

Profile number

110483

R&D services to the formulation industry

Located in

Netherlands

Personal data

Sector

Engineering

Type of company

Chemical

Legal entity:

Limited Company

Type of transaction

To be determined

Life phase enterprise

Full-grown

Employees in FTE

10 - 25

Type of buyer:

Investor

Financial information

Turnover last financial year

€ 1.000.000 - € 2.500.000

Asking price

€ 500.000 - € 1.000.000

Earnings before taxes

€ 100.000 - € 250.000

Company history/background

The company has a unique business model for its R&D services by combining predictive formulation sciences HSP and HLD with High Throughput screening and webapps platform PrediApps. Customers all over the world in the field of personal & home care, coatings, inks, polymers, agro- and petrochemicals and pharmaceutical products are benefiting from this approach to **reduce formulation space >10x and save >10-100x on time, generating >10% savings on costs in their R&D**. The world's biggest HSP and HLD database of commercial ingredients, PredictID, is connected to their respective formulation webapps to allow for sustainable digitalization and a further acceleration and efficiency of R&D, better than the alternative Chemical SaaS. Currently, the interest is growing and investments need to be made to maintain our unique position in the world, hence the

raise for funding.

The company provides unique R&D services and licenses on formulation webapps to the worldwide formulation industry, both to ingredient suppliers and end-product manufactures in the field of: coatings/inks, personal/home care, polymers, agrochemicals and pharmaceuticals. The combination of applied formulation sciences HSP and HLD with High Throughput (HT) screening and webapps, makes it unique and VLGI is operating as the worldwide leader in this approach. Customers can tailor the R&D services on:

- HSP/HLD R&D services: private datasets and formulations
- Licenses on PrediApps: to privately formulate and upload dataset, including the world's largest database
- HT screening: to further accelerate the formulation preparation

Unique selling points

The formulation R&D process is a complicated, time and capital consuming process, in which **no real formulation parameter of ingredients** is available. Furthermore, there is a **lot of pressure on R&D** to keep up with regulatory restrictions, ingredient withdrawal, transit to sustainable formulations, improve performances and that all with cost and time reductions. By **using HSP and HLD** and their respective webapps **PrediMatch and PrediMulsion**, it is possible to **overcome those R&D issues**

- **HSP/HLD** give a **fixed, predictive parameter to ingredients**; captures sustainably **HOW to formulate** with the ingredient, without disclosing its IP
- **Select >10x faster: matching, replacing and bridging ingredients** from the **start of your DoE to achieve maximum performance** with **lowest number and concentration** of ingredients
- **Less waste**: Prepare **>10x less samples** in the lab
- **Cost saving**: Reduce R&D costs with **>10%**
- Allowing **sustainable digitalization, 100x faster**

Other

Market:

Ingredient suppliers and end-product manufactures all over the world in the field of: coatings/inks, personal/home care, polymers, agrochemicals and pharmaceuticals.

Focus on:

Exit: >5 years, expected valuation = € 40 MLN

Requested:

We are looking for an investor or strategic partner

Capital: € 500.000,-