

SINGLE-CELL PROTEIN (SCP)

Prepared by:

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In this case study, an industrial gasses company engaged CPL Business Consultants to assist in due diligence on a single-cell protein (SCP) company. A pioneer in single-cell protein from hydrocarbon feedstock was now seeking investment for expansion in the speciality ingredients market. CPL provided the necessary insights for the client to make an informed decision.

The client asked CPL to validate market estimates and also the assumptions in the management's business plan. CPL reviewed internal documents and met key technical/commercial people from the single-cell protein manufacturer and also the potential customers. Additionally, CPL carried out its own independent investigation on speciality ingredients, for example, the flavour sector and the pet food sectors.

Finally, CPL was also asked to comment on potential technical risks related to single-cell protein production. To do this, we reviewed the history of the single-cell protein sector, including its technology and commercialisation, with knowledgeable individuals with direct experience. We sought their views on why so many seemingly technically valid projects had been less commercially successful than anticipated.

In conclusion, CPL made provided insights into the technical and commercial risks of the venture. This included issues related to marketing and concerning the availability of certain protein materials for further processing.

CPL has worked on many studies involving proteins e.g. on [customer engagement](#) and [pricing](#). Have a look at our [PowerPoint Introduction](#) and [Brochure](#) describing deliverables, differentiators and case studies. You can also review [eight case studies](#).