

THE PHARMANUTRA GROUP IS STILL GROWING ON THE ITALIAN MARKET

- **As shown by sales figures released for July 2018.**
- **Compared to the same period last year, the company can boast a significant +23%.**
- **The President Andrea Lacorte: “Figures go way beyond expectations, we are very satisfied”.**

Pisa, 30 August 2018 - PharmaNutra S.p.A. (Aim Italia - Ticker PHN), nutraceutical company, leader in the iron nutritional supplements sector, released its Italian market sales results for July 2018 (sell-out Wholesalers - source IQVIA - + Direct Orders).

As the numbers show, the company founded in 2003 by the brothers Andrea and Roberto Lacorte is still growing, further consolidating its Italian market position. In July alone, sales exceeded 200,000 pieces, with growth of +23% compared to the same period in the previous year.

The excellent sales results confirm what was announced on anticipating the preliminary consolidated revenue for the first half of 2018, growing about 20% compared to the same period in 2017.

The positive performances recorded on the national market are sustained by the growth of Pharmaceutical Representatives network and by continually strengthening the studies, research and development of the PharmaNutra Group, leading the company to launch four new products in the first half of 2018. Furthermore, during the National Convention scheduled for 11 to 14 September at San Vincenzo (Li), the Group will be presenting a further number of significant novelties, on sale from the autumn.

Please note that, after just over a year since it was listed on the Stock Market in July 2017, the value of the PharmaNutra share has gone from 10 Euro, on the day of listing, to 15.25 Euro on 28 August*, while company capitalisation has grown over 60%, from 89.5 million to 147.6 million Euro **.

Andrea Lacorte, President of PharmaNutra, comments: *“We are harvesting the fruits of an important strategic choice, made by the company a year ago. The division of the commercial network and the medical information one into a Supportive Care, hence hospital line and a Primary Care one. At first, the choice suffered the normal repercussions, because several pharmaceutical representatives had to specialise. Returns in result terms were not immediate. It took 8-9 months for the structure to become operational and start to work well. Then June and July gave us a lot of satisfaction, confirming that our choice was the right one, with results - I am referring to July - going well beyond expectations. Clearly, all this net of the launch of new products in September during the National Convention. In brief, it went really well, with excellent numbers for all SiderAL line products, including CardioSiderAL; the only oral iron in the cardiology world, which did very well in the Supportive Care segment. Related to Primary Care, we are recording the performance of Cetilar, even recommended by doctors, with great pleasure. Confirming the great reputation that Cetilar too can now boast with doctors, as it is not only a consumer product, it is a highly specialised one. An osteoarticular topical product has hardly ever been so respected, appreciated and recommended by the medical class. Then to conclude, Ultramag did well too. In this case, we need to talk about the overall figure and we are still positioning ourselves, because the true launch of Ultramag is still far*

*The value is obtained by comparing the subscription price of the convertible bonds issued by the pre-booking company Ipo Challenger 1, for 10 Euro, with the closure date of 28 August 2018.

** The PharmaNutra capitalisation data is updated to 28 August 2018 (source Italian Stock Market).

from over. We need to consider that, until now, we are not yet present with all our clients; we still have to finish referencing the product in our points of sale. So with Ultramag, it can only go even better, starting from the fact that we are talking about the best product launch in the story of the PharmaNutra Group”.

** *** **

PharmaNutra S.p.A.

Founded and led by President Andrea Lacorte and Vice President Roberto Lacorte, PharmaNutra was established in 2003. It develops unique nutritional supplements and innovative nutritional devices, handling the entire production process, from proprietary raw materials to finished product. The efficacy of the products has been demonstrated by numerous clinical studies, 79 of them published with more than 5000 patients treated. The Group distributes and sells its products in Italy and abroad. In Italy, products are sold through a network of 180 Pharmaceutical Representatives serving doctors and also exclusively selling PharmaNutra products to pharmacies throughout Italy. Products are sold in over 70 countries abroad, through 35 partners selected from among the finest pharmaceutical companies. PharmaNutra leads the market in the production of iron-based nutritional supplements under the SiderAL brand, where it boasts a number of important patents on sucrosomial technology. Over the years, the Group has developed a precise strategy for the management and production of intellectual property, founded on the integrated management of all the various elements: proprietary raw materials, patents, brands and clinical evidence.

<http://www.PharmaNutra.it>

For Information:

PharmaNutra S.p.A.

Via Delle Lenze, 216/b
56122 Pisa
Tel. +39 050 7846500
Fax +39 050 7846524

investorrelation@PharmaNutra.it

Nomad & Specialist

CFO SIM S.p.A.

Via dell'Annunciata 23/4
20121 Milan
Tel. +39 02 303431

ecm@cfosim.com

Press Office

Spriano Communication&Partners

Tel. +39 02 83635708

Matteo Russo - Cristina Tronconi

Mob. +39 347 9834881 +39 346 0477901

mrusso@sprianocommunication.com

ctronconi@sprianocommunication.com