**Case Studies**

1. **Biotech commercialization**
   1. Successfully marketed IP technology that resulted in securing millions in investment for a new food ingredient start-up company
   2. Negotiated and secured supply agreements worth over $27 million in revenues
   3. Developed value proposition, P&L modeling, marketing strategies and CIM investor material
   4. Led the presentations for investor road show with companies ranging in size from Fortune 100 to private equity
   5. Collaborated with science team and presented highly technical data for senior level executives
2. **Sustainable Ingredients**
   1. Successfully developed new, microbial sourced, fermentation-derived ingredients that lead the market in sustainability
   2. Production from seven months to seven days
   3. Excellent functional ingredients properties without increasing cost-in-use
   4. Created new vertically integrated supply chains for corporations
   5. Developed an environmental platform strategy around carbon sequestration with a soil technology company that connect CPG companies to consumers throughout the entire supply chain
3. **Risk Management**
   1. P&L management including hedging more than $275 million in commodity purchases and sales annually
   2. Ten years of commodity risk management experience with Cargill
   3. Executed Chicago Board of Trade futures hedging positions to minimize commodity price volatility and maximize profitability
4. **Team development**
   1. Globalnetwork of top-tier talent with disciplines in product development, R&D, agriculture inputs and trading, with a combined 100-years plus experience
   2. One of two North America leaders selected to the Presidents Global Leadership Council
   3. Managed North America teams to record profitability, reaching revenues over $400 million
   4. Recruited and hired executive team including chief science officer and chief strategy officer
   5. Worked with the board of directors and investment group to align and execute company strategy
5. **Growth**
   1. 82% - growth of sales volume over five years. Created innovative marketing strategies that focused on customer revenues
   2. $40 million – executed supply term sheets with global customers for new business, thereby securing investors for new start-up company
   3. 500% - net margin increase by creating unique marketing channels through branding commodities in non-food industries.

**25-year Ingredient Expertise**

Proteins ranging from soy, pea and microbial sources

Healthy DHA/EPA lipids, non-GMO & organic soy, canola and sun

Sweeteners, Fibers, Enzymes

**What we do**

Experts in innovation and extracting value from the white-space market opportunities. We use technology to create vertically integrated supply chains and produce sustainable, fermentation-derived ingredients for our clients. From sourcing to product development, we connect all the dots, work hard and deliver value, guaranteed.

**Quotes**

I never dreamed about success. I worked for it.

-Estee Lauder, American businesswoman

Success is no accident. It is hard work, perseverance, learning, studying, sacrifice and most of all, love of what you are doing or learning to do.

- Pele, Brazilian footballer