



SPAFID CONNECT

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Testo del comunicato

Vedi allegato.



Shedir Pharma Group S.p.A.

• PRESS RELEASE •

H1 2019 Revenues grow by 10%

Strong growth for Shedirflu®, Nevridol® and Cardiolipid®

Piano di Sorrento (NA), 29th July 2019 – Shedir Pharma Group S.p.A. (“Shedir Pharma Group”, the “Company” or “Issuer”), holding company of the Shedir Pharma group, leader in the healthcare sector (nutraceutical and pharmaceutical), announces preliminary consolidated revenues for H1 2019, as yet unaudited.

Consolidated revenues as of 30th June 2019

In the first half of 2019, **Shedir Pharma Group** recorded consolidated revenues of approximately 24.5 million euros, showing growth of around 10% compared to the same period in the prior year, and in line with the business plan. Key success factors in this growth and competitive consolidation were research and development activities, strengthening of the sales network, and reinforcement of the product portfolio (also in new sectors such as pharmaceuticals).

The increase in turnover is mainly linked to business growth related to the **cardiovascular, respiratory** and **gastrointestinal** therapeutic areas. However, organic growth trends related to all product lines have been confirmed in the first half of the year. The main contribution to growth in the nutraceutical Shedir division was not only due to new releases, but also to the performance of the **ShedirFlu®**, **Nevridol®** and **Cardiolipid®** brands. The Dymalife division continues to grow, gaining market share in all therapeutic areas. In particular the **Alvenex®** brand in the phlebology sector, **Dymavig®** (Tadalafil molecule, generic Cialis) in urology, and **Eliosid®** in the respiratory sector recorded the highest growth in absolute terms in the first half of the year.

Complete H1 2019 results will be approved, as per the financial calendar, by the Board of Directors on the 30th September 2019 and will be published in the time and manner proscribed by regulations and accompanied by the auditor’s report.

Antonio Scala, Chief Executive Officer of Shedir Pharma Group, noted: *“The growth shown in the preliminary H1 data confirms the positive organic growth trend that involves all commercial lines in both the nutraceutical and pharmaceutical divisions. The patenting of new formulations has also made it possible to reinforce competitive positioning of leading brands in their sector, such as ShedirFlu®, Nevridol® and Cardiolipid® which show growth respectively of +20%, +19% and +4% compared to the first half of 2018. The Dymalife division recorded revenues up +36% compared to H1 2018, and with a cumulative CAGR from the month of launch - April 2017 – of more than 90%. In the pharmaceutical*

sector, the concept of an integrated offer with nutraceuticals and control of the commercial segment via the launch of generic products, branded after expiry of the original patent have been rewarded. An example of this is the Dymavig brand (with the tadalafil molecule), generic version of the well-known Cialis, launched at the end of 2018 and recording excellent results”.

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Shedir Pharma Group S.p.A., is the holding company of the Shedir Pharma group, active in the nutraceutical and pharmaceutical sector and specialised in research, formulation, development and marketing of nutraceutical, dermocosmetic and pharmaceutical products and medical devices. Shedir Pharma S.r.l. Unipersonale, the subsidiary company, is a Borsa Italiana 'Elite' company.

The Shedir Pharma group develops and markets functional products in around 15 therapeutic areas (for example cardiology, respiratory, osteoarticular, urological, paediatric, gynaecological, neurological and algological), through a structured network of around 800 exclusive sales agents and directly to top wholesalers who then independently supply pharmacies and parapharmacies. Thanks to the work of its research and development team, and to collaborations with the most important Italian Universities and private research institutions, it is committed to a continuous search for innovation, with the formulation of unique, patent-protected formulations. Product innovation and effectiveness is further supported by published scientific studies. SHEDIRPHARMA® GROUP S.p.A. is also active in the veterinary market with the Shedir® Pet line, a product line developed for the specific needs of animals. The group holds 2 quality certifications that allow constant monitoring through all phases – research, development and marketing of the products.

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