

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 are in development or have been commercialised. Ideal solutions are bio-sourced from plant or microbial materials (not from animals/insects/crustacea), and do not compromise the quality and performance of the finished product. Ingredients will be suitable for products launched on the European market.

Ingredient requirements

- Film-forming properties
- 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

- Renewable ingredient made from plant or microbial sources
- Manufactured at scale, or suitable for scale-up manufacture

Exclusions

- Cellulose, modified cellulose, protein or animal-derived ingredients

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
