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Oggetto : Pharmanutra - New agreements for the
foreign distribution

Testo del comunicato

Vedi allegato.

PHARMANUTRA S.P.A. SIGNS THREE NEW AGREEMENTS FOR THE FOREIGN DISTRIBUTION OF SIDERAL® PRODUCTS

SiderAL® Sucrosomial Technology® crosses the borders of Benelux, Chile, Uruguay and Central America. The PharmaNutra Group - now present in 71 countries through 45 selected partners - continues to enhance its international market presence with these latest agreements.

Pisa, 12 April 2023 - [PharmaNutra S.p.A.](#) (MTA; Ticker PHN), a company offering nutritional supplements and medical devices for muscles and joints, announces the signing of **three new important distribution agreements** abroad.

Specifically, the agreements concern products from the **SiderAL®** line, **Sucrosomial® Iron** food supplements based on **Sucrosomial® Technology**. This is an innovative delivery system capable of protecting micronutrient molecules such as iron, increasing their absorption and improving their tolerability.

The first agreement concerns the Benelux and was signed with **GLNP Pharma**. This is a Dutch company specializing in the development and sale of nutritional supplements dedicated to body health and biomedical equipment, which is already in a partnership with **Akern S.r.l.**, a company within the PharmaNutra Group which joined recently. Starting in June, **GLNP Pharma** will be in charge for the distribution of **SiderAL® Forte** in the territory.

The second agreement was signed with **Laboratorio Ariston**, a company already in partnership with PharmaNutra Group for the distribution of **SiderAL® Forte** in Argentina. **Laboratorio Ariston** is a consolidated company involved in the development, production and commercialisation of pharmaceutical products and will expand its distribution to **Chile** and **Uruguay**, thereby strengthening PharmaNutra's presence in South America.

KOL Pharma, a company active in the distribution of medical devices in the American continent, will instead distribute two products from the **SiderAL®** line in Central America, namely **SiderAL® Forte** and **SiderAL® Folic**. These products will be available in Guatemala, Panama, El Salvador, and Costa Rica soon. This agreement further consolidates PharmaNutra's presence in the Latin American market, which is growing steadily and has prospects for further development with the start of operations of the new PharmaNutra USA.

Carlo Volpi, Chief Operating Officer of PharmaNutra S.p.A., comments: *"The agreement to distribute our Sucrosomial® Iron in Chile and Uruguay is an evolution of our excellent relationship with Laboratorio Ariston, which recently launched Sideral Forte in Argentina. The partnership extends to other neighbouring countries, strengthening our position in South America. In this perspective, it is also important to emphasise the importance of the beginning of the partnership with KOL Pharma for Central America. This is an important step in establishing our expansion strategy on the American continent, which will be completed by the commencement of the subsidiary's activities in the United States later in 2023. Finally, the agreement with GLNP Pharma for the Benelux is very important because it represents the first example of synergies with Akern, the recently acquired company by the PharmaNutra Group: this agreement serves as a solid basis for developing a collaboration strategy with Akern on both the national and international levels".*

PharmaNutra S.p.A.

Established and led by Chairman Andrea Lacorte and Vice Chairman Roberto Lacorte, PharmaNutra is a company established in 2003 that develops unique nutritional supplements and innovative medical devices, taking care of the entire production process, from proprietary raw materials to the finished product. PharmaNutra is a leader in the production of iron-based nutritional supplements under the SiderAL® brand, where it holds important patents on Sucrosomial® Technology, and is considered one of the emerging top players in the medical device sector dedicated to restoring joint capacity thanks to the Cetilar® brand. The effectiveness of the products is demonstrated by a number of scientific evidences, including more than 120 publications. In Italy, the sales activity is carried out through a network of over 160 Commercial Scientific Informants serving the medical class and dedicated to the exclusive marketing of products to pharmacies and parapharmacies throughout the national territory. Sales abroad are guaranteed in over 71 countries through 45 partners selected among the leading pharmaceutical companies. Over the years, the Group has developed a precise strategy in the management and production of intellectual property, based on the integrated management of all components: proprietary raw materials, patents, trademarks and clinical evidence.

PharmaNutra.it

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