

# 2020 FULL YEAR FINANCIAL RESULTS

MARCH 22, 2021



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# HIGHLIGHTS FY 2020

**+5%**

NET REVENUES € 56,4 M  
(+5% COMPARE TO FY 2019)

**+22%**

EBITDA  
RESTATED  
€ 16,0M  
(+22% COMPARED TO FY 2019)

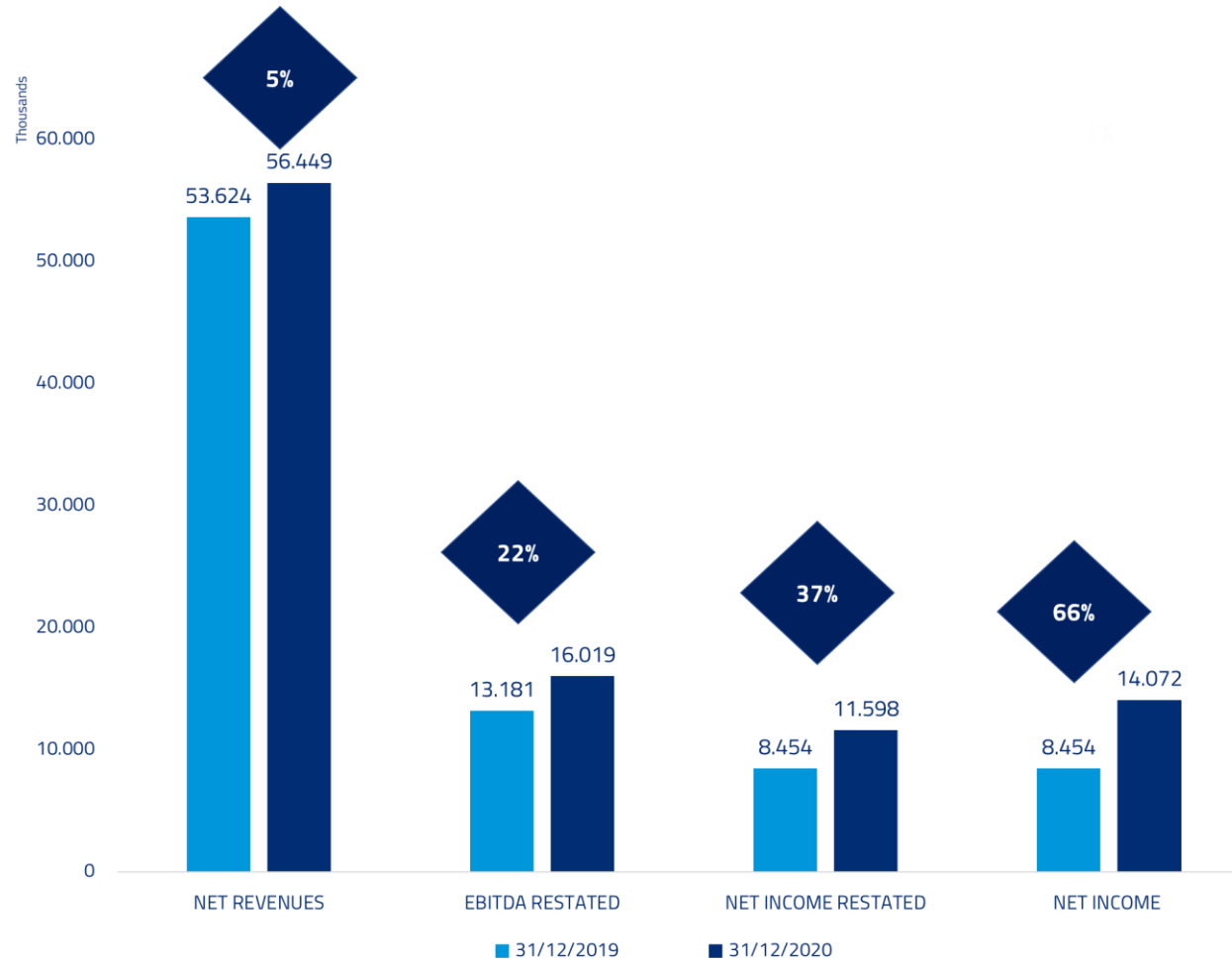
**+37%**

NET RESTATED RESULT  
€ 11,6 M  
(+37% COMPARED TO FY 2019)

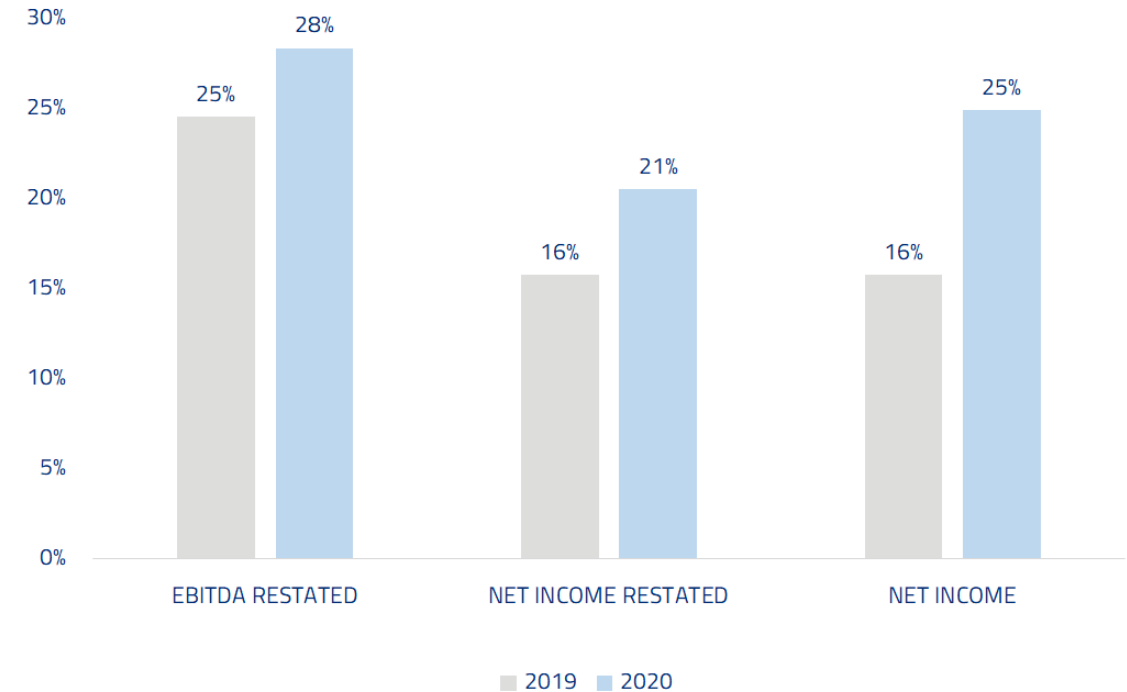
**€19,4**  
Mio

POSITIVE NET FINANCIAL POSITION  
+5,8M COMPARED TO FY 2019

# ECONOMIC RESULTS



## EBITDA Restated and Net Result Restated on Net Revenues



2020 Ebitda restated shows a higher marginality% compared to 2019 due to lower operating costs caused by the covid-19 restrictions (commercial and marketing)

2020 Net Result Restated benefits from the tax benefit of the patent box pertaining to the year (€ 1.4 million) excluding all the non recurring items.

# Profit and Loss

PROFIT AND LOSS (€/000)	2020	Management Adj.	2020 RESTATED	2019
<b>A) REVENUES</b>	<b>58.680</b>	<b>(1.049)</b>	<b>57.631</b>	<b>54.214</b>
Net Revenues	56.449		56.449	53.624
Other revenues	2.231	(1.049)	1.182	590
<i>of which non recurring other revenues</i>	<i>1.049</i>	<i>(1.049)</i>	-	-
<b>B) OPERATING EXPENSES</b>	<b>43.126</b>	<b>(1.514)</b>	<b>41.612</b>	<b>41.033</b>
Cost of goods sold and logistics	10.200		10.200	10.246
Selling expenses	9.459		9.459	10.129
Marketing expenses	6.429		6.429	6.552
R&D expenses	657		657	750
G&A expenses	16.381	(1.514)	14.867	13.356
<i>of which non recurring G&amp;A expenses</i>	<i>1.514</i>	<i>(1.514)</i>	-	-
<b>(A-B) EBITDA</b>	<b>15.554</b>	<b>465</b>	<b>16.019</b>	<b>13.181</b>
C) Amort., depr. And write offs	2.338	(1.049)	1.289	977
<i>of which non recurring write offs</i>	<i>1.049</i>	<i>(1.049)</i>	-	-
<b>(A-B-C) EBIT</b>	<b>13.216</b>	<b>1.514</b>	<b>14.730</b>	<b>12.204</b>
<b>D) NET FINANCIAL INCOME/(EXPENSES)</b>	<b>86</b>		<b>86</b>	<b>(7)</b>
Financial income	146		146	71
Financial expenses	(60)		(60)	(78)
<b>E) NON RECURRING INCOME/(EXPENSES)</b>	<b>-</b>	<b>(1.514)</b>	<b>(1.514)</b>	<b>-</b>
Non recurring Income/(Expenses)		(1.514)	(1.514)	-
<b>EBT</b>	<b>13.302</b>	<b>-</b>	<b>13.302</b>	<b>12.197</b>
Current taxes	(2.661)		(2.661)	(3.743)
Previous years taxes	3.431		3.431	
<b>Net result</b>	<b>14.072</b>	<b>-</b>	<b>14.072</b>	<b>8.454</b>

2020 **Net Revenues** have been affected from the Covid-19 pandemic in terms of lower increase in comparison with previous years.

**Other revenues** include an amount of € 1 million for an indemnity related to a distribution agreement that has not been renewed from the producer. Due to the debtor financial situation the receivable has been completely written off.

Restrictions due to the Covid-19 epidemic have determined significant savings on **marketing** and **selling** expenses.

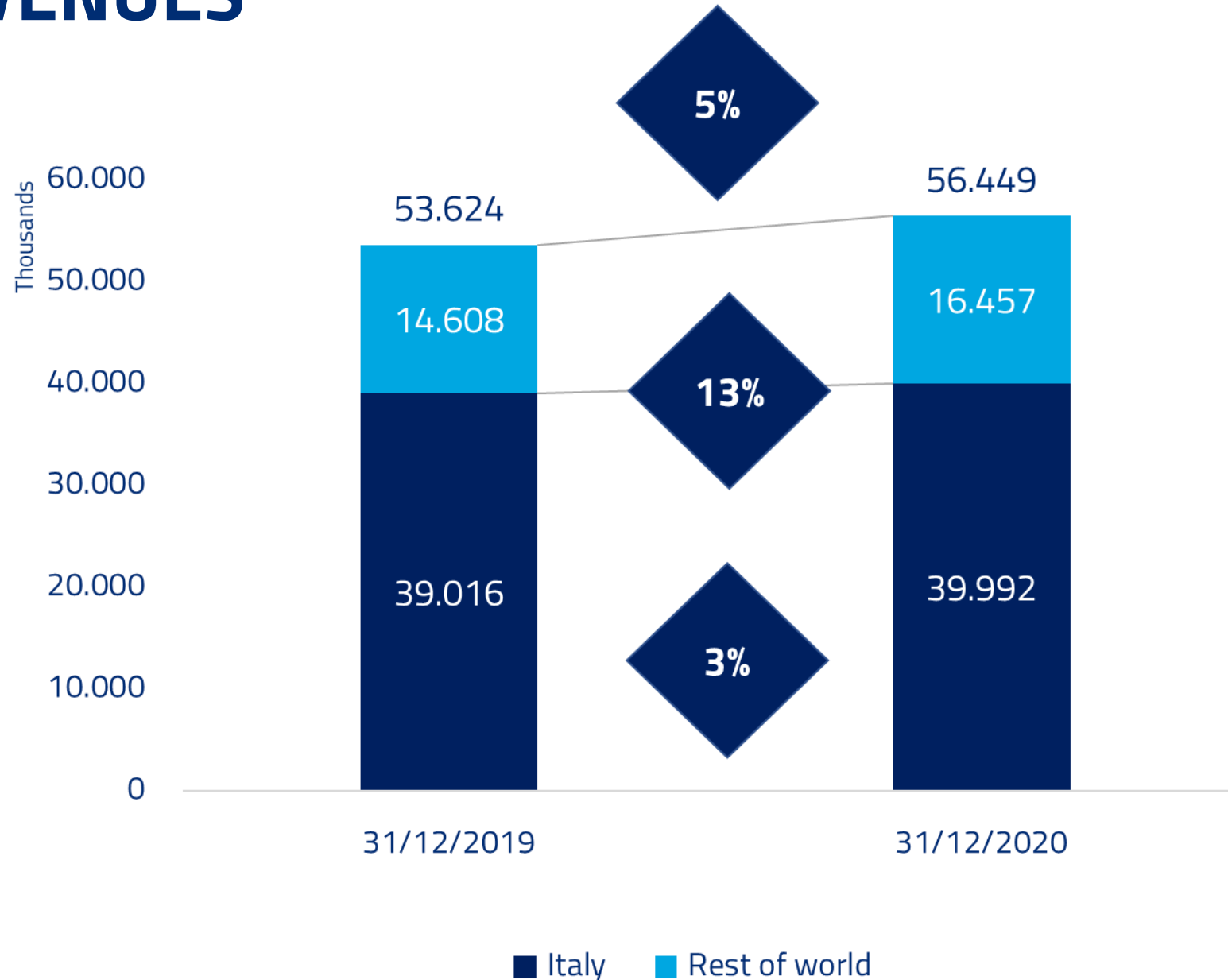
**R&D expenses** do not include personnel cost

**Non recurring G&A expenses** are referred to the advisory cost related to the trans listing to the MTA (Star segment) and the advisory cost related to the *Patent Box* ruling.

**Previous years taxes** are referred to the tax benefit related to the *Patent Box* ruling concluded in June 2020 and referred to the years 2016-2019. The tax benefit of the year 2020 (€ 1,4 million) has been accounted in reduction of the Current taxes.

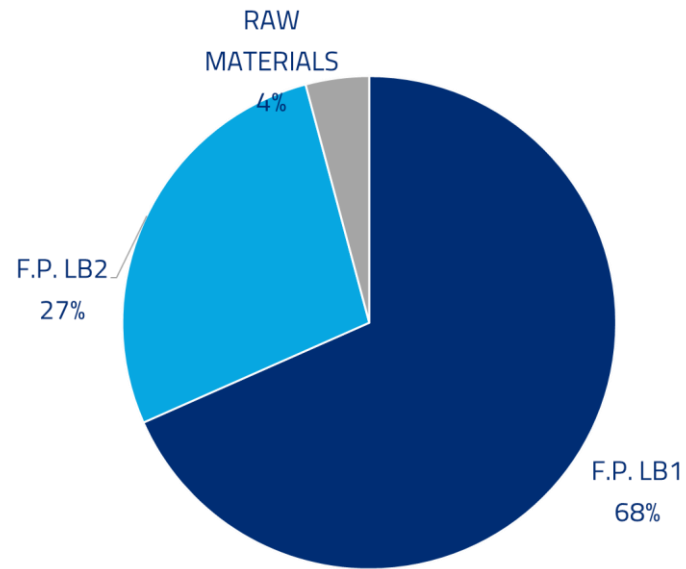
Net income excl. non recurring items (€/000)	2020	2019
<b>Net result</b>	<b>14.072</b>	<b>8.454</b>
Non recurring net expenses	1.211	-
Previous years taxes	(3.431)	-
Italian Government waiver on current taxes	(254)	-
<b>Net income excl. non recurring items</b>	<b>11.598</b>	<b>8.454</b>

# NET REVENUES

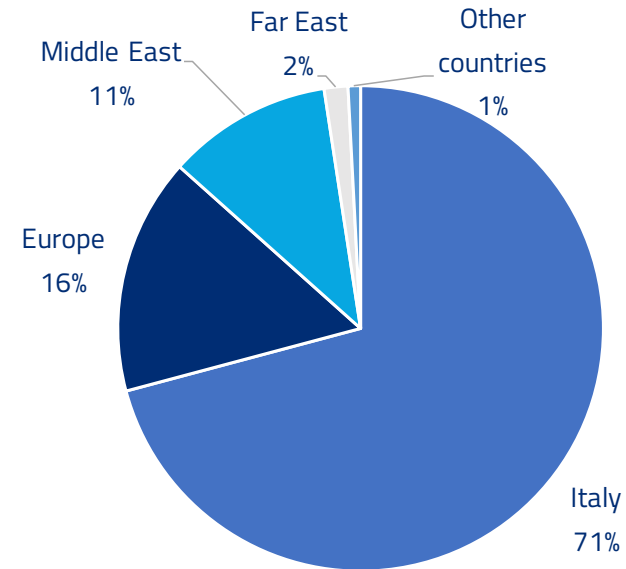


# NET REVENUES

## Breakdown by Area of Business



## Breakdown by geographic Area



### Breakdown by area

€/1000	Incidence %			Incidence %	
	2020	2019	Δ%	2020	2019
F.P. LB1	38.593	37.427	3,1%	68%	70%
F.P. LB2	15.511	14.141	9,7%	27%	26%
RAW MATERIALS	2.345	2.056	14,0%	4%	4%
<b>Total</b>	<b>56.449</b>	<b>53.624</b>	<b>5,3%</b>	<b>100%</b>	<b>100%</b>

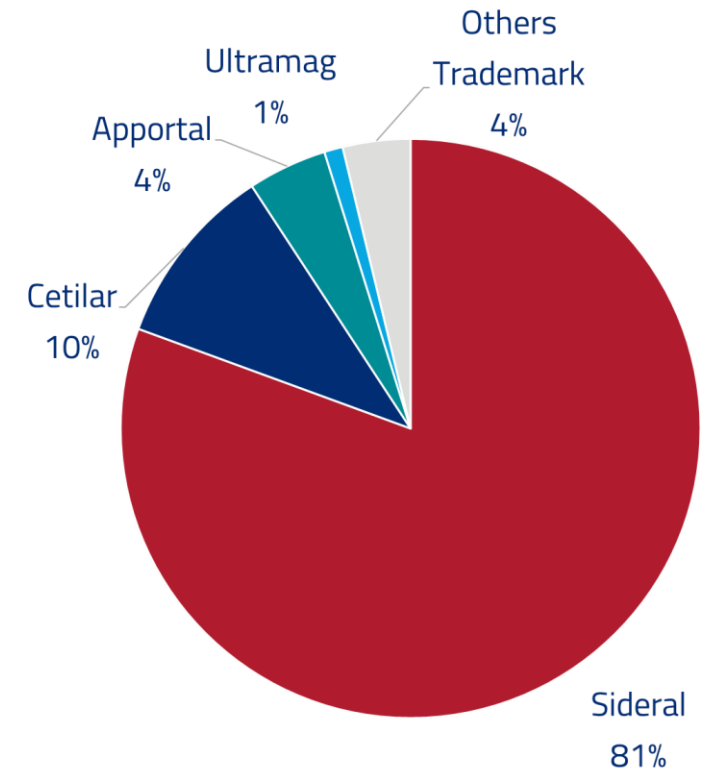
### Revenues Breakdown by geographic area

€/1000	Incidence %			Incidence %	
	2020	2019	Δ%	2020	2019
Italy	39.991	39.016	3,1%	71%	70%
Europe	8.897	6.868	29,5%	16%	13%
Middle East	6.199	6.285	-1,4%	11%	12%
Far East	892	1.074	-16,9%	2%	2%
Other countries	469	381	23,0%	1%	1%
<b>Total</b>	<b>56.449</b>	<b>53.624</b>	<b>12,7%</b>	<b>100%</b>	<b>100%</b>

# NET REVENUES

## Breakdown by Trademark

F.P. revenues breakdown by Trademark				Incidence %	
€/1000	2020	2019	Δ%	2020	2019
Sideral	43.603	40.463	7,8%	81%	78%
Cetilar	5.512	5.389	2,3%	10%	10%
Apportal	2.391	1.927	24,1%	4%	4%
Ultramag	558	869	-35,8%	1%	2%
Others Trademark	2.041	2.920	-30,1%	4%	6%
<b>Totale</b>	<b>54.104</b>	<b>51.568</b>	<b>4,9%</b>	<b>100%</b>	<b>100%</b>





# CONSOLIDATED BALANCE SHEET

Amounts in €/000	31/12/2020	31/12/2019
Trade receivables	15.053	15.028
Inventories	1.894	1.853
Trade Payables	(7.175)	(8.165)
<b>Operating Workin Capital</b>	<b>9.772</b>	<b>8.716</b>
Other receivables	2.646	1.517
Other Payables	(2.859)	(3.248)
<b>Net Working Capital</b>	<b>9.559</b>	<b>6.985</b>
Intangible assets	5.181	4.728
Tangible assets	4.799	4.857
Financial assets	1.105	918
<b>Total fixed assets</b>	<b>11.085</b>	<b>10.503</b>
Provisions and other L/T liabilities	(2.273)	(2.914)
<b>Net Invested Capital</b>	<b>18.371</b>	<b>14.574</b>
<b>Net Equity</b>	<b>37.730</b>	<b>28.134</b>
Non current financial liabilities	562	1.543
Current financial liabilities	1.101	4.860
Non current financial assets	(218)	(1.136)
Current financial assets	(4.349)	(5.076)
Cash and cash equivalents	(16.455)	(13.751)
<b>Net Financial Position</b>	<b>(19.359)</b>	<b>(13.560)</b>
<b>Total sources</b>	<b>18.371</b>	<b>14.574</b>

## Trade Payables

Reduction due to lower operating expenses

## Other Receivables

Increase due to tax receivables (Patent Box referred to 2016 and 2017)

## Other Payables

Reduction due to lower tax liabilities thanks to the Patent Box agreement

## Provisions and other L/T liabilities

Accrual of € 273k for legal disputes  
Reduction of the provision (€ 918k) for Directors Severance Indemnity

## Non current financial assets

Reduction for the liquidation of the insurance policy (€ 918k) related to the Directors Severance Indemnity

## Current financial liabilities

Advances on invoices issued in 2019 not used in 2020

# CONSOLIDATED CASH FLOW

Cash Flow (€/1000)	31/12/2020	31/12/2019
<b>Net result</b>	14.072	8.454
<b>NON MONETARY EXPENSES</b>		
Amortization, depreciation and w.o.	2.338	973
Accrual for employees benefits	203	172
<b>CHANGES IN OPERATING ASSETS AND LIABILITIES</b>		
Change in operating working capital	(2.306)	(256)
Change in other assets/liabilities	(2.516)	2.640
<b>CASH FROM OPERATING ACTIVITIES</b>	<b>11.791</b>	<b>11.983</b>
Capex	(1.329)	(4.863)
Change in other non current asset	731	(421)
<b>CASH FROM INVESTING ACTIVITIES</b>	<b>(598)</b>	<b>(5.284)</b>
Dividend paid	(4.453)	(4.840)
Change in non current financial liabilities	(981)	(287)
Change in current financial assets	727	(4.212)
Other changes	(23)	75
<b>CASH FROM FINANCING ACTIVITIES</b>	<b>(4.730)</b>	<b>(9.264)</b>
<b>CHANGE IN LIQUIDITY</b>	<b>6.463</b>	<b>(2.565)</b>
<b>Cash net of S/T financial liabilities at the beginning of the period</b>	<b>8.891</b>	<b>11.456</b>
<b>Cash net of S/T financial liabilities at the end of the period</b>	<b>15.354</b>	<b>8.891</b>

## Amortization, depreciation & write off

Write off of the indemnity related to the non renewal of a distribution agreement

## Change in operating working capital

Increase in trade receivables for higher revenues (€1.275k)  
Decrease in trade payables for lower operating expenses (€ 990k)

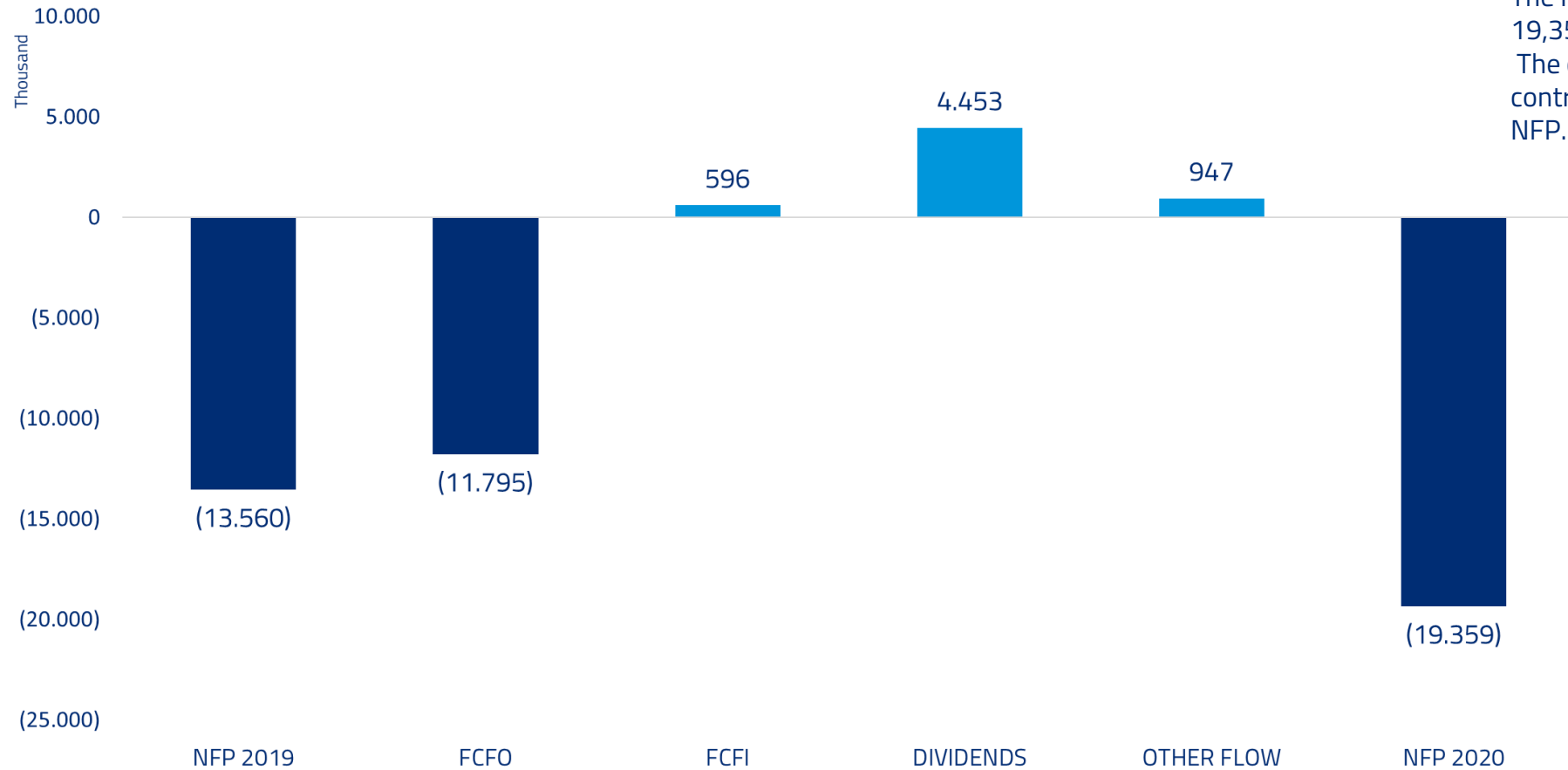
## Change in other assets/liabilities

Increase in tax receivables for Patent Box related to 2016-2017 (€ 1.100k)  
Payment of Employees and Director Severance provisions (€ 1.176k)

**Capex:** trademarks and patents (€ 600k), new Group's headquarter (€ 300K), other recurring capex (€ 400k)

**Other non current assets:** collection of the insurance policy related to the payment the Directors Severance Indemnity

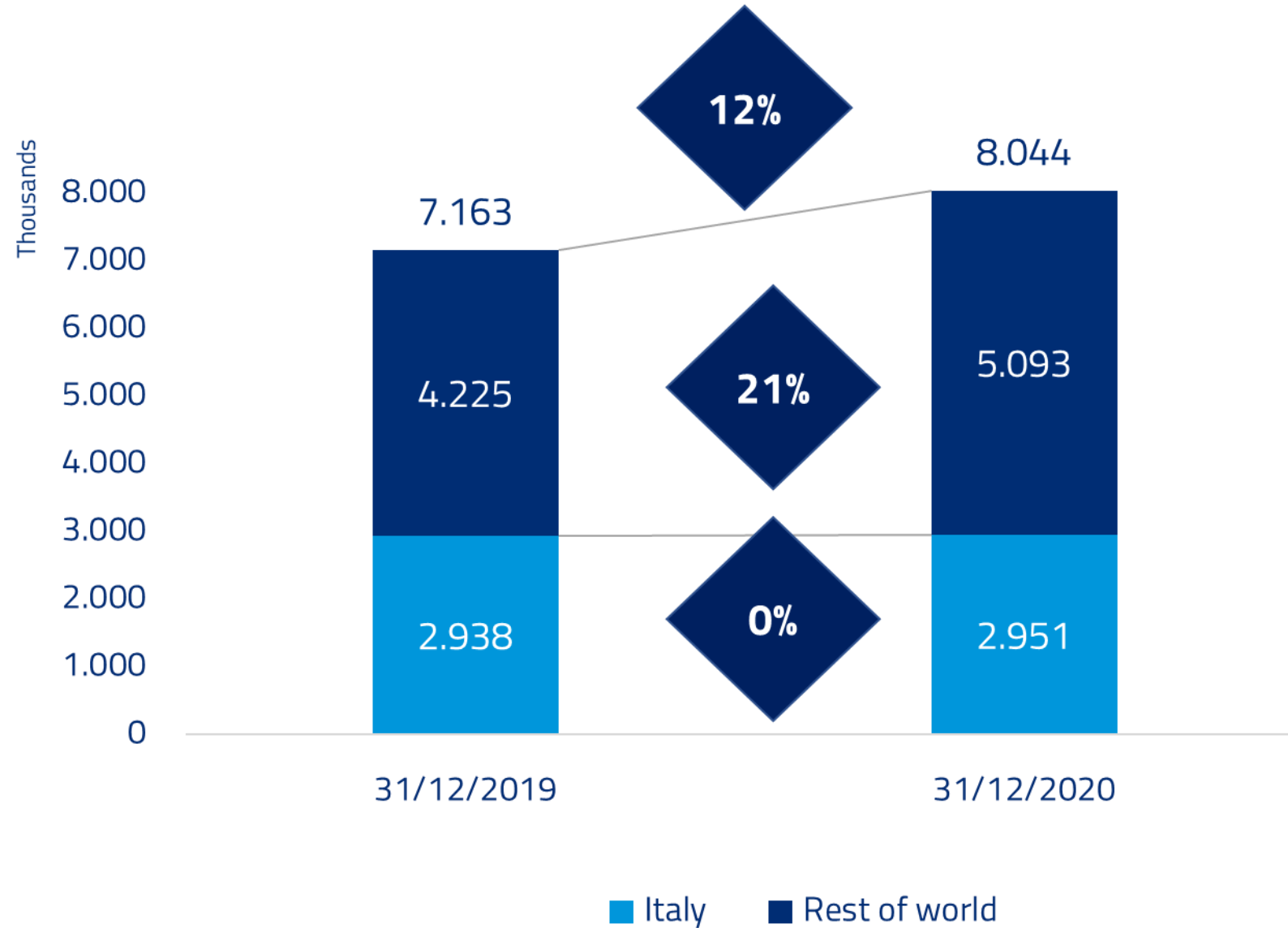
# NET FINANCIAL POSITION EVOLUTION



## PFN

The Net Financial Position at 31.12.2020 is € 19,359 with an improvement of € 5,799. The cash flow from operating activities contributes € 11,795 to the improvement of the NFP.

# UNITS SOLD





**OUTLOOK  
2021**

# OUTLOOK 2021

- **The outlook for 2021 is positive; strategies implemented in 2020 following the changed operating conditions due to Covid-19, which were focused on strengthening and protecting the business, put the Group in a position to effectively manage the current moment taking advantage of the market recovery with the return to normality**
- **Iron Market:** strengthen the leadership position on the oral iron market
- **International growth drivers:** opening new markets in the countries recently signed and enlargement of product portfolio with existing partners
- **New product launch:** launch of 2 new products planned by the end of 2021
- **New scientific and clinical studies in the pipeline:** seven including Apportal® full paper study on individuals post Covid fatigue
- **Italy growth drivers:** PharmaNutra is continuously reinforcing sales force network which it is planned to increase from *153 to 200 scientific sales reps (SSRs)*
- **Marketing&Communication:** through a specific omnichannel marketing mix, PharmaNutra aims at reaching various stakeholders, i.e. doctors, pharmacies, international partners, financial partners and consumers
- **International Trade Show Attendance 2021\*:** CPHI, Vitafoods
- **Medical Conferences and ECM\*:** 8° Mediterranean Multidisciplinary Course on Iron Anaemia; nr. 5 ECM about Iron deficiency
- **Cetilar Events 2021\*:** running (6 marathons); sailing (151 miglia); racing (WEC, 24h LeMans)

The logo for PHARMANUTRA, featuring a stylized circular icon to the left of the company name. The icon consists of a white circle with a blue swirl inside. The text "PHARMANUTRA" is in a white, sans-serif font.

PHARMANUTRA