

PHARMANUTRA S.P.A.: FIGURES FOR THE FIRST QUARTER 2020 GROWING

The pharmaceutical group recorded a significant +15% on the Italian market in the first three months of the current year, thanks especially to the sales performance of the brands SiderAL® and ApportAL®. Foreign sales are uninterrupted too, despite the COVID-19 emergency.

Pisa, 3rd April 2020 - The positive trend continues for [PharmaNutra S.p.A.](#) (Aim Italia-Ticker PHN), The pharmaceutical company, leader in the iron-based nutritional supplements and already present in over 50 countries, published its 2019 financial statements figures last week highlighting consolidated revenue figures up 15% compared to the previous financial year.

Important numbers, then confirmed by the **sales figures for the first quarter 2020** - just as positive and showing a double-digit growth against the previous year - referred to the Group's two companies active in commercialising nutritional supplements and medical devices PharmaNutra S.p.A. and Junia Pharma S.r.l. In general, **total volume sales on the Italian market in the first three months of the current year** were 748,803 pieces compared to 653,434 in the previous year, showing a **significant +15%**. Results of the excellent performance of a sales force promptly reorganised in smart-working to deal with the emergency caused by the spread of COVID-19.

The company confirmed **the positive trend of the brand SiderAL®**, created thanks to an innovative, patented Sucrosomial® Technology, an efficient action mechanism that has enabled PharmaNutra to overcome the limits and problems caused by administering oral iron, a mineral with reduced absorption and low gastrointestinal tolerability. As reported by FederSalus, based on January IQVIA data¹ related to the food supplement market, **SiderAL® was the most sold nutritional supplement in Italy** for the fourth month running, with a **10% increase** compared to the same period last year.

Total volume **sales in Italy in the month of March** (290,777 pieces) grew **10%** compared to March 2019; with a significant contribution from ApportAL®, the first nutritional supplement combining the properties of 5 Sucrosomial® Minerals (iron, selenium, zinc, iodine, magnesium), vitamins, amino acids and plant extracts. And also, thanks to the sales communication campaign active all over the country in recent weeks, **ApportAL® has recorded a significant +22%** compared to March 2019.

¹ The figures refer to the total of distribution channels (source IQVIA).

Foreign market **sales are also progressing uninterrupted** with very positive figures: the growth in sales volumes in the first quarter 2020 is even higher than the Italian market and goes beyond Group expectations, whereas orders for the second quarter have all been confirmed.

“To keep on growing at a double-digit rate in a complicated moment like the present one shows strength, cohesion and an uncommon feeling of company belonging for which we are especially proud”, declares the President Andrea Lacorte. “Pride, I want to stress, that has nothing to do with the excellent first quarter 2020 figures, but with the fact that it is thanks to these solid values that we were able to take a number of actions to support the National Health System, badly hit by this emergency and to which we are very close”.

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 112 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.

PharmaNutra.it

For information:

PharmaNutra S.p.A.

Via Delle Lenze, 216/b
56122 Pisa
Tel. +39 050 7846500
investorrelation@pharmanutra.it

Internal Press Office
press@calabughi.com

Nomad CFO SIM S.p.A.

Via dell'Annunciata, 23/4
20121 Milan
Tel. +39 02 303431
ecm@cfsim.com

Press Office Spriano Communication & Partners

Via Santa Radegonda, 16
20121 Milan
Tel. +39 02 83635708

Matteo Russo
mrusso@sprianocommunication.com
Cristina Tronconi
ctronconi@sprianocommunication.com