

## EQUITY RESEARCH

**PHARMANUTRA**  
ANALYSIS FOCUS

BUY

TP 74.0€

Up/Downside: 54%

## An Opportunity to Seize

### Resilient Growth

In a deteriorating macroeconomic environment, Pharmanutra continues to deliver solid financial performances and outperform its reference markets. As usual, the group is expected to post double-digit revenue growth in 2025.

### Investments Starting to Bear Fruit

During its Investor Day in February 2023, the group presented its medium-term ambitions and initial guidance: average annual growth above 17% by 2030. These ambitions are notably supported by new Business Units, particularly Pharmanutra USA and China. After a challenging start (2022), activity in China seems to be taking off, with revenue expected to exceed €4M by year-end (€2M in 2024, €0.5M in 2023). PHN USA appears to be following a similar trajectory. Although the subsidiary has generated little revenue so far, the strategic plan implemented during 2025 should allow it to close 2025 with revenue between €1.5M and €2M and a clear acceleration in commercial traction. PHN USA remains one of the main growth drivers for the group in the short, medium, and long term, with anticipated revenue multiplied by 10 by 2027.

### Cash Generation Returns

After three years impacted by significant CAPEX to finance the construction of its new headquarters, the group regained significant cash generation and a positive net cash position last year. This cash generation should improve again this year, with EBITDA-to-cash conversion rates close to 60%.

### Valuation Still Far from Its Standards

Likely penalized by a couple of years of weak cash generation and challenging starts in its new activities (China, USA), the group's valuation shows a discount between 35% and 39% compared to the 5-year averages of EV/EBITDA, EV/EBIT, and P/E multiples. Although the potential linked to these new projects is significant, the stock appears undervalued even without factoring them in. A scenario excluding any contribution from these projects – which seems to be what the market is currently pricing in – would still point to a target price above the current share price.

**We see the upside potential as self-evident, with all the ingredients in place for it to materialize in the coming months.**

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	3.4	2.9	2.4
Current Op Inc (m €)	27.4	29.0	36.0	42.1	EV/EBITDA	13.0	10.5	8.7
Current op. Margin (%)	23.4	21.8	23.7	24.6	EV/EBIT	15.6	12.1	9.9
EPS (€)	1.71	2.04	2.56	3.02	PE	23.6	18.8	15.9
DPS (€)	0.87	0.85	1.02	1.28	Source: TPICAP Midcap			
Yield (%)	1.8	1.8	2.1	2.7				
FCF (m €)	15.3	19.8	25.0	29.4				

### Key data

Price (€)	48.0
Industry	Healthcare
Ticker	PHN-IT
Shares Out (m)	9.680
Market Cap (m €)	464.6
Average trading volumes (k shares / day)	9.494

Source: FactSet

### Ownership (%)

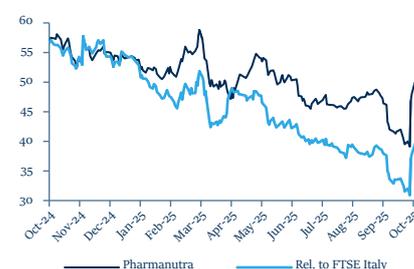
Andrea Lacorte	31.4
Roberto Lacorte	23.1
Beda srl	10.5
Free float	35.0

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	-2.6	12.1	-11.8
Rel FTSE Italy	-1.0	12.5	-28.4



Source: FactSet

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

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<b>AN OPPORTUNITY TO SEIZE</b>	<b>1</b>
<b>DESCRIPTION</b>	<b>3</b>
<b>SWOT ANALYSIS</b>	<b>3</b>
<b>RESILIENT GROWTH</b>	<b>4</b>
<b>INVESTMENTS STARTING TO BEAR FRUIT</b>	<b>4</b>
<b>CASH GENERATION RETURNS</b>	<b>6</b>
<b>A ROBUST PIPELINE OF NEW PRODUCTS</b>	<b>7</b>
<b>VALUATION STILL FAR FROM ITS STANDARDS</b>	<b>7</b>
<b>FINANCIAL DATA</b>	<b>12</b>

## Description

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Founded in Pisa in 2003, Pharmanutra is an Italian group specialising in the research, development and marketing of nutraceutical supplements and medical devices. While the group has a fairly extensive product portfolio, its flagship product is SiderAL®, a leading oral iron supplement based on PHN's Sucrosomial technology®. By way of example, SiderAL® has a market share of 54% in Italy and 41% of the Italian iron market as a whole (supplements + drugs). Pharmanutra has been successfully deploying its strategy for several years now, based on direct marketing in Italy, via sales and scientific representatives, and international distribution partnerships, enabling the group to be present in 85 countries. The Group has also drawn up a list of key countries where direct marketing is envisaged, given the size of these markets. As a symbol of this commitment, in December 2022 Pharmanutra announced the creation of its US subsidiary, with the aim of conquering the American market, which could be a real game changer for the group in the medium term.

## SWOT Analysis

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### Strengths

- Leader in the fast-growing niche of oral iron supplements
- Patented technologies and production processes not due to expire before 2032
- Integrated business model, with internalisation of all critical phases of the value chain
- Extensive domestic distribution network (over 150 agents)

### Weaknesses

- Heavy dependence on a single product line
- Dependence on third-party international distribution agreements
- Still relatively small in a sector where major global players are also present

### Opportunities

- Increasing penetration of the domestic market
- Pharmanutra USA, a recently created subsidiary with game-changing potential for the Group
- Continued international expansion with new distributors
- New applications for sucrosomial technology giving rise to new products

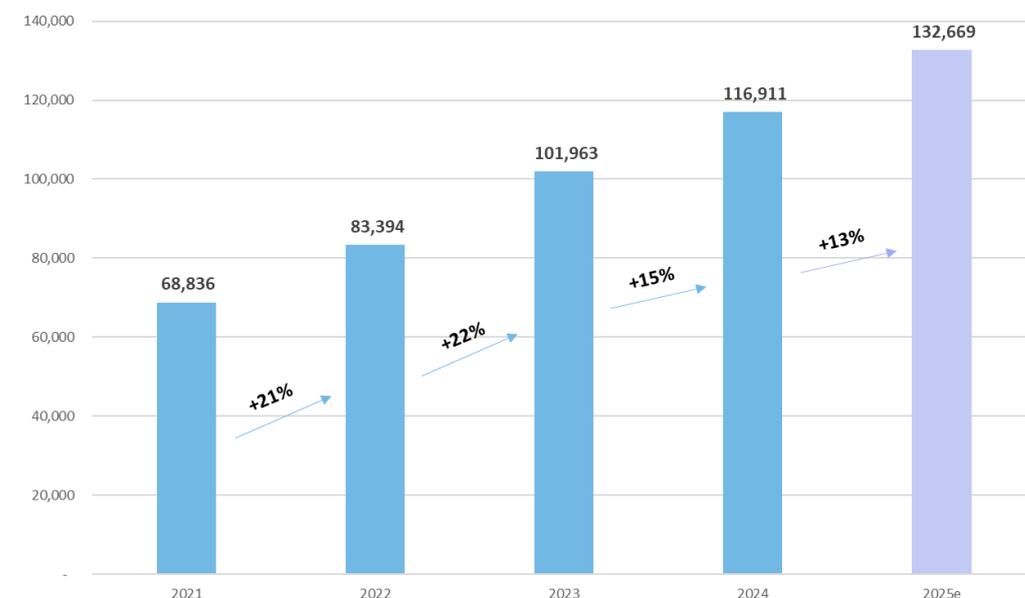
### Threats

- Increased competition from existing products or new alternatives
- Slower than expected penetration of key markets
- Obsolescence of patented technologies

## Resilient Growth

Pharmanutra remains, above all, a growth story. Despite a persistently challenging macroeconomic environment, the group manages to maintain double-digit growth rates. Management recently confirmed expectations for growth similar to last year (+15% yoy), implying a very dynamic H2 (+10.7% in H1).

### Pharmanutra's revenue growth since 2021



Sources : Company, TP ICAP Midcap

## Investments Starting to Bear Fruit

While SiderAL®, the group's flagship product, still accounts for over 65% of revenue and has been sold in Italy since 2005 (market share over 52%, and since November 2019 the dietary supplement most sold in Italy), and internationally since 2013 (CAGR ex-Italy +27% since 2016), Pharmanutra has launched two new projects in the past three years expected to be major future growth drivers: China and especially the United States. After a slower-than-expected start, which may explain the stock's underperformance over the past two years, **activity is now showing signs of taking off in both regions.**

### - China:

Initially launched on TMall Global China in October 2022, the group has since expanded SiderAL's distribution to social platforms like TikTok, RED SHOP (China's Instagram equivalent), and WECHAT (China's X/Twitter equivalent). Alongside increasing consumer visibility through collaborations with local influencers, the group is also raising awareness among the Chinese scientific community via publications on digital platforms such as Nature China. After a modest start (€500k revenue in last quarter of 2023), commercial momentum is accelerating, with €2M revenue in 2024 and over €4M expected in 2025.

- United States:

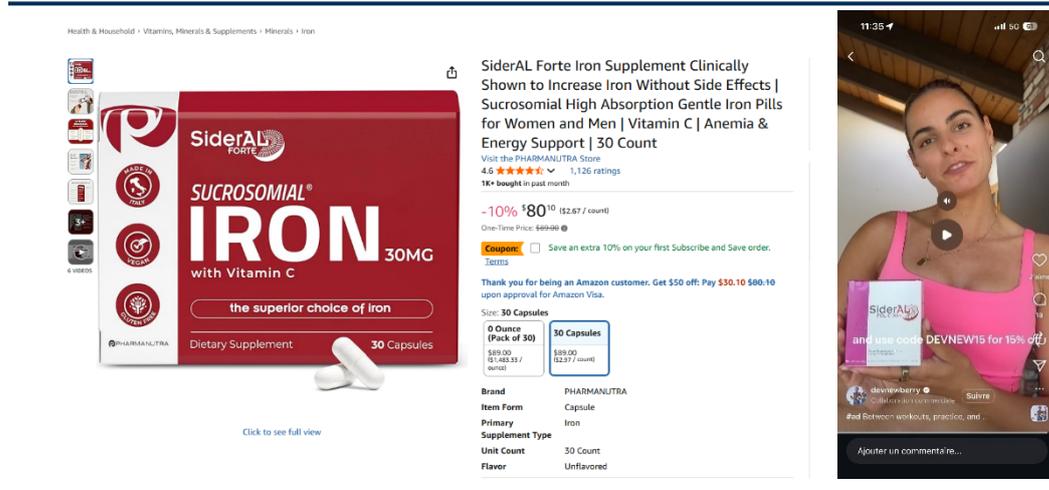
In December 2022, Pharmanutra announced the creation of its new subsidiary: Pharmanutra USA.

PHN USA's commercial strategy was modeled on Italy's, with medical promotion representatives targeting healthcare professionals. This proved ineffective given the US healthcare sector's organization, prompting a strategic shift. The new approach focuses on three distribution channels: 1) e-commerce; 2) traditional retail (Retail chains, drugstores, etc.); and 3) hospital networks.

Marketing for the hospital channel leverages numerous clinical studies on SiderAL® and **the recent inclusion of PHN's Sucrosomial® Iron in WHO guidelines**. The group is investing in marketing for the first two channels, launching digital ad campaigns (e.g., Amazon) and collaborating with influencers (notably on Instagram). This strategic refocus is paying off, with **SiderAL appearing in Amazon USA's Best Sellers list for iron supplements**, among a wide range of products. While SiderAL is still far from the top spots (ranked 84th), it is gaining visibility, as seen in a commercial collaboration with Devon Newberry (US beach volleyball player) viewed nearly 500,000 times on Instagram, and should quickly climb the rankings as **it is the fastest-growing product in its segment on Amazon, with its consumer base quadrupling since May**.

These marketing investments in the e-commerce channel represent the first step of the Group's strategy. The objective, once SiderAL® sales are well established, is to negotiate distribution agreements with local partners and progressively expand the product's presence within hospital networks.

### Page produit de SiderAL Forte sur Amazon USA (gauche) et exemple de collaboration avec des influenceurs sur Instagram



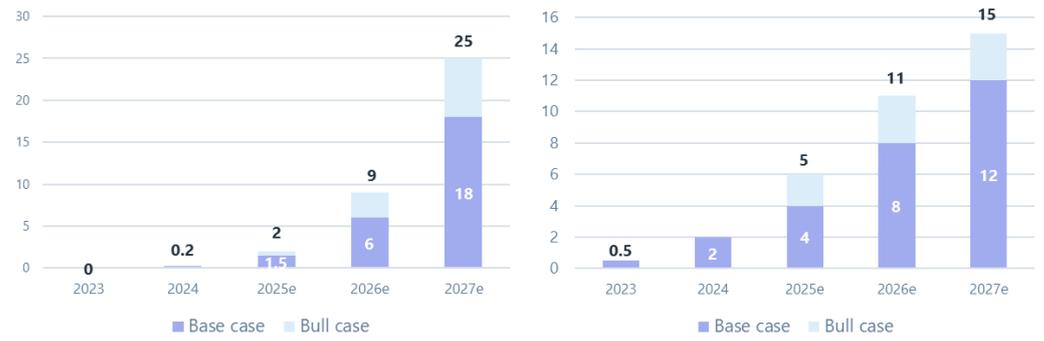
The image shows two side-by-side screenshots. The left screenshot is an Amazon product page for SiderAL Forte Iron Supplement. The product is a red box labeled 'SiderAL FORTE SUCROSOMIAL IRON 30MG with Vitamin C'. The page shows a price of \$89.00 (reduced from \$99.00) and a 4.6-star rating. The right screenshot is an Instagram post from the account 'devonnewberry'. It features a video of Devon Newberry, a beach volleyball player, holding a box of SiderAL Forte. The caption mentions a discount code 'DEVNEW15' for 15% off.

Sources : Amazon, Instagram

Since implementing its new commercial strategy, the group has seen its e-commerce activity take off, with monthly revenue multiplied by 9 between January and September. The subsidiary should close the year with revenue between €1.5M and €2M.

Given the trends in these two regions in 2025, management recently unveiled forecasts for the next two years. They expect revenue to multiply by 10 in the USA and triple in China.

### Management guidance on activities in the United States (left) and China (right)



Sources : Company, TP ICAP Midcap

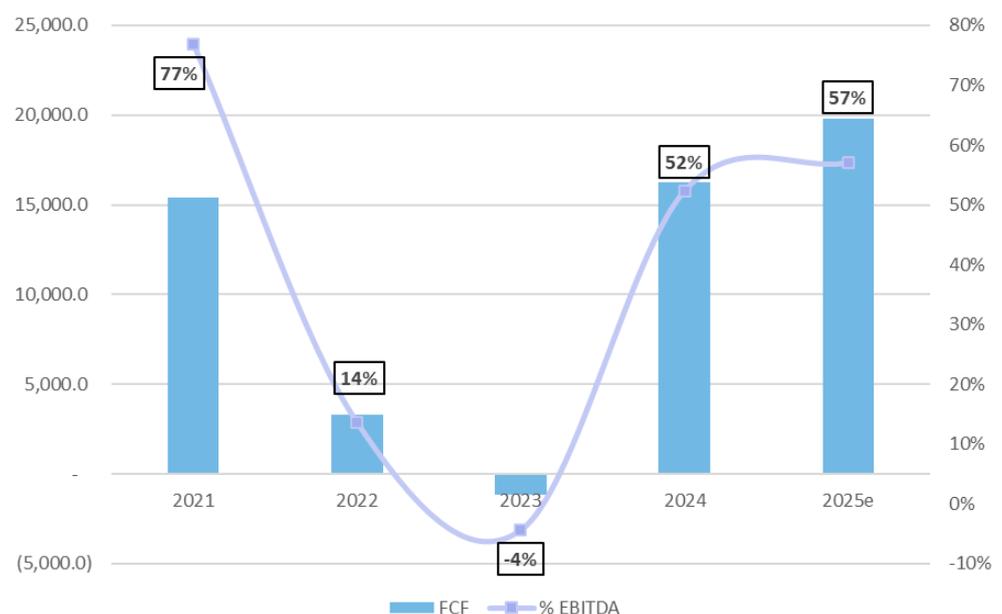
Our estimates are currently **much more conservative**, targeting €11.2M revenue in the USA and €6.4M in China by 2027. Based on management’s base case estimates for these two regions and our estimates for the rest of the group, revenue growth in 2026 and 2027 would be 17.8% and 17.7%, in line with the group’s overall guidance to 2030 (CAGR above 17%).

### Cash Generation Returns

After a couple of years of weak or absent cash generation, due to significant CAPEX for the new headquarters, Pharmanutra regained significant cash generation and a positive net cash position in 2024. **We also believe this period of weak cash generation is one reason for the stock’s underperformance during the same period.**

The current year should see cash generation return to group standards, with an EBITDA-to-cash conversion rate close to 60%.

### Change in FCF and EBITDA to cash conversion rate since 2021



Sources : Company, TP ICAP Midcap

## A Robust Pipeline of New Products

Beyond commercial strategies, the group continues its efforts in the area that led to its success: R&D. Its capabilities are well established, both in quality (SiderAL's superiority over competitors) and volume (numerous product launches in various fields: Cetilar, Apportal, UltraMag, Cetilar Nutrition, Sidevit).

The latest launch: the Sidevit range, still based on Sucrosomial® technology, applied for the first time to vitamins, with two products (B12 and D3) launched in November 2024. Once again, Pharmanutra promises better product tolerance thanks to higher absorption rates than competitors. The group recently announced surpassing €1M revenue for Sidevit® B12, just six months after launch, making it the best launch in the group's history. Sidevit® B12 already held a 2.2% market share in the Italian vitamin B supplement market at the end of June, with momentum accelerating month by month. For comparison, Sidevit® B12's launch outperformed Apportal's launch volumes every month except the second, and in its first nine months, Sidevit® B12's sales volumes were 7% higher than Apportal's, which is now the group's second-largest revenue contributor (9.6% of H1 2025 revenue).

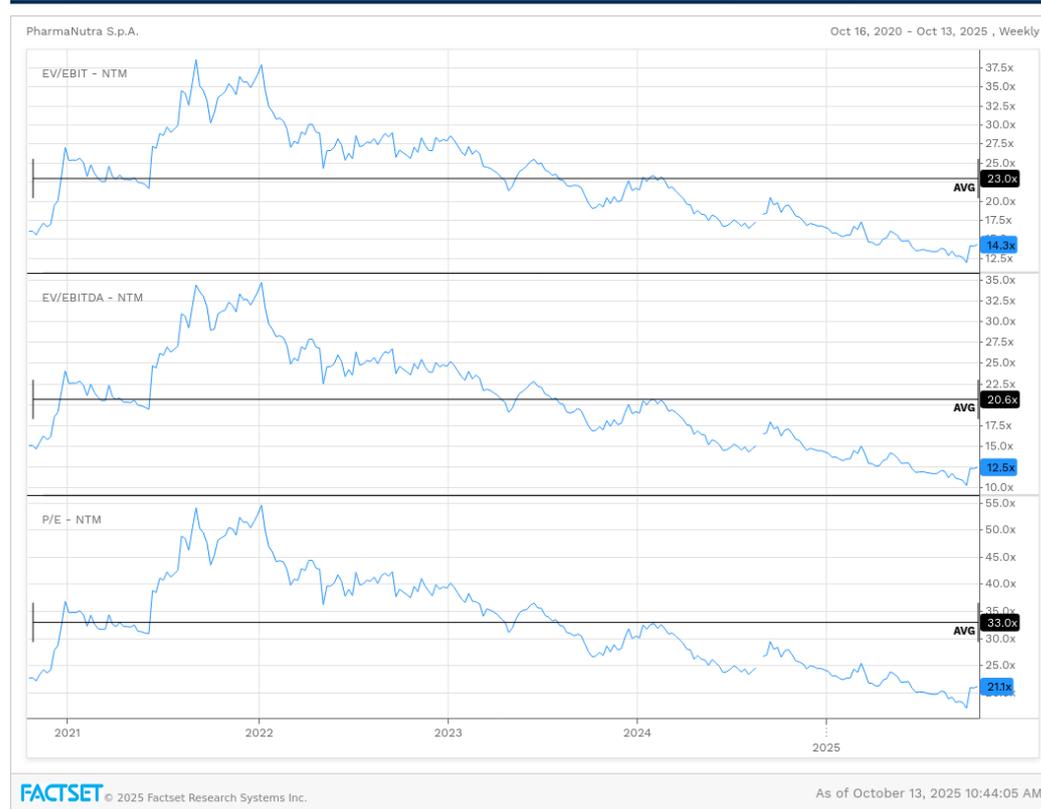
**Today, Pharmanutra's pipeline consists of 107 prototypes in development for 8 potential new products:**

- 1 product for adults with macro/micronutrient deficiencies
- 1 product for recovery from physical and mental fatigue in adults
- 4 products in clinical nutrition
- 2 products in sports nutrition

**During the roadshow with management last May, they confirmed that one of these products in development could have the potential to be a new SiderAL®. For now, none of these products are included in our estimates.**

## Valuation Still Far from Its Standards

Likely penalized by two years of weak cash generation and challenging starts in new activities (China, USA), the group's valuation is far from its historical standards. Current EV/EBITDA, EV/EBIT, and P/E multiples show discounts of 39%, 38%, and 35% compared to their 5-year averages.

**Change in Pharmanutra's EV/EBITDA, EV/EBIT, and P/E multiples over 5 years**


Source : FactSet

While 5-year averages may seem high, **they remain below the current valuation multiples of Pharmanutra's closest listed peer: BioGaia (ticker: BIOG.B-SE); and well below the transaction multiples observed in the acquisition of Probi**, Pharmanutra's second closest peer, by German group Symrise announced late 2024 and closed early 2025.

**BioGaia's valuation multiples and Probi's acquisition multiples compared to those of Pharmanutra**

Company	Market Cap (M€)	EV/EBITDA		EV/EBIT		P/E	
		2025e	2026e	2025e	2026e	2025e	2026e
<b>BioGaia AB</b>	968.3	23.9x	18.4x	25.6x	19.5x	32.5x	25.1x
<b>Pharmanutra</b>	483.6	14.2x	12.1x	16.5x	13.8x	24.2x	20.0x
<b>Discount</b>		-41%	-34%	-36%	-29%	-26%	-20%

Company	EV (M\$)	EV/Sales NTM	EV/EBITDA NTM	EV/EBIT NTM
<b>Probi AB</b>	337.9	5.7x	27.6x	113.8x
<b>Pharmanutra</b>	569.1	3.3x	12.5x	14.3x
<b>Discount</b>		-42%	-55%	-87%

Source : FactSet

Finally, it is important to note that the group's current valuation multiples, already discounted compared to their 5-year averages, result from profitability temporarily impacted by investments in China and especially the USA. The group continues to report its EBITDA margin excluding investments, which was 31.4% last year (vs. 26.6% published) and around 32% in H1 2025, which is roughly the normative margin included in our model.

Although the potential related to these new projects is significant, we believe the stock remains undervalued even without factoring them in. While various multiples-based valuation approaches (peers and transactions) seem to confirm this, we also sought to isolate Pharmanutra's **core business perimeter** (Italy + International) from its **new operations in China and the U.S.** within our DCF analysis. This exercise leads us to consider three scenarios:

- **Scenario 1:** includes only Pharmanutra's historical activities and excludes the new ones – which appears to be what the market is currently pricing in;
- **Scenario 2:** includes the new activities based on our own estimates;
- **Scenario 3:** includes the new activities based on management's guidance.

#### Scénario 1 – Pharmannutra's historical activities

	2025	2026	2027	2028	2029	2030	2031	2032
<b>Revenue</b>	<b>126.4</b>	<b>140.2</b>	<b>153.8</b>	<b>167.2</b>	<b>180.7</b>	<b>194.1</b>	<b>205.8</b>	<b>216.1</b>
% change	8%	11%	10%	9%	8%	7%	6%	5%
<b>EBITDA</b>	<b>39.2</b>	<b>44.2</b>	<b>49.2</b>	<b>53.5</b>	<b>57.8</b>	<b>62.1</b>	<b>65.8</b>	<b>68.1</b>
% change	26.2%	12.8%	11.4%	8.7%	8.1%	7.4%	6.0%	3.4%
% of revenue	31.0%	31.5%	32.0%	32.0%	32.0%	32.0%	32.0%	31.5%
<b>D&amp;A</b>	<b>(5.7)</b>	<b>(5.4)</b>	<b>(6.0)</b>	<b>(4.0)</b>	<b>(3.8)</b>	<b>(3.6)</b>	<b>(3.1)</b>	<b>(3.2)</b>
% of revenue	-4.5%	-3.8%	-3.9%	-2.4%	-2.1%	-1.8%	-1.5%	-1.5%
<b>EBIT</b>	<b>33.5</b>	<b>38.8</b>	<b>43.2</b>	<b>49.5</b>	<b>54.1</b>	<b>58.5</b>	<b>62.8</b>	<b>64.8</b>
% revenue	26.5%	27.7%	28.1%	29.6%	29.9%	30.2%	30.5%	30.0%
<b>Tax</b>	<b>-9.4</b>	<b>-10.8</b>	<b>-12.0</b>	<b>-13.8</b>	<b>-15.1</b>	<b>-16.3</b>	<b>-17.5</b>	<b>-18.1</b>
Tax rate	27.9%	27.9%	27.9%	27.9%	27.9%	27.9%	27.9%	27.9%
<b>D&amp;A</b>	<b>-5.7</b>	<b>-5.4</b>	<b>-6.0</b>	<b>-4.0</b>	<b>-3.8</b>	<b>-3.6</b>	<b>-3.1</b>	<b>-3.2</b>
<b>CAPEX</b>	<b>-3.9</b>	<b>-3.7</b>	<b>-3.2</b>	<b>-3.0</b>	<b>-3.1</b>	<b>-3.1</b>	<b>-3.1</b>	<b>-3.2</b>
% revenue	3.1%	2.6%	2.1%	1.8%	1.7%	1.6%	1.5%	1.5%
<b>Change in WRC</b>	<b>1.3</b>	<b>1.8</b>	<b>1.9</b>	<b>1.9</b>	<b>2.0</b>	<b>1.6</b>	<b>1.4</b>	<b>1.2</b>
% revenue	1.0%	1.3%	1.2%	1.1%	1.1%	0.8%	0.7%	0.6%
<b>FCF</b>	<b>24.6</b>	<b>27.8</b>	<b>32.1</b>	<b>34.8</b>	<b>37.7</b>	<b>41.1</b>	<b>43.9</b>	<b>45.5</b>
<b>Discounted FCF</b>	<b>24.2</b>	<b>25.0</b>	<b>26.3</b>	<b>26.0</b>	<b>25.8</b>	<b>25.6</b>	<b>25.0</b>	<b>23.7</b>

Source : TP ICAP Midcap Estimates

This scenario, to which we apply our current market parameters (WACC: 9.6%; terminal growth rate: 3%), **results in a target price of €60.**

**Scénario 2 – Pharmamnutra including new activities based on our own estimates**

	2025	2026	2027	2028	2029	2030	2031	2032
<b>Revenue</b>	<b>132.7</b>	<b>151.9</b>	<b>171.5</b>	<b>196.6</b>	<b>220.2</b>	<b>246.6</b>	<b>273.7</b>	<b>290.1</b>
% change	13%	14%	13%	15%	12%	12%	11%	6%
<b>EBITDA</b>	<b>34.7</b>	<b>41.5</b>	<b>48.4</b>	<b>57.9</b>	<b>67.7</b>	<b>78.9</b>	<b>87.6</b>	<b>91.4</b>
% change	11.7%	19.6%	16.6%	19.8%	16.8%	16.6%	11.0%	4.3%
% of revenue	26.1%	27.3%	28.2%	29.5%	30.7%	32.0%	32.0%	31.5%
<b>D&amp;A</b>	<b>(5.7)</b>	<b>(5.5)</b>	<b>(6.2)</b>	<b>(4.3)</b>	<b>(4.2)</b>	<b>(4.1)</b>	<b>(4.1)</b>	<b>(4.4)</b>
% of revenue	-4.3%	-3.6%	-3.6%	-2.2%	-1.9%	-1.7%	-1.5%	-1.5%
<b>EBIT</b>	<b>28.98</b>	<b>35.98</b>	<b>42.14</b>	<b>53.66</b>	<b>63.50</b>	<b>74.78</b>	<b>83.48</b>	<b>87.04</b>
% revenue	21.8%	23.7%	24.6%	27.3%	28.8%	30.3%	30.5%	30.0%
<b>Tax</b>	<b>-8.1</b>	<b>-10.0</b>	<b>-11.8</b>	<b>-15.0</b>	<b>-17.7</b>	<b>-20.9</b>	<b>-23.3</b>	<b>-24.3</b>
Tax rate	27.9%	27.9%	27.9%	27.9%	27.9%	27.9%	27.9%	27.9%
<b>D&amp;A</b>	<b>-5.7</b>	<b>-5.5</b>	<b>-6.2</b>	<b>-4.3</b>	<b>-4.2</b>	<b>-4.1</b>	<b>-4.1</b>	<b>-4.4</b>
<b>CAPEX</b>	<b>-4.1</b>	<b>-4.0</b>	<b>-3.6</b>	<b>-3.5</b>	<b>-3.7</b>	<b>-3.9</b>	<b>-4.1</b>	<b>-4.4</b>
% revenue	3.1%	2.6%	2.1%	1.8%	1.7%	1.6%	1.5%	1.5%
<b>Change in WRC</b>	<b>2.0</b>	<b>2.5</b>	<b>2.6</b>	<b>3.3</b>	<b>3.2</b>	<b>3.2</b>	<b>3.3</b>	<b>2.0</b>
% revenue	1.5%	1.6%	1.5%	1.7%	1.5%	1.3%	1.2%	0.7%
<b>FCF</b>	<b>20.4</b>	<b>25.0</b>	<b>30.4</b>	<b>36.1</b>	<b>43.0</b>	<b>50.9</b>	<b>56.9</b>	<b>60.8</b>
<b>Discounted FCF</b>	<b>20.1</b>	<b>22.5</b>	<b>25.0</b>	<b>27.0</b>	<b>29.4</b>	<b>31.8</b>	<b>32.4</b>	<b>31.6</b>

Source : TP ICAP Midcap Estimates

This scenario, which reflects our current estimates and incorporates our current market parameters (WACC: 9.6%; terminal growth rate: 3%), **leads to our target price of €74.**

**Scénario 3 – Pharmamnutra including new activities mainly based on the group's guidance**

	2025	2026	2027	2028	2029	2030	2031	2032
<b>Revenue</b>	<b>132.7</b>	<b>157.2</b>	<b>188.8</b>	<b>221.0</b>	<b>253.8</b>	<b>290.3</b>	<b>322.3</b>	<b>341.6</b>
% change	13%	19%	20%	17%	15%	14%	11%	6%
<b>EBITDA</b>	<b>34.7</b>	<b>44.3</b>	<b>56.8</b>	<b>69.6</b>	<b>81.2</b>	<b>92.9</b>	<b>103.1</b>	<b>107.6</b>
% change	11.7%	27.8%	28.2%	22.5%	16.6%	14.4%	11.0%	4.3%
% of revenue	26.1%	28.2%	30.1%	31.5%	32.0%	32.0%	32.0%	31.5%
<b>D&amp;A</b>	<b>(5.7)</b>	<b>(5.5)</b>	<b>(6.3)</b>	<b>(4.5)</b>	<b>(4.5)</b>	<b>(4.6)</b>	<b>(4.8)</b>	<b>(5.1)</b>
% of revenue	-4.3%	-3.5%	-3.3%	-2.0%	-1.8%	-1.6%	-1.5%	-1.5%
<b>EBIT</b>	<b>29.0</b>	<b>38.8</b>	<b>50.5</b>	<b>65.2</b>	<b>76.7</b>	<b>88.3</b>	<b>98.3</b>	<b>102.5</b>
% revenue	21.8%	24.7%	26.8%	29.5%	30.2%	30.4%	30.5%	30.0%
<b>Tax</b>	<b>-8.1</b>	<b>-10.8</b>	<b>-14.1</b>	<b>-18.2</b>	<b>-21.4</b>	<b>-24.6</b>	<b>-27.4</b>	<b>-28.6</b>
Tax rate	27.9%	27.9%	27.9%	27.9%	27.9%	27.9%	27.9%	27.9%
<b>D&amp;A</b>	<b>-5.7</b>	<b>-5.5</b>	<b>-6.3</b>	<b>-4.5</b>	<b>-4.5</b>	<b>-4.6</b>	<b>-4.8</b>	<b>-5.1</b>
<b>CAPEX</b>	<b>-4.1</b>	<b>-4.1</b>	<b>-4.0</b>	<b>-4.0</b>	<b>-4.3</b>	<b>-4.6</b>	<b>-4.8</b>	<b>-5.1</b>
% revenue	3.1%	2.6%	2.1%	1.8%	1.7%	1.6%	1.5%	1.5%
<b>Change in WRC</b>	<b>2.0</b>	<b>3.1</b>	<b>4.0</b>	<b>4.2</b>	<b>4.4</b>	<b>4.4</b>	<b>3.8</b>	<b>2.3</b>
% revenue	1.5%	2.0%	2.1%	1.9%	1.7%	1.5%	1.2%	0.7%
<b>FCF</b>	<b>20.4</b>	<b>26.3</b>	<b>34.8</b>	<b>43.3</b>	<b>51.1</b>	<b>59.2</b>	<b>67.0</b>	<b>71.6</b>
<b>Discounted FCF</b>	<b>20.1</b>	<b>23.7</b>	<b>28.5</b>	<b>32.4</b>	<b>34.9</b>	<b>37.0</b>	<b>38.2</b>	<b>37.2</b>

Sources : Company, TP ICAP Midcap Estimates

This scenario, to which our current market parameters are applied (WACC: 9.6%; terminal growth rate: 3%), **results in a target price of €87.**

**This scenario analysis based on our DCF approach once again highlights the undervaluation of the stock – both with and without factoring in the potential from new activities, which the market does not appear to be pricing in.**

**In our view, the re-rating potential of the stock is clear, and all the conditions seem to be in place for this to materialize in the coming months.**

**We reiterate our strong recommendation to buy the stock with a target price maintained at €74.**

## 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	15.6	17.1	18.9
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>68.7</b>	<b>68.5</b>	<b>68.4</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	-13.3	-28.5	-45.4
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>68.7</b>	<b>68.5</b>	<b>68.4</b>
Net debt excl. IFRS 16	-9.9	2.1	-5.6	-14.1	-29.2	-46.2
Leverage	-0.4	0.1	-0.2	-0.4	-0.7	-0.9
<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	-2.3	-1.5	-1.8
Operating cash flow	13.7	11.2	19.5	23.1	28.8	33.6
Net capex	-11.2	-13.2	-4.3	-3.3	-3.8	-4.3
FCF	2.5	-2.1	15.3	19.8	25.0	29.4
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	9.2	15.1	17.0
ROA (%)	15.0%	10.6%	14.1%	14.9%	16.4%	17.0%
ROE (%)	29.5%	21.9%	26.6%	26.8%	28.0%	27.7%
ROCE (%)	29.9%	20.5%	25.7%	31.3%	38.8%	45.5%

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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 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
09 Sep 25 - 08:05:50	Corentin Marty	€ 74.00	€ 74.00	€ 46.20	Achat	Buy
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

## Distribution of Investment Ratings

Rating	Recommendation Universe*	Portion of these provided with investment banking services**
Buy	78%	68%
Hold	18%	63%
Sell	3%	25%
Under review	2%	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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