



## SECTOR: CHEMICALS

### Background

Leading European company engaged in developing and manufacturing highly defined powder products for their global customers in the food, feed, cosmetic and chemical industry

### Client Objective

To explore an opportunity to source Food and Feed grade raw materials from India . To identify potential sourcing partner(s), who have the capability to offer specific products to our client

### T&A Approach and Scope of Work

- T&A conducted an in-depth research and analysis of the food and feed grade raw materials sector in India with a specific focus on following products segments i.e. Organic Chemicals (Amino Acids, Divers and other acids), Inorganic Chemicals (Metals) and Oils
- T&A shortlisted 80 manufacturers and exporters and identified contact details of key decision makers in each of these organizations
- Shortlist was prepared on the basis of primary and secondary research.
- This included telephonic interviews, reference to local classified directories, industry specific journals, trade events and exporters associations
- As part of the mandate, T&A further contacted each of the shortlisted organizations and had detailed discussions with the decision makers, to gauge their suitability and interest

### Outcome

- Detailed advisory report was submitted, which included in depth profiles of 20 potential sourcing partners and 12 management meetings were organized to discuss the next steps of collaborations including the quality of the products supplied and lead time
- Client is also evaluating a possibility of setting up a manufacturing plant in India