



**B NATURAL**

PROPOLIS AND BEEKEEPING DERIVATIVES

# PROPOLIS AND BEYOND...

*Extracting Value  
from Nature*

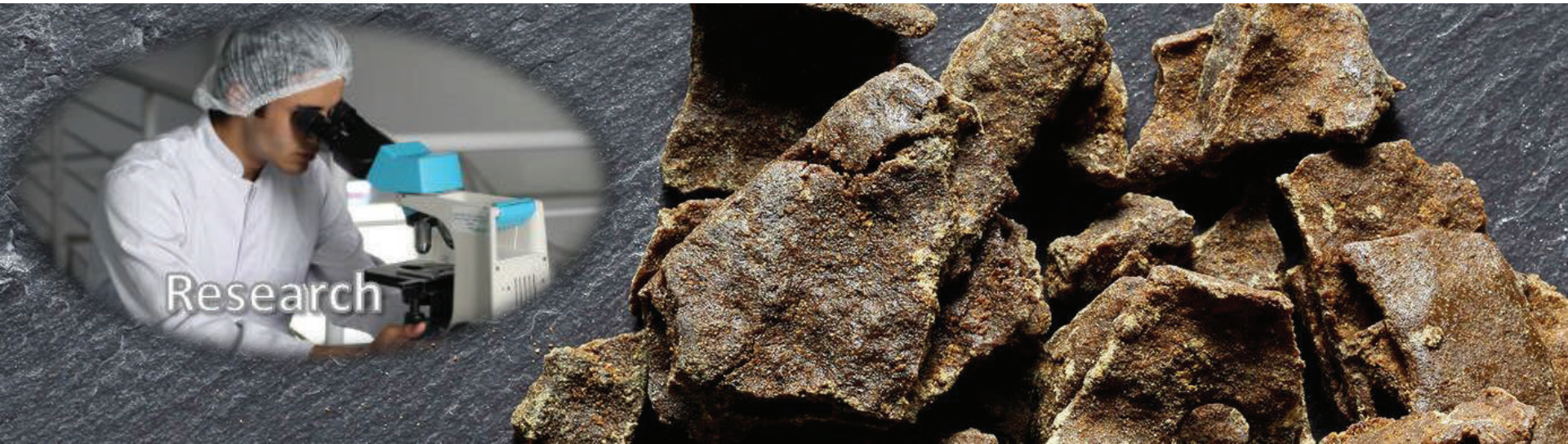


# EXTRACTS MASTERS, PROPOLIS EXPERTS

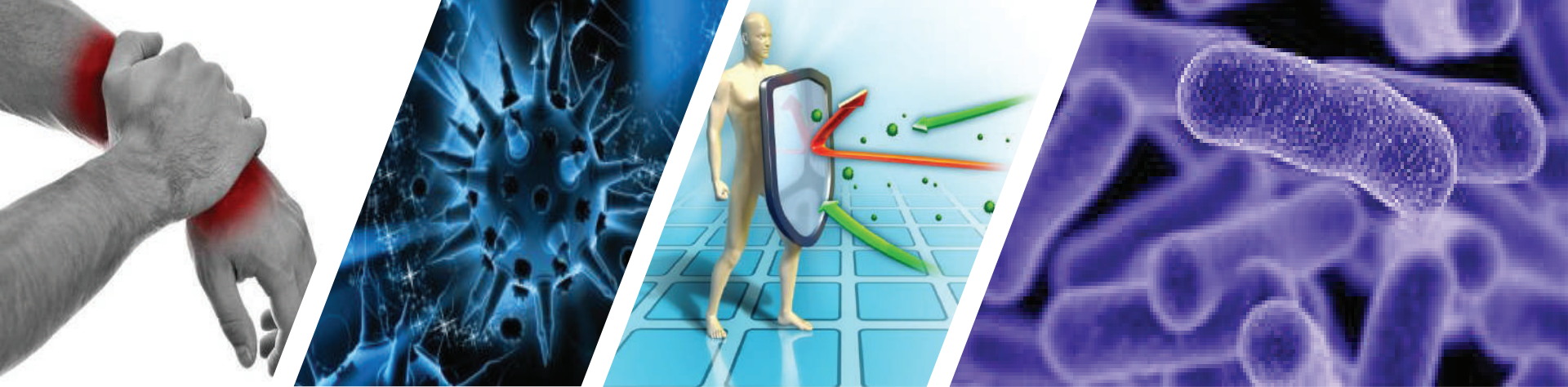
B Natural is committed to **EXTRACTING VALUE** and **QUALITY** from **NATURE** (particularly from **BEEHIVES**), combining **ETHICAL** approach, **ENVIRONMENT** protection and **SCIENTIFIC** method.

## PROPOLIS

is the main B Natural 's specialty.







- **Antibacterial**
- **Anti-inflammatory activity**
- **Antioxidant**

## **PROPOLIS USE & POTENTIAL**

# SUPPLY CHAIN

## RAW MATERIAL EXCELLENCE

B Natural guarantees the use of raw materials coming from **strict controlled origins**. Suppliers selection and validation is an essential point for the Company's activity.

Each beekeeper that provide B Natural with its products signs a **Technical Agreement** that lists all the mandatory characteristics for the raw material to be compliant with B Natural requirements. Nature protection and **sustainable beekeeping** are the foundation of these specifications.

**Any bee product provided to B Natural must be:**

- not irradiated
- GMO free (Reg. 1829/2003/EC, 1930/2003/EC)
- not treated with pesticides nor antibiotics
- produced by bees living in unpolluted environments and not subjected to genetic manipulation

B Natural guarantees the conformity to technical and qualitative specifications through **systematic analysis and laboratory tests on the raw material** in order to make sure that these requirements are respected.

A white form titled "B NATURAL QUALITY PROTOCOL". It includes fields for "Organic Certification", "Professional Experience" (with a line for years), and "Hives number (min. 500)" (with a line for the number). Below the form, there is a section titled "AS A B NATURAL SUPPLIER I COMMIT TO" with a list of commitments: "regarding bees as real partners, thus implementing a bee-friendly beekeeping management"; "keeping bees in good health and free from preventable illness"; "leaving the environment free from pesticides contamination"; "building enough honey and pollen for the bees, avoiding artificial feedings, chemical plugs and pastes"; "avoiding any form of laboratory based genetic modification"; and "not using chemical residues in and around the hives". At the bottom, there is a "SIGNATURE" line.

# BNATURAL QUALITY CERTIFICATIONS



Organization with Quality Management System certified  
UNI EN ISO 9001:2015

ISO 9001:2015



IT-BIO-012

Agricoltura UE/non UE



- ✓ *B Natural industrial plants work in accordance with **HACCP procedures**.*
- ✓ *B Natural production is **certified ISO 9001 and GMP compliant**.*
- ✓ *B Natural products are covered by **European Organic certification**.*

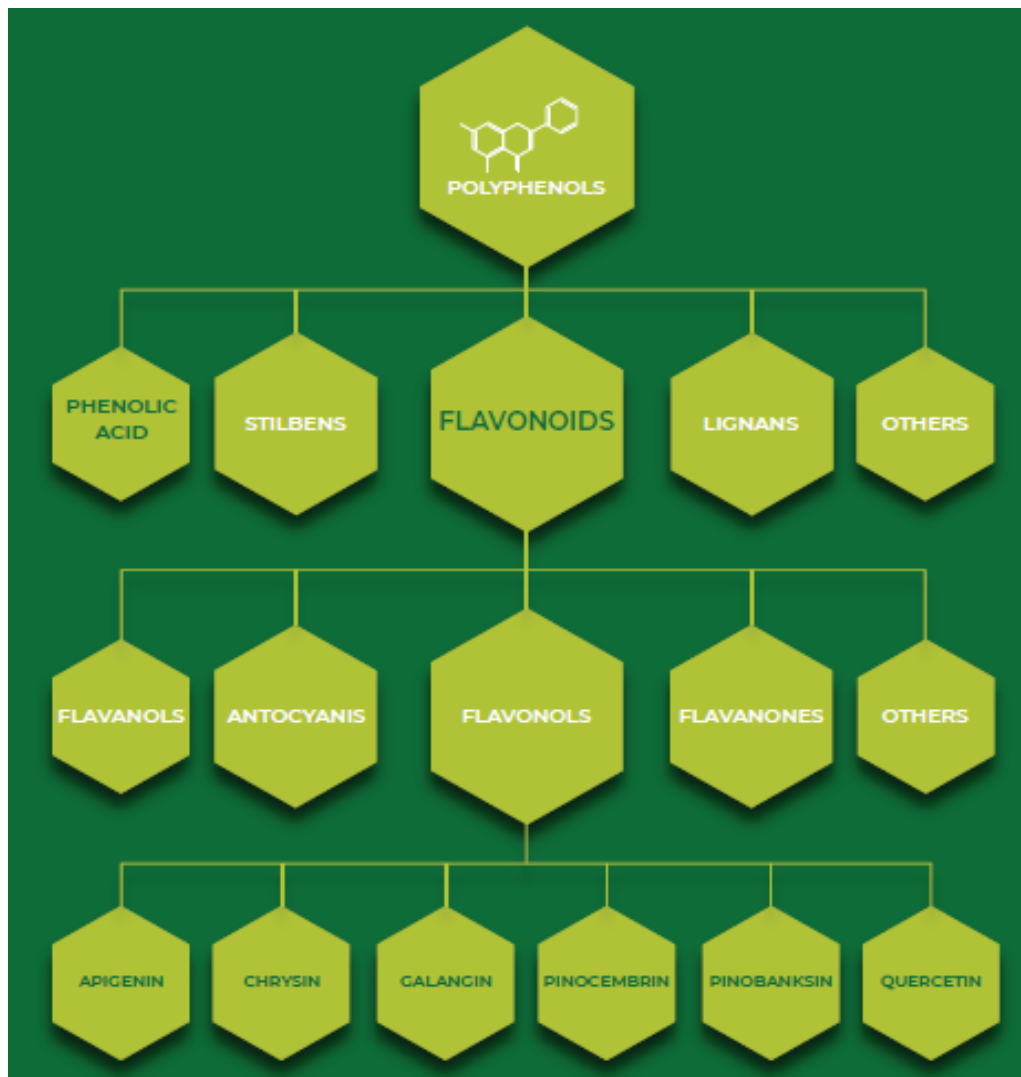
# BNATURAL TAKE THE GOOD OF PROPOLIS

Since **standard method of extraction** of Polyphenols from Propolis involves the use of a single solvent, this **results in a partial extraction**.

Thanks to **Dynamic Multi Extraction patented method, M.E.D.<sup>®</sup>** Propolis extracts preserve the total of active molecules present in raw Propolis.

The **Dynamic Multi Extraction (M.E.D.)**, after an HPLC analysis of the starting raw material, uses various concentrations of solvent during the whole production process thus extracting Polyphenols with different solubility and especially flavonoids, phenolic acids and glycosylated fractions, separating them from those resins that can reduce their activity.

**The strength of B Natural products is given by the richness and quality of bioactives.**

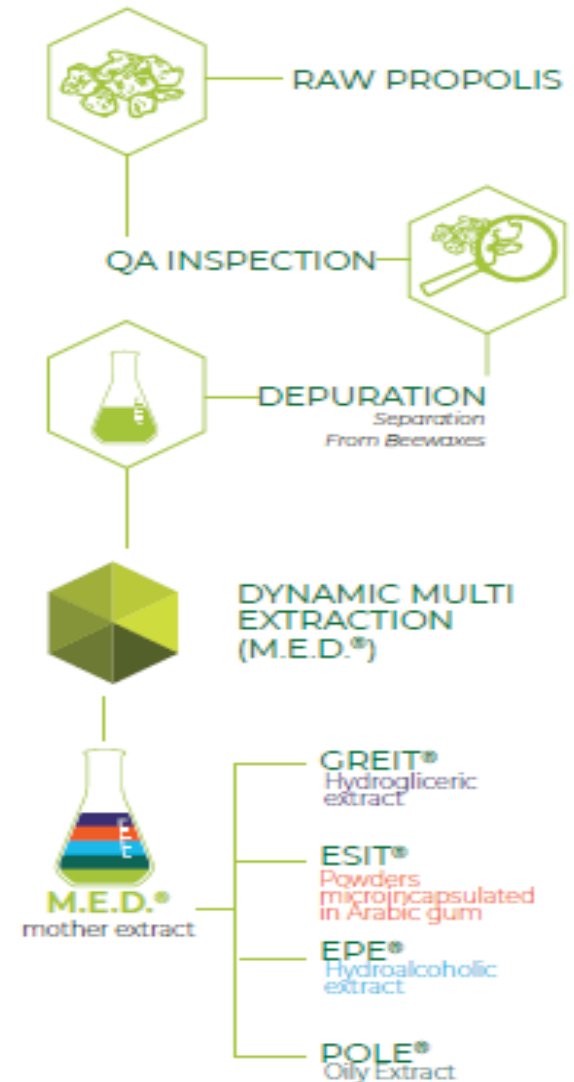


# FROM PROPOLIS TO M.E.D.® PROPOLIS

**M.E.D.® Propolis contains an intact, complete, identified and characterized polyphenolic complex.**

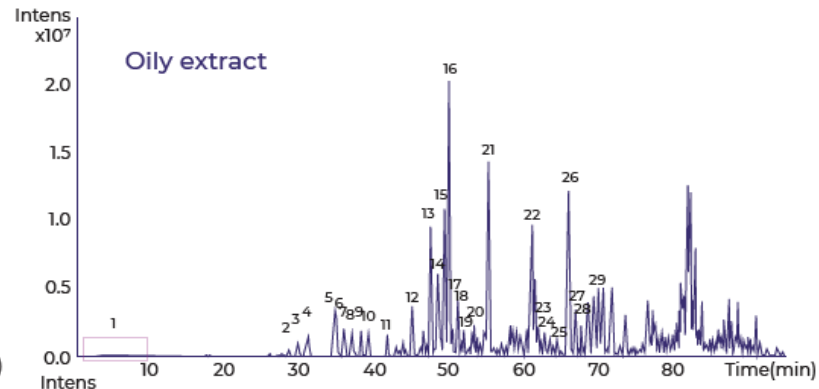
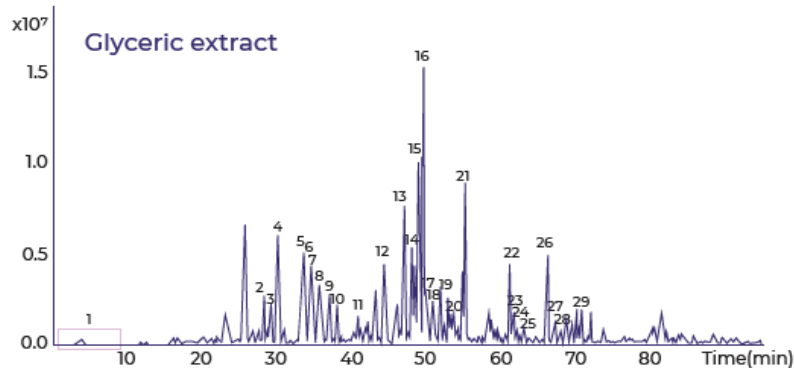
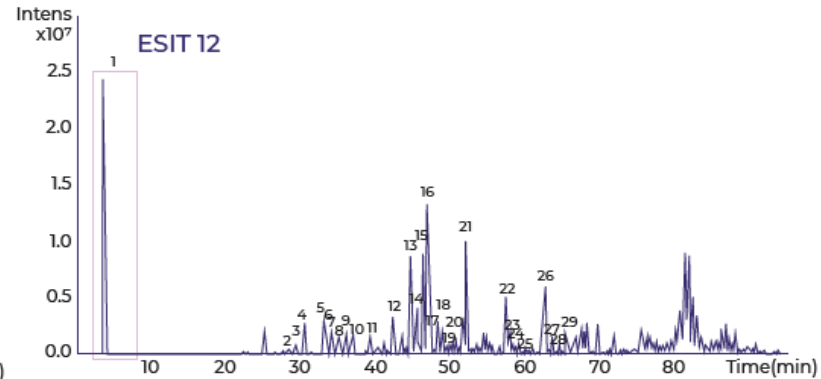
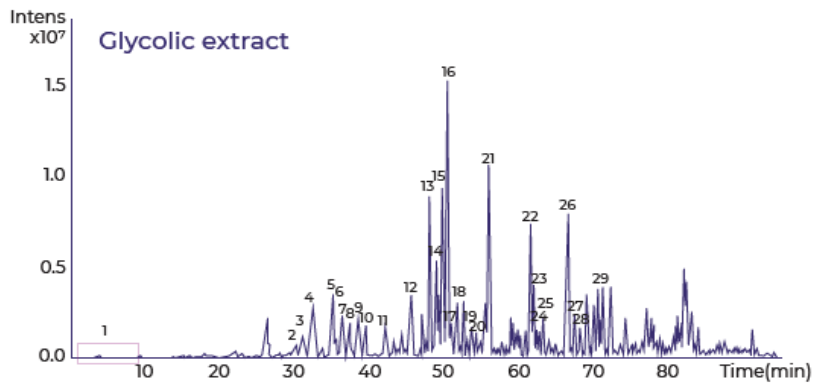
M.E.D.® Propolis is characterized and standardized by the presence of a biologically active polyphenol complex, identified in **six major polyphenols**: galangin, chrysin, pinocembrin, apigenin, pinobanksin, quercetin, having a relative concentration in the extract always greater than 25% (w/w) determined in HPLC-ESI-MS.

**M.E.D.® Propolis extracts are standardized products** and can be offered as **solid or liquid** ingredients, containing always the same complex with the same activity. This makes them **easily adapting to any formulation and pharmaceutical forms**, and totally reliable in research activities looking for dose/effect ratio.



# STANDARDIZATION

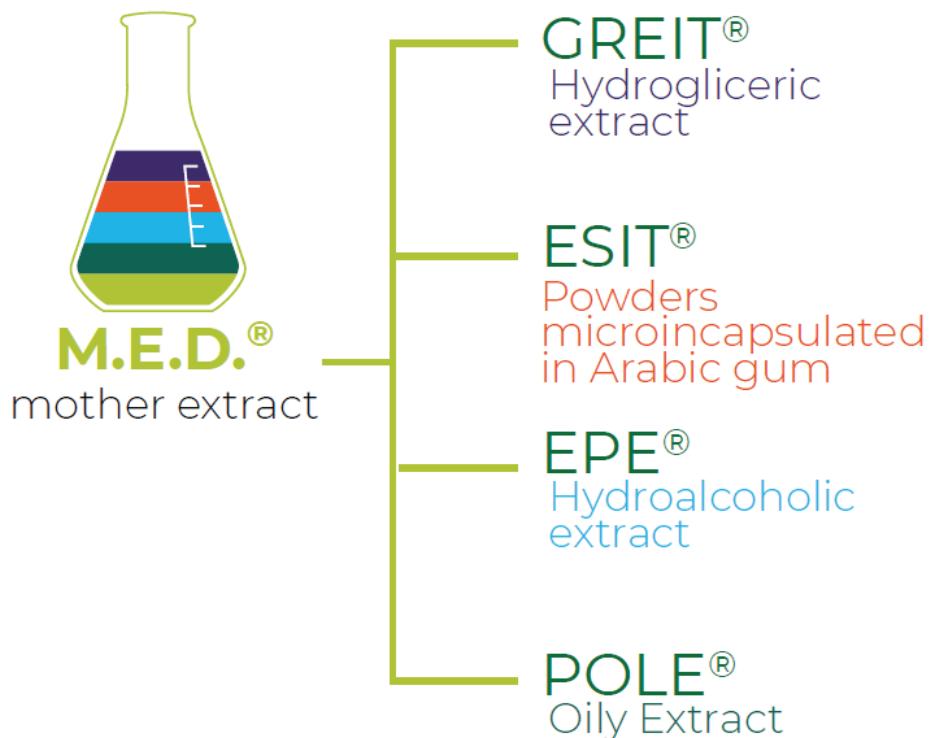
- This graphs demonstrate that even if we change the form of the extracts the quality is the same
- Different extracts containing always the same complex, with the same activity.





# BNATURAL CAN PROVIDE WITH: INGREDIENTS

## M.E.D. PROPOLIS EXTRACTS IN DIFFERENT FORMS



# SOME EXAMPLES OF BULK FORMULATIONS

## QPRO003 – KIDS ORAL SPRAY

Formulated using **M.E.D.® PROPOLIS GREIT®120** (>12mg/ml tot. Polyphenols), Echinacea Angustifolia, Acerola and Ribes Nigrum.

## APER001 – ADULTS ORAL SPRAY

(with alcohol 40°)

Formulated using **M.E.D.® PROPOLISEPE®10** (>10mg/ml tot. Polyphenols), Sisymbrium off. Extract and Rosehip extract (50%Vit.C).

## QPRE001 – PROPOLIS SYRUP

Formulated using **M.E.D.® PROPOLIS GREIT®120** (>12mg/ml tot. Polyphenols), Echinacea Angustifolia and Honey.



**Easy and ready!  
Buy and pack it!**

# WE CAN STUDY FINISHED PRODUCTS



**CAPSULES**  
**TABLETS**  
**EFFERVESCENT TABLETS**  
**GRANULES**  
**OVULES &**  
**SUPPOSITORIES**  
**GUMMIES & CANDIES**  
**SOFT GELS**  
**SOFT PASTILLES**  
**ORAL SPRAY**  
**NASAL SPRAY**  
**SYRUP**  
**DROPS**  
**AEROSOL**



# PROPOLIS FOR HUMAN HEALTH

Since the middle ages drops of alcoholic tinctures of Propolis have been used for the treatment of cold diseases, for throat and mouth comfort and wounds disinfection. Today it is the first natural remedy for winter pathologies in the Mediterranean area.

Many studies have been recently made to prove many activities of Propolis and find new applications:

**HIGH RESPIRATORY TRACT**

**GASTROINTESTINAL TRACT**

**INTIMATE CARE**

**ORAL CARE**







The flexibility and reliability of B Natural M.E.D.® Propolis make it easy and effective to use IT for many applications in additions to those related to human health:

- **COSMETICS**
- **CONFECTIONARY**
- **ZOOTECHNICS**
- **PETFOOD**
- **ORGANIC AGRICULTURE**

**...AND MUCH MORE!**

**CONTINUOUSLY  
DEVELOPING NEW IDEAS  
AND FOLLOWING  
OUR CLIENTS NEEDS.**



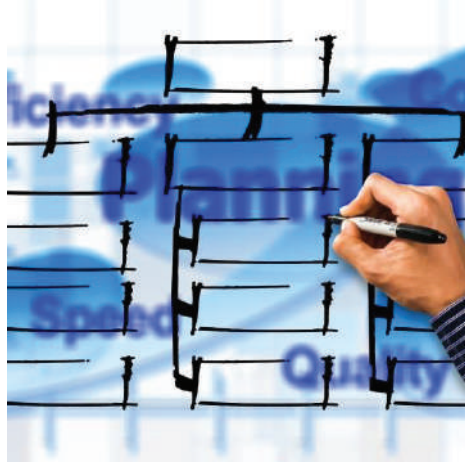
# SO MANY PRODUCTS NOW ON THE MARKET!



Thanks to the flexibility  
of B Natural Propolis,  
the possible products  
you can base on it  
is unlimited!







## QUALITY MANAGEMENT IS THE PIVOT OF B NATURAL STRATEGY AND COMPETITIVENESS.

The fundamental keywords of any B Natural project are:

- selection and control
- regulatory compliance
- environment respect
- continuous improvement



## QUALITY FIRST



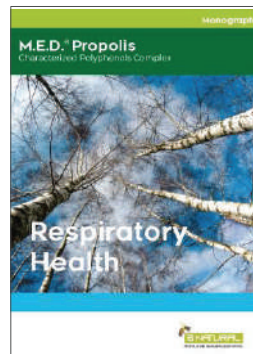
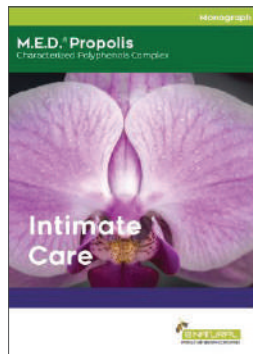
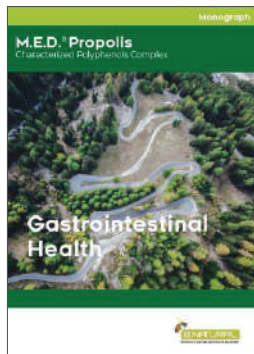
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PROPOLIS AND BEEKEEPING DERIVATIVES

# RESEARCH & INNOVATION

Anticipating customers' needs, creating new products, developing more efficient production processes, offering increasing levels of quality and effectiveness... These strategic objectives are the foundation of our **efforts in continuous development through innovation and research.**

B Natural **invests about 10% of its revenues** in R&D each year. A continuous cooperation is carried on with Italian and international universities.

The company team includes three researchers, a university professor and a scientific coordinator.



- *Double-blind, randomized, parallel-group versus placebo clinical trial, based on the effect of hydroalcoholic extract of M.E.D.® Propolis (EU type) with a known chemical composition and a high content of polyphenols on upper respiratory tract infections.*
- *Many in vivo and in vitro studies available.*

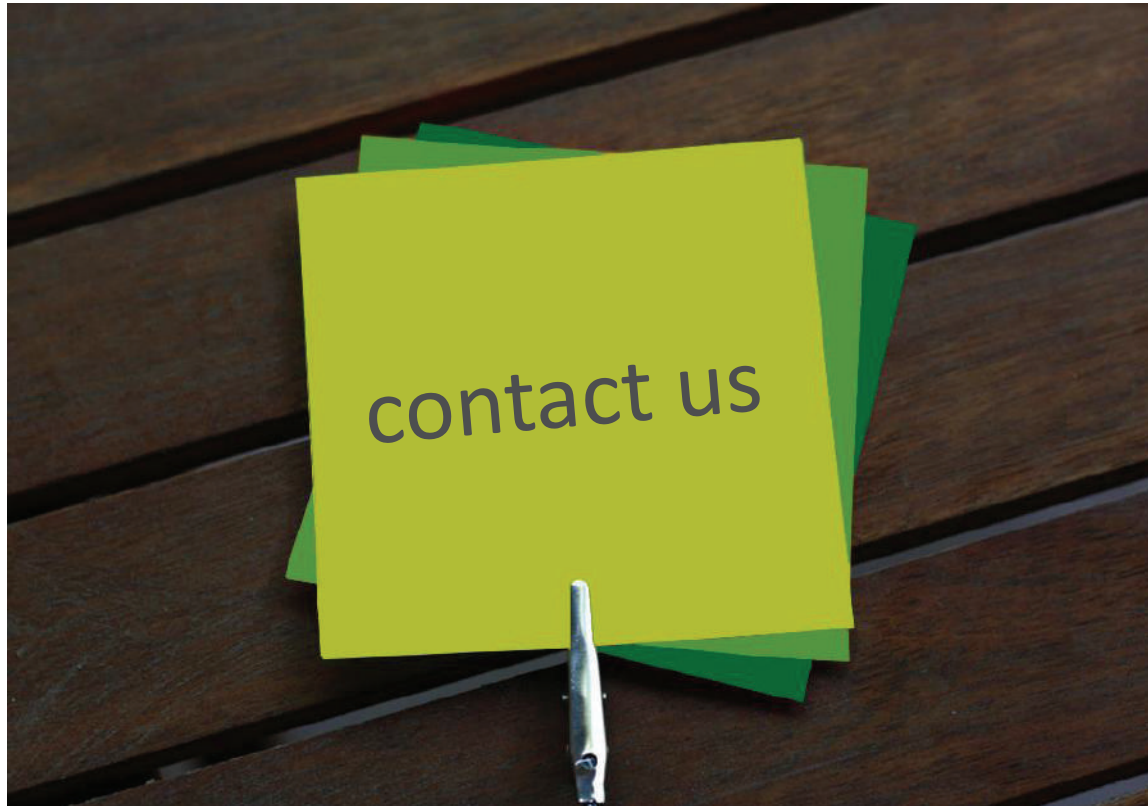


# WHY B NATURAL

- **HIGH SPECIALIZATION:** we deal only with bee products and especially propolis.
- **INNOVATION:** we always search for new ideas to innovate our products and diversify them from the others on the market. Our extracts are unique!
- **KNOWLEDGE and FLEXIBILITY:** our expertise is part of our offering, with the aim to help customers develop successful products.
- **SAFETY:** we never forget our first end users are children! This awareness leads us to make sure our extracts are safe and reliable.
- **RESEARCH:** we are an ever-evolving company. Thanks to constant R&D, we keep on improving our products and adjusting them to market needs.

**We serve 20 countries worldwide**





Via Luigi Lavizzari 4, 6850 Mendrisio, Switzerland  
Tel. +41 (0) 79 6540031, Tel. +41 (0) 919809162  
[marketing@synergypharma.ch](mailto:marketing@synergypharma.ch) | [www.synergypharma.ch](http://www.synergypharma.ch)