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## GLOSSARY OF TECHNICAL TERMS

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*This glossary of technical terms contains explanations of certain technical terms used in this Document. As such, these terms and their meanings may not correspond to standard industry meanings or usage of these terms.*

“AFU”	Active Fluorescent Unit, a fluorescence-detection-based unit used to quantify viable and active microbial cells by fluorescent staining
“ASP”	average selling price
“batch traceability system”	a quality control system that traces product batches
“biomarkers”	indicators of normal biological processes, pathogenic processes, or responses to an exposure or intervention, such as medication or environmental toxins
“biomass”	renewable organic matter produced through photosynthesis or chemosynthesis
“CAGR”	compound annual growth rate
“cGMP”	Current Good Manufacturing Practice, regulating design, monitoring and control of product manufacturing and facilities
“centrifugation”	a mechanical process that uses centrifugal force to separate particles from a solution according to density differences
“CFU”	colony-forming unit, a unit which estimates the number of microbial cells by counting colonies formed in a sample that are viable and able to multiply under controlled conditions
“clinical studies”	studies involving human subjects conducted by, or in cooperation with, qualified independent third-party institutions to support functional evaluation, application validation and safety assessment of the probiotic powder and formula products
“CNAS”	China National Accreditation Service for Conformity Assessment, the national accreditation body in China
“CROs”	contract research organizations
“disc-stack centrifuge”	a high-speed separation technology using a rotating bowl with a stack of conical discs to separate solids and liquids based on density differences
“dual quality disclosure mechanism”	a dual mechanism to disclose viable cell count at shipment and minimum viable cell count at the end of shelf life
“emulsification”	a process of mixing an oil-based liquid with a water-based liquid

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“encapsulation”	a technique to protect microorganisms by surrounding them with protective materials to enhance stability and viability
“fermentation”	a process in which microorganisms are cultivated under specified conditions to enable microbial growth and biomass formation
“GLP-1”	glucagon-like peptide-1, a natural hormone produced in the gut that plays a major regulatory role in blood sugar control, appetite, digestion, and energy balance
“GRAS”	Generally Recognized As Safe, a status under FDA regulations for substances considered safe for their intended use; self-affirmed GRAS refers to a GRAS determination made by a manufacturer based on expert review, without notification to the FDA
“HACCP”	Hazard Analysis and Critical Control Points
“HALAL”	a certification that products and production processes comply with Islamic law requirements
“IBS-C”	a subtype of Irritable Bowel Syndrome where constipation is the predominant bowel habit, accompanied by typical IBS symptoms such as abdominal discomfort and bloating
“inoculation”	the act of introducing microorganisms into a culture medium to initiate growth and cultivation
“ISO 22000”	ISO 22000 food safety management system, an internationally accepted food safety management system implemented by the International Organization for Standardization
“kg”	kilogram
“KOSHER”	a certification that products and production processes comply with Jewish dietary law requirements
“labeled ex-factory value”	the viable cell count labeled at the time of shipment
“lactic acid bacteria”	a group of gram-positive, non-sporulating, acid-tolerant bacteria that produce lactic acid
“NOP”	the U.S. Department of Agriculture National Organic Program, which establishes and enforces standards for the production, labeling and certification of organic agricultural products
“PCT”	an international patent application filed under the Patent Cooperation Treaty
“postbiotics”	preparations of inanimate microorganisms and/or their components that confer a health benefit on the host

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“probiotic formula”	a formulated probiotic preparation, comprising specified probiotic strains and excipients, manufactured in a defined dosage form
“probiotic lysates”	preparations containing cellular contents released after microbial cell membranes have been disrupted
“probiotic powder”	the final product form containing one or more probiotic strains, often in powder form
“probiotic raw powder”	a concentrated intermediate used to produce probiotic powder and formula products
“probiotic species and cultures”	a biological classification unit comprising multiple closely related strains with similar characteristics, for instance, <i>Bifidobacterium animalis subsp. lactis</i> , and where the context requires, in particular for dairy applications, microbial cultures used in fermentation, which may comprise one or more microbial strains and are used as starter cultures for yogurt and other fermented dairy products
“probiotic strains”	individuals isolated from bacterial species, possessing unique genetic characteristics and physiological functions, for instance, <i>Bifidobacterium animalis subsp. lactis</i> BLa80
“QPS”	Qualified Presumption of Safety, a safety assessment procedure for microorganisms used in the food chain
“R&D”	research and development
“RCT”	randomized controlled trial
“strain bank”	a collection of preserved microbial strains
“TFU”	total fluorescent units
“ton”	a unit of mass equal to 1,000 kilograms