

PHARMANUTRA



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GROUP

PHARMANUTRA GROUP

PharmaNutra holds 100% of Junia Pharma, Alesco and Akern.

Just three years after the listing on the AIM market of the Italian Stock Exchange, **in December 2020 the Group switched to trading in the EURONEXT STAR MILAN.**



THE NEW HEADQUARTER

**MANAGE EVERY ACTIVITIES DIRECTLY :
FROM INGREDIENT DISCOVERY TO END PRODUCT SALE**

R&D

- INGREDIENT DISCOVERY
- PHARMACEUTICAL FORM DEVELOPMENT
- PRE-CLINICAL STUDIES
- PATENT PROTECTION

PRODUCTION SITE

- QC LABORATORY
- PRODUCTION CYCLE
- PRODUCT BATCH RELEASE
- PRODUCT TEST & TUNING

FUNCTIONS

- COMMERCIAL BACK OFFICE
- PRODUCTION PLANNING
- MARKETING & COMMUNICATION
- FINANCE, ADMINISTRATION, IT AND HR

THE NEW HQ: THE MAKING OF



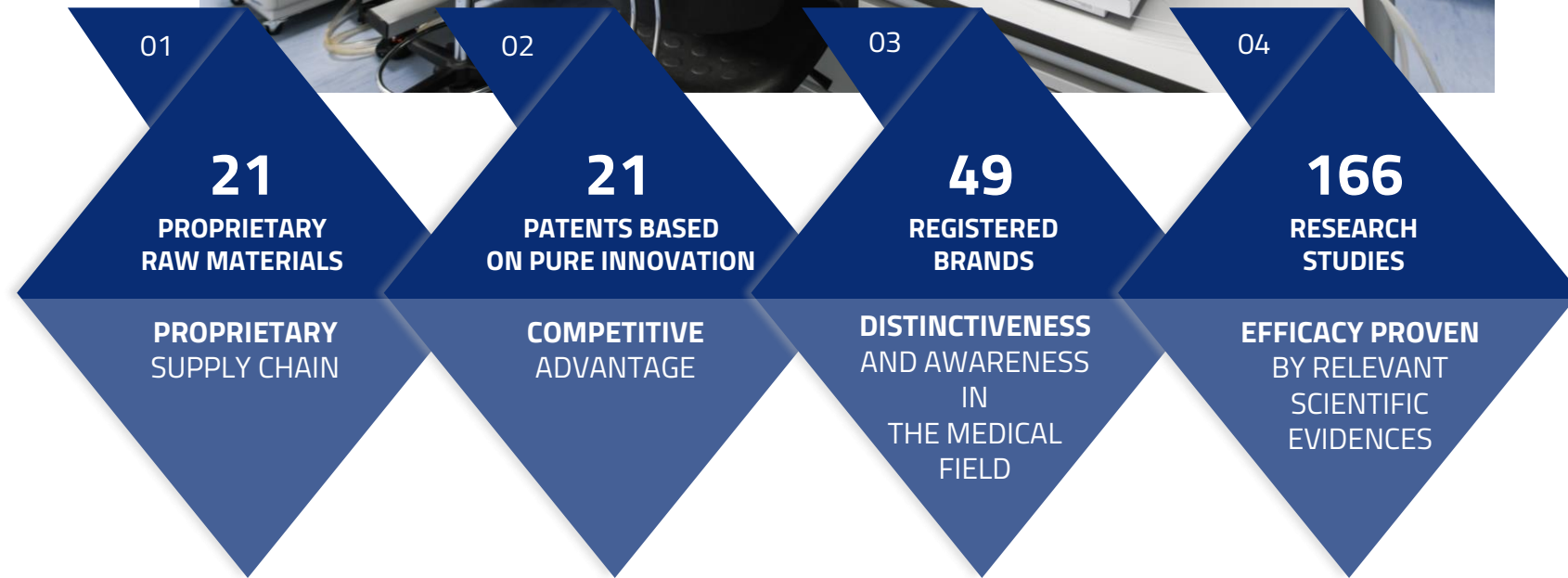
R&D FOCUS



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**

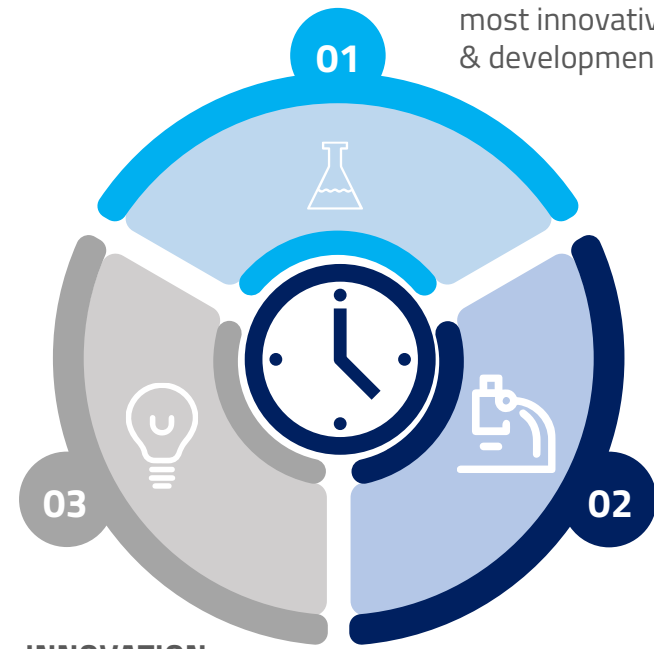




SPEED UP R&D & INNOVATION

NEW LABORATORY

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



R&D

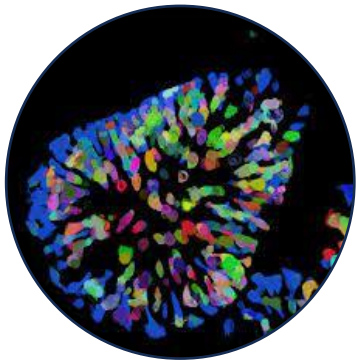
- Exclusive lab models for the simulation of digestion and uptake of nutrients
- Increased prototypes in vitro scanning capabilities
- Higher efficacy second generation sucrosomes

INNOVATION

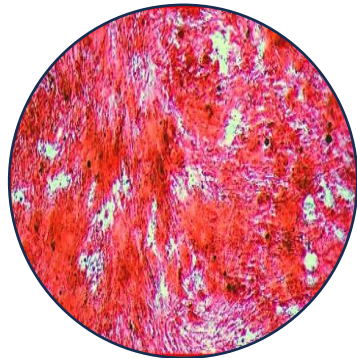
- Sucrosomial® vitamines development
- Discovery of novel bone metabolism frontiers
- Newer evidences in new applications on our sucrosomial® iron

RESEARCH MODELS

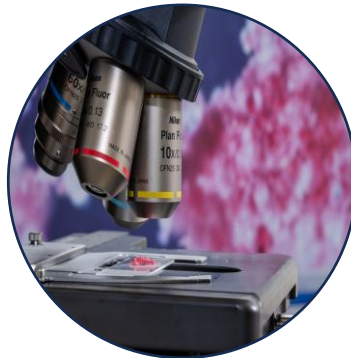
- Human cell systems
- Animal models:
 - Ex-vivo*
 - In-vivo*
- Healthy people
- Patients



Organoids



Cells culture



Sucrosomial® Prototypes

+

new formulations

FIELDS OF RESEARCH

- **ULTRA:**
 - Minerals*
 - Vitamines*
 - Extracts and others*
- **CFA, Cetylated fatty acids**

IN-HOUSE
R&D LAB



R&D CLINICAL RESEARCH ACTIVITIES

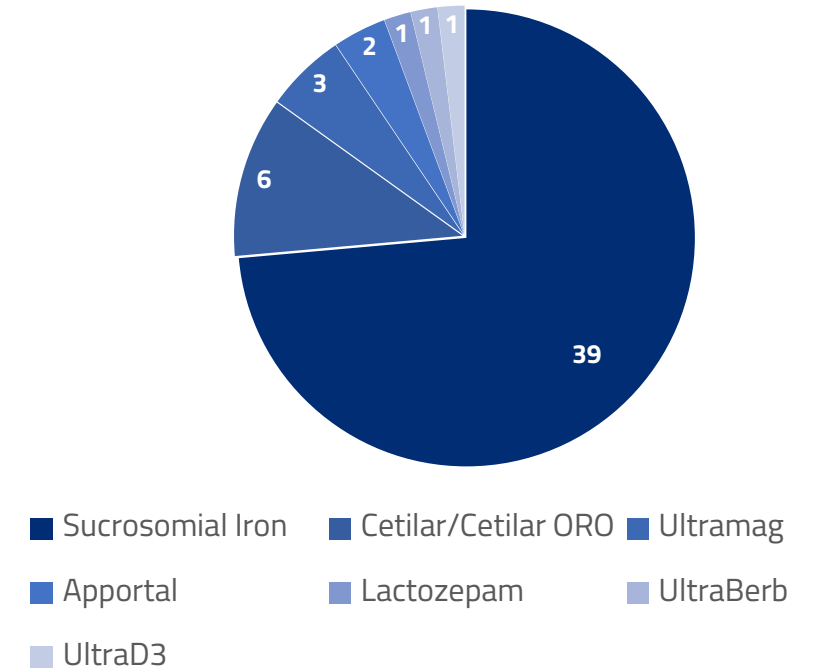
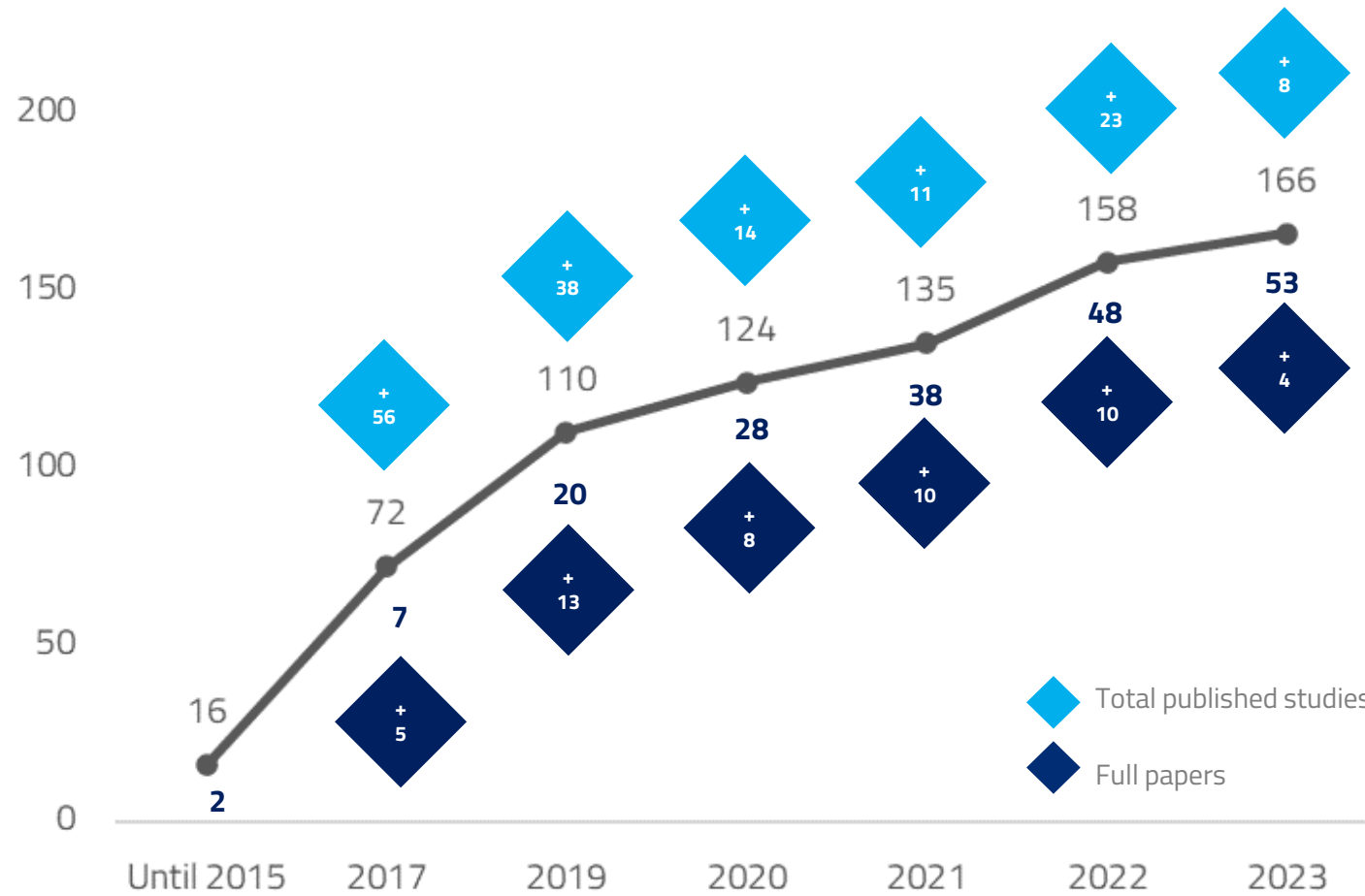
HIGH QUALITY SPONSORED CLINICAL TRIALS
with national and international CROs
(Contract Research Organization)



COLLABORATIONS WITH HOSPITALS AND RESEARCH CENTERS



R&D CLINICAL RESEARCH FIGURES



- Sucrosomial Iron
- Cetilar/Cetilar ORO
- Apportal
- UltraD3
- Lactozepam
- UltraBerb
- Ultramag

PRODUCT PORTFOLIO

MAIN PRODUCTS

SiderAL



Cetilar



UltraMag

(Magnesio Sucrosomiale®, 375 mg di Mg)



ApportAL



CETILAR® NUTRITION

COMMUNICATION INVESTMENTS

Investments in tailored marketing & communication campaign, exploiting Cetilar strong franchise in sport

INNOVATIVE PRODUCTS PORTFOLIO

Premium products with proprietary formulation thanks to the uniqueness of the raw materials



**PARTNER OF
LUNA ROSSA PRADA PIRELLI**
Human Performance Partner of the
Luna Rossa Prada Pirelli challenge for
the 37° America's Cup



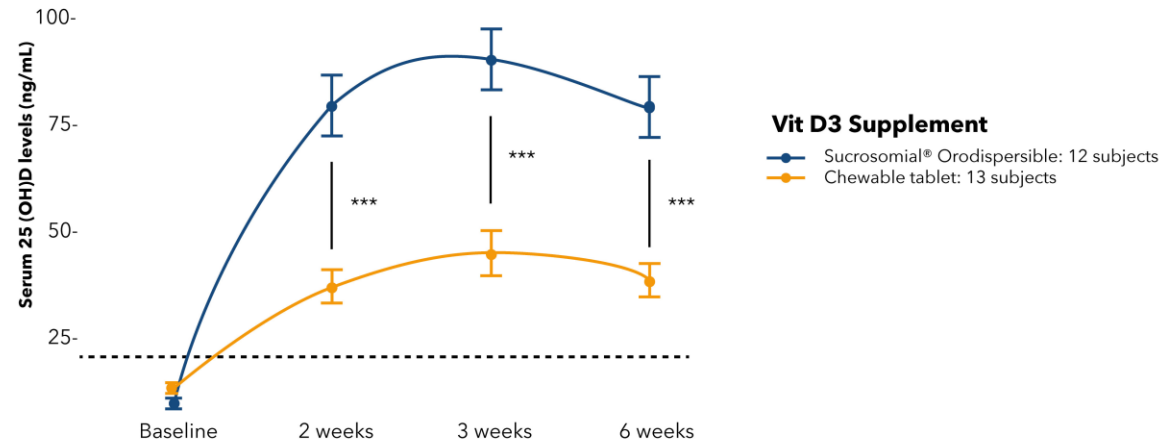
B2B

Specific sales network created to promote products to doctors, pharmacies, sport shops and professional sport teams

E - COMMERCE

Development and management of a proprietary B2C e-commerce web site

THE MOST RECENT R&D OUTCOME...



Results suggest that orodispersible Sucrosomial® Vitamin D3 dissolves and absorbs quickly and effectively in the body, compared to conventional vitamin D3 formulations, demonstrating a high safety and tolerability



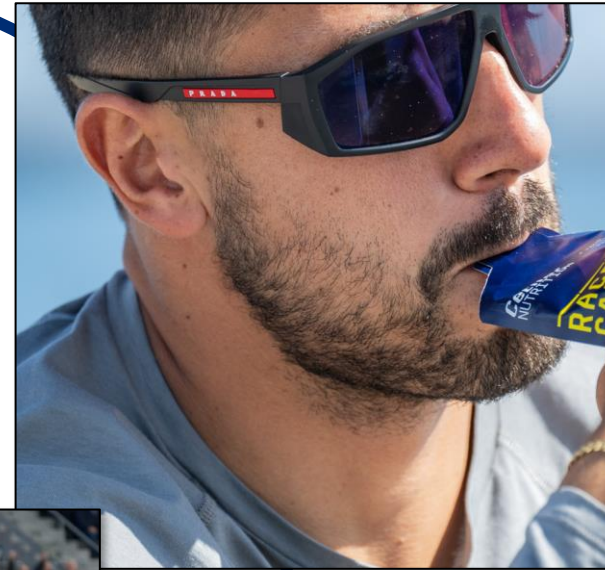
...AND MORE TO COME

SPORT - A BUSINESS OPPORTUNITY

A UNIQUE PROPOSAL FOR ATHLETES' PERFORMANCE

AKERN
Science in body composition

The scientific leader
in measuring
body composition



Cetilar
NUTRITION

* FEED
YOUR
PERFORMANCE

The new frontier in sport
nutrition to support athletes'
performance



Cetilar

Long term PharmaNutra heritage
with over 30 medical partnerships
with professional sport clubs

SPORT MARKETING



Main Sponsor



Pre-match & medical partner



Medical Partnerships

Basket



Soccer



Volley



Official Supplier



PHARMANUTRA PARTNERS WITH THE LUNA ROSSA PRADA PIRELLI TEAM FOR THE 37th EDITION OF THE AMERICA'S CUP



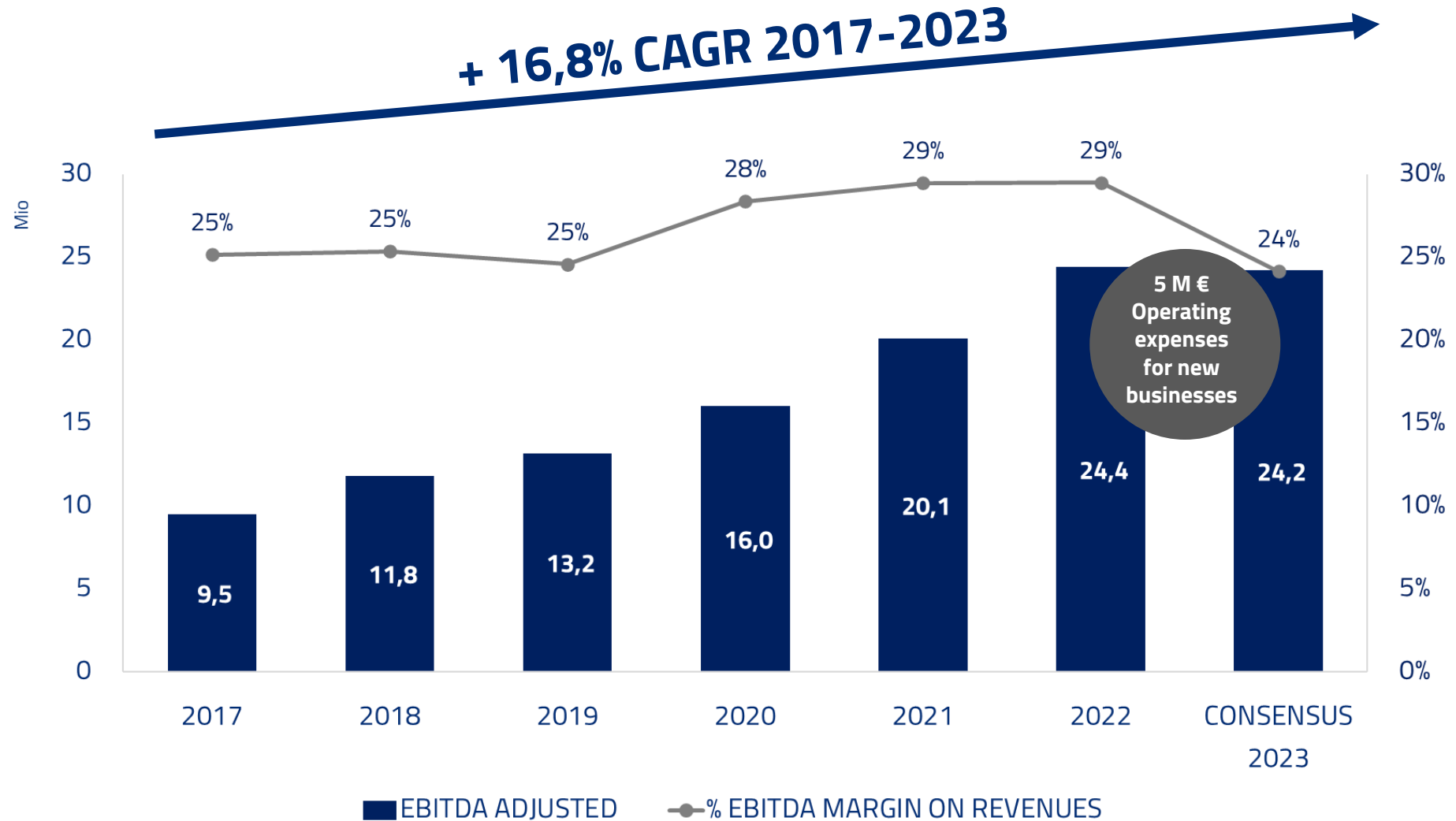
Physical condition, injury prevention, nutrition and mental preparation

KEY ECONOMIC FIGURES

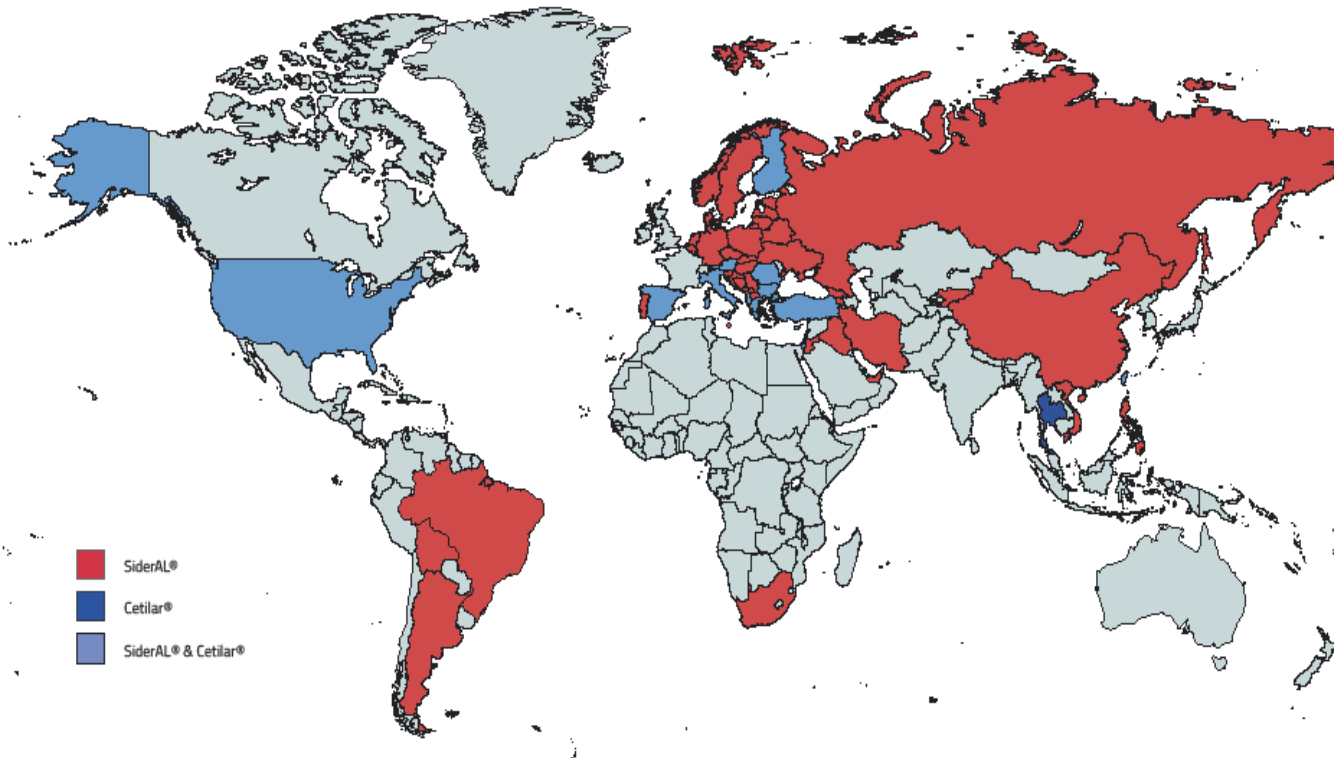
NET REVENUES GROWTH



PROFITABILITY EVOLUTION



INTERNATIONAL BUSINESS MODEL



Our Partners are **exclusive distributors** in their territories.

Scientific knowledge and research activities are shared through **meetings** with the partner sales force and through an **e-learning portal**.

Partners are constantly supported from order to shipment by our **Operation Department**.

Medical detailing and marketing experience are shared with partners in order to support them to develop the **continuously growing business**.

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

THE FUTURE

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



ESG ROADMAP

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



The logo features a white circular icon with a stylized 'P' shape inside, followed by the word 'PHARMANUTRA' in a clean, white, sans-serif font.

PHARMANUTRA