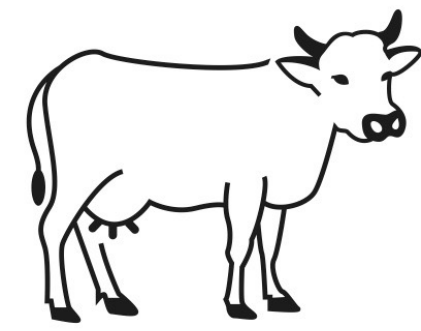


Probiotic *Kluyver* for animals



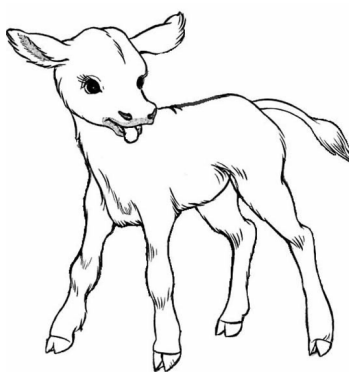
Results of lab and clients' tests

The fundamental goal and age-old problem of farm owners all over the world is to find ways to reduce costs and increase the stability of their business.

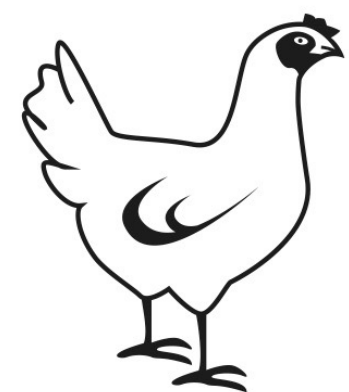


Short Run (1-3 months)

Milk +1,3 liter/day - first month,
+12% after 3 months, increase in
fat and protein +0.2%
ROI ~3.5



Reduction of the dairy period
ROI ~2,5
Additional weight gain
ROI ~5,7



young

+8.2%
Survival +6%
ROI ~8,8
+better eggs' quality

Short Run (1-2 years)

Reduction of the service period
Increase number of successful
inseminations decrease in the
number of miscarriages

Savings at earlier lactation
ROI ~143

old

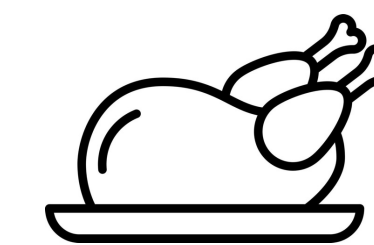
+4.4%
Survival +6%
ROI ~5,7
+better eggs' quality

Long Run (over 2 years)

Improving
health of the entire population
and genetic of breed

+100 additional grams of calf
weight = +225 liters of future milk
ROI ~36

broiler



Survival +2,5%
Weight +6%
CFR -0,1
ROI ~ 11,4

More...

- ✓ reduction in the amount of antibiotics and veterinary drugs
- ✓ reduction of time for culling, treatment, etc.
- ✓ increased stability in case of unforeseen changes (disposal of feed components, abnormal temperatures, epidemics)
- ✓ the ability to produce a given volume of products with smaller livestock

Probiotic *Kluyver*

Innovative highly effective feed additive (not drug) *Kluyver* improve the efficiency of livestock.

Technology: it's produced by aseptic microbiological synthesis method.



Own non-GMO strain, technologies and production

The strain is food and included in the European Register of Food and Feed Additives. It's safe and clean.

Competitors and advantages

 ROI of *Kluyver* is higher than ROI of any other yeast probiotic.

Kluyver vs *Sacharamyces c.* probiotics



higher life temperature limit



wider pH range



completely utilizes lactic acid



contains substances to prolong life and immunity

Kluyver vs *Klyuveromyces m.* probiotic by Turval (Italy)



x3 cheaper

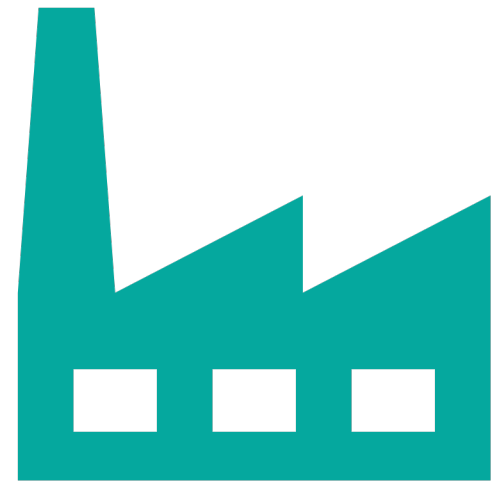


better quality and concentration

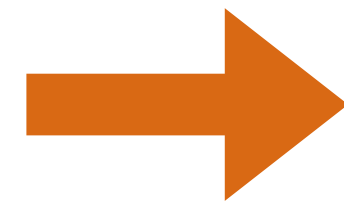


any segments of animals

Business model



Sales from factory



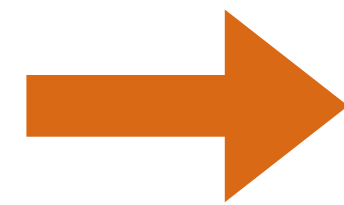
Direct sales to farmers

+ information support (conducting seminars, consulting of our zootechnists)

Marginality

60 %

Medium or large farms with:
- cattle over **800** heads
- poultry over **10 000** heads
Technical ready for pilots



Sales to distributors /feed producers

+ information support (conducting seminars for sellers and consumers and providing marketing materials)

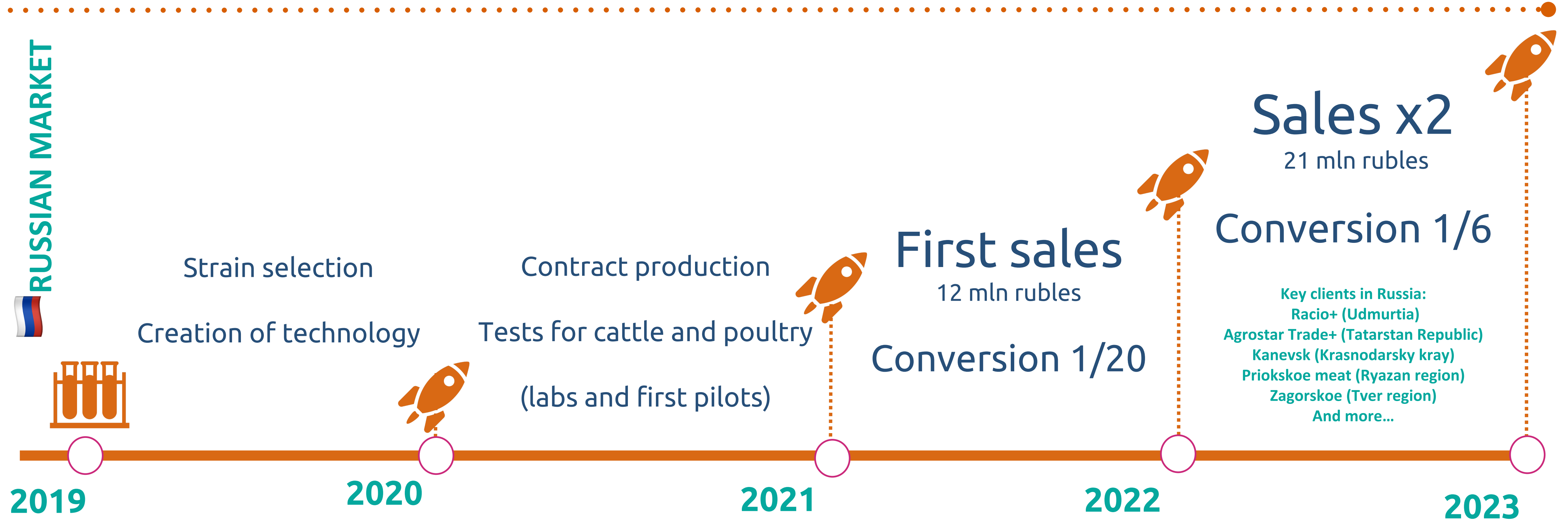
Marginality

50 %

Medium or large distributors of feed and feed additives or feed producers with sales over **20 000** tons/year

Ideal clients

Stages of project



IP

Strain is in International collection
Technology is under know-how

Limiting condition:

conservative market, sales cycle 6-12 months

Plans on Indian and Russian markets

INDIAN MARKET

RUSSIAN MARKET

2023

2024

2025

2026

2027

4 pilots in the form of feed experiments in 1 state: 2 pilots dairy cows and 2 pilots for poultry
First sales 20 tons



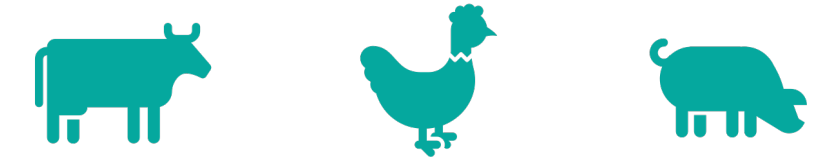
Sales over 40 mln rubles
In 7 regions
Tests on pigs
Scaling own production



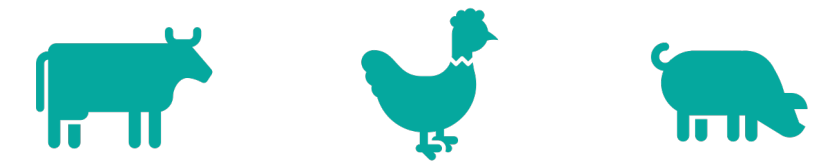
8 pilots in the form of feed experiments in 2 states
Sales 100 tons



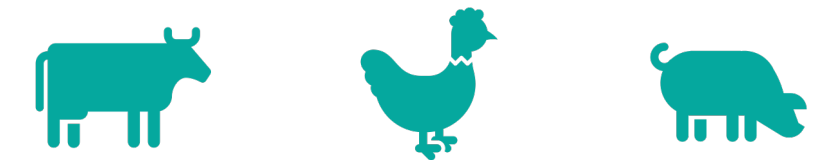
Sales over 100 mln rubles
In 10 regions
Scaling production, new factory



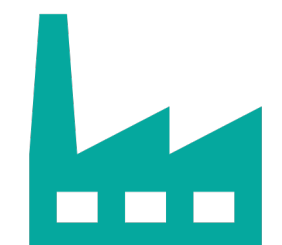
Construction 1 local factory
Sales 250 tons in 6 states



Sales 200 mln rubles
In 20 regions



Sales 2 400 tons
10 states
1% of market

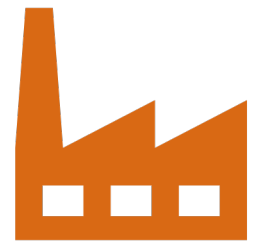


Sales 300 mln rubles
In 20 regions
for any animals



We are looking for

**Investors for factory in Russia
or local factories
(different forms of investment)**



Plant - 2 400 tons/year
enough for **1 mln cows/year**
or **100 mln heads of poultry/year**

**Investment 270 mln rubles/
\$4,2 mln**

NPV FCFE = 1 149 mln rubles/
\$17,7 mln

IRR = 147 %

Payback period is 2.2 years.



**Partners to develop new products,
distributors and feed producers in
Russia, India or other countries**

We can help to:

- ✓ expand assortment
- ✓ replace old yeast probiotic
- ✓ improve quality of current products
- ✓ access to new customers
- ✓ gain expertise in yeast feed products
- ✓ increase operating profit and share of market

Potential product development

Food



ICECREAM AND FROZEN DESERTS



YOGURT, KEFIR AND FERMENTED MILKS



SOFT CHEESE



SALAMI



MUSLI AND CEREAL BARS



POWDERED BEVERAGES



SNACKS AND CONFECTIONARY



CHOCOLATE



Bread and bakery products



Different types of dough

Nutricevtica and farm



Probiotics for the treatment of various diseases of the gastrointestinal tract, especially with erosion of the mucous membrane



A source of lactase, including for people with milk intolerance



Source of beta-glucans