

The client

Our client is a global fast-moving consumer goods (FMCG) manufacturer with a wide range of products in their portfolio. Some of these products currently contain microcrystalline cellulose (MCC), an ingredient commonly used as a filler, binding agent, processing aid and/or stabiliser in food, pharmaceutical, personal care and cosmetic products. As part of ongoing product development, the client is evaluating formulations and wishes to identify alternative ingredients to use in their products.

The search

The client is actively searching globally for fillers that offer similar benefits to MCC and could satisfy the following specifications: -

- Bulk density: Greater than 0.5 g/cm³
- Particle size: 0.5-2 mm
- Be stable in the following conditions:
 - Moisture: < 10%
 - Temperature: -20°C to +40°C
 - pH: 6 to 10
- Non-plastic
- Fillers would be insoluble in water

Nice-to-haves:

- Fillers would have food-grade / GRAS certification (or plans for certification in the next 5 years) or have applications in the nutraceutical / pharmaceutical sector
- Fillers come with sustainability benefits e.g. natural or plant-based, or minimally processed to aid with ESG (environmental, social, governance) goals

As the client would like to proceed with product testing as soon as possible, there is preference towards the use of filling agents, bulking materials, excipients, inactive substances, etc. that are commercially available or close to commercialisation with a potential partner who is capable of supplying the samples needed. However, the client is interested in learning about ingredients in development.

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 ingredient suppliers.

Please provide details of any potential technology partner or service provider to the Strategic Allies' team via network@strategicallies.co.uk.