

## PHARMANUTRA S.P.A. CONFIRMS GROWTH TREND IN ITALY AND STRONG RECOVERY ON INTERNATIONAL MARKETS

**2021 third quarter sales volumes up +85,1% from previous year Q3, exceeding forecasts and confirming growth in Italy as well as the expected strong rise in international sales.**

Pisa, 4 October 2021 - [PharmaNutra S.p.A.](#) (MTA; Ticker PHN), a company specialising in mineral-based nutritional supplements and medical devices for muscles and joints, confirmed sales growth trend in Q3 in Italy and abroad, as previously anticipated during the presentation of H1 financial report as at 30 June 2021.

On the Italian market, sales volumes in Q3 2021 reached 805.368 units, up +31,6% compared with previous year (611.993 units). The result confirmed the strength of the Group's strategic decisions and was achieved thanks to the gradual return to regular direct sales and medical detailing activities.

On international markets, in Q3 2021 the Group reported volumes more than doubled in comparison to the previous year (1.917.504 units compared with 858.931 units in Q3 2020), overcoming the expected increase in sales volumes driven by a different distribution of foreign orders during the year.

Consequently, the total volume of units sold in the first nine months of 2021 amounted to 6.619.888 units compared with 5.598.567 units sold in the same period of the previous year, bringing the increase in sales up to +18.2% in comparison to the third quarter of 2020, also, showing a strong growth compared to the sales figures as at 30 June 2021.

*"We are proud to say that our sales volumes for the third quarter significantly outperformed forecasts, strengthening the already positive results reported in the first half of the year and confirming the guidance and projections shared with the financial market at the time of the 2021 Half-Year Report," said PharmaNutra Group Vice Chairman Roberto Lacorte. "The sales results, both in Italy and abroad, allow us to be optimistic about the last quarter of the year and to lay solid foundations for the continuity of growth in 2022, in line with industry trends."*

## PharmaNutra S.p.A.

Founded and led by Chair Andrea Lacorte and Deputy Chair Roberto Lacorte, PharmaNutra, established in 2003, develops unique nutraceuticals and innovative medical devices, overseeing the entire production process from the proprietary raw materials to the finished product. The effectiveness of its products has been demonstrated by extensive scientific evidence, including more than 140 published papers. The Group has distribution and sales operations in Italy and abroad. In Italy, sales are conducted through a network of more than 150 medical representatives, who also handle exclusive marketing of PharmaNutra products to pharmacies all over the country. International sales in more than 50 countries are managed through 39 partners selected from top pharmaceutical companies. PharmaNutra is the leading producer of SiderAL® iron-based nutritional supplements, an area where it holds important patents for Sucrosomial® Technology. Over the years, the Group has developed a specific intellectual property production and management strategy, based on integrated management of all components: proprietary raw materials, patents, trademarks and clinical data.

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

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