

ISMO

Paris, 01 July 2022



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GROUP PRESENTATION

PHARMANUTRA, JUNIAPHARMA E ALESCO

PharmaNutra holds 100% of
Junia Pharma and Alesco.

Only three years after the listing
on the AIM market of the Italian
Stock Exchange, **in December
2020 the Group switched to
trading in the EURONEXT STAR
MILAN.**

2010



Medical products and devices, OTC and dietary
supplements for children

2003



Medical devices and dietary supplements for adults

2000

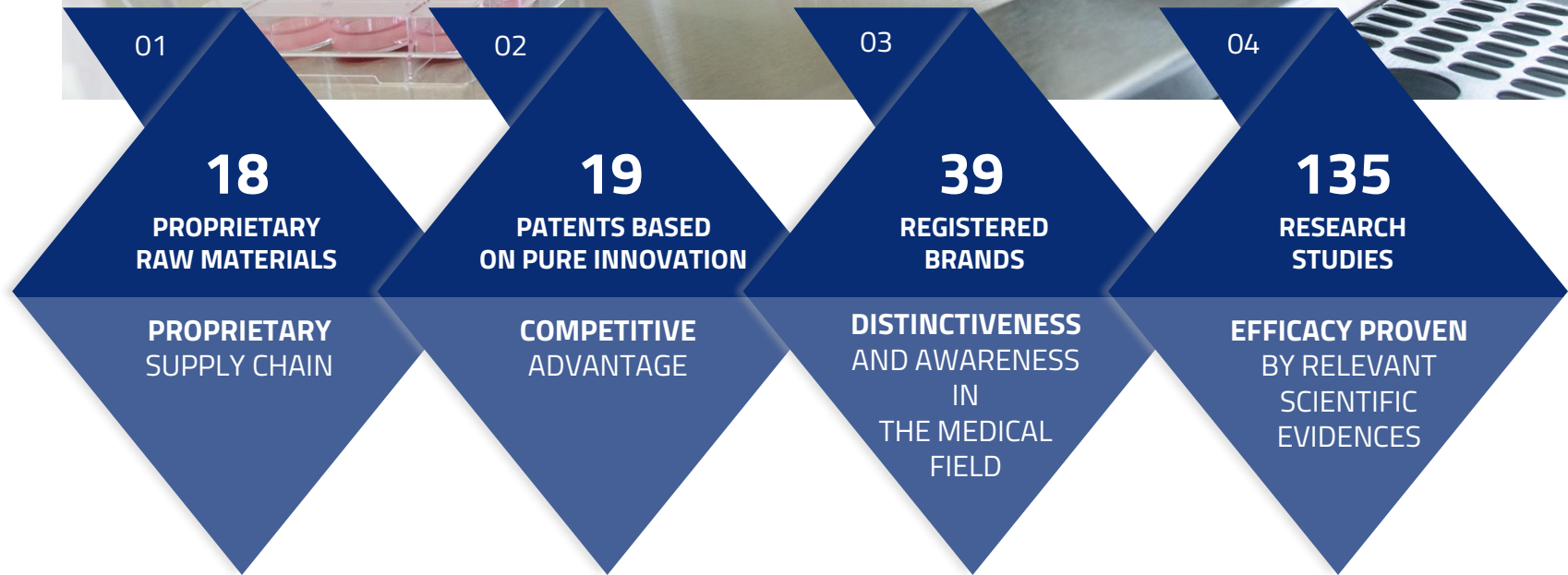


Development and manufacturing of unique and innovative
proprietary bioactive ingredients

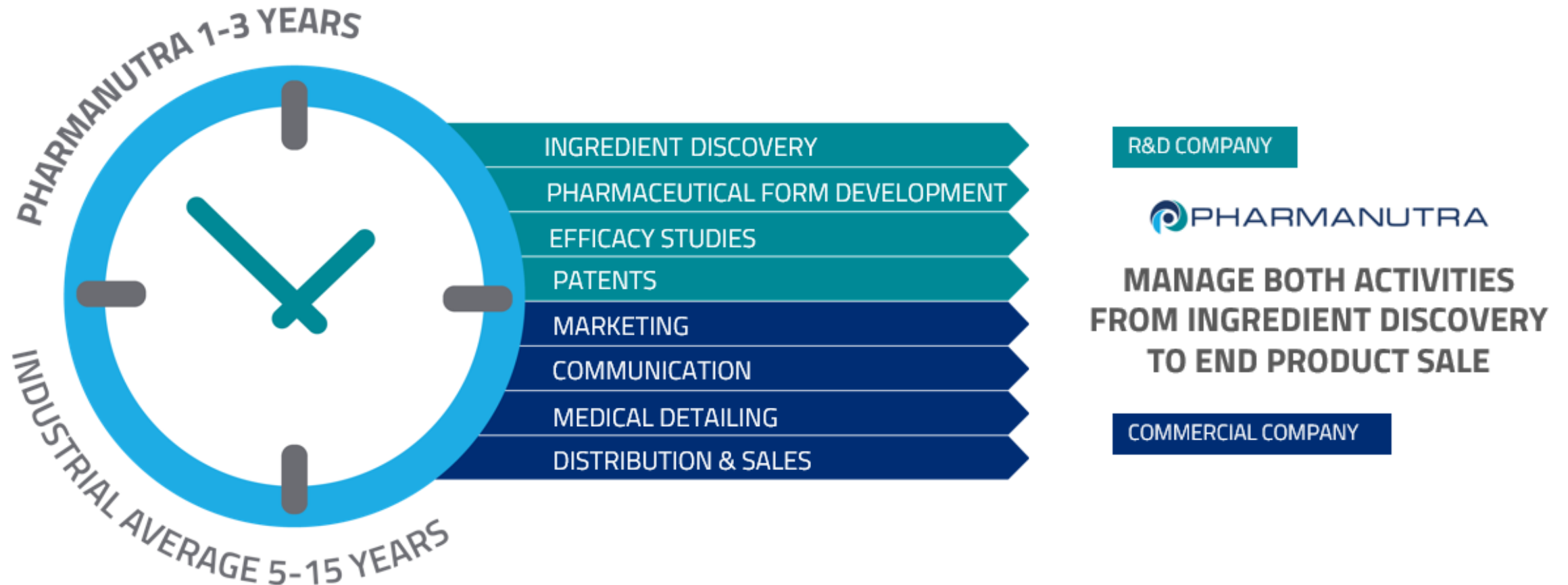
PHARMANUTRA'S UNIQUENESS

Intellectual property protection

No other player in the dietary supplements and medical devices industry has these **4 STRONG PILLARS IN ONE SINGLE COMPANY**



PHARMANUTRA'S UNIQUENESS Time to Market



SCIENTIFIC RESEARCH ACTIVITIES

Sucrosomial® Iron has been described as **the most innovative** oral iron in several Consensus Papers

MAIN ON-GOING SCIENTIFIC COLLABORATIONS



UNIVERSITÀ
DEGLI STUDI
DI BRESCIA



UNIVERSITÀ
DI PISA



QIMR Berghofer
Medical Research Institute



Sant'Anna
Scuola Universitaria Superiore Pisa



New York
Blood Center



UNIVERSITÀ
DEGLI STUDI
DI PADOVA



PHARMANUTRA

BASIC RESEARCH

4

full paper studies on **Sucrosomial® Iron** mechanism of action and kinetic

1

full paper study on **Ultramag®** bioavailability

6

full paper studies presented at **international scientific congresses**

1

a new research branch has been launched on the development and effectiveness of formulas to strengthen immune defences and the treatment of flu symptoms

4

new research projects on new proprietary raw materials of Alesco

SCIENTIFIC RESEARCH

11

clinical studies published in the last year

40

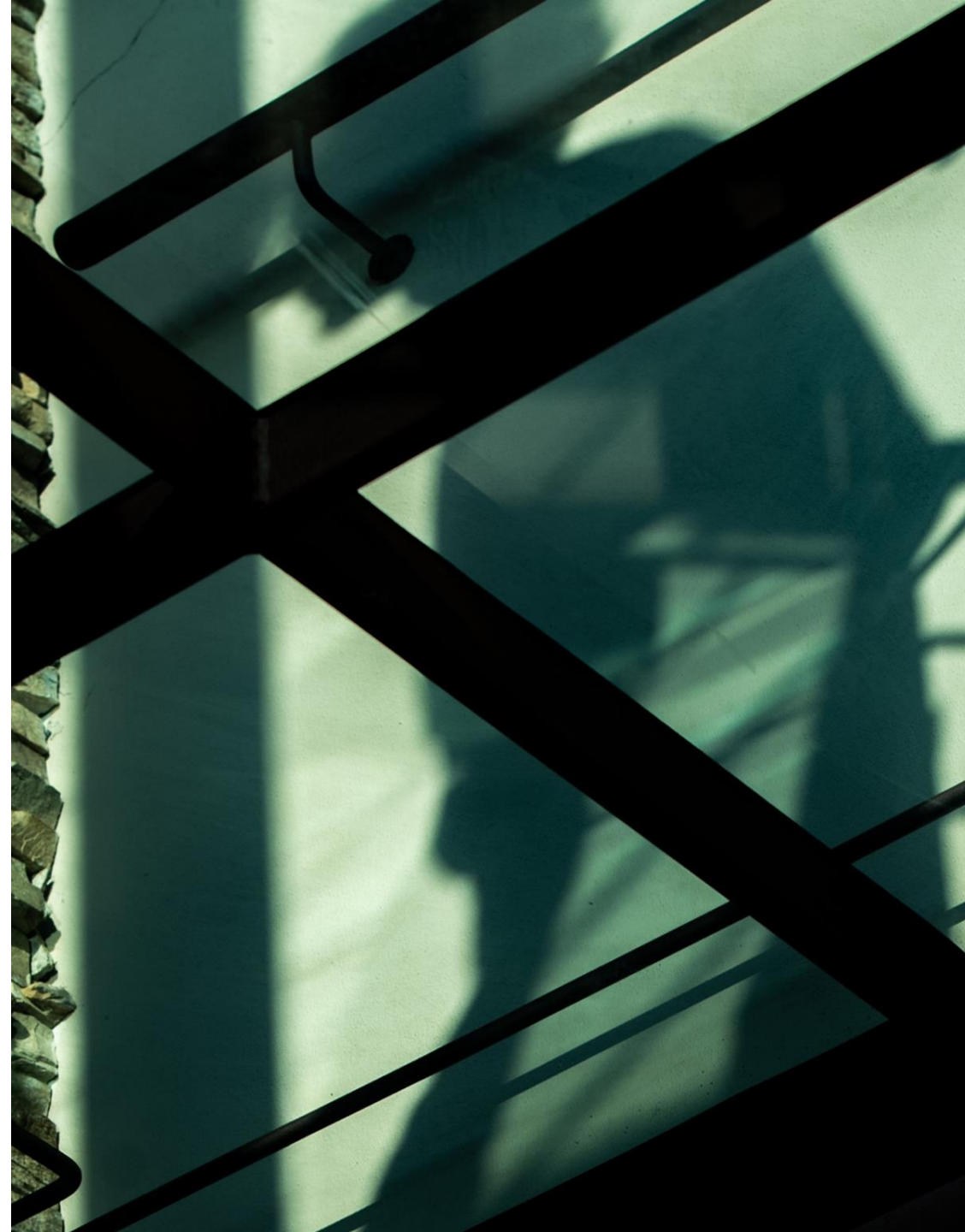
full paper studies published on **international peer reviewed scientific journals** (about Sideral®, Cetilar®, Ultramag®, Apportal®)

20

on-going observational studies

HIGHLIGHTS 2022

- Authorization by the European Union for the placing on the market of **Lipocet®** as Novel Food
- The patent on the use of **Cetylated Fatty Acids (CFAs)** has been granted in the United States
- **Signing of the agreement** for the acquisition of 100% of Akern® S.r.l.
- **New distribution agreements** for the distribution of SiderAL® and Cetilar® products in **10 new countries**, including Arabia Saudita, Nigeria, Taiwan, Malta and Denmark
- **New Headquarter** building works currently underway as planned

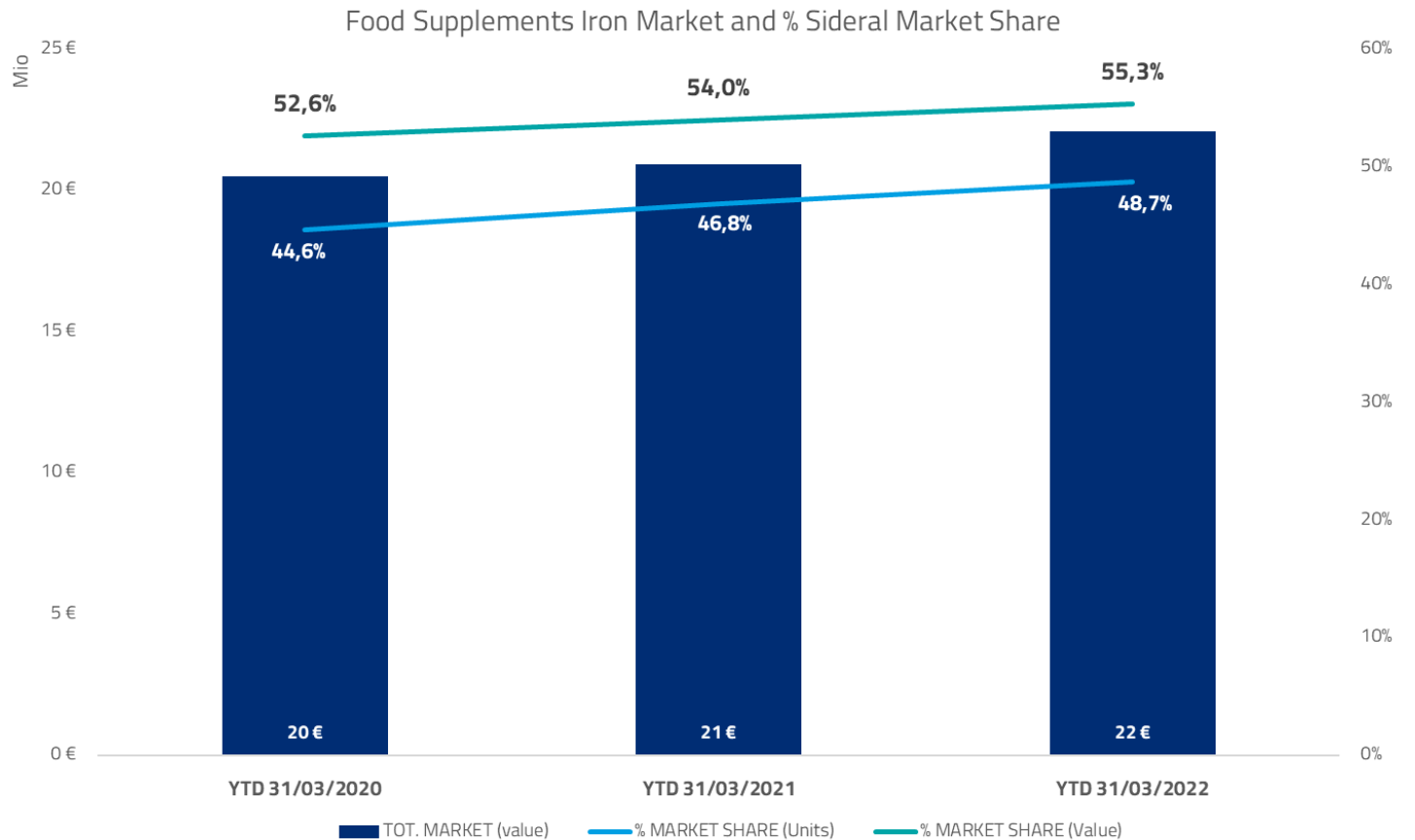


MARKET

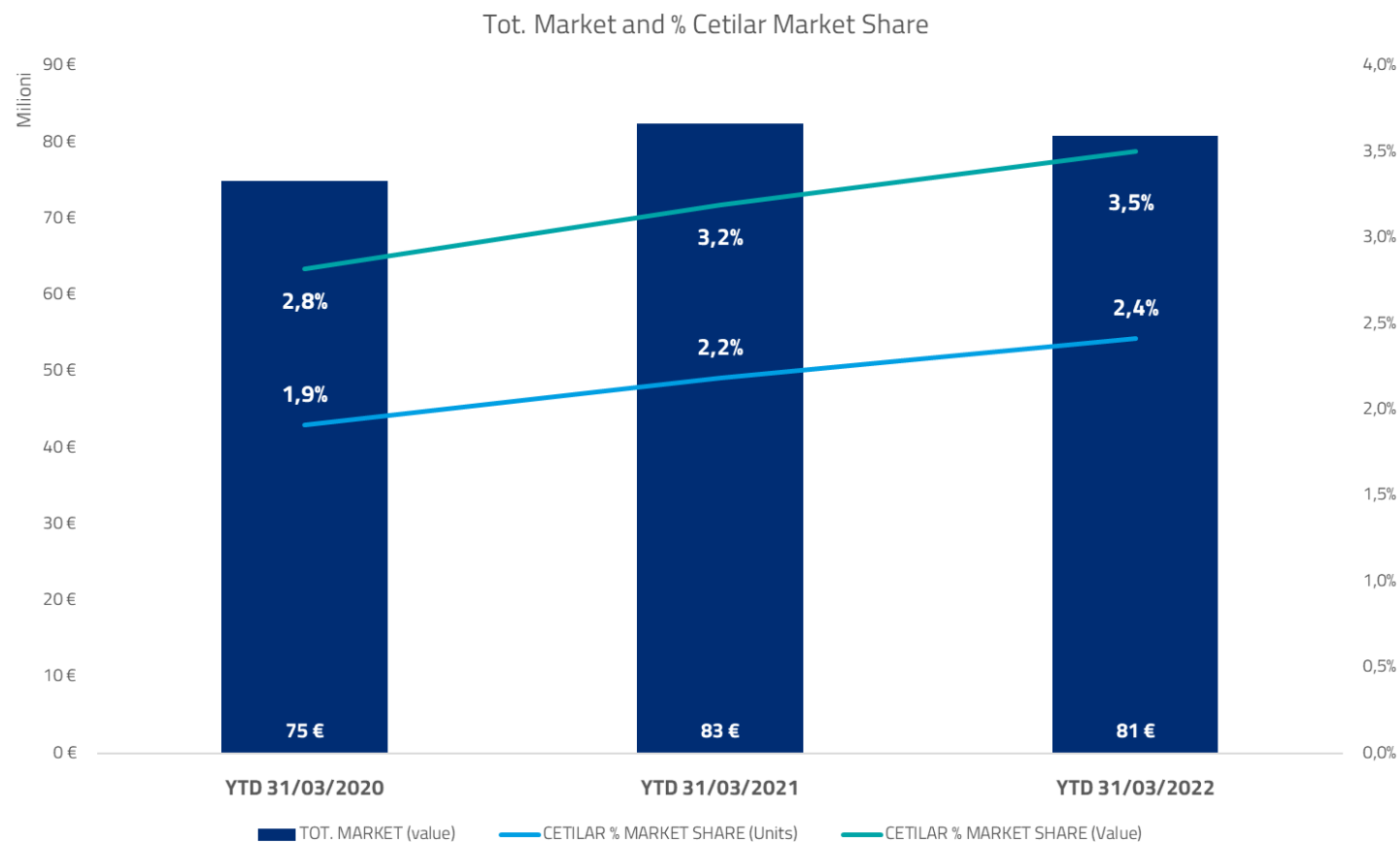
IRON SUPPLEMENTS SIDERAL® MARKET SHARE IN ITALY

Excluding products that contain only lactoferrin

Source IQVIA



ANTI-INFLAMMATORY TOPICAL CREAM CETILAR® MARKET SHARE IN ITALY



INTERNATIONAL DEVELOPMENT



COUNTRIES

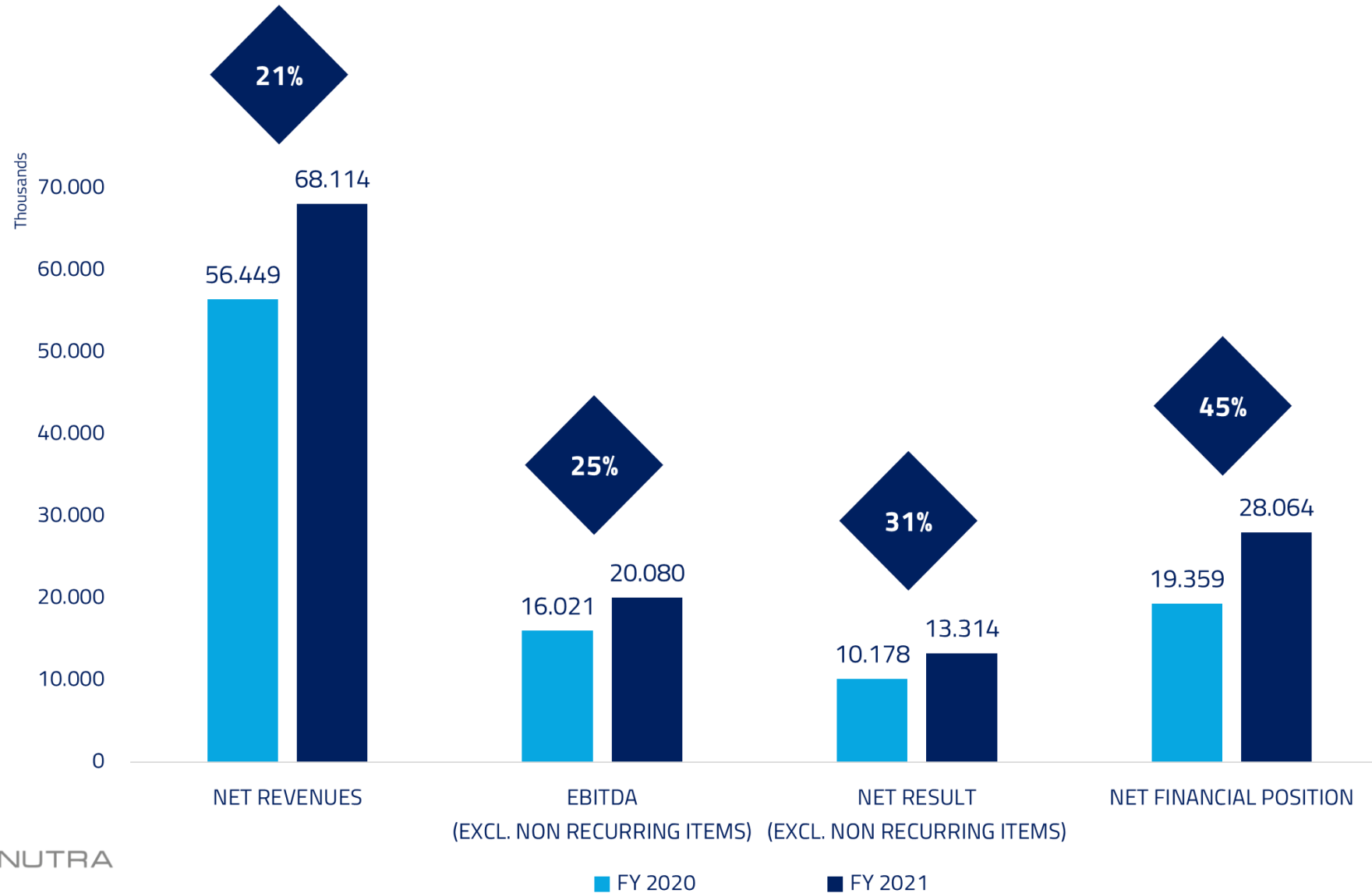


PARTNERS

Contracts	63	42
Active Sales	54	36
On-going Registration	9	6
On-going Negotiation	8	10

ECONOMIC AND FINANCIAL DATA

FY 2021 ECONOMIC RESULTS



HIGHLIGHTS Q1 - 2022

- Net Sales Revenues far above expectations + 32.3%
- Domestic Sales increased by + 20.7%
- Foreign Sales increased by + 69.1%
- Growth in EBITDA of + 36.1%
- Positive Net Financial Position of 27 million Euro
- Earning per Share Q1-22 of € 0,36 (€ 0,26 at Q1-21)

+ 32%

NET REVENUES € 18,8 M
(+32% COMPARE TO Q1 2021)

+ 36%

EBITDA € 5,3 M
(27,8% MARGIN ON REVENUES)

+ 39%

NET RESULT € 3,5 M
(18,4% MARGIN ON REVENUES)

€27,1
Mio

POSITIVE NET FINANCIAL POSITION
(28,1 M € AT 31.12.2021)

CONSENSUS 2022

CONSENSUS 2022 (4 BROKER)		€ Million
Sales		79,5
EBITDA		21,3
<i>% on sales</i>		26,8%
EBIT		19,8
<i>% on sales</i>		25,0%
Net Income		14,1
PFN		(22,3)

THE ACQUISITION OF AKERN® S.R.L

AKERN® S.R.L.

- AKERN® is an Italian company founded in 1980, market leader in R&D of bioimpedance medical devices and software for body composition analysis;
- AKERN® technology delivers clinically significant results to support physicians and researchers in the assessment and treatment of acute and chronic diseases related to body composition alterations;
- AKERN® provides technology and know-how to put in practice the science of health and wellbeing through the most accurate, portable and reliable medical degree analyzers.



AKERN® NUMBERS

In AKERN®, science and knowledge represent the engine that guides innovation and allows to offer solutions that play key roles in the evolution systems based on bioimpedance techniques for a more customized body composition assessment.

Over

2.800

peer review publications
citing Akern®
technology

Over

20_K

AKERN® sensors all over
the world

Over

18_K

Trained professionals

40_{years}

of expertise in
bioimpedance

Over

20

Clinical Trials and
research projects
ongoing

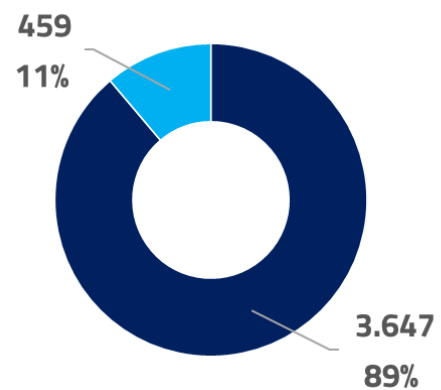


REVENUES

4.106k €

■ Domestic sales (k€)

■ International sales (k€)



EBITDA

Ebitda margin on revenues

1.160k €

28,3%



NET FINANCIAL POSITION

NFP at 31/12/2021

847k €



THE STRATEGIC SYNERGIES

- Consolidation of Akern® presence on the Italian and International markets through the capillary network of PharmaNutra distributors;
- Boosting of sales of PharmaNutra products;
- Making a significant contribution to the launch of the new PharmaNutra Sport Nutrition Division.



THE FUTURE

VALUE CREATION DRIVERS

- **POTENTIAL VALUE ON FOREIGN MARKETS:** Value created by the contracts signed but not yet operational
- **PRODUCT PIPELINE:** 2 new product launches by the end of 2022 (Cetilar® Oro, ApportAL® Vital) and other products under development
- **ACQUISITION OF AKERN:**
 - Development of domestic and international sales;
 - Creation of synergies to boost sales of PharmaNutra and Akern® products;
 - Making a strategic contribution to the sales of the new PharmaNutra Sport Nutrition Division.
- **CHINA CBEC:** Start of sales in China by the end of Q3 through a dedicated cross-border e-commerce platform
- **UNITED STATES:** Definition of a distribution agreement with a US player as a starting point to evolve into a joint-venture



THE NEW HEADQUARTER

NEW HEADQUARTER SITE

The new industrial facility will enable **PharmaNutra Group** to position itself as a more relevant and innovative entity in the chemical&pharmaceutical industry. New site will allow full control of sucrosomial elements production and an even stronger R&D focus.

The new offices will hold indeed **one of the most innovative nutritional research & development laboratory in Europe**. The investment, for a total cost of **about € 20 million**, will be partly covered by financial flows generated by operations and partly using external financing.

We expect the new HQ to be operational in early 2023.



