

## PHARMANUTRA S.P.A.: REVENUE INCREASES +17% IN THE FIRST HALF OF 2020.

**The Group climbs the annual IQVIA ranking in number of products sold, coming twelfth out of more than 1700 Italian companies in the nutraceutical sector.**

Pisa, 14<sup>th</sup> July 2019 - [PharmaNutra S.p.A.](#) (Aim Italia-Ticker PHN), Tuscan pharmaceutical company leader in the iron-based nutritional supplements sector listed on the AIM Italia Market, keeps on growing and consolidating in Italy and abroad, as preliminary consolidated revenue figures for the first half of 2020 show<sup>1</sup>.

In the first six months of 2020, the PharmaNutra Group recorded **consolidated revenue for about €29 million**, compared to 25 million in the same period last year, with a **+17% compared to the first half of 2019**. The total, detailed results will be circulated after the Board of Directors' meeting called to approve the interim financial statements on 14<sup>th</sup> September 2020.

Despite operating difficulties connected to the Covid-19 pandemic, the Group never stopped, overcoming the limits imposed on medical information activities using new tools and methods. In the first six months of 2020, finished product sales volumes grew **32% compared to the first half of 2019** thanks to a significant contribution from foreign markets where, since the start of the year, the Group has signed seven new agreements in Asia, Latin America and Europe.

The positive market results, where the SiderAL<sup>®</sup> line products and those of the Cetilar<sup>®</sup> line have gained and maintained market shares exceeding the trends of their respective reference sectors ("iron supplements" and "topical" market), also translate into a continuing climb for PharmaNutra in the ranking of nutraceutical sector companies, drawn up every year by IQVIA, world leader and point of reference in processing and analysing healthcare data. In the ranking of more than 1700 nutraceutical companies in the Italian classification, calculated based on sales to the public, PharmaNutra went from 15<sup>th</sup> to 12<sup>th</sup> place in 2019.

**Andrea Lacorte, President of PharmaNutra S.p.A., commented:** *"PharmaNutra works looking to the future considering the global economic scenario that Covid-19 will be bringing us. The company never stopped and thanks to its innovative digital projects in augmented reality, managed to continually communicate with doctors and pharmacists with no problems even during the lockdown period. An aspect that enabled us to*

<sup>1</sup> Data not yet audited.

*achieve important results from a scientific and a sales point of view, even in the worst part of the emergency. We will keep on expanding internationally and widening the range of products sold, not just through distribution agreements but also considering setting up subsidiaries in some Countries. We expect 2020 to be a positive year too where, net of the lockdown period absorption, the Group will grow considerably, supported by its capital solidity”.*

**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](http://PharmaNutra.it)

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