

# FY2020 FINANCIAL RESULTS



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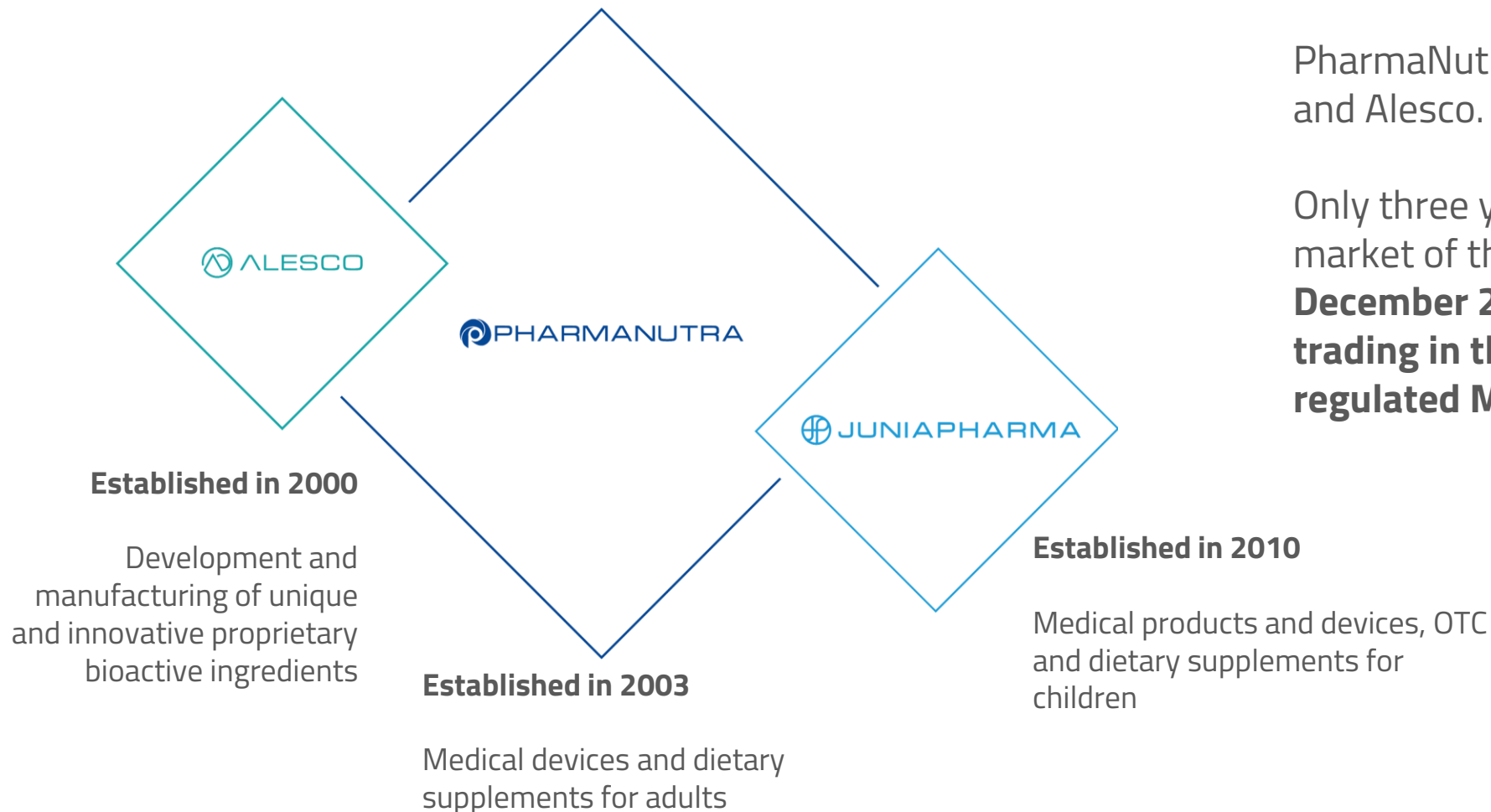
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# **GROUP PRESENTATION**

# PHARMANUTRA, JUNIAPHARMA E ALESCO



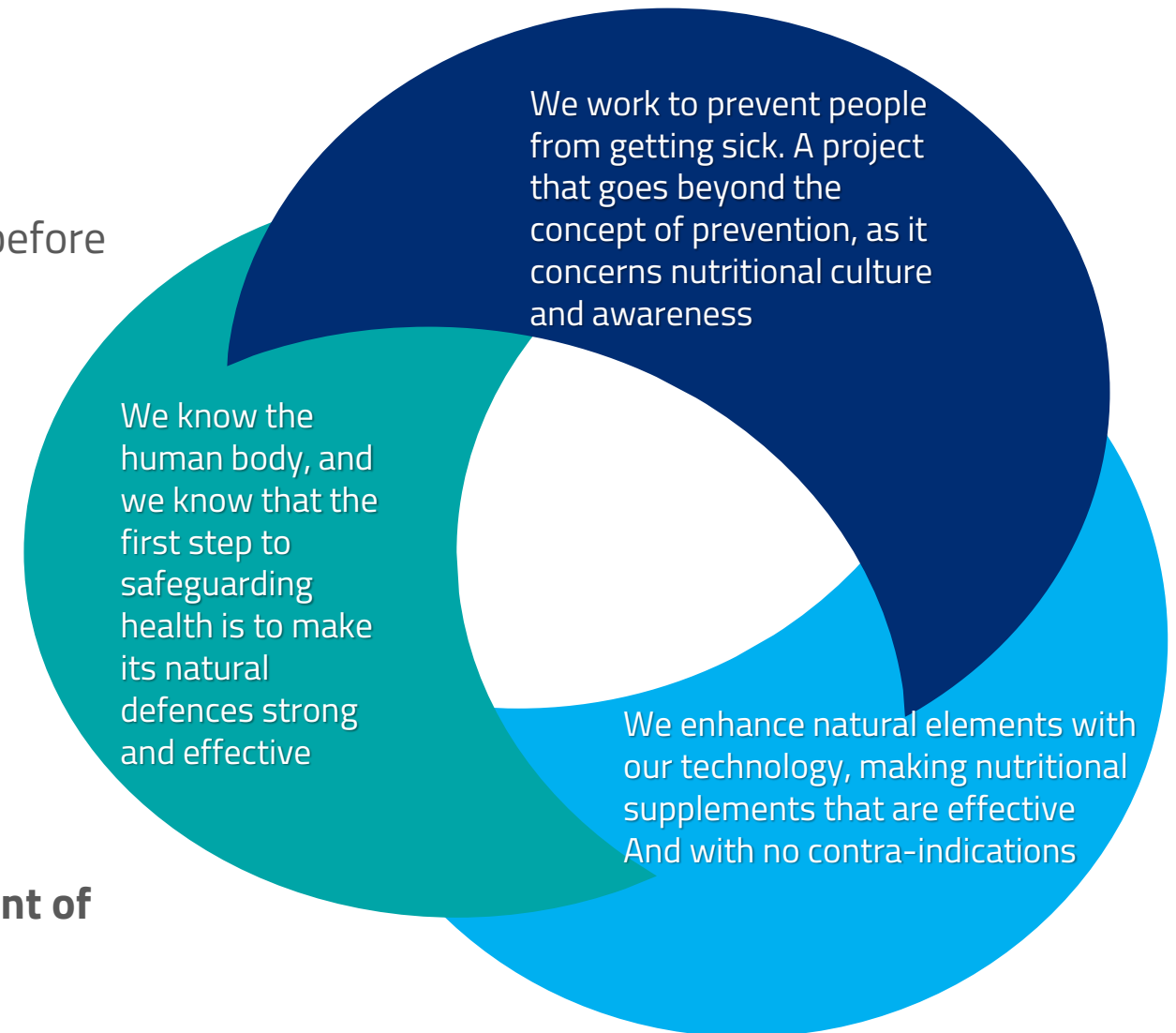
PharmaNutra holds 100% of Junia Pharma and Alesco.

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

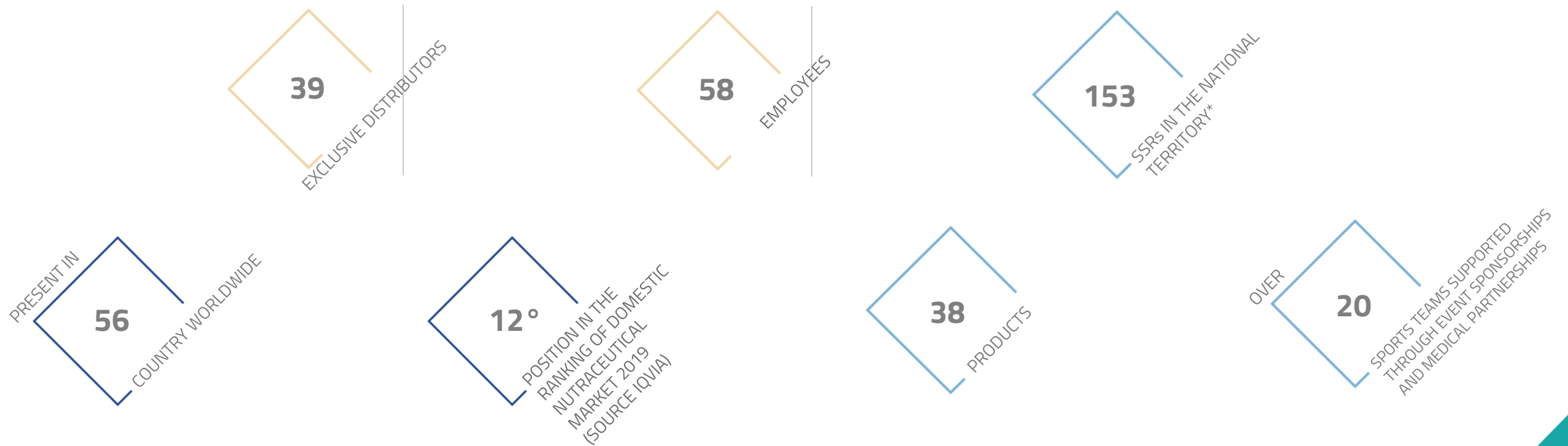
# MISSION & VISION

The real challenge of modern medicine is to be able to intervene before people need it. But **education** comes before prevention, passing obligatorily through **knowledge**.

Aware of the difference our technologies can make on personal well-being, we aim to become **the world's point of reference in the mineral- and micronutrient-based nutritional supplements market.**

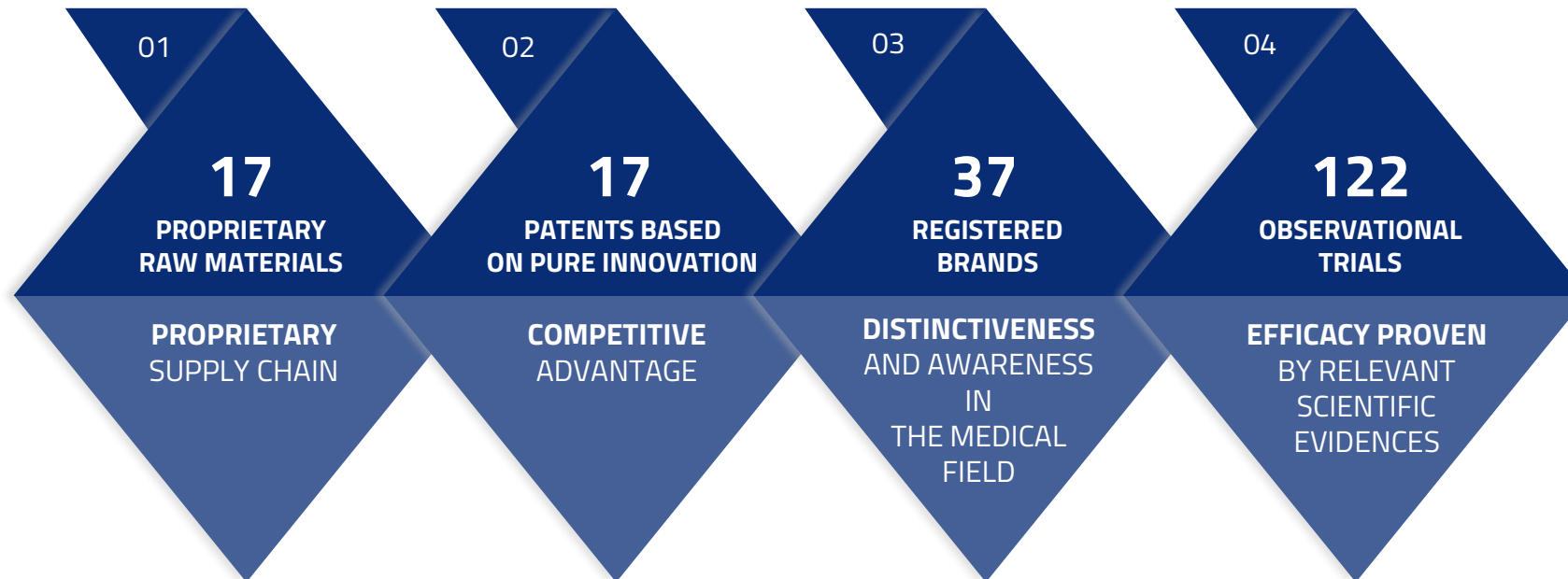


# OUR COMPANY IN FIGURES



# 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**

# MAIN PRODUCTS

## 18 PRODUCTS



PharmaNutra nutritional supplements and medical devices are designed to respond effectively and safely to health and well-being needs at all ages, promoting an aware, active and healthy lifestyle.



## 20 PRODUCTS



Medical devices, OTC products and nutritional supplements for the pediatric sector (0-14 years) developed to respond to everyday health and well-being needs of children and infants.



## 20 RAW MATERIALS



The ingredients developed and distributed by Alesco for the nutraceutical, pharmaceutical, food and cosmetics sectors stand out for the high scientific value and the efficacy of their active ingredients.





# **HIGHLIGHTS**

## **2020**

# OVERVIEW 2020



## EXCEPTIONAL RESULTS

2020 represents the best ever reached in the Group history in terms of profitability. Beyond the significative growth in turnover due to the consolidation of partnerships, in 2020 **8 NEW DISTRIBUTION AGREEMENTS WERE SIGNED**



## PATENT BOX

Agreement signed with the Italian revenue office. The agreement refers to the years 2016-2020 and the fiscal benefit amounts to **€3.4M** for the years **2016-2019** and has been determined in **€1.4 M FOR 2020**



## R&D

In April 2020, Cetilar® and Apportal® products obtained **PLAY SURE DOPING FREE CERTIFICATION**. After the launch of the new Cetilar Tape®, the Company has received CE certification from the ISS classifying the products Cetilar® Patch and Cetilar® Tape as **Class 2A Medical Devices** and its patented Cetylated Esters (CFA) has been recognized as **GRAS** (Generally Recognized As Safe) **for the U.S. market**. PharmaNutra forecast the launch of **2 new products in 2021**.

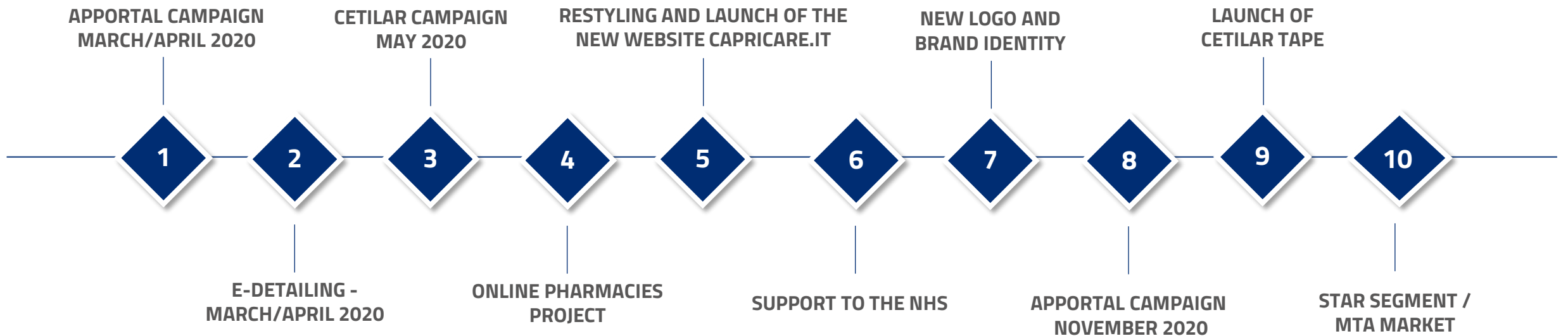


## ITALIAN STOCK EXCHANGE

Thanks to its strong financial position in the market, **in December 2020 the Group switched to trading in the STAR segment of the regulated MTA market**

# OVERVIEW 2020

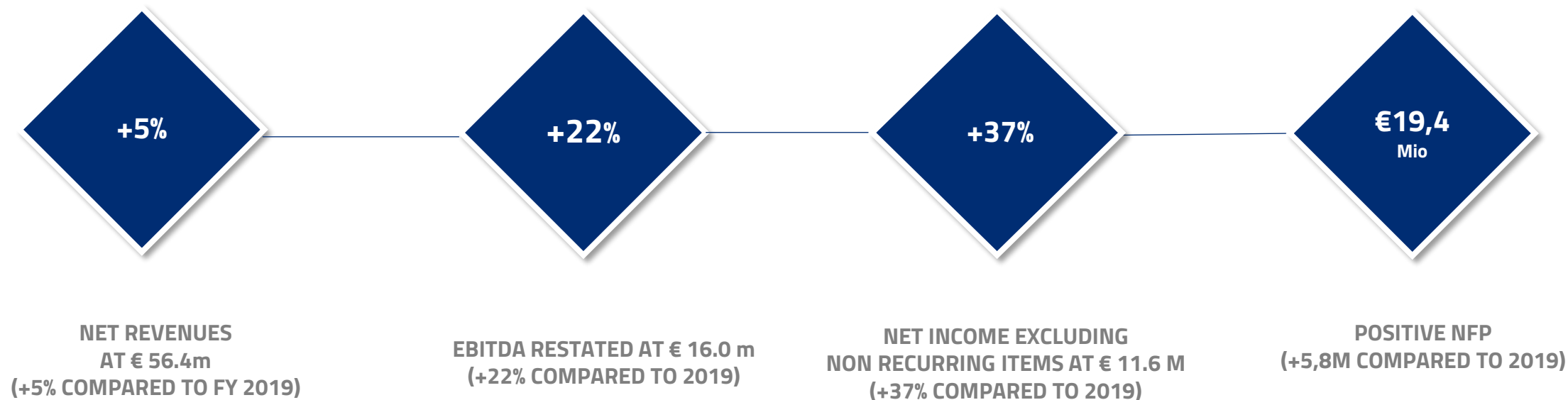
## MAIN FEATURES



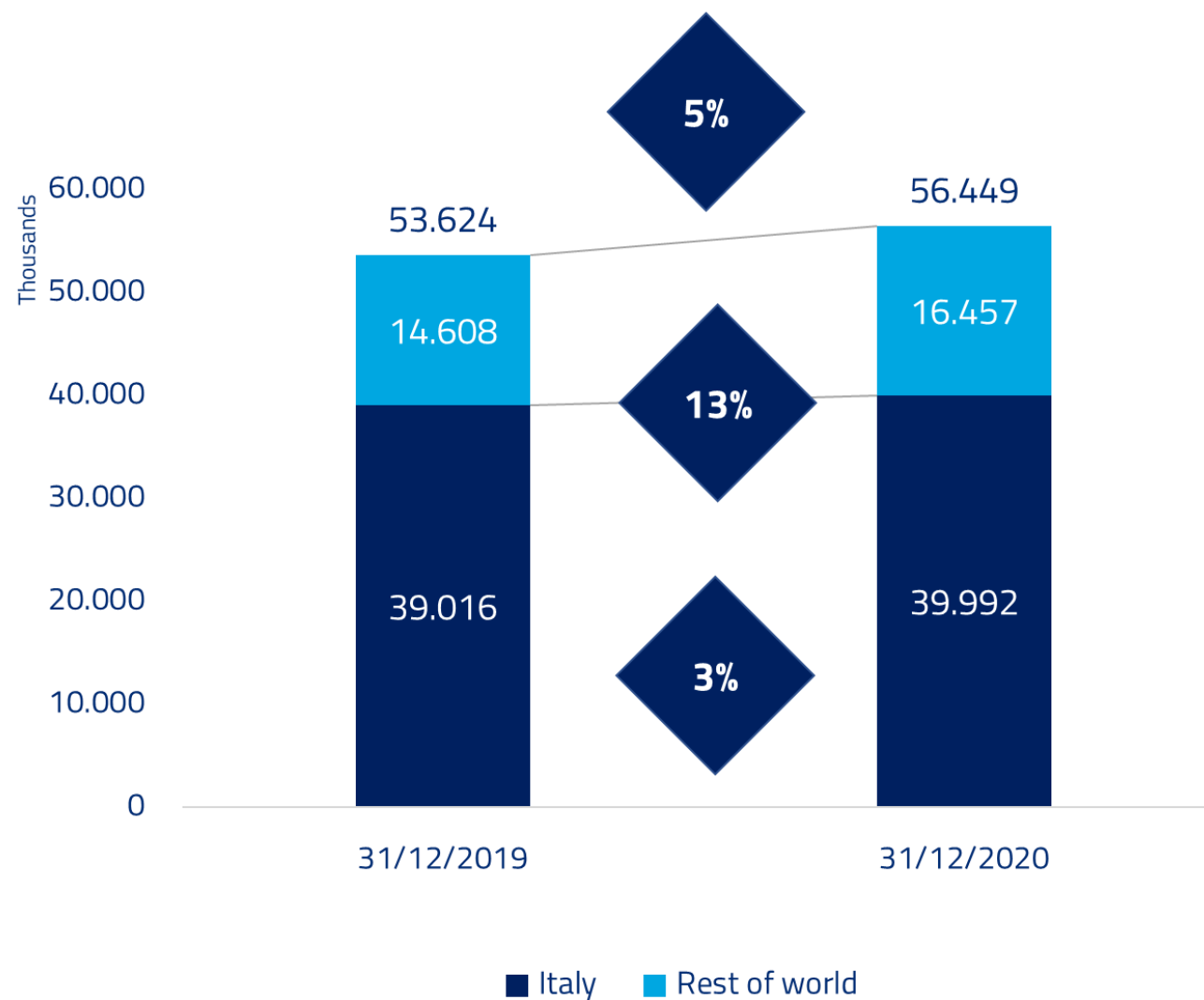


# **ECONOMIC AND FINANCIAL DATA**

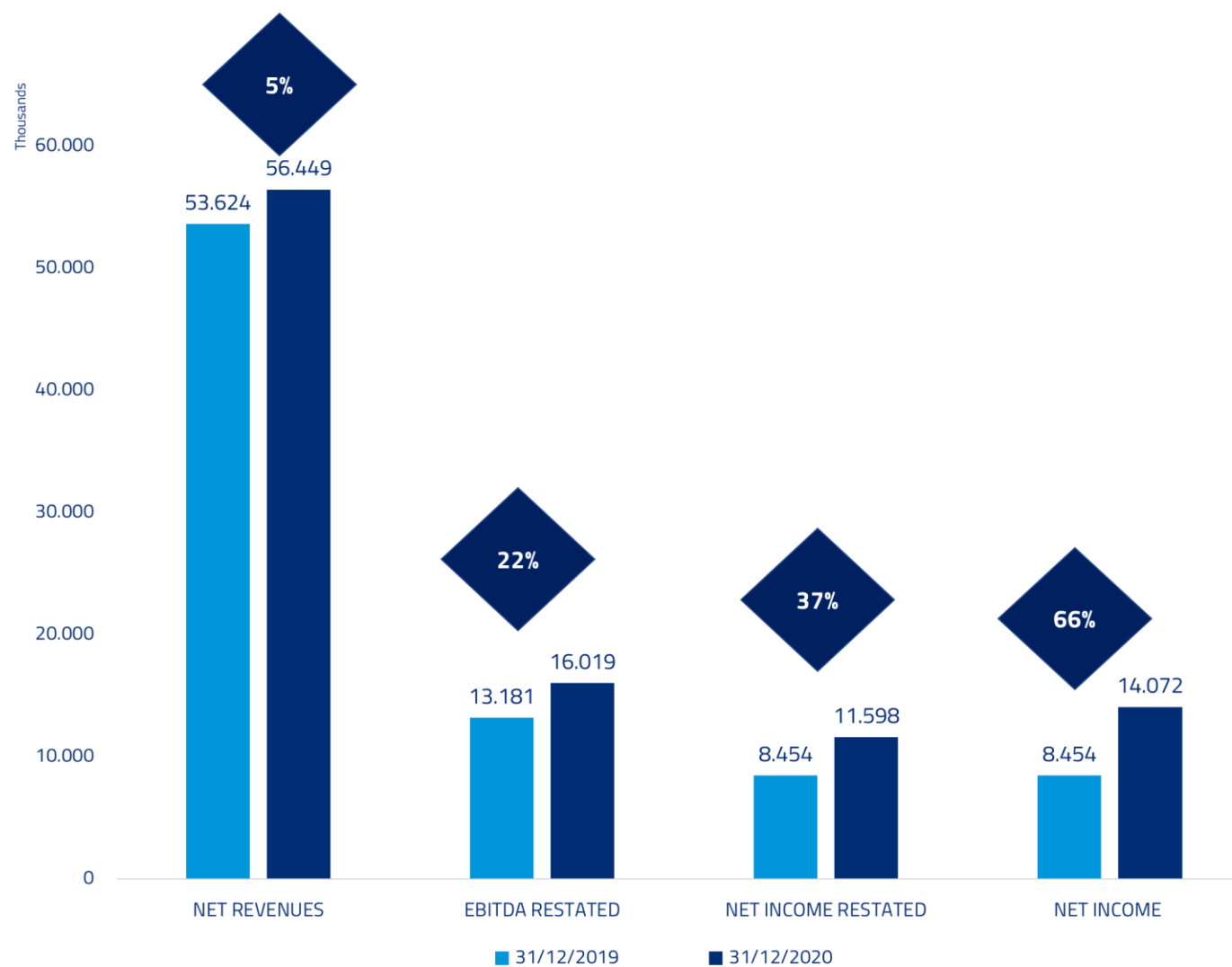
# HIGHLIGHTS 2020



# NET REVENUES

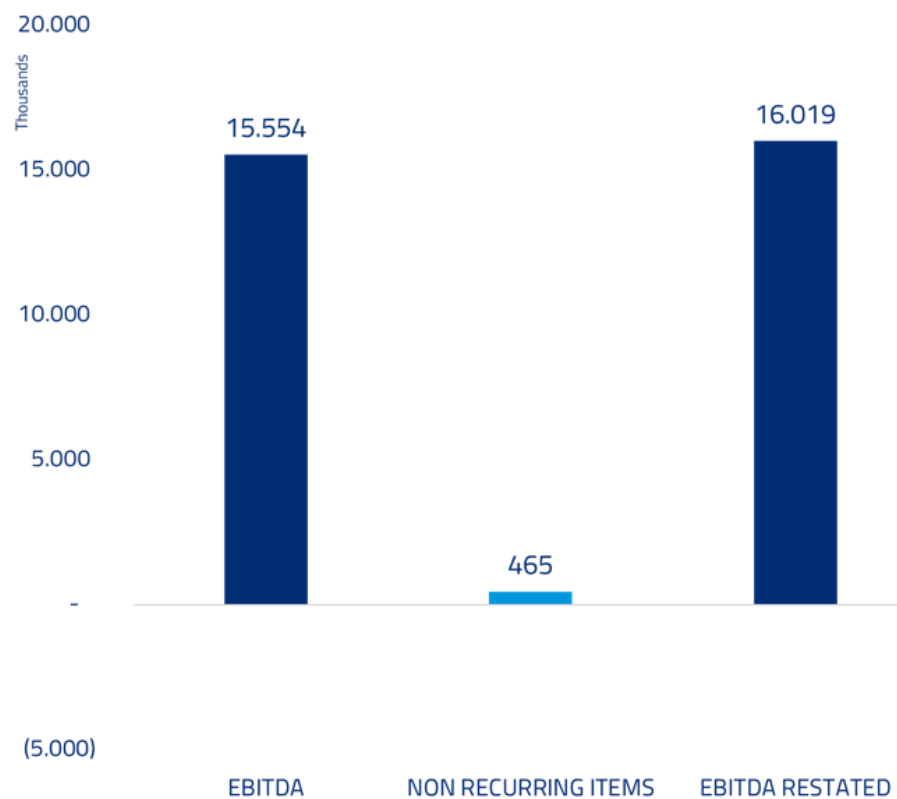


# ECONOMIC RESULTS

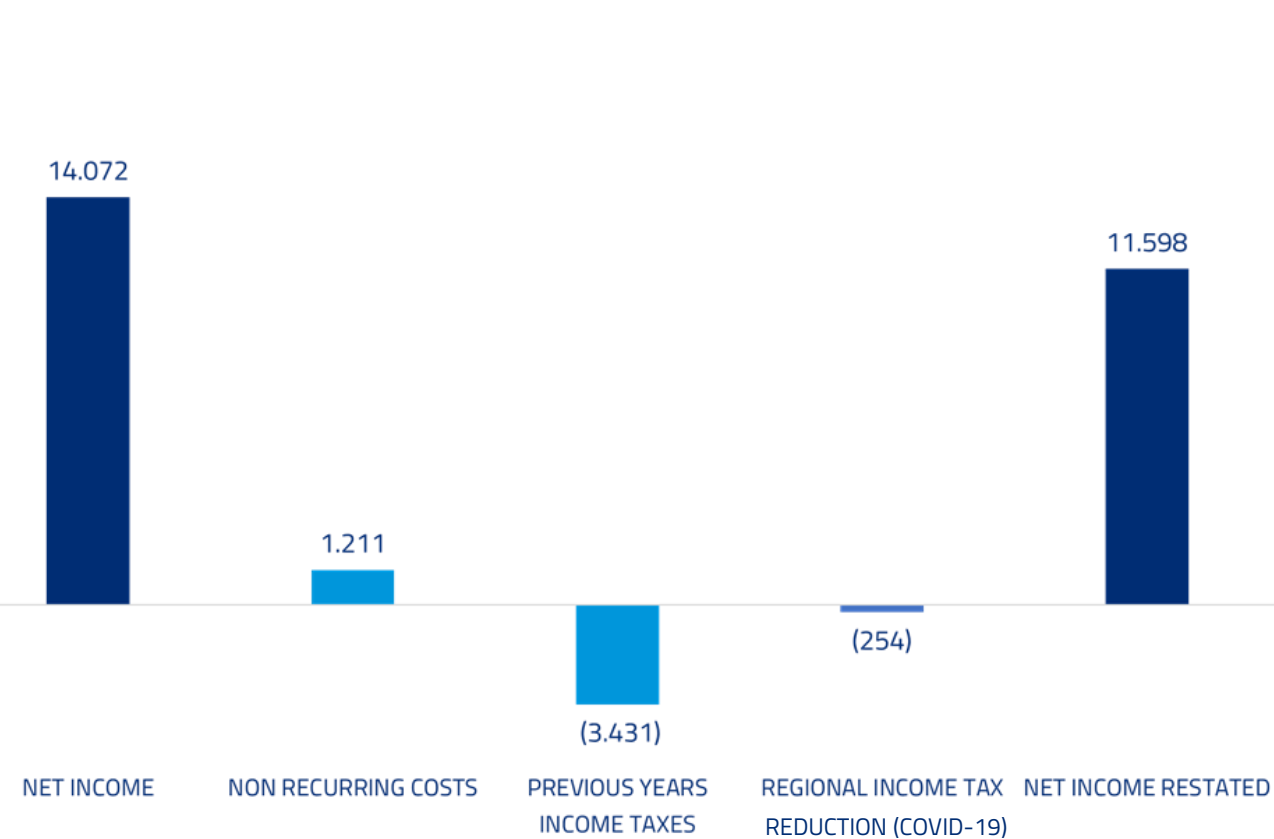


# RESTATED P&L

## EBITDA

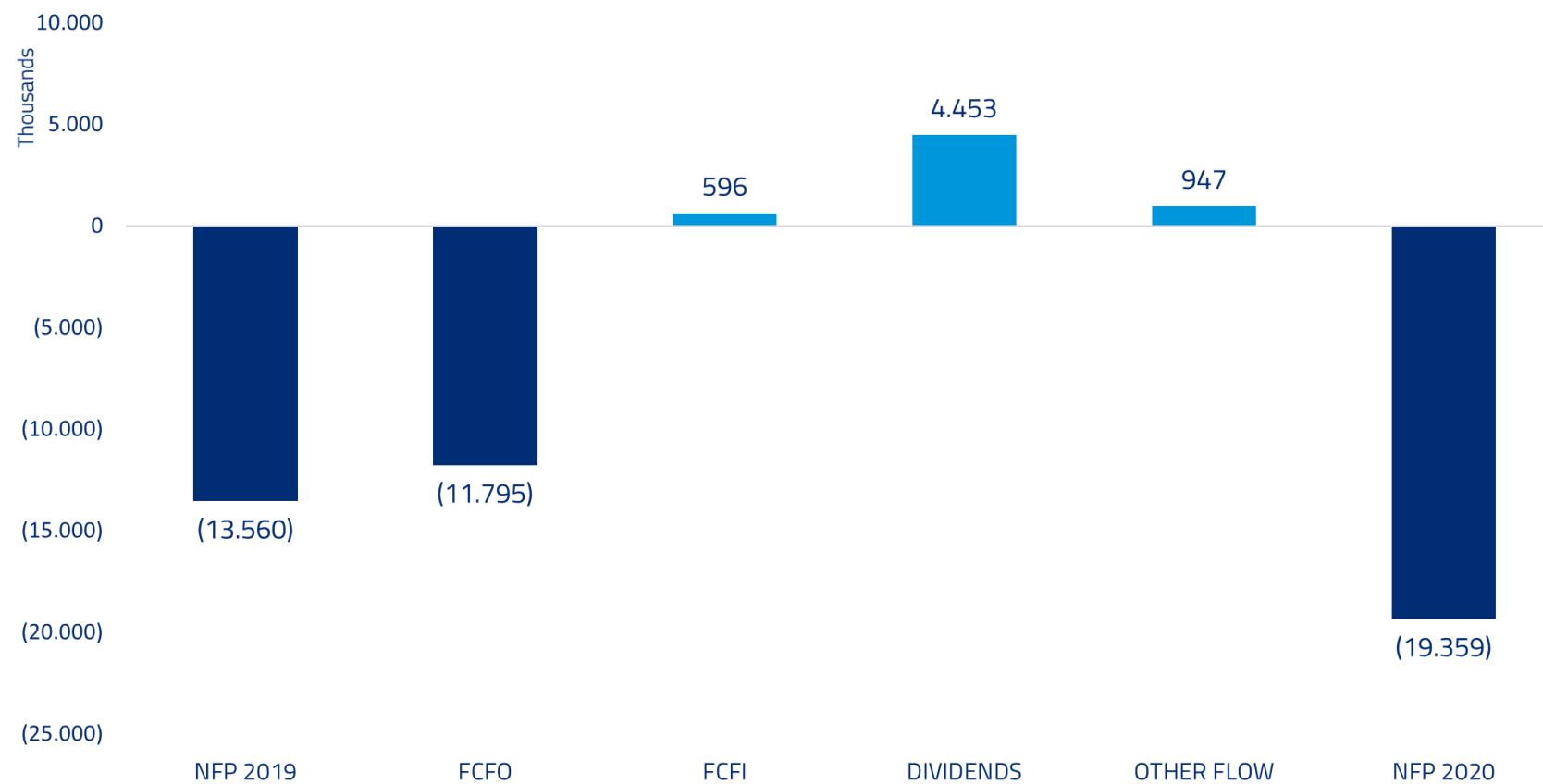


## NET INCOME





# NET FINANCIAL POSITION

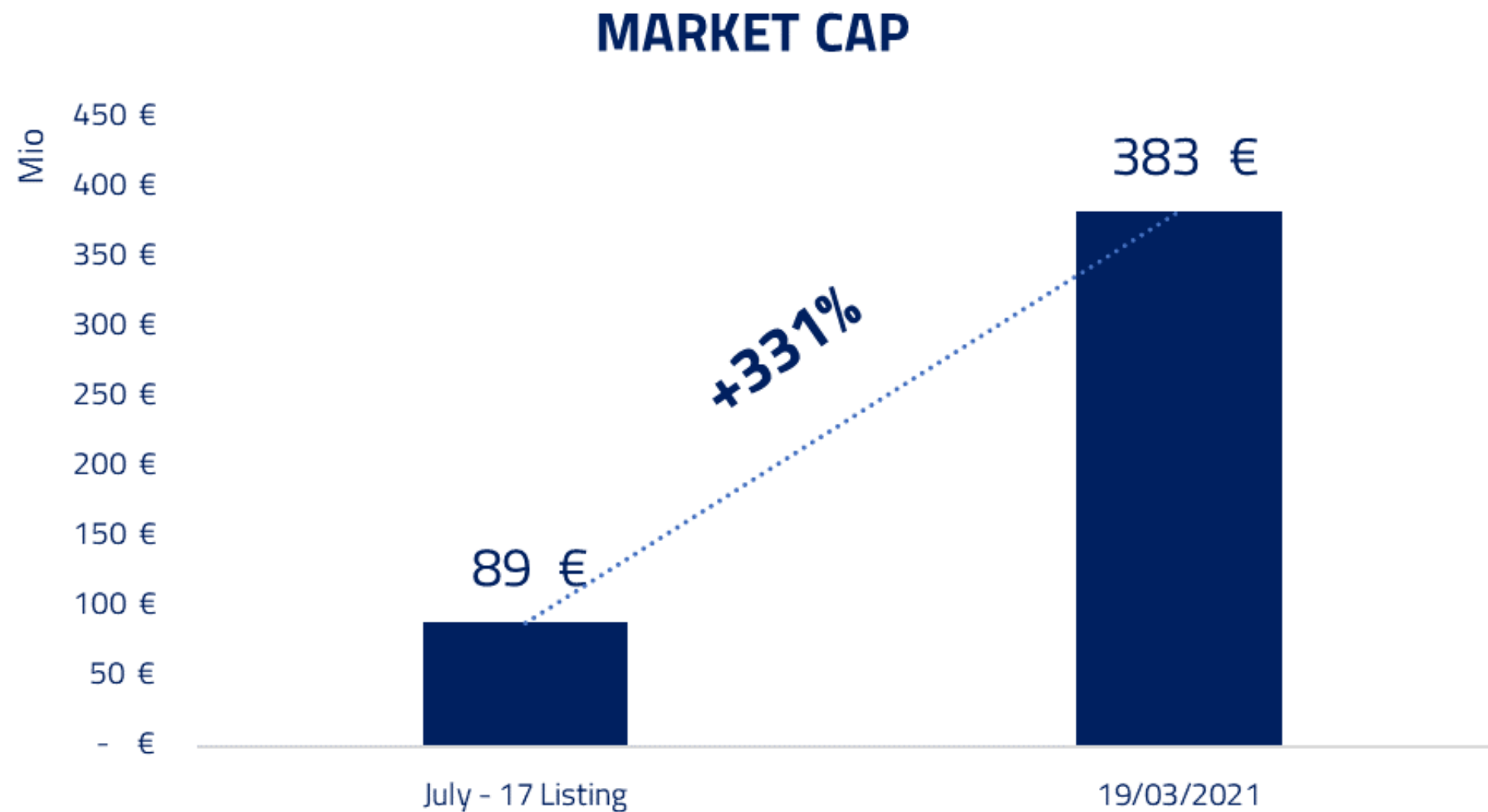


# RECLASSIFIED CONSOLIDATED BALANCE SHEET

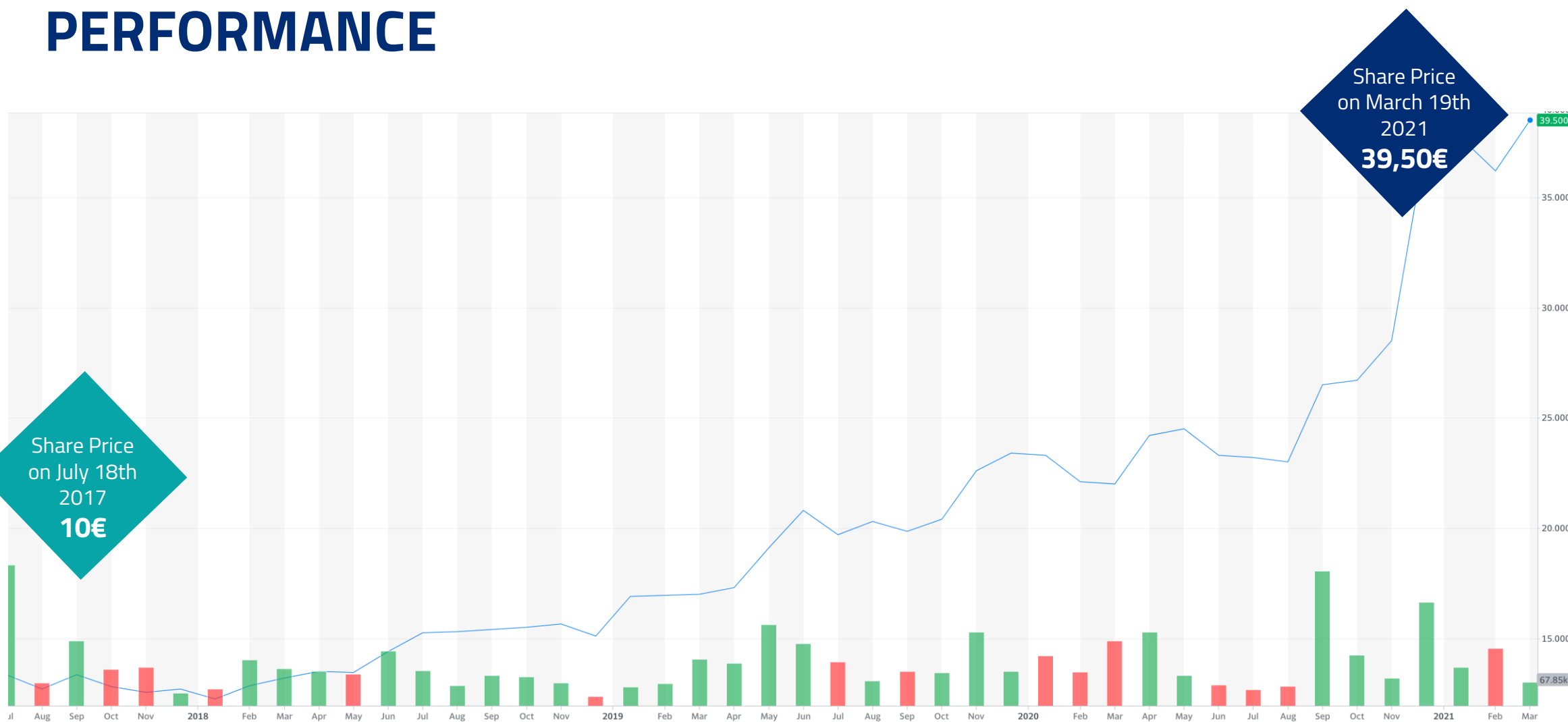
€/1.000	31/12/2020	31/12/2019
Net working capital	9.559	6.985
Total fixed assets	11.085	10.503
Provisions and other M/L term liabilities	(2.273)	(2.914)
<b>NET INVESTED CAPITAL</b>	<b>18.371</b>	<b>14.574</b>
Shareholder's equity	37.730	28.134
Net financial position	(19.359)	(13.560)
<b>TOTAL SOURCES</b>	<b>18.371</b>	<b>14.574</b>

\*in thousands of Euros

# MARKET CAP



# SHARE PRICE PERFORMANCE





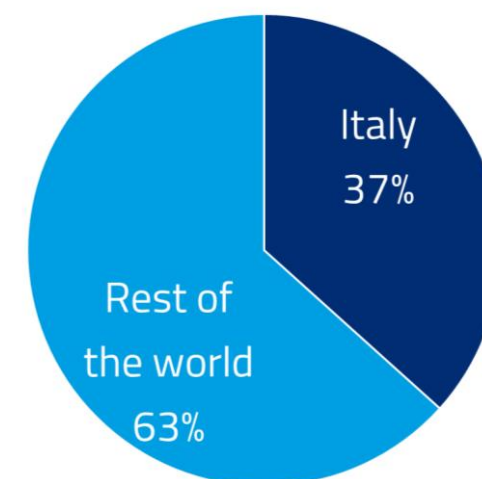
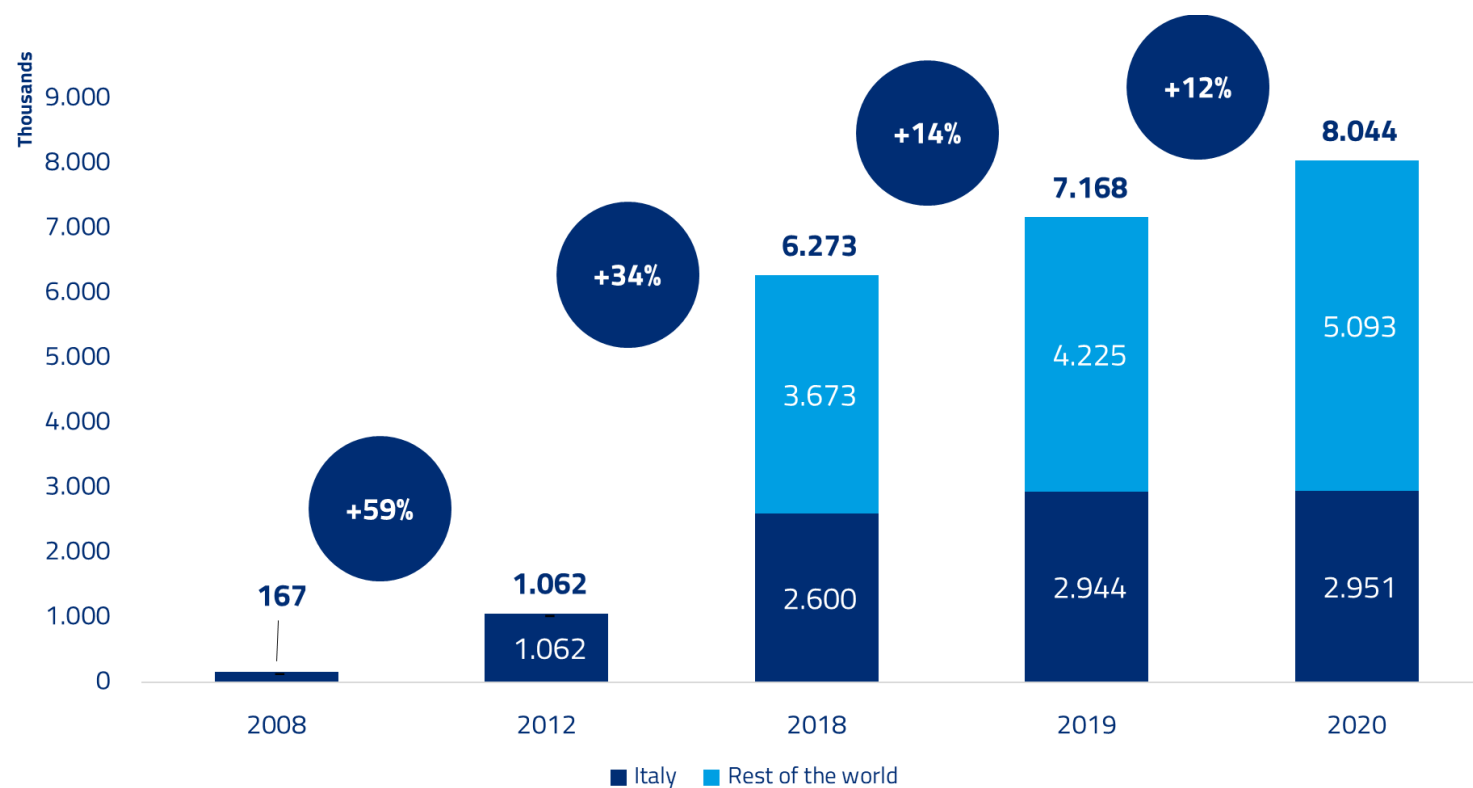
**MARKET**

# INTERNATIONAL DEVELOPMENT

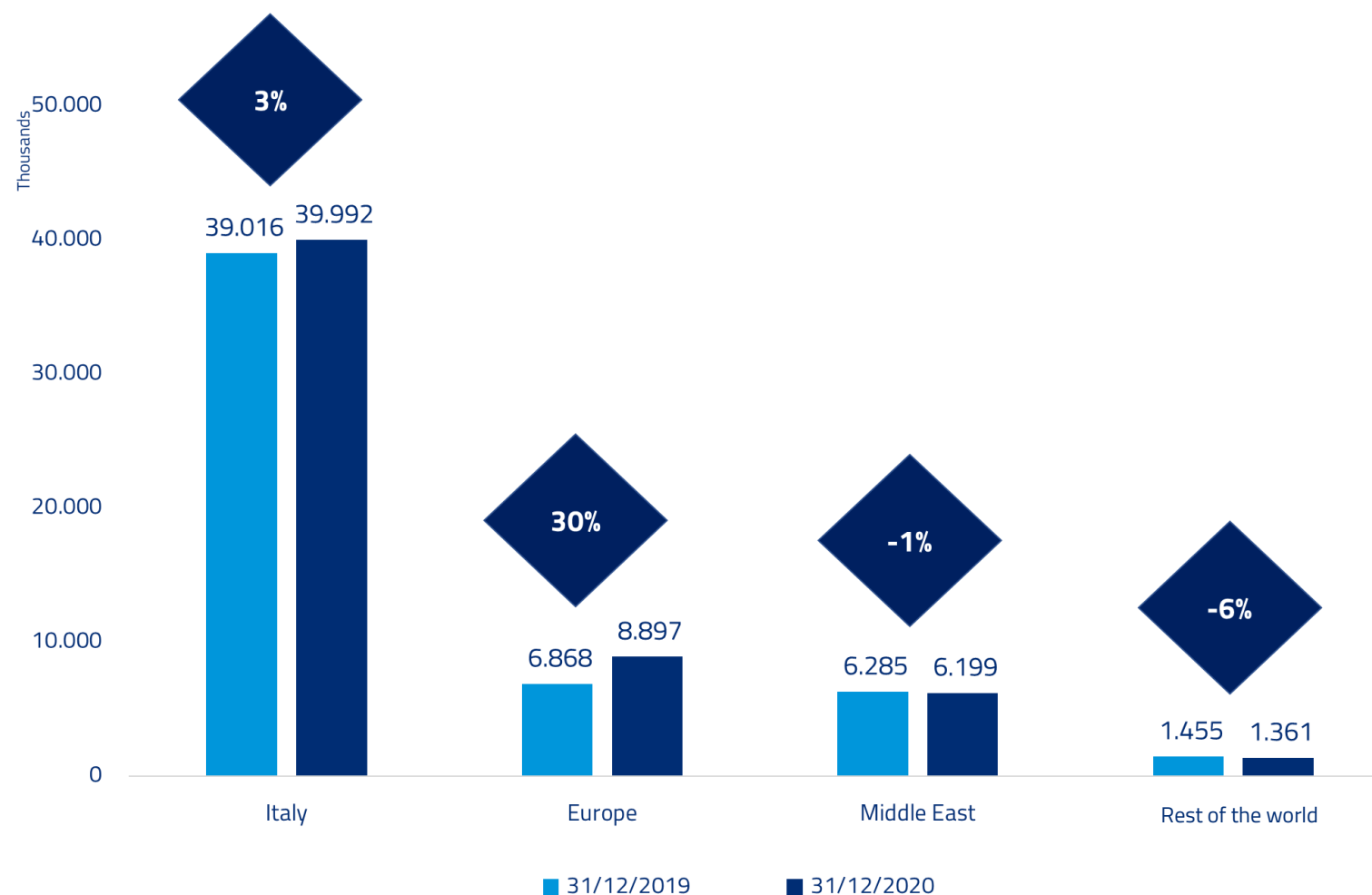
	COUNTRIES	PARTNERS
<b>Contracts</b>	56	39
Active Sales	51	33
On-going Registration	5	5
<b>On-going Negotiation</b>	5	5

# EVOLUTION OF UNITS SOLD

## SALES TREND (VOLUME)

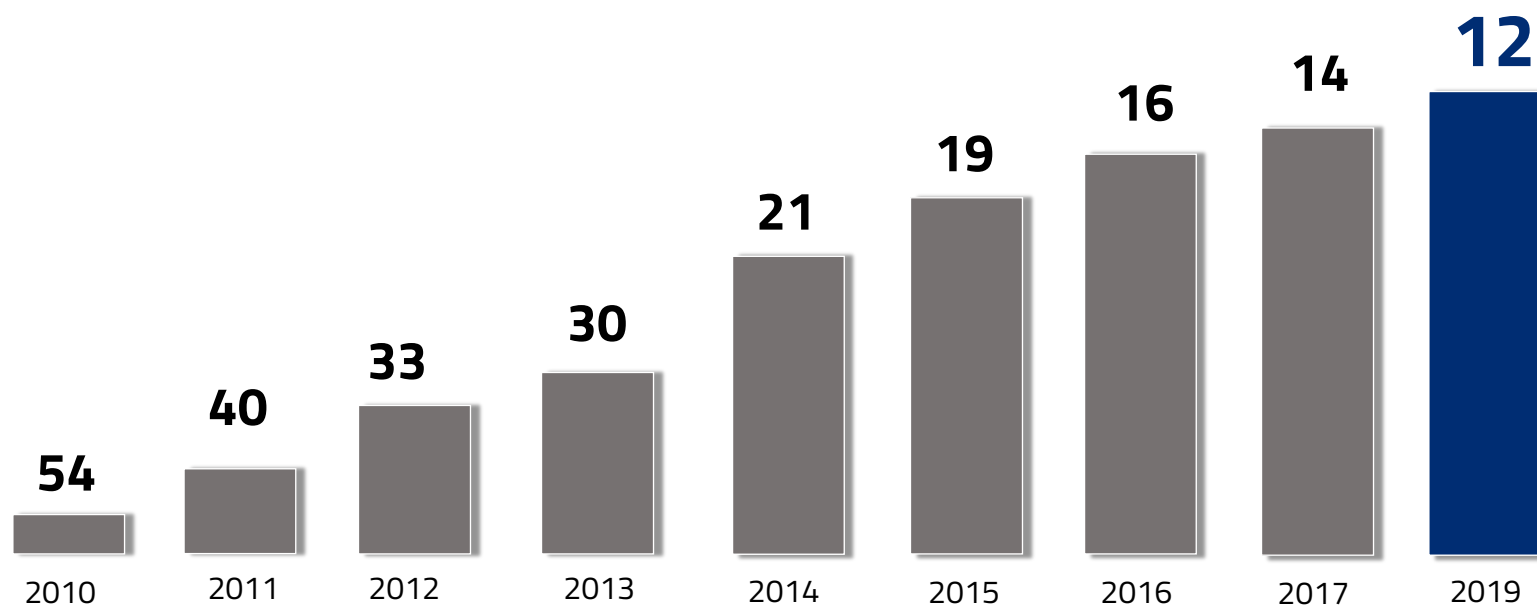


# BREAKDOWN OF FINISHED PRODUCTS REVENUES BY GEOGRAPHICAL AREA





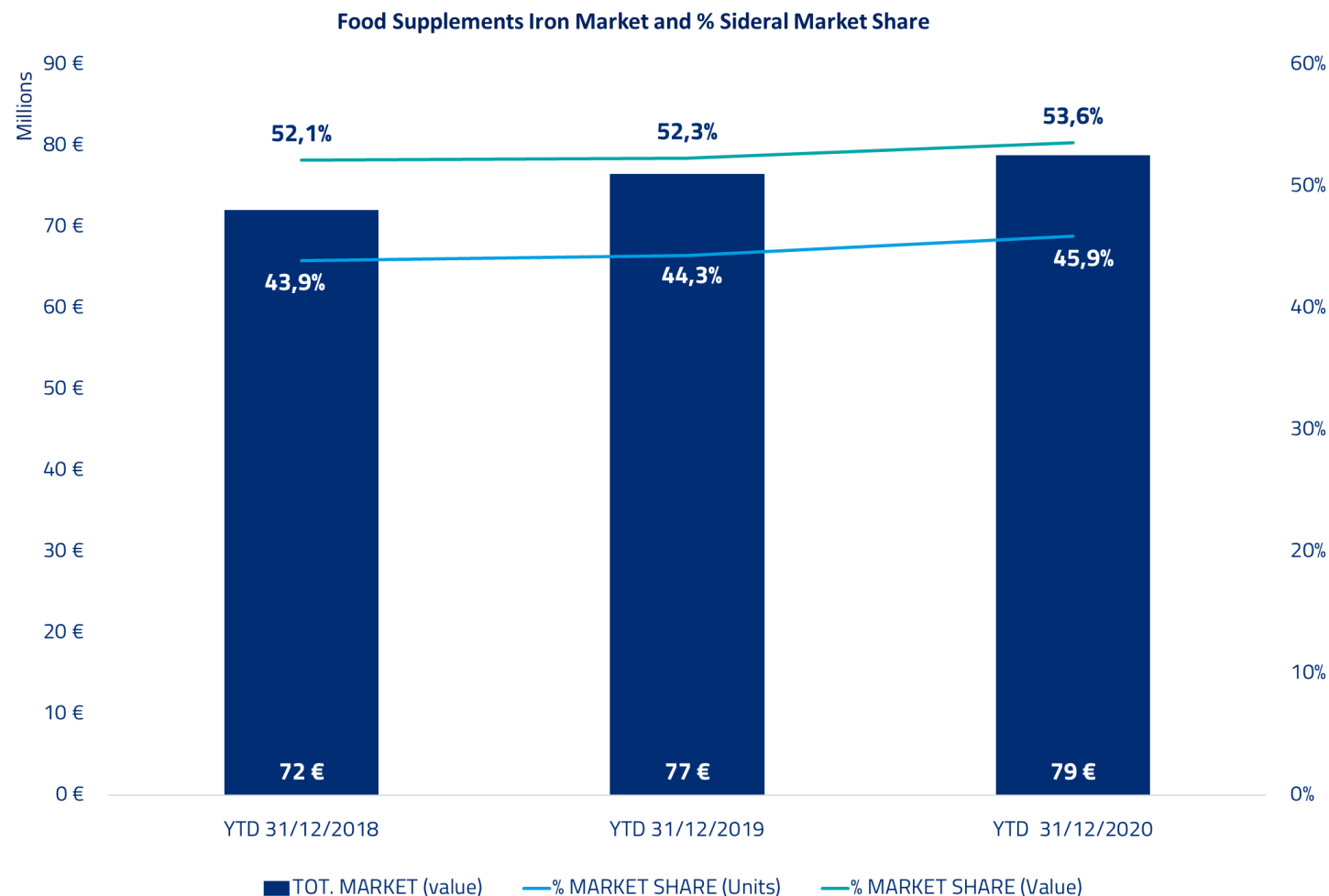
## PHARMANUTRA IN THE ITALIAN NUTRACEUTICAL MARKET RANKING



In 2019, PharmaNutra **ranked 12th** among the major nutraceutical companies working in the Italian market, climbing **42 positions in 9 years.**

# IRON SUPPLEMENTS

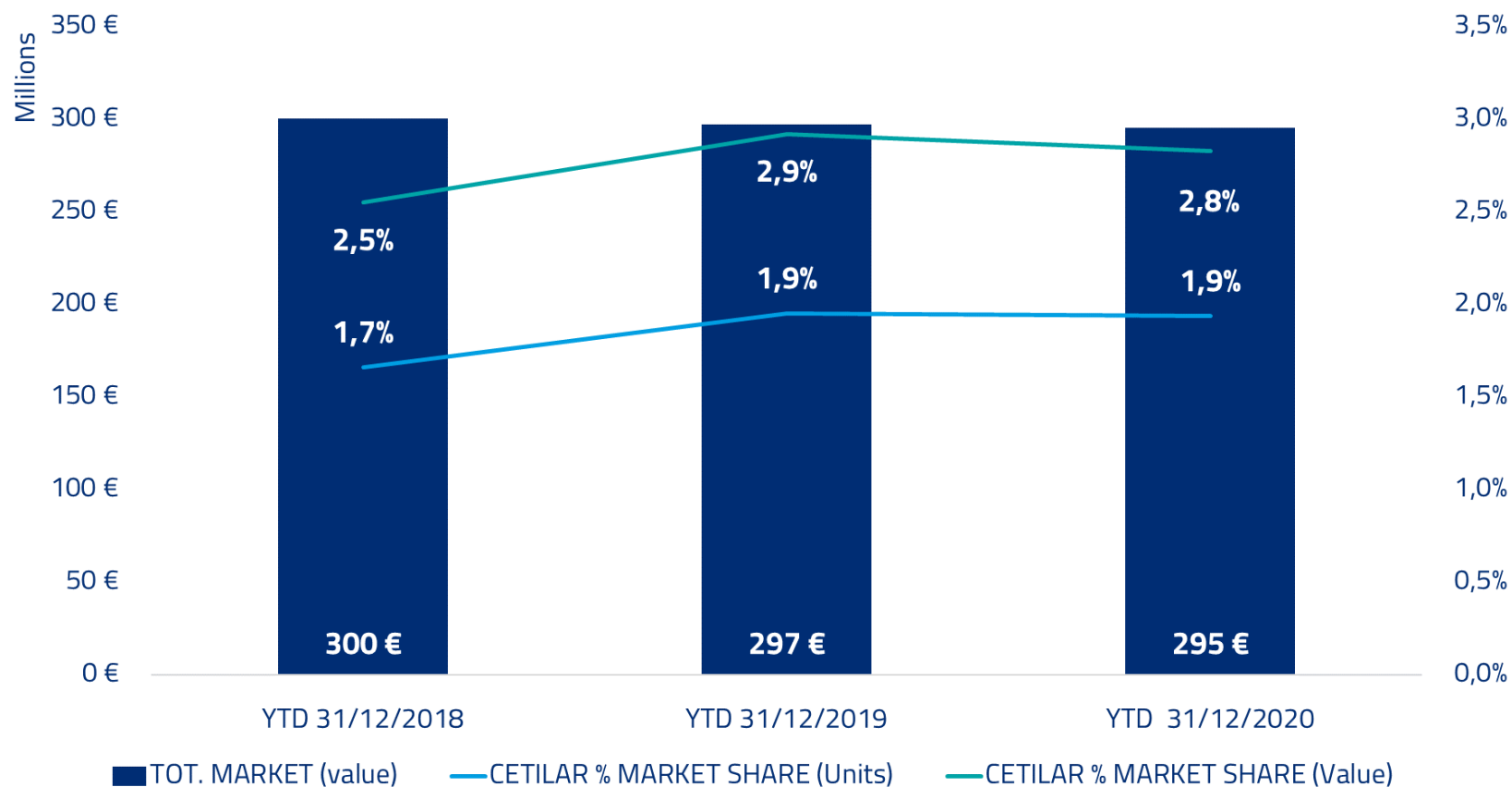
## SIDERAL® MARKET SHARE IN ITALY



*\*Excluding products that contain only lactoferrin*

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

Tot. Market Units and % Cetilar Market Share





**R&D**

# TECHNOLOGICAL INNOVATION

The R&D activities are the beating heart of PharmaNutra. The know-how acquired in years of scientific research, clinical trials and publications has allowed the Group's companies to obtain **17 patents** and control **17 raw materials** within the whole value chain, **fully owned** either in Italian and abroad. A unique value and an essential strategic asset, as well as the foundations on which we continue to work to build a future where scientific progress is at the service of collective well-being, understood as prevention and attention to health.

Innovation

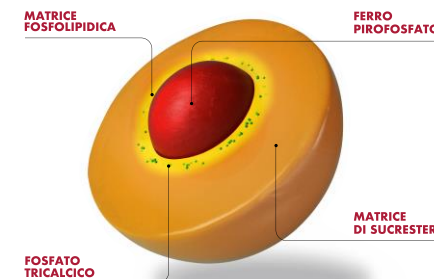
Scientific rigour

Rapid development

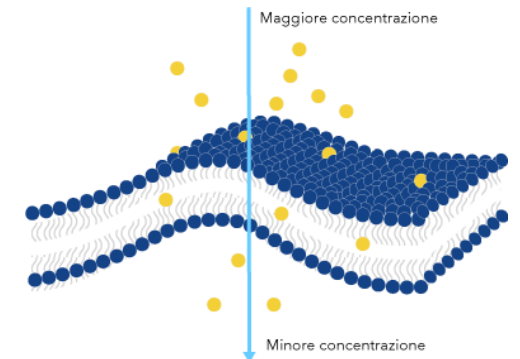
1

2

3



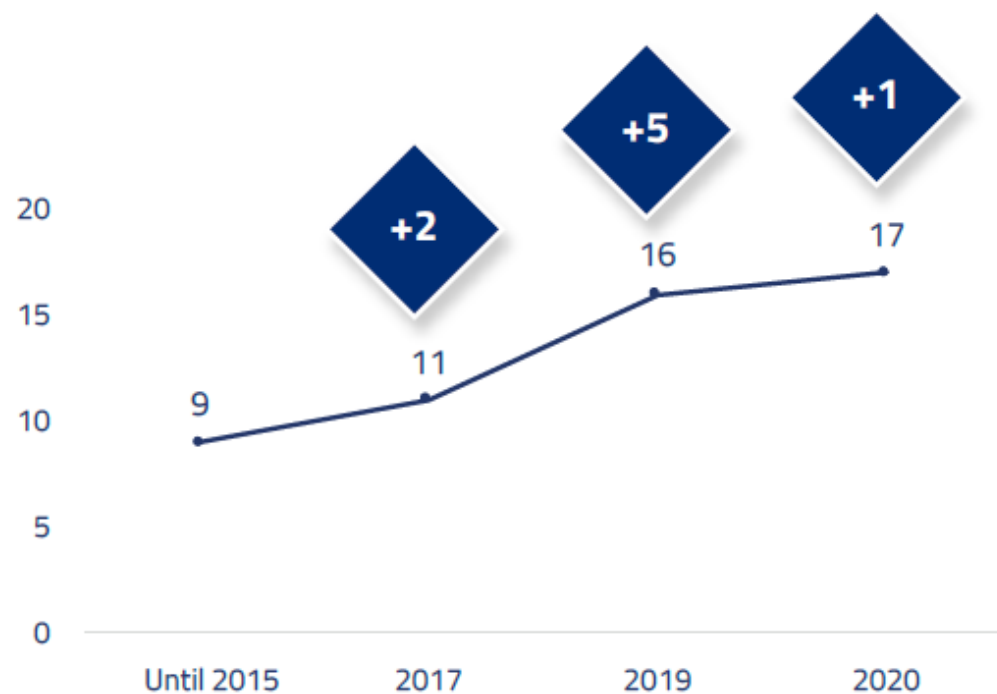
Sucrosomial®  
Technology



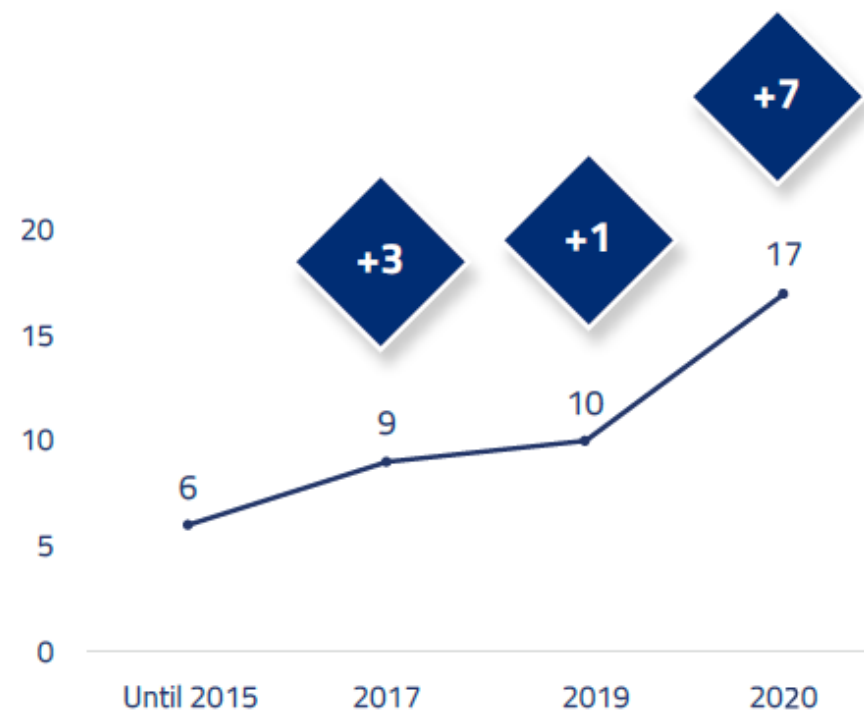
CFAs (Cetylated  
Fatty Acids)

# RAW MATERIALS AND REGISTERED PATENTS

## Proprietary Raw Materials (Alesco)

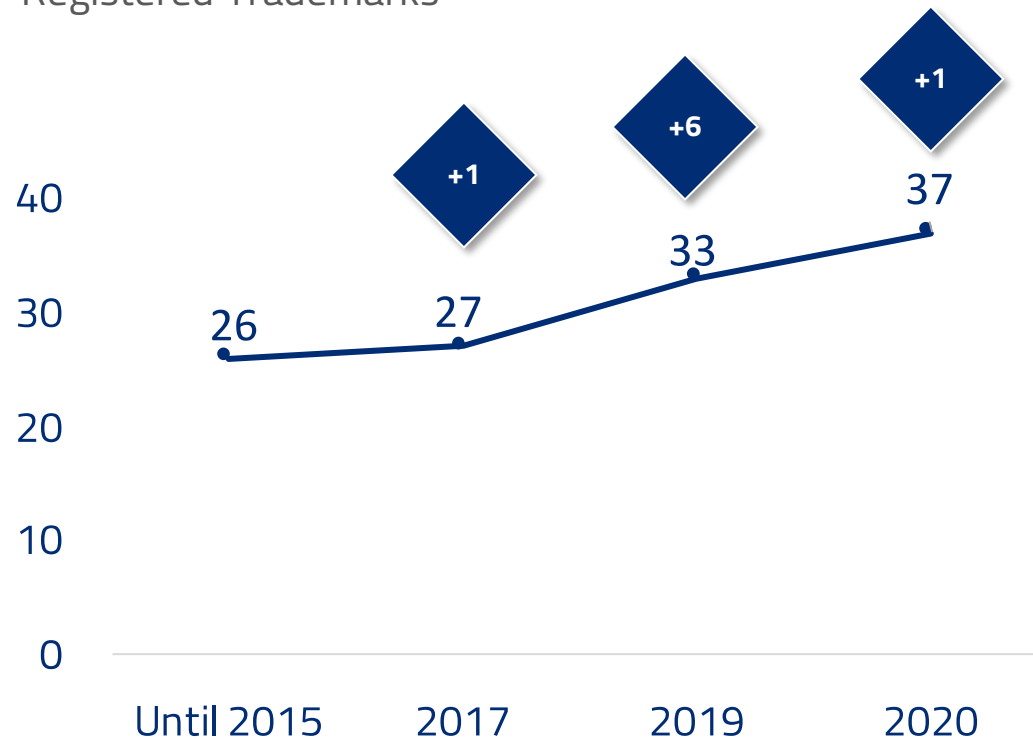


## Registered Patents

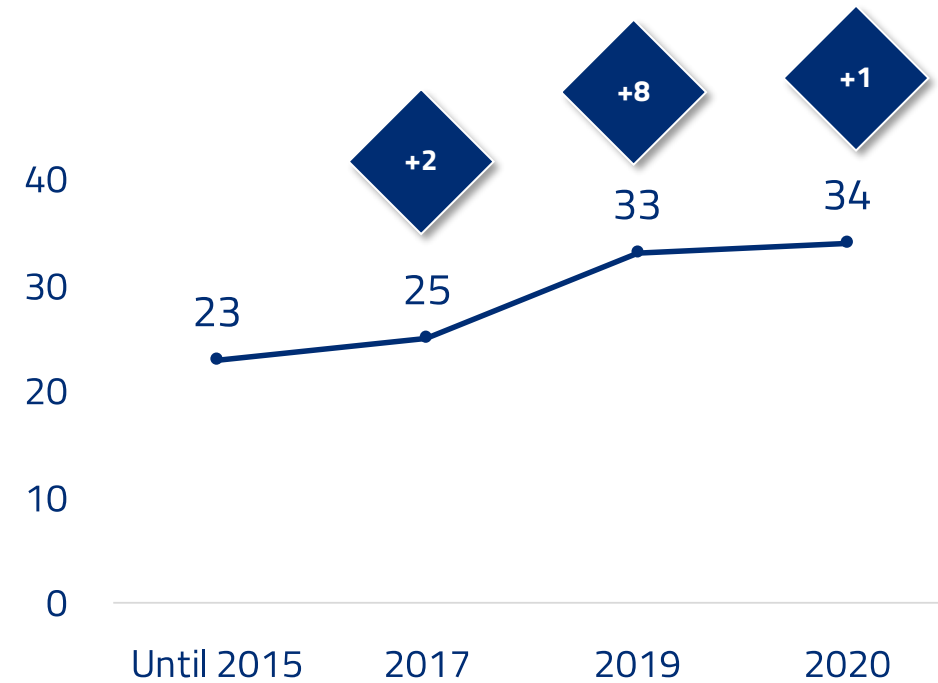


# REGISTERED TRADEMARKS and LAUNCHED PRODUCTS

Registered Trademarks

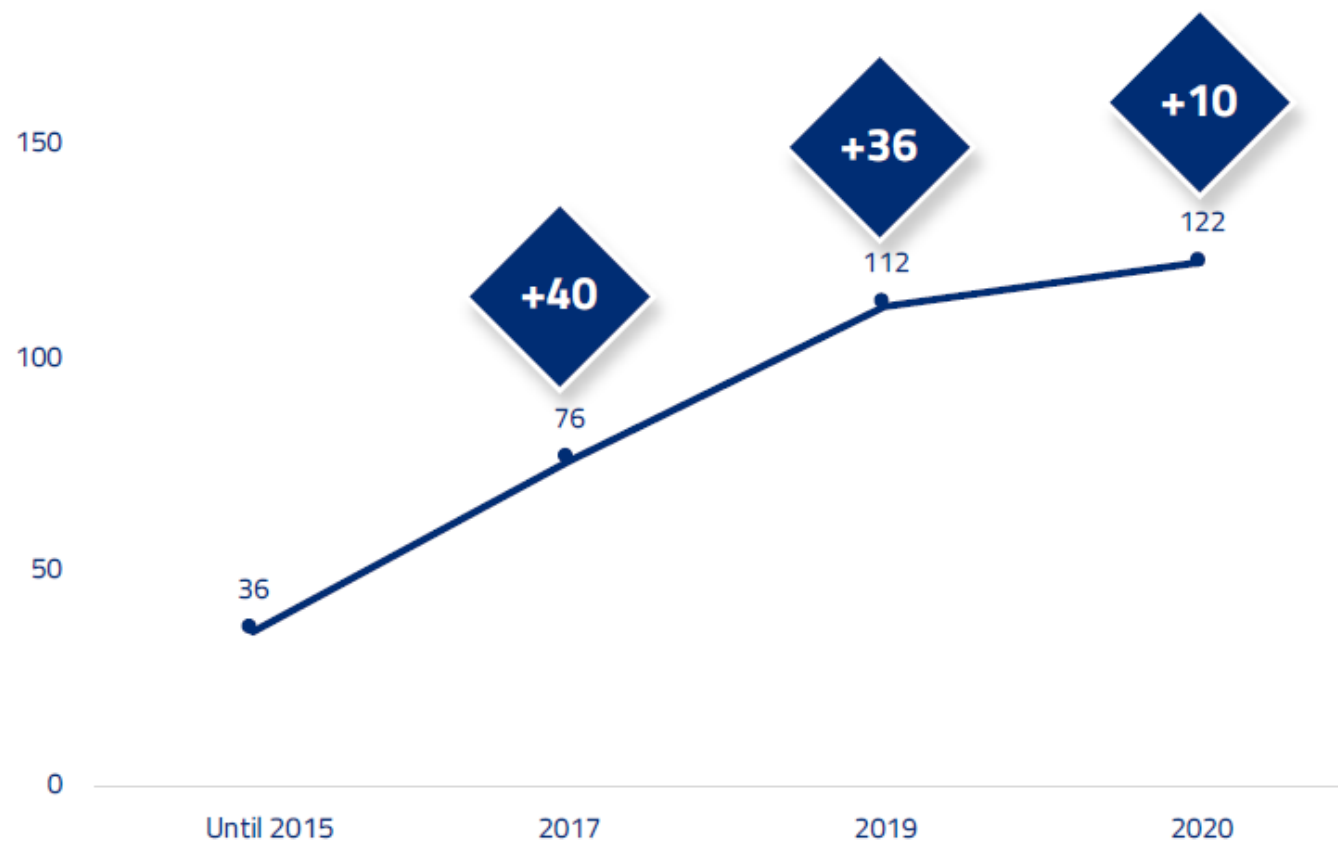


Launched Products (PharmaNutra + Junia Pharma)



# SCIENTIFIC RESEARCH

Observational studies (Pharmanutra + Junia Pharma)





# SCIENTIFIC RESEARCH ACTIVITIES

## BASIC RESEARCH

- 3** 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

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

## SCIENTIFIC RESEARCH

- 13** clinical studies published in the last year
- 30** full paper studies published on **international peer reviewed scientific journals** (about Sideral®, Cetilar®, Ultramag®)
- 17** on-going observational studies

**MAIN ON-GOING SCIENTIFIC COLLABORATIONS**



UNIVERSITÀ  
DEGLI STUDI  
DI BRESCIA

UNIBS.it



QIMR Berghofer  
Medical Research Institute



**New York Blood Center**



UNIMORE  
UNIVERSITÀ DEGLI STUDI DI  
MODENA E REGGIO EMILIA





# **OUTLOOK 2021**

# OUTLOOK 2021\*

- **The outlook for 2021 is positive; strategies implemented in 2020 following the changed operating conditions due to Covid-19, which were focused on strengthening and protecting the business, put the Group in a position to effectively manage the current moment taking advantage of the market recovery with the return to normality**
- **Iron Market:** strengthen the leadership position on the oral iron market
- **International growth drivers:** opening new markets in the countries recently signed and enlargement of product portfolio with existing partners
- **New product launch:** launch of 2 new products planned by the end of 2021
- **New scientific and clinical studies in the pipeline:** seven including Apportal® full paper study on individuals post Covid fatigue
- **Italy growth drivers:** PharmaNutra is continuously reinforcing sales force network which it is planned to increase from *153 to 200 scientific sales reps (SSRs)*
- **Marketing&Communication:** through a specific omnichannel marketing mix, PharmaNutra aims at reaching various stakeholders, i.e. doctors, pharmacies, international partners, financial partners and consumers
- **International Trade Show Attendance 2021\*:** CPHI, Vitafoods
- **Medical Conferences and ECM\*:** 8° Mediterranean Multidisciplinary Course on Iron Anaemia; nr. 5 ECM about Iron deficiency
- **Cetilar Events 2021\*:** running (6 marathons); sailing (151 miglia); racing (WEC, 24h LeMans)

\*SOME ACTIVITIES MAY BE POSTPONED OR CANCELLED ACCORDING TO THE DEVELOPMENT OF COVID PANDEMIC SITUATION

# INTEGRATED MULTI CHANNEL MARKETING



## PRESS OFFICE

PRESS RELEASES | CONTENTS | MONITORING |  
MEDIA RELATIONS | PRESS KIT



## TARGET AUDIENCE



## SPORT MARKETING

MANAGEMENT OF COMMUNICATION ACTIVITIES  
AIMING TO ADD VALUE TO THE BRAND  
AMONG A WIDE SPORTING AUDIENCE



## DIGITAL MARKETING

SOCIAL | CONTENT | E-DETAILING |  
SEO | SEA | DEM

DOCTORS

PHARMACISTS

DTC

SSRs

INVESTITORS

FOREIGN  
PARTNERS



## EVENTS

SCIENTIFIC MEETINGS AND CONFERENCES |  
CME | TRADE FAIRS | CONVENTIONS | WEBINARS

AWARENESS | ENGAGEMENT | CONSIDERATION | CONVERSION | LOYALTY

# 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 molecular biology 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.



