



B Lab Statement on BTSA'S B Corp Certification

B Lab's independent Standards Advisory Council has rendered the following decision and guidance regarding eligibility for B Corp Certification for companies in the pharmaceutical industry:

"B Lab and its independent Standards Advisory Council have determined that pharmaceutical companies are eligible for B Corp Certification if they have not engaged in specific prohibited practices in the last five years AND are meeting additional industry-specific practice requirements outlined below..."

BTSA is required to disclose a summary of how it complies with these industry requirements as a part of its B Corp Certification. For more information on the specific requirements, please refer to B Lab's position statement on Pharmaceutical Companies [here](#).

Summary of Company

BTSA is a global company headquartered in Spain, with sales offices in Chicago, Illinois. With over 30 years of experience, it serves customers in more than 40 countries. BTSA offers customized products and solutions that meet each client's specific needs and are developed by a qualified team of experts. Its area of focus encompasses general supplements for the food, feed, and cosmetic industries. The company's product portfolio includes manufacturing vitamin E blends, D-alpha-tocopherol, D-alpha-tocopheryl acetate, and synthetic ones. The products are manufactured in Spain and exported to countries in Europe, North America, and Latin America.

BTSA'S Disclosure on Prohibited Practices

Pharmaceutical companies engaged in the following practices in the last five years, as demonstrated through company disclosures or through material, justified, and unresolved stakeholder concerns, are currently ineligible for B Corp Certification:

- Companies engaged in any form of lobbying or policy advocacy that endanger consumer safety, promote an anti-competitive environment (e.g. by opposing increased transparency measures), inhibit affordable pricing, or limit equitable access to medicine. This includes membership, Board involvement, or funding of industry associations that engage in such lobbying activities.
- Companies utilizing intellectual property strategies for branded products to influence an unjustified delay to the introduction of an authorized generic product to the market (e.g., "evergreening" patents).



- Companies engaged in price gouging, as evidenced by significant and unjustified year-over-year price increases to their products.

BTSA has been reviewed in accordance with B Corp Certification's Disclosure Questionnaire and background check requirements, including disclosure of its involvement in lobbying and advocacy activities, intellectual property strategies, and price changes in order to verify it is meeting the above requirements regarding prohibited industry practices. The company's approach to managing these material topics to the industry are further detailed below.

BTSA'S Disclosure on Required Best Practices

1. *Adherence to credible national and/or international standards of safety, quality, and efficacy covering all relevant stages of the drug life cycle (i.e. drug development, supply chain, manufacturing, and distribution), which should include explicit systems to manage the risk of substandard medicines.*

BTSA's Vitamin E is a food supplement according to [Regulation \(EC\) No. 1925/2006](#). BTSA also uses it as a vitamin supplement in cosmetic and feed products. BTSA manufactures natural antioxidants, natural vitamin E, and omega-3 for the food, cosmetics, and personal care, nutraceutical, and animal nutrition industries. BTSA's food-grade Vitamin E could be used in the production of pharmaceutical drugs. The standard for these vitamins is [Food Chemical Codex](#) or [EU Pharmacopoeia](#). The company controls its raw materials to avoid fraud, and a Food & Feed fraud prevention system is in place according to [ISO FSSC 22000](#) and [FAMI QS certifications](#).

BTSA's sales strategy is divided into four specialized business lines:

- NUTRABIOL® (Nutraceuticals): Certified under FSSC 22000. Focused on high-bioavailability Natural Vitamin E for nutraceutical and supplement applications.
- TOCOBIOL® (Food): Certified under FSSC 22000. A natural antioxidant solution (tocopherol-rich extract) designed to extend shelf life and protect food quality without synthetic additives.
- BIOXAN® (Cosmetics): Certified under FSSC 22000. Some of the products are certified and verified as COSMOS and NATRUE (standards for natural and organic cosmetic ingredients).
- OXABIOL® (Animal Nutrition): Certified under FSSC 22000. Managed under FAMI-QS standards. Specifically formulated for the animal feed industry, ensuring high biological activity and stability in premixes.



- 2. A Code of Ethics and/or other policies applicable to all company employees and critical third parties that establish minimum expectations with regard to anti-corruption and bribery, lobbying and advocacy activities, company interactions with healthcare professionals/organizations, and ethical marketing (where applicable). The company must also have clear processes to enforce the Code, including an accessible whistleblowing channel, and regular training of staff and third parties on the Code.*

The available policies include a Code of Ethics, the Sustainable & Environmental Policy, a Business Corruption Analysis Map, a Suppliers' Code of Conduct, and the Sales and Procurement Code. According to the company, these policies are in accordance with [ISO FSSC 22000](#) and [FAMI QS certifications](#), which approach fraud and corruption prevention.

The documents provided apply to all employees and critical third parties (suppliers). They establish minimum expectations around anti-corruption and bribery, lobbying and advocacy activities, company interactions with third parties (external partners and organizations), and ethical marketing.

- BTSA's whistleblowing channel can be found on its website: <https://www.btsa.com/canal-de-denuncia/>
- BTSA's Code of Ethics is also publicly available: <https://www.btsa.com/wp-content/uploads/2026/02/D-19-Code-of-Ethics-Rev.01.pdf>

Interactions with healthcare professionals/organizations are based on independence, transparency, and scientific rigor, with the intention to avoid influencing prescription or medical decisions. Processes to enforce the code and the other policies include continuous training, monitoring, and auditing and the non-compliance consequences for employees, suppliers, and external collaborators.

- 3. Public disclosure detailing the company's approach to government affairs, inclusive of lobbying/advocacy and political activities. This should include disclosure of the material issues that the company lobbies/advocates for, their trade associations, and the controls they have in place in regards to political contributions, lobbying/advocacy on the company's behalf, revolving door policy, political contributions and donations.*

The company's approach to government affairs, inclusive of lobbying/advocacy and political activities, is not to offer, promise, or accept improper incentives to influence public decisions and promote fair competition. The company does not make contributions or donations to political parties, candidates, or related institutions. Its approach to contributions and donations determines that any social or charitable donations must be transparent, properly documented,



and should have the necessary internal approval to ensure that they are not used as an indirect means of corruption or undue influence.

4. *For companies involved in research & development, public disclosure of its R&D and intellectual property strategies, and disclosure of annual resources invested in both internal and collaborative R&D activities.*

BTSA allocates an annual investment and has an internal team of four people dedicated to R&D activities. The company promotes collaborative R&D efforts alongside internal projects focused on product improvement and creation. Information about its collaborations with universities and other research organizations is available in the R&D section of its website.

BTSA's R&D strategy can be found on its website:

<https://www.btsa.com/innovacion/investigacion-y-desarrollo/>

The most relevant R&D projects are also published on the BTSA blog:

<https://www.btsa.com/blog/>

[CULTUREDMEAT](#): Research on meat products aimed at preventing colon cancer and dyslipidemia.

[Avanza-S](#): Research on healthier foods and smart packaging.

[PRONAOs Project](#): Research focused on a new oleic acid derivative and its anti-obesity efficacy.

The R&D projects carried out by the company in 2024 were:

1. CDTI CulturedMeat Missions: Development of cultured meats with antitumor functional activity,
2. Alimens 2024: Development of new ingredients with functional activity in the treatment of neurodegenerative diseases,
3. UAH Botanical Extracts: Extraction of plant extracts with functional properties using innovative technologies,
4. Organic R: Development of antioxidant blends based on organic tocopherols and ingredients with organic status.

In 2024, the joint budget allocation totaled 288,266.78 EUR.

The R&D projects the company undertook in 2025 were:



1. Alimens 2022: Development of new ingredients with functional activity in the treatment of neurodegenerative diseases,
2. UAH Botanical Extracts: Extraction of plant extracts with functional properties using innovative technologies,
3. Organic R: Development of antioxidant blends based on organic tocopherols and ingredients with organic status,
4. Botanic 2025: Research and development of anti-inflammatory polyphenolic botanical extracts and their application in personal care products.

In 2025, the joint budget allocation totaled 381,294.73 EUR.

5. *For companies involved in research & development for priority diseases, conditions, and pathogens identified in the [Access To Medicine Index](#), R&D processes for both internal and collaborative R&D activities must include a framework to develop equitable access plans for such projects. Access plans must be project-specific and include detailed commitments and strategies to improve access to such products in low- and middle- income countries (LMICs).*

Not applicable.

6. *For companies involved in sales, public disclosure of its approach to pricing which, at a minimum, utilizes pricing instruments that are generally accepted by public health agencies to set prices in all markets (such as internal reference pricing, external reference pricing, and value-based pricing). Additionally, for sales in LMICs, pricing strategies must prioritize the payer's ability to pay across different segments of a country's population and aim to improve access to those in need.*

BTSA exports its products worldwide. The additives (Food, Personal Care, and Feed) markets are highly competitive and characterized by different regulatory frameworks across regions.

In this context, BTSA sets its product prices in accordance with the specific requirements of each market it operates in, taking into account local regulatory conditions, market structure, and competitive dynamics.

Competitive pricing is essential to ensure market access, business viability, and the long-term availability of our products. BTSA's pricing approach aims to balance competitiveness with operational sustainability, ensuring that prices reflect technical, productive, and regulatory requirements related to manufacturing, quality assurance, and distribution. Pricing decisions are made in compliance with applicable legislation, market needs, and the specific purchase requests of each final customer.



7. *For companies involved in sales, companies have financial incentive structures for sales agents/teams designed to encourage responsible sales practices and minimize the risk of overselling (for example, by decoupling bonuses from sales volume).*

The company's responsible sales policy, as mentioned in its Sales and Procurement Code, states that BTSA operates under the B2B model. Because the company does not sell its products to final consumers or to vulnerable populations, decisions are made based on technical and productive criteria. The policy establishes that the sales team adjusts proposals to the client's actual needs, avoiding overselling and commitments that exceed production capacity.

This document also mentions that BTSA's financial incentive structure relies on qualitative aspects, beyond quantitative aspects like the sales volume. The evaluation considers variables such as net sales, acquisition of new customers, development of business opportunities, database updates, and accuracy in demand forecasts.

B Lab's Public Complaints Process

Any party may submit a complaint about a current B Corp through [B Lab's Public Complaint Process](#). Grounds for complaint include:

1. Intentional misrepresentation of practices, policies, and/or claimed outcomes during the [certification process](#), or
2. Breach of the core values articulated in our [Declaration of Interdependence](#) within the B Corp Community.