

## EQUITY RESEARCH

**PHARMANUTRA**  
 RESULTS REVIEW

BUY

TP 74.0€

Up/Downside: 59%

## Confidence remains intact

Pharmanutra released its H1 2025 results yesterday evening. Sales came in at €61.9m (+10.7% yoy), in line with our expectations, and EBITDA at €16.5m (+1.6% yoy), slightly below our forecasts. Management maintains a positive tone regarding the outlook, expecting growth comparable to the previous year.

Pharmanutra reported its first-half 2025 figures yesterday. The group posted sales growth of 10.7% to €61.9m and total revenues of €63.1m, in line with our expectations. Unsurprisingly, this growth was mainly driven by PHN's international activity (+12.5% yoy). The group's domestic business also posted solid *high single-digit* growth (+7.5%). The "new markets" (USA, China, Cetilar Nutrition in particular), in which the group continues to invest, contributed €2.5m to H1 revenues. At the product level, Apportal maintained a strong growth pace (+15.4% yoy) and became the group's second most important product, ahead of Cetilar, which kept its revenue stable in a slightly declining market. Lastly, we note the strong start of the latest product launched in November (Sidevit® B12), which already generated €1.1m in revenue, with market share rising from 0 to over 2% in just six months.

In terms of profitability, the group recorded EBITDA of €16.5m (+1.6% yoy), representing a margin of 26.1% on total revenues and 26.6% on sales. Investments in "new markets" amounted to around €4m (vs. €2.8m last year and c. €3.5m expected). Adjusted for these investments, the group's EBITDA margin would stand at 32%, in line with recent years. Net debt came to €5.1m, following the dividend payment, a temporary working capital impact that should normalize in H2, and the payment of a €3m earn-out related to the acquisition of Akern completed in 2022.

Management reiterated its confidence in the outlook for the coming months, despite a still challenging macroeconomic environment. The group should once again deliver double-digit growth, close to last year's level according to management, which is in line with our expectations, notably supported by stronger contributions from the US and China. On profitability, management is guiding for an EBITDA margin in line with H1. With investments slightly above our initial estimates, we now expect a full-year margin of 26.1%. Our recommendation and target price are reiterated on Pharmanutra, which remains one of our top picks in the current environment.

### Key data

Price (€)	46.4
Industry	Healthcare
Ticker	PHN-IT
Shares Out (m)	9.680
Market Cap (m €)	449.2
Average trading volumes (k shares / day)	9.494

Source: FactSet

### Ownership (%)

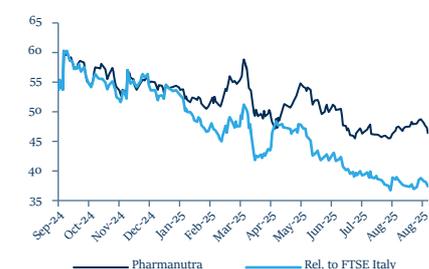
Andrea Lacorte	31.4
Roberto Lacorte	23.1
Beda srl	10.5
Free float	35.0

Source: TPICAP Midcap estimates

EPS (€)	12/25e	12/26e	12/27e
Estimates	2.04	2.56	3.02
Change vs previous estimates (%)	0.00	0.00	0.00

Source: TPICAP Midcap estimates

Performance (%)	1D	1M	YTD
Price Perf	-1.9	-2.0	-14.7
Rel FTSE Italy	-0.9	-3.9	-30.2



Source: FactSet

TP ICAP Midcap Estimates	12/24	12/25e	12/26e	12/27e	Valuation Ratio	12/25e	12/26e	12/27e
Sales (m €)	116.9	132.7	151.9	171.5	EV/Sales	3.3	2.8	2.4
Current Op Inc (m €)	27.4	29.0	36.0	42.1	EV/EBITDA	12.5	10.1	8.3
Current op. Margin (%)	23.4	21.8	23.7	24.6	EV/EBIT	15.0	11.7	9.6
EPS (€)	1.71	2.04	2.56	3.02	PE	22.8	18.1	15.4
DPS (€)	0.87	0.85	1.02	1.28	Source: TPICAP Midcap			
Yield (%)	1.9	1.8	2.2	2.8				
FCF (m €)	15.3	21.5	24.5	28.8				

Consensus FactSet - Analysts:na	12/25e	12/26e	12/27e
Sales	131.2	147.0	164.0
EBIT	30.2	34.6	39.2
Net income	20.7	13.9	14.8

Analyst

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## FINANCIAL DATA

<b>Income Statement</b>	<b>12/22</b>	<b>12/23</b>	<b>12/24</b>	<b>12/25e</b>	<b>12/26e</b>	<b>12/27e</b>
Sales	83.4	102.0	116.9	132.7	151.9	171.5
Changes (%)	21.1	22.3	14.7	13.5	14.5	12.9
Gross profit	80.6	99.5	110.5	126.3	144.6	163.2
% of Sales	96.6	97.6	94.5	95.2	95.2	95.2
<b>EBITDA</b>	<b>24.4</b>	<b>26.5</b>	<b>31.0</b>	<b>34.7</b>	<b>41.5</b>	<b>48.4</b>
% of Sales	29.2	26.0	26.6	26.1	27.3	28.2
<b>Current operating profit</b>	<b>23.0</b>	<b>23.4</b>	<b>27.4</b>	<b>29.0</b>	<b>36.0</b>	<b>42.1</b>
% of Sales	27.6	22.9	23.4	21.8	23.7	24.6
EBIT	23.0	23.4	27.4	29.0	36.0	42.1
Net financial result	0.4	-1.0	-0.2	-1.6	-1.6	-1.6
Income Tax	-8.4	-10.4	-10.6	-7.6	-9.6	-11.3
Tax rate (%)	-35.8	-46.6	27.9	27.9	-27.9	-27.9
<b>Net profit, group share</b>	<b>15.0</b>	<b>11.9</b>	<b>16.6</b>	<b>19.7</b>	<b>24.8</b>	<b>29.2</b>
EPS	1.55	1.23	1.71	2.04	2.56	3.02
<b>Financial Statement</b>	<b>12/22</b>	<b>12/23</b>	<b>12/24</b>	<b>12/25e</b>	<b>12/26e</b>	<b>12/27e</b>
Goodwill	17.6	17.6	17.6	20.6	20.6	20.6
Tangible and intangible assets	20.3	28.5	28.5	26.1	24.4	22.5
Right of Use	0.7	2.9	2.8	2.8	2.8	2.8
Financial assets	0.2	0.3	0.3	0.3	0.3	0.3
Working capital	9.7	10.5	13.3	13.9	15.9	18.2
Other Assets	2.6	4.6	3.2	3.2	3.2	3.2
<b>Assets</b>	<b>51.1</b>	<b>64.3</b>	<b>65.8</b>	<b>67.0</b>	<b>67.3</b>	<b>67.7</b>
Shareholders equity group	50.9	54.4	62.2	73.6	88.6	105.4
LT & ST provisions and others	9.3	7.0	8.4	8.4	8.4	8.4
Net debt	-9.1	2.9	-4.8	-15.1	-29.7	-46.1
Other liabilities	0.0	0.0	0.0	0.0	0.0	0.0
<b>Liabilities</b>	<b>51.1</b>	<b>64.3</b>	<b>65.8</b>	<b>67.0</b>	<b>67.3</b>	<b>67.7</b>
Net debt excl. IFRS 16	-9.9	2.1	-5.6	-15.8	-30.4	-46.9
Leverage	-0.4	0.1	-0.2	-0.4	-0.7	-1.0
<b>Cash flow statement</b>	<b>12/22</b>	<b>12/23</b>	<b>12/24</b>	<b>12/25e</b>	<b>12/26e</b>	<b>12/27e</b>
CF after elimination of net borrowing costs and taxes	17.9	12.2	20.5	25.4	30.3	35.4
$\Delta$ WCR	-4.2	-1.0	-1.0	-0.6	-2.0	-2.3
Operating cash flow	13.7	11.2	19.5	24.8	28.3	33.1
Net capex	-11.2	-13.2	-4.3	-3.3	-3.8	-4.3
FCF	2.5	-2.1	15.3	21.5	24.5	28.8
Acquisitions/Disposals of subsidiaries	-12.0	0.0	0.0	-3.0	0.0	0.0
Other investments	-0.8	-2.0	1.4	0.0	0.0	0.0
Change in borrowings	11.4	9.4	-5.6	0.0	0.0	0.0
Dividends paid	-6.9	-7.7	-8.2	-8.3	-9.9	-12.4
Repayment of leasing debt	0.0	0.0	0.0	0.0	0.0	0.0
Equity Transaction	0.0	-0.0	-0.1	0.0	0.0	0.0
Others	-2.4	-1.7	-0.6	0.0	0.0	0.0
Change in net cash over the year	-8.1	-3.8	2.8	10.9	14.6	16.4
ROA (%)	15.0%	10.6%	14.1%	14.8%	16.3%	17.0%
ROE (%)	29.5%	21.9%	26.6%	26.8%	28.0%	27.7%
ROCE (%)	29.9%	20.5%	25.7%	32.1%	39.5%	45.9%

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This Report may mention evaluation methods defined as follows:

1. DCF method: discounting of future cash flows generated by the company's operations. Cash flows are determined by the analyst's financial forecasts and models. The discount rate used corresponds to the weighted average cost of capital, which is defined as the weighted average cost of the company's debt and the theoretical cost of its equity as estimated by the analyst.
2. Comparable method: application of market valuation multiples or those observed in recent transactions. These multiples can be used as references and applied to the company's financial aggregates to deduce its valuation. The sample is selected by the analyst based on the characteristics of the company (size, growth, profitability, etc.). The analyst may also apply a premium/discount depending on his perception of the company's characteristics.
3. Assets and liabilities method: estimate of the value of equity capital based on revalued assets adjusted for the value of the debt.
4. Discounted dividend method: discounting of estimated future dividend flows. The discount rate used is generally the cost of capital.
5. Sum of the parts: this method consists of estimating the various activities of a company using the most appropriate valuation method for each of them, then realizing the sum of the parts.

### Conflict of Interests between TP ICAP Midcap and the Issuer

No conflict of interests between TP ICAP Midcap and the Issuer

**History of investment rating and target price - Pharmanutra**

**Historical recommendations and target price (-1Y)**

Date	Analyst	Old Target Price	New Target Price	Closing Price	Old Recommendation	New Recommendation
28 May 25 - 08:16:00	Corentin Marty	€ 74.00	€ 74.00	€ 50.80	Achat	Buy
13 May 25 - 08:23:26	Corentin Marty	€ 74.00	€ 74.00	€ 53.70	Achat	Buy
17 Mar 25 - 08:07:13	Corentin Marty	€ 78.00	€ 74.00	€ 53.60	Achat	Buy
15 Jan 25 - 08:05:33	Corentin Marty	€ 78.00	€ 78.00	€ 52.00	Achat	Buy
12 Nov 24 - 08:22:37	Corentin Marty	€ 76.00	€ 78.00	€ 53.40	Achat	Buy
10 Sep 24 - 08:22:16	Corentin Marty	€ 76.00	€ 76.00	€ 53.70	Achat	Buy

**Distribution of Investment Ratings**

Rating	Recommendation Universe*	Portion of these provided with investment banking services**
Buy	79%	69%
Hold	16%	54%
Sell	5%	29%
Under review	1%	100%

Midcap employs a rating system based on the following:

**Buy:** Expected to outperform the markets by 10% or more over a 6 to 12 months horizon.

**Hold:** expected performance between -10% and +10% compared to the market over a 6 to 12 months horizon.

**Sell:** Stock is expected underperform the markets by 10% or more over a 6 to 12 months horizon.

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