

The client

We are working with an **established personal care company** that is looking to replace the non-biodegradable ingredients in their sunscreen products (e.g. acrylates). Consumers and regulatory bodies are concerned about the environmental impact of sunscreens, particularly on marine ecosystems. In response to this, personal care companies are developing “reef-friendly”, non-toxic products, formulated with ingredients that are readily biodegradable and often bio-sourced.

The search

Our client is searching globally for companies and suppliers developing and manufacturing **biodegradable SPF-boosting, film-forming ingredients for ethanol-based sunscreens**, e.g., film-forming polymers. We are looking for ingredients that have been commercialised or could be commercialised in the next 18 months. Ideal solutions are bio-sourced but do not compromise the quality and performance of the finished product. Ingredients will be suitable for products launched on the European market.

Ingredient requirements

- Biodegradable – either tested or predicted to be biodegradable
- Soluble in ethanol and polar oils / emollients / lipids
- Provides a significant sun protection factor boost of sunscreens (SPF boost >50%)
- Insoluble in water
- Concentration in final formulation is 1-3%
- Suitable for use with organic UV filters
- Produces low viscosity, odourless, non-sticky and transparent ethanolic solutions

Nice-to-haves

- Ingredient is bio-based, made from readily available, renewable sources
- Manufactured at scale, or developer will scale-up manufacture in next 18 months

Solutions may include, but are not limited to:

- Film-forming polymers (not cellulose or modified cellulose ingredients)
- Ingredients that work synergistically with organic UV filters

What the client can offer

The client is looking for personal care ingredient suppliers as part of their program of new product development. They have a broad portfolio of brands and products and offer routes to market for companies developing sustainable ingredients. The client prefers a supply agreement. They may also offer their in-house R&D services and help with manufacturing scale-up and regulatory support for the ideal partner.

Please provide details of any potential technology partner or service provider to Diane Kolonko via diane@strategicallies.co.uk
