

BIOSTIME

牵手妈妈·只为宝宝
HAND IN HAND FOR MUM & BABY

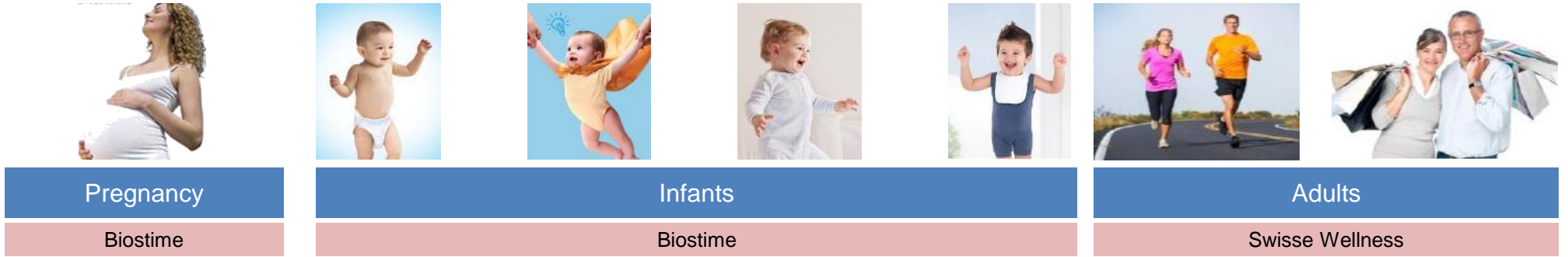
BETTER FOOD FOR BETTER HEALTH MERIEUX FONDATION 2016

INDUSTRY ROUND TABLE



Innovative all-round premium nutrition and care provider for the entire family (cont'd)

Wide range of products targeting different age groups



Premium Nutritional Milk



Milk Calcium Chewable Tablet



Swisse

Pregnancy ultivite



ADiMIL

ADiMAMA Premium Nutritional Milk



Premium formula



ADiMIL

Specialty formula



Swisse Wellness

Kids supplements - only after launch



Baby food supplement



BM Care

Baby diapers



Baby shower care



Baby wipes



Healthy Times

Baby cereal



Teddy puffs



Baby food



Baby care



Baby biscuits



Probiotic sachets



Ultivite multivitamin



Ultiboost



Superfoods



Active



Skincare

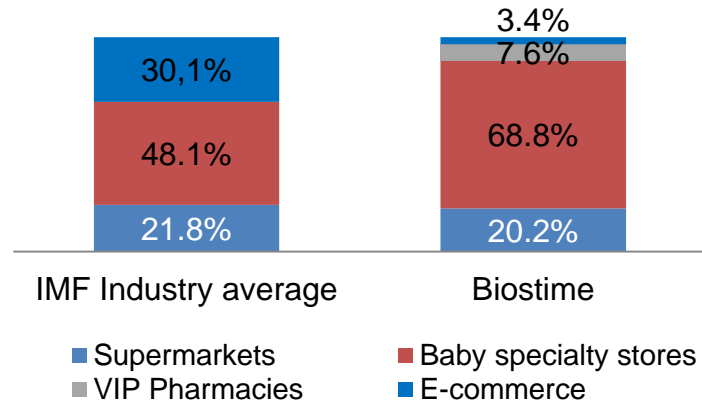


Note:
 1. To be launched in March 2016

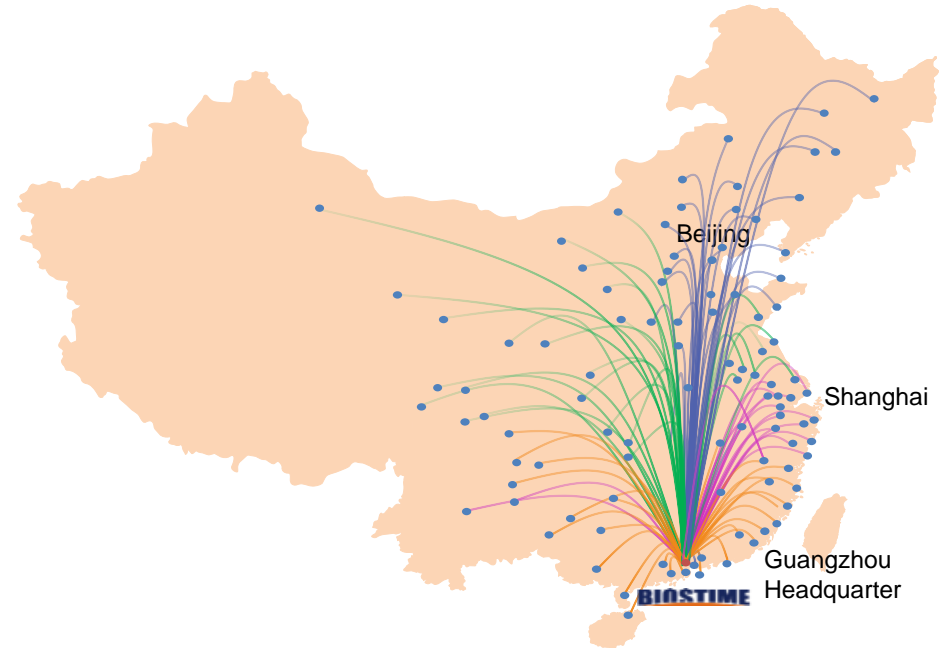
Biostime's extensive nationwide network

Diversified Sales Channels

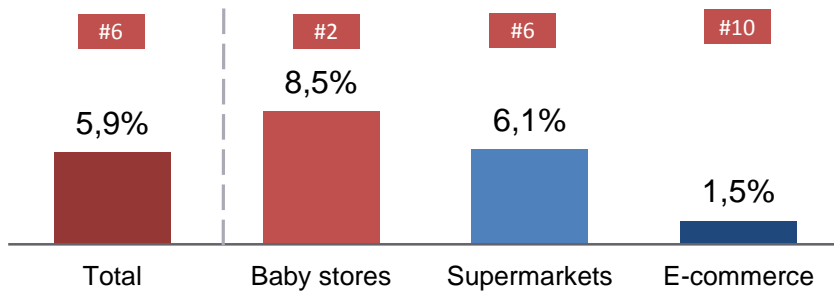
Sales by channel in 2015



Strong footprint across China



Biostime's market share by channel in 2015



As of 31 December 2015, we have

- ✓ 728 regional distributors
- ✓ Over 40,684 points of sale, including 28,785 specialty stores, 6,695 supermarkets and 5,204 VIP Pharmacies

Source: Nielsen



Microbiota research & application group



- Conduct scientific research projects
- Clinical trial management
- Innovative ingredient research
- Probiotics/prebiotics -related product development
- Personalized nutrition solution

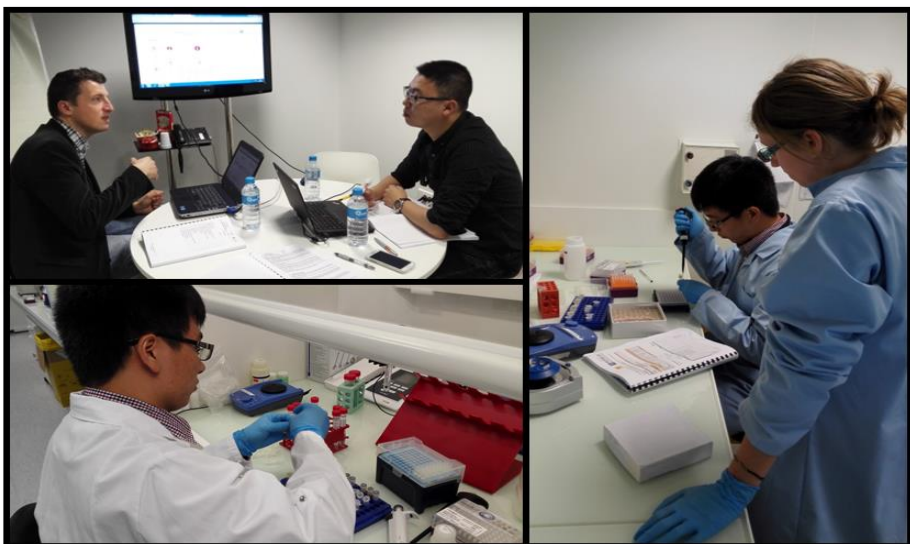


- ◆ Infant microbiota and health
- ◆ Skin microbiota
- ◆ Human breast milk microbiota and nutritional component
- ◆ Functions and mechanisms of probiotics/prebiotics



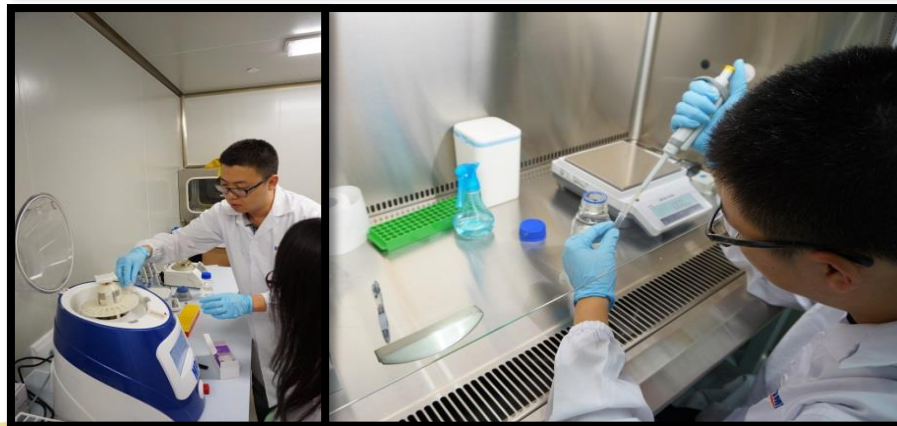
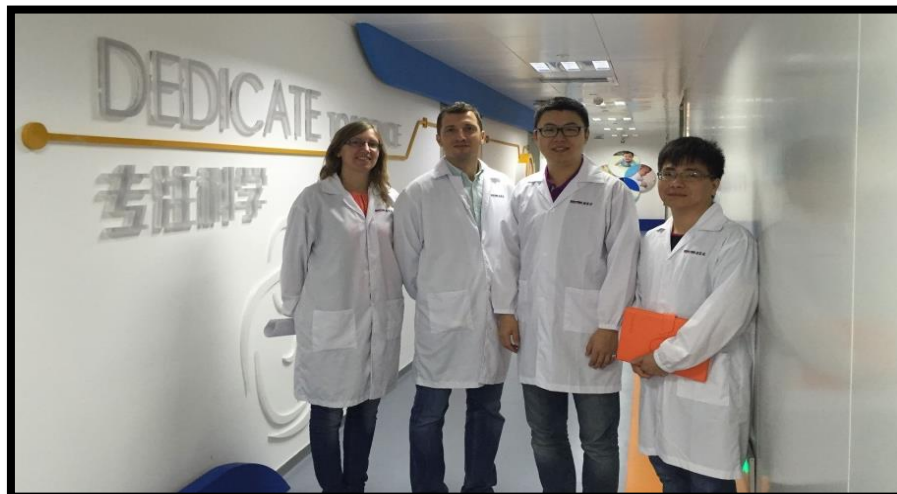
■ 前期培训- 阶段1, 2015.03

Biofortis 中心实验室, 法国南特



■ 前期培训- 阶段2, 2015.10

合生元实验室, 中国广州



Biostime Institute of Nutrition and Care

研究平台
Research Platform
-Funding Project

会议平台
Offline
Communication
-Conference Platform



智库平台
Think-Tank Platform
-Expert Panel

媒介平台
Online
Communication
-Media Platform



BINC Academic Communication (Online Media)



5000+ Registered Professionals
Including Doctors, Dietitians, Scholars



Have published 300+ articles
Update articles regularly
English Version will be launched in May 2016

<http://www.binc.com.cn/>



致力研究母婴健康综合解决方案——首届BINC年度研讨会在杭州顺利召开

2015-06-13 合生元营养护理研...



会议现场盛况

2015年6月5-6日，合生元营养与护理研究院（BINC）首届年度研讨会...



合生元营养与护理研究院（BINC）微生态研究中心正式投入运行

July 27



2015年6月25日，合生元营养与护理研究院（BINC）微生态研究中心宣布正式投入运行。广州市委副书记、市长陈建华，法国里昂市长钱拉·科隆、法国里昂市政府代表团出席活动。

Read All

Scientific research:

1. Database of infant gut microbiota development.

- Biobank of infant stool samples
- Analyse microbiota composition
- Collaborators:
 Changsha maternal and child care service centre
 Jiangnan University

.....

2. Correlation between the skin Characteristic and microflora of infants

- Comparison between healthy infant with those who have atopic dermatitis.
- Analyse microbiota composition
- Collaborators:
 Beijing Children's Hospital, Capital Medical University

3. The effect of maternal secretor status and breast milk profile on infant health

- Genotyping of the key SNP on the gene that determine the secretor status.
- Analyse the breast milk HMO profiling
- Collaborators:
 To be decided..

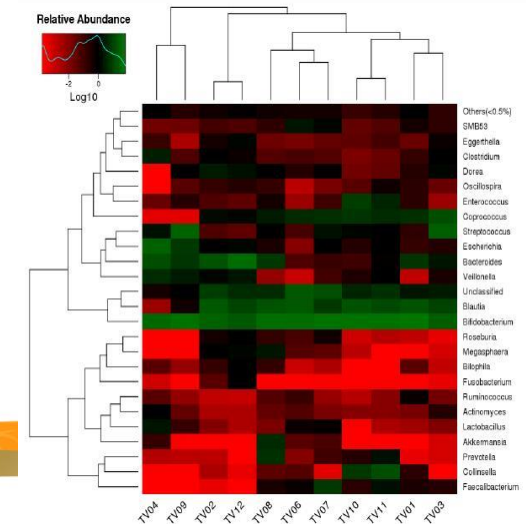
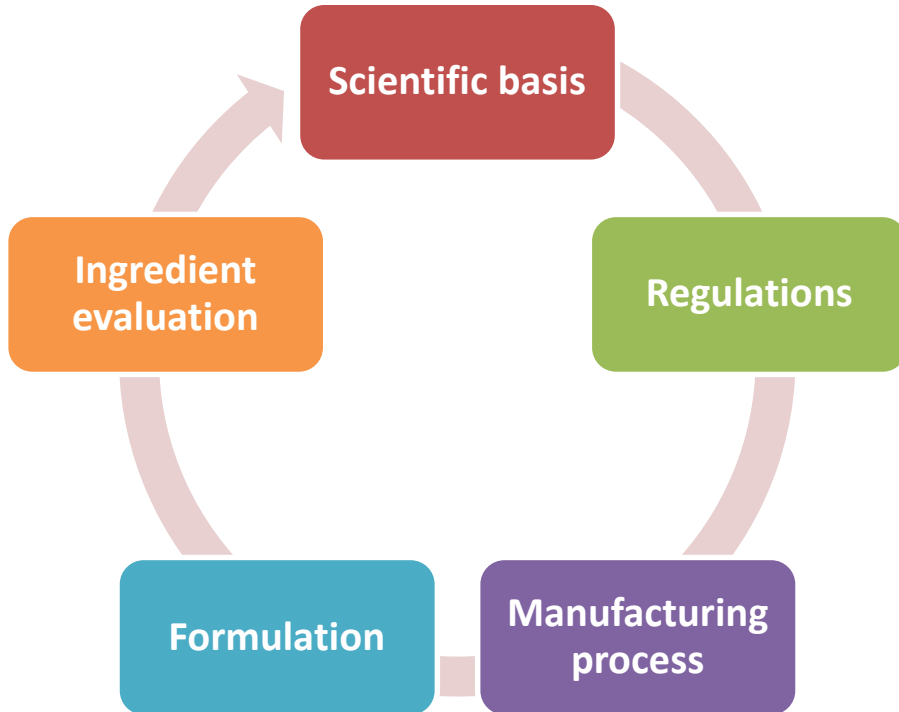


Figure 3-5-5 Log-scaled percentage heat map of Genus-level

Probiotics-related product development:

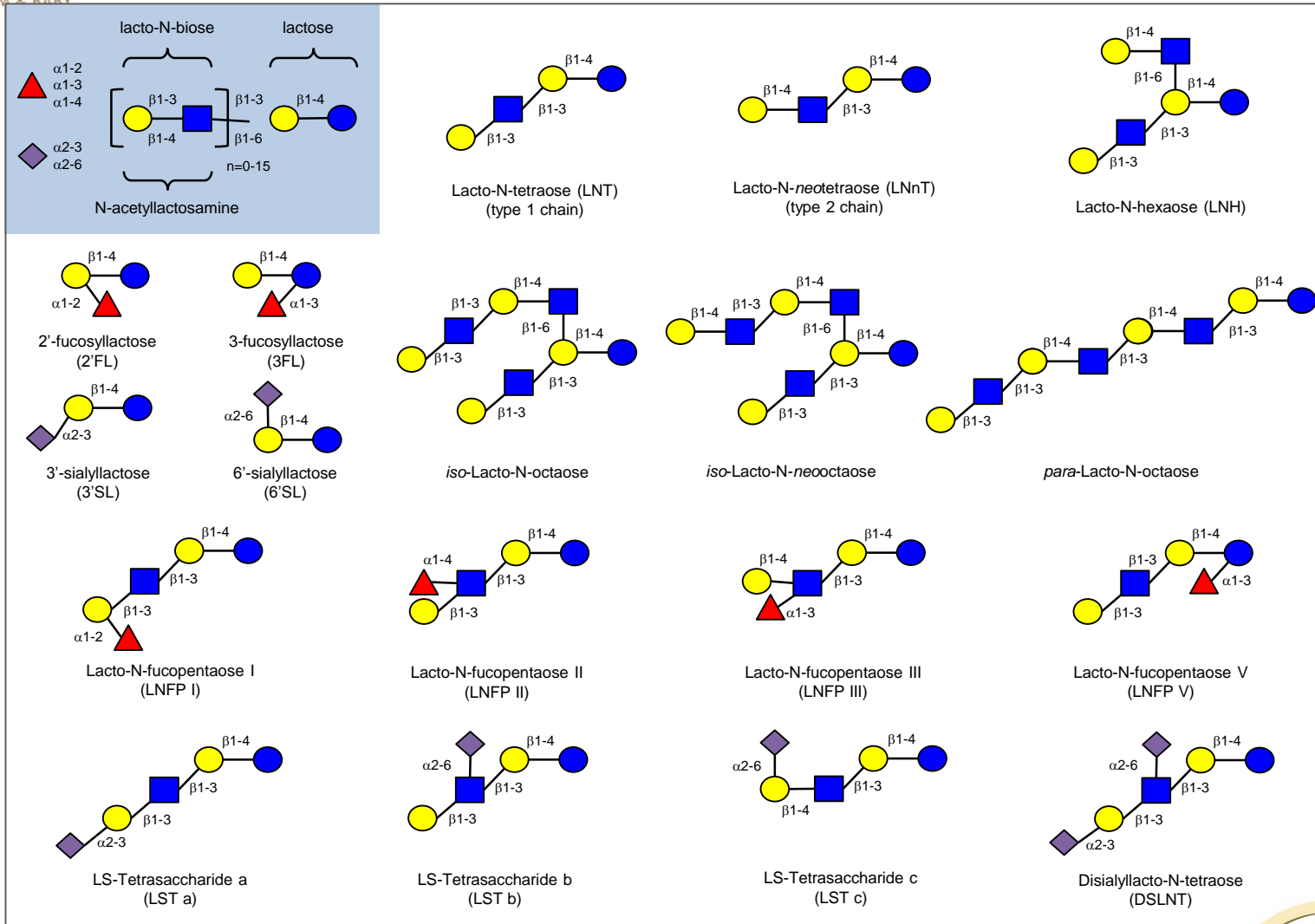


Ongoing projects:

- Probiotic delivery system
- Strain selection
- Clinical research on digestion and immunity

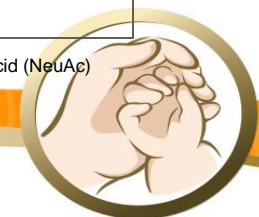


HMO Blueprint and Structural Diversity

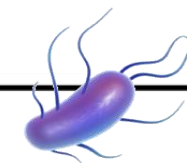


● Glucose (Glc)
 ● Galactose (Gal)
 ■ N-acetylglucosamine (GlcNAc)
 ▲ Fucose (Fuc)
 ◆ N-acetylneuraminic acid (NeuAc)

150 – 200 different HMO



Antiadhesive Antimicrobials



Receptors

Microorganisms

Mannose-containing glycoproteins

Escherichia coli (type 1 fimbriae)

Fucosylated oligosaccharides

E. coli (heat-stable enterotoxin)

Fucosylated tetra- and pentasaccharides

E. coli

Sialyl(α 2-3)lactose and glycoproteins

E. coli (S-fimbriae)

Sialyl(α 2-3)galactosides in mucins

E. coli (S-fimbriae)

Neutral oligosaccharides (LNT, neo-LNT)

Streptococcus pneumoniae

Gal(β 1-4)GlcNAc or Gal(β 1-3)GlcNAc

Pseudomonas aeruginosa

Fuc α 1-2Gal epitopes

Candida albicans

Sialyl-lactose

Helicobacter pylori

Sialyl-lactose

Streptococcus sanguis

Sialyl-lactose and sialylated glycoproteins

H. pylori

Sialylated glycoproteins (α 2-3-linked)

Mycoplasma pneumoniae

Sialylated poly-*N*-acetyllactosamine

M. pneumoniae

Sialylated (α 2-3)poly-*N*-acetylaminoglycans

Streptococcus suis

Sialyl(α 2-6)lactose

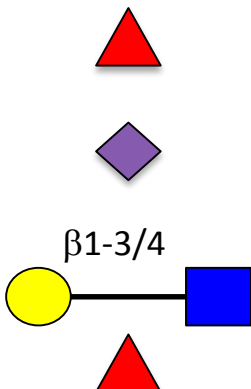
Influenzavirus A

Sialyl(α 2-3)lactose

Influenzavirus B

9-O-Ac of NeuAc(α 2-3)R

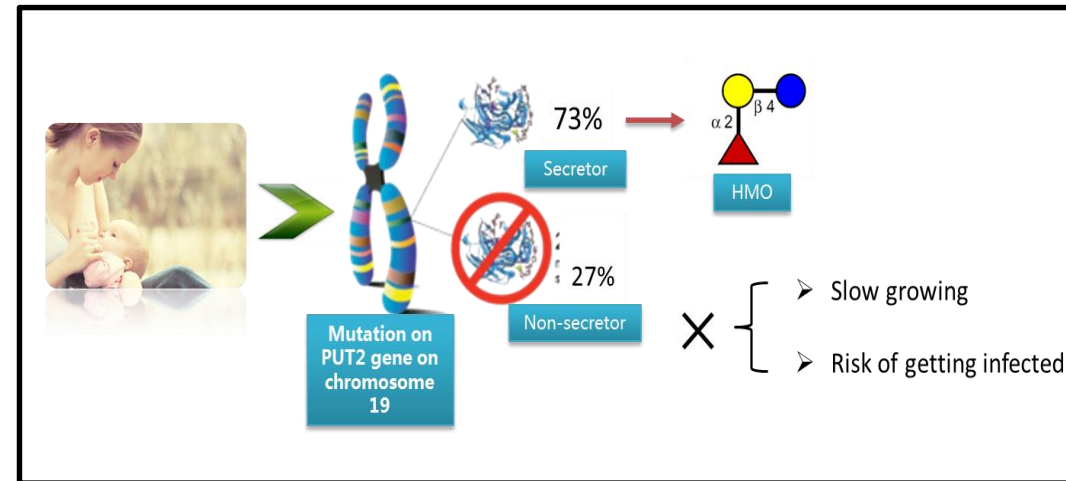
Influenzavirus C



Personalized nutrition project

A global trend: Choose the foods that are right for you!

- ✓ We all respond differently to the same food.
- ✓ Discover the right foods for you, by measuring your genetics & microbes
- ✓ Tailor your food choices to your unique genetic makeup



"We found that people who receive DNA-based advice improve their diet to a greater extent than those who receive the standard dietary advice." Dr. El-Sohemy, Canada Research Chair in Nutrigenomics

