

PHARMANUTRA 2030

INVESTOR DAY

February 21th, 2023

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GROWTH BOOSTERS

THE NEW GROWTH DRIVERS
FOR THE NEXT 5 TO 10 YEARS

THE RIGHT MOMENTUM TO INVEST IN
LONG TERM BUSINESS OPPORTUNITIES



Financial strength - positive cash position



Solid double-digit organic growth trend in
terms of sales and profitability



Significant potential market opportunities
to exploit



Capability to support existing and future
investments with sustainable financial risk



GROUP PRESENTATION

PHARMANUTRA GROUP

PharmaNutra holds 100% of Junia Pharma, Alesco and Akern.

Just 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.**

2022



AKERN

Science in body composition

Research and development of bioimpedance medical devices and software for body composition analysis

2010



JUNIAPHARMA

Medical products and devices, OTC and dietary supplements for children

2003



PHARMANUTRA

Medical devices and dietary supplements for adults

2000

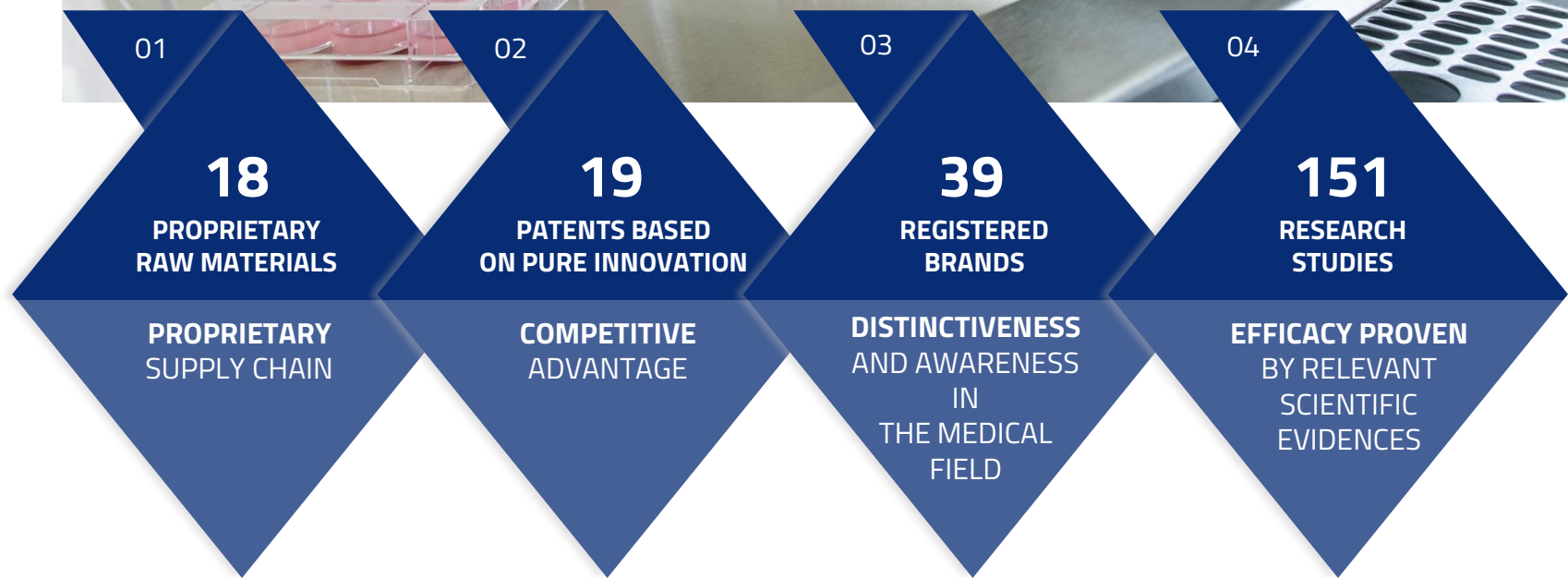


ALESCO

Research and development of unique and innovative proprietary bioactive ingredients

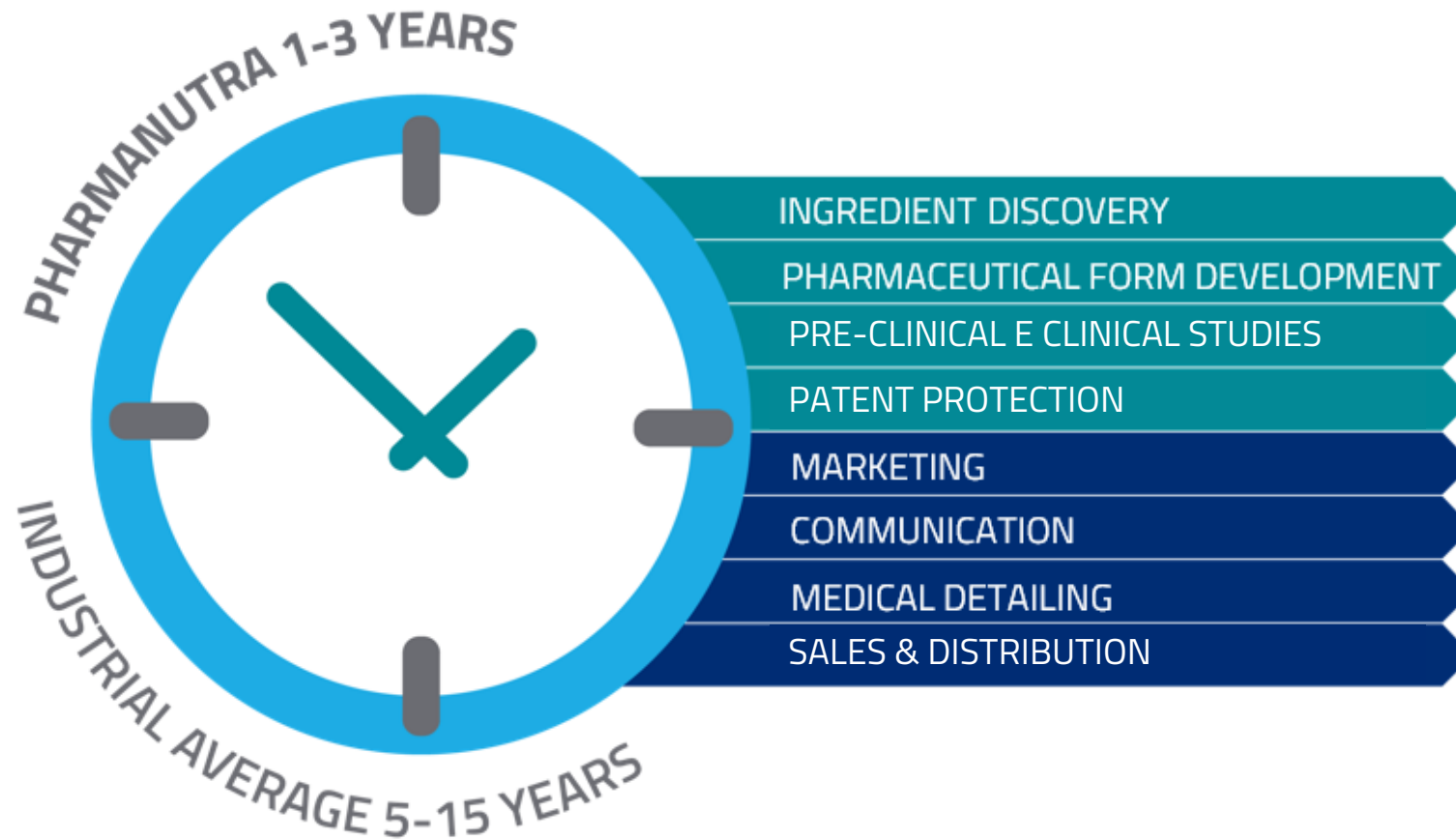
PHARMANUTRA'S UNIQUENESS Intellectual Property Protection

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



PHARMANUTRA'S UNIQUENESS

Time to Market



R&D COMPANY



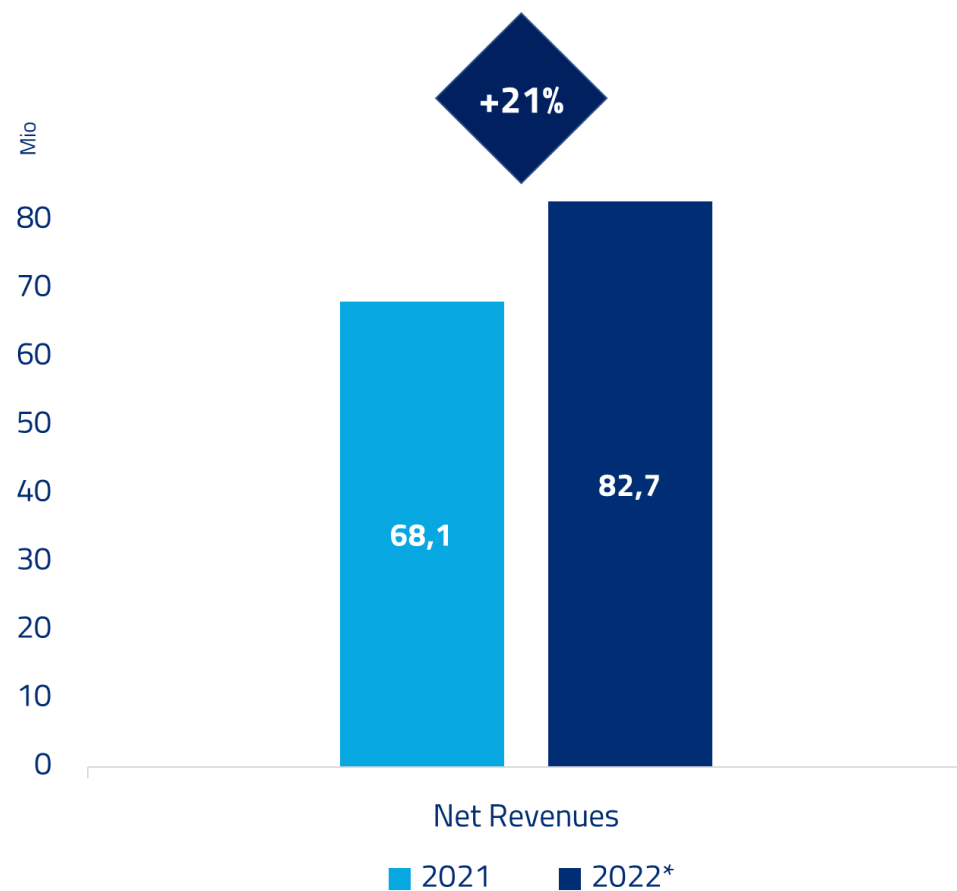
**MANAGE BOTH ACTIVITIES
FROM INGREDIENT DISCOVERY
TO END PRODUCT SALE**

COMMERCIAL COMPANY

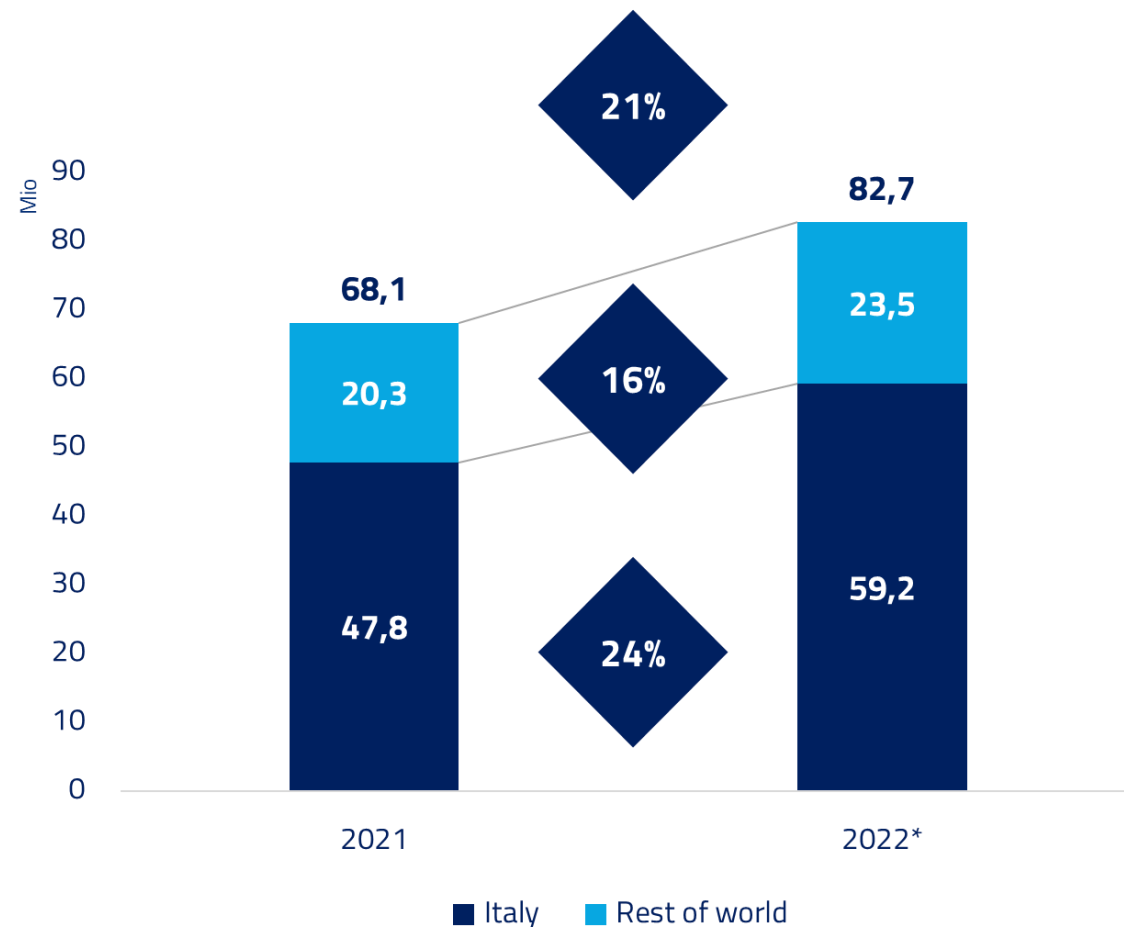
ECONOMIC AND FINANCIAL DATA

NET REVENUES

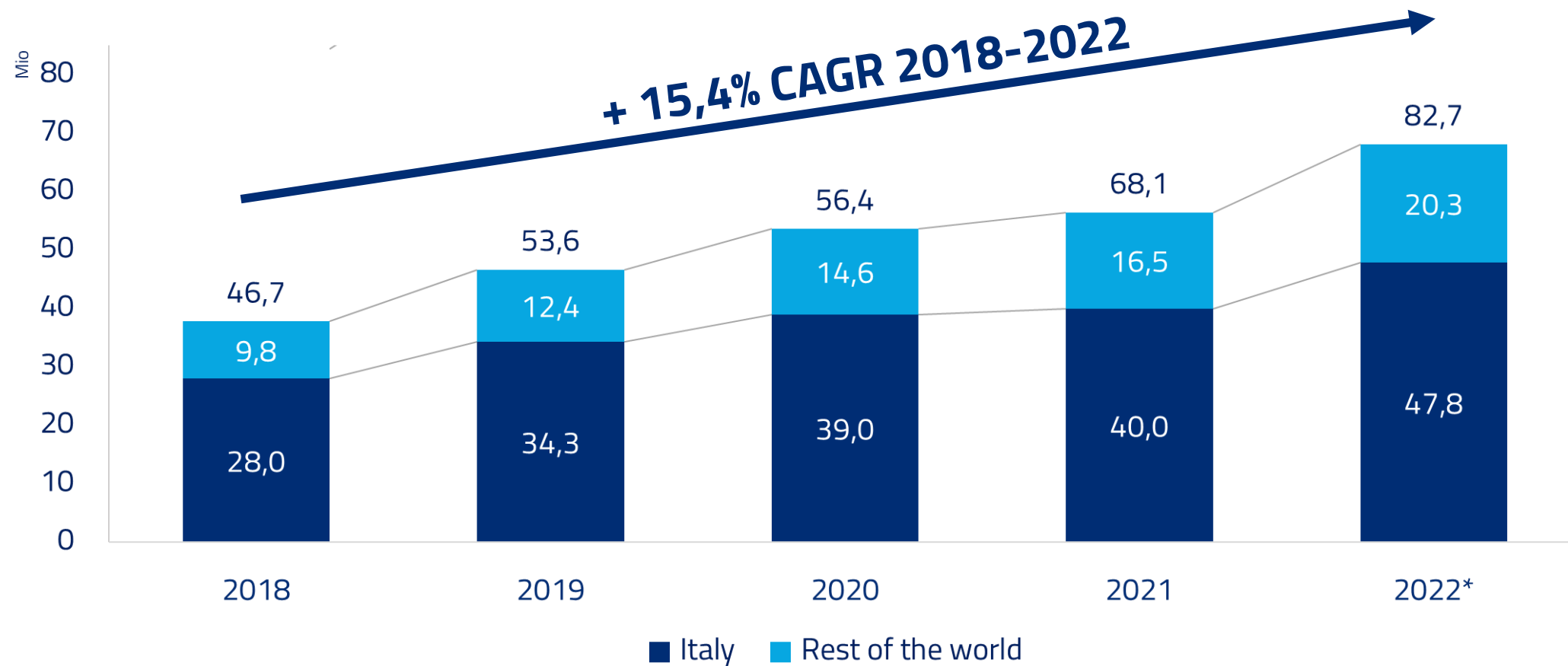
Net Revenues (€ Million)



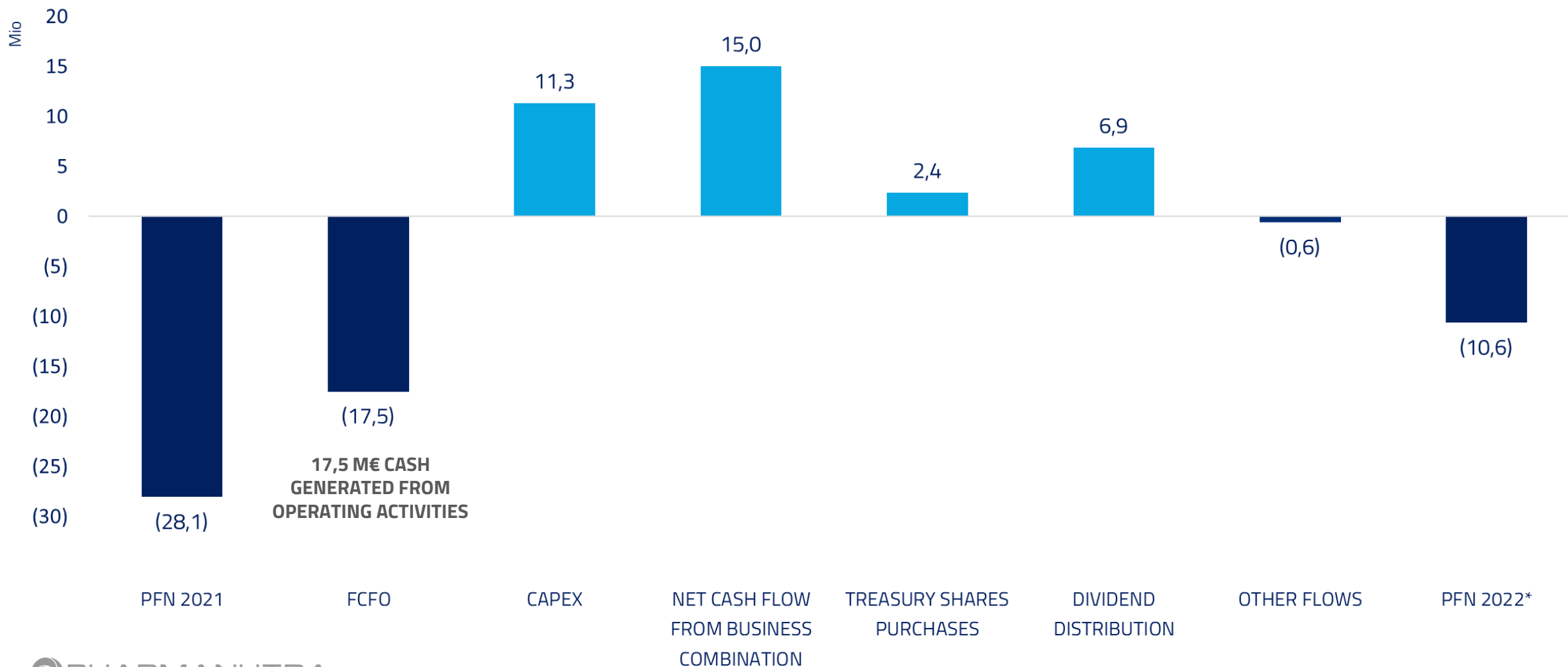
Net Revenues by Business Line



NET REVENUES GROWTH



NET FINANCIAL POSITION



STOCK PERFORMANCE* 2018-2022

Published on Investing.com, 20/Feb/2023 - 13:59:34 GMT, Powered by TradingView.

— Pharmanutra SpA, Italia, Milano:PHNU, D

— FTSTAR, MILANO



Pharmanutra 2018-2022
+391%

FTSE IT STAR 2018-2022
+26%

Investing.com

GROWTH DRIVERS TO 2030

AKERN

EXPLOITING NEW TARGET

Gaining benefit from Pharmanutra's established network of partners



SPORTS FIELD AND SPORTING EVENTS

Strengthen the presence in sports field through the organization of joint scientific events with Pharmanutra



CLINICAL ENVIRONMENT

Developing new clinical market segments thanks to the Pharmanutra's know-how



DEVELOPING AKERN'S BUSINESS

Pursuing international and domestic development of the existing business with a new e-commerce website and growing sales network



CETILAR® NUTRITION

COMMUNICATION INVESTMENTS

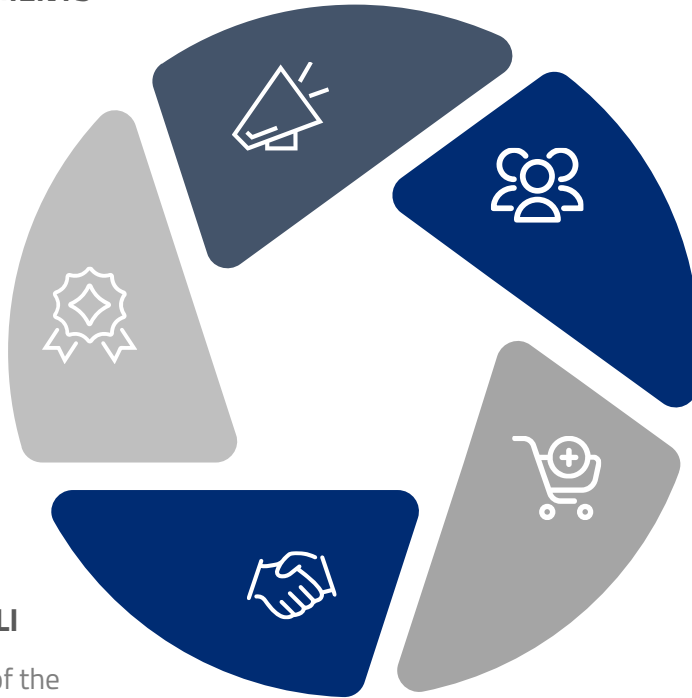
Investments in tailored marketing & communication campaign, exploiting Cetilar strong franchise in sport

INNOVATIVE PRODUCTS PORTFOLIO

Premium products with proprietary formulation thanks to the uniqueness of the raw materials

PARTNERSHIP WITH LUNA ROSSA PRADA PIRELLI

Human Performance Partner of the Luna Rossa Prada Pirelli challenge for the 37° America's Cup



B2B

Creation of a specific sales network to promote products to doctors, pharmacies, sport shops and professional sport teams

E - COMMERCE

Development and management of a proprietary B2C e-commerce web site



PHARMANUTRA ESPAÑA



CULTURAL AFFINITIES

Culture, habits and lifestyle similar to Italy



SYNERGIES WITH AKERN

Opportunity to develop the domestic Spanish market in collaboration with Akern



CROSS PRODUCT PORTFOLIO

Sales & Distribution of the full Cetilar brand portfolio - Cetilar® and Cetilar® Nutrition product lines

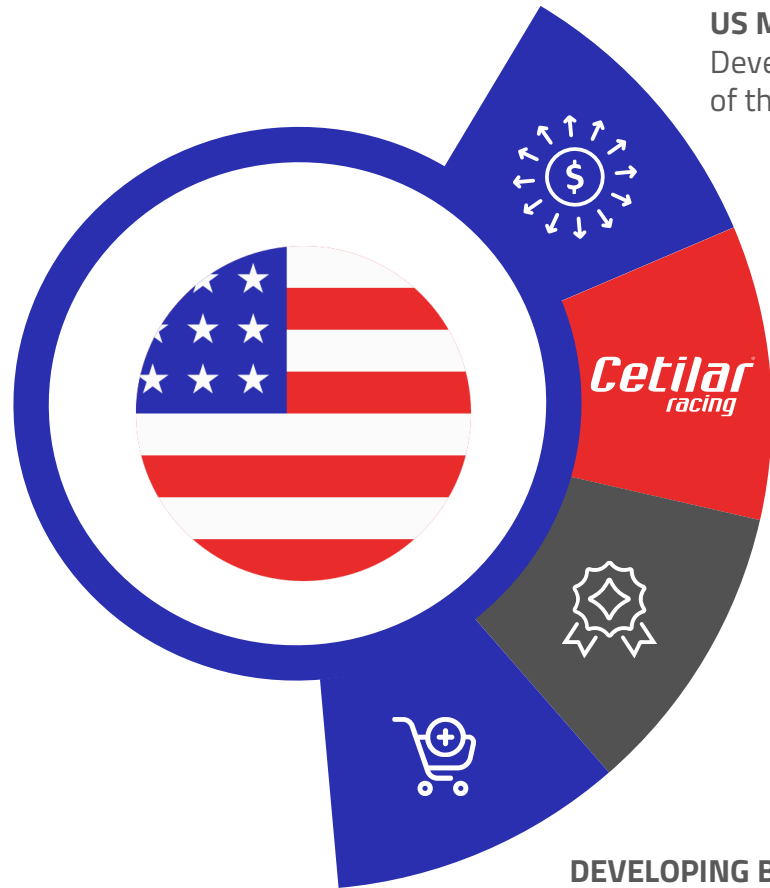


FINANCIAL EFFORT

Limited investments required to set up the business



PHARMANUTRA USA



US MARKET POTENTIAL

Developing Pharmanutra's footprint in one of the most wealthy markets in the world

NETWORK OF PARTNERS

Strengthen and develop the relationships established during scientific congresses and motorsport events

PHARMANUTRA'S TOP BRAND AND PRODUCTS

Entering in the US Market with our top selling products (SiderAL®, Cetilar® and ApportAL®) with a gradual approach to the market on the basis of day by day experience

DEVELOPING BUSINESS

Two-way strategy: B2B with medical detailing for doctors and hospital and B2C with DtC marketing and communication campaign supported by a strong e-commerce activity



CHINA

OTC MARKET POTENTIAL

Online iron market estimated above 100 M€ per year with more than 40 M€ from foreign products. Yearly double-digit growth on the e-commerce channel expected in the next five years

MARKETING

Flexible marketing strategies that can be quickly adapted to different market scenarios



B2C

Cross-border sales through the TMG store e-commerce platform (the biggest in China)

FLEXIBILITY

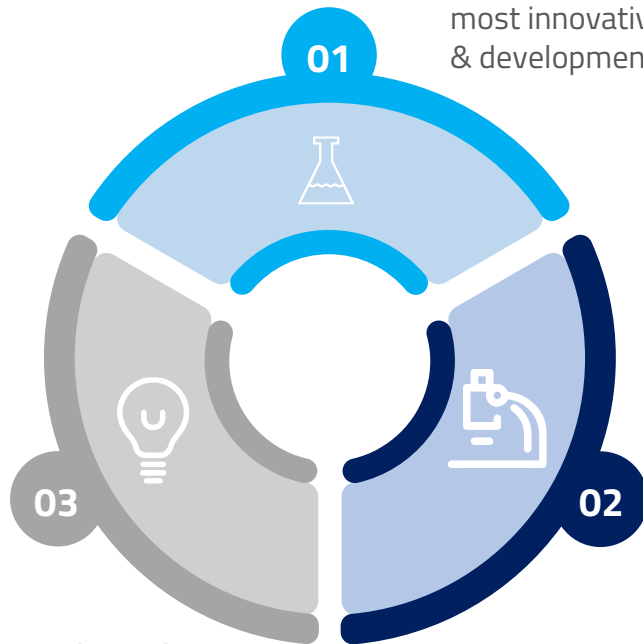
Lean structure that does not require significant investments - communication and marketing only



SPEED UP R&D & INNOVATION

NEW LABORATORY

The new HQ will hold one of the most innovative nutritional research & development laboratory in Europe



R&D

- Exclusive lab models for the simulation of digestion and uptake of nutrients
- Increased prototypes in vitro scanning capabilities
- Higher efficacy second generation sucrosomes

INNOVATION

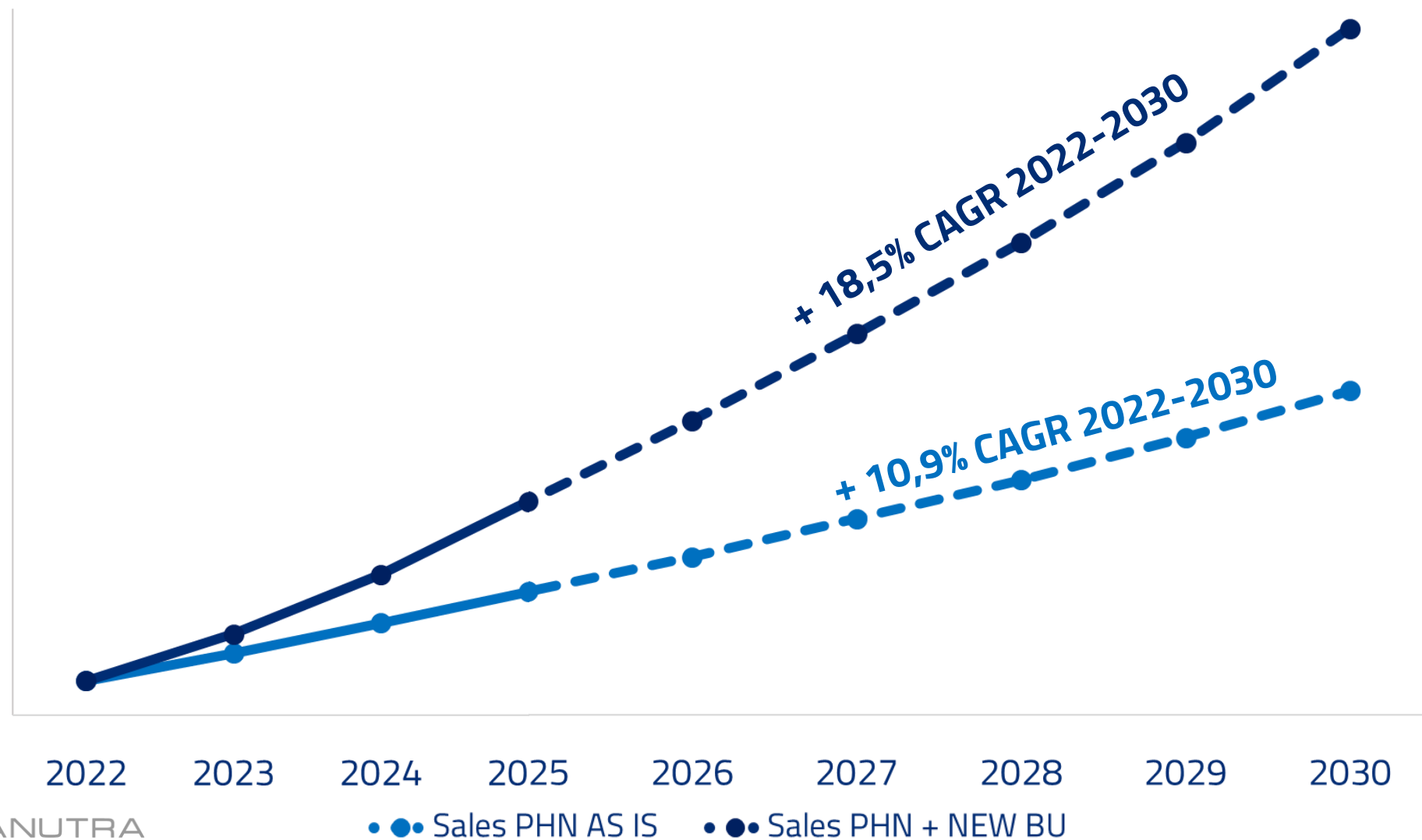
- Sucrosomial® vitamines development
- Discovery of novel bone metabolism frontiers
- Newer evidences in new applications on our sucrosomial® iron



ESTIMATED REVENUES RANGE IN FIVE YEARS TIME



ESTIMATED SALES DEVELOPMENT



ESTIMATED PROFITABILITY DEVELOPMENT

