

## PHARMANUTRA S.P.A.: NEW DISTRIBUTION AGREEMENT SIGNED FOR BOLIVIA

**The PharmaNutra Group further strengthens its presence outside Europe thanks to a new trade agreement with the Bolivian pharmaceutical company Drogueria Inti.**

*Pisa, 10<sup>th</sup> September 2020* – With strong, on-going foreign expansion in mind, [PharmaNutra S.p.A.](#) (Aim Italia-Ticker PHN) communicates that it has signed a new international distribution agreement for its SiderAL® (Sucrosomial® Iron) products.

The agreement has been signed with **Drogueria Inti**, the largest, most important pharmaceutical company in the South American country: a giant with 82 years' experience, more than 1000 employees and 400 pharmaceutical representatives in Bolivia. The Bolivian company is a sector reference point in a country with more than 10 million inhabitants and a growing economy, with growth rates averaging 5% (one of the highest in the region).

Drogueria Inti will be the **official, sole distributor for Bolivia** for four SiderAL® products. This oral iron nutritional supplement, Italian nutraceutical market leader, is based on the innovative Sucrosomial® Technology, a patent reducing the collateral effects commonly associated with other types of iron, which has literally revolutionised the sector, supported by several clinical trials. Drogueria Inti will distribute **SiderAL® Folic 30mg** and **SiderAL® Forte Int 30mg** for PharmaNutra S.p.A., and **SiderAL® Gocce Int bottle 30ml** and **SiderAL® Oro Int 12mg** for Junia Pharma.

*“The exclusive distribution agreement signed with Drogueria Inti for Bolivia is of strategic importance and goes well beyond the specific territorial area. We are already present in South America, more specifically in Brazil, thanks to the agreements with our historical partner Zambon. However, the agreement with Drogueria Inti is the first one closed through our business development scouting in a Latin American country”, explains Carlo Volpi, COO of PharmaNutra S.p.A. “The fact that the agreement is for both PharmaNutra and Junia Pharma products is significant, as it can lead to further growth and distribution prospects in South America”.*

**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)

For information:

**PharmaNutra S.p.A.**

Via Delle Lenze, 216/b  
56122 Pisa  
Tel. +39 050 7846500  
[investorrelation@pharmanutra.it](mailto:investorrelation@pharmanutra.it)  
Internal Press Office  
[press@calabughi.com](mailto:press@calabughi.com)

**Nomad  
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  
[mrusso@sprianocommunication.com](mailto:mrusso@sprianocommunication.com)  
Cristina Tronconi  
[ctronconi@sprianocommunication.com](mailto:ctronconi@sprianocommunication.com)