

PHARMANUTRA S.P.A. CONFIRMS STRONG SALES INCREASE

The Group reports significant sales growth against 2020 on the Italian and international markets.

Pisa, 31 January 2022 – [PharmaNutra S.p.A.](#) (MTA; Ticker PHN), a company specialising in mineral-based nutritional supplements and medical devices for muscles and joints, confirmed the strong increase in sales volumes in Italy and on international markets, as discussed by the Board of Directors today.

Globally, sales volumes reached 9.7 million units in 2021, up 20.7% compared with 8.0 million units in the previous year.

On the Italian market, finished-product sales volumes rose to 3.5 million units in 2021, a 17.4% increase compared with the previous year (2.9 million units). Specifically, as shown by December IQVIA data for the nutritional supplements market, the SiderAL® line has consistently outperformed the market reporting a growth - in terms of units - of 13.8% in 2021, compared with 4.6% for all other iron-based supplements excluding SiderAL® products. Federsalus data published in November 2021 confirm that SiderAL® Forte is Italy's best-selling nutritional supplement, with year-on-year growth of 15.5%.

The strength of the Group's strategies is also reflected on the Italian market for topically applied medical devices, where, according to December IQVIA data, the Cetilar® brand reported excellent performance, with 23.8% growth over 2020 - an increase that was decidedly higher than the market average - rising from the tenth to the ninth position in the market share held among the specific industry ranking.

On international markets, sales volumes rose by 22.7% from the previous year (6.2 million units compared with 5.1 million in 2020). In addition to reporting positive performance on its existing distribution contracts, the Group signed six new international business agreements in 2021, whose effects will be seen over the coming years.

"The positive response from the markets, where SiderAL® and Cetilar® products are outperforming competitors on their respective markets in terms of winning and holding market share, is reflected in solid financial strength, which will enable the PharmaNutra Group to continue growing and investing significant resources in research and in improving its patents, as well as in developing new products and raw materials," said PharmaNutra Group Vice Chairman Roberto Lacorte. "In the last two years we have far exceeded investors and analysts' expectations and projections, despite the impact of the Covid-19 emergency on market trends, and we therefore expect to present at the end of March draft financial statements in line with expectations."

PharmaNutra S.p.A.

Founded and led by Chairman Andrea Lacorte and Vice Chairman 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. PharmaNutra is the leading producer, with the SiderAL® trademark, of iron-based nutritional supplements, a field where it holds important patents on Sucrosomial® Technology, and is regarded as one of the top emerging players in medical devices for the rehabilitation of joint capacity thanks to the Cetilar brand. The effectiveness of its products has been demonstrated by extensive scientific evidence, including more than 120 published papers. In Italy, sales are conducted through a network of more than 160 medical representatives, who also handle exclusive marketing of PharmaNutra products to pharmacies and parapharmacies all over the country. International sales in more than 50 countries are managed through 37 partners selected from top pharmaceutical companies. 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

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