



Sources

- The global innovation and consulting firm Alcimed conducted two global studies for dsm-firmenich to identify key drivers in the pet Biotics space (2019, 2024)
- Other sources of information came from the global marketing and insights agencies:













Types of Biotics



Prebiotics

A substrate that is selectively utilized by host microorganisms conferring a health benefit



Probiotics

Live microorganisms that, when administered in adequate amounts, confer a health benefit on the host



Postbiotics

A preparation of **inanimate microorganisms** and/or their
components that confers a
health benefit on the host



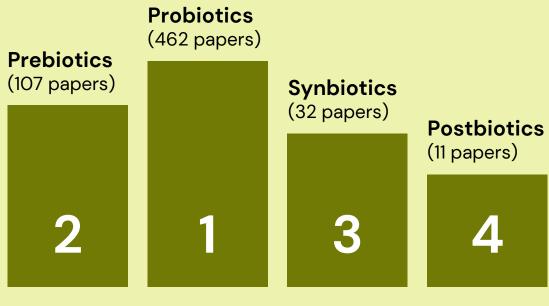
Why use biotics in pet food?

- Pet health trends follow <u>human health trends</u> which leads to an increased use of <u>Biotics</u>
- There is a growing body of scientific evidence supporting the use of Biotics to improve the health and wellbeing of dogs and cats
- Leading <u>health challenges perceived by pet parents</u> can be addressed by <u>Biotics</u> (e.g. anxiety, metabolic health, oral care)
- These are among the <u>most searched problems</u> by pet consumers, which has show double-digit growth YOY
- "Fiber" and "Probiotic" are <u>among the top 4 most searched</u> <u>ingredients</u> by pet consumers
- In 2022, MINTEL reported that "Gut health has the potential to have a
 big impact not only on <u>overall pet health and wellness</u> but also on pet
 food marketing due to its connection to <u>many different aspects of
 pet health</u>, such as skin and coat health, immunity support, weight
 management and even calming and anxiety relief."



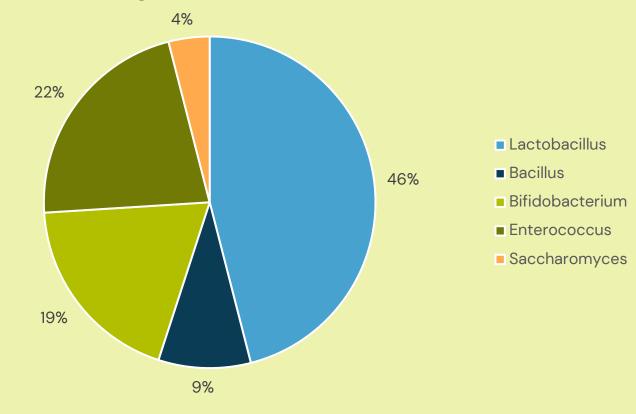


The most studied Biotics used by the pet industry



Scopus query: (canine* OR feline* OR dog* OR "cat" Or "cats" AND pro/pre/syn/post biotic* AND NOT "CAT" (This to avoid excess irrelevant papers studying the CAT enzyme.)

Main Probiotic genera studied in scientific publications





The problem with Prebiotics and Probiotics

- Non-specific **Prebiotics** are widely used in pet foods and are no longer seen as a differentiating factor; opposed to precision prebiotics
- Probiotics, like lactobacillus, are:
 - heat-labile and cannot survive wet or dry pet food processing
 - when applied topically on dry pet foods and treats will not maintain their CFUs over the shelf-life of the product
 - might interfere with production facilities GMP and GHP

Dry extruded pet food is 75% and wet pet retorted food is 21% of the global pet food volume sold



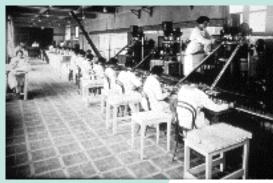


LBiome™ Overview – a postbiotic with a century of history

















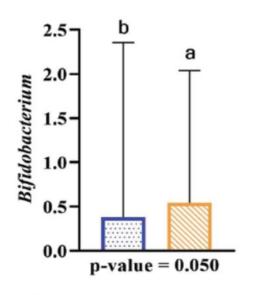
CULTURE MEDIUM





Prior published LBiome™ data in pets

Effects of *Lactobacillus* fermentation product on the fecal characteristics, fecal microbial populations, immune function, and stress markers of adult dogs





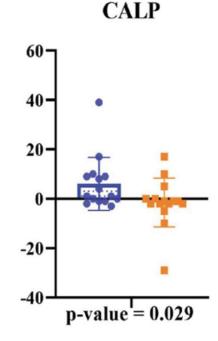
Lactobacillus
Fermentation Product

Samantha A. Koziol,† Patricia M. Oba,†, Katiria Soto-Diaz,† Andrew J. Steelman,†,‡ Jan S. Suchodolski, Erik R. M. Eckhardt,* and Kelly S. Swanson†,‡, Swanson*, Swanson

Item	Control	LBFP ¹	P-value
Serum cortisol, ng/mL	-2.45	14.62	0.431
Serum SOD ³ , ng/mL	-8.51 ^b	68.59ª	0.0001
Salivary cortisol, µg/dL	1.95	1.45	0.130
Serum MDA ⁴ , nmol/mL	2.08	3.61	0.483



- 2 Pooled standard error of the mean.
- 3 Superoxide dismutase.
- 4 Malondialdehyde.
- a,b Means lacking a common superscript differ (P < 0.05).



- Control
- Lactobacillus
 Fermentation Product





8 Cats

LB Treatment

Washout

Control (no treatment)

8 Cats

Control (no treatment)

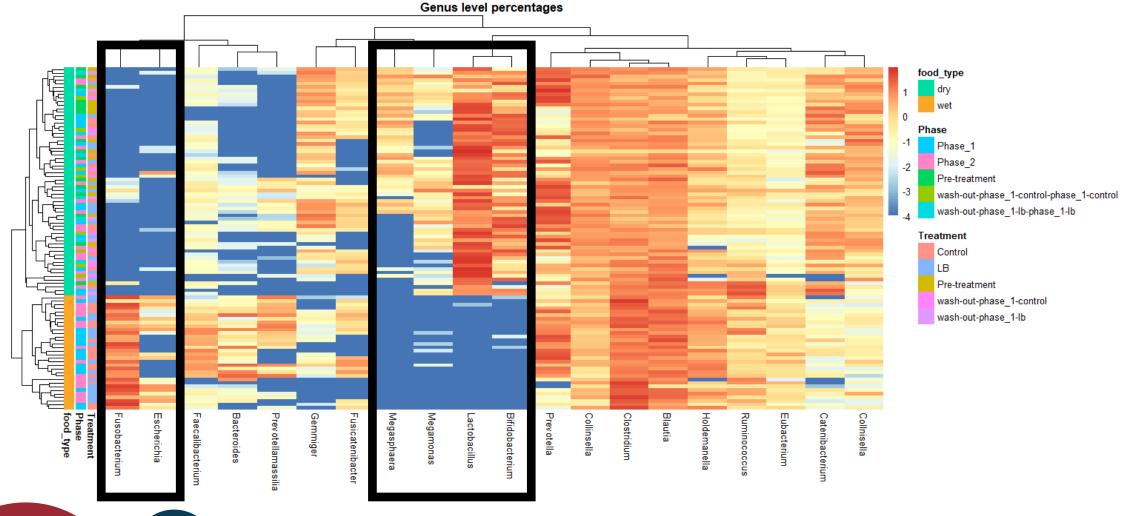
Washout

LB Treatment



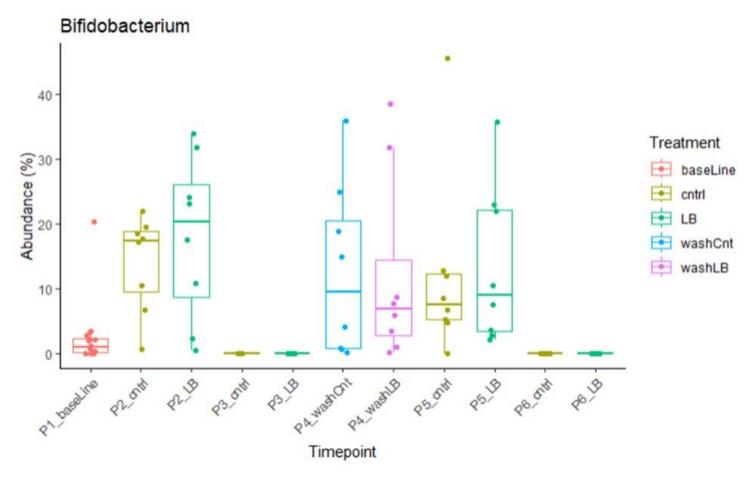
dsm-firmenich •••

ONIRIS - Microbial Community Changes





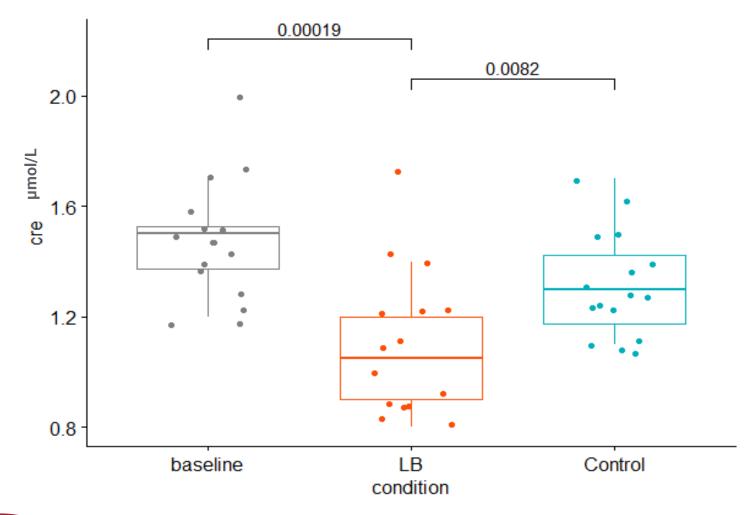
ONIRIS – Specific Genera Modulated





Temporal tracking allows to interrogate acute and reproducible outcomes, as well as to differentiate between the effects of a product versus the environment

ONIRIS - Host Metabolite Modulated





Modulating the host via the microbiome allows for greater examination of the MOA at play

A process stable biotic solution

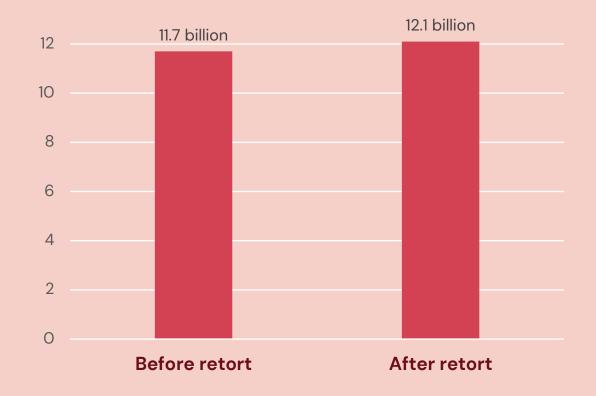
Dry extruded pet food

Measured cell bodies/gram (flow cytometry)

	Before extrusion	After extrusion	Predicted LBiome cell count
Dry pet food	2.5 billion	1.8 billion	0
Dry pet food + LBiome	12 billion	12 billion	13 billion

Wet retorted pet food

Measured cell bodies/gram (flow cytometry)





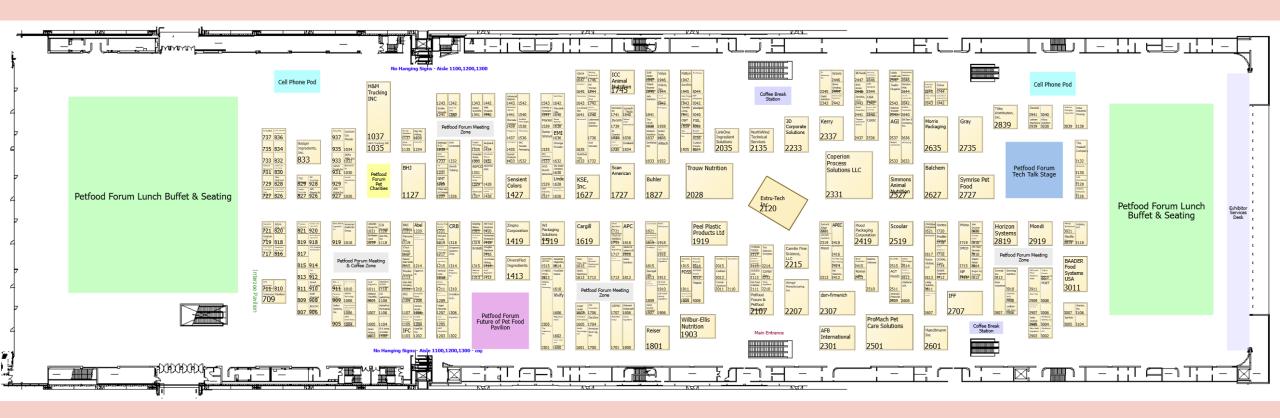
A biotic solution that meets the need

- consumer friendly lactobacillusbased postbiotic
- process stable in dry extruded pet food and wet retorted pet food
- Science backed and clinically proven pet health and wellness benefits





Come talk to us at booth #2307







We bring progress to life