

# INNOVATION: THE DRIVING FORCE FOR GROWTH

Company Presentation







"After 20 years in business, we are proud to say that we continue to believe deeply in the values on which we founded PharmaNutra: ethics, responsibility, research, innovation and respect for people and their health have a real, profound and current significance.

These concepts are the foundations of our entrepreneurial vision and the solid foundations on which we built a company now recognised as an Italian excellence - with commitment, determination and a healthy pinch of madness.

PharmaNutra's aim has always been to educate people in wellness, prevention and health through scientific research and technology. This vision, combined with a strong entrepreneurial ambition, accompanies every strategic choice on a daily basis.

We are committed to pursuing a more equitable and sustainable future, in which we will continue to generate value for investors, customers, employees and all our stakeholders. This is why we believe it is a priority to create a peaceful and inclusive environment, both professionally and socially. But our responsibility cannot be limited to aspects of our business: with the opening of our new headquarters, we are making a tangible commitment to supporting an increasingly circular economy and reducing our impact on the environment.

This is a challenging path on which we will embark with our customary determination and enthusiasm, continuing to pursue the virtuous growth that has distinguished the first twenty years of our history."



**ANDREA E ROBERTO LACORTE**

Founders PharmaNutra S.p.A.

# Our Company in figures

**+464%**

MARKET CAP\*  
(VS. LISTING JULY 2017)

**76**

PRESENT IN

COUNTRIES WORLDWIDE

**44**

FOREIGN SALES PARTNERS

**21**

PROPRIETARY RAW  
MATERIALS

**22**

PATENTS

**154**

SSRs IN THE NATIONAL  
TERRITORY\*

71

EMPLOYEES IN ITALY

46

REGISTERED TRADEMARKS

+17,6%

CAGR ON CONSOLIDATED  
TURNOVER 2017-2023

166

BASIC RESEARCH STUDIES  
AND CLINICAL TRIALS  
PUBLISHED

53,6%

MARKET SHARE OF SIDERAL  
® IN ITALY (SOURCE IQVIA)

49

PRODUCTS PORTFOLIO

30

OVER  
SPORTS CLUBS SUPPORTED THROUGH  
EVENT SPONSORSHIPS AND MEDICAL  
PARTNERSHIPS







# TABLE OF CONTENTS

WHO WE ARE 13

RESEARCH & DEVELOPMENT 27

BUSINESS MODEL 39

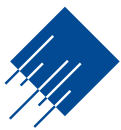
COMMITMENT 51

# Manifesto



## VISION

**Thinking outside the box leads to extraordinary results,** with a bold approach and increasingly challenging goals.



## SPEED

**Keeping in step with change means being one step ahead,** which translates into a competitive time-to-market and an accelerated global expansion strategy.



## SOLIDITY

**Growing is only possible if you have solid, concrete bases,** in the company this means not only counting on results and financial soundness but also on the commitment of our people.



## INNOVATION

**Guaranteeing reliability and efficacy is the secret of success,** our know-how comes from our continuous investments in R&D and the protection of our intellectual property.



## DETERMINATION

**This is not just a business attitude,** but the forward-looking vision of a company, aiming towards continuous improvement.







# WHO WE ARE

# Our history

*“The history of this company and its rapid growth has always been marked by waves of innovation. Like the tide: specific phases, marked by extraordinary events and amazing moments.”*

## ROBERTO LACORTE

CEO and co-founder of PharmaNutra S.p.A.

**2000**



### ALESCO

Establishment of a new company specialised in nutraceutical raw materials.

**2003**



### PHARMANUTRA

PharmaNutra is founded, for the development of medical devices and nutraceutical products.

**2005**



### SIDERAL®

Launch of the company's first proprietary brand on the market.

**2008**



### NEW STRATEGIC PLAN

PharmaNutra opens to external investors to launch a new development plan.

**2010**



### JUNIA PHARMA

Establishment of a new company focusing on the paediatric sector.

**2013**



### INTERNATIONAL DISTRIBUTION

Signature of the first foreign distribution contract.

**2014**



### ELITE

PharmaNutra enters the Borsa Italiana Elite programme to consolidate and accelerate its growth.

**2016**



### AWARDS

The SiderAL® r.m. patent is voted "Readers Ingredient of the Year" by the scientific journal Nutraingredients.

**2017**



### EURONEXT GROWTH MILAN

The PharmaNutra Group is listed on the Euronext Growth Milan market of the Italian Stock Exchange.

**2019**



### TOP SELLER

SiderAL® Forte 20 capsule is the best-selling nutritional supplement in Italy (Federsalus-IQVIA data).





**2020**



**EURONEXT  
STAR MILAN**

The PharmaNutra Group moves to the Euronext Star Milan market of the Italian Stock Exchange.

**2022**



**AKERN**

PharmaNutra started and completed the acquisition of 100% of the shares in Akern S.r.l.

**2023**



**NEW STRATEGIES  
FOR GROWTH**

Incorporation of PharmaNutra USA and PharmaNutra España.



**NEW  
FACILITIES**

Inauguration of the new PharmaNutra chemical-pharmaceutical cluster.

**2024**



**MERGER OF  
SUBSIDIARY  
COMPANIES**

Merger by incorporation of Junia Pharma and Alesco into PharmaNutra S.p.A.

# The PharmaNutra Group

## PHARMANUTRA

Founded and managed by the Lacorte brothers, PharmaNutra was born in 2003 with the aim of developing nutritional supplements and innovative medical devices, overseeing the whole production process, from the development of proprietary raw materials to the distribution of the finished product. With its products distributed worldwide, in just over 20 years the company has succeeded in making its mark as a leading player in the minerals-based oral nutritional supplements market, where it boasts major patents linked to Sucrosomial® Technology, and it is also considered to be one of the emerging top players in the sector of sports nutrition and medical devices for the recovery of joint capacity.

In 2022, PharmaNutra made the first acquisition in its history, taking over 100% of Akern Srl. As a result of this transaction, the Group opened up to new market segments and areas of research and development, strengthened by an increasingly cutting-edge scientific and technological know-how in the field of nutrition.

2024 will see the merger by incorporation of the Group's two other important companies, Junia Pharma S.r.l. and Alesco S.r.l., a fundamental step towards the establishment of a new corporate structure to meet the requirements of the entire production chain, from the development of new technologies and patents to marketing the finished product.

Today, PharmaNutra branded products are designed to cover the health and wellness needs of everyone, from infancy to old age, guaranteeing maximum safety, efficacy and quality.

## PHARMANUTRA USA

In 2022, PharmaNutra U.S.A. Corp., the first overseas company, was established as a wholly owned subsidiary of PharmaNutra for the distribution of the Group's products in the USA, a key market for foreign development. Since 2023, PharmaNutra U.S.A. has marketed the nutritional supplements SiderAL® Forte, SiderAL® Folic and ApportAL®, as well as the Cetilar® range of medical devices, both through online channels and through direct distribution in the territory.

## PHARMANUTRA ESPAÑA


PharmaNutra España, a Barcelona-based wholly owned subsidiary of PharmaNutra, has been marketing the Cetilar® and Cetilar® Nutrition ranges directly across Iberia since 2023. Product distribution is entrusted to a network of locally active agents, as well as e-commerce channels and selected distributors. In 2024, the sale of Cetilar® brand products will also be joined by the UltraMag® dietary supplement.

## AKERN

Akern S.r.l. was founded in 1980, dedicated to the research, development and production of medical instruments and software for monitoring body composition using bioimpedance techniques.

The company mission is to support doctors and researchers in their challenge to fight chronic degenerative diseases, guaranteeing clinically significant results to support diagnosis and the choice of treatment. Over the years, Akern has developed technologies that have allowed the company to be recognised in Europe as a benchmark for body composition science. Akern joined the PharmaNutra Group in 2022.



A photograph of three men in business suits standing in front of a large window. The man on the left is partially visible, the man in the center is looking directly at the camera with a slight smile, and the man on the right is looking slightly to the side. The background shows a blurred view of trees and a building. Two thin white lines cross the image diagonally from the bottom right towards the center.

*“PharmaNutra was born from a dream: that of improving personal well-being starting from the properties of the micro- and macronutrients taken in through food. We have truly believed in this, we have taken risks, we have focused everything on our intuitions and our very own method. And we will continue to do so.”*

**ANDREA E ROBERTO LACORTE**

Founders of PharmaNutra S.p.A.

# Dear investor,

We are pleased to share with you the results of a journey that is leading us closer and closer to excellence. In the space of a decade, the Pharmanutra Group has grown significantly, earning a leadership position on the Italian iron-based food supplement market, and is progressively gaining shares in the topical products and immunostimulants market. This growth is accompanied by a progressive development in foreign markets.

All this is thanks to continuous innovation, reliability, motivated staff, financial soundness and investments.

The results achieved lay the foundations for the future development of the Group, in which the new headquarters play a fundamental role. The biomolecular research centre, one of the most pioneering in Europe, will reduce the development times for new raw materials and new products; the site where our proprietary raw materials will be produced will ensure more production flexibility for the Group; our employees will be able to work in a comfortable, safe environment with a range of services available to them. All with a view to sustainability.

We have created value, and will continue to do so, with drive, determination and plenty of enthusiasm.





*"When we started out, I had a very clear goal in mind: to put science safely and effectively at the service of nutrition. We created a market and introduced new nutritional concepts and new active ingredients, convinced that our technology is able to make a difference."*

**ANDREA LACORTE**

President and co-founder of PharmaNutra S.p.A.



# Make a difference

The real challenge of modern medicine is to be able to intervene before people need it. How to make a difference? First of all, through curiosity. Only the curious study, listen, find things out and therefore know, and are able to understand the evolution of society, with a constant eye on the healthcare world. **Education comes before prevention, passing obligatorily through knowledge.**

## ◆ Cure by educating to well-being

We work to prevent people from getting sick. A project that goes beyond the concept of prevention, as it concerns nutritional culture and awareness.

## ◆ Cure by making people feel well

We enhance natural elements with our technology, making nutritional supplements that are effective and with no contra-indications.

## ◆ Cure by making people stronger

We know the human body, and we know that the first step to safeguarding health is to make its natural defences strong and effective.

## SUSTAINABILITY REPORT

We have always been committed to working according to the principles of transparency, innovation and continuous growth, in both scientific and human terms.

The primary objective of the PharmaNutra management system is to create value using an ethical, responsible approach, without losing sight of the social relevance of our activities and stakeholders.

This is why, every year, the Sustainability Report is our starting point for setting priorities and constantly evolving, with a view to sustainable development in the science and business world as well as in the local community where we operate.

	3 SALUTE E BENESSERE	5 UGUAGLIANZA DI GENERE	6
GESTIONE E RICICLAGGIO DEI RIFIUTI	◆		
EFFICIENZA ENERGETICA	◆		
WELFARE AZIENDALE E SVILUPPO CARRIERA DIPENDENTI		◆	
SALUTE E SICUREZZA SUL LUOGO DI LAVORO	◆		
DIVERSITÀ E PARI OPPORTUNITÀ		◆	
GESTIONE RESPONSABILE DEGLI APPROVVIGIONAMENTI			
QUALITÀ E SICUREZZA DEI PRODOTTI			
CYBERSECURITY E DATA RESPONSABILITY			
ETICA INTEGRITÀ E LOTTA ALLA CORRUZIONE			
CREAZIONE DI VALORE SOSTENIBILE		◆	

# The challenge for the future

*“The desire to explain our activities in a Sustainability Report came about immediately after the first COVID-19 emergency, because we were convinced of the need to define new standards, new rules, new life styles starting precisely from our day-to-day business management”*

## ANDREA E ROBERTO LACORTE

Founders of PharmaNutra S.p.A.

### OUR APPROACH TO SUSTAINABILITY

In line with its vision and mission, the PharmaNutra Group joined the 2030 Agenda for Sustainable Development (the ‘Agenda’), considering how the company can contribute to the Sustainable Development Goals (SDGs) in a more direct way. Below are the material issues identified by the PharmaNutra Group associated with the relevant SDGs, demonstrating the contribution that Group companies can make towards achieving the SDGs.

1. ACQUA PULITA E IGIENE	7. ENERGIA PULITA E ACCESSIBILE	8. LAVORO DIGNO E CRESCITA ECONOMICA	9. INDUSTRIA, INNOVAZIONE E INFRASTRUTTURE	10. RIDURRE LE DISUGLIANZE	11. CITTÀ E COMUNITÀ SOSTENIBILI	12. CONSUMI E PRODUZIONE RESPONSABILI	13. AGIRE PER IL CLIMA	14. LA VITA SOTTACQUA	15. LA VITA SULLA TERRA	16. PACE, GIUSTIZIA E ISTITUZIONI FORTI
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		◆								
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		◆	◆		◆					◆

# What drives our growth

*"Always look ahead, never settle for less, never stop celebrating achievements, and continue to throw yourself whole-heartedly into new challenges."*

## ANDREA LACORTE

President and co-founder of PharmaNutra S.p.A.

This is the PharmaNutra spirit. A strong attitude more than a philosophy, which is reflected in and can be felt in all the company's figures and fields. PharmaNutra's growth path has always been - and will continue to be - based on three fundamental aspects: **people**, the **defence of its intellectual property** and **determination**.

Great businesses are great not only thanks to the efficacy of their products but above all for the value of the people who contribute to their development through their daily work and sacrifices. In an environment in which efficacy and innovation are the founding pillars of all activities, caring for people means paying attention to the dynamics of different working groups, but also demanding quality, professionalism and dedication.

**At PharmaNutra we believe in talent, but we believe even more in commitment and willpower, because the success of a business can be achieved only when it is able to guarantee a future, security, work and values for all its staff.**

As a company working in the health and well-being sector, the quality of our products and company processes is an indispensable value, to which we pay particular attention through a structured system of Quality Control and Assurance that governs all our activities at every level. **PharmaNutra S.p.A. is certified to SA 8000:2014 and UNI EN ISO 9001:2015.**











# RESEARCH & DEVELOPMENT



# Technological innovation

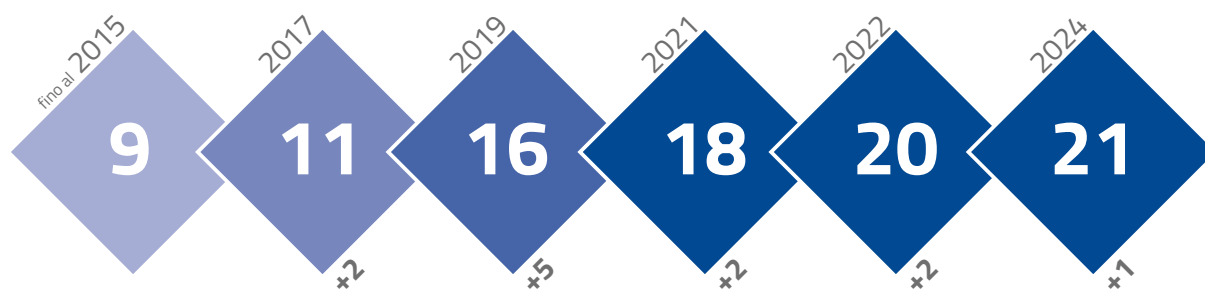
*"We began with an intuition: applying the knowledge acquired in food technologies to medicines. The further our scientific research progressed, the more our intuitions, supported by research and field work, became certainties. And today, those certainties are our patents."*

## GERMANO TARANTINO

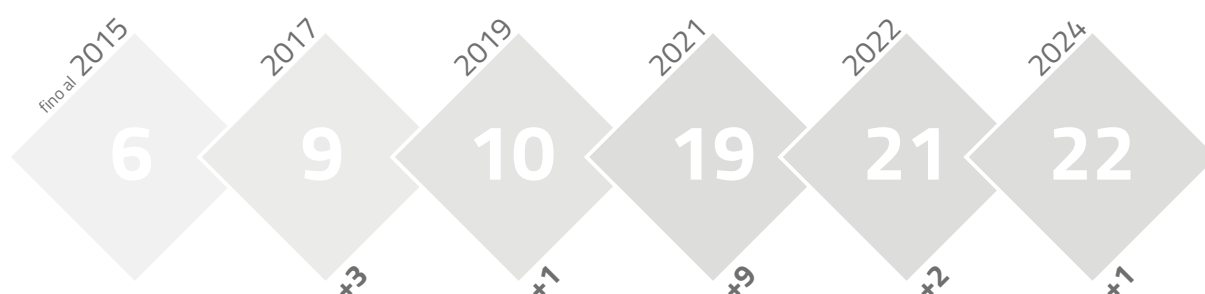
Chief Scientific Officer PharmaNutra S.p.A.

The R&D activities are the beating heart of PharmaNutra. The know-how acquired in years of scientific research, clinical trials and publications have allowed the Group's companies to obtain **21 patents** and control **20 raw materials** within the whole value chain, **held exclusively** on both the Italian and foreign markets. A unique value and an essential strategic asset, as well as the foundations on which we continue to work to build a future where scientific progress is at the service of collective well-being, understood as prevention and attention to health.

## CONTROLLED RAW MATERIALS



## GRANTED PATENTS



## THE GROUP'S R&amp;D SYSTEM

- ◆ **Scientific rigour**  
The protection of our intellectual property, patents and raw materials is the key to our uniqueness.
- ◆ **Innovation**  
Cutting-edge research and clinical trials constantly guide us in the development of new products and solutions.
- ◆ **Rapid development**  
Flexible interdisciplinary resources drive our development in a constantly changing world.

# Research and scientific cooperation

Scientific partnerships with top universities and academic institutes are a fundamental part of the company's growth. On one hand, they have allowed PharmaNutra to become increasingly aware of the quality and importance of its research, acquiring skills through dialogue and exchange of knowledge with sector experts. On the other, cooperating actively with research centres outside the company represents an important recognition of the scientific value of the Group.

## AMONG OUR KEY PUBLICATIONS:

### **Sucrosomial® Iron absorption studied by in vitro and ex-vivo models**

Fabiano A., Brilli E., Foglia S., Beconcini D., Carpi S., Tarantino G., Zambito Y.  
*European Journal of Pharmaceutical Sciences. 2018*

### **Effects of different regimens of iron prophylaxis on maternal iron status and pregnancy outcome: a randomized control trial**

Parisi F., Berti C., Mandò C., Martinelli A., Mazzalli C., Irene Cetin I.  
*The Journal of Maternal-Fetal & Neonatal Medicine. 2016*

### **Oral sucrosomial® iron versus intravenous iron in anemic cancer patients without iron deficiency receiving darbepoetin alfa: a pilot study**

Mafodda A., Giuffrida D., Prestifilippo A., Azzarello D., Giannicola R., Mare M., Maisano R.  
*Support Care Cancer. 2017*

### **Sucrosomial® Iron: A New Generation Iron for Improving Oral Supplementation**

Gómez-Ramírez S., Brilli E., Tarantino G., Muñoz M.  
*Pharmaceuticals. 2018*

### **Safety and efficacy of sucrosomial® iron in inflammatory bowel disease patients with iron deficiency anemia**

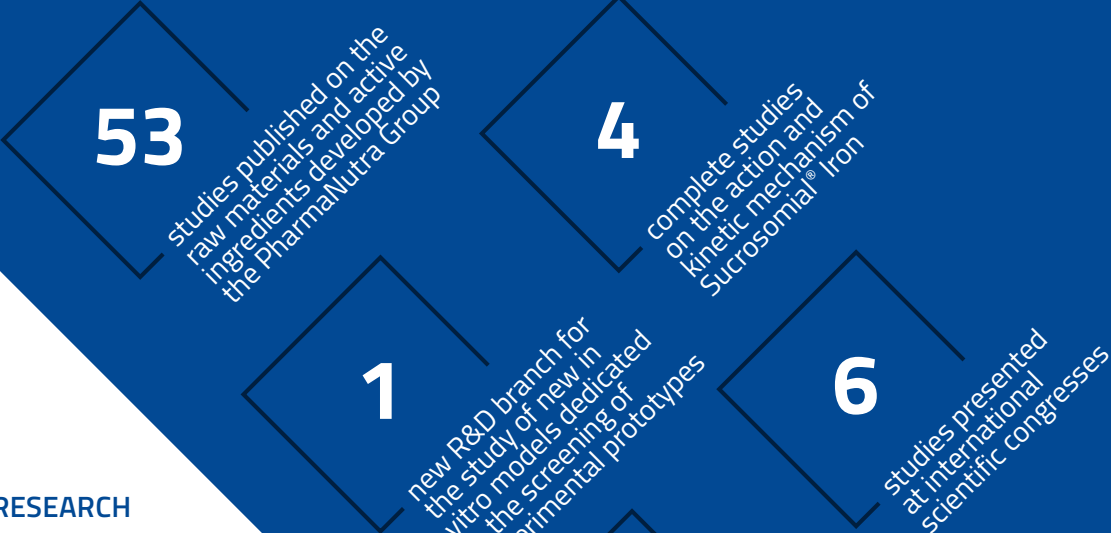
Abbati G., Incerti F., Boarini C., Pileri F., Bocchi D., Ventura P., Buzzetti E., Pietrangelo A.  
*Internal and Emergency Medicine. 2018*

### **Improved patient blood management and cost saving in hip replacement surgery through the implementation of pre-operative Sucrosomial® iron supplementation: a quality improvement assessment study**

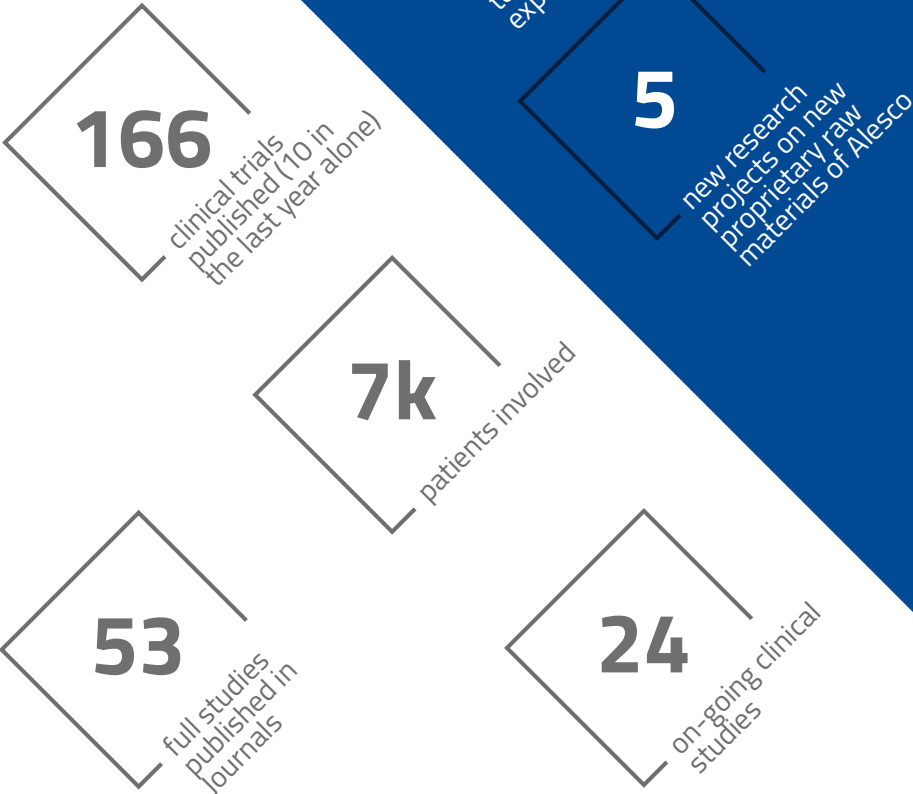
Scardino M., Di Matteo B., Martorelli F., Tanzi D., Kon E., D'Amato T.  
*International Orthopaedics. 2018*



BASIC RESEARCH



CLINICAL RESEARCH



# Sucrosomial<sup>®</sup> Technology

*"When scientific intuition meets courage and determination, great projects and great stories are born. But this only happens if we continue to invest in research to take our discoveries to the next step."*

## **ANDREA LACORTE**

President and co-founder, PharmaNutra S.p.A.

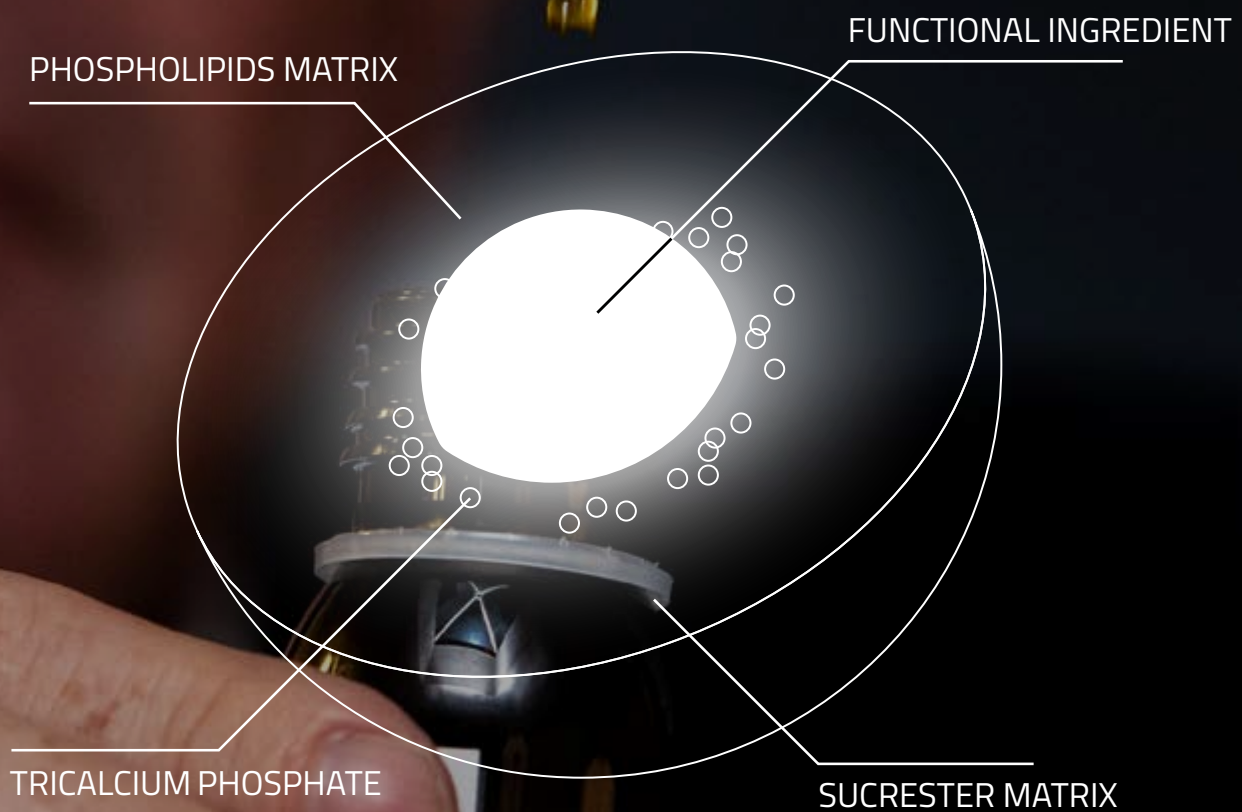
Sucrosomial<sup>®</sup> Technology was developed to solve a concrete problem found in millions of people worldwide. Iron deficiency anaemia is the most common nutritional disease, and most existing martial therapies are highly limiting, on one hand due to the significant associated side-effects and on the other to the known difficulties the body has in absorbing iron.

In 2010 PharmaNutra deposited the Sucrosomial<sup>®</sup> Technology patent, a unique and innovative delivery system that, in less than a decade, has revolutionised the therapy sector and, generally, the mineral-based supplements market.



**Is it possible to improve iron and minerals to make them more bioavailable and, above all, absorbable, without risks to health?**

Food technologies were the inspiration and starting point: a phospholipid structure able to protect the element while also increasing its absorption. From here began the scientific procedure which, under the supervision of Dr. Andrea Lacorte and Dr. Germano Tarantino, led to the development of many in-vitro studies, clinical research, analyses, comparisons, publications, up to the definition of the first Sucrosomial® structure applied to iron.



**Sucrosomial® Iron has been described as the most innovative oral iron in numerous consensus papers.**

The Sideral® r.m. (Sucrosomial® Iron) patent underlying the nutritional supplements in the SiderAL® line, marks a significant turning point in the treatment of iron deficiency (sideropenia). The number of studies and publications in Italy and abroad confirming its validity and efficacy continues to increase. In 2016 Sideral® r.m. was voted "Readers Ingredient of the Year" by the famous, authoritative industry journal Nutraingredients.com.

Its success in the medical and commercial field has allowed PharmaNutra to invest new resources to refine and further improve Sucrosomial® Technology, which today is successfully applied not only to iron but also to many other minerals that are essential for the human body: magnesium, zinc, selenium, iodine, calcium and chromium.

# The Sucrosomial® Technology of the future...

PharmaNutra has already begun to develop second-generation Sucrosomes®: new and advanced delivery systems that are able to enhance an increasing number of elements. So not only minerals but also vitamins and phytoextracts, aiming to improve the tolerability, bioavailability and absorption of these nutrients, which in future will play an increasingly central role in the pharmaceutical, nutraceutical and food market.



# The innovation of Cetylated Fatty Acids

*"We have always worked in close contact with the sports world, we ourselves are sportsmen and Cetilar® was developed to offer an effective and practical response to problems we faced first-hand!"*

## **ROBERTO LACORTE**

CEO and co-founder, PharmaNutra S.p.A.

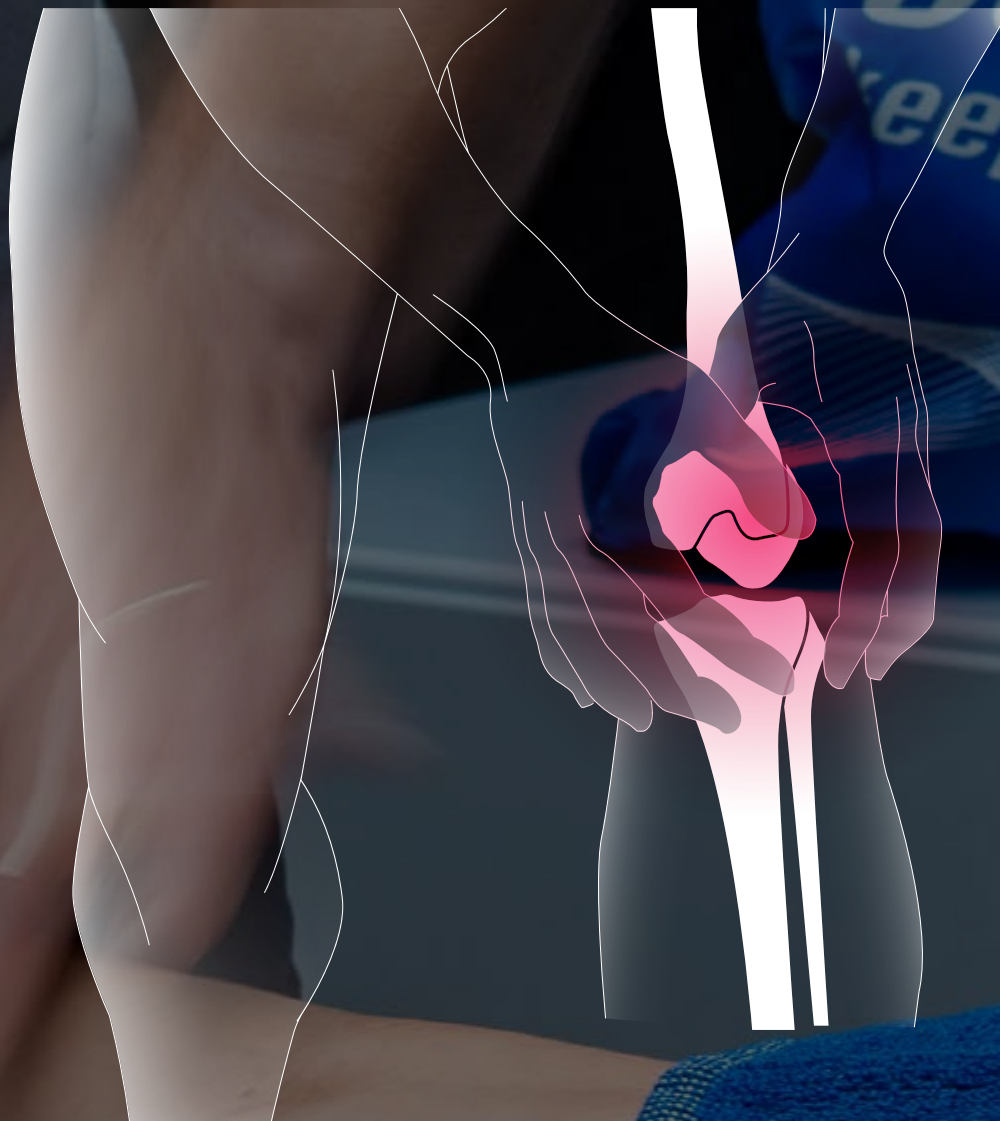
In recent years PharmaNutra has invested significantly in research to develop new formulations able to effectively respond to problems relating to the treatment of musculoskeletal conditions. The idea comes from our constant dialogue with many professionals in the sports and physiotherapy world, constantly looking for valid and easy-to-use natural products for motor recovery and muscle and joint well-being. In 2015 the company developed Cetilar® r.m., the innovative patent behind the products in the Cetilar® range, launched on the market in October 2016. In 2022, in addition to Cetilar® r.m. comes Lipocet®, a novel food made with cetylated esters of fatty acids created for the development of oral formulations for muscle and joint well-being.

### **Cetilar®, a natural aid for joint physiology**

Cetilar® r.m. is a complex of highly concentrated Cetylated Fatty Acids (7.5% CFAs) that stabilise and lubricate the cell membranes to restore the joint liquid, ensuring normal flexibility and mobility of joints, muscles and tendons. The CFAs, obtained from the reaction of natural fatty acids with Cetyl Alcohol, rapidly and effectively pass through the skin barrier, which is normally impermeable to many of the active ingredients contained in the topical formulations available on the market today. This mechanism not only restores the functions of the damaged membrane, but also rapidly reduces joint and musculoskeletal pain.







### Lipocet<sup>®</sup>, the evolution of Cetylated Fatty Acids

2022 was the year of Lipocet<sup>®</sup>, the innovative cetylated fatty acid-based novel food developed and patented by PharmaNutra. The classification of CFAs as Novel Foods represents a fundamental strategic asset for the Group, which therefore focuses on the research, development and marketing of new oral solutions for musculo-skeletal well-being. September 2022 saw the market launch of Cetilar<sup>®</sup> Oro, the first food supplement in oral suspension based on cetylated esters (CFA).



In 2020 the Cetilar<sup>®</sup> products obtained **Play Sure Doping Free** certification from the *No Doping Life* association, in technical partnership with *Bureau Veritas Italia*. The **Play Sure Doping Free** seal certifies the products as free of any substance considered potentially doping and are therefore particularly suited to sports people of any level.





# BUSINESS MODEL





# In the heart of the territory

*“PharmaNutra is the combination of R&D activities of the highest level, with a strong commercial attitude. This translates into great deployment, the ability to concretely implement an idea and obtain a tangible result.”*

## CINZIA CORASINITI

Commercial Director PharmaNutra S.p.A.

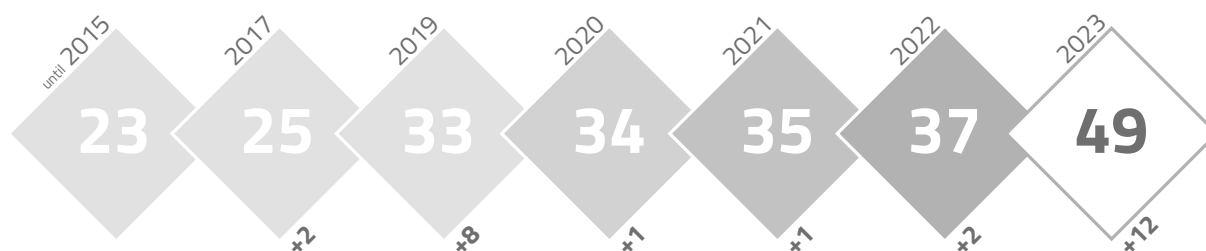
Innovation, scientific competence and the defence of intellectual property: These company values are reflected in its sales structure. A business model created on the basis of the special features of the domestic market, but which has rapidly and effectively adapted to international needs.

The PharmaNutra Group works on the Italian market **through its own network of over 154 PSRs (Pharmaceutical Sales Representatives)**, who are the company's real driving force in the country. An extensive yet flexible structure, divided into three dedicated selling lines: Primary, Supportive and Nutrition.

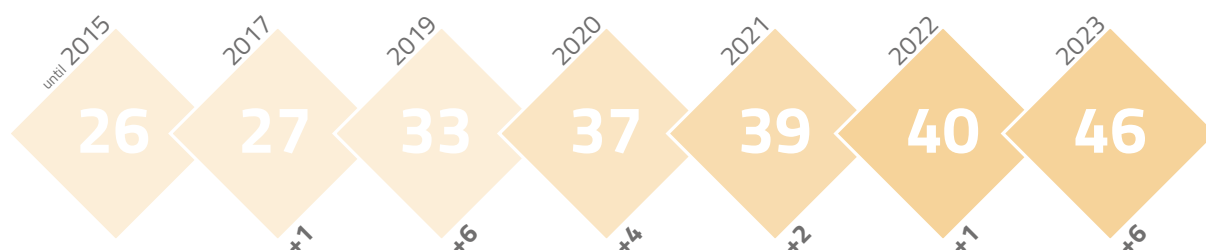
The traditional distribution channels will be joined by a **proprietary online store** from 2023, dedicated to the direct sale of Cetilar® and Cetilar® Nutrition brand products.



## PRODUCT PORTFOLIO EVOLUTION



## REGISTERED TRADEMARKS



## AN APPROACH DRIVEN BY MARKET PERFORMANCE, BUT BASED ON...

### Flexibility and reactivity

These characteristics have led to the integration of remote information and sales tools, thus developing a new sales system able to capture the changing needs of the market. Using high-tech information tools, the network is able to exploit the synergies created by the physical distribution activities and the tools for online activities, to meet the needs of doctors and pharmacies rapidly, efficiently and without barriers.

### Continuous training

Professional growth is guaranteed by a system of continuous training of professional figures, monitoring their performance and scientific knowledge. The ISC figure is central to the dissemination of medical information and the product distribution system, and their professionalism in the field is one of the company's founding values. Further supporting the activities in the territory, the in-house Customer Care department monitors the developments of the national market to strengthen and support the sales network. This organisational model has led to the development of one of the key factors of success of PharmaNutra products: increasing doctors' loyalty and directly managing the pharmacies and the distribution network.

### Competitive Time-to-Market

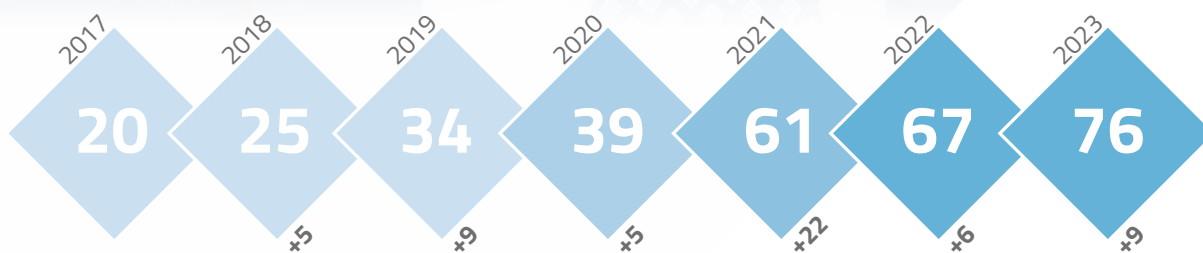
It can only be guaranteed through rigorous scientific research, high quality standards and innovative proprietary technologies. These factors have allowed the PharmaNutra Group to launch 12 new products on the Italian market in the last three years, consolidating its leadership in the iron-based therapy market and strengthening its presence in the mineral-based nutritional supplements sector, as well as that of medical devices for joint and muscle recovery.



*“PharmaNutra continues its internationalisation programme; every day our partners help us to exploit the huge potential for development on foreign markets”.*

**CARLO VOLPI**  
Chief Operating Officer, PharmaNutra S.p.A.

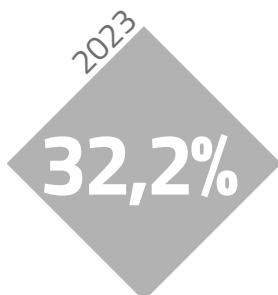
**SIGNED CONTRACTS**



**NUMBER OF COUNTRIES**



**INCIDENCE OF EXPORT TURNOVER**



# International development

PharmaNutra is present on foreign markets with a **flexible and innovative business model**, based on a consolidated network of top-class distributors. The company began developing foreign markets in 2013 and recorded constant growth right from the start.

The Group's products are currently distributed in **76 countries around the world**, including Europe, Asia, Africa and America, thanks to a network of 44 carefully selected sales partners. These are growing and structured companies which base their own business on innovative, high-quality products, sound scientific research and a sales structure that is as close as possible to the values of PharmaNutra.

As part of new international growth strategies, two new wholly owned subsidiaries have been established: **PharmaNutra USA** and **PharmaNutra España**. In 2023, the marketing of PharmaNutra-branded nutritional supplements and medical devices began in the United States, both through online e-commerce channels and through direct distribution in the territory. As for the Spanish market, sales are entrusted to selected exclusive agents and distributors who operate directly in the territory.

## OUR NEXT GOALS

- ◆ Consolidation of sales growth with existing partners
- ◆ Cross-selling and expansion of the product portfolio in countries with consolidated partners
- ◆ Launch of sales activities in the countries where agreements were signed in the last year
- ◆ Development of foreign subsidiaries in the American and Spanish markets
- ◆ Strengthening of cross-border e-commerce strategies in China

# PHARMANUTRA branded products

## SIDERAL® RANGE

Nutritional supplement containing Sucrosomial® Iron (Sideral® r.m) and vitamins, aimed at treating dietary deficiencies or when higher organic levels of these nutrients are required. Sucrosomial® Iron contained in SiderAL® products reduce the side-effects commonly associated with other types of iron, ensuring better absorption, high tolerability and efficacy.



**SIDERAL® PRODUCTS ACCOUNT FOR 71,1% OF TURNOVER**



## INTERNATIONAL SIDERAL® RANGE



## APPORTAL® RANGE

Nutritional supplements containing Sucrosomial® minerals, vitamins and amino acids, designed for everyday well-being and as a support for the immune defences.

Developed from a unique and patented technology, Sucrosomial® Technology, which increases the absorption and tolerability of nutrients, Apportal® products help support the immune system, normal muscle function, bone health and the body in general.



Dietary supplement containing 19 micronutrients



Nutritional supplement with vitamins, Sucrosomial® minerals, amino acids, and coenzyme Q10

## APPORTAL® ACCOUNTS FOR 8.1% OF TURNOVER

## OTHER PRODUCTS

Nutritional supplements and OTC products intended to make up for dietary deficiencies or increased organic nutrient requirements, or simply to ensure everyday health and well-being, from early childhood to adulthood.



100% Sucrosomial® Magnesium to promote the absorption of magnesium..



Based on vitamin K2 and vitamin D3 to promote calcium absorption and its fixation at bone level.



Based on EPA and DHA, to provide an additional amount of nutrients useful for preventing cardiovascular disorders.



Based on Algal Calcium, Vitamin K2 and Vitamin D3, useful for promoting the physiological functions of bone tissue.



Based on Sucrosomial® Iron, folic acid, vegetable DHA, 9 vitamins and 8 microelements specific for pregnant women.



Disposable cotton wipes with Chamomile, Cornflower, Zantane and Vitamin E extracts for daily eye care and hygiene.



Based on Vitamin D, Vitamin E, DHA, phospholipids and beta-palmitic acid, to support the immune system and skeletal development.



### DOLOMIR® RANGE

Medical devices containing myrrh extract, to protect the ear canal and the oropharyngeal mucosa.

**DOLOMIR®**  
OTO

**DOLOMIR®**  
GOŁA

### LACTOZEPAM® RANGE

Nutritional supplement containing Lactium® (hydrolysed milk proteins) and Vitamin E, designed as a natural response to anxiety and sleep disorders.

**Lactozepam®**

**Lactozepam®**  
*Forte*

**Lactozepam®** ORO

### PRESCRIPTION PRODUCTS

Ribomicin 0.3% is an ophthalmic broad-spectrum antibiotic containing Gentamicin, available in three formulations: eye drops, single dose solution and ointment.

**Ribomicin 0,3%**  
Collirio, soluzione  
**Gentamicina**

**Ribomicin 0,3%**  
Collirio, soluzione  
monodose da 0,5 ml  
**Gentamicina**

**Ribomicin 0,3%**  
unguento oftalmico  
**Gentamicina**



## CETILAR® RANGE

Medical devices for topical use and food supplements containing Cetylated Fatty Acids (CFAs) for joint and motor recovery in osteoarthritic joint conditions.

Cetilar® products are suited for treating contusions, strains, distortions, contractures and joint traumas generally.



**CETILAR® PRODUCTS ACCOUNT FOR 10% OF TURNOVER**

## CETILAR® NUTRITION RANGE

Cetilar® Nutrition is a complete range of dedicated products for the nutrition and well-being of athletes, designed for those seeking innovative, effective and safe solutions to improve their athletic performance. Supporting the needs of the body engaged in intense sports performance, promoting the intake of essential nutrients and ensuring a reliable source of energy before, during and after physical activity: this is the goal of the Cetilar® Nutrition branded products.

**Cetilar**  
NUTRITION

\* FEED  
YOUR  
PERFORMANCE

RACE GEL

Caffeine-free carbohydrate gel

RACE GEL CAF

Carbohydrate gel with caffeine

ENDURANCE GEL

Carbohydrate gel with caffeine

RACE CARB CAF

Carbohydrate powder with caffeine

ENDURANCE CARB

Caffeine-free carbohydrate powder

RACE BAR  
CHOCOLATE

Protein-energy bar

RACE BAR  
CHEESE + PEAR

Protein-energy bar

RACE BAR  
SALTED PEANUT + CRANBERRY

Protein-energy bar

RECOVER

Powder pack for athlete recovery

HYDRAL

Rehydration stick

SHIELD

Powder pack for complete body protection

REST

Athlete rest tablets





# ALESCO branded products

## PROPRIETARY RAW MATERIALS (ACTIVE INGREDIENTS)

Sucrosomial® macronutrients, micronutrients and phytoextracts. The innovative phospholipid membrane patented by Alesco and PharmaNutra allows elements to cross the gastric environment without reacting with the mucosa and other nutrients, to be absorbed directly in the blood flow.



## OTHER TECHNOLOGIES



Vegetable glucosamine for healthy joint cartilage.



Microencapsulated phytosterols that protect the heart and keep cholesterol values in check.



Myrrh extracts, with a systemic anaesthetic and local analgesic effect and antiseptic and antibacterial properties.



Complex of cetylated fatty acids (CFAs) developed to restore joint liquid, ensuring normal flexibility and mobility of joints, muscles and tendons.



Obtained by natural fermentation with Monascus Purpureus yeast, the Monacolin K contributes to the maintenance of normal blood cholesterol levels.

## RAW MATERIALS UNDER EXCLUSIVE LICENSE IN ITALY

Active ingredients and raw materials marketed by Alesco for the pharmaceutical, nutraceutical and food industry.





**A K E R N**

Science in body composition

## branded products

Non-invasive Diagnostic instruments and medical software for monitoring body composition using bioimpedance techniques.

### DIAGNOSTIC INSTRUMENTS

NUTRI | **LAB™**

BIA**101** | BIVA<sup>®</sup>  
P R O

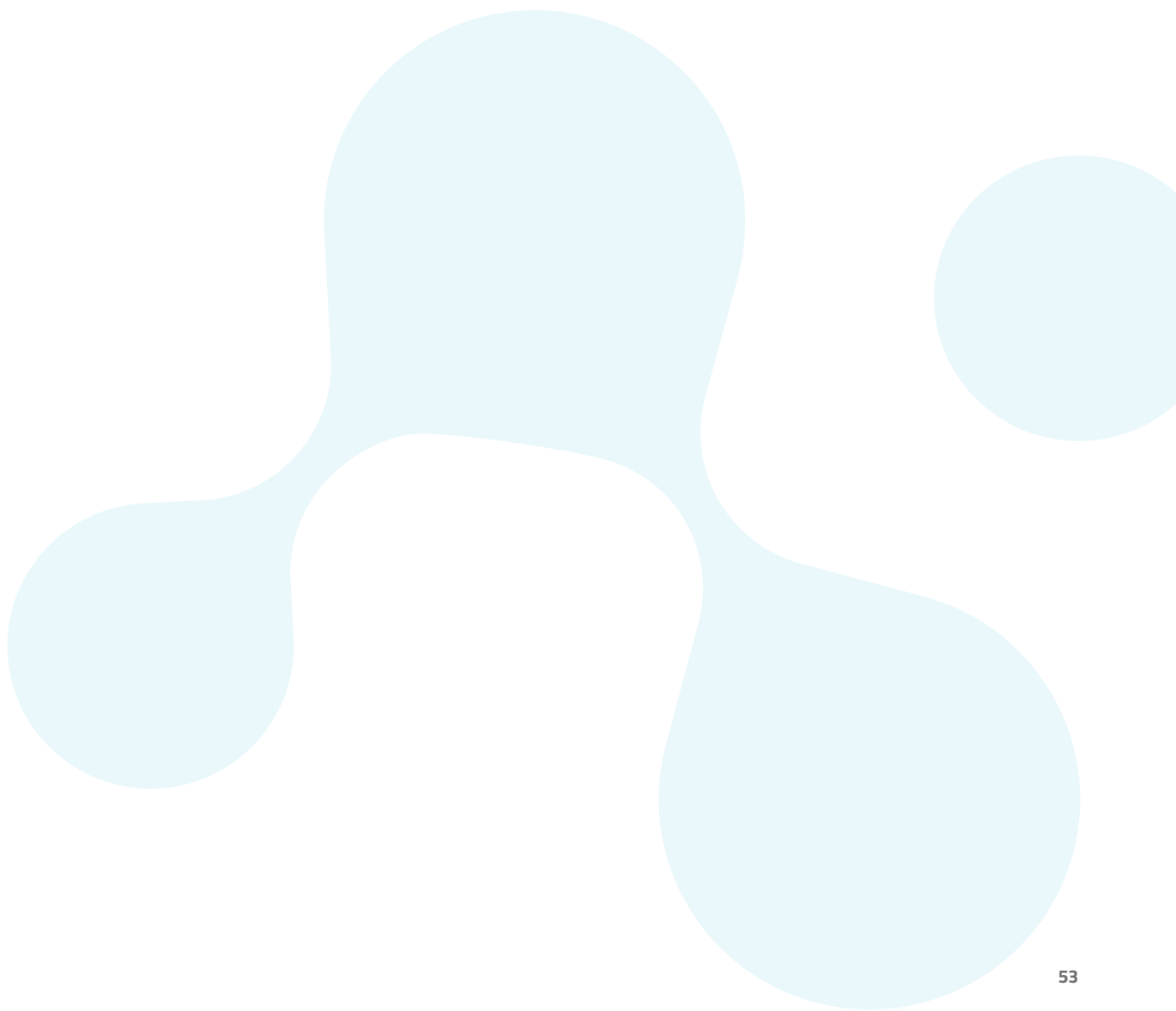
BIA**101** | MED

### MEDICAL SOFTWARE

**HBO** | **HOSPITAL  
BODYGRAM**

| **BODYGRAM**  
DASHBOARD









# COMMITMENT



# Our commitment, our passions

*“Sport is in our DNA. Determination, entertainment as well as education and respect. These are the values that sport teaches us and are those on which life in the company is based, every day”.*

## ANDREA E ROBERTO LACORTE

Founders of PharmaNutra S.p.A.

### THE COMMITMENT TO SPORT, TO CONCRETELY AND TANGIBLY SHARE THE PRINCIPLES DRIVING THE COMPANY

The bond between PharmaNutra and the sports world is inseparable. Two worlds, driven by the same principles: determination, passion, growth, but also team playing, inclusion and, above all, goals. Through its constant support for sporting activities and events, PharmaNutra aims to promote sociality, the territory and attention to the environment, as well as a healthy, active lifestyle.









# Sports sponsorships



## Main Sponsor

CALCIO



## Pre-match & Medical Partner



## Official Supplier

VELA



FIV  
FEDERAZIONE  
ITALIANA  
VELA

## Medical Partnership

FOOTBALL



BASKET



VOLLEY



## CETILAR ACADEMY PROJECT

**Cetilar Academy** is a new project through which **PharmaNutra supports the athletic, professional, and personal growth of future sports talents** engaged in amateur excellence societies, including promising motorsport talents from the Kart Republic team and young soccer players from the Parma-based club U.S. Arsenal.



EVENTS SPONSORED BY THE PHARMANUTRA GROUP



“Human Performance” comes from the partnership between the Cetilar® brand and the Luna Rossa Prada Pirelli Team. This training path was designed to improve the physical and mental performance of the Luna Rossa crew, supported by a top-level scientific team that, with the support of Cetilar®, will monitor the crew’s athletic training up to the America’s Cup 2024 in Barcelona.



Obiettivo3 is a project promoted by champion Alex Zanardi to recruit, launch and concretely and economically support disabled persons wishing to take up a sport. Since 2019, PharmaNutra, through the brand Cetilar®, has been supporting Obiettivo3 athletes, through the purchase of new handbikes and funding for participation in sports events.



# Support to research and scientific dissemination

*“Scientific partnerships with universities and research institutes have been fundamental for the growth of the company. Without them, we would not be here, and this is why we are committed to return value to the healthcare and science world”.*

## **ANDREA LACORTE**

President and co-founder, PharmaNutra S.p.A.

## **MAKING A DIFFERENCE IN THE HEALTH AND INNOVATION WORLD MEANS:**

### **SHARING SCIENTIFIC KNOWLEDGE AND VALUES**

Right from its establishment, the Group has always invested in research and scientific dissemination projects. With the involvement of doctors, specialists and researchers in international conferences, PharmaNutra is committed to raising awareness and updating the scientific world on the issue of iron deficiency and related diseases. In addition to this commitment, we also support the organisation of many CME courses reserved for the medical profession.





## **BELIEVING** IN THE FUTURE AND IN OUR TALENTS

Training is one of the key pillars for the future: PharmaNutra is working to launch a professional academy project, in partnership with Italian universities, to recruit young talents in the company. Furthermore, the private cellular biology and pharmaceutical technique laboratories at the new headquarters will be at the disposal of the partner universities for new medical and pharmacological studies and research.





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