

## PHARMANUTRA SIGNS A NEW AGREEMENT IN SWITZERLAND AND STRENGTHENS ITS CENTRAL EUROPEAN PRESENCE

***Agreement signed with the giant Fresenius Kabi to distribute its Sucrosomiale® Iron-based products in Switzerland.***

Pisa, 1 October 2018 – **Pharmanutra S.p.A.**, nutraceutical company leader in the iron nutritional supplements sector, listed on the AIM Market Italy, notifies that it has signed an agreement with Fresenius Kabi Switzerland, company belonging to the German multinational Fresenius Kabi specialized in medicinal products for infusion, transfusion and clinical nutrition, used to cure critical patients or those affected by chronic diseases. Thanks to this partnership, Pharmanutra strengthens its Swiss market presence. It will start distribution of Sucrosomiale® Iron-based products at the start of 2019 with the first two products, to be joined by another two during 2020.

This agreement is strategic for Pharmanutra, further consolidating its presence in Central Europe. An important step. Not only for its choice of international partner with which it already collaborates in other Countries. Above all, because Switzerland is recognised as one of the most important markets for the iron sector, both scientifically and commercially. Fresenius Kabi is a global giant, leader in the nutrition and infusion therapy fields. For Pharmanutra it is a partner of absolute reference, in order to gain a rapid foothold in the Swiss market; as is happening in the new foreign Countries where the Group has started distribution.

The figures of the first half 2018 have, in fact, confirmed how the Sideral® brand products have recorded considerable growth in revenue terms (+25%). In the first six months of the year, the Pharmanutra Group further strengthened its position on international markets, with turnover up 44.3% (from 3.4 million to 5 million Euro). Results further acknowledging the quality of Sideral products. Above all, confirming the scientific effectiveness of the sucrosomiale® technology with which the Group is about to enter the Swiss market with great prospects.

**Andrea Lacorte, Chairman of Pharmanutra, comments:** *“We are implementing an important new strategic and commercial alliance that will enable us, through a primary partner, to strengthen a very significant market for the iron sector. By combining the scientific innovation of Sucrosomiale® Iron with capillary distribution all over Switzerland, we will soon have very positive returns in sale terms”.*

**PharmaNutra S.p.A.**

*Founded and led by Chairman Andrea Lacorte and Deputy Chairman Roberto Lacorte, Pharmanutra was established in Pisa in 2003 to develop nutraceutical products and innovative medical devices. An excellence in the Italian pharma landscape, the company is present in 38 countries worldwide, has 50 direct employees, including 9 researchers, has a network of about 150 single-mandate sales representatives and cooperates, among others, with the Universities of Pisa, Milan, Brescia, Modena, Verona, Barcelona and Brisbane. Currently Pharmanutra is leader in Europe in iron-based supplements with SiderAL, a patented product with a share of 50% in terms of value of the OTC oral iron market in Italy. The year just ended saw the launch in the market of Cetilar, a preparation patented and produced entirely by Pharmanutra, which is evidence to the high quality of the scientific research conducted by the Tuscan company.*

<http://www.PharmaNutra.it>

*For Information:*

**PharmaNutra S.p.A.**

Via Delle Lenze, 216/b  
56122 Pisa  
Tel. +39 050 7846500  
Fax +39 050 7846524  
[investorrelation@PharmaNutra.it](mailto:investorrelation@PharmaNutra.it)

Nomad & Specialist

**CFO SIM S.p.A.**

Via dell'Annunciata 23/4  
20121 Milan  
Tel. +39 02 303431  
[ecm@cfosim.com](mailto:ecm@cfosim.com)

Press Office

**Spriano Communication&Partners**

Via Santa Radegonda, 16  
20121 Milan  
Tel. +39 02 83635708  
Matteo Russo - Cristina Tronconi  
Mob. +39 347 9834881  
+39 346 0477901  
[mrusso@sprianocommunication.com](mailto:mrusso@sprianocommunication.com)  
[ctronconi@sprianocommunication.com](mailto:ctronconi@sprianocommunication.com)