



we belong to science

# STAR CONFERENCE

Milan, March 24<sup>th</sup>-25<sup>th</sup>, 2026

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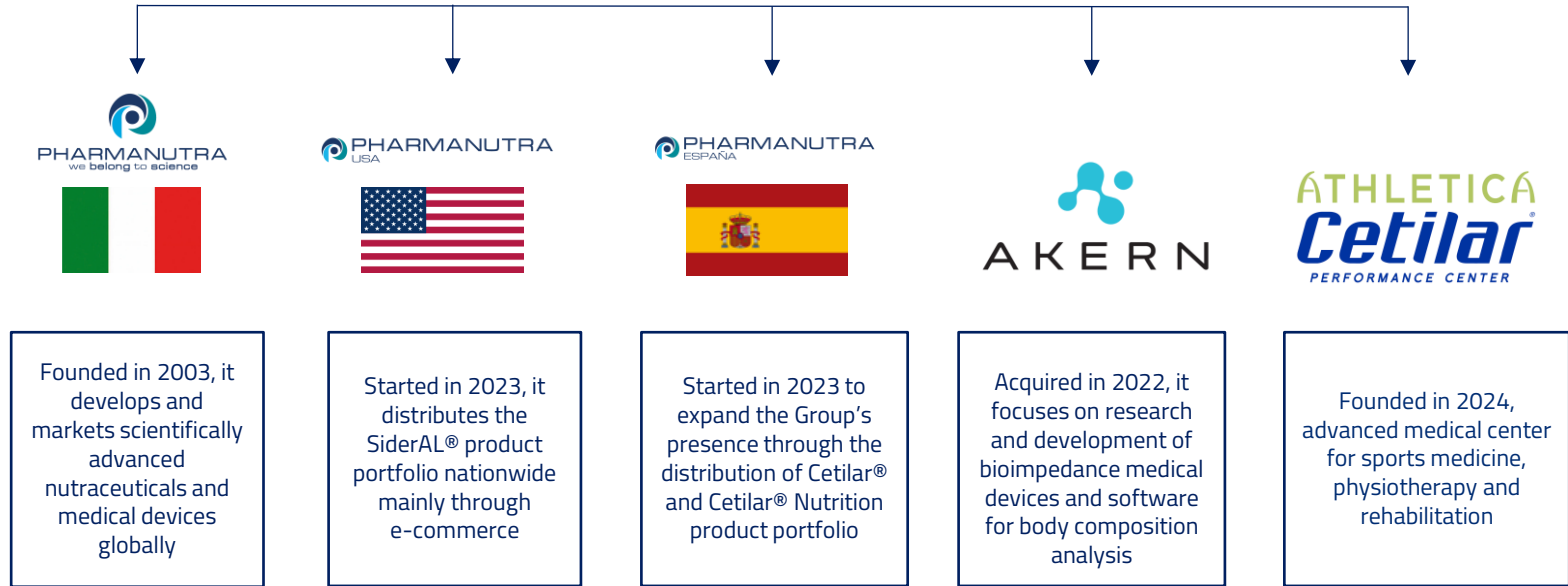
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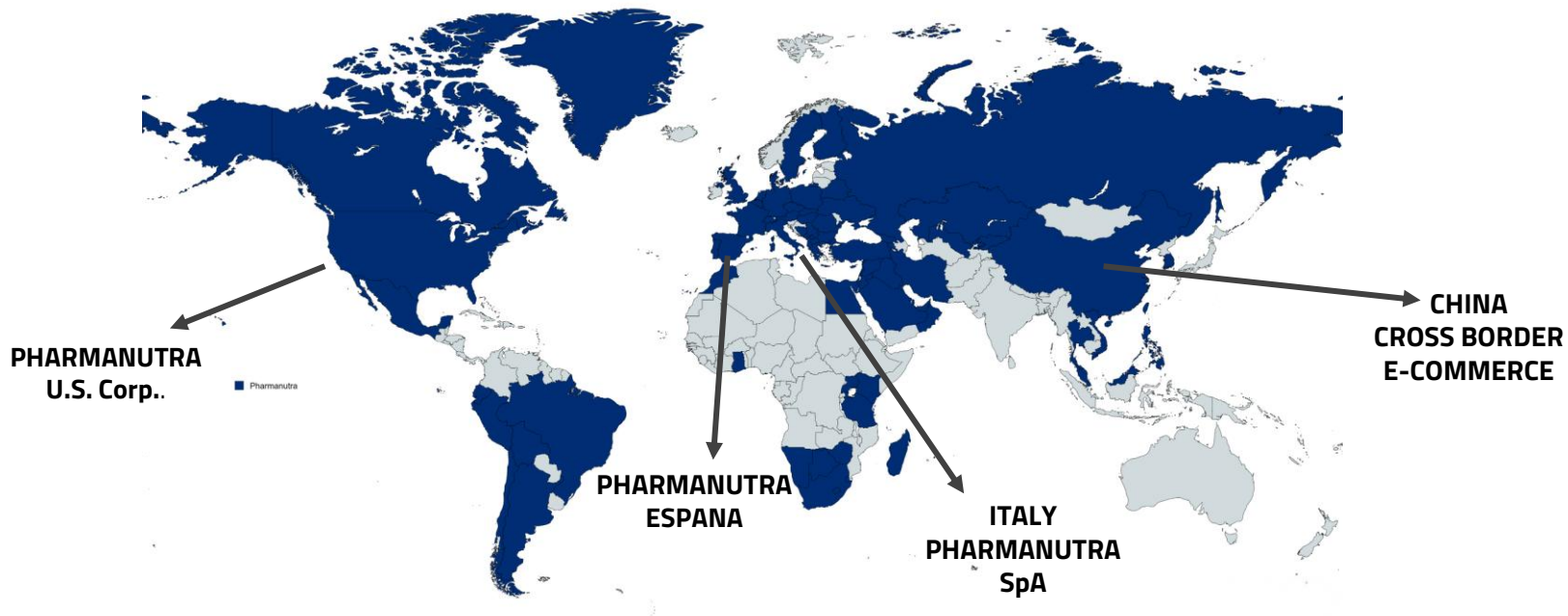
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# PHARMANUTRA *group*



# THE EXTENSIVE PHARMANUTRA FOOTPRINT WORLDWIDE



In addition to direct subsidiaries, Pharanutra operates in **80 countries with 52 partners**, carefully selected among the best international pharmaceutical and nutraceutical companies.

# ANOTHER YEAR OF DOUBLE-DIGIT GROWTH

Net Sales Revenues:

**Foreign markets: +23.2%**

**Domestic market: +9.2%**

**Akern: 6.8 M (+15.1%)**

**26% EBITDA margin** on net revenues.  
EBITDA margin on net revenues **excluding new business units is 31.5%** (31.4% in FY 2024).

**EPS of € 2.09** (€ 1.73 in FY 2024)

**Positive Net Financial Position** (Net cash) of **11.4 million Euro** (5.4M of net cash at 31/12/24)

Proposed Dividend of **€ 1.20 per share** (1.00 in 2024)

+ 14%

**NET REVENUES € 131.7 M**  
(€ 115.4 M IN FY 2024)

+10%

**EBITDA € 34.2 M**  
(€ 31 M IN FY 2024)

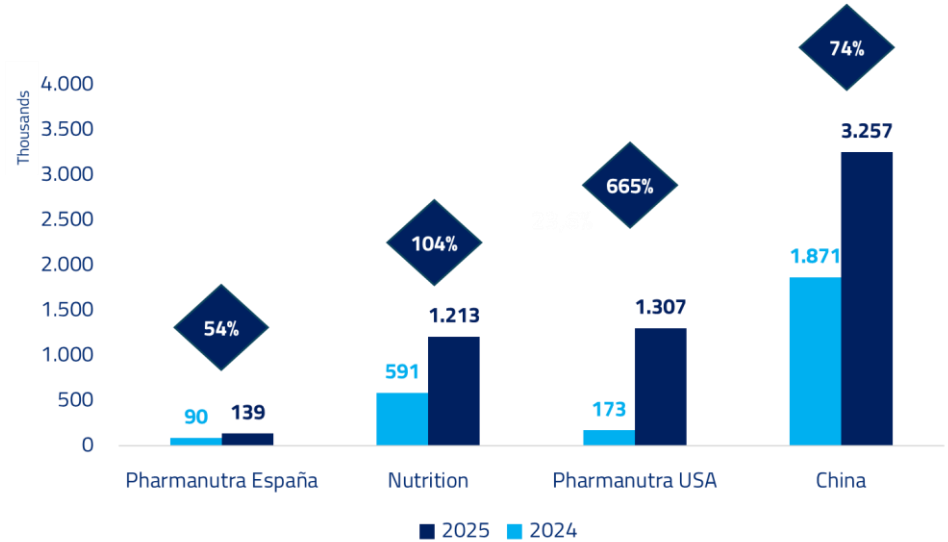
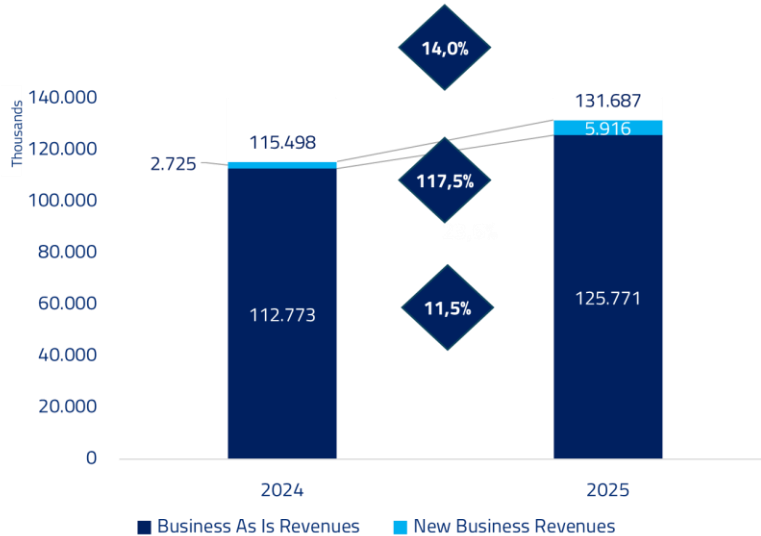
+20%

**€ 20 M NET RESULT**  
(€ 16.6 M in FY 2024)  
**15.1% ON NET REVENUES**

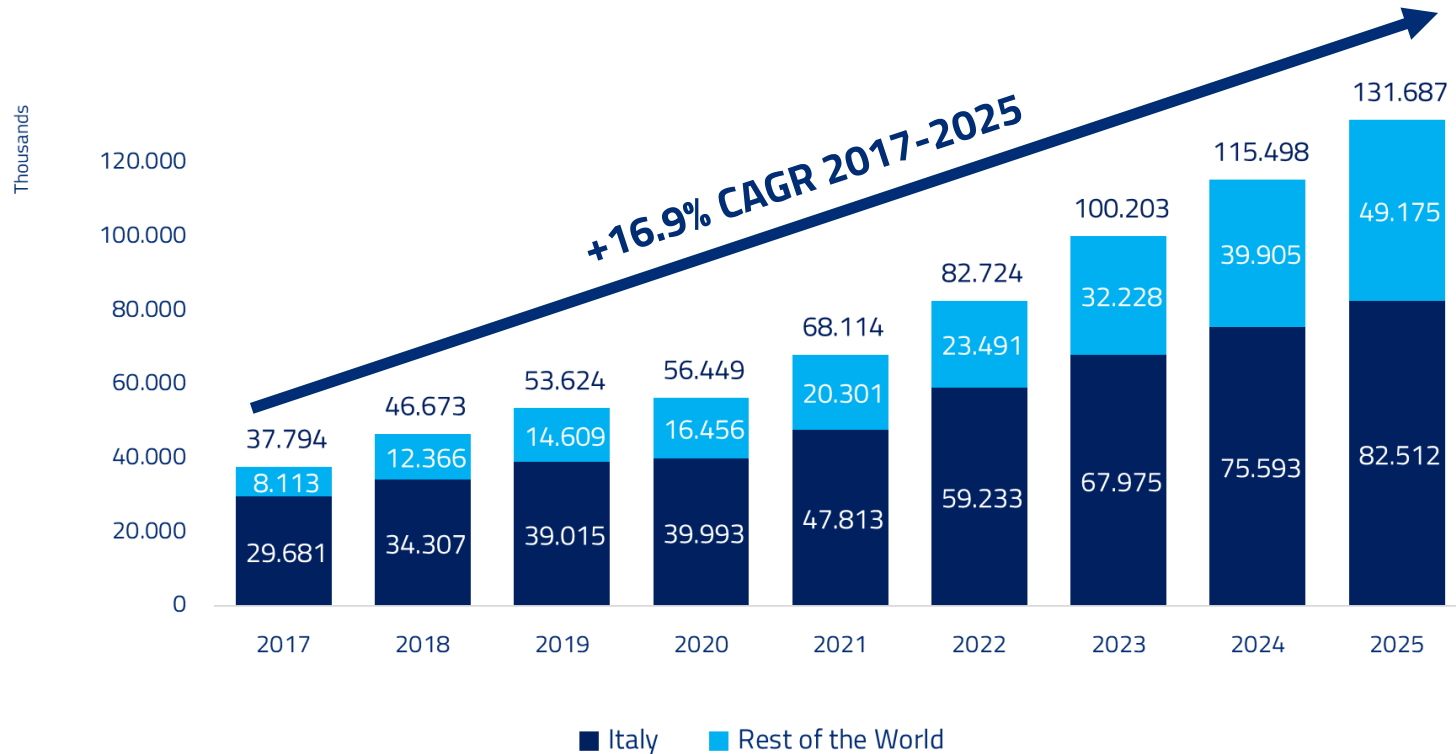
+19.5 M

**CASH GENERATED BY OPERATING ACTIVITIES**

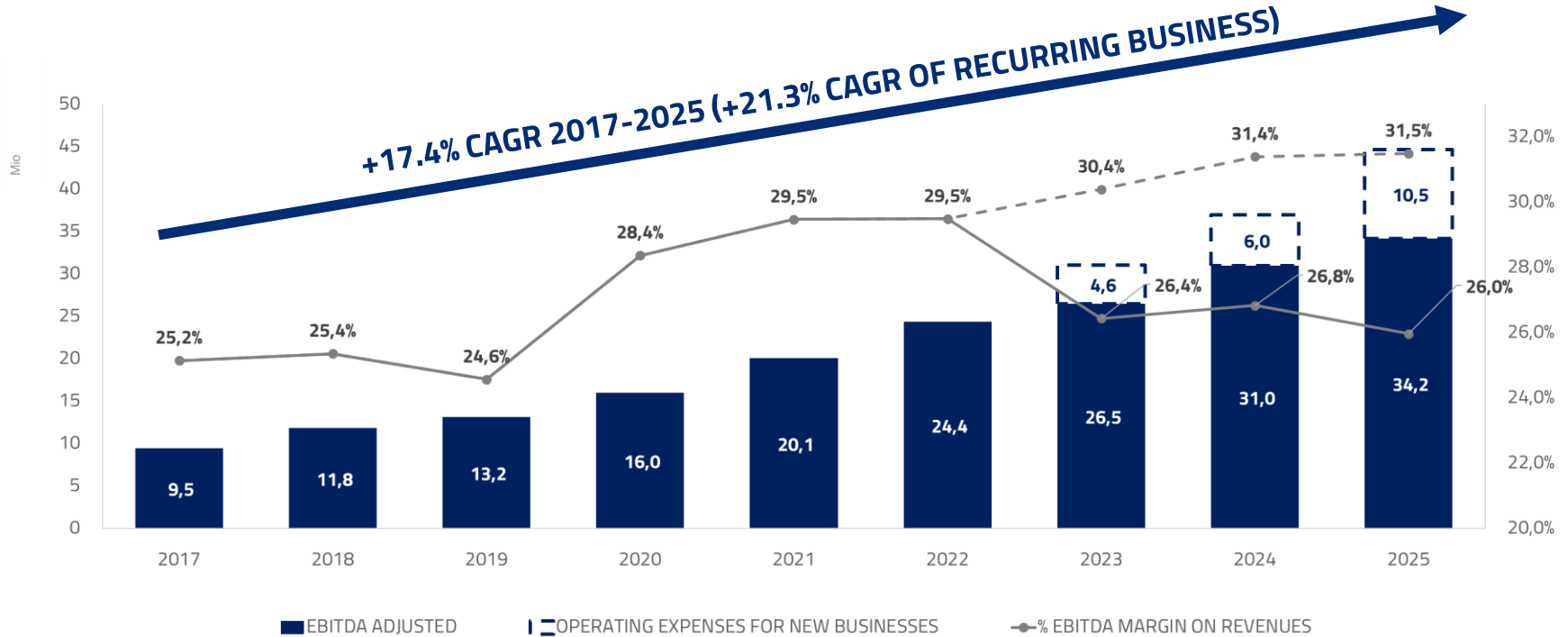
# REMARKABLE PERFORMANCE FROM NEW BUSINESS UNITS



# REVENUE EVOLUTION: SOLID ORGANIC GROWTH OVER TIME



# POSITIVE GROWTH TREND IN PROFITABILITY



# NEW COMMERCIAL STRUCTURE TO DRIVE FURTHER GROWTH

FROM JANUARY 2026

CONSUMER HEALTH

**50** SALES REP

MEDICAL CARE

**100** SALES REP

## STRATEGIC GOALS



Directly serve  
**60%** of pharmacies



Strengthen scientific  
and market leadership



Double revenues  
within **5 years**

# NEW BUSINESS UNITS: USA

## BECOMING A MARKET-MAKING LEADER



### KEY RESULTS

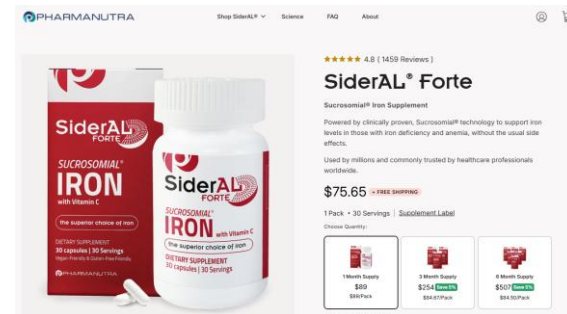
2025 revenues: **1.5 million \$ (+664.8% vs FY2024)** with strong Q4 sales boost

Achieved **1.3% market share** and **monthly revenues for \$200K** at the end of 2025

In early March, **market share** has increased to **1.6%**

Achieved **triple digit growth on Amazon**

Ranking increased **from #333** in April 2025 to **#57 in early March 2026**



Well poised for future growth:

**Product range expansion** scheduled for Q3 2026 (3 SKUs) and Q1 2027 (4 additional SKUs)

**FDA registration** and **AEO (Full) status** obtained in February 2026

# NEW BUSINESS UNITS: CHINA

## FULL DIGITAL DISTRIBUTION APPROACH AND HIGH GROWTH POTENTIAL

Strong presence on **5 online platforms:**



### KEY RESULTS

2025 revenues: **3.26 million € (+ 74.1% vs FY2024)**

In December 2025, **SiderAL Folico ranked #1 on the JDG store** in the New Arrivals List for imported mineral health supplements.

In March 2026, **SiderAL's ranking has been stable at #2 on TMG** in the Iron supplements **category**, with peaks as **#1** in some days.

In Q1 2025, expansion of product offer with the launch of 3 **Apportal® SKUs**.



**Growth potential:** the online Chinese supplement market size is around **13.5 billion €**.  
Pharmanutra has a **client basis** of almost **60,000 unique buyers** with **30% repeat customers**.

# SCIENTIFIC INNOVATION: FUELING THE GROWTH OF TOMORROW

## PRODUCT PIPELINE

In the following fields:

- New **iron formulations** for US market
- **Multivitamins** and micro-elements
- **Elderly** and **children**
- **Athletes'** performance
- **Obesity, bariatric surgery, sarcopenia**

## RESEARCH PIPELINE

130 prototypes in pre-clinical evaluation in the following fields:

- **Bone fracture** and **metabolism**
- **Brain function** integrity
- **Gastric** protection
- **Intestinal** inflammation
- Future **iron upgrade**





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