

# STAR CONFERENCE

## FALL EDITION 2021



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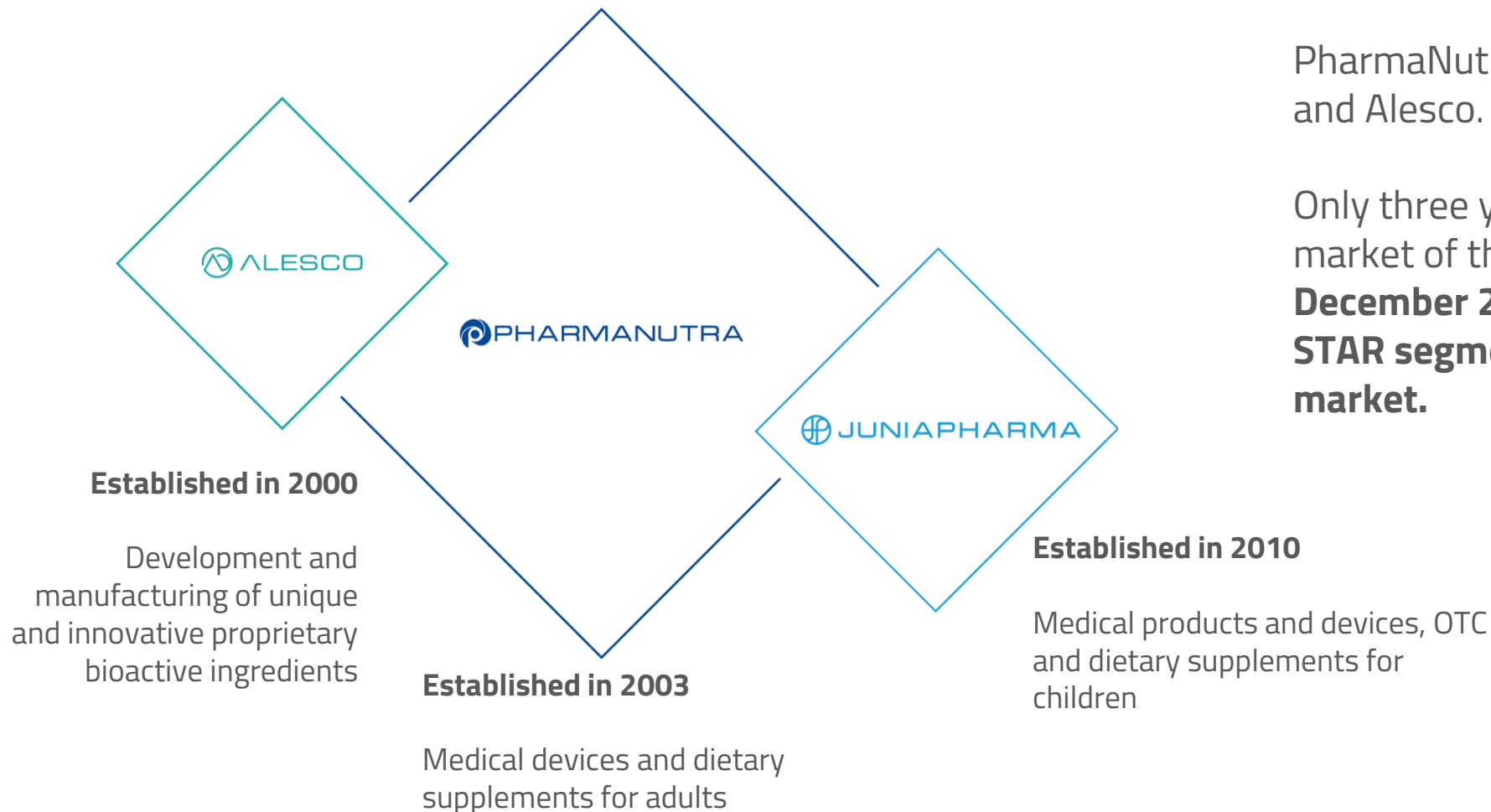
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# **GROUP PRESENTATION**

# PHARMANUTRA, JUNIAPHARMA E ALESCO

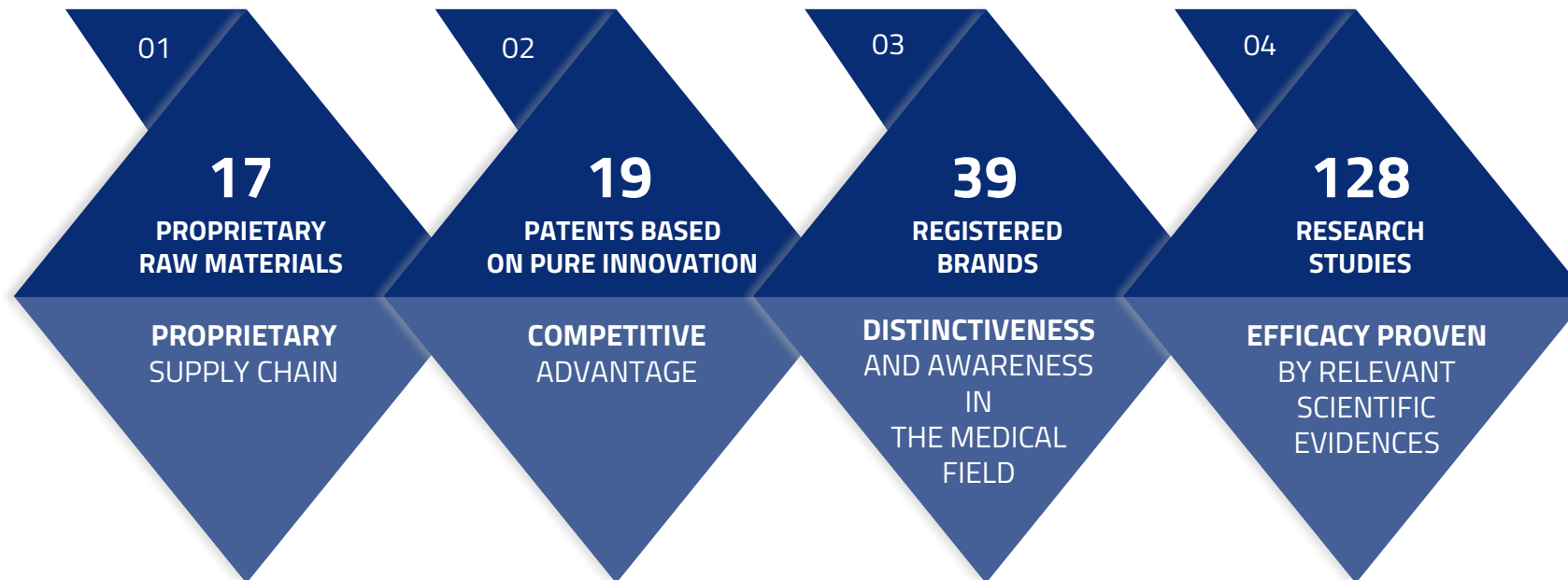


PharmaNutra holds 100% of Junia Pharma and Alesco.

Only three years after the listing on the AIM market of the Italian Stock Exchange, **in December 2020 the Group switched to the STAR segment of the regulated MTA market.**

# PHARMANUTRA'S UNIQUENESS

## Intellectual property protection



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



# **ECONOMIC AND FINANCIAL DATA**

# HIGHLIGHTS H1-2021

**+11%**

NET REVENUES € 32,3 M  
(+11% COMPARE TO 1H 2020)

**+9%**

EBITDA ADJUSTED  
€ 10,3M  
(+9% COMPARED TO 1H 2020)

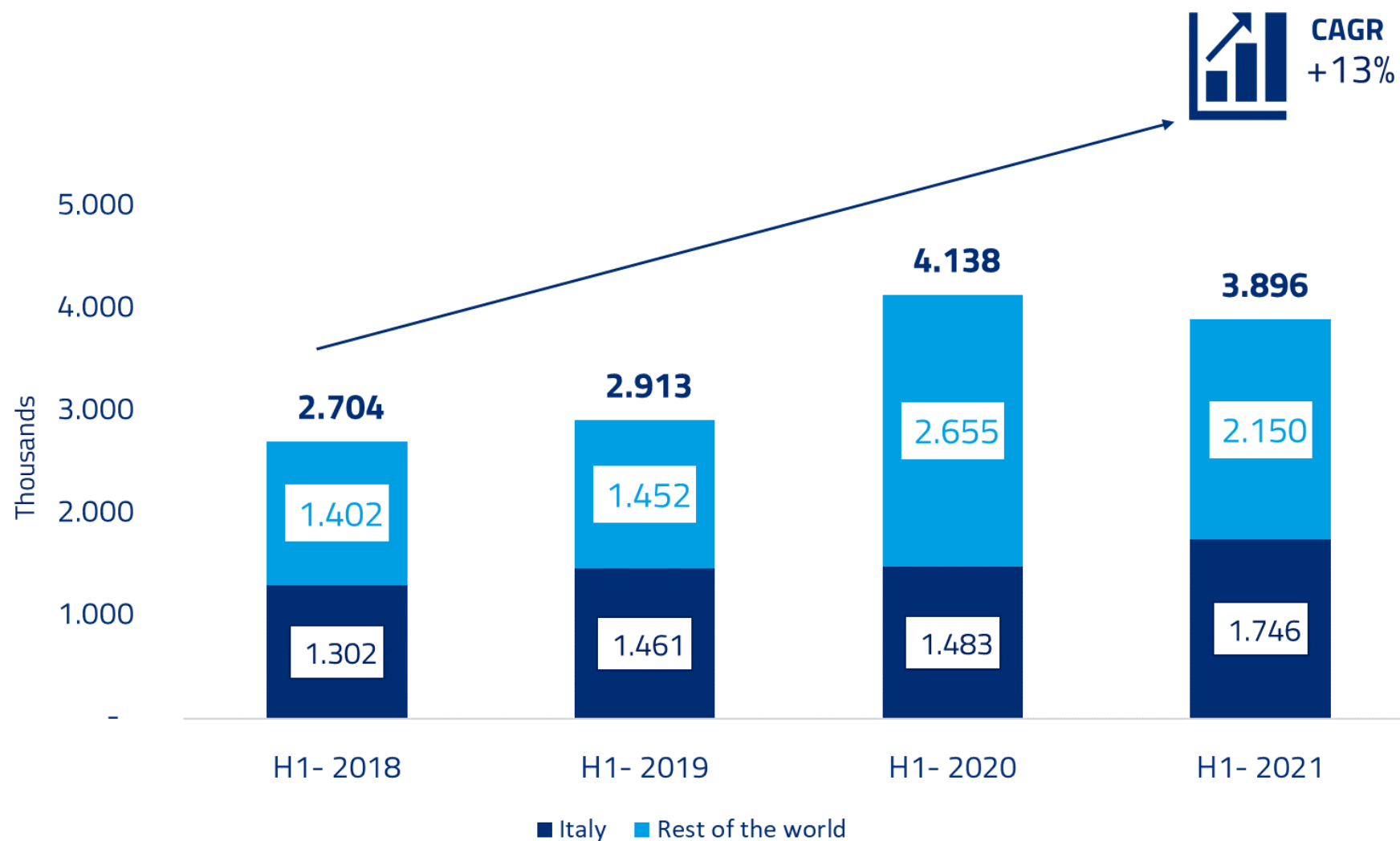
**+12%**

NET RESULT ADJUSTED  
€ 6,6 M  
(+12% COMPARED TO 1H 2020)

**€19,4**  
Mio

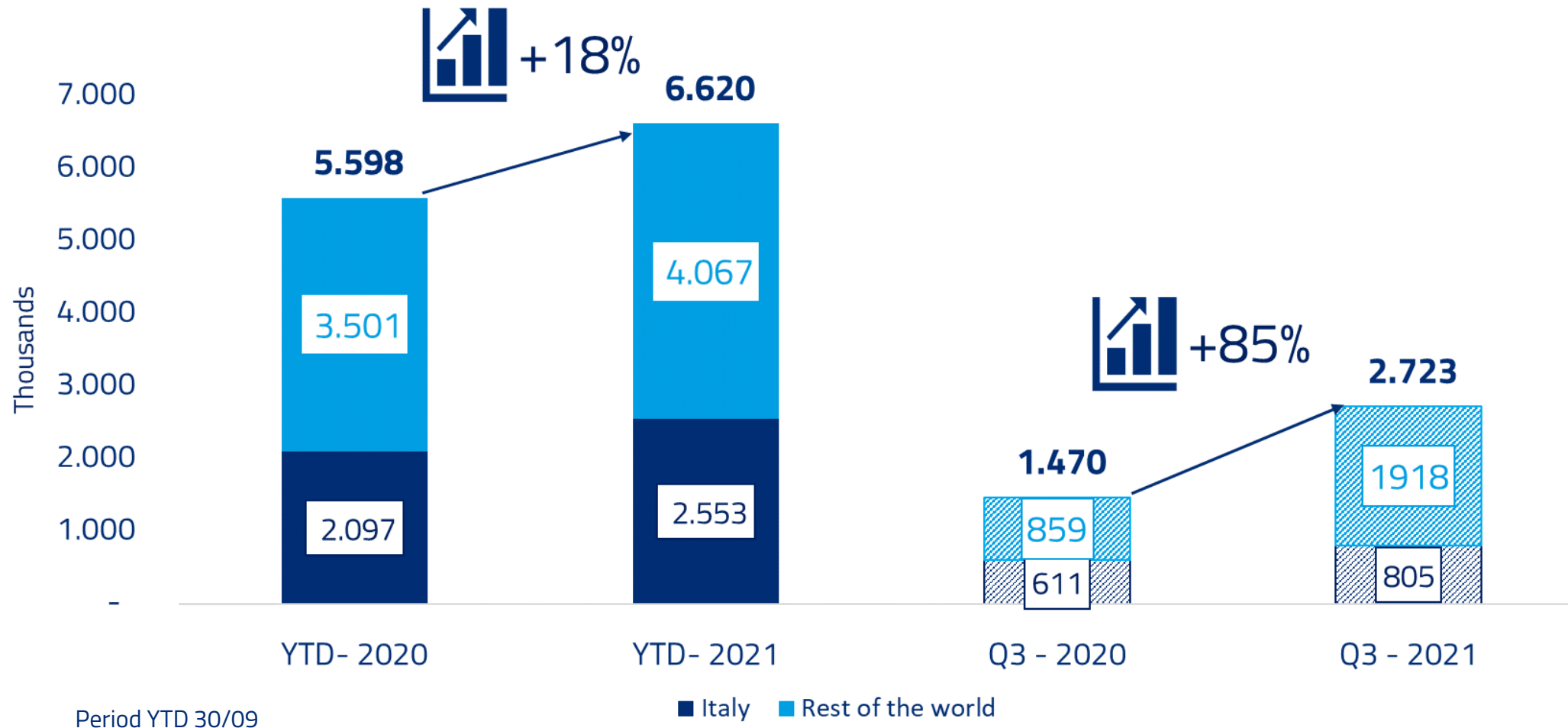
POSITIVE NET FINANCIAL POSITION  
+39K € COMPARED TO 1H 2020

# EVOLUTION OF UNITS SOLD

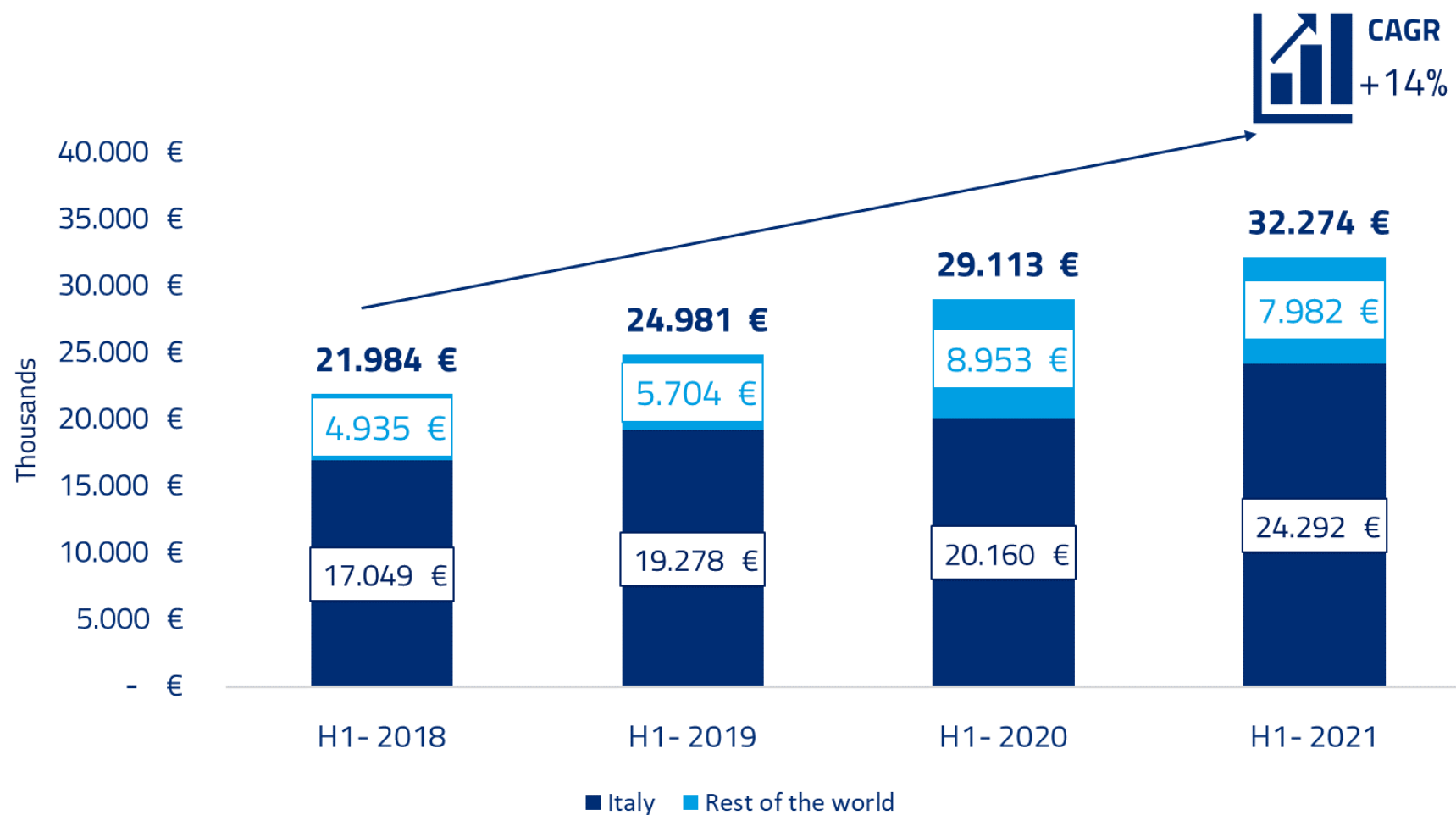




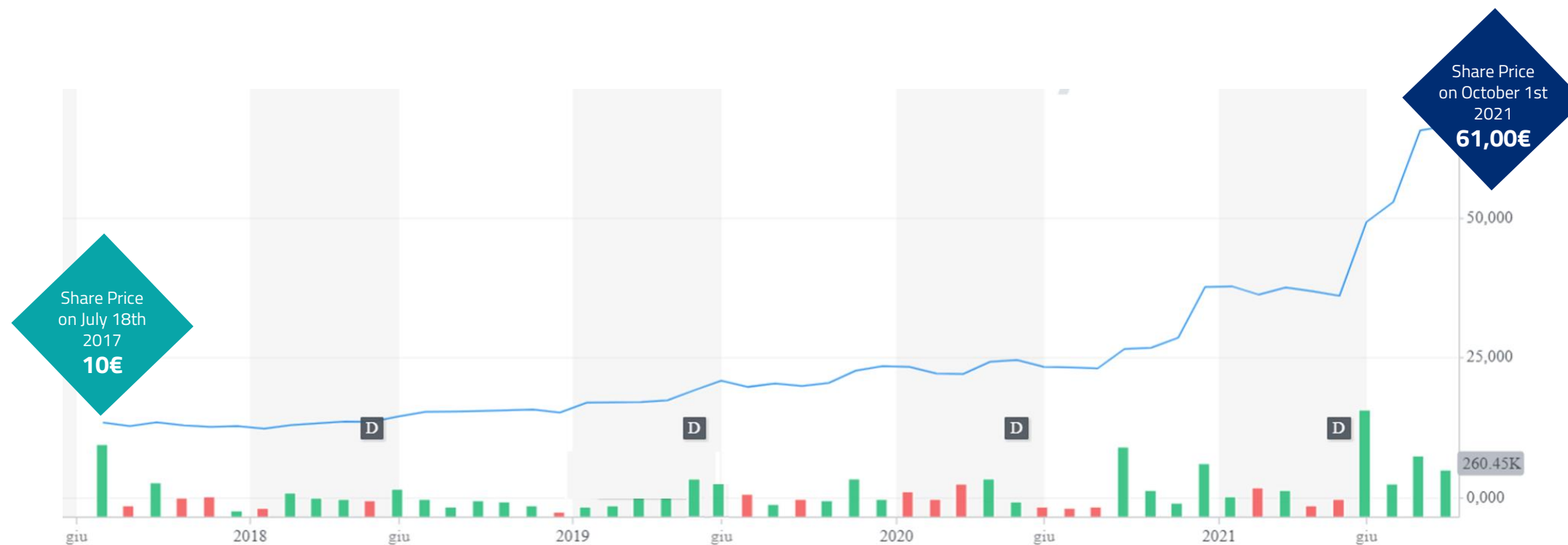
# EVOLUTION OF UNITS SOLD



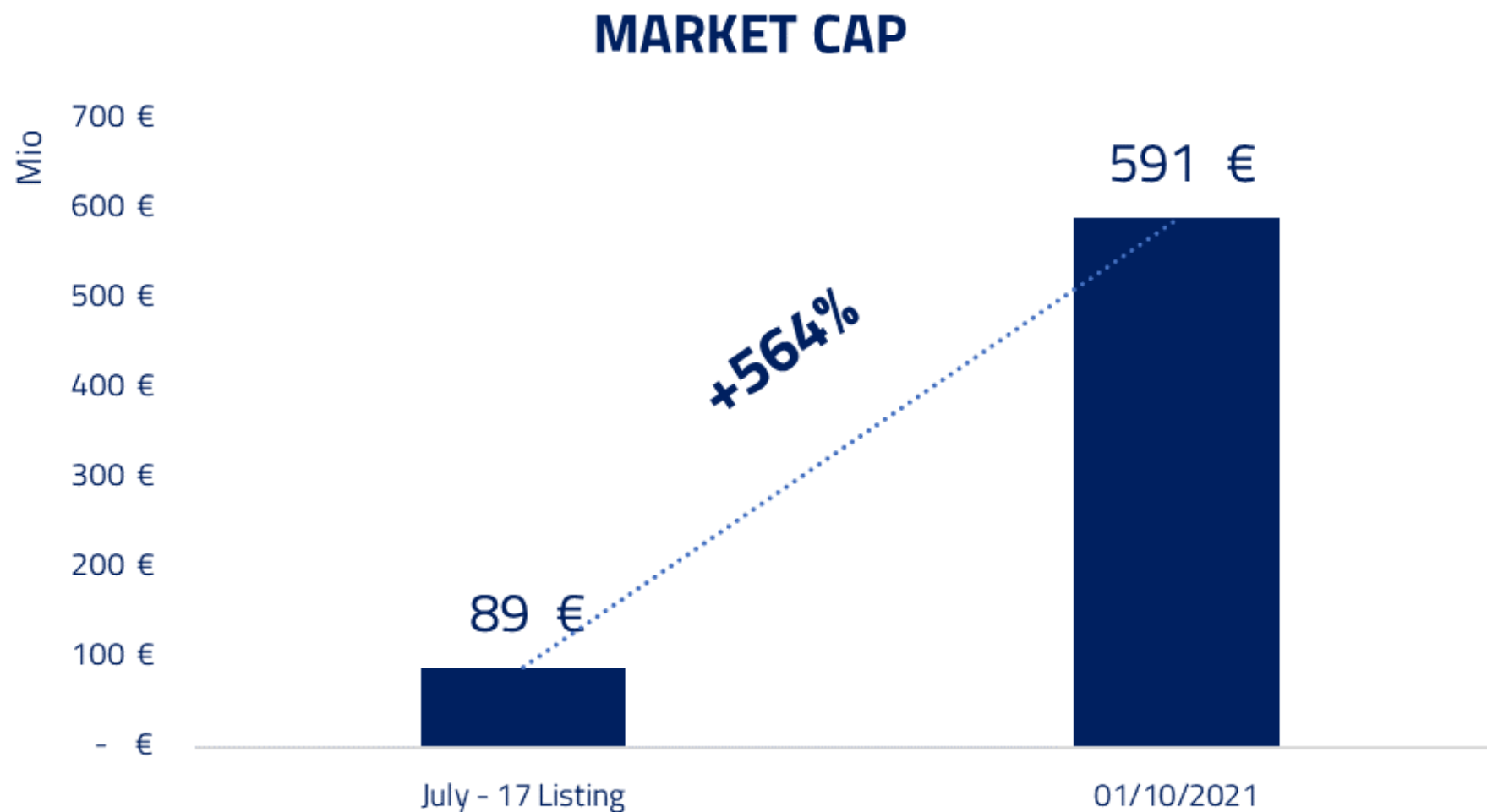
# NET REVENUES



# SHARE PRICE PERFORMANCE



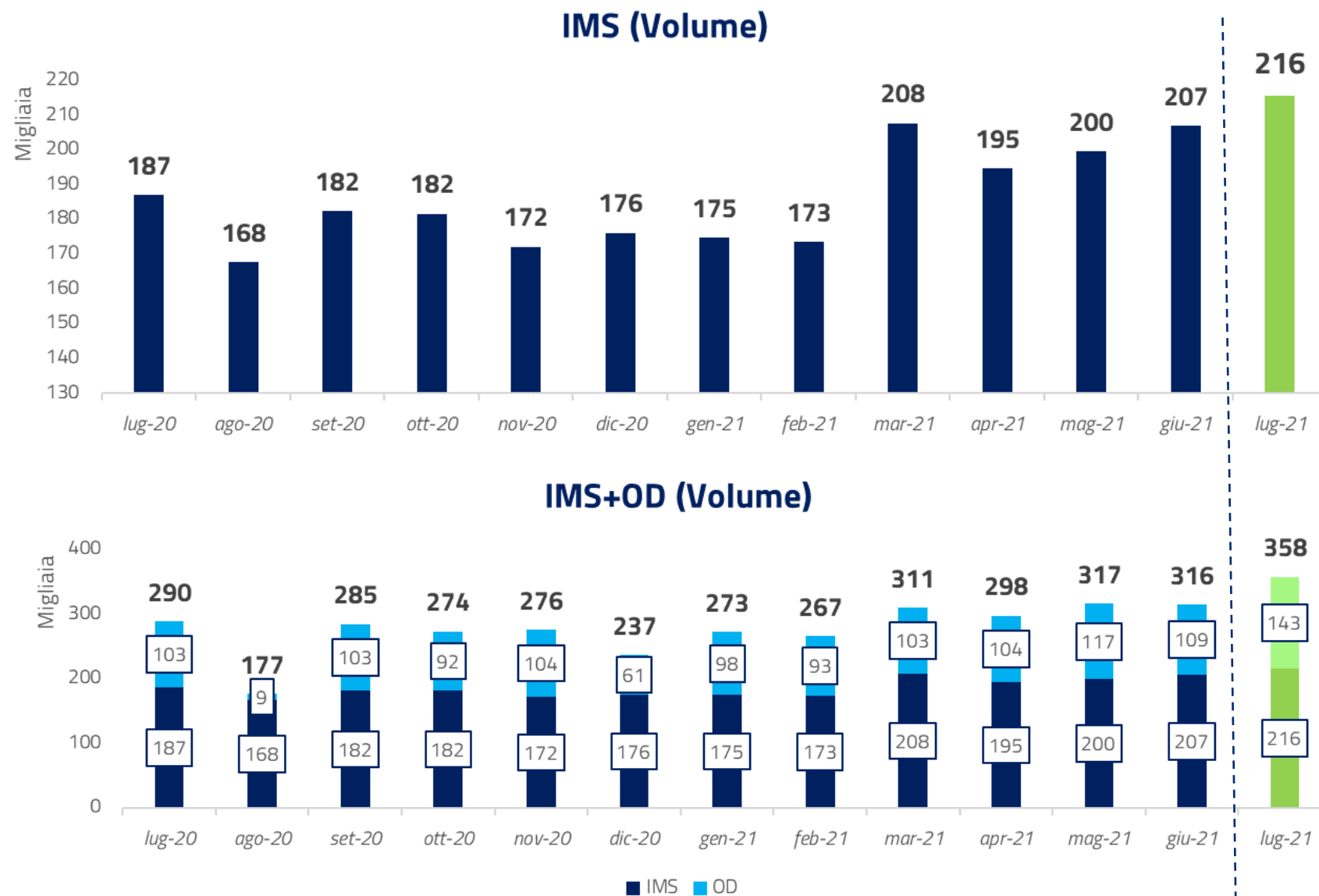
# MARKET CAP





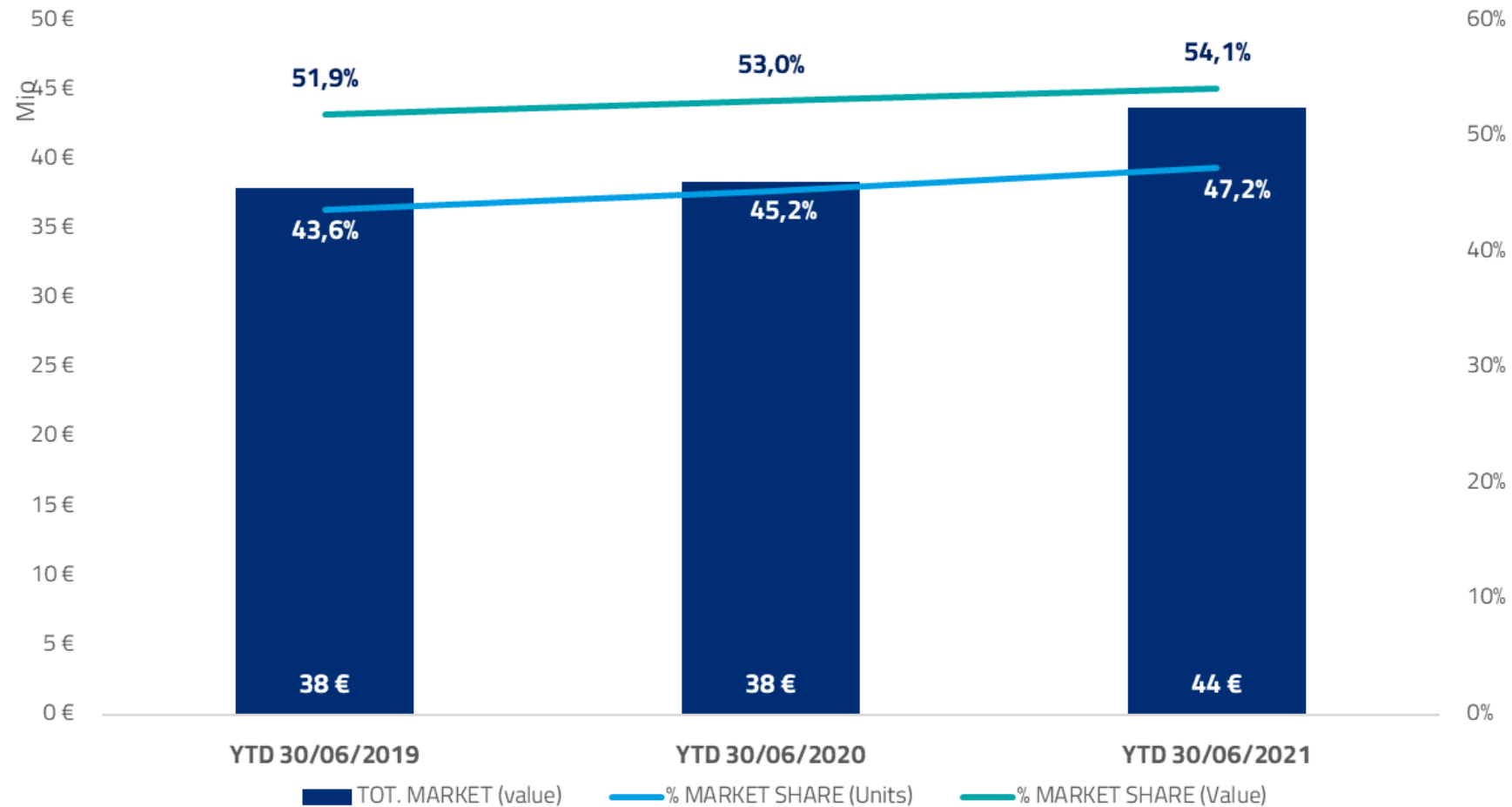
**MARKET**

# Dati IMS e OD



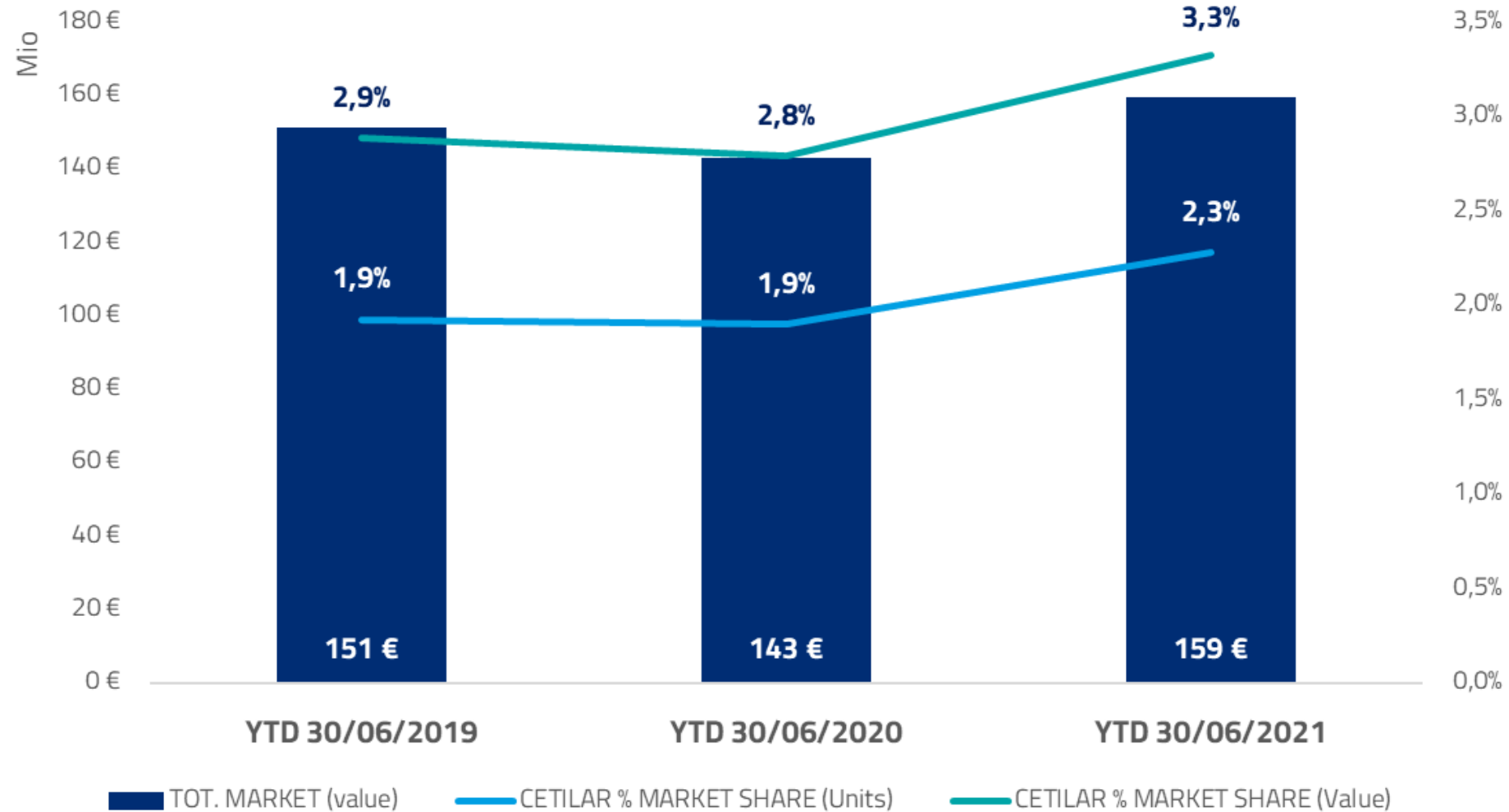
# IRON SUPPLEMENTS

## SIDERAL® MARKET SHARE IN ITALY



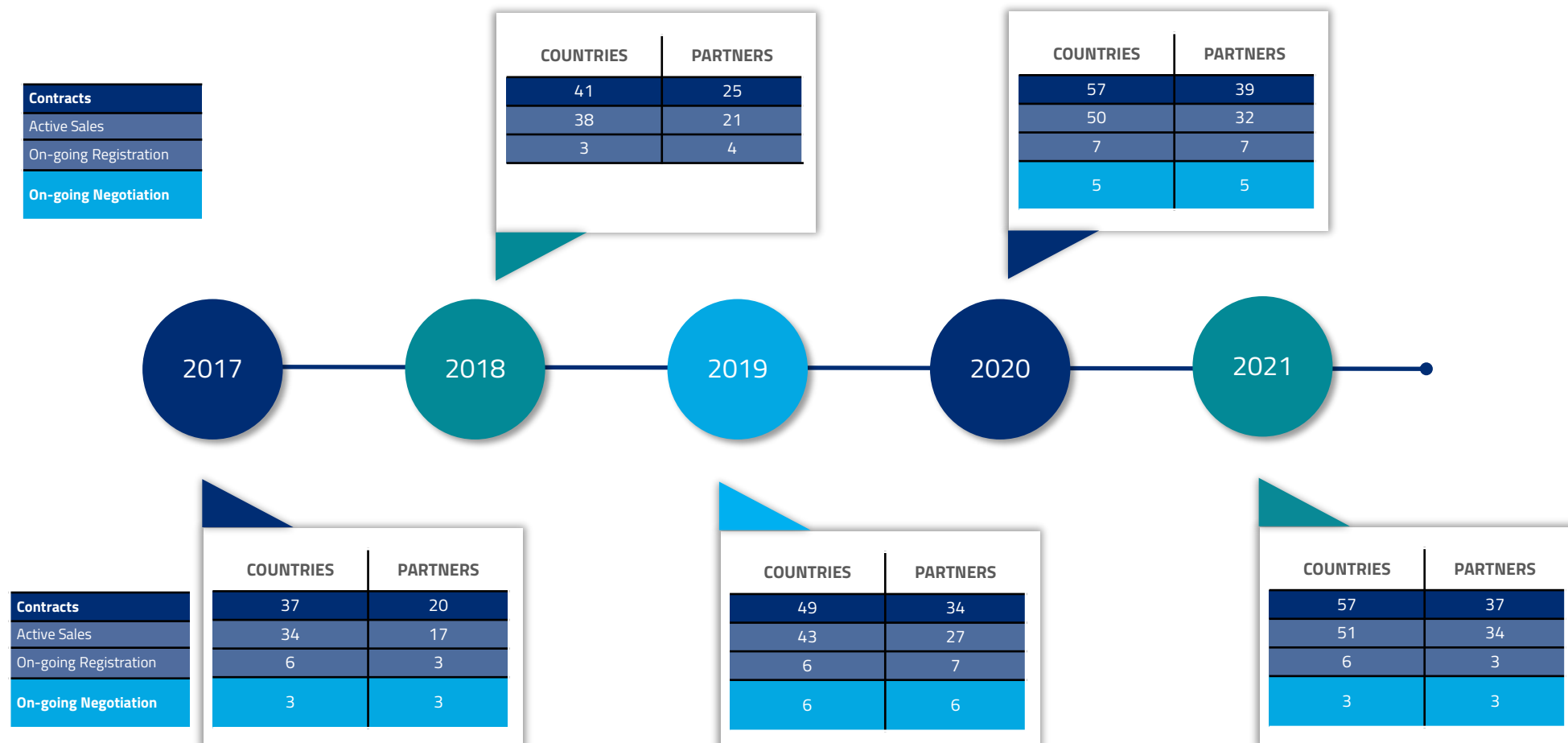
*Excluding products that  
contain only lactoferrin*

# ANTI-INFLAMMATORY TOPICAL CREAM CETILAR® MARKET SHARE IN ITALY





# INTERNATIONAL DEVELOPMENT





# **OUTLOOK 2021**

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- **Outlook for 2021 is positive:** Domestic sales expected to continue with the existing trends together with International sales expected to show an outstanding growth compared to H1 2020 according to the existing foreign orders portfolio will lead to a medium/high double-digit revenues growth. In addition, potential savings on operative expenses could determine a profitability better than expectations;
- In Italy, the strategy of the PharmaNutra Group oriented to **strengthen its leadership on the Italian market of oral iron supplements** with SiderAL® products (current market share close to 54%), and to increase the market shares of Cetilar® products while continuing to develop sales of ApportAL® and UltraMag®; plans are in place to expand the sales network to 180 SSRs by the end of the year;
- **International growth drivers:** business start-up in the new markets where distribution agreements were recently signed, enlargement of product portfolio with existing partners and finalization of new distribution agreements for SiderAL®;
- **M&A activities: in progress the research for a target with complementary products and/or a sales network in Italy and abroad for Key Markets (UK, USA, France,...)**
- **Intellectual property:** 2 new patents in pipeline;
- **New scientific and clinical studies:** in addition to ApportAL® full paper study on individuals post Covid fatigue, **six new studies are in pipeline;**
- **Marketing&Communication:** through a specific omnichannel marketing mix, PharmaNutra aims at reaching various stakeholders, i.e., doctors, pharmacies, international partners, financial partners and consumers.

# FUTURE GROWTH STRATEGY IN 4 PILLARS

## ORGANIC GROWTH IN ITALY

- STRENGTHENING ORAL IRON LEADERSHIP
- SALES RAMP-UP FROM CETILARs, APPORTAL, ULTRAMAG
- SALES REPRESENTATIVES NETWORK EXPANSION (FROM C. 150 TO C. 200)

## ORGANIC EXPANSION ABROAD

- DISTRIBUTION AGREEMENTS, MAJOR FOCUS STILL ON SIDERAL
- PRODUCT PORTFOLIO EXPANSION AMONG EXISTING PARTNERS (NEW PRODUCTS AND CROSS SELLING)
- NEW CONTRACTS WITH NEW PARTNERS

## NEW PRODUCTS & INNOVATION

- NEW PRODUCTS COVERING NEW THERAPEUTIC AREAS
- EXPANSION OF PROPRIETARY TECHNOLOGIES
- NEW HQ HOSTING A VERY ADVANCED CLINICAL NUTRITION LAB

## EXTERNAL GROWTH / M&A

- **ITALY:** POTENTIAL M&A (QUALITY ASSETS WITH COMPLEMENTARY PRODUCTS OR BROAD SALES NETWORK)
- **ABROAD:** M&A / JVs/PARTNERSHIPS IN KEY COUNTRIES (US, UK, FR) TO SPEED UP PENETRATION

# 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 € 18 million**, will be partly covered by financial flows generated by operations and partly using external financing, always taking into account eventual tax opportunities.

Activities, **started in March 2021**, should be completed within 24 months.



