



2023

# MEDIA KIT

ONE-STOP SOLUTION PROVIDER FOR  
INGREDIENTS AND BRANDS



## Introduction

SGS Nutrasource is a leading **nutraceutical** and **pharmaceutical** life sciences company focused on helping clients **commercialize health and wellness products**. In addition to a unique offering of **clinical trial management**, strategic and **regulatory support services** along with a state-of-the-art clinical trial site, SGS Nutrasource offers a series of third party natural ingredient certification programs (**NutraStrong™**, **IFOS™**, **IKOS™**, **IGEN™**, **IPRO™**, **ICAP™**).

SGS Nutrasource owned brands include **GRAS Associates**, **Apex Trials**, **Certifications by Nutrasource**, and **Nutrasource Asia**.





# Your One-Stop Provider

Through our vertically-integrated service platform, we offer full regulatory, clinical, and testing solutions for products ranging from dietary supplements to pharmaceuticals in Canada, the U.S., and Europe.

As a global CRO, we have developed a suite of service offerings and capabilities designed specifically to help our clients realize their objectives without needing to seek outside guidance. Our combined regulatory and clinical approach is unmatched in the natural health industry, providing you with added value and reduced risk as you move along the product development journey.

At SGS Nutrasource, we work to identify your objectives and desired product claim, and then craft a strategic project plan based on your goals and budget. From there, we assess the regulatory landscape to determine novel pathways and strategies so you can gain maximum benefit in terms of sales, market share, and future growth potential.

No matter what stage of the product lifecycle or supply chain, we will find a customized solution that fits your needs and generates results that exceed your expectations.

## Product Development

- Project management teams focused on your unique products and objectives
- End-to-end solutions for all consumer types and markets

## Clinical Trials

- Pharmaceutical-level trials for optimum quality and results
- Seamless regulatory integration

## Claims & Certifications

- Global marketing tools that showcase transparency
- Label claims supported by real science
- Third-party certification programs

## Regulatory Strategy

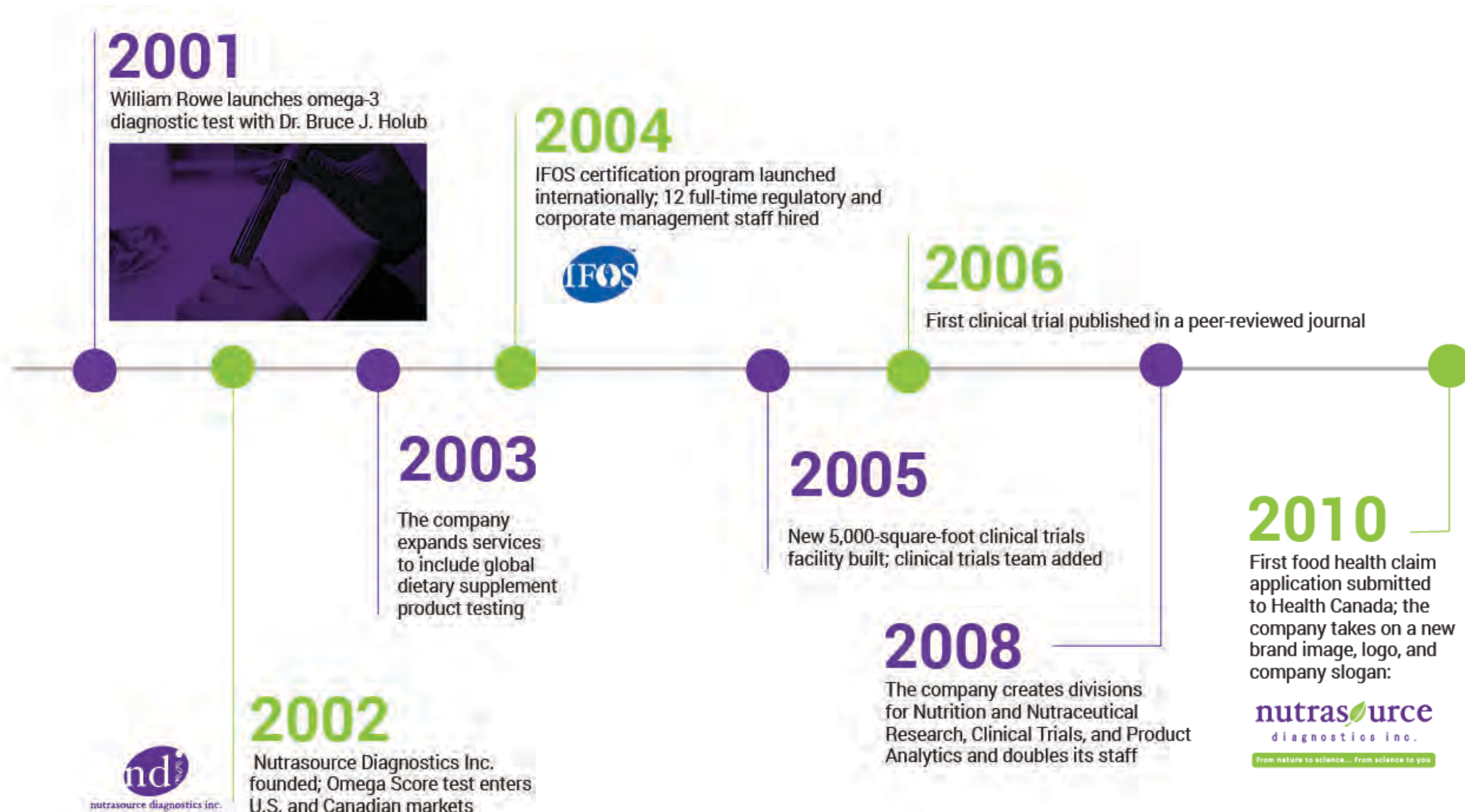
- Forward thinking solutions that maximize market potential

## Testing Solutions

- The latest technologies and equipment for characterization, identification, and standardization



# The SGS Nutrasource Story and Timeline





## 2011

Nutrasource expands to include pharmaceutical consulting solutions; the company now has over 50 employees

## 2014

U.S. regulatory firm, GRAS Associates, is acquired; services expand to include full food safety and regulatory consulting services; 10th anniversary of IFOS



## 2019

Grand Reopening of Nutrasource Headquarters; Major expansion to Guelph-based clinical trials site from 3,500 to 7000 ft<sup>2</sup>; IPRO certification program launched



## 2021

Nutrasource receives Institution-Wide Cannabis Research Licence and Controlled Drug's and Substances Dealer's Licence from Health Canada; staff growth to 150+ staff globally

## 2023

Apex Trials is launched



## 2016

IGEN certification program launched in North America; clinical trials group expands and divides to site and CRO



## 2017

The company rebrands to **Nutrasource Pharmaceutical and Nutraceutical Services** to expand leadership position in the marketplace and better showcase service offerings

**nutrasource**  
Pharmaceutical and Nutraceutical Services

## 2020

Additional clinical trials site expansion to > 10,000 ft<sup>2</sup>; ICAP certification program launch



## 2022

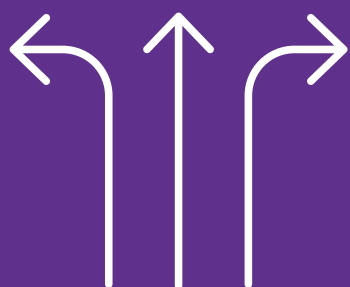
Nutrasource celebrates 20 years; Expansion of head office (Clinic and Certifications Suite) to > 17,000 ft<sup>2</sup>; NutraStrong certification program launch



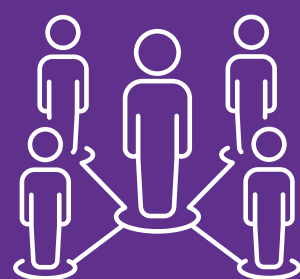
**NUTRA  
STRONG**



**SGS Nutrasource  
Performance Page 6**



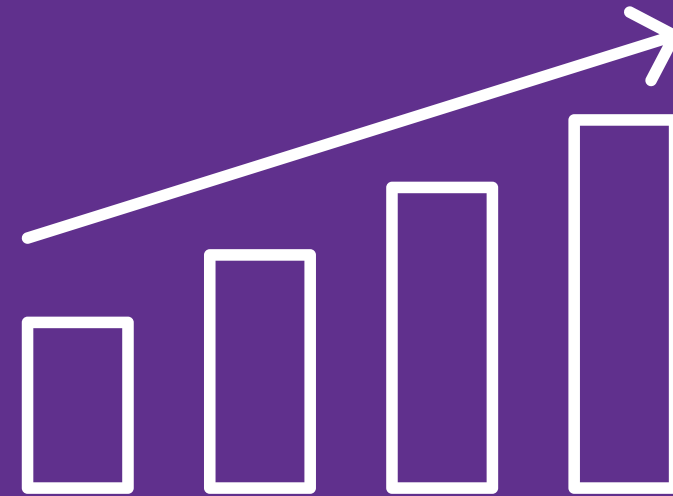
**Service Offerings  
Page 20**



**Leadership Teams  
Page 28**



**Corporate Memberships  
Page 38**



**SGS Nutrasource Performance**







# 150 +

Employees globally with experience in pharmaceuticals, NHPs/dietary supplements, medical devices, sports nutrition, cannabis/CBD, food & beverage, infant nutrition, companion animals/livestock, medical foods, and third-party certifications.





2000 +

Clients worldwide.



# 235 +

Publications across our scientific team.





# 2900 +

Regulatory filings completed by our team globally (CTA, NHP Licensing, GRAS, NDIN, NDS & NDA, ANDS & ANDA, Medical Food Applications, Novel Food Applications, Food Colour / Additive Petitions, Cosmetic Notifications).



1700 +

Clinical trials conducted across our team.





9500 +

Clinical trial participants in our database.



40 +

Unique health indications our team members have direct experience in.



# EXPERTISE IN WOMEN'S HEALTH



**Cardiology/Vascular Diseases**  
**Dental/Oral Health**  
**Dermatology**  
**Menopause**  
**Endocrinology**  
**Healthy Volunteers**

**Nutrition & Weight Loss**  
**Obstetrics/Gynecology**  
**Urology**  
**Skin & Wound Care**  
**Vaginal Health**

Unique health indications our team members have direct experience in.

**940+ Clinical Trials\***  
across our team

\*As of 2022





**Growth & Development**  
**Ear, Nose, Throat**  
**Colic**  
**Gut Health**  
**Immunology**  
**Infections/Infectious Diseases**  
**Musculoskeletal**  
**Neurology**

Unique health indications our team members have direct experience in.

**100+ Clinical Trials\***  
across our team

\*As of 2022



# EXPERTISE IN AGING POPULATIONS



**Cardiology/Vascular Diseases**  
**Dental/Oral Health**  
**Dermatology**  
**Healthy Volunteers**  
**Neurology / Cognitive Function**  
**Nephrology**  
**Hematology**  
**Hepatology**  
**Skin Health**

**Musculoskeletal**  
**Ophthalmology**  
**Orthopedics**  
**Ear, Nose, Throat**  
**Urology**  
**Psychiatry/Psychology**  
**Pulmonary/Respiratory Disease**  
**Smoking Studies**

Unique health indications our team members have direct experience in.

**943+ Clinical Trials\***  
across our team

\*As of 2022



# EXPERTISE IN IMMUNE HEALTH



**Immunology**  
**Infections/Infectious Diseases/Viruses**  
**Internal Medicine**  
**Ear, Nose, Throat**  
**Pulmonary/Respiratory Disease**  
**Vaccines**

Unique health indications our team members have direct experience in.

**90+ Clinical Trials \***  
across our team

\*As of 2022





**Pharmacokinetic / Bioavailability / Absorption**

**Nutrient Status**

**Cognition**

**Sleep**

**Endocrinology**

**Weight Management**

**Gastrointestinal Health**

**Smoking Studies**

**Skin Health**

**Sports Nutrition**

**Musculoskeletal / Joint Health**

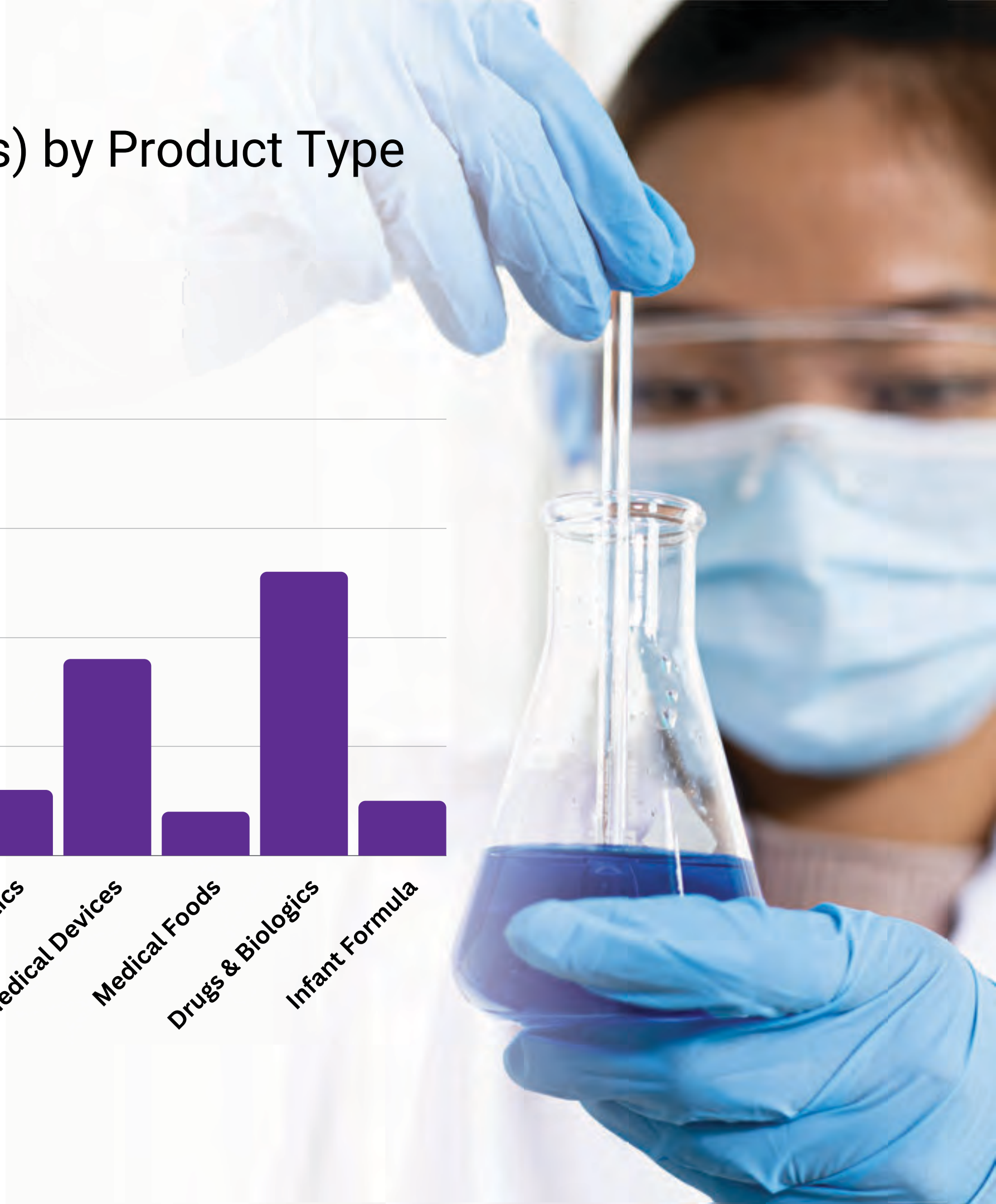
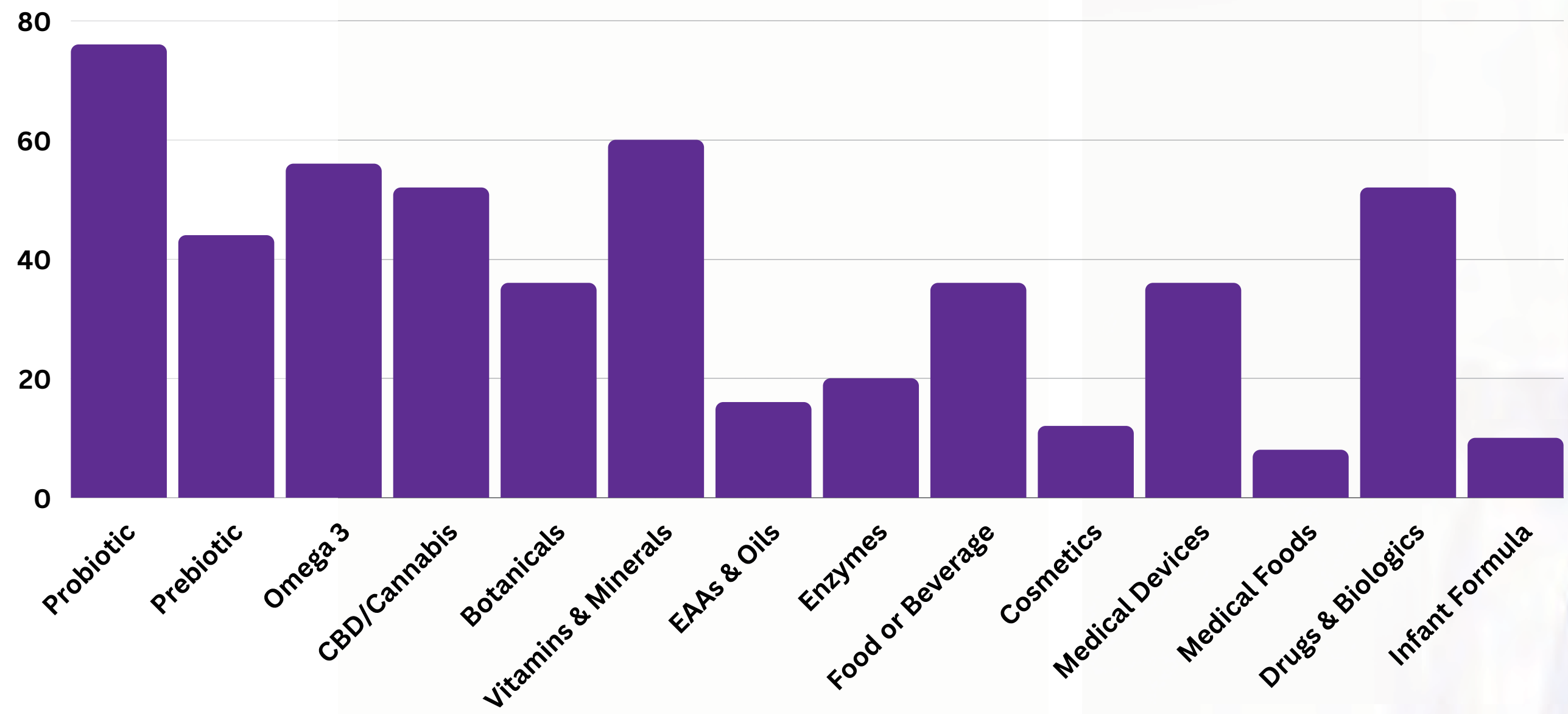
**Stress / Anxiety**

Unique health indications our team members have direct experience in.

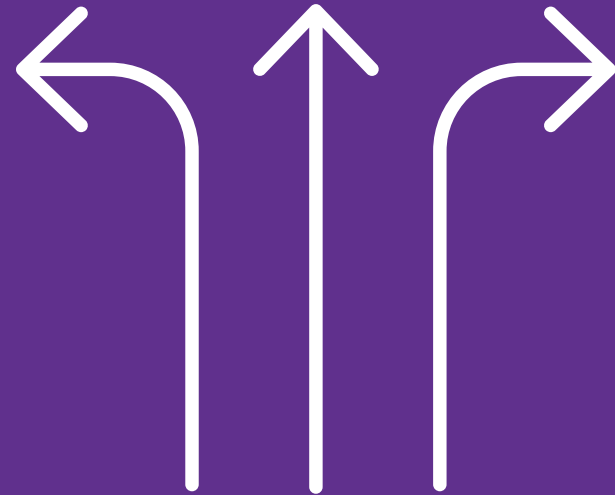
**110+ Clinical Trials\***  
across our team

\*As of 2022

# Percentage of Staff Experience (Clinical Trials) by Product Type







**Service Offerings**





YOUR PARTNER IN

# GOAL-ORIENTED CLINICAL TRIALS

HUMAN AND ANIMAL

**SGS** | nutrasurce





YOUR PARTNER IN

# REDUCED REGULATORY RISK

HUMAN AND ANIMAL

**SGS** | nutrasource



 Learn More





YOUR PARTNER IN

# GLOBAL REGULATORY SUCCESS

GRAS, NDIN, DRUG MASTER FILES (US & CANADA) +



SGS | nutrasurce



Learn More





YOUR PARTNER IN

# STRONGER PRODUCT MARKETING

HUMAN AND ANIMAL



SGS | nutrasource



  
Learn More





YOUR PARTNER IN

# STATISTICAL ANALYSIS

OFFERED IN-HOUSE



SGS | nutrasource



[Learn More](#)





YOUR PARTNER IN


# PRODUCT CERTIFICATIONS

NUTRASTRONG, NON-GMO, OMEGA-3, PROBIOTICS & CBD



SGS | nutrasource



  
Learn More





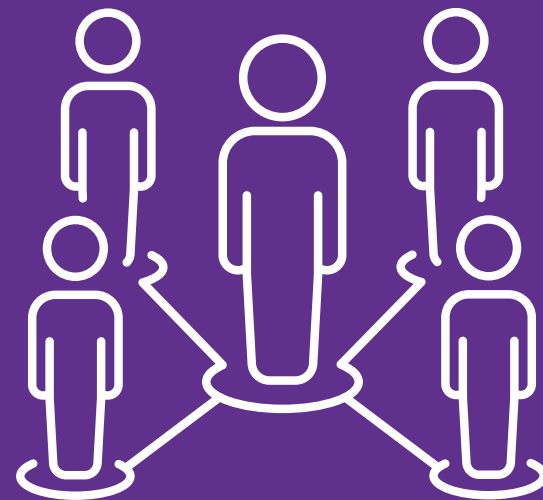
YOUR PARTNER IN

# COMPANION ANIMAL & LIVESTOCK SERVICES



Learn More





**Leadership Teams**



# Executive Leadership



**William Rowe**  
**President, Co-Founder & CEO**

**20+ years** of experience in commercializing innovative consumer health products, clinical trial development and marketing strategies



**Brad Wallace, BES, EAC**  
**COO**

**25+ years** of executive leadership and operational experience in scientific fields including environmental engineering and health research



# Senior Leadership



**Joshua Baisley, H.B.Sc.**  
**SVP, Clinical Operations**

**20+ years** experience in dietary supplements, pharmaceuticals, preclinical laboratory management, GLP and ISO auditing, clinical & regulatory strategy, study design and project management for **100+ clinical trials**



**Chris Burkhart**  
**SVP, Business Development**

**20+ years** sales management experience, overseeing teams across fields including technology sector



**Amy Mozingo, MS**  
**VP, US Nutra Regulatory Sciences**

**20+ years** experience in U.S. regulatory affairs and project management for dietary supplements and ingredients, including **50+** GRAS and NDIN filings



**Tania John, M.Sc.**  
**VP, NHP & Pharma Regulatory Sciences**

**16+ years** experience in Canadian regulatory affairs for **200+ projects** across foods, cosmetics, natural health products, veterinary health products, medical devices and drugs

# Business Development



**Loren Brown**  
**Director, Business Development,**  
**Human and Animal Services**

**25+ years** industry experience with a focus on regulatory and clinical sales for dietary supplement and companion animal markets



**Elisa Fernandez, B.Sc.**  
**Director, Business Development,**  
**Human and Animal Services**

**12+ years** experience in business development, sales, marketing, and customer relations across dietary supplements, pharmaceuticals & medical devices



**Joshua Edwards**  
**Global Product Certifications**

**14+ years** sales experience with a focus on third-party certifications for dietary supplement brands and ingredients



**Michael Barr, B.Sc. (ENG)**  
**NHP & Pharmaceutical Services**

**5+ years** experience in the natural health product industry with a focus on growth areas of the healthcare sector; **international award recipient** for innovations related to diagnostic devices



# Marketing



**Ruth Rodrigues**  
**Marketing Manager**

**4+ years** B2C and B2B marketing experience (growth strategy, ads, graphic design, web development, PR, event management) for the natural product industry with an added focus in clinical trial marketing

# Regulatory Affairs



**Margitta Dziwenka, DVM, DABT**  
**Director, Preclinical & Companion**  
**Animal Services**

**25+ years** in the animal nutrition industry including veterinary medicine; **22+ years** of experience in safety evaluations for human and animal in pharma, biotech, and nutrition



**Bernd Licht**  
**Director, Quality**

**27+ years** managing Quality Assurance (QA) and Regulatory Affairs (RA) programs; pre and post market compliance for all licensing and certifications to relevant product regulatory categories



**Nidhi Joshi, B.Sc., RAQC**  
**Manager, Regulatory**

**6+ years** of regulatory experience in health products; **550+ successful submissions** for Cosmetics, Natural Health Products, Master Files, and Veterinary Health Products



**Paula Guerra, M.Sc., Ph.D**  
**Manager, Regulatory**

**8+ years** of experience as a R&D scientist and regulatory affairs in the pharmaceutical industry



# Clinical Trial Management



**Stephanie Recker, M.Sc.**  
**Director, Program Management**

**15+ years** experience, including **3+ years** site operations management;  
**410+ clinical trials** across pharmaceuticals, medical devices, dietary supplements



**Ana Samborski, M.Sc. Pharm, QPIC**  
**Manager, Pharmacy**

**20+ years** of experience in designing, developing and managing clinical pharmacy units for dietary supplements and pharmaceuticals



**Fahim**  
**Manager of Data Management**

**14+ years** of data management experience including **7+ years** in clinical trial data management across **54 clinical trials**

# Clinical Trial Management



**Jun Wang**  
**Biostatistics Manager**

**10+ years** of experience in biostatistics for phase I through phase IV clinical trials



**Lois Lin, Ph.D., MWC**  
**Medical Writer III and Team Lead**

**3+ years** of experience in medical writing focusing in natural health products and medical devices; **6+ years** clinical trial experience across **25+ clinical projects** and **12+ scientific publications**



# Clinical Trial Site (Apex Trials) Leadership



**Dr. Anthony Bier, MD, CCFP (EM)**  
**Medical Director / PI**

**10+ years** experience including as Principal Investigator on **15+ clinical studies**; Dr. Bier is also a licensed ER Physician at the local hospital



**Katie Keene, H.B.Sc., CCRP**  
**Clinic Supervisor**

**10+ years** of experience in the NHP industry, including **3+ years** in regulatory and **6+ years** in clinical trial conduct for phase I - IV studies



**Saif Abdulwahhab, BMLS**  
**Lab Manager**

**12+ years** of research lab experience including hematology, biochemistry, serology, cytology, histology, microbiology, and tumor markers

# Certifications & Analytics



**Kevin Yan, M.Sc.**  
**Vice President, Certifications and Analytics**

**12+ years** experience in regulatory, clinical, strategic planning, and quality testing in the supplement and natural health product field



**Hyun-Ah Kim, BA, Client Relations Specialist**  
**Program Manager**

**11+ years** experience in the marine oil supplement industry; member of the **GOED** Technical Committee



**Erin Hudson, B.Sc.**  
**Program Manager**

**2+ years** experience on sample processing, reviewing analytical results and managing the IGEN program





**Corporate Memberships**







The SGS logo consists of the letters 'SGS' in a bold, dark grey sans-serif font. A thin orange vertical line is positioned to the right of the letters, and a thin orange horizontal line is positioned below the letters, intersecting at the bottom right of the 'S'.The nutrasource logo features the word 'nutrasource' in a purple sans-serif font, with a green leaf icon replacing the dot of the 'i'. Below the company name, the text 'Pharmaceutical and Nutraceutical Services' is written in a smaller, dark grey sans-serif font.

**nutrasource**  
Pharmaceutical and Nutraceutical Services

## Contact Us

For more detailed information on our services, press and media inquiries, (including speaking engagements and events), or to schedule a call with our business development team, please contact us.

### **General Inquiries**

[info@nutrasource.ca](mailto:info@nutrasource.ca)

### **Sales & Business Development**

[sales@nutrasource.ca](mailto:sales@nutrasource.ca)

### **Marketing**

[marketing@nutrasource.ca](mailto:marketing@nutrasource.ca)