

# German e-commerce retailer is looking for a manufacturer of snail cream under a commercial agreement

## Summary

Profile type	Company's country	POD reference
<b>Business request</b>	<b>Germany</b>	<b>BRDE20250331009</b>
Profile status	Type of partnership	Targeted countries
<b>PUBLISHED</b>	<b>Commercial agreement</b> <b>Supplier agreement</b>	<b>• World</b>
Contact Person	Term of validity	Last update
<a href="#">Wioletta POLITEWICZ</a>	<b>31 Mar 2025</b> <b>31 Mar 2026</b>	<b>31 Mar 2025</b>

## General Information

### Short summary

A German online retailer, specialised in various cosmetics, garden and household products, would like to further expand its portfolio of different cosmetic articles. Thus, they are looking for manufacturers who are able to supply snail mucus cream as a white label product. Cooperation under a commercial or supplier agreement is envisaged.

### Full description

The German family business successfully sells various consumer products online. New products are continuously added to their portfolio. Their products are sold under their own brand via well-known international online market places and in the company's own online shop. Trade takes place mainly to end customers (B2C) and, to a small extent, also to business customers. The company has its headquarters and warehouse in central Germany with a direct connection to the largest motorways and thus a good infrastructure connection.

The company is currently looking for manufacturers or suppliers of snail cream as a white label product according to the following specifications:

#### Product requirements:

- Basic formulation:
- o Contains high-quality snail mucin (snail mucus extract)

- o Hyaluronic acid for additional moisturisation
- o Light texture, easily absorbed, non-greasy
- Properties:
- o Highly effective for dry, sensitive & blemished skin
- o Supports the regeneration of irritated skin (e.g. acne, rosacea, scars)
- o Anti-ageing effect: reduces fine lines & moisturises
- o Dermatologically tested, hypoallergenic, gentle formulation
- Free from:
- o Parabens, alcohol, sulphates, phthalates
- o Animal testing (cruelty-free)

Snail slime extraction & sustainability:

- The snail slime needs to be obtained in an environmentally friendly & animal-friendly way
- Certifications for natural & sustainable ingredients would be advantageous

Packaging & labelling:

- The German company is requesting customised packaging & label design
- Amazon-compliant labelling option (FNSKU labelling) is desirable
- Packaging options (glass, plastic, airless dispenser) can be discussed

Certifications & production standards:

- Products in compliance with the EU Cosmetics Regulation (1223/2009/EC)
- GMP standards (Good Manufacturing Practices)
- Safety assessment & PIF (Product Information File) for the EU

Furthermore, the company would like to discuss details regarding the minimum order quantity (MOQs) per batch, production and delivery time. They would also ask for samples for testing the quality.

The German online retailer is looking for a reliable partner and a long-term cooperation under commercial or supplier agreements.

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Advantages and innovations

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Technical specification or expertise sought

Manufacturers or suppliers who can deliver snail creams as a white label product.

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Stage of development

**Already on the market**

Sustainable Development goals

**• Goal 3: Good Health and Well-being**

IPR Status

IPR Notes

## Partner Sought

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### Expected role of the partner

The German company is looking for manufacturers or suppliers of snail cream (containing high-quality snail mucus extract) as a private label product.

The partner will be in charge of the production according to the company's requirements, packaging and delivery to Germany.

The products are produced for online trade and distributed by the German company under its own brand in online market places.

### Type of partnership

**Commercial agreement**

**Supplier agreement**

### Type and size of the partner

- **Other**
- **Big company**
- **SME 11-49**
- **SME <=10**
- **SME 50 - 249**

## Dissemination

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Technology keywords

Market keywords

Targeted countries

- **World**

- **07002005 - Other retailing**
- **07004008 - Other consumer products**
- **07006 - Other Consumer Related (not elsewhere classified)**
- **07004002 - Health and beauty aids**
- **07002001 - Drug stores**

Sector groups involved