

SupplySide West 2018 Lecture Schedule:

*Each lecture should be approximately 30 minutes each plus time for Q&A /networking afterward.
Companies can make full use of the 40minutes allotted*

	DAY 1 – Thursday, November 8th	DAY 2 – Friday, November 9th
	<i>Expo Hall Open 10:00-5:30</i>	<i>Expo Hall Open 10:00-5:00</i>
10:30-11:10	Opening	Opening
	1- Eurofins International	9- ROELMI HPC
	<p><u>Title:</u> Smart science: Genomic tools to help both manufacturing and marketing teams</p> <p><u>Abstract:</u> Today, there are many accessible genomic tools available that can provide valuable information from strain identification to product ratios in complex blends. Occasionally these tools are utilized in (pre)clinical trial evaluations or by R/D teams, however, these assays and technologies can also assist companies in product design and stability studies, for label and supplier verifications, and even help in marketing a product and determining efficiency of raw materials. Yet while many probiotic companies and suppliers understand the power of genomic tools; the use of these tools today is limited, and rarely are they utilized to aide in business or operational decisions. This presentation will discuss the use of genomic tools in newer applications, using science smartly.</p> <p><u>Topics</u></p> <ul style="list-style-type: none"> • A review of genomic tools available and the pros/cons of each • Finished product or blended raw material analysis including strain and sub-species identification. • Applications of genomics tools for marketing and product development • Applications of genomics tools for manufacturing and quality <p><u>Presenter:</u> Meghan Styke</p> <p><u>Job Title:</u> Business Development Manager, Eurofins BioDiagnostics</p>	<p><u>Title:</u> Oral multispecies probiotic supplement to colonize vaginal epithelium, restore healthy vaginal microbiota and reduce recurrences rate of bacterial vaginosis.</p> <p><u>Abstract:</u> Microbiome Era opens the way to a better understanding of microbe’s world and related issues. Now, it is clear that microbes are not only responsible for disease, but on the contrary, many of them work collectively in a symbiotic relationship with our organism, to perform specific functions that promote and maintain health. Particularly, vaginal health is strictly associated with the presence of Lactobacillus species in vaginal microbiota. A perturbed microbiota, where dominant Lactobacillus species are overwhelmed by exogenous or minority ones, characterizes the majority of uro-genital tract infections. Vaginal and urinary issues severely affect the women quality of life. They are often associated with severe diseases, infertility and pregnancy complications. Antibiotic treatment is the standard therapy for symptomatic infections, but sometimes failed to prevent recurrences. ROELMI HPC has developed Intimique™ Femme, a novel food supplement for woman intimate healthcare based on a patented and proprietary probiotic complex (<i>L. plantarum</i> PBS067, <i>L. rhamnosus</i> LRH020 and <i>B. lactis</i> BL050). A first clinical trial confirms the ability of Intimique™ Femme strains to colonize human vaginal epithelium after oral administration. A second clinical trial has been performed to assess the efficacy in restoring healthy vaginal microbiota after antibiotics treatment and in reducing BV recurrences rate. Here we present astonishing results referring both short-term and long-term observation. Women who followed a</p>

Bio: Mehgan Styke is the business development manager with Eurofins BioDiagnostics, specializing in microbial-based products and sequencing services for Eurofins Scientific. For over 10 years, Mehgan has lead teams in business and laboratory excellence with constant evaluation of novel microbiology methods and molecular technologies. Mehgan’s passion is to support the probiotic and natural product industries with focus and expertise on evolving genomic technologies and an acute awareness of the compliance needs and relevant trends in the food, feed, and supplement industries.

Company Profile: Eurofins is driven by our mission to contribute to global health by offering the highest quality testing, training, auditing and consulting services. We strive to listen to our customers and not simply meet, but exceed their expectations. Our footprint is global. With over 38,000 staff in 400 laboratories across 44 countries and a portfolio of over 150,000 analytical methods, Eurofins provides a unique range of analytical testing services to the pharmaceutical, food, environmental and consumer products industries and to governments.

supplementation program with Intimique™ Femme, 3 Billion CFU per daily dose for 14 consecutive days, showed a significant reduction in recurrences rate in the following month: from 50% (reference group and bibliographic data) to 22% (active group). Objective physician examination and vaginal wet mount microscopy supported this result, showing a greater microbiota restoration and a general symptoms improvement in the active group compared to reference group. After following four administration cycles (1-week treatment/month) recurrences rate was dramatically reduced from 44% in the negative control to 16% in the probiotic group. Vaginal microbiome intervention through Intimique™ Femme is an unbelievable innovation that can allow women quality of life to improve and chronic suffering to decline.

Topics

- Vaginal colonization
- Oral intake
- Bacterial vaginosis
- Symptoms improvement
- Recurrences

Presenter: Dr Cristiana Piangiolino

Job Title: Market Manager, Nutraceutical & Food, ROELMI HPC

Bio: Cristiana Piangiolino is the Market Manager for Nutraceuticals and Food in ROELMI HPC. She is in charge of planning medium-long term strategies by looking at worldwide market trends. Thanks to the acquired know-how in the fermentation processes, Cristiana is also Product Manager for Biotechnology product lines such as SynBalance® Probiotics and full spectrum ExceptionHYAL® Hyaluronans. After an initial practise as Nutraceutical Sales Manager for the Italian market, she gradually gained experience developing business in other European countries. Cristiana Piangiolino joined Principium Europe in 2010, where she helped build the strong company reputation as supplier of active ingredients, thanks to her technical background and international expertise. From end of 2016, she contributed to the smooth transition of Principium brands into ROELMI HPC portfolio, after a merge by incorporation. Graduated in Chemistry at Milan University with a short scholarship in Valencia - Spain, Cristiana Piangiolino finalized her PhD thesis in 2007, at Paris VI University – France about “Organometallic

enantioselective catalysis for the synthesis of pharmaceutical intermediates”.

Company Profile: ROELMI HPC is now the global expert for actives and functionals in Health & Personal Care. But its roots date back to 1946 in the Mediterranean area, where the company still finds concepts and innovation-driven technologies, in full respect of nature and people. Its products are developed thanks to avant-garde research, scientific approach and true passion. From its Biotech research: ExceptionHYAL®, 2.0 generation of full-spectrum Hyaluronans and SynBalance®, life-wide proprietary probiotics. From its Nature preservation commitment: SelectSIEVE®, Mediterranean matrixes for real circular economy, Beaulixir®, specific system to support the healthy hair physiology and α-LACYS RESET® to boost your performances.

11:10-11:20

Break

Break

2- Deerland Probiotics & Enzymes

Title: The Role of Probiotics in Sports Nutrition

Abstract: Clinical data is building around the role of probiotics in sports nutrition – from recovery to muscle building to immune health. Studies have demonstrated clear links between certain aspects of athletic performance and the addition of probiotics along with traditional sports nutrition supplements.

Athletes and active individuals have some of the highest nutrient needs of anyone, and these needs are best met when digestion is improved. Healthy bacteria in the gut aid in the digestion of macronutrients, allowing for optimized nutrient uptake from an athlete’s diet. Some probiotic strains can play role in the use of protein for muscle growth and human recovery by promoting the absorption of key amino acids. In addition, probiotics can support immune health by adhering to the gut epithelium, thereby enhancing the “gut barrier” function of those cells by preventing the adhesion of pathogens. As research advances, probiotics will play a leading role in shaping the sports nutrition supplements of tomorrow.

11:20-12:00

10- Prenexus Health

Title: Thriving in a microbiome health revolution and the growing demand for prebiotics

Abstract: Learn how your business can thrive in the next wave of human health innovation: the microbiome. Find out the role prebiotics play, how consumer perceive and adopt them and business consideration for product development. Research from a recent consumer insight study conducted by the Global Prebiotic Association will be shared demonstrating the demand and needs of consumers seeking prebiotic products.

Topics

- Microbiome health is the next big growth market among human nutrition opportunities
- Learn about prebiotic types and what consumers want most from a prebiotic
- How to capitalize on this growing trend of prebiotics

Presenter: Steve Hanson

Job Title: Senior Vice President, Global Sales, Prenexus Health, Inc.

Bio: Steve Hanson is an entrepreneur, global health & wellness influencer and arts advocate. Steve has been at the forefront of marketing key ingredient firsts that have

This presentation will highlight the athlete-specific benefits of Bacillus subtilis DE111® with support from the results of two clinical studies.

Topics

- Clinical results from a study of female collegiate athletes indicating decreased body fat percentage and improved training performance with addition of DE111® to a protein supplement
- Clinical results from a study of male collegiate athletes indicating a reduction in inflammation markers with the addition of DE111® to a protein supplement
- Opportunities for sports nutrition applications with DE111®

Presenter: John Deaton, PhD

Job Title: Vice President of Science and Technology, Deerland Probiotics & Enzymes

Bio: Dr. Deaton holds more than 19 years’ experience working with proteins and enzymes. He holds a PhD in biochemistry from Texas A&M University, with post-graduate studies in microbiology, biophysics and cancer research. He has two papers published in the Proceedings of the National Academy of Sciences (PNAS) and is a ten-year member of the Association of Official Analytical Chemists (AOAC), with four years served on the committee of microbiology.

Company Profile: Deerland Probiotics & Enzymes, based in Kennesaw, Ga., specializes in customized enzyme and probiotic-based formulations, collaborating with customers to develop innovative and often proprietary solutions. In addition to customized formulations, the company offers a line of clinically studied branded products, including the probiotic strain DE111® and novel prebiotic PreforPro®. Deerland provides regulatory support and also performs specialty contract manufacturing services, including bulk blends, liquids, hard shell capsules, and tablets; as well as bottling and labeling. To contact Deerland Probiotics & Enzymes, call 800.697.8179 or visit www.DeerlandEnzymes.com.

included lutein, Ester-C, omega-3 and curcumin. Now, Steve is leading new efforts to educate the nutrition industry and consumers about the importance of the microbiome in health with the role prebiotics and probiotics play. He currently serves as Senior Vice President of Global Sales for Prenexus Health, a company leading the future of prebiotics.

Company Profile: Prenexus Health is leading the future of prebiotics as a company producing the next generation of prebiotics for health that are supported by science & clinical research.

Prenexus Health is focused on prebiotic leadership, world class scientific research and exceptional in-market partnerships. Prenexus Health's goal is to develop and grow the category for prebiotics while introducing its first XOS Prebiotic ingredient for food & beverages and dietary supplements.

12:00-12:10

Break

Break

3- Triphase Pharmaceuticals

Title: Temperature Stable Probiotics (TSP) with World's Only Thermostable Probiotics

Abstract: TSP innovation opens applications in multiple industry which were the market pain as the current probiotics are not room temperature stable. The current probiotics applications were restricted to dairy industry due to its refrigeration property. The probiotics are not stable at room temperature let alone high temperature stable. There is huge savings with the elimination of cold storage and cold transportation. The probiotics shelf life has increased to 18 months. The label claim on the bottles from "at the time of manufacturing" can be changed to "at the time of consumption" there by increasing loyal customer base It reduces the formulation cost hence the major saving for the manufacturer of the final product. The platform technology allows us to make plethora of probiotics without having the change the process.

Topics

- Patented technology
- High temperature stable
- Eliminates cold storage

Presenter: Dr. Shrilakshmi Desiraju PhD, MBA

Job Title: Co-Founder/ Director Business Development, Triphase Pharmaceuticals

Bio: Dr. Shri holds the Doctorate degree in Natural Product Chemistry from India, she also holds her post-doctoral research @ IISc Bangalore, India.

When it comes to publications, her fathom in the field of research can be well cherished in reputed journals. She worked on Pfizer projects at NAEJA Pharmaceutical. Inc. Edmonton, CANADA as Sr. Scientist. Her quest for knowledge made her pursue Masters in Business Administration (MBA), in Technology Commercialization from University of Alberta, Canada.

After graduating in business studies launched a Probiotics R&D company "Triphase Pharmaceuticals Pvt. Ltd." in India in 2009. Under her stewardship

12:10-
12:50

11- SYN BIO TECH

Title: New Evidence for *Lactobacillus Plantarum* TWK10 in Human Exercise Performance

Abstract: The microbiota is a hot topic on disease and health issues and many studies revealed the important roles to physiological homeostasis for supporting the existence of a gut microbiota-muscle axis. *Lactobacillus plantarum* TWK10 has shown to increase muscle mass, improve exercise performance, and exert anti-fatigue effects. The latest evidence has shown that TWK10 for endurance performance in humans can be used as an ergogenic supplement in aerobic exercise for better physiological adaptation.

Topics

- The innovative application of probiotics in gut-muscle axis
- The first *Lactobacillus* strain to increase muscle mass
- A new ergogenic supplement for aerobic exercise

Presenter: Wen-Shiaw Lan

Job Title: Overseas Affairs Manager, SYN BIO TECH

Bio: Mr. Lan is working for SYN BIO TECH Incorporation as overseas manager for marketing and promotion of probiotic business. He has involved in the microbiological field for 20 years including 10 years in probiotic industry. He started his career as a researcher specialized for gene identification of probiotics for human consumption. Thanks to the international demands, Mr. Lan is assigned to develop overseas business for SYN BIO TECH Incorporation for promoting probiotics in the industry of agricultures, livestock and poultry, aquacultures, nutraceuticals and pharmaceuticals, etc. The sales territory includes but not limited to Taiwan, China, USA, Australia, New Zealand, Korea, Japan, South Eastern Asia, Middle Asia, European countries, etc.

Company Profile: SYN BIO TECH INC. is specialized on research and manufacture of lactic acid bacteria for human and animal health. For more than 20 years, we have been dedicated on optimizing probiotic properties and developed two unique technologies SYNTEK™ thorough and SYNPACK™ to further enhance probiotic performance in all aspects. In close collaboration with many renowned scientists and academic institutes, we established the Microbiome and Lactic Acid Bacteria

Triphase has dawn its maiden US Patent for thermostable probiotics in 2018.

Company Profile: Triphase Pharmaceuticals Private Limited, a Research & Development and manufacturing company focused on Probiotics. Located in the Royal city of Mysore, Karnataka, India, focuses on patented plat form technologies for manufacturing of Probiotics, Pre-biotics & Antibacterial proteins like Bacteriocins, that makes business transformation real. Guided by passion, innovation, creativity and intelligent business strategies and by our experience by conducting a detailed market research on its current pains and Triphase can help mitigate and solve them. Triphase has the end-to-end expertise to connect every dot, reimagine every process, and reinvent companies' ways of working. We know that rethinking each step from start to finish will create a better business outcome. The United States Patent and Trademark Office (USPTO) has awarded the company a patent for its two high temperature *Lactobacillus* probiotic strains *Lactobacillus acidophilus TSP-La-1* and *Lactobacillus plantarum TSP-Lp-1*. Triphase has applied for additional patents in Canada, The European Union and India, which when combined with this latest patent. The Health Canada has allotted NPN numbers for the strains.

Application Research Center to focus more on probiotic innovation and application.

12:50-
1:00

Break

Break

4- Ashland

Title: Gut-Brain-Axis: New Study - Probiotic Supplementation Improves Mental Health in Healthy Women

Abstract: Probiotics have been linked to improved mental health through the gut-brain-axis by decreasing inflammation and increasing neurotransmitter availability. A new study examined the effect of probiotic supplementation (Probiotal, Italy) on psychological well-being, as measured by changes in mood (e.g. depression, anxiety, cognitive reactivity to sad mood), personality dimensions, and quality of sleep. Six weeks of probiotic supplementation in healthy women resulted in a

1:00-
1:40

12- KGK Science

Title: Finding what is real and reproducible in microbiome datasets

Abstract: I will present issues with the current non-robust interpretation of microbiome datasets. The human microbiome is correlated with many determinants of health status, and new candidate taxa are seemingly identified nearly every day. However, microbiome science is not nearly as reproducible or predictive as is commonly perceived and seemingly arbitrary decisions on sample collection, sequencing protocol or analysis pipeline can have far-reaching consequences on interpretation. In part, this is because of the use of 16S rRNA gene sequencing methods which

significant improvement in mood with a reduction in depressive feelings, anger, fatigue, and an improvement in sleep quality.

Topics

- Review of the gut-brain axis
- Benefits of probiotic supplementation on mental health and cognition
- Results of new probiotic study showing impressive benefits on mental health in a healthy population

Presenter: Dr. Ralf Jäger, FISSN, CISSN, MBA

Job Title: Managing Member, Increnovo LLC, Senior Scientific Advisor to Ashland

Bio: Dr. Ralf Jäger is an award-winning speaker on functional foods and dietary supplements. He has authored and published numerous peer-reviewed scientific papers, industry publications and mainstream media articles on gut, brain, joint, and heart health, and is a leading expert in the field of probiotics. A postdoctoral scholar in bio-organic chemistry at the California Institute of Technology (Caltech) in Pasadena, California, Dr. Jäger originally earned his Ph.D. in organic chemistry from the University of Bonn in Germany. He is a Fellow of the International Society of Sports Nutrition (FISSN) and is currently a member of numerous scientific associations, including, most notably, the American Gastroenterological Association (AGA).

Company Profile: Ashland Global Holdings Inc. (NYSE: ASH) is a premier global specialty chemicals company serving customers in a wide range of consumer and industrial markets, including nutraceuticals, food and beverage, pharmaceuticals, personal care, adhesives, architectural coatings, automotive, construction and energy. At Ashland, we are approximately 6,500 passionate, tenacious solvers – from renowned scientists and research chemists to talented engineers and plant operators – who thrive on developing practical, innovative and elegant solutions to complex problems for customers in more than 100 countries. Visit ashland.com to learn more.

uses short sequences as proxies to determine function or taxonomy, and in part because the data are not what they seem. I will show how moving beyond tag-sequencing to shotgun metagenomics, and incorporating a probabilistic and compositional approach can bring added value to the analyses that provides a robust way forward for marker gene studies, metagenomics and metatranscriptomic analyses.

Topics

- Common statistical methods for 16S rRNA gene sequencing can be very misleading
- Many microbiome datasets are uninformative because of this
- Higher-resolution methods are required to extract useful information

Presenter: Greg Gloor, PhD

Job Title: Professor of Biochemistry, University of Western Ontario

Bio: Dr. Gloor is a Professor in the Department of Biochemistry at the University of Western Ontario. He has used DNA sequencing as a major tool for most of his career, having sequenced (by hand) part of bacteriophage Mu during his PhD work. His group was one of the first to use high throughput sequencing platforms for bacterial genome assembly, microbial ecology and meta-transcriptomics.

Members of Dr. Gloor’s group are early adopters of compositional data analysis (CoDa) techniques to the analysis of high-throughput sequencing data. He is a founding member of the Compositional Data Analysis Society. Dr. Gloor has written several guides on how to use CoDa to analyze 16S rRNA gene sequencing data and transcriptome data, and maintains the ALDEx2 Bioconductor R package that performs differential abundance analysis using a CoDa paradigm. Dr. Gloor is developing CoDaSeq, an R package that combines and adapts a number of tools used for CoDa in other domains to the sparse, high dimensional datasets that are generated by high throughput sequencing.

In addition, to computational analysis, Dr. Gloor’s group developed a general combinatorial barcoding for the Illumina sequencing platforms that is not dependent on sample diversity. The strategy has been used to sequence amplify 16S rRNA gene fragments and many

		<p>other low diversity amplicons for sequence variant detection.</p> <p><u>Company Profile:</u> KGK Science is a wholly owned subsidiary of the Auxly Group and operates as a contract research organization based in London, Ontario. For nearly two decades, KGK has served many of North America’s leading nutraceutical, natural health product and consumer packaged goods companies such as Kraft Foods, Sanofi, Nature’s Bounty, and NuSkin. KGK works with their clients in substantiating claims for their products through randomized clinical trials in addition to providing other research services such as participant recruitment, regulatory compliance solutions, research support services and consulting. Along with KGK’s involvement in the health and wellness space, KGK has expanded their research capabilities to include cannabinoid and animal products in recent years.</p>
<p>1:40-1:50</p>	<p style="text-align: center;">Break</p>	<p style="text-align: center;">Break</p>
	<p style="text-align: center;">5- UAS Labs</p> <p><u>Title:</u> BNR17: A Clinically Supported Weight Management Probiotic</p> <p><u>Abstract:</u> Obesity has nearly tripled globally since 1975, meaning that more than 650 million adults were obese as of 2016. This epidemic is particularly concerning as proper weight management is key in maintaining good health. Recently, consumers have moved away from fad diets and towards healthy lifestyle changes that promote well-being. Understanding that supplements fit this holistic approach, probiotic supplements that have been clinically evaluated for weight management, meet a consumer need and present an attractive industry opportunity.</p> <p>Join UAS Labs as we discuss the clinical documentation supporting <i>Lactobacillus gasseri</i> BNR17™, a natural, weight management probiotic strain whose consumption has affected body mass index, visceral fat levels and waist and hip circumference. Named 2018 Weight management ingredient of the year by NutraIngredients-USA, BNR17™ is a probiotic strain at the forefront of research and innovation.</p>	<p style="text-align: center;">13- Kaneka AB</p> <p><u>Title:</u> Selecting probiotics from their mechanism of action: from bench to bedside</p> <p><u>Abstract:</u> Scientific opinion leaders are demanding more science-backed probiotics, while it is increasingly being recognized that probiotic properties can be very strain-specific. AB-Biotics - KANEKA has taken a mechanistic approach to identify optimal strains for specific health applications. As an example, the development from lab bench to bedside of two specific probiotic formulas will be discussed, one targeting intestinal hypersensitivity in GI condition and one targeting blood cholesterol and triglycerides, including their positioning among current treatment strategies.</p> <p><u>Topics</u></p> <ul style="list-style-type: none"> • Learn about 2 key probiotics formulations in our portfolio that specifically address GI Health and Blood Lipids/cholesterol levels • Dr Jordi will talk about how Kaneka•AB Biotics utilizes a unique Mechanism of Action (MOA) approach to identifying the most active probiotic strains for a particular health category. • Also, we will look at the 2 formulations (for GI and Lipids) in the context of other available dietary supplement strategies to gauge Kaneka AB Biotics particular advantages
<p>1:50-2:30</p>	<p><u>Topics</u></p>	

- An overview of the obesity epidemic and the need to respond with a holistic approach including a weight management probiotic offering
- Introduction of *Lactobacillus gasseri* BNR17™ and the science behind the strain
- Current production and the future of BNR17™

Presenter: Dr. Gregory Leyer, PhD

Job Title: Chief Scientific Officer, UAS Labs

Bio: Dr. Greg Leyer has dedicated his professional career to probiotic advancement making him not only a critical component of UAS Labs but a world-renowned expert, educator and speaker in the field. To continue driving the industry and UAS Labs forward, Dr. Greg continues research in the areas of probiotic bioprocess development, application development, and clinical sciences. To-date he has authored or co-authored 24 publications in the areas of probiotic clinical results, application know-how, safety parameters, and holds patents in the field. In addition, he is an active member of both the International Probiotic Association (IPA) and International Scientific Association for Probiotics and Prebiotics (ISAPP). A graduate of the University of Wisconsin-Madison, Dr. Greg received his M.S and Ph.D. in Food Microbiology and Toxicology studying the pathogenesis of various organisms including Clostridium botulinum and Salmonella typhimurium. His post-graduate career has since focused on the beneficial effects microbes have on humans.

Company Profile: UAS Labs is a U.S. based probiotic manufacturer that has produced high quality, science-based probiotics since 1979. We are one of the few fully-integrated probiotic suppliers and are strictly dedicated to probiotics. We offer everything from bulk probiotic strains to formulation, blending, encapsulating, packaging and shipping.

Presenter: Jordi Espadaler PhD

Job Title: Chief Scientific Officer, AB-Biotics SA

Bio: Jordi received his PhD in Molecular Biology from Autonomous University of Barcelona, and has completed an open executive education program at IESE. His research career currently focuses in probiotics and human microbiome, as well as in human genetics. He has been in AB-BIOTICS for 12 years and currently serves as CSO at AB-Biotics SA, where his work encompasses managing from in vitro testing to clinical trials.

Company Profile: AB-BIOTICS, founded in 2004 in Barcelona by Miquel Angel Bonachera and Sergi Auidvert, the company has focused on research, development of clinically documented bacteria for probiotic applications. Since 2014 AB-BIOTICS has developed an aggressive business development plan licensing its probiotics to 78 pharmaceutical and food companies in 66 countries. Since 2010 AB-BIOTICS is listed on the Alternative Investment Market in Spain (MAB). In 2018, Kaneka became the largest shareholder of AB-Biotics and is now the exclusive provider of these clinically validated probiotic products in the US, Canada and Japan.

2:30-2:40

Break

6- MeriCal

Title: The Art of Manufacturing an Innovative Probiotic Product

2:40-3:20

Abstract: In the world of natural products, few things are trending as hot as probiotics. As living organisms,

Break

14 – Nutrasource Pharmaceutical & Nutraceutical Services

Title: Drugs: Learn How to Turn a “Bad” Word into a Growth Opportunity

probiotics aren't like most other natural product ingredients though, and thus need to be treated differently during the manufacturing and packaging process. Join MeriCal-GHI, the Probiotic Experts™, as they walk you through the pitfalls of manufacturing products with probiotics while offering up new innovative ideas along the way.

Topics

- Choosing the right strains
- Why manufacturing conditions matter
- Choosing the right packaging

Presenter: Jeremy Bartos, PhD

Job Title: VP of Research & Development, MeriCal

Bio: Jeremy Bartos, Ph.D., is the Vice President of Research & Development at MeriCal. He has over 10 years of experience working in the dietary supplements industry in a variety of product development, innovation, business development and sales roles. In his current role, he utilizes his knowledge of the scientific and clinical benefits of nutraceutical ingredients to create new finished product solutions for the dietary supplement industry, specializing in probiotic, sports nutrition, and health condition-specific innovative solutions.

His accolades include authoring peer-reviewed publications, co-inventing numerous natural products patents and launching both branded proprietary ingredients and successful finished products tailored for various dietary supplement markets.

Prior to joining the natural product industry, Dr. Bartos was an NCI-funded Post-Doctoral Fellow in the Department of Biochemistry at the University of Rochester School of Medicine and Dentistry in Rochester, NY, where he focused on the molecular mechanisms of DNA replication. Dr. Bartos received his B.S. in Ecology and Evolutionary Biology from the University of Rochester and his PhD in Molecular Biology from Roswell Park Cancer Institute, a division of the State University of New York at Buffalo.

Company Profile: After MeriCal acquired Global Health Industries, we became the largest manufacturer of finished-format probiotics in North America. As The Probiotic Experts™, we have over 40 years of formulation experience with both lactic acid

Abstract: Probiotics are living microorganisms that confer health benefits to the host when administered in adequate amounts. But what about probiotics that prevent, treat, or cure a disease or condition in humans? How are they defined, and more importantly, what product development opportunities exist?

The U.S. FDA defines these microorganisms as live biotherapeutics. While live biotherapeutics share common origins to what the dietary supplement industry embraces as probiotics, they are distinct in that they are developed as therapeutic agents—that is, drugs—and have defined clinical benefit claims.

“Drug” is no longer a bad word – especially when it comes to probiotics. Research on live microorganisms, whether as “probiotics” or “live biotherapeutics,” has shown great promise for human health. Companies considering development as a live biotherapeutic, probiotic dietary supplement, or both, will benefit from understanding the similarities and differences between the regulatory categories, product development strategies, and challenges and opportunities associated with developing a live biotherapeutic.

Topics

- Regulatory classification of probiotics
- Product development for probiotics as drugs (live biotherapeutics)
- IP strategy for live biotherapeutics

Presenter: Joshua Baisley, H. B.Sc.

Job Title: Director of Clinical Trials, Nutrasource

Bio: Josh Baisley brings 15 years of quality assurance, clinical, preclinical and regulatory experience in the dietary supplement industry and an additional four years of biologics development experience. Josh has been an active member in the probiotic community as a member of the International Probiotics Association (IPA) Board of Directors, blogging for the IPA, and presenting at probiotic workshops and other industry events.

Having in-depth expertise in both regulatory filings and clinical trial project management provides Josh with an understanding of regulatory body thinking and requirements, leading to his respected relationship with Health Canada. From 2011-2014, Josh participated on a Health Canada expert working group representing the dietary supplement industry to work toward harmonization of pharmacovigilance for supplements,

and spore forming bacteria. In 2017, we opened doors to our new, state-of-the-art, dedicated Probiotic Suite where we manufacture and package probiotics in exceptional temperature and humidity-controlled conditions. We are the premier source for custom contract manufacturing & packaging and innovative dietary supplement solutions – with a recent certification to manufacture organic vitamins and probiotics. We offer anything from basic A-Z formulations to complex, custom formulations of any dry-dosage format.

drugs and biologics. Josh’s personal regulatory filings throughout his career account for over 10 percent of all applications received by Health Canada’s Natural and Non-prescription Health Products Directorate for clinical research trials. Josh has a Hons. B.Sc. from the University of Guelph, specializing in microbiology and certificates in regulatory affairs and clinical trial project management.

Company Profile: Nutrasource is a premier, vertically-integrated global regulatory consulting, clinical research, and product testing firm that brings unparalleled expertise in nutrition, regulatory affairs, and pharmaceutical science to help our clients achieve compliance and gain market entry.

With nearly 20 years’ experience across the entire health product spectrum from foods and supplements to pharmaceuticals, Nutrasource brings the capabilities and scientific acumen of an international CRO while delivering the high-quality results you’d expect from your own team.

Nutrasource employs over 100 industry experts across four sites in North America to provide our clients with comfort and confidence that their project is completed to a premium level to withstand the toughest regulatory scrutiny. Through collaboration and a partnership based on transparency and communication, our team will work with you to challenge your thinking and provide the best study designs and a strategic pathway forward for your product while meeting the highest regulatory and quality standards. As part of our commitment to your success, we provide the leadership you need to successfully develop and launch your product with confidence – from concept to claim.

Discover your pathway to market: www.nutrasource.ca

3:20-3:30

Break

7- Lallemand Health Solutions

Title: *B. lactis* LAFTI® B94: The Probiotic Strain for Hearty Kids and Teens

Abstract: The probiotic strain *B. lactis* LAFTI® B94 is supported by clinical evidence for its gut health benefits in children and adolescents. As part of Lallemand Health Solutions’ Hearty Kids and Teens range, *B. lactis* LAFTI® B94 has been thoroughly characterized and selected for its in vitro and in vivo documentation of its modes of action and its high synergy with prebiotics. The Canadian Health

3:30-4:10

Break

15- Unique Biotech

Title: Efficacy of *Bacillus coagulans* Unique IS2 in Digestive Health

Abstract: *Bacillus coagulans* Unique IS2 is a shelf stable spore forming probiotic which can survive a range of temperatures. Studies with *Bacillus coagulans* Unique IS2 have indicated it has a role in maintaining digestive health, reducing symptoms of bacterial vaginosis, maintaining healthy cholesterol levels and in oral health. *Bacillus coagulans* Unique IS2 and digestive health

Authorities have recently recognized its beneficial usage for occasional constipation and bloating in children and teens.

Topics

- *B. lactis* LAFTI® B94 is a clinically documented probiotic strain dedicated to hearty kids and teens
- *B. lactis* LAFTI® B94 has been recognized by the Canadian Health Authorities for its benefits on occasional constipation in children and teens
- *B. lactis* LAFTI® B94 has been selected among 40 Bifidobacterium isolates for its high synergy with prebiotics

Presenter: Morgane Maillard

Job Title: Product Manager, Lallemand Health Solutions

Bio: Morgane Maillard is a Food Engineer specialized in Nutrition (Agrosup Dijon, France). She has been working in the field of probiotics for 11 years. Now responsible for the product management of the Lallemand Health Solutions' probiotic strains portfolio dedicated to human health, she also previously took part in the development of yeast and bacteria-based ingredients for the food and dietary supplement markets. Her areas of expertise are: Nutrition, Marketing, Technical Support, Health Ingredient, Food supplement and Functional Food

Company Profile: Backed by a rich history and 80 years of expertise in probiotic research and development, Lallemand Health Solutions offers a full line of ready-to-market probiotic formulas and helps its partners to design their own custom & complex formulations using Harmonium, LAFTI® or Rosell® Probiotic strains together with our proprietary protective technologies. Because, from the lab to the shelf, Lallemand Health Solutions controls the overall manufacturing process of its products, the company can ensure customers are receiving the highest quality standard of probiotic formulation. Cooperation spells success: we provide our partners with the full support they need to develop, register, and market their products in their own market, making Lallemand Health Solutions a complete probiotic solutions provider.

Clinical studies have indicated that *Bacillus coagulans* Unique IS2 reduces the duration and severity of diarrhea and helps in the restoration of normal bowel movements in constipated adults. *Bacillus coagulans* Unique IS2 has also been found to bring relief from functional abdominal pain in children. Recently concluded studies with Irritable Bowel syndrome in both adults and children have indicated that it helps ease symptoms like abdominal pain, bloating and gas.

Topics

- Helps improve digestive health in adults and children.
- Helps restore normal bowel movements which are altered in constipation and diarrhea
- Helps ease symptoms of irritable bowel syndrome in children and adults

Presenter: Dr. Ahire Jayesh, PhD

Job Title: Research Scientist, Unique Biotech Limited

Bio: Dr. Jayesh J. Ahire is a Research Scientist in the Centre for Research & Development, Unique Biotech Ltd., Hyderabad, India. He received Ph.D. Microbiology in the field of probiotics and its biogenic metabolites (2013) from North Maharashtra University, Jalgaon, India. In 2013, he joined postdoc position in Prof. Leon Dicks laboratory, Department of Microbiology, Stellenbosch University, Matieland, South Africa (2013-2018). Dr. Ahire has 5 years of research experience in the field of Microbiology and Nanotechnology. He has published several research articles in peer-reviewed journals and edited book on probiotics. In addition to research, Dr. Ahire serving as a reviewer for peer-reviewed international journals like Plos One, Biotechnology Report, Journal of Infection & Public Health, Biomedicine & Pharmacotherapy, Archiv der Pharmazie, Process Biochemistry, Biocatalysis & Agricultural Biotechnology, International Journal of Biological Macromolecules, Current Nanoscience, and Journal of Molecular Structure etc. Dr. Ahire's professional interests are in the area of probiotics, clinical trials, antimicrobial proteins, nanofiber mediated delivery of drugs and or antimicrobial compounds to prevent biofilm and or infections of drug resistant bacterial strains.

Company Profile: Unique Biotech Ltd (UBL) is a world class, dedicated and a well laid out large scale fermentation facility established in 2001 for Probiotics, Enzymes, and Nutraceuticals with state-of-the-art

Lallemand Health Solutions covers more than 60 countries across five continents and is ready to service your probiotic needs. For more information, please visit www.lallemand-health-solutions.com

equipment in Genome Valley, Hyderabad, India. It is totally committed to the discovery, development and commercialization of innovative formulations for improved health care at affordable cost. UBL has dedicated blocks for production of *Bacillus* sp, *Lactobacillus* sp, *Bifidobacterium* sp, *Saccharomyces boulardii* and *Serratia*peptidase. Unique Biotech is an ISO 9001:2015 and a WHO-GMP certified company constantly innovating to provide disease specific probiotic solutions. With an unparalleled and unique combination of technical know-how, skilled resources and quality manufacturing, UBL has gained worldwide prominence in the field of Probiotics and is well positioned to open up exciting new avenues and offer products that surpass global standards. The company with its strong technical and marketing teams, extends unparalleled customer service and builds strong relationships.

4:10-
4:20

Break

Break

8- Kerry Group

16- IPA Comedy Show (4:30pm)

Title: Emerging Global Trends in Probiotic Products

Title: Last Probiotic Comic Standing

Abstract: Everyday foods and beverages fortified with probiotics are gaining retail space and market share around the globe. In this session, you'll discover the trends driving growth within each region of the global marketplace and learn the varying types of probiotic products consumers seek.

Abstract: To close out the show, all the way from Washington, DC, Ivan Wasserman is once again trading in his Code of Regulations for a rubber chicken with his attempt at stand-up "comedy." A funny lawyer? You'll have to judge for yourself.

Topics

Topics

- Examples of new and innovative probiotic food and beverages, including the technologies that enable them.
- Moving beyond a niche – examples of the most successful categories and examples of market leaders formulating with probiotics
- What's next in the category?

- See the world's only "probiotic comic" in action
- Laugh (hopefully)
- Make fun of Ivan

Presenter: Eileen O'Shea, PhD

Presenter: Ivan Wasserman, Esq.

Job Title: Senior RD&A Manager, Kerry

Job Title: IPA Legal Counsel & Managing Partner, Amin Talati Upadhye

Bio: Eileen graduated with a BSc in Biochemistry from University College Cork, Ireland, and completed a PhD in Microbiology at Teagasc Food Research Center in affiliation with UCC. Her research focus was the isolation and characterization of probiotic candidates and their antimicrobial metabolites for food and pharma applications. Eileen further developed her

Bio: Ivan Wasserman is one of the nation's premier attorneys for the food, dietary supplement and cosmetic industries. Ivan and his team help companies develop and market innovative and compliant ingredients and products, and represent them in matters before the FDA, FTC, U.S. Customs, U.S. Patent and Trademark Office, and in litigation. He has been included in Best Lawyers in America from 2007 – 2019, is counsel to the International Probiotics Association – and he thinks he is funny.

4:20-
5:00

expertise in this area through her postdoctoral studies with the Alimentary Pharmabiotic Centre. Eileen joined Kerry in 2014 working as a Senior Scientist with the Food Protection and Fermentation Team to develop clean label ingredients and actives to extend shelf life and promote food safety for a variety of end use applications. Recently, Eileen O’Shea was appointed to the position of Senior RD&A Manager for Kerry’s Ganeden-Wellmune Business, supporting the development of probiotic technologies targeting digestive and immune health.

Company Profile: As consumers demand a return to real ingredients, Kerry is responding with a focus on Taste & Nutrition. By partnering with Kerry, customers are taken on a journey to make food, beverage and pharma products that people enjoy and feel better about. We call this Leading to Better.

Company Profile: Amin Talati Upadhye LLP is one of the nation's leading regulatory and intellectual property law firms with offices in Chicago and Washington, D.C. The firm represents a sophisticated client base — including Fortune 500, middle-market and emerging companies — in the food, dietary supplement, pharmaceutical, cosmetic and medical device industries.

Closing

Closing

All times are in Pacific Time zone