

Informazione Regolamentata n. 20106-9-2018

Data/Ora Ricezione 28 Maggio 2018 11:23:57

AIM -Italia/Mercato Alternativo del Capitale

Societa' : Pharmanutra S.p.A.

Identificativo : 104428

Informazione

Regolamentata

Nome utilizzatore : PHARMANUTRAN02 - Lacorte

Tipologia : REGEM

Data/Ora Ricezione : 28 Maggio 2018 11:23:57

Data/Ora Inizio : 28 Maggio 2018 11:23:58

Diffusione presunta

Oggetto : CS NEW COMMERCIAL AGREEMENTS

SIGNED FOR THE DISTRIBUTION OF

SUCROSOMIAL IRON ABROAD

## Testo del comunicato

Vedi allegato.



## NEW COMMERCIAL AGREEMENTS SIGNED FOR THE DISTRIBUTION OF SUCROSOMIAL® IRON ABROAD

PharmaNutra Group is ready to export Sucrosomial® Technology to new markets in Europe, Asia and Africa.

**Pisa, 28 May 2018** – PharmaNutra S.p.A. is proud to announce important new results achieved thanks to the work carried out in recent years on Sucrosomial® Technology, the innovative patent of Alesco, one of the Group's companies, at the base of the line of iron supplements.

The company's top management have signed two important commercial agreements for the distribution of products containing Sucrosomial® Iron: in Egypt, with Al-Esraa Pharmaceutical Optima, and in Poland, with Pharmapoint SA.

The distribution agreement in Egypt, a potential market of almost 100 million people, will yield the first sales by the end of the year. By signing this agreement for the distribution of Sucrosomial® Iron, Al-Esraa Pharmaceutical Optima will be entrusted with the task of introducing this new technology to a market currently composed of general iron-based products only.

"This agreement with Al-Esraa Pharmaceutical Optima is a matter of great pride and satisfaction for all of us. When they initially contacted us, prompted by their scientific management team after reading numerous publications on Sucrosomial® Iron, we were pleasantly surprised. This shows that science offers opportunities for growth in new markets, because a convincing scientific publication is attractive to scientists, doctors and researchers. In addition, in our case, it's the application of technological innovation to the product that makes the difference. For PharmaNutra, Africa offers a whole new market to explore, since we are currently only present in South Africa. SiderAL® is continuing to grow, and we have already signed agreements for Vietnam and Malaysia; 90% of the Middle East is covered and we are negotiating with other huge countries such as India and Pakistan", explained Andrea Lacorte, President of PharmaNutra S.p.A.

The African and Asian markets are not the only international objectives of the Group, which is also continuing to strengthen its commercial position in Europe, thanks to the recent distribution contract recently signed with Pharmapoint. The company, part of Pelion Healthcare Group, is to be the exclusive distributor of products from the SiderAL® line in Poland. This contract comes at a very positive moment for the Group, which continues to obtain significant success in the medical and scientific sphere, thanks to the revolutionary features of Sucrosomial® Iron.

The agreements reached will consist of an initial phase of specifically tailored commercial training to allow agents to explain the scientific merits of the company's patent to customers on the new markets, who are generally accustomed to general products and with a lower cost.







"For us, it is essential to transmit the message that we are offering an authentic breakthrough for the market, and that our product is completely different from the others. Expectations are extremely high", said President Lacorte, "and it is becoming increasingly clear that customers looking for science are looking to PharmaNutra".

## PharmaNutra S.p.A.

Founded and led by Chairman Andrea Lacorte and Vice Chairman Roberto Lacorte, PharmaNutra is a Pisa-based enterprise created in 2003 to develop nutraceautical products and innovative medical devices. Representing Italian pharma excellence, the company is present in 38 countries, has 50 direct employees, of which 9 researchers, and a network of 150 single-mandate sales representatives and collaborates with, among others, the Universities of Pisa, Milan, Brescia, Modena, Verona, Barcelona and Brisbane. PharmaNutra is the European mouth-dispersible iron supplement leader with the patented SiderAL product, which in Italy has a 50% market share of the OTC oral iron market. Cetilar was launched on the market in 2017, a formula entirely patented and produced by PharmaNutra, testament to the high quality scientific research undertaken by the Tuscan enterprise.http://www.PharmaNutra.it

## For Information:

PharmaNutra S.p.A.

Via Delle Lenze, 216/b 56122 Pisa Tel. +39 050 7846500 Fax +39 050 7846524 investorrelation@PharmaNutra.it Nomad & Specialist

CFO SIM S.p.A. Via dell'Annunciata 23/4 20121 Milan Tel. +39 02 303431 ecm@cfosim.com **Press Office** 

Spriano Communication&Partners
Tel. +39 02 83635708
Matteo Russo - Cristina Tronconi
Mob. +39 347 9834881 +39 346 0477901
mrusso@sprianocommunication.com
ctronconi@sprianocommunication.com





Fine Comunicato n	.20106-9
-------------------	----------

Numero di Pagine: 4