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Let's Talk Menopause

The Shift Within: Unlocking the Science of Menopause

Holiday Durham Zanetti, PhD, MS, RD February 2025







Learning Objectives

- Explore the key stages in a woman's life, including perimenopause, menopause, and postmenopause.
- Gain an understanding of menopausal symptoms and effective strategies for managing them.
- Examine the scientific advancements in natural ingredients in supporting menopause symptoms
- Discover the Nutrilite Complete Menopause Support product and its role in alleviating common menopausal symptoms.

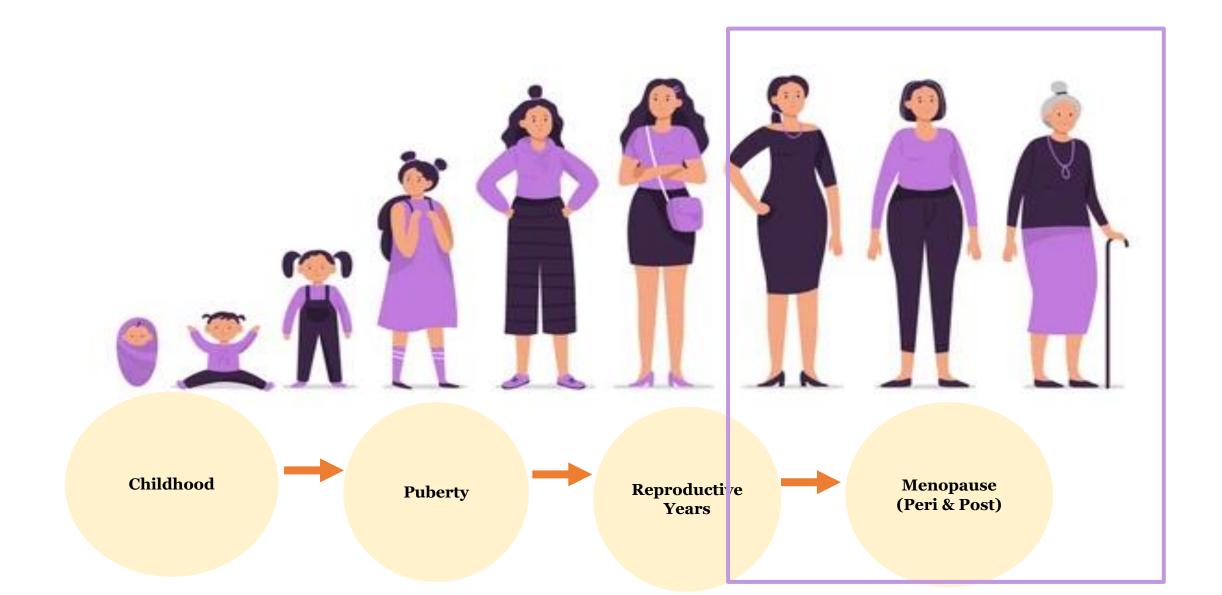




Background



Celebrating Every Stage of a Woman's Life



Menopause is a Natural Transition, Not a Destination



By 2030, approximately

1.3 billion

women globally will be menpausal.

49 is the average age of menopause among women in Singapore

Women are not alone!

Most women will spend up to

40% of lives postmenopausal.

6 out 10

Singaporean
women said they
have at least one
moderate to
extremely severe
symptom during
menopause.



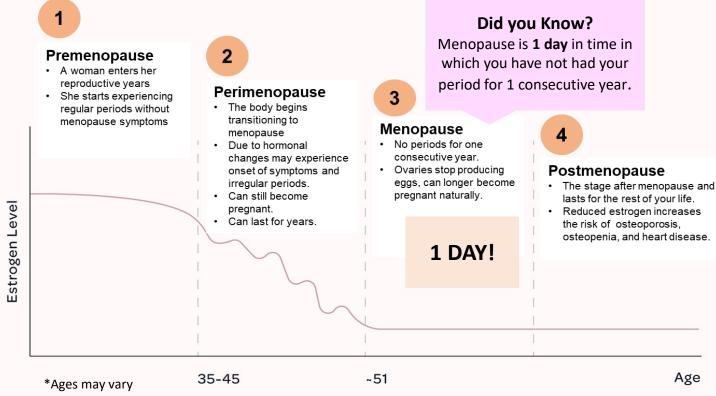
Unlocking the Menopause Shift



The Menopause Transition



The 4 Stages of Women's Reproductive Journey







The Menopause Journey







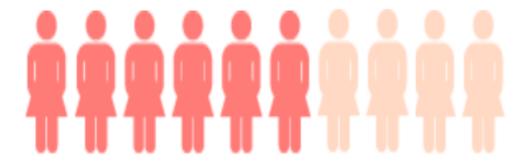
Menopause Symptoms

- It is normal and natural for women to experience some or all symptoms for multiple years.
- Severity and specific symptoms vary among women.
- Designing a product that addresses multiple symptom is important.





Stepping into a new stage of life, disrupted by various discomforts is <u>real</u> for women across the globe.

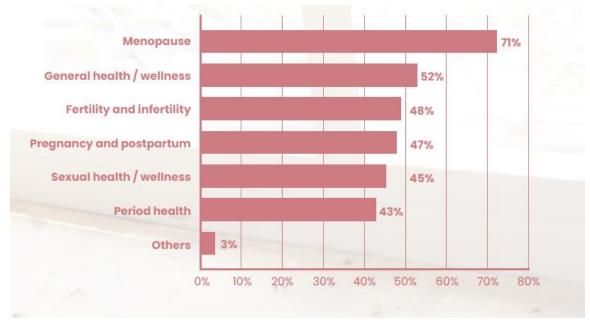


In Singapore, **6 in 10** women have at least one moderate to extremely severe symptoms during menopause.



Women do not have to suffer in silence - there's support!

Lack of awareness of women's health issues among women in Singapore



71% of Singaporean women are unprepared and unaware of menopause, leaving many to silently struggle through this challenging transition.





Menopausal Symptom Relief: Scientific Advancements in Natural Ingredients for Menopause





Current Treatment Options for Menopausal Symptom Relief

- Prescription Hormone Medications (example, Hormone Replacement Therapy (HRT)
- Alternative and Natural Therapies (examples include phytoestrogens, botanical extracts, plantbased therapy)
- Lifestyle (examples include diet, exercise)

Amway is focused on plant-based therapies and lifestyle options.



25 years

since Amway designed and launched a Menopause product





Science has Evolved in the Last 25 Years.

And...That's a Good Thing.

- Amway scientists recognized more research has been done with plant-based ingredients.
- We have learned more that can better help women in their menopause journey.

There was "insufficient evidence" from these trials "to either support or oppose the use of black cohosh for menopausal symptoms."

"There were no significant associations between supplementation with black cohosh and reduction in the number of vasomotor symptoms, such as hot flashes. Furthermore, there were no beneficial associations between black cohosh use and relief of menopausal symptoms using self-reported rating scales."



How did the Science Evolve?

Black Cohosh (Cimicifuga racemose, root) & Menopausal Symptom Support

25 YEARS AGO fewer studies had been done.

- Black cohosh was once thought to be effective in treating menopause symptoms due to its:
 - long history in traditional medicine
 - initial perceived estrogen-like effects
 - early promising clinical trials
 - appeal as a natural alternative to HRT

- National Institutes of Health, Black Cohosh, Fact Sheet for Health Professionals. Updated June 3, 2020
 Black Cohosh Health Professional Fact Sheet
- Leach MJ, Moore V. Black cohosh (Cimicifuga spp.) for menopausal symptoms. Cochrane Database Syst Rev 2012;CD007244.
- Franco OH, Chowdhury R, Troup J, Voortman T, Kunutsor S, Kavousi M, et al. Use of plant-based therapies and menopausal symptoms: a systematic review and meta-analysis. JAMA 2016;315:2554-63.

TODAY more studies have been done.

- Black Cohosh (Cimicifuga racemose, root) shows moderate efficacy, but results are inconsistent.
- It may offer menopausal symptom relief in some women, but the overall clinical outcomes vary significantly across different trials, thus its effects are less predictable than originally thought.
- Black cohosh faces challenges related to variability in clinical efficacy, ingredient standardization and dose across studies.
- Authors conclude that there was "insufficient evidence" from trials "to either support or oppose the use of black cohosh for menopausal symptoms."



Plant-Powered Menopause Support: Siberian Rhubarb



A team of passionate scientists and cross functional partners came together to find a product solution driven by modern science.



Rooted in Science to Help Women' Menopausal Symptoms: Siberian Rhubarb

- Siberian rhubarb is a perennial (grows year after year, naturally) that grows wild in the highlands of northern and central China.
- Only a portion of the roots are taken at each harvest, leaving the rest to grow year after year, to enable sustainable sourcing.
- The plants are wildcraft and are nurtured by nature!





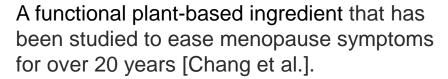


Plant-Powered Menopause Support

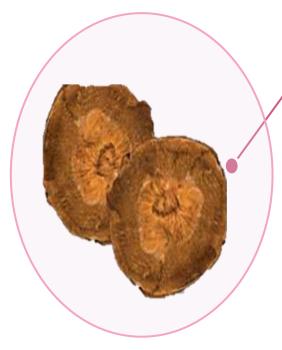




From NutriCert™ certified partner farm

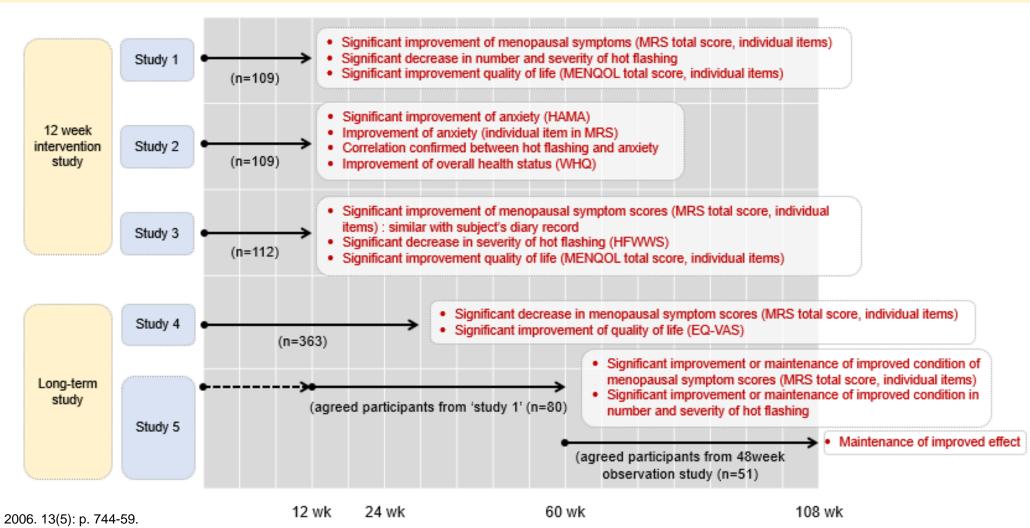


The root extract is rich in phytochemicals, or bioactive compounds in plants, that **help ease common menopausal symptoms** such as hot flashes, night sweats, natural mood swings and supports a healthy sexual libido.





Siberian Rhubarb (4 mg) Consistently Improves Menopausal Symptoms Across Intervention and Long-Term Studies



Heger, M., et al, Menopause, 2006. 13(5): p. 744-59.
Kaszkin-Bettag, M., et al., TMenopause, 2007. 14(2): p. 270-83
Kaszkin-Bettag, M., et al. Altern Ther Health Med, 2009. 15(1): p. 24-34. 5.
Kaszkin-Bettag, M., et al., Altern Ther Health Med, 2008. 14(6): p. 32-8. 6.
Hasper, I., et al., Menopause, 2009. 16(1): p. 117-31.

Plant-Powered Menopause Support



- More than 5 human studies show when the Siberian Rhubarb ingredient is given to women with menopausal symptoms for more than 12 weeks, not only do hot flashes improve but also other menopausal symptoms and the quality of life significantly improve.
- Evidence of **long-term use** for more than a year has been shown to be safe.
- Evidence shows taking 4mg of the Siberian
 Rhubarb is needed daily to ease symptoms.

The Menopause Rating Scale (MRS II)

Validated instrument to measure menopause systems

Self-administered questionnaire used to assess the severity of menopausal symptoms by evaluating a woman's experiences across three dimensions: psychological, somatic-vegetative (physical), and urogenital.

Key points about the MRS II scale:

What it measures:

•The MRS II assesses the intensity of various menopausal symptoms like hot flashes, night sweats, mood swings, vaginal dryness, and urinary problems.

Scoring system:

• Each symptom is rated on a scale from 0 (no complaint) to 5 (severe complaint), with the total score calculated by summing up the scores across all items. This allows for comparison of symptoms over time or between different groups of women;

Research and Clinical use:

•Researchers and physicians use the MRS II to monitor the severity of menopausal symptoms, assess the effectiveness of treatment interventions like hormone replacement therapy, and compare symptom experiences between different patient groups.



The Menopause Rating Scale (MRS II)

Validated instrument to measure menopause symptoms

Amway | **≰** nutrilite[™]

Meno	pause	Rating	Scale	(MRS)	ī

Which of the following symptoms apply to you at this time? Please, mark the appropriate box for each symptom. For symptoms that do not apply, please mark 'none'.

	Symptoms:	none	mild	moderate		
	Score	= 0	1	2	3	4
1.	Hot flushes, sweating					
	(episodes of sweating)					
2.	Heart discomfort (unusual awareness of heart					
	beat, heart skipping, heart racing, tightness)					
3.	Sleep problems (difficulty in falling asleep,	-	220	2_0	30_0	525
	difficulty in sleeping through, waking up early)					
4.	Depressive mood (feeling down, sad, on the	_	_	_	_	_
	verge of tears, lack of drive, mood swings)					
5.	Irritability (feeling nervous, inner tension,	_	_	_	_	_
	feeling aggressive)	Ц				
6.	Anxiety (inner restlessness, feeling panicky)					
7.	Physical and mental exhaustion (general decrease in performance, impaired memory, decrease in					
	concentration, forgetfulness)					
8.	Sexual problems (change in sexual desire, in					
	sexual activity and satisfaction)					
9.	Bladder problems (difficulty in urinating,					
	increased need to urinate, bladder incontinence)					
10.	Dryness of vagina (sensation of dryness or burning	200		10000		2002
	in the vagina, difficulty with sexual intercourse)					
11.	Joint and muscular discomfort (pain in the joints, rheumatoid complaints)					
			1.000	-	(- 1	1000

Siberian Rhubarb significantly improved menopause symptom score (MRS II) in a randomized control trial, double blind, placebo comparison, parallel study

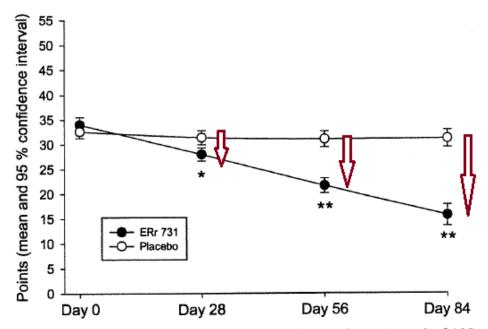


FIG. 3. Total score of the Menopause Rating Scale II. A total of 109 women (intention-to-treat) were treated either with one enteric-coated tablet per day of ERr 731 (n = 54) or placebo (n = 55) for 4, 8, and 12 weeks (last observation carried forward). The 11 symptoms of the MRS II were assessed by the participants according to a 6-point verbal rating scale from 0 = not present to 5 = very severe; the maximal achievable number of points is 55. *P < 0.001; **P < 0.0001.

The total score decreased significantly (p<0.001) from the 4th week in the test group compared with the control group. The change in decrease increased at 8th week and 12th week (p<0.0001, FIG 3).



The severity and frequency of hot flashes significantly improved.

TABLE 4. Decrease in number and severity of hot flushes from day 0 to day 28 after ERr 731 and placebo treatment

Time period	ERr $731 (n = 54)$		Placebo $(n = 55)$	
	No. of women (%)	No. of hot flushes	No. of women (%)	No. of hot flushes
Day 0	44 (81.5)	7.6 ± 2.5 (7.5)	46 (83.6)	7.4 ± 4.3 (7.0)
Decrease from day 0 to day 28	43 (79.6)	$-0.2 \pm 2.8 \; (0.0)$	42 (76.4)	$-0.6 \pm 2.8 (0.0)$
Day 0	44 (81.5)	5.5 ± 3.6 (5.0)	46 (83.6)	$4.6 \pm 3.2 (5.0)$
Decrease from day 0 to day 28	43 (79.6)	$-2.8 \pm 3.1 (-3.0)^a$	42 (76.4)	$0.2 \pm 2.5 (0.0)$
Day 0	44 (81.5)	$3.1 \pm 4.7 (0.0)$	46 (83.6)	$3.1 \pm 6.9 (0.0)$
Decrease from day 0 to day 28	43 (79.6)	$-2.6 \pm 4.6 (0.0)^a$	42 (76.4)	$0.3 \pm 3.0 \ (0.0)$
	Day 0 Decrease from day 0 to day 28 Day 0 Decrease from day 0 to day 28 Day 0	Time period No. of women (%) Day 0 44 (81.5) Decrease from day 0 to day 28 43 (79.6) Day 0 44 (81.5) Decrease from day 0 to day 28 43 (79.6) Day 0 44 (81.5) Day 0 44 (81.5)	Time period No. of women (%) No. of hot flushes Day 0 44 (81.5) 7.6 ± 2.5 (7.5) Decrease from day 0 to day 28 43 (79.6) -0.2 ± 2.8 (0.0) Day 0 44 (81.5) 5.5 ± 3.6 (5.0) Decrease from day 0 to day 28 43 (79.6) -2.8 ± 3.1 (-3.0) ^a Day 0 44 (81.5) 3.1 ± 4.7 (0.0)	Time period No. of women (%) No. of hot flushes No. of women (%) Day 0 44 (81.5) 7.6 ± 2.5 (7.5) 46 (83.6) Decrease from day 0 to day 28 43 (79.6) -0.2 ± 2.8 (0.0) 42 (76.4) Day 0 44 (81.5) 5.5 ± 3.6 (5.0) 46 (83.6) Decrease from day 0 to day 28 43 (79.6) -2.8 ± 3.1 (-3.0) ^a 42 (76.4) Day 0 44 (81.5) 3.1 ± 4.7 (0.0) 46 (83.6)

At days 0 and 28, the number and severity of hot flushes during the past 24 hours are presented as the mean values ± SD (median) at day 0, together with the decrease from baseline to day 28.

- When the severity and frequency of hot flashes at 4th week was compared, the test group decreased by -5.5±4.4 and control group decreased by 0.0±3.2 compared to the baseline. Compared with control group, it was significantly decreased in the test group (p<0.0001).
- In particular, the number of moderate to severe hot flashings was



significantly reduced compared with the control group (p<0.0001, TABLE 4).

Heger, M., et al., Efficacy and safety of a special extract of Rheum rhaponticum (ERr 731) in perimenopausal women with climacteric complaints: a 12-week randomized, double-blind, placebo-controlled trial. Menopause, 2006. 13(5): p. 744-59.

 $^{{}^{}a}P < 0.0001$, two-sided t test, compared ERr 731 to placebo.

Quality of Life Improved

The MENQOL questionnaire showed the total score and individual scores significantly reduced in comparison with control group (p<0.05 for total score, FIG. 4)

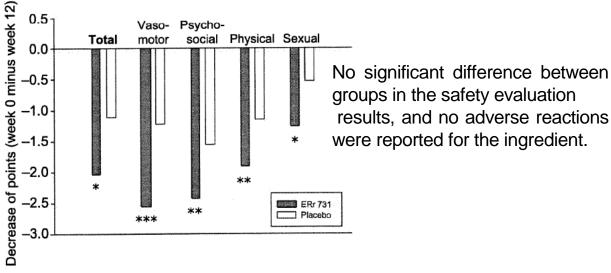


FIG. 4. Decrease in the Menopause-specific Quality of Life Questionnaire (MENQOL) total score and the four domain scores after a 12-week intake of ERr 731 or placebo. The total MENQOL score was calculated as the mean of each subscale score. 30,31 Each subscale score was calculated as mean of its individual item scores ranging from 1 to 8. P values indicate the significance of the differences between the ERr 731 compared to the placebo group. *P < 0.05; **P < 0.01; ***P < 0.001 (two-sided t test).



Heger, M., et al., Efficacy and safety of a special extract of Rheum rhaponticum (ERr 731) in perimenopausal women with climacteric complaints: a 12-week randomized, double-blind, placebo-controlled trial. Menopause, 2006. 13(5): p. 744-59.

Siberian Rhubarb: How Does is Function in the Body to Ease Menopausal Symptoms?

Siberian Rhubarb's root helps ease menopausal symptoms.

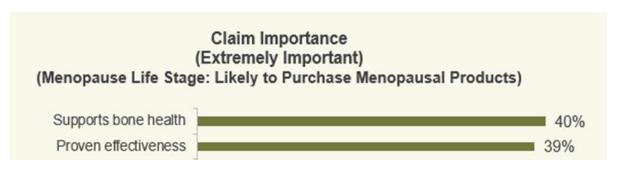




Nutrilite Complete Menopause Support has been formulated based on customer preferences and scientific evidence to ease symptoms during menopause.

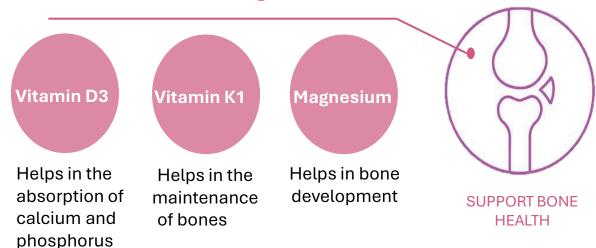






^{*} Based on Amway Consumer Research Study

Vit D + Vit K + Magnesium



Simplify your routine with a single daily tablet

- ✓ Protective coating to help prevent gastrointestinal (GI) discomfort
- ✓ Gentle on the stomach
- ✓ Smaller in size, easier to swallow

Menopause Complete Support



- Fewer daily tablets
- Decrease tablet size
- Improved tablet appearance





NO PAUSE NECESSARY

Nutrilite Complete Menopause Support



complete menopause support

Helps support the relief of mood swings and hot flashes during menopause -

DIETARY SUPPLEMENT



30 TABLETS | 1 tablet, 1x a day



Helps Support Bone Health Vitamin K1, D3 & Magnesium





Helps Support The Relief Of Menopausal Discomfort

Siberian Rhubarb Root Extract







Reduction in hot flash severity



Of users felt better after taking



Of users experienced a reduction in symptoms

Amway Consumer Perceptual Study



Amway Consumer Perceptual Study

Does Menopause Complete Support provide <u>perceptual</u> efficacy for perimenopausal and postmenopausal women suffering from menopause symptoms?







Sensometrics
Research and Service

Amway conducted a12-week, Consumer Perceptual Research Study with the validated Menopause Rating Scale (MRS) scale.



Study Design & Methods Overview

- Peri and postmenopausal women recruited based on inclusion/exclusion criteria to participate in a monadic in-home use test
- Each respondent received a 12- weeks Menopause Complete Support supply (1 tablet/day).
- Respondents consumed the test product and completed survey questions weekly.
- Pre and post study questions were gathered to establish a baseline and gather demographic and psychographic information.
- Each survey was completed in no more than 10-minutes.



2 week wash out (current regime)

Post wash-out week (baseline)

1, 3, 6, 9 weeks

12 weeks



Results



Convenient, once-daily tablet.

Easy to swallow.

Gentle on the stomach.

Enteric-coated tablet for no (to prevent) gastrointestinal irritation.







Results based on an Amway conducted 12-week, Consumer Perceptual Research Study with the validated Menopause Rating Scale (MRS) scale.

Results based on responses from perimenopausal and postmenopausal women (n=247)



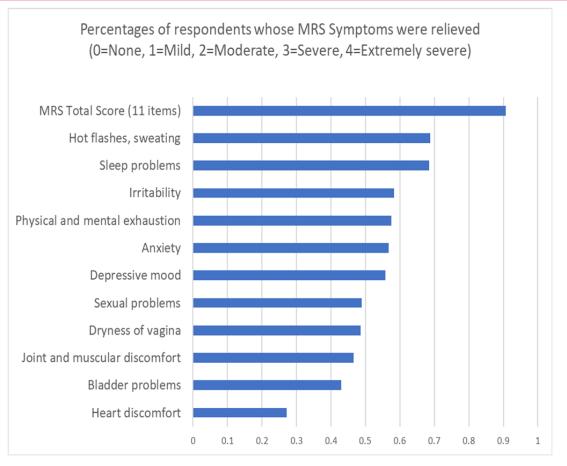
Results based on an Amway conducted 12-week. Consumer Perceptual Research Study with the validated Menopause Ratina Scale (MRS) scale.



Menopause Rating Scale (MRS): Women Experienced Symptom Relief

Menopause Rating Scale (MRS)

- A type of health-related quality of life scale (HRQoL)
- Developed and validated in response to the lack of standardized scales to measure the severity of aging-symptoms and their impact on the HRQoL.

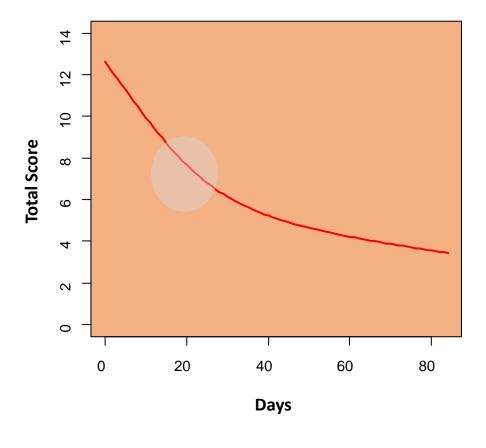




Symptom relief occurs through the first 17-28 days and improves with continued use

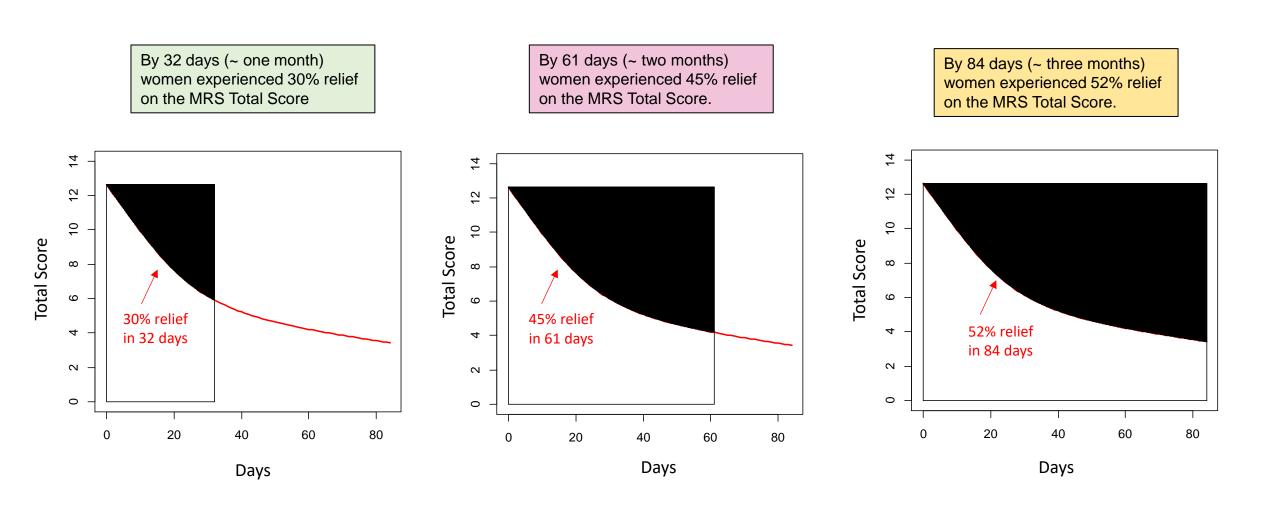


Mean Menopause Rating Scale (MRS) curve



Results based on an Amway conducted 12-week, Consumer Perceptual Research Study with the validated Menopause Rating Scale (MRS) scale.

Symptom relief occurs through the first 17-28 days and improves with continued use.



Results based on an Amway conducted 12-week, Consumer Perceptual Research Study with the validated Menopause Rating Scale (MRS).

Note: The shaded area denotes % relief of the Total Score of Menopause Rating Scale (MRS) symptoms by the days indicated.



Up to 49%
reduction in severity
of hot flashes using
the Nutrilite™
product.†

Results based on an Amway conducted 12-week, Consumer Perceptual Research Study with the validated Menopause Rating Scale (MRS).

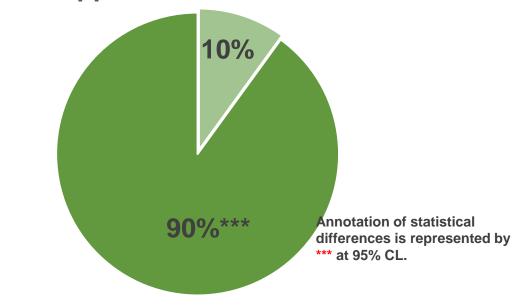
†These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.

Post-Assessment: All Supplement Users*

The Complete Menopause Support tablet was preferred significantly more than the consumer's usual menopause supplement tablet.



All Supplement Users* Tablet Preference



- **■** Usual Menopause Supplement Tablet
- Test Menopause Supplement Tablet (#796)

* All Supplement Users = Black Cohosh, Estrovera/Other Rhubarb Product Users, & Other Plant-Based Supplement Users

Question: Which menopause tablet do you prefer?(Not asked for Non-Users)

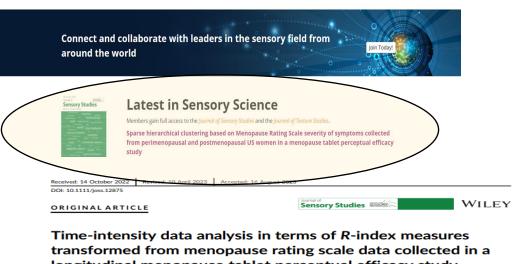
Why do you prefer the menopause tablet you chose above? (Not asked for Non-Users)

Amway Consumer Perceptual Study using Menopause Complete Support **Contributed to Science**

3 Peer Reviewed Publications 2 conference posters 1 conference invitation







longitudinal menopause tablet perceptual efficacy study







Can I take Complete **Menopause Support** with PMS Women's Health (for menstrual cycle support)



YES!



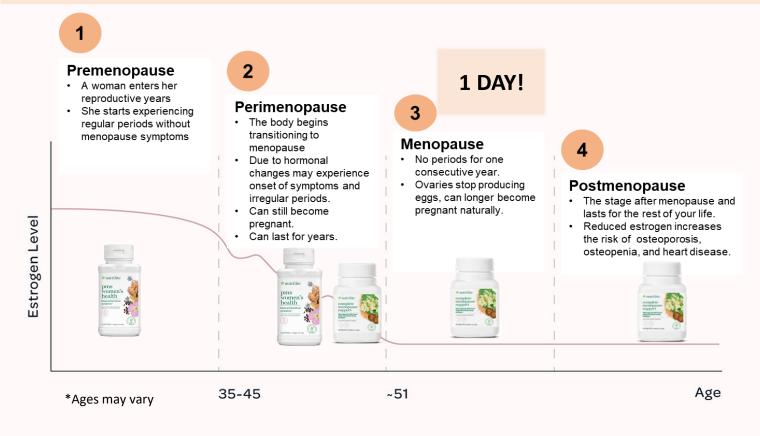
Menopause Complete
Support eases
menopause
symptoms during
peri and
postmenopause



PMS Women's Health (for menstrual cycle support) can ease menstruation symptoms



Product Journey to Ease Menstrual and Menopause Symptoms



If you experience any adverse effects, discontinue combined product use and consult with your physician.



Lifestyle Matters. Lifestyle can also help ease menopause symptoms.

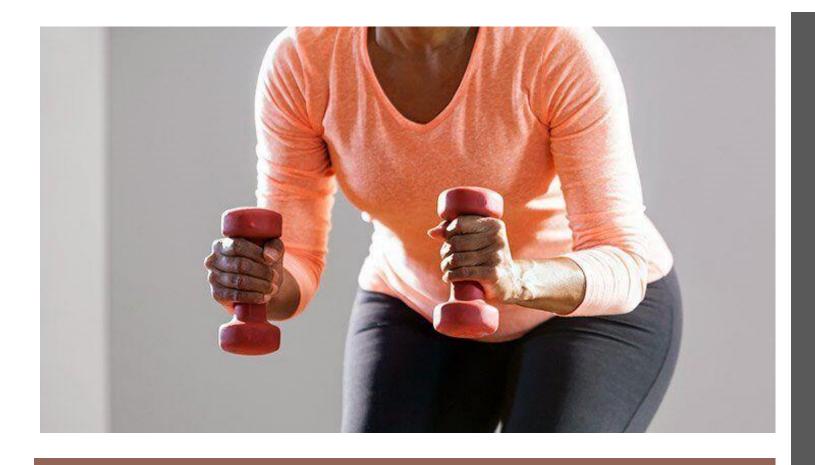




Healthy Tips: Hot Flashes

Lifestyle factors can improve hot flashes. Consider making these lifestyle choices to improve hot flashes associated with menopause.

- Layer clothing and bedding and remove layers when hot flash begins.
- Avoid warm temperatures.
- Avoid smoking or being around smoke.
- Drink small amounts of cold beverage
- Avoid alcohol, spicy foods, and caffeine. These can make menopausal symptoms worse.
- Try to maintain a healthy weight.
 Women who are overweight or obese may experience more frequent and severe hot flashes.
- Explore partaking in mind-body exercises like mediation.



Healthy Tips: Bone Loss

Lifestyle factors can improve bone health. Consider making these lifestyle choices to strengthened your bones during menopause.

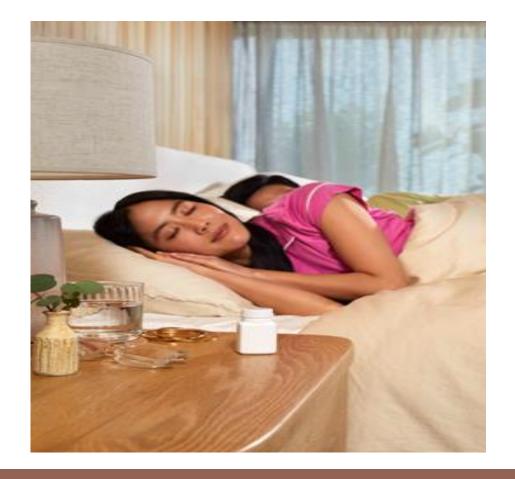
- Exercise participate in a consistent skeleton supporting routine that incorporates weight-bearing exercises, strength training, and balance.
- Avoid smoking and limit alcohol consumption
- Maintain a healthy weight
- Eat a healthy diet that includes calcium and vitamin D
 - Calcium helps keep bones strong and healthy, but vitamin D is needed to absorb the calcium in the body.



Healthy Tips: Heart Health

Lifestyle factors can help support heart health. Consider incorporating these tips to prevent heart disease before, during and after menopause.

- Exercise the heart is a muscle and needs exercise too. Ideally, 150 minutes of cardiovascular exercise is ideal. And don't forget about weight training too. Consistent daily exercise help the heart pump blood throughout the body. Additionally, it also helps with other factors associated with heart health, like keeping cholesterol, triglycerides, and blood pressure in healthy ranges.
- Avoid smoking, stay away from secondhand smoke, and limit alcohol consumption.
- Maintain a healthy weight
- Eat a healthy diet that includes high levels of fiber, whole grains, fruits and vegetables, and low levels of saturated and trans fats.



Healthy Tips: Sleep

Sleep is critical for juggling day to day life with ease. Not getting enough can negatively impact one's life in a number of ways. Here are some tips to help women better navigate a good night's sleep through the menopause transition.

- Avoid taking naps throughout the day if possible. Napping can minimize sleep at night.
- Stay from devices before bed. The light can make it difficult to wind down and go to sleep.
- Steer clear of caffeine late in the day and evening, including tea, chocolate, tea, energy drinks.
- Develop a bedtime routine that includes a consistent sleep schedule. Consistency and routine can help the body prepare for rest.
- Create a comfortable bedroom atmosphere, which includes ensuring the temperature meets one's needs.
- Avoid eating and exercising too much prior to bedtime, both can impact sleep.
- Stay away from spicy and acidic food prior to bedtime which may provoke hot flashes.
- Avoid heavy clothing and limit lots of blankets that might increase body temperature.



Healthy Tips: Brain Health

During menopause and the transition, many women share they experience "brain fog," making hard to concentrate and at times forgetting thing. Here are a few considerations to help women minimize this experience.

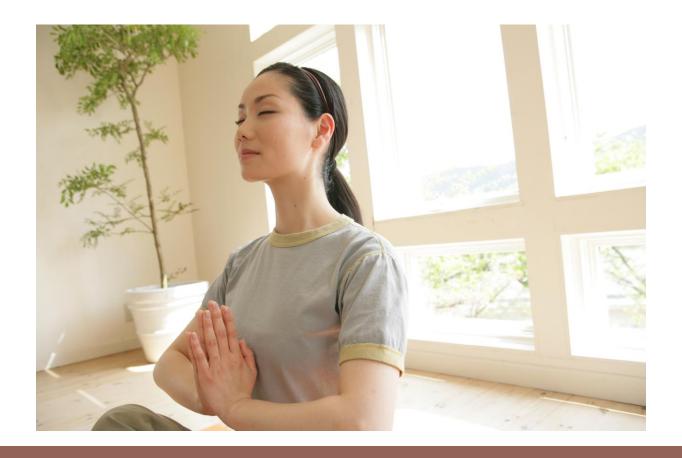
- Exercise the mind, the brain needs consistent training too, no matter how old you are. This can take shape through interacting with others, making a list to keep things organized and minimize confusion, stimulating the brain with a new hobby, puzzles and number games that require focus and stamina.
- Eat a healthy, well balanced nutritious diet. Follow a Mediterranean diet consistently that includes omega-3 fatty acids, fruits, vegetables, fish, whole grains, bean and nuts, and olive oil.
- Get rest. Sleep quality impacts "brain fog."
 Thus, aim to create an environment that promotes restful sleep.
- Get your body moving with exercise. Aim to do 150 min of weekly cardiovascular exercise and at least 2 days per week of weight bearing exercise (aim for 8-10 repetitions, 3 sets).
- Minimize stress. Stress can impact brain function especially memory. Get outside to experience nature, socialize with friends and family, take a brake and do something you enjoy, take a walk. Your brain will thank you and so will your mental health.



Healthy Tips: Skin Health

Menopause can impact skin health due to hormonal changes. These changes can impact skin texture, glow, and the overall physical look. However, with the right care these changes can be minimized. Here are some tips to consider.

- Apply board spectrum sunscreen with SPF 30 and above to all exposed areas daily. This means apply it to your face, hands, neck, legs, etc.
- Consult with a board-certified dermatologist to evaluate your skin, suggest product for your skin type, and do a yearly skin cancer check.
- Use a gentle cleanser to avoid hormonal breakouts, which can also happen during menopause.
- Apply a moisturizer to minimize skin dryness.
- Stay hydrated with water and fruits/vegetables.



Healthy Tips: Stress

Menopause and the symptoms that can go along with it, plus day-to-day life can be stressful at times. However, having ways to properly cope and deal with these stresses can make life much better. Here are some approaches women may consider to do just that,.

- Minimize stress. Get outside and experience nature, socialize with friends and family, take a brake and do something you enjoy, take a walk. Your brain will thank you and so will your mental health.
- Get your body moving. Exercise release endorphins, those feel-good hormones.
- Mediate or take time to practice deep breathing. Both are known to enable the brain to relax and relieve tension and stress.
- Talk to yourself nicely. Avoid negative self talk. Be kind to yourself and say these kind things out to yourself.
- Get rest. Taking steps to get good quality sleep to ensure the brain is rest, and thus better cope with stress.
- Nourish your body with a well-balanced diet. A nourished body mean a nourished mind which better positions women to positively deal with those moments of stress. Specific nutrients are also associated with the mood and brain health.
- Talk to friend, family and/or a therapist. Having someone to talk with that understands and help you put things in perspective can reverse a stressful moment.
- Make yourself smile or laugh. Both are known to help create a rainbow on a gloomy day.





'NO PAUSE NECESSARY'

NEW Nutrilite Complete Menopause Support Backed by strong scientific evidence

- ✓ Contain clinically proven Siberian Rhubarb root extract from our certified farm, which helps ease menopause symptoms such as hot flashes, night sweats and minor mood swings
- ✓ Contains Magnesium, Vitamin D3, and Vitamin K1 for bone health
- ✓ Contains elderberry and beet (color) and goji berry (aroma)
- √ One small tablet a day for convenience
- ✓ Easy to swallow
- ✓ Non-GMO, plant-based tablets free from soy, gluten, and artificials.
- ✓ Enteric-coated to be gentle on the stomach and prevent gastrointestinal (GI)
 irritation
- ✓ Suitable for vegetarian

