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CONNECT

Informazione Regolamentata n. 20106-34-2021	Data/Ora Ricezione 10 Giugno 2021 18:31:34	MTA - Star
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Societa' : Pharmanutra S.p.A.
Identificativo : 148578
Informazione
Regolamentata
Nome utilizzatore : PHARMANUTRAN02 - Lacorte Roberto
Tipologia : REGEM
Data/Ora Ricezione : 10 Giugno 2021 18:31:34
Data/Ora Inizio : 10 Giugno 2021 18:31:35
Diffusione presunta
Oggetto : PR - PHN agreement Fresenius Kaby
Germany

Testo del comunicato

Vedi allegato.

PHARMANUTRA S.P.A.: AGREEMENT FOR THE DISTRIBUTION OF SIDERAL® IN GERMANY SIGNED WITH FRESENIUS KABI

The new agreement with the German multinational, already one of the company's partners, opens the doors to Europe's second largest market in terms of supplement sales volumes.

Pisa, 10th June 2021 – [PharmaNutra S.p.A.](#) (MTA; Ticker PHN), company specialised in the mineral-based nutritional supplements sector and medical devices for muscles and joints, informs that it has signed a new agreement for the foreign distribution of SiderAL, the range of oral iron nutritional supplements leading the Italian nutraceutical market. This position was achieved through the application of Sucrosomial® Technology, an innovative patent used to reduce the side effects commonly associated with other types of iron.

The **exclusive distribution contract for Germany of SiderAL® Forte 30mg** (in capsule and stick formats) **and SiderAL® 14mg** (in stick format) was signed with the multinational **Fresenius Kabi**, specialised in medicinal products for infusion, transfusion and clinical nutrition, used to cure critical patients or those affected by chronic diseases.

A world pharmaceutical giant, with whom PharmaNutra, the company founded in 2003 by Andrea and Roberto Lacorte, boasts a solid and profitable partnership for the distribution of its products in other European countries, including Austria, Switzerland and Hungary, since 2015.

The agreement for the distribution in Germany of SiderAL® represents a significant consolidation of the partnership with Fresenius Kabi, introducing PharmaNutra to a market with huge potential. The German market is in fact the second largest in Europe for supplement sales volumes. By means of a targeted and strategic development plan, the foundations will be laid for achieving a leadership position in the oral iron market in this territory.

“The agreement with Fresenius Kabi for the distribution of SiderAL® Forte 30mg in Germany, which we have been working on for a long time, is a great satisfaction for us, as it represents a fundamental step in our expansion abroad”, commented Carlo Volpi, Managing Director of PharmaNutra S.p.A. “Germany is the first «Key Country» PharmaNutra is starting to work with, and we are very proud of doing this with Fresenius Kabi, a partner with whom there is a long and very satisfactory cooperation. This is the natural continuation of a relationship whose potential is still partly yet to be discovered. Together with Fresenius Kabi, one of the most important German multinationals corporation, we are very proud to enter the German market, which is ready to embrace

further products from PharmaNutra portfolio, and the consolidation of the relationship with Fresenius Kabi moves in this direction”.

PharmaNutra S.p.A.

Founded and led by the President Andrea Lacorte and Vice President Roberto Lacorte, PharmaNutra was established in 2003. It develops unique nutritional supplements and innovative medical devices, handling the entire production process, from proprietary raw materials to the finished product. The effectiveness of its products is documented by considerable scientific proof, including 140 publications. The Group distributes and sells its products in Italy and abroad. In Italy, products are sold through a network of 150 Pharmaceutical Representatives serving doctors and also exclusively selling PharmaNutra products to pharmacies throughout Italy. Products are sold in over 50 countries abroad, through 39 partners selected from among the finest pharmaceutical companies. PharmaNutra leads the market in the production of iron-based nutritional supplements under the SiderAL® brand, where it boasts a number of important patents on Sucrosomial® technology. Over the years, the Group has developed a precise strategy for the management and production of intellectual property, founded on the integrated management of all the various elements: proprietary raw materials, patents, brands and clinical evidence.

PharmaNutra.it

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Fine Comunicato n.20106-34

Numero di Pagine: 4