

### The client

We are working with a highly innovative and R&D driven **company developing and supplying plant-based egg ingredients and final products** based on soy and a range of beans. Our client has developed a range of innovative plant-based alternatives to chicken eggs and the various forms they are consumed in, including finished products and ingredients.

The product portfolio is supported by extensive research and development activities from both an in-house R&D team and external research partners with specific food science and technology expertise. Their work has focused on providing versatile and nutritious products with high protein content (equivalent to chicken eggs) without sacrificing taste. This has resulted in an diverse and growing intellectual property portfolio that encompasses finished products, intermediate ingredients and processing technology.

The company has established manufacturing in its home market (Asia) and is supplying finished products to a range of restaurants and hotels through premium distributors in its home market.

### The search

The company is **preparing to launch their range of products in the UK** and is in discussions with potential customers and distributors. Whilst they are able to ship frozen products in the short-term, they require a UK-based manufacturer to successfully scale up. They are therefore **searching for experienced contract manufacturers and packers** able to provide their range of SKUs to the UK HoReCa sector. Potential partners should have the following capabilities: -

- **Ability to source and process soy-based ingredients and powder mixes**
- **Use of the following basic equipment**
  - Homogeniser / high shear mixers
  - Ovens for baking
  - Dosing machines (dispensing single portions into trays for cooking)
  - Cutting machines (large pieces into shreds, etc)
  - Packaging machines (e.g. for pillow packaging and vacuum sealing)
  - Pillow packaging
- **Appropriate food standards**
  - ISO/FSC 22000 accreditation
  - Halal HQC Certification
  - Certifications such as Kosher, Vegan, Gluten-free or plant-based are advantageous

*Companies already supplying bakery type products are well suited given their range of blending, cooking and packaging capabilities. Companies also able to manufacture and ship to European markets are of high interest.*

### What our client can offer

The client is looking for companies that will become trusted manufacturing partners. This therefore represents an excellent business opportunity for an ongoing partnership with a leading plant-based brand. All potential partners should be able to demonstrate their capability and experience for this search by way of case studies and supporting literature. Please provide details of any potential manufacturing partner to Diane Kolonko via [diane@strategicallies.co.uk](mailto:diane@strategicallies.co.uk)

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