

# BIOBIZ

ACCELERATING INDIA'S SUSTAINABILITY  
THROUGH BIOMASS

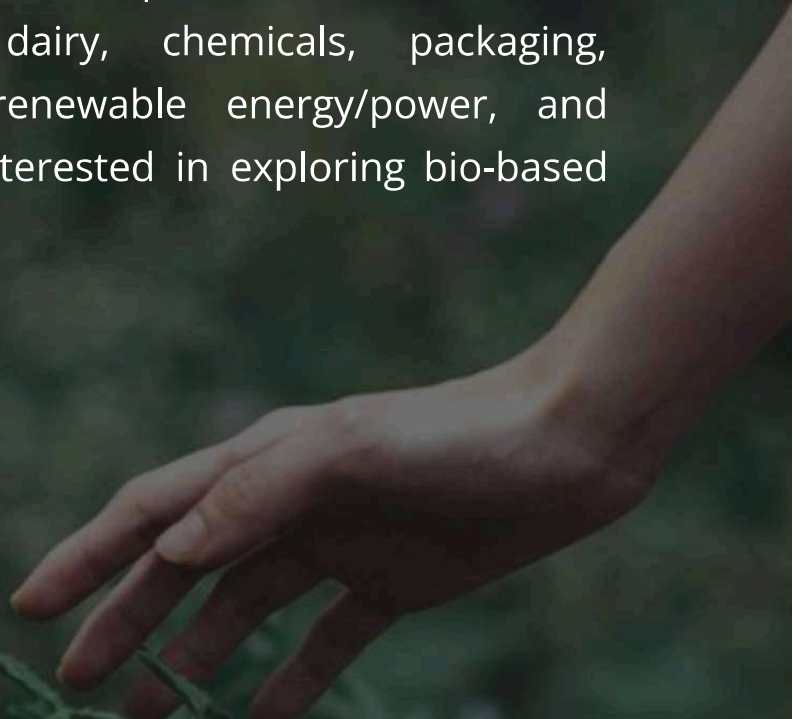
HIGHLIGHTS OF BIOBIZ'S STRATEGIC CONSULTING, MARKET  
RESEARCH & MARKET DEVELOPMENT ASSISTANCE FOR  
BIOMASS SECTOR

January  
2024

[www.biobiz.in](http://www.biobiz.in)

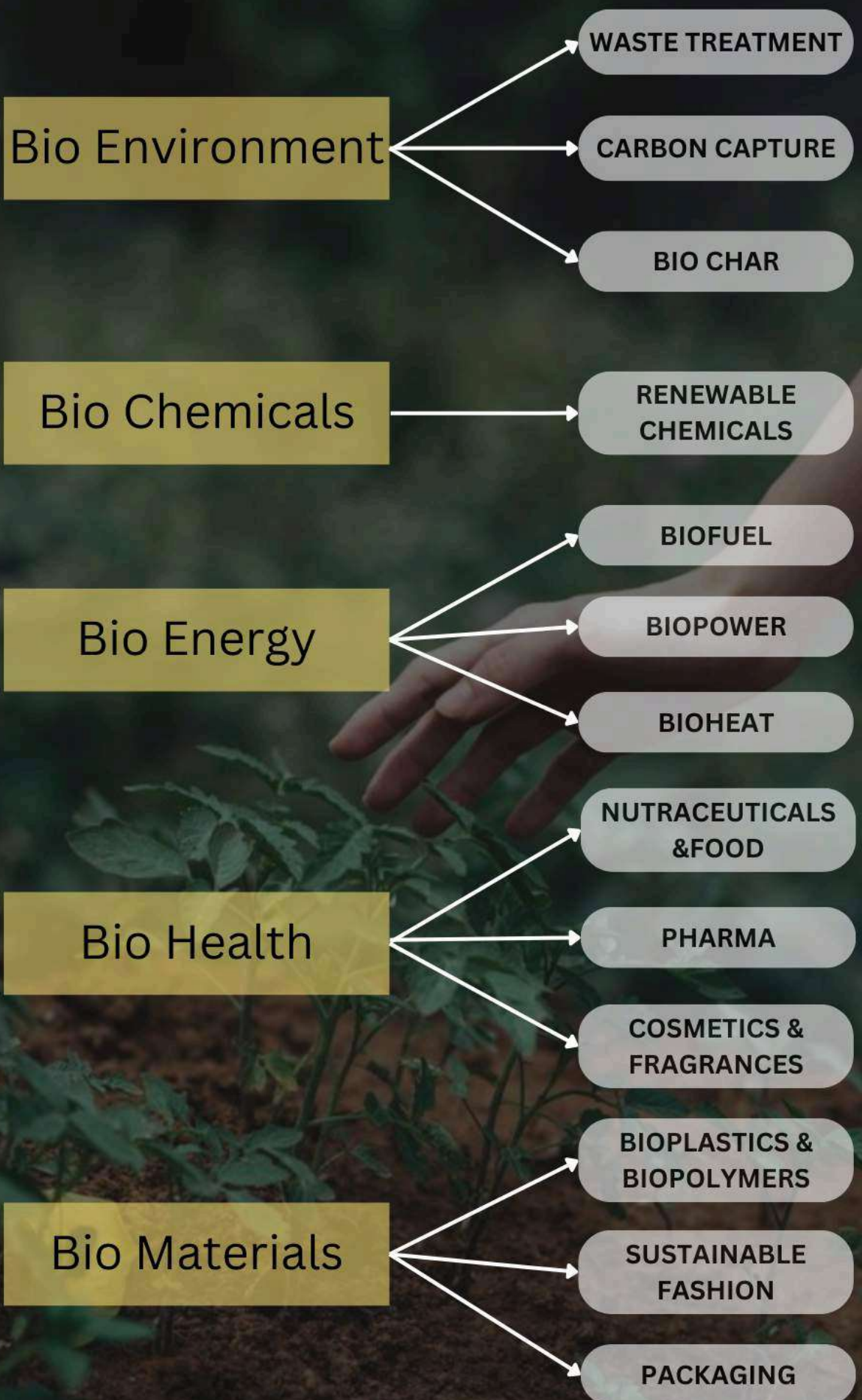
## Introduction

BioBiz Consulting, a division of Energy Alternatives India (EAI) which is a leading renewable energy consulting and research firm in India assists with bio-based products and solutions. The services cater to companies and businesses in agriculture, food and dairy, chemicals, packaging, environmental services, renewable energy/power, and related sectors who are interested in exploring bio-based product opportunities.





# OUR DOMAINS



## Scope of BioBiz

BioBiz consulting focuses on providing strategic and market focused suggestions and recommendations to entrepreneurs and businesses keen on venturing into bio-based business opportunities.

With our extensive network and contacts with different stakeholders across various bio-based sectors, BioBiz can also further assist entrepreneurs in collaborating with the right stakeholder in select industries.





# HIGHLIGHTS

## Of Biomass Assignments

### GE – Market Potential for Biomass Gasification in India



**Sector:** Biomass gasification

**Client Profile & Business:** A global leader in the energy & power sectors

**Type of Work:** Assessing the Indian market potential for biomass gasifiers & producer gas engines

**Locations:** Delhi, Mumbai, Coimbatore, Bengaluru.

[www.ge.com](http://www.ge.com)

### Technip Energies– Techno-economic feasibility evaluation for the biomass supply chains

**Sector:** Biomass

**Client Profile & Business:** One of the world leaders in engineering services with a special focus on green hydrogen projects.

**Type of work:** Evaluation of technological & economic feasibility for the biomass supply chains.

**Location:** Delhi

[www.ten.com](http://www.ten.com)



## Lohiya Group – Market Potential Study & Strategic Analysis of the Indian Biodiesel Sector



**Sector:** Biodiesel

**Client Profile & Business:** A leading edible oil refiner and supplier in south India

**Type of work:** Evaluating the market potential for biodiesel and providing strategic recommendations on market entry

**Location:** Hyderabad

**[www.lohiyagroup.in](http://www.lohiyagroup.in)**

## GSK – Evaluating Sustainability of Biomass Supply Chain

**Sector:** Biomass supply chain

**Client Profile & Business:** A global leader in food, health and pharma

**Type of work:** Evaluation of the reliability of biomass supply chain and estimation of sustainability benefits from biomass use

**Locations:** Rajahmundry (Andhra Pradesh), Nabha (Punjab), Sonapat (Haryana)

**[www.gsk.com](http://www.gsk.com)**





## Reliance – Evaluating Feasibility of 3rd Generation Biofuel

**Sector:** Third generation biofuel



**Client Profile & Business:** India's largest private company and a global leader in petrochemicals.

**Type of work:** Providing the client a clear understanding of the algae fuel market, identifying algae fuel companies globally for investments, and identifying top-tier talent for setting up a pilot facility for producing algae Biofuels.

**Location:** Gujarat.

[www.reliance.com](http://www.reliance.com)

## JM Huber - Evaluating the feasibility of shifting to biomass-based heating from natural gas heating

**Sector:** Bioenergy.

**Client Profile & Business:** A leading global producer of specialty chemicals.

**Type of work:** Evaluated alternative technologies that can be used for heating with biomass and the feasibility of the biomass supply chain.

**Location:** Jhagadia, Gujarat

[www.huber.com](http://www.huber.com)



## Pepsi – Evaluating Innovations to Sustainably Convert Fruit Waste to Value



pepsi

**Sector:** Fruit waste to energy

**Client Profile & Business:** A leading global beverages company

**Type of work:** Identifying and evaluating innovative solutions from India for converting fruit waste to value.

**Location:** The work was for Pepsi's head office in the US, and the results were to be used for their global operations

[www.pepsi.com](http://www.pepsi.com)

## Tamil Nadu Industry Development Corp (TIDCO) - Techno-economic potential analysis for lignite to liquid fuels

**Sector:** Liquid fuels including biofuels

**Client Profile & Business:** Tamil Nadu state's industrial development arm.

**Type of work:** Analysis of a technology that transformed low-grade lignite into methanol, with the help of a technical partner experienced in advanced biofuels.

**Location:** Tamil Nadu.

[www.tidco.com](http://www.tidco.com)





## Jaini chemicals & Pharmaceuticals - Third generation ethanol production from cellulosic biomass



**Sector:** Bioethanol production

**Client Profile & Business:** A leading company manufacturing renewable & sustainable Chemicals & Energy sources.

**Type of work:** Assessed the feasibility of a next-gen ethanol plant in Assam, involving consultations with various international experts on the innovative production method

**Location:** Assam

**[www.jainichemicals.com](http://www.jainichemicals.com)**

## Aban Offshores - Assessment of a state-specific municipal solid waste to energy project proposal

**Sector:** Waste to energy

**Client Profile & Business:** A company that provides offshore drilling and services to the oil and gas industry.

**Type of work:** Evaluated the feasibility of a waste-to-energy project in Kerala, based on the policies, the terms, and the economic viability.

**Location:** Kerala

**[www.abanoffshore.com](http://www.abanoffshore.com)**



Aban Offshore Limited

## **IGPL - Identification of green chemical opportunities with attractive short and medium-term potential in India and global markets**



**Sector:** Green Chemicals

**Client Profile & Business:** A company that provides offshore drilling and production services to the oil and gas industry.

**Type of Work:** Evaluated the feasibility of a waste-to-energy project in Kerala, based on the policies, the terms, and the economic viability.

**Location:** Kerala

**[www.igpetro.com](http://www.igpetro.com)**

## **Bain – Strategic Analysis of the Castor Oil Derivatives Sector**

**Sector:** Bio-chemicals

**Client Profile & Business:** A global leader in top management consulting

**Type of work:** Providing strategic inputs to the Bain team on the castor oil sector, its challenges, and our recommended roadmap for industry growth

**Locations:** Global

**[www.bain.com](http://www.bain.com)**



**BAIN & COMPANY**



## Shaivaa Algaetech - Market potential for algae-based nutraceuticals



**Sector/Category:** Nutraceuticals

**Client Profile & Business:** A leading company in producing micro-algae-based ingredients for nutrition markets

**Type of work:** Providing the client with consulting and market development assistance to this startup to produce algae-based nutraceuticals and chemicals that will replace synthetic alternatives.

**Location:** Surat, Gujarat.

**[www.shaivaa.com](http://www.shaivaa.com)**

## Bill & Melinda Gates Foundation – Human Waste to Energy

**Sector/Category:** Waste to Energy

**Client Profile & Business:** World's largest private foundation

**Type of work:** Providing the client with detailed inputs on the innovative technologies being developed by Indian companies, organisations and research institutes for sustainably managing human waste to energy.

**Location:** Pan India (specifically Delhi, Mumbai, Bangalore, Pune, Chennai)

**[www.gatesfoundation.org](http://www.gatesfoundation.org)**

BILL &  
MELINDA  
GATES  
*foundation*

## **ExxonMobil - Techno-economic potential analysis for municipal solid waste to energy in India**

**Sector/Category:** Waste to Energy

**Client Profile & Business:** One of the world's top three oil and energy companies

**ExxonMobil**

**Type of work:** Assessed the feasibility of the Indian solid waste to energy sector, with an emphasis on municipal solid waste.

**Location:** Pan India

**ExxonMobil**





# Assistance to the Biomass sector through White papers

## ***Biomass-based Power***

EAI has published a white paper that deep dives into biomass-based power to present a strategic framework for top management of various sectors to evaluate diverse opportunities in the emerging Indian biomass sector.

## ***EAI's BioMetric Optimising the Biomass Value Chain***

This whitepaper delivers the idea of biometric optimising the biomass value chain. The key takeaways are optimal biomass feedstock selection, identifying best vendors, logistics optimization, fine-tuning commercials, and optimising boiler/ gasifier/ hot air generator design for better performance.

## ***Biomass Gasification Market Intelligence Report***

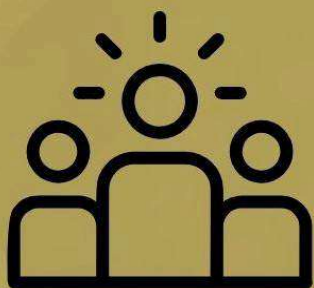
One of the most comprehensive business & market reports for the biomass sector, the **Biomass Gasification Market Intelligence Report** published by EAI is a rich source of inputs, data, and insights for all aspects of the biomass gasification value chain.

## ***Power from Biomass***

Biomass has been used as a source of energy right since mankind started its existence. One of the predominant energy sources today is biomass. Biomass-based power generation holds immense potential and this white paper intends to unveil the basic strategies and technologies that are in need while commissioning a biomass-based power plant.



# Why BioBiz?

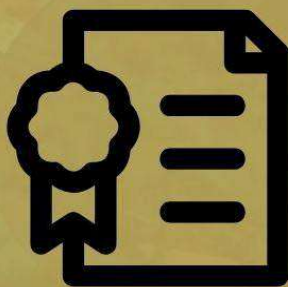


## Leader in Bio Sector Consulting

EAI is one of the very few cleantech consulting and research companies with a specialized focus on biomass-based business opportunities sectors. Our decade long consulting

## Contacts & Network

Owing to our early mover status and pioneering work in renewable energy, we have exceptional contacts across the entire cleantech and biomass value chain, all across India.



## Exceptional Professional Background

BioBiz Consulting is run by a team of professionals from IITs and IIMs, and having a team of specialised professionals in energy and environment.



## Summary

BioBiz is a specialised offering that provides comprehensive marketing intelligence tailored for the bio-based industries. The focus of this service is on delivering highly specialised and targeted insights to businesses operating in the bio-based sector.

### ***Specialized Marketing Intelligence***

BioBiz is dedicated to providing specialised marketing intelligence exclusively for the bio-based industries. The service offers insights that are finely tuned to the specific needs and dynamics of the bio-based sector.

### ***Highly Focused Insights***

The service provided is highly focused, ensuring that businesses receive information relevant to their particular niche within the bio-based industries. BioBiz tailors its approach to address the unique challenges and opportunities faced by each client in the bio-based sector.

### ***Hands-On Guidance***

BioBiz not only provides intelligence but also offers hands-on guidance to clients. The service assists businesses in translating the acquired insights into actionable strategies, helping them make informed decisions. The service provides a roadmap and actionable steps to ensure that businesses can navigate the challenges of bringing bio-based products to market effectively.

### ***Analytical Benefits:***

BioBiz goes beyond surface-level information, offering a deep dive into the intricacies of the bio-based industries. Clients can expect to gain in-depth knowledge about market

trends, competitor analysis, regulatory landscapes, and other critical factors influencing the bio-based sector.

In essence, BioBiz is a comprehensive solution that combines specialised marketing intelligence, focused insights, deep dive benefits, and hands-on guidance to support businesses in the bio-based industries, from understanding market dynamics to successfully launching their products.





## About EAI

BioBiz is a division of EAI.

EAI is a boutique management and market consulting firm with a focus on clean energy & sustainability sectors. It has a special emphasis on three sustainability sectors:

- Solar Energy,
- Bio-energy &
- E-mobility.

Founded by professionals from the IITs and IIMs, EAI's consulting has assisted Indian and global firms with market intelligence and management strategic support since its inception in 2008. Our work has spanned:

- Strategy consulting & market intelligence - Assistance that has benefitted over 250 firms - including global leaders (GE, Exxon Mobil, GSK, Amway, Toyota, Bill & Melinda Gates Foundation...) as well as dozens of small, innovative startups.

More details of our consulting practice

◆ E - Mobility - <https://www.eai.in/consulting/strategy/e-mobility>

◆ Solar Energy - <https://www.eai.in/consulting/strategy/solar>

◆ Bio-energy - <https://www.eai.in/consulting/strategy/bio-biz>

◆ Green Hydrogen - <https://www.eai.in/consulting/strategy/gh2>

- In-depth market reports - Over 2500 companies, Indian as well as international, have benefitted from our industry research reports in the fields of solar power, biofuels, bio-based materials and electric mobility

- Diverse events and workshops - 30+ events organised by EAI in climate tech in the past decade across India - comprising national & international conferences, workshops, and networking events. These events were organized either by EAI on its own or in partnership with state governments (Tamil Nadu, Uttar Pradesh, Kerala), or with corporates, organizations & institutes (UL, IITs, InterSolar...)

In addition to our deep knowledge of specific climate tech verticals, EAI has one of the largest professional networks for climate tech in India. Our network of over 5000 professional and industrial contacts across India comprises:

- 1500+ solution providers
- 500+ large end-users & corporates
- 1000+ startups
- 200+ investors
- 1000+ research & academic professionals
- 100+ government officials & bureaucrats

More about EAI from [www.eai.in](http://www.eai.in)





# Interested?

If you wish EAI to help your  
company in the Indian Bio-Energy  
Sector, talk to us by:



91-9952910083



[consult@eai.in](mailto:consult@eai.in)

*January*  
**2024**

**[www.eai.in](http://www.eai.in)**