

## PharmaNutra S.p.A.: the food supplement market is growing in Italy and SiderAL® Forte 20 capsules is the most sold nutritional supplement in the country.

*Pisa, 8<sup>th</sup> January 2020* - The new year has started in the best way possible for PharmaNutra S.p.A. (Aim Italia-Ticker PHN), the pharmaceutical company founded in 2003 by the brothers Andrea and Roberto Lacorte, leader in the oral iron products sector and that had already lived a 2019 full of novelties and successes.

According to the latest market IQVIA source figures\* formalised by FederSalus - main reference point for the companies and organisations operating in the food supplement sector - referred to October 2019, SiderAL® Forte 20 capsules, a Sucrosomial® Iron and Vitamin C based nutritional supplement, is the market's number one product for both MAT (*Moving Annual Total*, expressing the sales made in the last mobile year) and YTD values (*Year To Date*, that is sales made up to that moment in the calendar year).

This is a very important result highlighting how the SiderAL® products based on Sucrosomial® Iron - a patent of Alesco Srl, a PharmaNutra Group company - have conquered important market shares and have obtained important scientific results.

In general, as reported by FederSalus based on the IQVIA source results, in the first 10 months of 2019, the nutritional supplement market showed a +3.5% trend and a 2% volume increase in consumption. Compared to the same month in 2018, changes at October 2019 were +4.6% in value and +3.3% in volume.

*“The IQVIA source figures published by FederSalus are really very positive, but not a surprise for those like us who have always believed in the revolutionary capacity of our Sucrosomial® Technology and the products made with it”, declares the President of PharmaNutra S.p.A. Andrea Lacorte. “For several years now, the international scientific community studies and publications have been acknowledging the value of our patent. So the next step could only be a market success, now a reality”.*

\*The figures refer to the total of distribution channels (source IQVIA).

**PharmaNutra S.p.A.**

*Founded and led by the President Andrea Lacorte and Vice President Roberto Lacorte, PharmaNutra was established in 2003. It develops unique nutritional supplements and innovative nutritional devices, handling the entire production process, from proprietary raw materials to finished product. The efficacy of the products has been demonstrated with a wealth of scientific evidence, with 92 studies published involving more than 7000 subjects. The Group distributes and sells its products in Italy and abroad. In Italy, products are sold through a network of 140 Pharmaceutical Representatives serving doctors and also exclusively selling PharmaNutra products to pharmacies throughout Italy. Products are sold in over 50 countries abroad, through 34 partners selected from among the finest pharmaceutical companies. PharmaNutra leads the market in the production of iron-based nutritional supplements under the SiderAL® brand, where it boasts a number of important patents on Sucrosomial® technology. Over the years, the Group has developed a precise strategy for the management and production of intellectual property, founded on the integrated management of all the various elements: proprietary raw materials, patents, brands and clinical evidence.*

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