

PHARMANUTRA TAKES CENTRE STAGE AT THE “HEALTHCARE FORUM” AT THE BORSA ITALIANA

During the opening of the first edition of the “Healthcare Forum”, Vice Chairman Roberto Lacorte told the success story of the Group hailing from Pisa, a year on since its listing

Pisa, 5 July 2018 - Pharmanutra S.p.A. (Aim Italia - Ticker PHN), a leading nutraceuticals company in the dietary iron supplements sector, was a key player at the first edition of the “Healthcare Forum” organised by the Borsa Italiana, and the industry associations Assobiomedica and Farindustria. The forum acted as an opportunity to meet listed companies and the financial community to analyse key sector trends and understand the opportunities provided by listing. In his speech during the round table that also included other top managers of pharmaceutical groups, vice chairman Roberto Lacorte confirmed Pharmanutra’s very positive experience, almost a year since the Group was listed.

Founded by brothers Andrea and Roberto Lacorte in 2003 with the intention of developing nutraceutical products and cutting-edge medical devices, Pharmanutra soon proved to be an entrepreneurial success story, characterised by continuous industrial and economic growth, culminating with its listing on the stock exchange on 18 July 2017.

Almost 12 months on since its debut on the stock exchange, the Group has improved its market value, with capitalisation increasing by over 50% (from 89 million euro* to 142.7 million euro**), and an appreciation of the share price of over 40%***, guaranteeing its initial investors returns that are today 80% greater than on the first day of trading (*calculated by combining shares and warrants, the latter exercised no later than September 2017 at their highest value*). 2017 proved to be a year of huge developments, as is evident from the financial year figures: revenues of 37.8 million euro (a 15.3% increase vs 2016), EBITDA equalling 9.5 million euro (+26.3%) and a net profit of 6 million euro (+56.6%).

2018 has also got off to a strong start and suggests potential for very positive trends, both in terms of economic fundamentals and in product development in Italy and further afield. The May 2018 sales figures also confirm this, with Pharmanutra breaking a new record in improving on the previous year: a 20% increase in Italy and a 48% increase in sales in foreign markets.

Roberto Lacorte, vice chairman of Pharmanutra, said: “We are very happy with our first year on the stock exchange, *during which we have helped to increase value for the benefit of our shareholders, and we have been able to more extensively make our business known within the global financial community. Proof of this is that, Pharmanutra, as well as wishing to bolster its growth in foreign markets where it is already present (38 countries around the world), has a focus on making its way into new strategic countries, such as the United States, France, Germany, the UK, Pakistan and India. Our commitment lies in continuing our development, which is based on intense research and development activities, the key to our products’ success*”.

**The figure includes the valuation of 2,000,000 unlisted Price Adjustment Shares on the first day of trading, subsequently converted into ordinary shares.*

***The figure for Pharmanutra's capitalisation is updated as of 4 July 2018 (source: Borsa Italiana)*

****The value is calculated by comparing the price of the subscription of convertible bonds issued by the pre-booking company Ipo Challenger 1, equalling 10 euro, with the stock's closing price on 4 July 2018*

PharmaNutra S.p.A.

Founded and led by Chairman Andrea Lacorte and Vice Chairman Roberto Lacorte, PharmaNutra is a Pisa-based enterprise created in 2003 to develop nutraceutical products and innovative medical devices. Representing Italian pharma excellence, the company is present in 38 countries, has 50 direct employees, of which 9 researchers, and a network of 150 single-mandate sales representatives and collaborates with, among others, the Universities of Pisa, Milan, Brescia, Modena, Verona, Barcelona and Brisbane. PharmaNutra is the European mouth-dispersible iron supplement leader with the patented SiderAL product, which in Italy has a 50% market share of the OTC oral iron market. Cetilar was launched on the market in 2017, a formula entirely patented and produced by PharmaNutra, testament to the high quality scientific research undertaken by the Tuscan enterprise.

<http://www.PharmaNutra.it>

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