



# Turnkey Solutions

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Functional Treats & Supplements





# Customer Support from Concept to Commercialization

# Pet Nutrition: A Market Full of Opportunity

Consumers are prioritizing the health of their pets, as the growing pet health market shows.

## Pet Health Market Sales Growing at a CAGR of 8.6% from 2022-2026, within UK<sup>1</sup>

As pet parents increasingly humanize their pets, they are seeking treats and supplements to support the physical and emotional well-being of their pets. It's no surprise, then, that current pet nutrition and premiumization trends mirror consumers' own health & wellness considerations.

### FUNCTIONAL TREATS

are widely used to deliver a guilt-free reward, adding functional benefits to pet needs.

### PET SUPPLEMENTS

are intended to address a pet's direct needs for nutritional support in more pronounced areas.

11% ↑

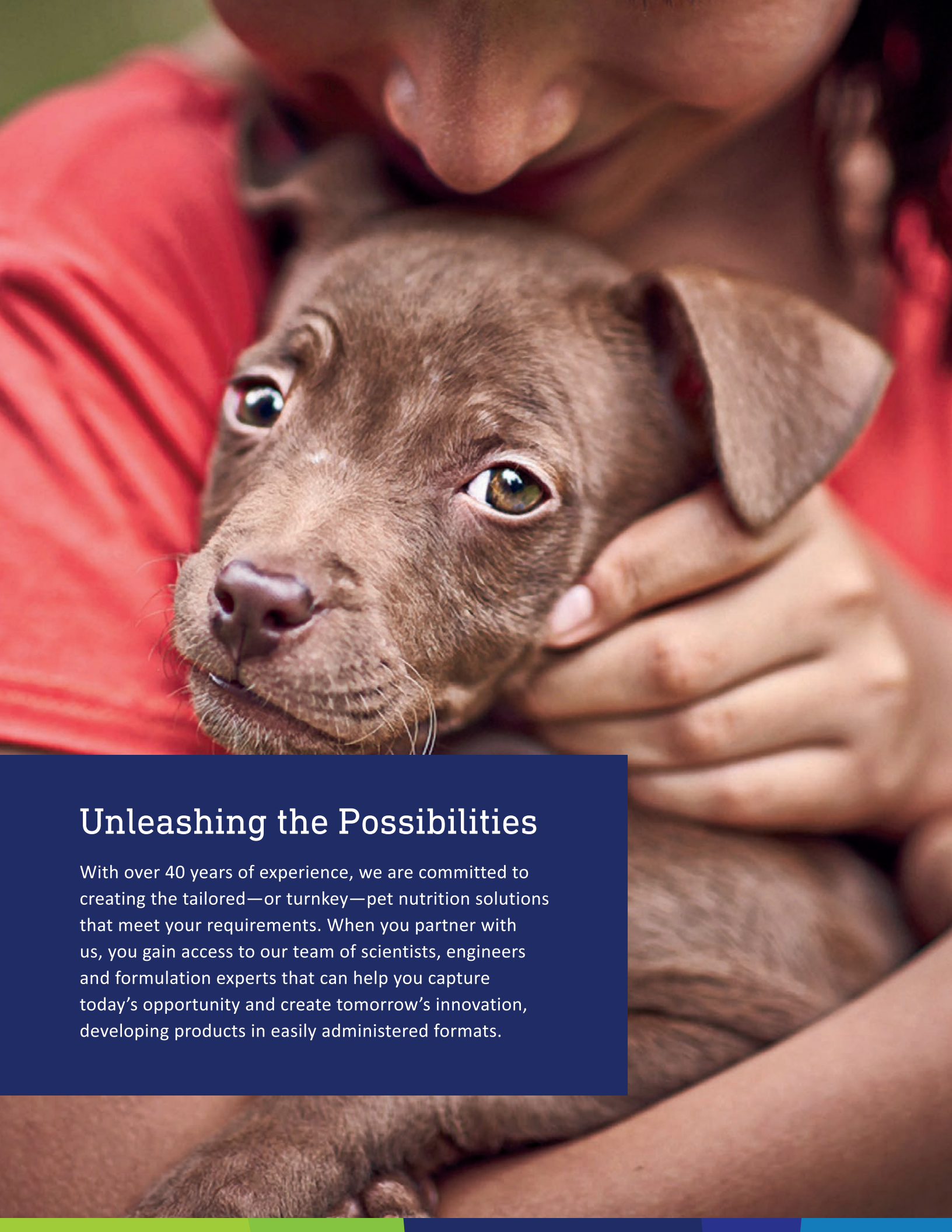
Functional treats are forecasted to show substantial growth through 2026<sup>1</sup>

6% ↑

Pet supplements are predicted to experience steady growth through 2026<sup>1</sup>







## Unleashing the Possibilities

With over 40 years of experience, we are committed to creating the tailored—or turnkey—pet nutrition solutions that meet your requirements. When you partner with us, you gain access to our team of scientists, engineers and formulation experts that can help you capture today's opportunity and create tomorrow's innovation, developing products in easily administered formats.





## SOFT CHEWS

The leading format for functional treats, soft chews can be used across all health benefit areas and their delicious flavor makes pets feel rewarded in the process.

### Benefits of Unique Cold Extrusion Process

Unlike many others in the industry, at ADM, we use a cold extrusion manufacturing process—without the use of heat, water or gumming agents—for all our soft chew pet supplements. This allows inclusion of ingredients with functional benefits that might be susceptible to heat processes.

**Our process preserves the texture, flavor and benefits of all ingredients so you can bring a superior soft chew to market.**

Cold extrusion soft chews:

- Can withstand the environmental challenges associated with transit and storage.

- Offer maximum product effectiveness.

- Are less prone to mold and avoid high levels of fillers used to extend shelf life.

- Don't require gumming agents for moisture control, which can cause digestive problems.



## SACHET SUPPLEMENTS

Using our exceptional palette of ingredients to develop your formulas and your unique selling proposition, our sachet formulas can help deliver a variety of nutritional recommendations—while limiting calorie intake.

### Benefits of Sachet Formulations

- Precise administration/portion
- Freshness
- Convenience
- No unnecessary calories
- Easy customization

The sachet formulations are developed with no added animal by-products, meat or dairy ingredients. Our unique custom ingredient systems work together to support health and wellness with target benefits.

**In 95% of functional treat purchases, the product's attribute and primary health benefit claim is the most influential factor.<sup>1</sup>**



# CALMING

PRODUCT CLAIMS:  
*Supports Balanced Behavior  
and Calming Support*



## Soft Chew

✓ **POSTBIOTICS**

MWB blend

Inactivated *Bifidobacterium longum*  
Inactivated *Lactobacillus rhamnosus*

✓ **L-TRYPTOPHAN\***

\*Contains tryptophan, a precursor of serotonin.<sup>2,3</sup>

✓ **VITAMINS B1, B2, B3, B5,  
B6, B12**

✓ **MAGNESIUM**

✓ **CHAMOMILE**



## Sachet Powder

✓ **POSTBIOTICS**

MWB blend

Inactivated *Bifidobacterium longum*  
Inactivated *Lactobacillus rhamnosus*

✓ **PREBIOTIC**

Fibersol®

✓ **L-TRYPTOPHAN\***

\*Contains tryptophan, a precursor of serotonin.<sup>2,3</sup>

✓ **MAGNESIUM**







# DIGESTION

PRODUCT CLAIMS:  
*Digestion Support and  
Supports Gut Health*



## Soft Chew

✓ **POSTBIOTIC**  
ES1\*

Inactivated *Bifidobacterium longum*  
CECT7347

\*In vitro data suggests ES1 postbiotic may support gut barrier function.<sup>4</sup>

✓ **PROBIOTIC**

*Bacillus velezensis*\*  
DSM 15544

\*Supports gastrointestinal immune system and optimizes gut barrier integrity; supports digestive health; supports a healthy gut; supports normal digestion.<sup>5</sup>

✓ **PREBIOTIC**  
Fibersol®

✓ **YUCCA SCHIDIGERA**

✓ **GINGER ROOT**

✓ **PUMPKIN**

✓ **CITRISTIM™**  
Yeast products

*Pichia guilliermondii*



## Sachet Powder

✓ **POSTBIOTIC**  
ES1\*

Inactivated *Bifidobacterium longum*  
CECT7347

\*In vitro data suggests ES1 postbiotic may support gut barrier function.<sup>4</sup>

✓ **PROBIOTIC**

*Bacillus velezensis*\*  
DSM 15544

\*Supports gastrointestinal immune system and optimizes gut barrier integrity; supports digestive health; supports a healthy gut; supports normal digestion.<sup>5</sup>

✓ **PREBIOTIC**  
Fibersol®

✓ **BENTONITE**

✓ **TURMERIC EXTRACT**

✓ **CITRISTIM™**  
Yeast products

*Pichia guilliermondii*



# LONGEVITY

PRODUCT CLAIMS:  
*Supports Well-being of  
Aging Dogs*



## Soft Chew

✓ **POSTBIOTIC**  
ES1\*

Inactivated *Bifidobacterium longum*  
CECT7347

\*In vitro data suggests ES1 postbiotic may support gut barrier function.<sup>4</sup>

✓ **PROBIOTIC**  
*Bacillus velezensis*\*  
DSM 15544

\*Supports gastrointestinal immune system and optimizes gut barrier integrity; supports digestive health; supports a healthy gut; supports normal digestion.<sup>5</sup>

✓ **PREBIOTIC**  
Fibersol®

✓ **MELOFEED™\***  
Source of superoxide dismutase  
\*Improves resilience to oxidative stress.<sup>6</sup>

✓ **CITRISTIM™**  
Yeast products  
*Pichia guilliermondii*

✓ **OMEGA-3**  
DHA and EPA

✓ **MSM\* & GREEN LIPPED MUSSEL\*\***  
\*Studies suggest MSM supports healthy cartilage.<sup>7,8</sup>  
\*\*A source of Chondroitin, part of healthy joint cartilage.<sup>11,12</sup>

✓ **XTRACT™**  
Turmeric extract  
*Capsicum oleoresin*



## Sachet Powder

✓ **POSTBIOTIC**  
ES1\*

Inactivated *Bifidobacterium longum*  
CECT7347

\*In vitro data suggests ES1 postbiotic may support gut barrier function.<sup>4</sup>

✓ **PROBIOTIC**  
*Bacillus velezensis*\*  
DSM 15544

\*Supports gastrointestinal immune system and optimizes gut barrier integrity; supports digestive health; supports a healthy gut; supports normal digestion.<sup>5</sup>

✓ **MSM\* & GLUCOSAMINE\*\***  
\*Studies suggest MSM supports healthy cartilage.<sup>7,8</sup>  
\*\*Glucosamine is a part of healthy cartilage.<sup>9,10</sup>

✓ **VITAMIN E\***  
\*Antioxidant support.<sup>19</sup>

✓ **CITRISTIM™**  
Yeast products  
*Pichia guilliermondii*

✓ **TURMERIC EXTRACT**





# MOBILITY

PRODUCT CLAIMS:  
*Mobility Support and  
Supports Joint Health*



## Soft Chew

### ✓ MSM\* & GLUCOSAMINE\*\*

\*Studies suggest MSM supports healthy cartilage.<sup>7,8</sup>  
\*\*Glucosamine is a part of healthy joint cartilage.<sup>9,10</sup>

### ✓ GREEN LIPPED MUSSEL

\*A source of Chondroitin to support healthy joints.<sup>11,12</sup>

### ✓ HYALURONIC ACID

\*Hyaluronic acid is a part of healthy joint cartilage.<sup>17</sup>

### ✓ VITAMIN E\*

\*Antioxidant support.<sup>19</sup>



## Sachet Powder

### ✓ POSTBIOTIC ES1\*

Inactivated *Bifidobacterium longum*  
CECT7347

\**In vitro* data suggests ES1 postbiotic may support gut  
barrier function.<sup>4</sup>

### ✓ MSM\* & GLUCOSAMINE\*\*

\*Studies suggest MSM supports healthy cartilage.<sup>7,8</sup>  
\*\*Glucosamine is a part of healthy joint cartilage.<sup>9,10</sup>

### ✓ HYALURONIC ACID

### ✓ VITAMIN E\*

\*Antioxidant support.<sup>19</sup>





# SKIN

PRODUCT CLAIMS:  
*Supports Healthy Skin*



## Soft Chew

### ✓ POSTBIOTICS

AD Blend

Inactivated *Bifidobacterium lactis*  
Inactivated *Bifidobacterium longum*  
Inactivated *Lactobacillus casei*

### ✓ CITRISTIM™

Yeast products

*Pichia guilliermondii*

### ✓ VITAMIN E\*

\*Antioxidant support.<sup>19</sup>

### ✓ OMEGA-3

DHA and EPA

### ✓ BIOTIN

\*Biotin is essential in the metabolism of branched-chain amino acids that play a role in stimulating dermal collagen.<sup>14,15</sup>

### ✓ HYALURONIC ACID

\*\*Studies show oral hyaluronic acid migrates to the skin.<sup>16,17</sup>  
Important component of healthy skin.



## Sachet Powder

### ✓ POSTBIOTIC

ES1\*

Inactivated *Bifidobacterium longum*  
*CECT7347*

\**In vitro* data suggests ES1 postbiotic may support gut barrier function.<sup>4</sup>

### ✓ PREBIOTIC

Fibersol®

### ✓ VITAMIN E\*

\*Antioxidant support.<sup>19</sup>

### ✓ CITRISTIM™

Yeast products

*Pichia guilliermondii*

### ✓ HYALURONIC ACID\*

\*Studies show oral hyaluronic acid migrates to the skin.<sup>16,17</sup>  
Important component of healthy skin.







# WELLNESS

PRODUCT CLAIMS:  
*Daily Wellness Support and Supports Daily Well-being*



## Soft Chew

✓ **POSTBIOTIC**  
ES1\*

Inactivated *Bifidobacterium longum*  
CECT7347

\*In vitro data suggests ES1 postbiotic may support gut barrier function.<sup>4</sup>

✓ **PROBIOTIC**

*Bacillus velezensis*\*  
DSM 15544

\*Supports gastrointestinal immune system and optimizes gut barrier integrity; supports digestive health; supports a healthy gut; supports normal digestion.<sup>5</sup>

✓ **XTRACT™**

Turmeric extract  
*Capsicum oleoresin*

✓ **SELENIUM YEAST**

Selenised *Saccharomyces cerevisiae*

✓ **B-TRAXIM™**

Bioavailable Zinc\*\*

\*\*Zinc supports immune function.<sup>18</sup>

✓ **VITAMINS A, C, D3, E, B1, B2, B3, B5, B6, B12**

✓ **CRANBERRY POWDER**

✓ **CITRISTIM™**

Yeast products  
*Pichia guilliermondii*

✓ **OMEGA-3**

DHA and EPA

✓ **GREEN LIPPED MUSSEL**

\*A source of Chondroitin to support healthy joints.<sup>11,12</sup>



## Sachet Powder

✓ **POSTBIOTIC**  
ES1\*

Inactivated *Bifidobacterium longum*  
CECT7347

\*In vitro data suggests ES1 postbiotic may support gut barrier function.<sup>4</sup>

✓ **PROBIOTIC**

*Bacillus velezensis*\*  
DSM 15544

\*Supports gastrointestinal immune system and optimizes gut barrier integrity; supports digestive health; supports a healthy gut; supports normal digestion.<sup>5</sup>

✓ **PREBIOTIC**  
Fibersol®

✓ **MSM\***

\*In vitro studies suggest MSM supports healthy cartilage.<sup>7,8</sup>

✓ **MANGANESE**

✓ **VITAMINS B1, B2, B6, E**

✓ **TURMERIC EXTRACT**

✓ **CITRISTIM™**

Yeast products  
*Pichia guilliermondii*

# Your Trusted Pet Solutions Provider

Whether you are in search of a truly turnkey, end-to-end solution or want to create a custom formula unique to your brand, ADM is your partner in pet nutrition.

## ADM DELIVERS FOR YOU

As a vertically integrated global leader in pet nutrition solutions, ADM has been at the forefront of formulating and manufacturing custom premixes, ingredient blends and other pet nutrition solutions for decades. We stand out in the industry with unrivaled expertise and an extensive portfolio of over 400 ingredients including a variety of custom blends such as vitamin premixes, trace mineral premixes and dry ingredient blends. Let us help you feed the future of your business.

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