

The client

Our client is a global FMCG manufacturer with a wide variety of products and brands in their portfolio. Cellulosic materials are used in many of the products they develop and as part of their sustainability efforts, the client wants to explore the potential of replacing their existing cellulose source with an alternative cellulose material gathered from agricultural waste streams.

The search

The client is actively searching for potential **cellulosic material derived from agricultural waste streams**. Waste streams of interest include (but not limited to):

- Crop residues sourced from a variety of plants or crops (e.g. wheat straw, rice husk, banana stem, coconut shell, cocoa pod, sugarcane bagasse, etc.), that are leftovers after harvest
- Food processing waste (e.g. fruits peels, pulps)

The waste materials would have to meet the following technical characteristics:

- Ideally in dry, solid form (semi-solid maybe possible)
- Contain low moisture content or water activity so as to avoid degradation or changes in the chemistry of feedstock
- Free from contamination, microplastics, foreign material
- Contain low / negligible levels of pesticides or herbicides
- Preferably neutral in odour or flavour
- Waste materials ideally would be available at scale across multiple countries

What the client can offer

Our client is actively searching for partners to support their product development efforts. They have an established customer base and global operations that provide routes to market for both new and established companies. The client already offers a wide range of products to worldwide markets and therefore this represents an excellent business opportunity for existing and new technology partners.

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