ACME- HARDESTY X
GREEN MOUNTAIN
BIOTECH

## Optimizing Your Microbiome for Happy, Healthy Skin

A deeper dive into how to address the health of the microbiome to lead to an improved skin barrier and condition





# Our Speakers







VP Personal Care and Marketing
Acme - Hardesty Co.

Director of Technology Acme - Hardesty Co.

Chief Technology Officer and Head of Research and Development Green Mountain Biotech







# Agenda

2022 Key Market Trend

Synergistic Botanical Blends for Skin Health

Formulation Guide





# THE YEAR OF SKIN BARRIER REPAIR



# WHATISTHE SKINBARRIER?

- Outermost layer of skin responsible for keeping the good in and the bad out
- When functioning properly, skin is healthy-looking and pathogens kept out
- Recent skin care trends have caused consumers to unknowingly damage their skin barrier
- Compromised skin barrier can lead to dryness, redness, increased breakouts, and more

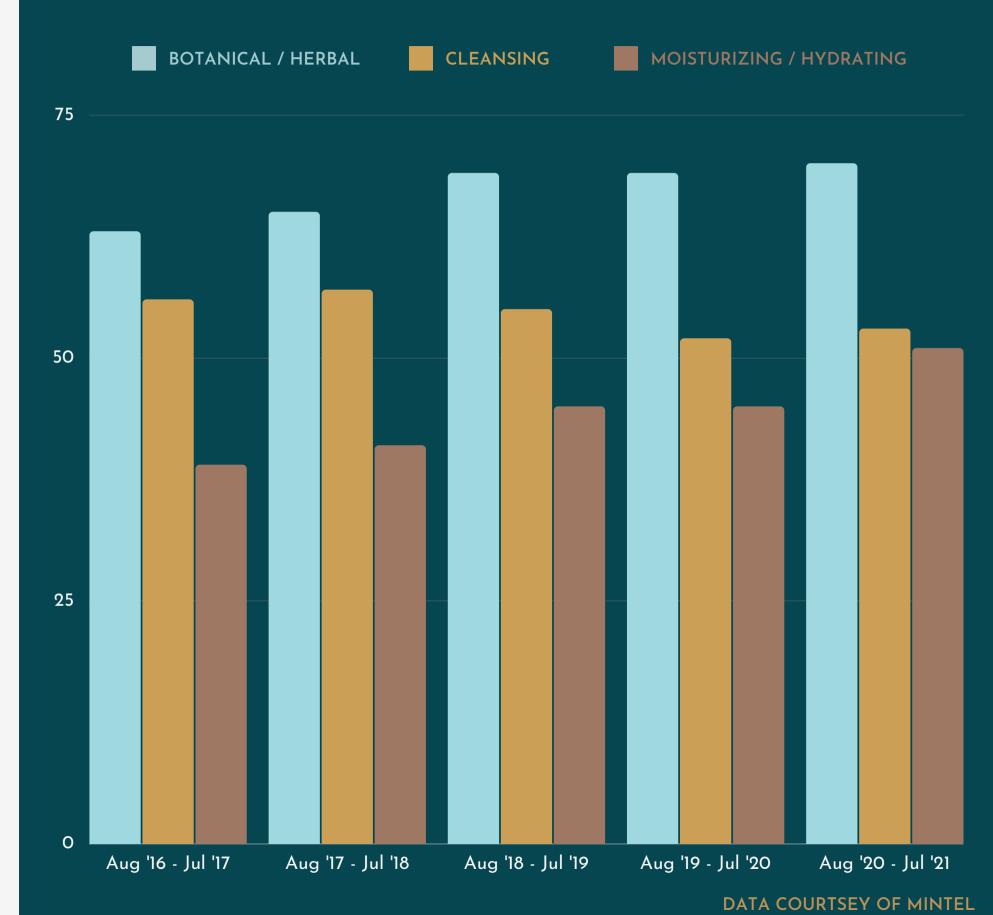


# PRODUCT LAUNCH TRINDS

- Previous approaches to managing acne has led to the use of harsh cleansers as well as over exfoliation
- These approaches compromise the skin barrier and can do more harm than good - increased breakouts, redness, dryness, etc.
- Consumers continue to educate themselves on the importance of hydrating acne-prone skin
- Brands responded with launches of several products using botanical ingredients to nourish acne-prone skin and provide moisturization

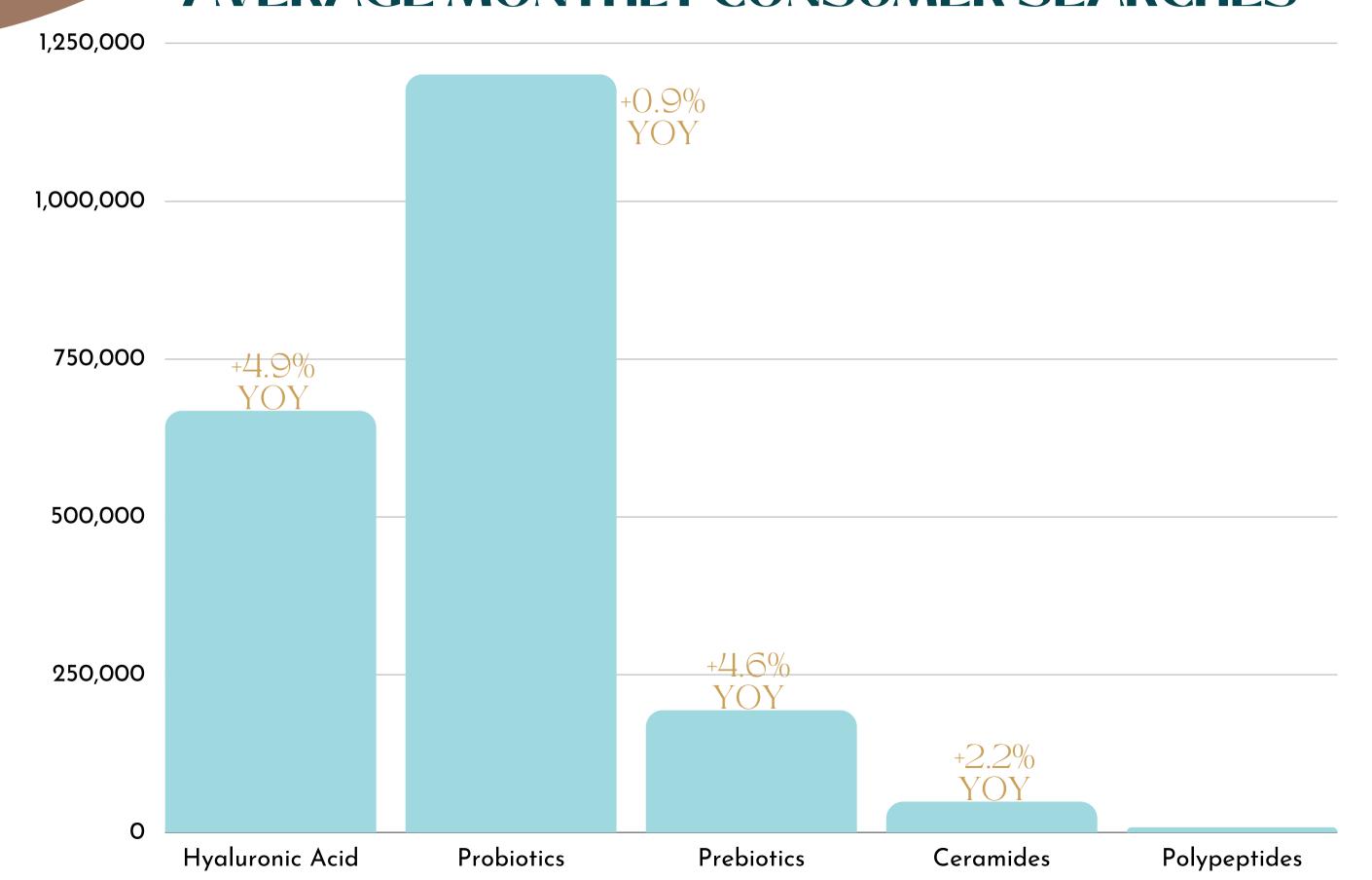
New approaches to anti-acne skin care focus on microbiome-friendly solutions with attention paid to hydration and moisturization.

#### GLOBAL TOP 3 CLAIMS USED IN ANTI-ACNE SKINCARE LAUNCHES 2016 - 2021



## REPUBLIA RENDS

### AVERAGE MONTHLY CONSUMER SEARCHES



DATA

**COURTESY** 

**OF SPATE** 



#### Barrier Culture Cleanser & Moisturizer

The Nue Co.

#### Why We Love It

- Protects and repairs skin's natural barrier function
- Replenishes topical microbiome



#### Unifying & Rebalancing Complex

Typology. Paris

#### Why We Love It

- Combination of prebiotics and probiotics
- Rebalances the skin's ecosystem
- Provides optimum balance to skin

# Products We Love



# PREBIOTICS & NIACINAMIDE PORE REFINING BOOSTER

Allies of Skin

Why We Love It

- Supercharged serum with 10% niacinamide, prebiotics, probiotics, and more
- Strengthens skin barrier and refines the appearance of pores and dullness



# OPAMIZING YOUR MICROBIOME

A deeper dive in to one perspective on how to address the health of the microbiome based upon some unique efficacy studies that ultimately lead to an improved skin barrier and condition.





# IT'S ALL ABOUT PASSION AND PERSISTENCE

"My passion and curiosity drove me to China where the inspiration of Green Mountain Biotech revealed itself to me. During my visit to China, I climbed what is known as the Sichuan Qing Cheng (Green) mountain- home to over 2500 unique botanicals. The greenery of the mountain, its botanical biodiversity, the fresh smell, the nature tranquility dotted with Daoist temples served as a reminder that harmony is, was, and always will be the center of health and wellbeing.

My personal goal as founder of Green Mountain Biotech is to connect its consumers with the journey by which these botanicals turn into life-changing products."



RONI KRAMER
Founder & CEO of Green Mountain Biotech

### OUR DXPDRASD:

## SYNERGESTIC BOTANICAL BLENDS











Attentive Herb
Selection

Proprietary
Extraction
Process

Dedication to
Quality &
Safety

Discovery of

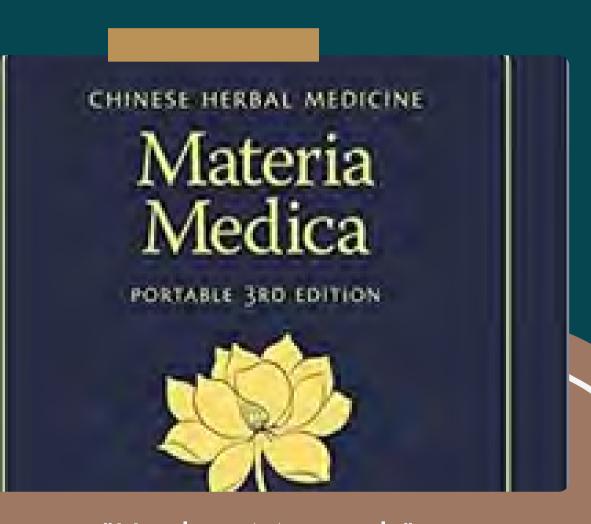
Extract

Properties

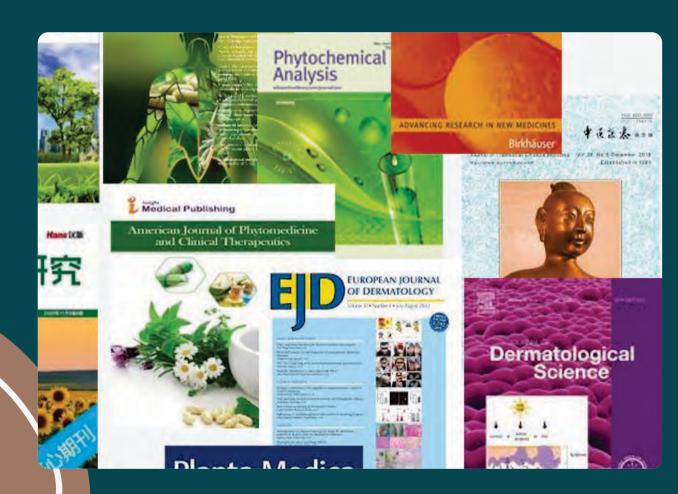
Validation of Synergistic
Blends



# 



"Healing Materials"



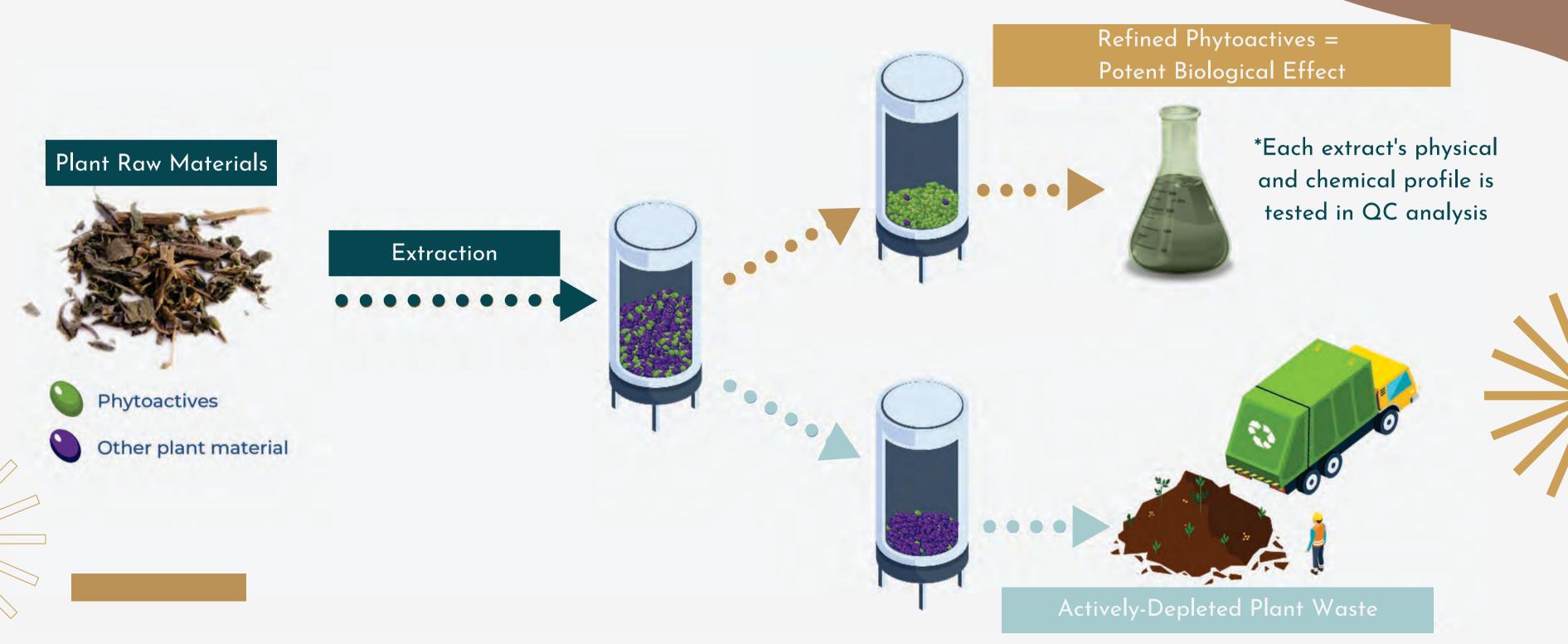
Scientific Papers



Experts in Traditional Chinese Medicine

# PROPRIETARY PROCEDURE ENHANCES SPECIFIC BIOLOGICAL ACTIVITIES

The GMB R&D team invests great effort in the development of customized procedures for the reliable production of consistent, high-quality aqueous-based extracts. Here is how the production process works:





We at GMB have embarked upon a comprehensive 5-year sustainability plan to minimize our resource consumption and reduce the environmental impact of our activities.

# DAYROM DIANTES SUSARIANTES SUSARIANTES SUBMERS OF THE SUBMERS OF T

reduce greenhouse gas emissions







# PRODUCTION FRACILIAIS

GMB extracts are manufactured in a modern ISO-9001 certified facility.



# OIAINS SARDY -

Herbal Raw Materials Incoming inspection of certified raw material

- Botanical examination
- Physical properties
- Chemical properties
- Bioactives

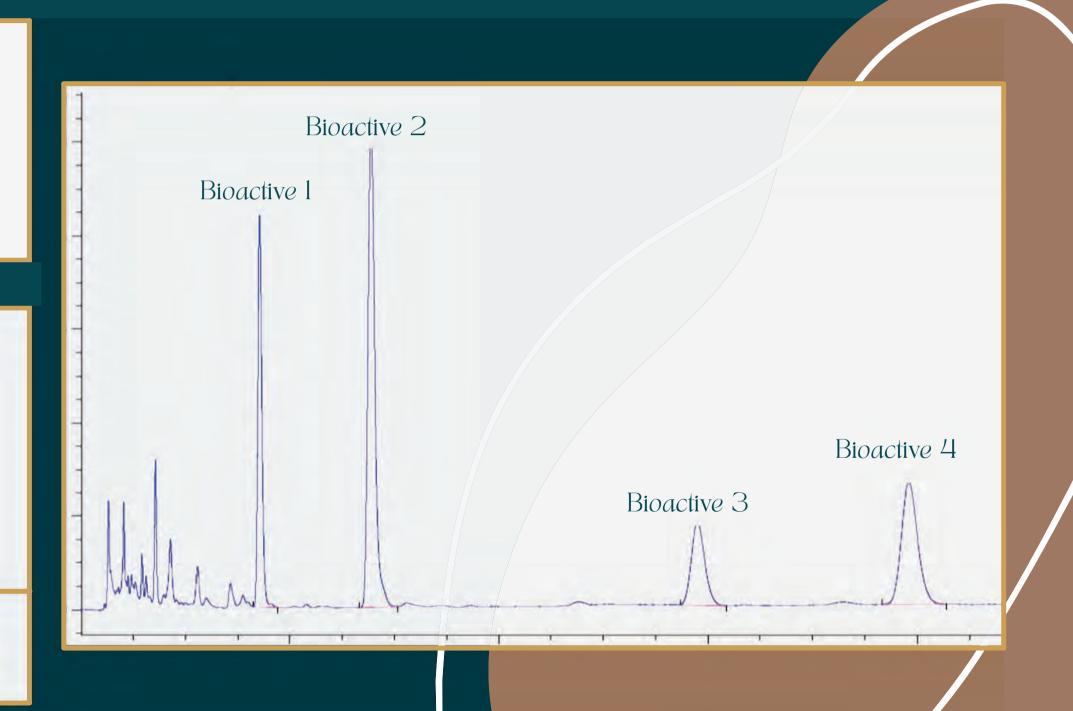
Final Product

Chemical and physical properties

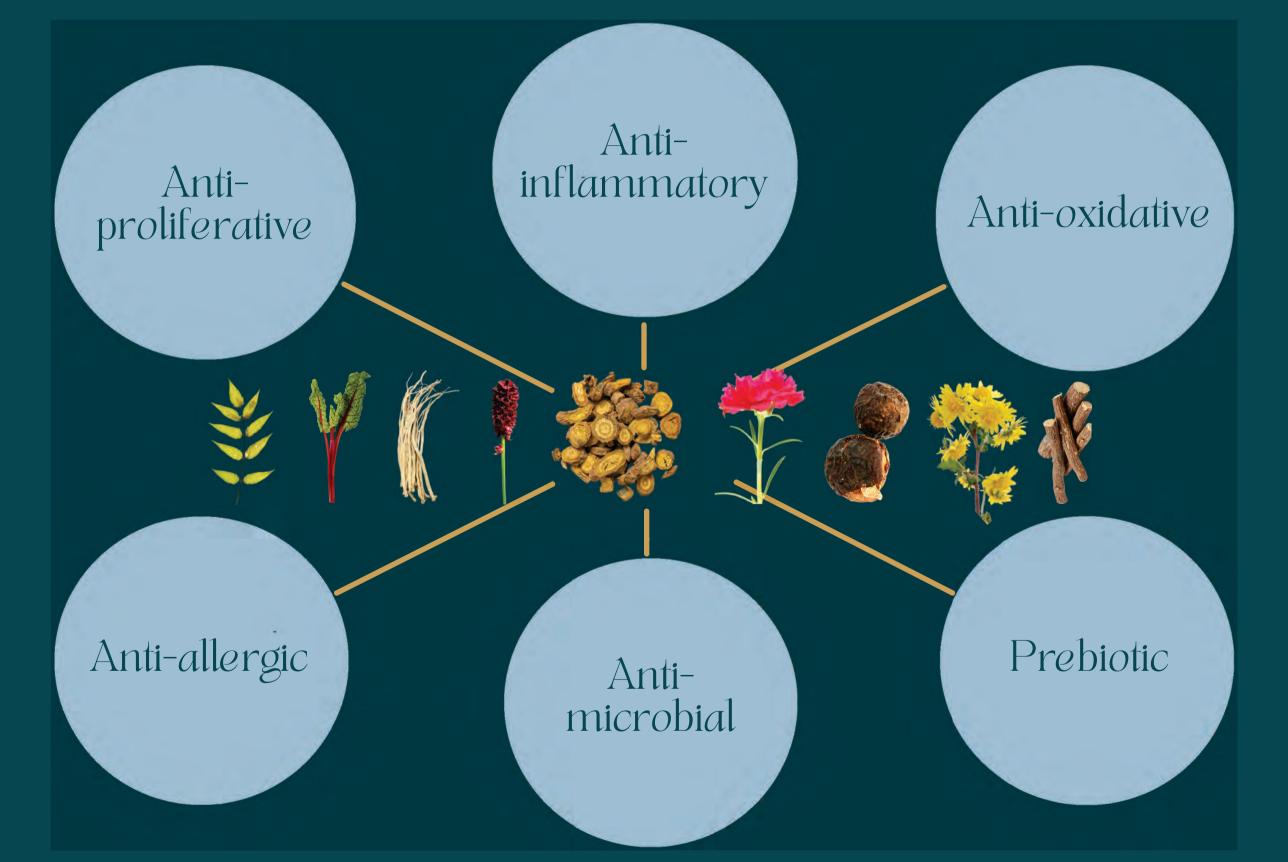
- Bioactives
- pH
- Density
- Appearance
- Odor
- Color

Contaminants

- Heavy Metals
- Pesticides
- Microbes



# DISCOVERY OF BIOLOGICAL ACTIVITIES RELATED TO SYMPTOMS



## VALIDANING OUR PRODUCTS' BIFICACY

# CLINICAL RESULTS ARE PUBLISHED IN LEADING DERMATOLOGICAL JOURNALS

Journal of Dermatological Treatment

reatment ermatitis

Yonit Bomstein and Sharon Rozenblat

Kamedis Ltd., Tel Aviv., Broel

#### Abstract

Introduction: Atopic demastis (AD) is a chronic inflammatory skin di cutaneous hyperesectivity to environmental triggers, and is chareczematous skin lesions. Recent insights into the pathophysiology important role that abnormal barrier permeability plays, which is hydration, common micro-organismal colonization and immune of treatment strategies for AD, such as topical conticosteroids and mo disease symptom's severity and duration. KAM-3008 is a novel, barri topical cream indicated for the relief of symptoms associated with moisturizing and emollient ingredients, several herbal extracts have been formulation to enhance its anti-allergic and anti-inflammatory properties. the safety and efficacy of KAM-3006 body cream in relieving the sym subjects after 7, 14 and 21 days of treatment were investigated using the loss (TEWL) skin hydration and scoring atopic dermatitis (SCORAD) mass conclusions: Based on both the quantitative TEWL and qualitative SCO found that KAM-3006 body cream is a safe, well-tolerated and e treatment for the relief of AD symptoms.

cuming in ately 3 to 5 percent of etherapies control but ot our sebortes. The ady's objective was to the cafety and fficacy of a barrier-based. insteroidal cream ncorporating herbal extracts a treatment for facial sebourher interventional open label. safety/efficacy study. Setting At the baseline visit, the verticator selected a target rea on the face. The target are as evaluated for investigator ratic Global Assessment, esquamation ocaling. duration (inflammation). ythema (redness) as well as eff-assessed pearing. Participants: Thirty-two ubjects with seborifieric must be were encolled in the dy Measurements:

e study medication twice a

morning and evening for a

securitive period of 42 days.

addition to the baseline visit.

y (it subjects visited the

Treatment of Seborrheic Derman Using a Novel Herbal-based Creat Series population Current lettherapies control but



Schorrheic dermatitis (SD) is a common relapsing inflammatory skin condition occurring in approximately 3 to 5 percent of the general population, with a worldwide distribution. SD affects newborns, infants, and adults; occurs in all races; and severity is higher in males than in females. Up to 70 percent of infants in the first three months of life may develop the condition. The prevalence of SD is increasing to 30 to 83 percent in human immunodefficiency virus (HIV)-positive

syndrome (AIDS) patients. SD is related to cradle cap or diaper rash. It is commonly worsened by changes in environment humidity, changes in seasons, trauma, or emotional stress. <sup>13</sup> Symptoms of SD include excessive sebum production (hyperseborrhea), crythematous plaques with scales, and frequent praritus. <sup>14</sup>

months of life may develop the
condition. The prevalence of SD is
increasing to 30 to 83 percent in human
immunodeficiency virus (HIV)-positive

Available topical therapies
temporarily control the symptoms, but
do not cure the condition. Treatment
for mild-to-moderate cases include

#### JCAD 1

Peer reviewed publication

May 2017 issue



Deganit Barak-Shinar PhD\* and Zoe Diana Draelos MD\* %ameds Lnt Tei-Aviv, Irael \*Dermatology Consulting Services, PLLC, High Point, NC

#### TRACT

Objective: The study evaluated the tolerability and efficacy of a new presented treatment for some. The product is an OT consisting of 2% SA, which is also endeted in botanicals that have been shown to have anti-inflammatory properties.

Design: The study was designed as a single-site, randomized, investigator-blinded, splin-face 10-day study.

Setting: Subjects enrolled with a minimum of 2 inflammatory papular acre lesions and 2 non-inflammatory open or closed or on both sides of the fault in symmetrical locations, to the greatest degree possible. One side of each subject's face was selected to receive the study treatment product.

Participants: 25 subjects, 15 female and 10 males, ages 12 to 43 years, suffering from mild to moderate sone.

Measurements: Study duration was 10 days, with study wasts occurring at baseline liday 01, day 1, day 2, day 3, day 7, and Subjects underswest exwestigator facial evaluation and leaving assetsment by dermatologist at each of the visit days. For the in the same and prevention was allowed as the same and coveral impression. The assessed provincial repression and leaving over allowed and coveral impression and coveral impression.

Results: The observed difference between the treatment and the district group microsord between day 1 and day 2 and reaverage of 15% to 20% with small vaneties between the parameters and stayed similar across the remaining visits, Statistical cance (P-0,006) was achieved for all inflammatory and non-inflammatory tested parameters.

Conclusion: This study was performed to determine the safety, efficacy, and asias of use of a botanical sone treatment get in a reduction in inflammatory acreal lesion erythema, elevation, and industrion. Erythema and elevation were the most influent eters in inflammatory lesion with improvement noted after 2 days of application.

J Druga Dermatol. 2017;16(6:611-615

#### INTRODUCTION

A core is a common cermanologic condition occurring in more than 80% of adolescent a get 15 to 18 years with varying sevenity. Acre prevalence is increasing in young adults older than 25 years, specifically women. 14

Over the counter (OTC) topical therapy is based on the monographed ingredients becapy persoide (BPO), and salicytic acid (SA). BPO is effective in concentrations ranging from 2.5% to 35% with an antibacterial and comedolytic activity.

improving the sone symptoms. An OTC sone treat madis Acma Spot Treatment, Kamedis Ltd., Tel-Artopical gell product consisting of 2% SA and botas studied. The spot treatment is based on herbal bogradients that have been shown to have esti-inflaanti-bacterial, anti-oxidative activity as well as resebum secretion. "I This study was designed to astolerability and efficacy of the new presented trea-

treatment that was found to be affective and well

## terapy (C. ar po-

by DEGANIT BARAK-SHINAR, PhD, and LAWKENCE J. GREEN, MD

100 kine hours (215) 11106-

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White WillamWillation.
It is estimated that the prevalence range of 50 can occur is 31 to 70 percent of the population. "I feet though the prevalence is high, the enact cause of the skin condition is still not faily understand?" A plainble thoughestempossely control the symptoms but do not cause the condition. The pathwageness of 50 is considered to be caused by a combination of three main factors, whose easy gland function, prevence and profiteration of Maleraccia furfice posts O'Dynapusuum analy on the sian, and the redividual immunicapical response to this years. Reducing Maleraccia counts with antifungal agents in effective in prevailing relef for 50 and 1

deadout."

Assistable treatments for the curror of scalp 50 are decided into time main clause, according to their mechanism of action settingual agent. Rate removing agent, and anti-inflammatory agent. The majority of the commercially solded to terminal control and action settingual agent.

against the Malercocce Jenfor practs. The gostificare and selection will be are user the positione and selection will be are user the position state; that reduce Malercocci in in lar positionation. Saleylis and can cause leastinly vis and help impose the flaking seen in Sb.\*\* One the counter and precipition topical stansists as intermassandulators, or anti-inflammattary and have also been strong to improve SD.\*\*

Very few clinical studies have considered hedul-based shampon for the treatment of dandroff movement herbal-based shampon that contain anti-bungst agents have been laund to be effective and interable for danda treatment."

SD treatment let that includes amthing a agent for the breatment of SL Kannels Dermis-Scalp Dandsoff Therapy shamper and scalp includes a threagents; shamper and a pre-treatment scalp lotton. The products run whose on herbal battanical ingredients." Out have arithmeal, artibacterial, and anti-inflammatory effects. Jose profitione is also used in the shamper in sugment the artifungal activity of the herbal sugment the artifungal activity of the herbal

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#### 

Peer reviewed publication
June 2017 issue

#### **JCAD**

Peer reviewed publication January 2018 issue

#### J DERM TREAT

Peer reviewed publication

March 2015 issue





Potent, synergistic blends of herbal extracts designed to enhance skin health

Botaniplex

### MEDICINAL BOTANICALS IN BOTANIPLEXT SYSTEMS

GMB blends advanced scientific practices with the traditional use of medicinal botanicals. GMB is continuously expanding the portfolio developing novel blends.



Chinese Rhubarb (Rheum palmatum)

**ANTHRAQUINONES** 



Great Burnet (Sanguisorba Officinalis)

PHENOLIC ACID:
GALLIC ACID



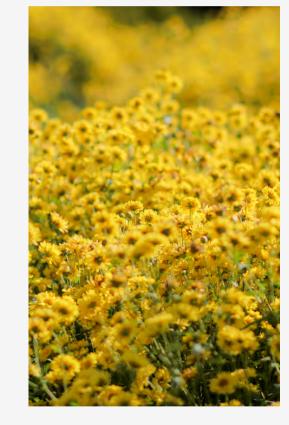
Chinese Cork Tree (Phellodendron chinense)

ALKALOIDS: BERBERINE



Tree Of Heaven (Ailanthus altissima)

FLAVONOID: LINARIN



Indian Chrysanthemum (Chrysanthemum indicum)

FLAVONOID: LINARIN

# PANNS



BREVET CAMADISH 2,825,086 CARLADIAN PATENT Date-on which the potent with general count in an 22091126 2017/12/20 Hermiteles of the specification

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Canada





#### CERTIFICATE OF GRANT STANDARD PATENT

2011380400

The Commissioner of Patents has granted the above patent on 10 June 2017, and conflict that the haloming on the particulars of filts patent appearing to the Register of Patents.

Name and Address of Patentiarial Kernette Link

Two Hoes, Balls 20: 30 House Delays these Technological laws.

Home of Autual Inventorials

Republic, Hower, Jung Californ, Mail, Berginger, Kim, Beding and Law, Jacquise.

The of location Part schools by the instructional processing of tributions

Term of Patents Termin years from 26 December 2011

Princip Date(s)

None and

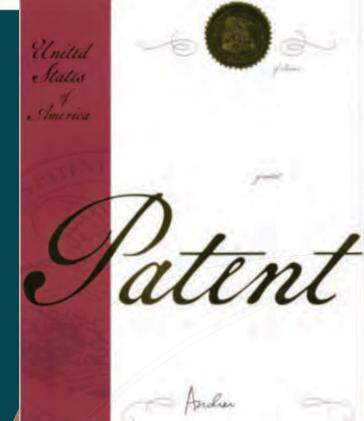


Dated this tit<sup>2</sup> day of June 2017 Commission of Peers

PATEMES ACT. 1990













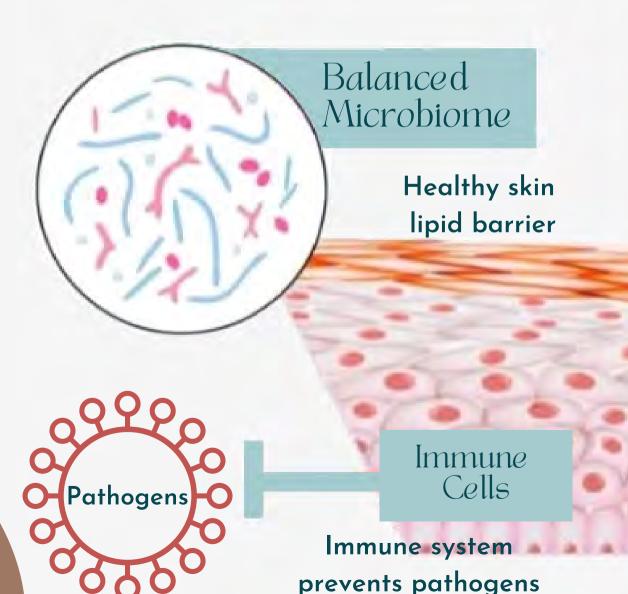
Synergestic botanical blends to help restore balance, preventing the growth of harmful bacteria and fungi while encouraging the growth of beneficial ones.

Bouniplex<sup>M</sup> Balance

# SKIN MICROBIOMB

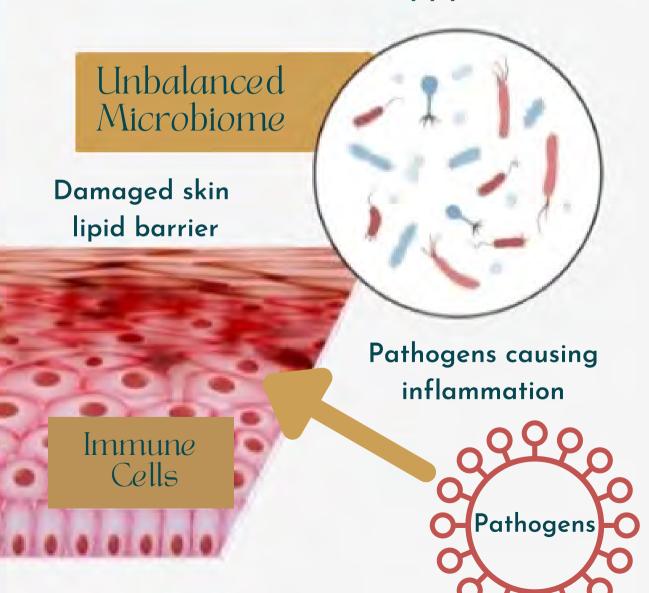
## Healthy Skin

Balanced skin microbiome Preserved skin barrier Healthy skin immune system

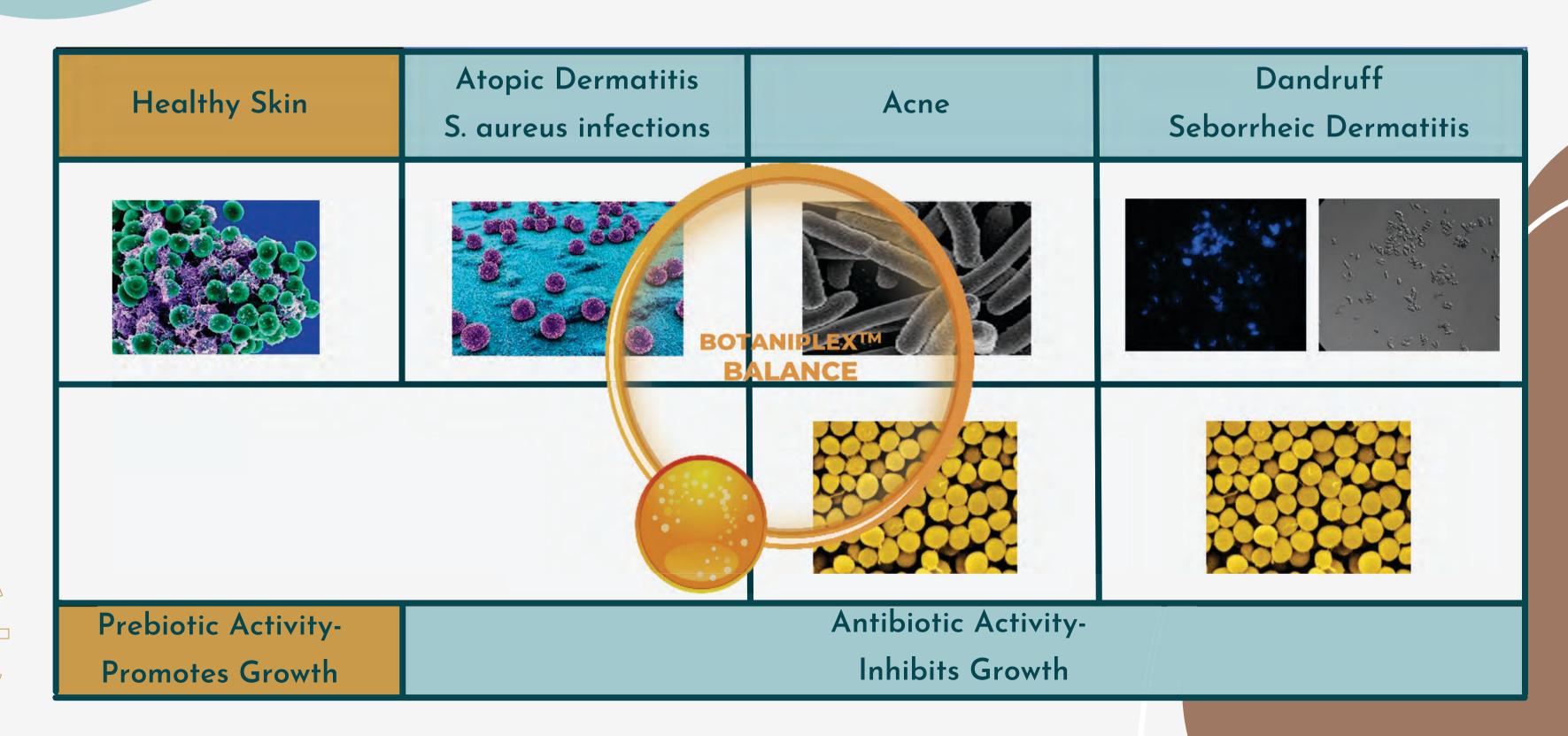


## Unhealthy Skin

Unbalanced skin microbiome Damaged, vulnerable skin barrier Unhappy skin immune system



# SKINMICROBIOME HEALTH AND DISEASE





# BOTANPLEX BALANCE

# RESTORES HEALTHY BALANCE OF DAMAGED, IRRITATED AND IMBALANCED SKIN AND SCALP DUE TO:

Daily exposure to irritants & S. aureus infections: pimples, impetigo, boils, cellulitis, folliculitis, carbuncles, and abscesses.

Ailanthus altissima

BOTANIPLEXTM
BALANCE
SA

Sanguisorba officinalis

Acne, dandruff, and seborrheic dermatitis associated with S. capitis and C. acnes pathogenesis.





## BOTANPLEM BALANCE

#### MECHANISMS OF ACTION

### Botaniplex<sup>TM</sup> Balance SA

Great Burnet (Sanguisorba officinalis)



Phenolic acid: Gallic acid

Tree Of Heaven (Ailanthus altissima)

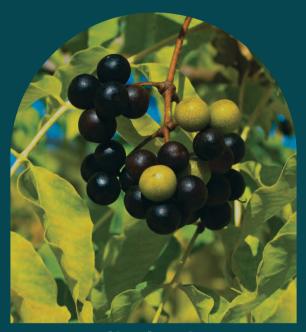


Polycyclic aromatic:
Ailanthone

- # Prebiotic effect
- # Anti-microbial activity
- \* Anti-inflammatory properties
- **Supports innate immunity**
- \* Anti-oxidative properties

### Botaniplex<sup>TM</sup> Balance SC

Chinese Cork Tree (Phellodendron chinense)



Alkaloids: Berberine

Indian Chrysanthemum (Chrysanthemum indicum)



Flavonoid: Linarin

- Prebiotic effect
- # Anti-microbial activity
- \* Anti-inflammatory properties
- \* Anti-oxidative properties





EFFECT ON MICROBIAL GROWTH

Botaniplex<sup>m</sup> Balance

## BOTANIPLEX BALANCE SA

Control

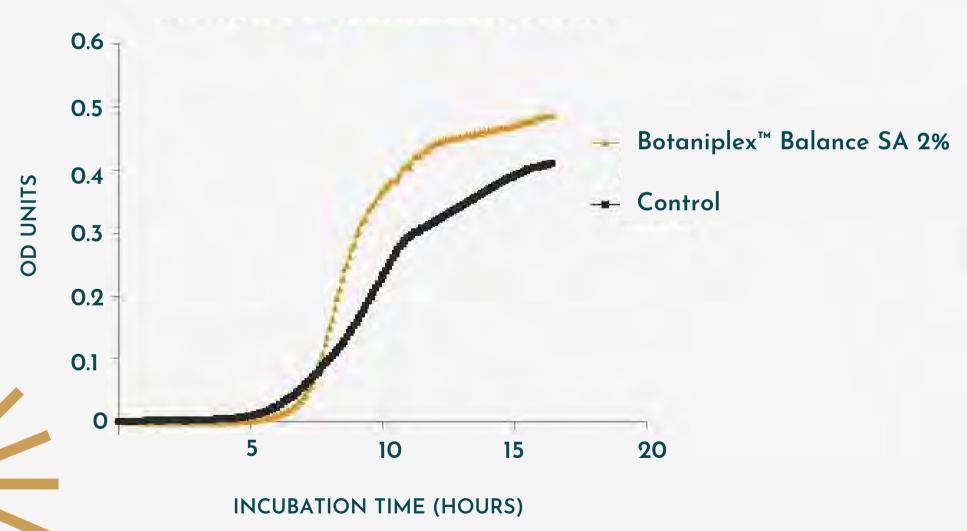
#### DUAL EFFECT ON MICROBIAL GROWTH

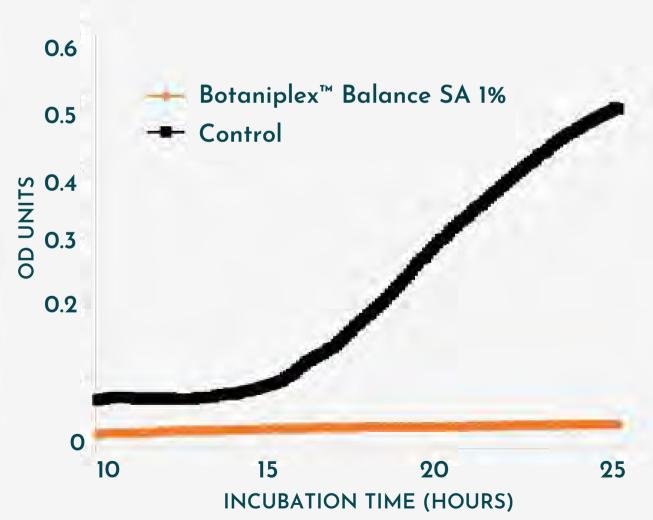
PREBIOTIC EFFECT ON S. EPDERMIDIS

Growth of S. epdermidis over time

INHIBITION OF S. AUREUS

Growth of S. aureus over time



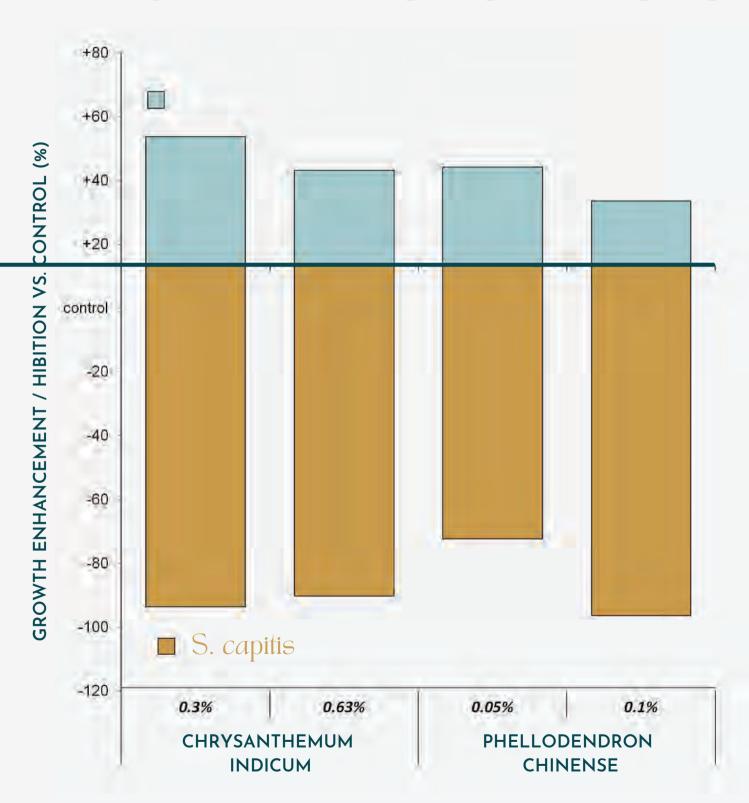


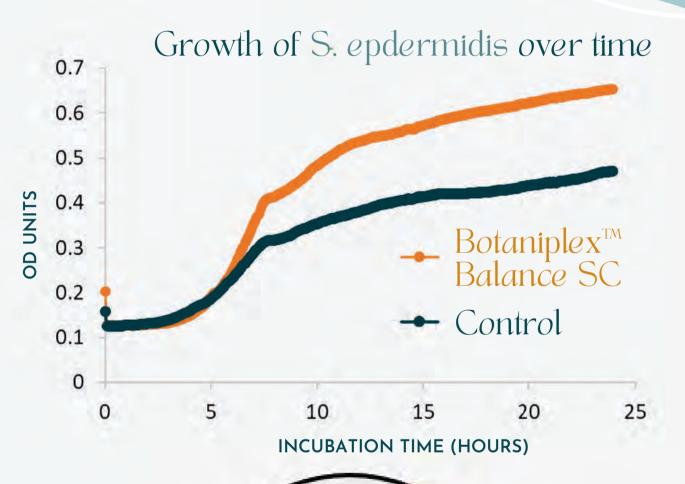
## BOTANPLEX BALANCE SC

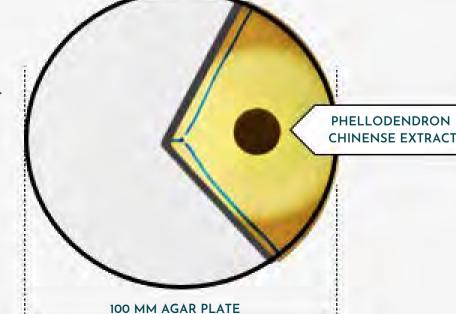
#### DUAL EFFECT ON MICROBIAL GROWTH

Prebiotic effect on commensal bacteria S. epidermis

Antibiotic effect on pathogenic bacteria S. capitis and C. acnes







**ANTIBIOTIC EFFECT** 

ON PATHOGENIC

**CUTIBACTERIUM** 

**BACTERIA** 

**ACNES** 





**SUPPORT OF INNATE IMMUNITY** 

Botaniplex<sup>M</sup> Balance

# BOTANPLEX BALANCE SA

### IMMUNE SUPPORT

In Atopic Dermatitis:

Activity of Botaniplex<sup>TM</sup> Balance SA:

Increased expression of IL-13, IL-4 (  $\beta$  -defensin inhibitors)



Down-regulates IL-13 expression



Decreased expression of defensins - antimicrobial peptides



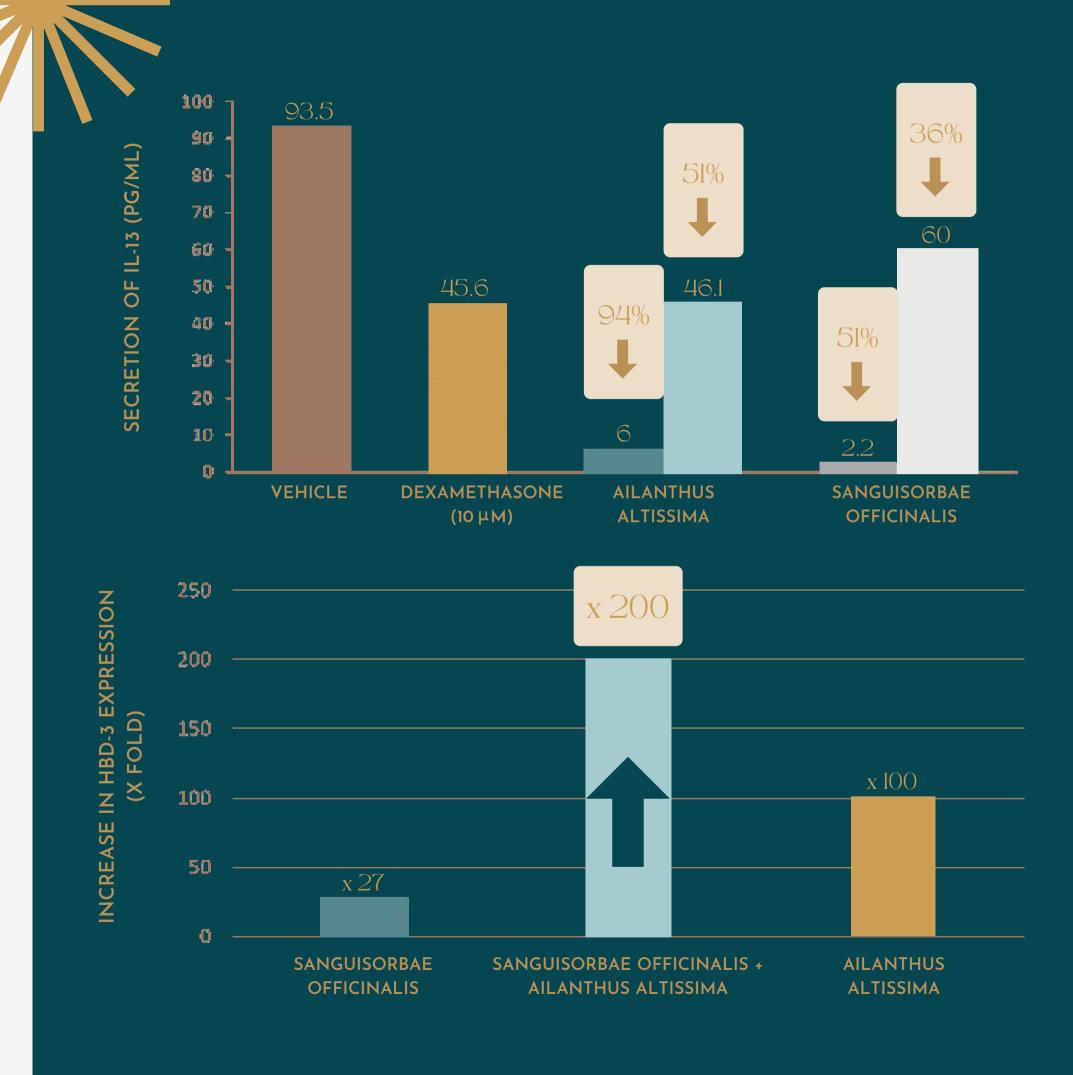
Stimulates human  $\beta$ -defensin (hBD-3) expression



# BOTANIPLEX™ BALANCE SA - IMMUNE SUPPORT

Support of innate immunity - enhancement of antimicrobial peptides - human beta-defensin 3 - in keratinocytes, assisting in infection prevention.

Synergistic stimulation by Ailanthus altissima and Sanguisorbae officinalis extracts on hBD-3 expression in human keratinocytes.

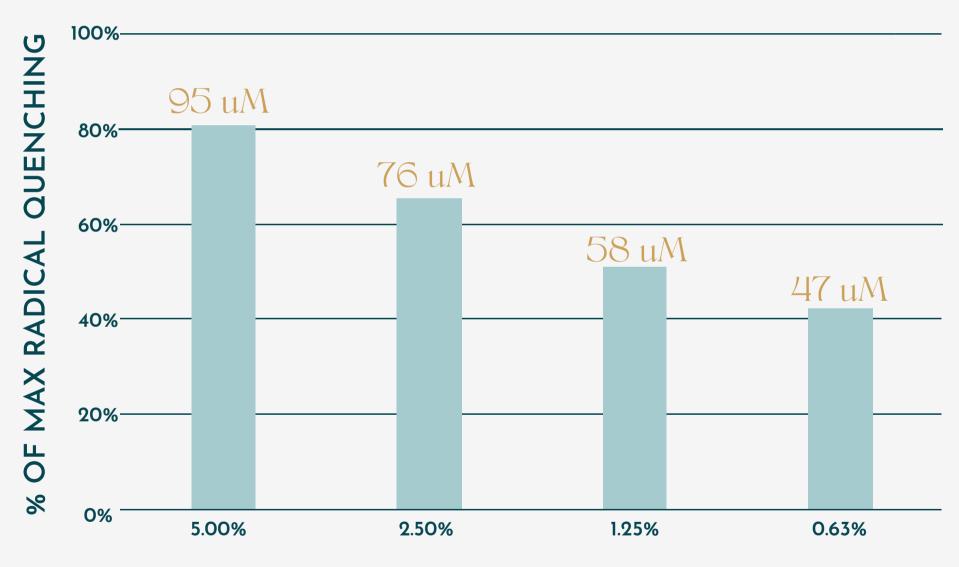




## BOANDLOWBALANCO

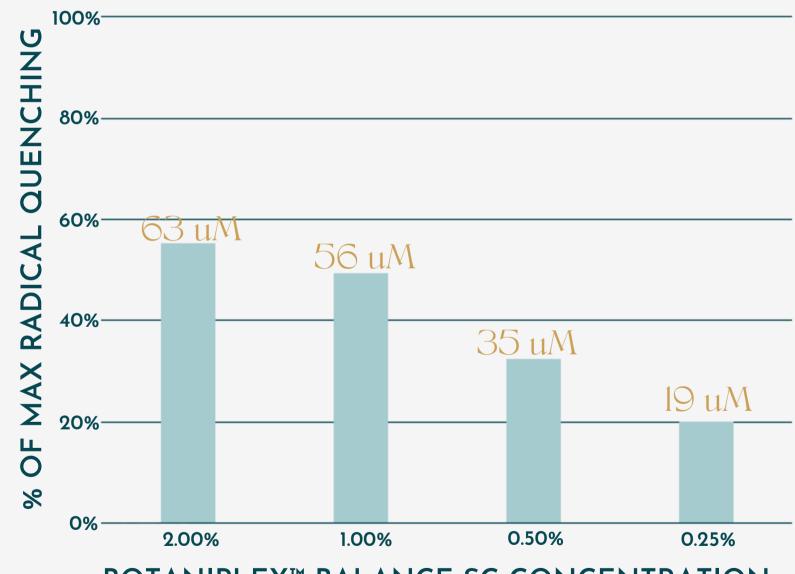
#### ANTIOXIDANT DATA

#### Botaniplex<sup>TM</sup> Balance SA



BOTANIPLEX™ BALANCE SA CONCENTRATION

#### Botaniplex<sup>TM</sup> Balance SC



BOTANIPLEX™ BALANCE SC CONCENTRATION

Maximum response of the assay – 125µM Trolox- a water-soluble analog of the antioxidant vitamin E. Trolox equivalent antioxidant capacity (TEAC) is a measure of antioxidant strength





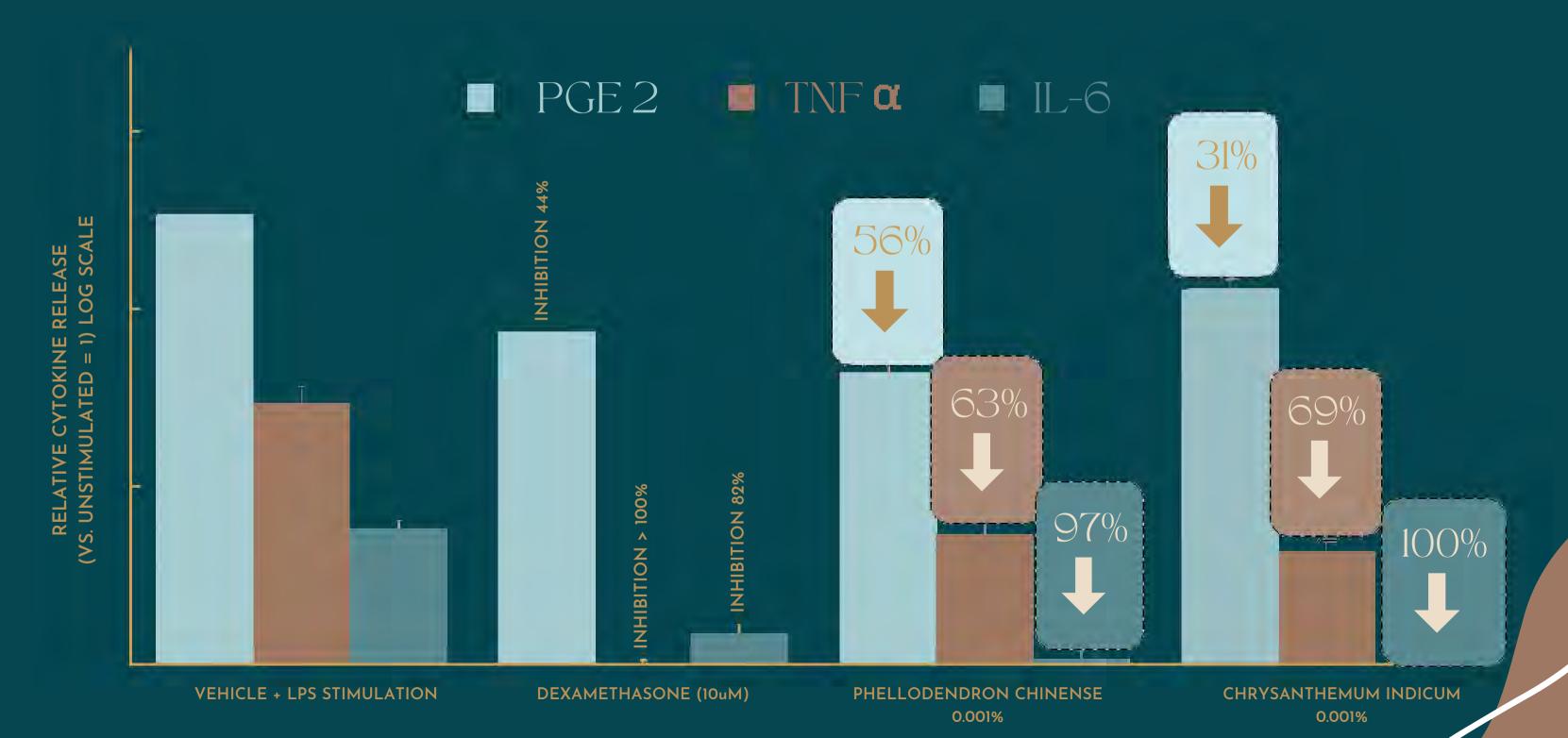
ANTI-INFLAMMATORY ACTIVITY DATA

Botaniplex<sup>M</sup> Balance

## BOTAN PLANCE SC

### ANTI-INFLAMMATORY DATA

Herbal extracts in Botaniplex™ BALANCE SC inhibit release of pro-inflammatory agents







**SUMMARY** 

Botaniplex<sup>m</sup> Balance

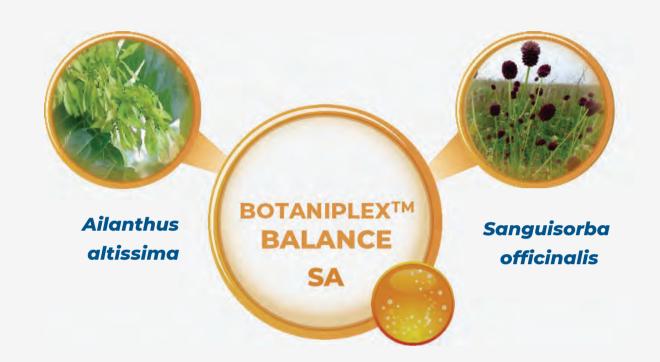
# BOATUPLEX BALANCE SUMMARY

- \* Herbal aqueous blends 100% natural, preservative free
- \* Safe these herbal extracts are used in the blends that have been tested in numerous clinical trials

Cosmetic claims	Substantiation Botaniplex™ BALANCE SA	Substantiation Botaniplex™ BALANCE SC
<ul> <li>Helps balance the microbiome</li> <li>Prebiotic effect: nurtures the healthy microflora on skin</li> <li>Helps decrease the more harmful pathogenic bacteria on skin</li> </ul>	Prebiotic effect on S. epidermitis Antibiotic activity on S. aureus	Prebiotic effect on S. epidermitis Antibiotic activity on P. acne, S. capitis
<ul> <li>Reduction of erythema</li> <li>Soothes and calms skin</li> </ul>	Decrease in secretion of pro-inflammatory cytokines Anti-oxidative activity	Decrease in secretion of pro-inflammatory cytokines Anti-oxidative activity
<ul> <li>• Stimulates the skin's natural defense mechanisms</li> </ul>	Increase in expression of hBD3 – antimicrobial peptide	

# BOANPLDX BALANCO

#### **APPLICATIONS**



- Cleanser for dry, irritated skin / Maskne
- Cream for dry irritated skin / Maskne
- Lotion for dry irritated skin / Maskne
- Gel for dry irritated skin / Maskne
- Mask for dry irritated skin / Maskne



- Anti-dandruff Scalp Lotion
- Clear Skin Cream
- Clear Skin Lotion
- Clear Skin Gel
- Clear Skin Mask



# FORMULATION AIPS

Building a better microbiome with Botaniplex™ Balance





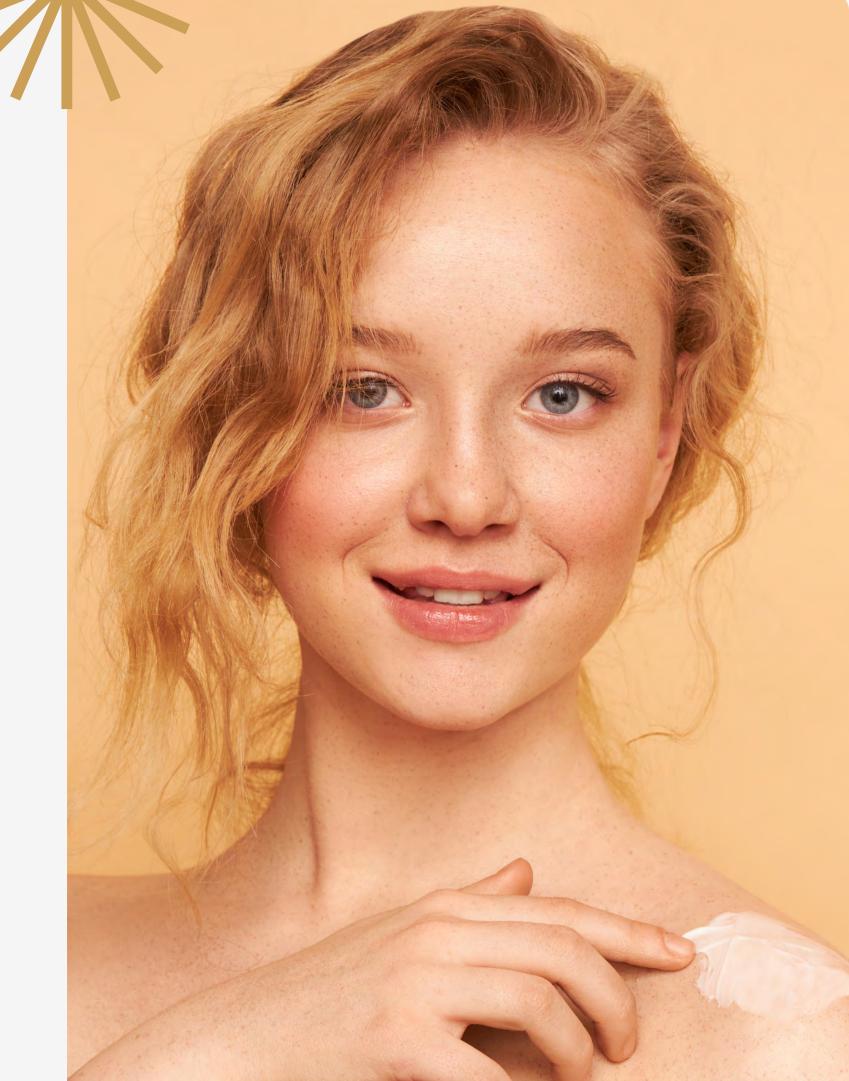
# BOAMPLEXMBALANCE

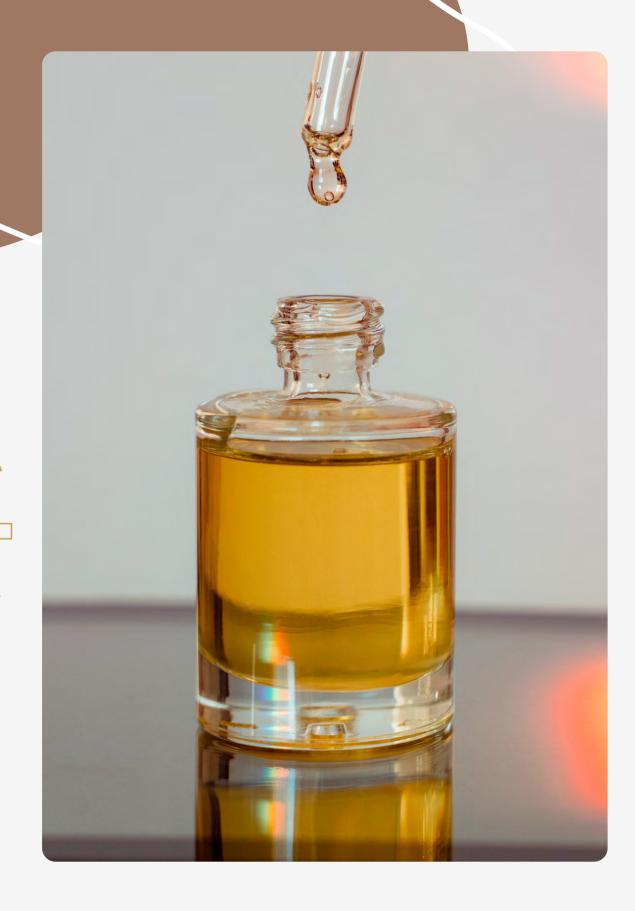
### **SPECIFICATIONS**

	Botaniplex <sup>TM</sup> Balance SA	Botaniplex™ Balance SC	
INCI Name:	Glycerin, Ailanthus altissima bark extract, Sanguisorba officinalis root extract	Glycerin, Phellodendron chinense bark extract, Chrysanthemum indicum flower extract	
Use Level:	0.2 - 1 %	2 - 5 %	
Applications:	Face Care, Skin Care, Body Care	Face Care, Skin Care, Body Care, Hair Care	
Appearance:	Sticky liquid, free from foreign matter	Sticky liquid, free from foreign matter	П
Odor:	Characteristic, herbal	Characteristic, herbal	
Color:	Orange brown to dark brown	Orange brown to dark brown	П
рН:	3.5 - 5.0	3.5 - 5.0	
Relative Density:	1.15 - 1.22	1.15 - 1.22	П
Solubility:	Miscible with water	Miscible with water	
Heavy Metals:	<20ppm	<20ppm	
	< 10 <sup>2</sup> /g total plate count	< 10 <sup>2</sup> /g total plate count	
Total Microbial Count:	< 10 <sup>2</sup> /g yeast/molds	< 10 <sup>2</sup> /g yeast/molds	
	Salmonella / E. Coli Absent in 1g	Salmonella / E. Coli Absent in 1g	

# BOTANPLEX BALANCE COSMETIC CLAIMS

- Helps Balance the Microbiome
- Prebiotic Effect:
  - Nurtures the healthy microflora of the skin
  - Helps decrease the more harmful pathogenic bacteria on skin
- Hydrate Skin & Scalp
- Reduction of Erythema
- Soothes & Calms Skin
  - Anti-Inflammatory Properties
  - Anti-Oxidant Properties





# BOTANPLEX BALANCE FORMULATION TIPS

- GMB ingredients are extracts in a glycerine base
- Extracts should be added once the batch temperature is reduced to below 40°C
- Once the extract is added, uniform mixing is critical to ensure even distribution in the final product
- Extracts are least sensitive to formula pH
- Color change observed is characteristic to product
- Works best in leave on and rinse off skin care formulations
- Both samples and purchased product should be mixed prior to usage

# BOTANPLEX\*\*\*BALANCE CREAM BASE

Phase	Trade Name	INCI Name	%		
A	Water	Water	Up to 100%		
	Glycerine	Glycerine	6.00		
	Propanediol	Propanediol	1.50		
В	MCT Oil	Caprylic / Capric Triglyceride	5.00		
	AHCOHOL™ 1698	Cetyl Alcohol	3.25		
	Stearic Acid	Stearic Acid	5.75		
	AHCOHOL™ 1618	Cetearyl Alcohol	1.50		
	Shea Butter	Butyrospermum Parkii (Shea) Butter	2.57		
С	Sodium Hydroxide Solution 20%	Sodium Hydroxide	0.50		
D	Serasense GB 10	Cyclopentasiloxane (and) Dimethiconol	1.50		
	Vitamin E	Tocopheryl Acetate	0.50		
	Sharomix™ EG14	Phenoxyethanol & Ethylhexylglycerin	1.00		
	Botaniplex™ Balance SA	Glycerin, Ailanthus altissima bark extract, Sanguisorba officinalis root extract	As Required		



# BOTANPLDX<sup>M</sup>BALANCD GELBASE

Phase	Trade Name	INCI Name	%
	Glycerine	Glycerine	10.00
	Propanediol	Propanediol	10.00
A	Rheosol AVH	Sodium Polyacrylate & Ethylhexyl Stearate & Trideceth-6	2.00
	Water	Water	Up to 100
	Allantoin	Allantoin	0.20
В	Sharomix™ EG14	Phenoxyethanol & Ethylhexylglycerin	1.00
	MCT Oil	Caprylic / Capric Triglyceride	1.50
С	Serasense GB 10	Cyclopentasiloxane (and) Dimethiconol	2.00
	Vitamin E	Tocopheryl Acetate	0.50
	Botaniplex™ Balance SA	Glycerin, Ailanthus altissima bark extract, Sanguisorba officinalis root extract	As Required

# ACME- HARDESTY X GREEN MOUNTAIN BIOTECH



For your time and attention









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