

## PHARMANUTRA S.P.A.: ITALIAN MARKET DOUBLE FIGURE GROWTH ONCE AGAIN

**More than 300 thousand units sold in March 2021 alone, best performance in the Group's history: +11% marking the recovery of double figure Group growth on the Italian pharmaceutical and nutraceutical market. A 40% increase in units sold through direct orders in April.**

Pisa, 3<sup>rd</sup> May 2021 – [PharmaNutra S.p.A.](#) (MTA; Ticker PHN), a company specialised in the mineral-based nutritional supplement sector and in medical devices for muscles and joints, communicates that in March 2021 volume sales in Italy reached a total of 311,426 units, up 11.2% compared to the same month last year (IMS figures and direct sales orders), representing the best *performance* in the Group's history.

The significant increase in Group sales on the Italian market is also confirmed by the cumulated data for the first three months of 2021. January to March 2021 have, in fact, grown **at a volume of about 5.3%** compared to the same period 2020, underlining the solidity and resilience of PharmaNutra, proven by recent Financial Statement results approved by the Ordinary Shareholders' Meeting on 26<sup>th</sup> April last.

Sales have been especially supported by the sales of the Cetilar<sup>®</sup> line medical devices, up in volume compared to the same month last year: +39% Cetilar<sup>®</sup> Cream and +23%, Cetilar<sup>®</sup> Patch. Then the nutritional supplement UltraMag<sup>®</sup> sales also increased significantly in the month, with a +17% compared to March 2020.

Therefore, an extremely positive commercial performance in the first quarter, if you consider that the Company has just launched a new product on the market, SiderAL<sup>®</sup> Med, the first Food for Special Medical Purposes (FSMP) based on Sucrosomial<sup>®</sup> minerals and indicated for the treatment of severe nutritional deficiencies.

April 2021 volumes also confirm a return to growth. The direct sales channel (direct orders and wholesalers) totalled 288,796 pieces with a 40% increase compared to April 2020, taking cumulated growth in the first four months to 11%.

*"As we began to see at the start of the year, based on a very important closure of the accounts for 2020, double figure growth is beginning to take shape again, typical of our company from the very start", comments Roberto Lacorte, Vice President and CEO of PharmaNutra S.p.A. "We are returning to profitability levels proportionate to our Group, representing a base for the future expansion of our companies year after year and to implement growth drivers".*

**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 medical devices, handling the entire production process, from proprietary raw materials to the finished product. The effectiveness of its products is documented by considerable scientific proof, including 140 publications. The Group distributes and sells its products in Italy and abroad. In Italy, products are sold through a network of 150 Pharmaceutical Representatives serving doctors and also exclusively selling PharmaNutra products to pharmacies throughout Italy. Products are sold in over 50 countries abroad, through 39 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 further 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)

**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)