

PHARMANUTRA 2030

FRANKFURT MIDCAP EVENT 2024

February, 8 2024

 PHARMANUTRA

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GROUP PRESENTATION

PHARMANUTRA GROUP

PharmaNutra holds 100% of Junia Pharma and Alesco . In 2022 completed the acquisition of 100% of the shares in Akern S.r.l..

In the first quarter 2023 were established PharmaNutra USA and PharmaNutra España, both wholly controlled by PharmaNutra S.p.a..



2023



 PHARMANUTRA

Distribution of Cetilar® and Cetilar® Nutrition lines



 PHARMANUTRA

Distribution of Top Seller group products

2022



AKERN

Science in body composition

Research and development of bioimpedance medical devices and software for body composition analysis

2010



JUNIAPHARMA

Medical products and devices, OTC and dietary supplements for children

2003



PHARMANUTRA

Medical devices and dietary supplements for adults

2000



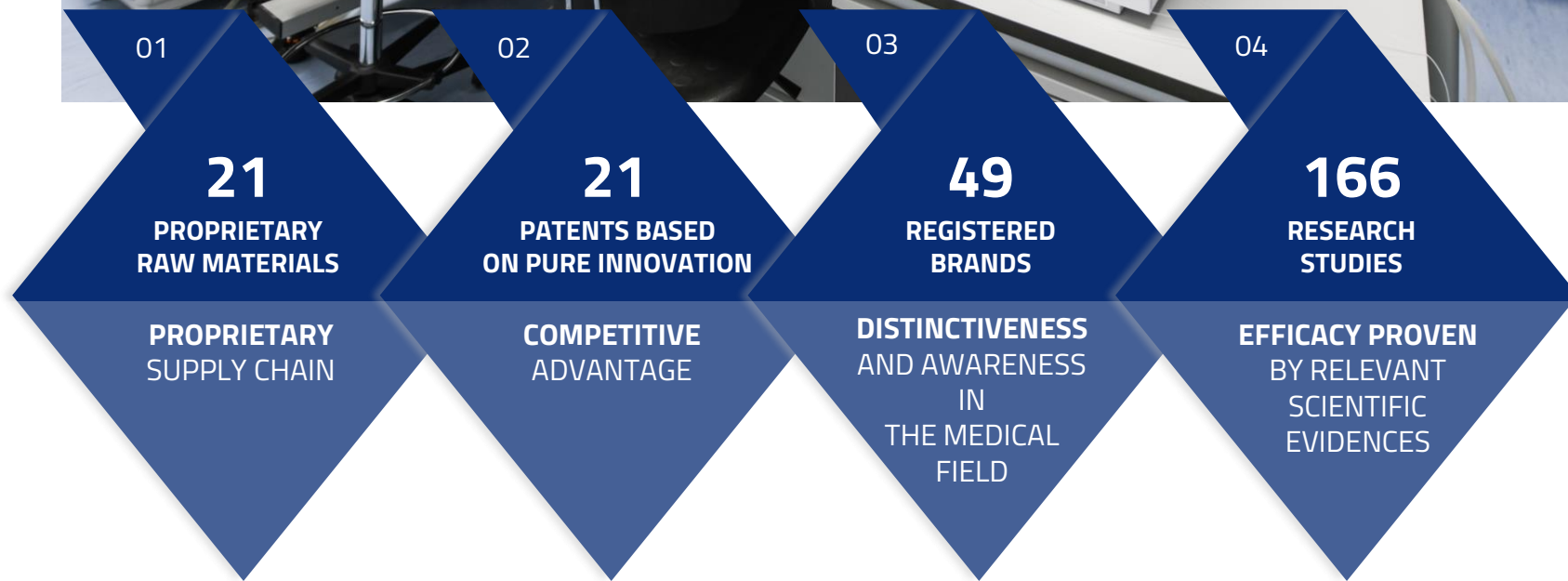
ALESCO

Development and manufacturing of unique and innovative proprietary bioactive ingredients

PHARMANUTRA'S UNIQUENESS

Intellectual Property Protection

No player in the dietary supplements and medical devices industry has these **4 STRONG PILLARS IN ONE SINGLE COMPANY**



THE NEW HQ

THE NEW HQ: THE MAKING OF

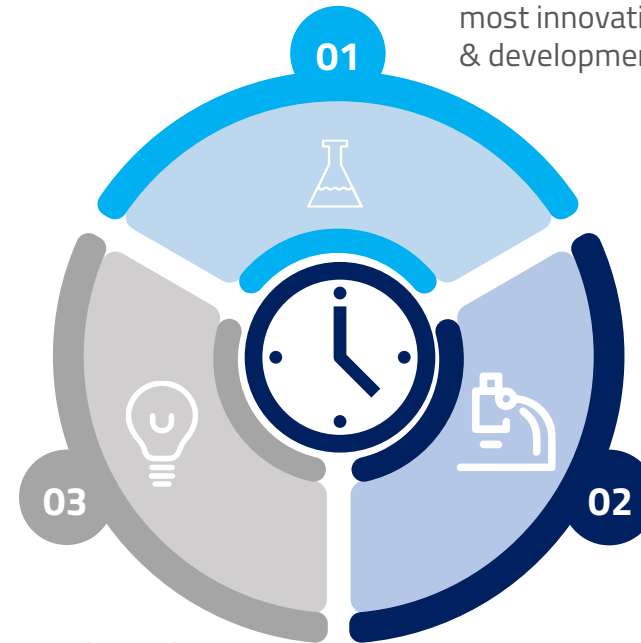


SPEED UP R&D & INNOVATION



NEW LABORATORY

The new HQ will hold one of the most innovative nutritional research & development laboratory in Europe



R&D

- Exclusive lab models for the simulation of digestion and uptake of nutrients
- Increased prototypes in vitro scanning capabilities
- Higher efficacy second generation sucrosomes

INNOVATION

- Sucrosomial® vitamins development
- Discovery of novel bone metabolism frontiers
- Newer evidences in new applications on our sucrosomial® iron

R&D FOCUS

R&D ACTIVITIES

**FORMULATIONS AND
PRODUCTS
UPGRADE**

**PURE
INNOVATION**

**BACK-UP
INGREDIENTS SUPPLY**

**NEW TARGETS
AND APPLICATIONS**

SCIENTIFIC RESEARCH ACTIVITIES

Sucrosomial® Iron has been described as **the most innovative** oral iron in several Consensus Papers

MAIN ON-GOING SCIENTIFIC WORLDWIDE COLLABORATIONS



UNIVERSITÀ
DEGLI STUDI
DI PADOVA



UNIVERSITÀ DI PISA



UNIVERSITÀ
DEGLI STUDI
DI BRESCIA

 **New York Blood Center**



QIMR Berghofer
Medical Research Institute



Radcliffe Department of Medicine
Medical Sciences Division



BASIC RESEARCH

4

full paper studies on **Sucrosomial® Iron** mechanism of action and kinetic

2

full paper study on **Ultramag®**

6

full paper studies presented at **international scientific congresses**

4

new research projects on new proprietary raw materials of Alesco

SCIENTIFIC RESEARCH

8

clinical studies published in the current year

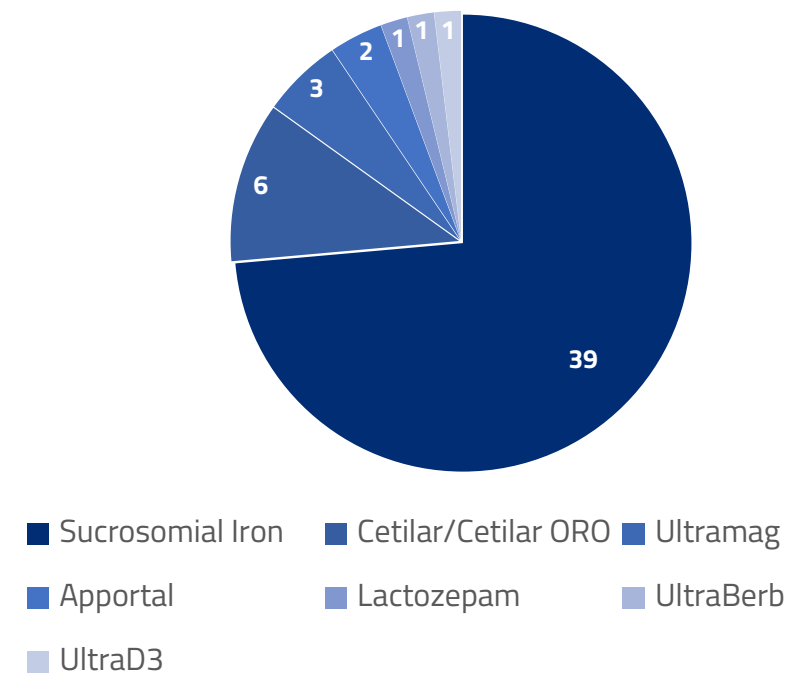
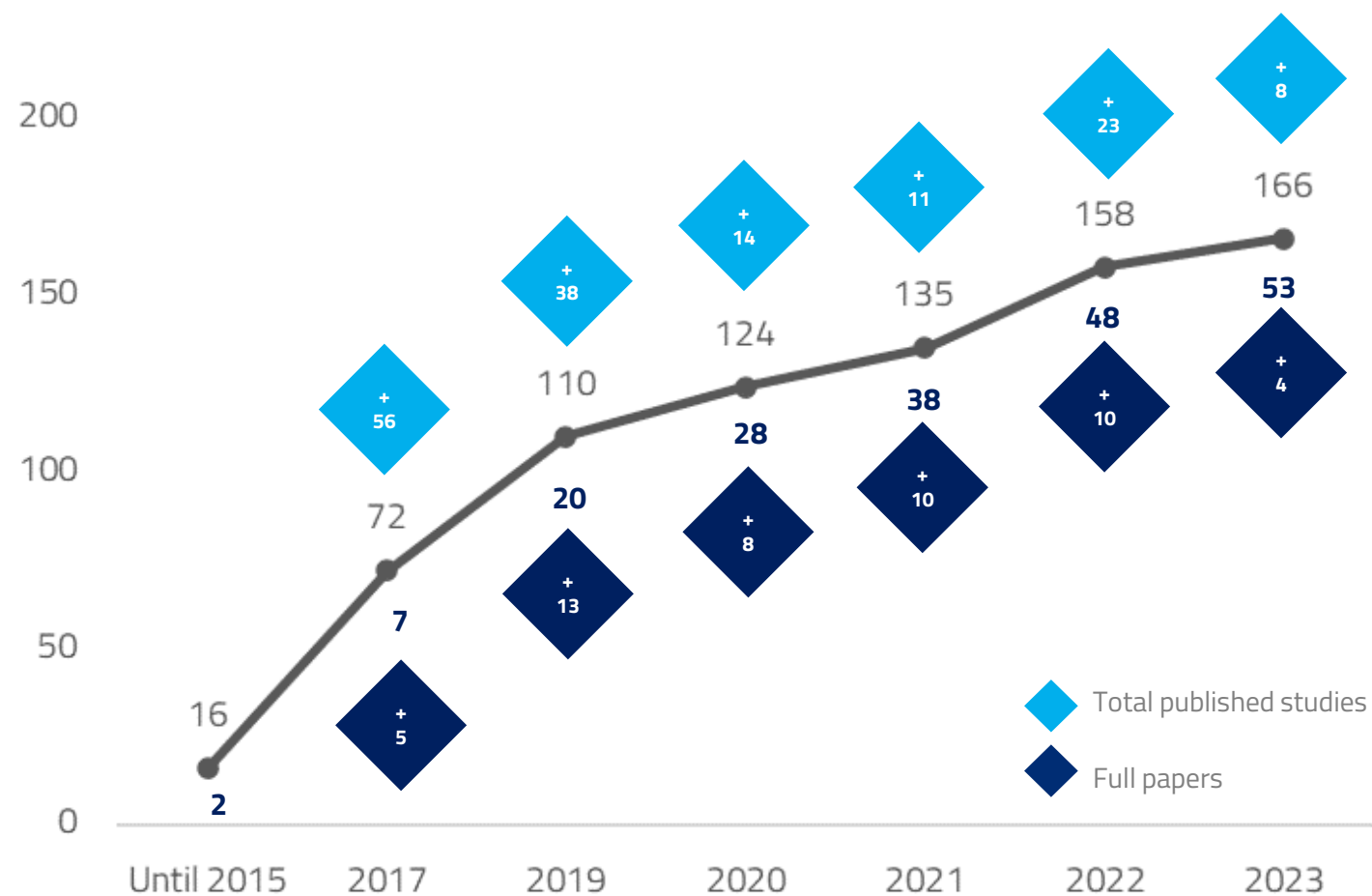
53

full paper studies published on **international peer reviewed scientific journals** (about Sideral®, Cetilar®, Ultramag®, Apportal®)

24

on-going clinical studies

R&D CLINICAL RESEARCH FIGURES



PHARMANUTRA GROUP'S PRODUCTS & MARKETS

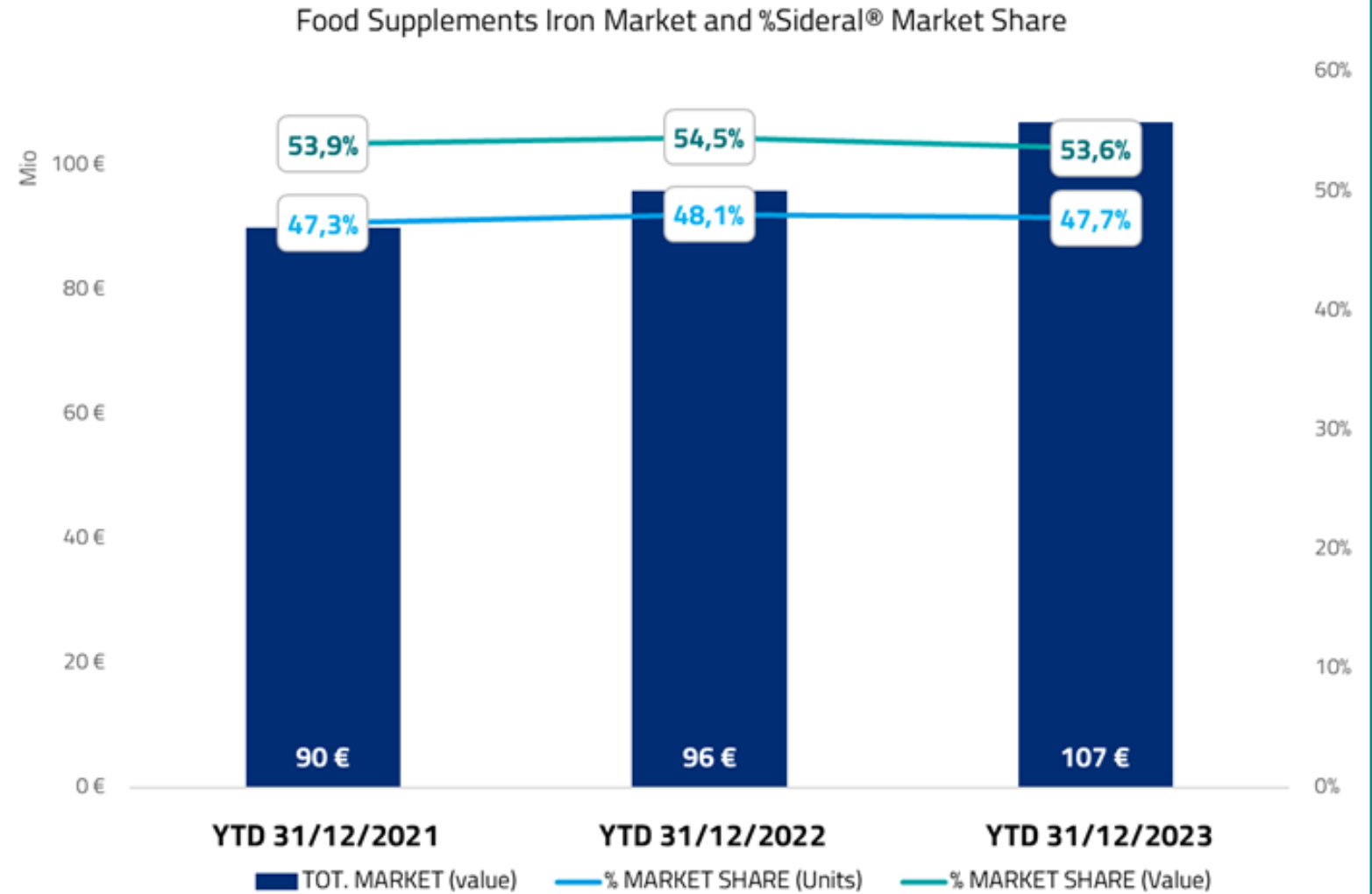
MAIN PRODUCTS



(Magnesio Sucrosomiale®, 375 mg di Mg)



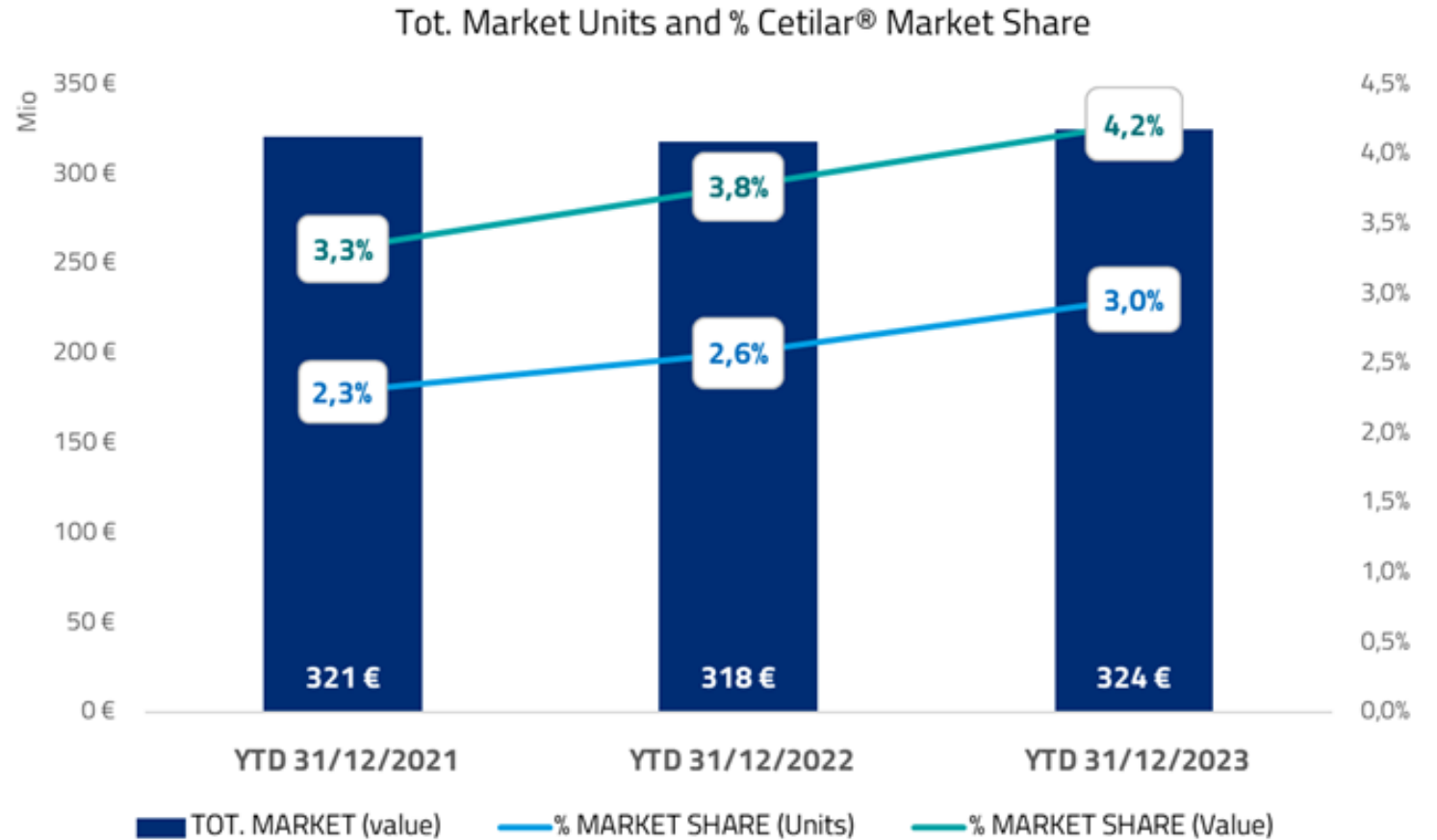
IRON SUPPLEMENTS SIDERAL® MARKET SHARE IN ITALY



Excluding products that contain only lactoferrin

Source IQVIA

ANTI-INFLAMMATORY TOPICAL CREAM CETILAR® MARKET SHARE IN ITALY

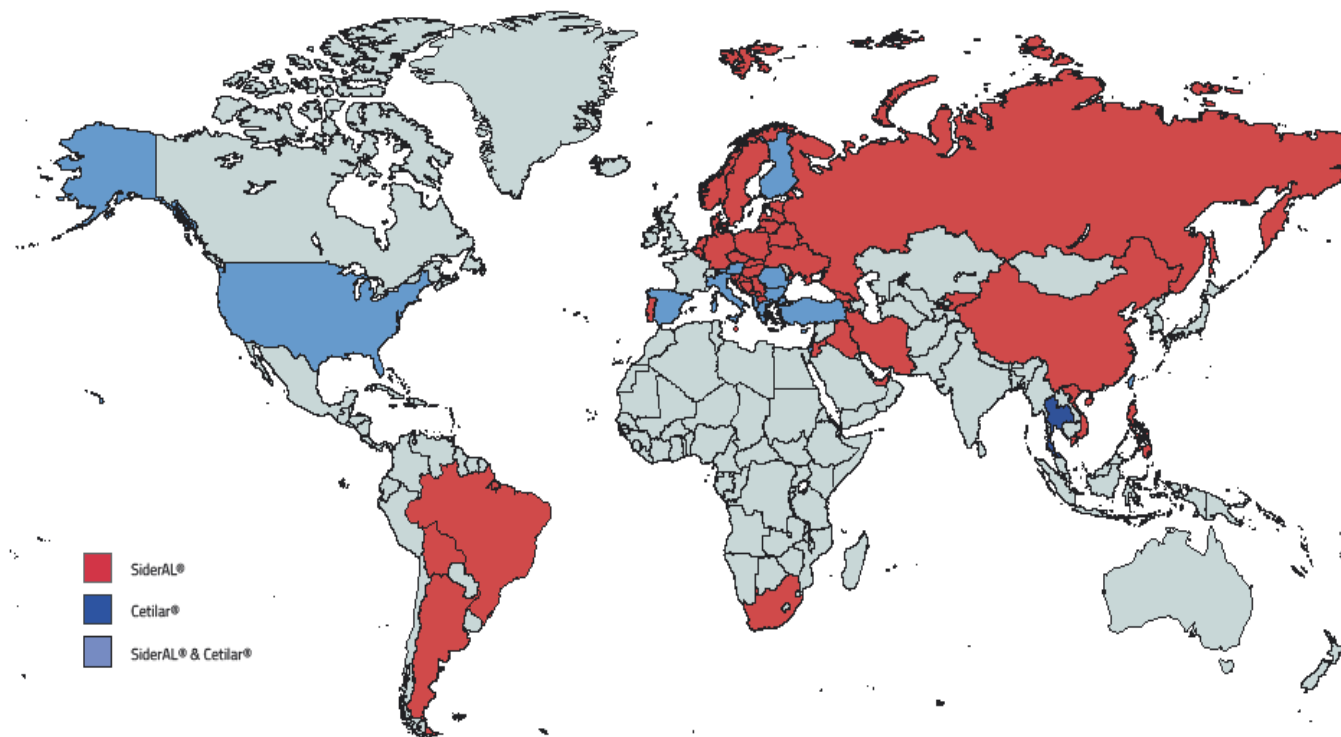


Source IQVIA

WORLDWIDE MARKET

UNITS SOLD 2023

Europe:	3.999 K (+35%)
Middle East:	4.630 K (+24%)
South America:	455 K (+70%)
Other:	163 K (-40%)
Italy:	3.300 K (+10%)
TOTAL:	13.700 K(+22%)



Helping to improve **the life's quality** of billions of people in the world is **our main challenge.**

PharmaNutra operates in **85 countries with 50 partners**, carefully selected among the best international pharmaceutical and nutraceutical companies.

INTERNATIONAL DEVELOPMENT



COUNTRIES

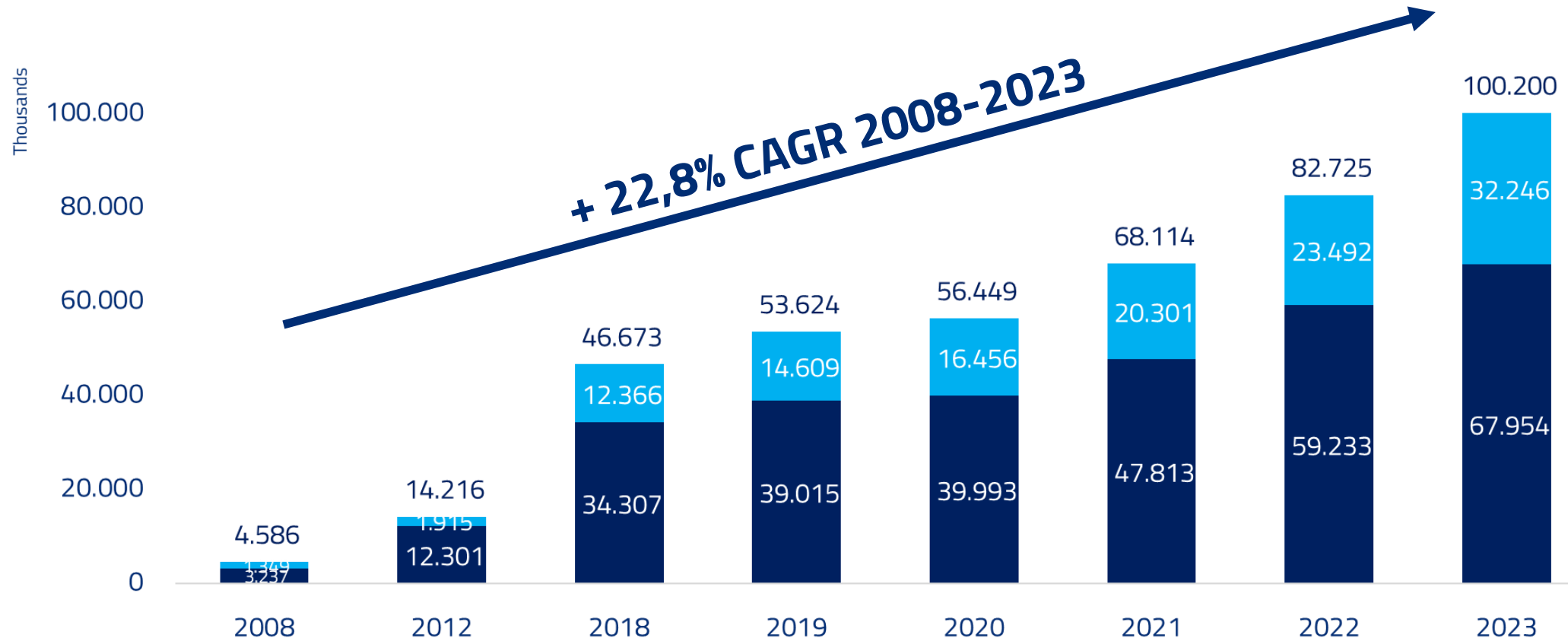


PARTNERS

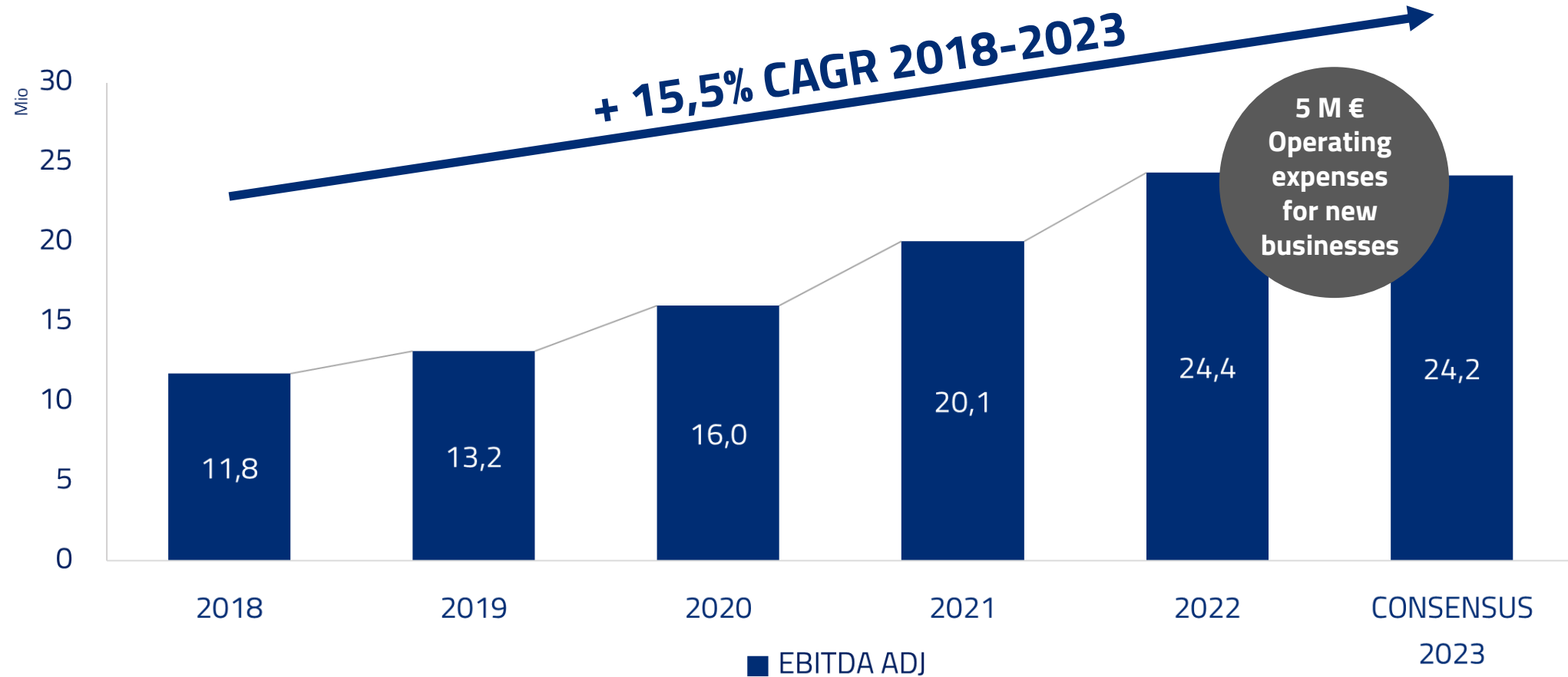
	COUNTRIES	PARTNERS
Contracts	85	50
Active Sales	58	42
On-going Registration	27	8
On-going Negotiation	4	5

ECONOMIC AND FINANCIAL DATA

NET REVENUES GROWTH



EBITDA GROWTH



ROAD TO 2030: SUSTAINABILITY & NEW BUSINESS

ESG ROADMAP

Pharmanutra Group has defined a clear roadmap to drive Sustainability with objectives of creating long term value for its stakeholders



GROWTH BOOSTERS

THE NEW GROWTH DRIVERS
FOR THE NEXT 5 TO 10 YEARS

THE RIGHT MOMENTUM TO INVEST
IN LONG TERM BUSINESS
OPPORTUNITIES



Financial strength



Solid double-digit organic growth trend in terms of sales and profitability



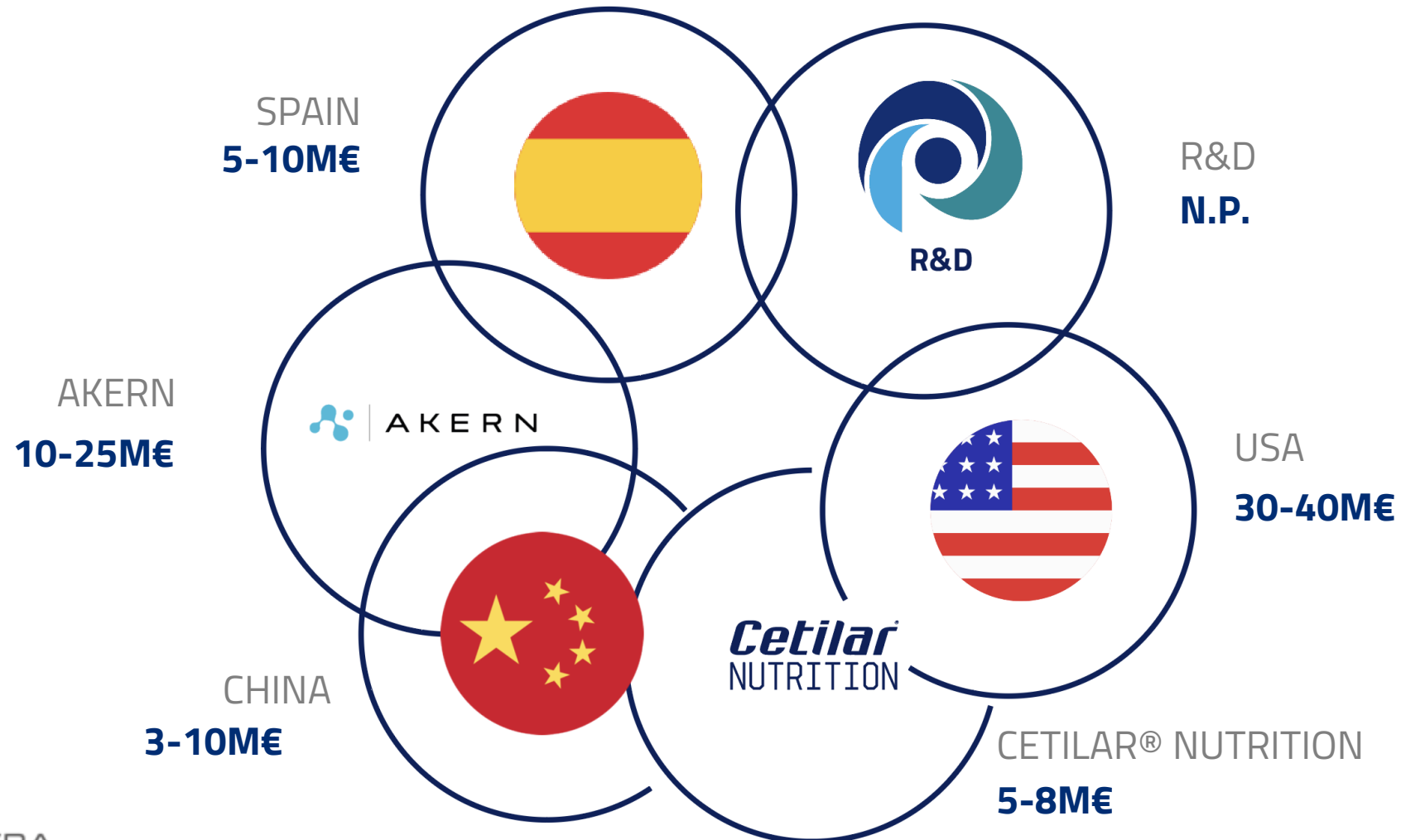
Significant potential market opportunities to exploit



Capability to support existing and future investments with sustainable financial risk



ESTIMATED REVENUES RANGE IN FIVE YEARS TIME





PHARMANUTRA