

Salvalco



Company Key Facts	
Business Description	Salvalco has developed an innovative, patented aerosol valve designed to enable aerosols to be propelled successfully by harmless gases such as Nitrogen, Carbon Dioxide or simply compressed air
Company Website	www.salvalco.com
Headquarters	York
Industry	Containers and packaging
Fund Investment Date(s)	April 2018 (£1.6m), September 2019 (£1.1m), June 2020 (£0.5m) and April 2022 (£0.3m)
Fund Investment Total	£3.5m
Current Investment Performance	

Trading Update

- Building on the growing pressure in the consumer goods market for 'greener' products, Salvalco continues to make progress with customers who are keen to find an eco-friendly solution to replacing LPG in aerosol cans.
- Salvalco has made substantial progress with customers over the previous twelve months with the expansion of its trials and rollout programmes with global Fast-Moving Consumer Goods (FMCG) brands.

Recent Events

- Procter & Gamble has incorporated the technology into a number of its brands, in particular in the USA, and remains the market leader in number of applications with rollout plans in place for a number of USA centric brands.
- NIVEA is gradually increasing the use of Salvalco's technology within its portfolio in the European market alongside specialist brands in the hairspray product segment.

Current Focus and Outlook

- Salvalco's key objective is signing customers under a long-term licence-based model. Additionally, the company is exploring a shorter-term outsourcing strategy to enable the technology to be showcased by fillers and other FMCG brands.
- Salvalco is gaining market traction in the deodorant and anti-perspirant segments, while its longer-term goal is extending the technology into other applications, such as adhesives and insecticides.

FWT Value-Add

- WAE's technical, commercial and promotional support was invaluable during the formative stages of the company's growth. This included several introductions to key stakeholders, partners and potential customers across the supply chain.
- The business has also engaged with WAE on R&D and manufacturing. In addition, support in business research, product development, engineering expertise and overall guidance around facilitating growth have been other key benefits.

ESG Impact

- Salvalco has a direct environmental impact by reducing the number of aerosols that emit greenhouse gases that contribute to global warming.