

PHARMANUTRA group

we belong to science

LE ECCELLENZE DEL MADE IN ITALY

October 1st, 2026

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PHARMANUTRA group

PHARMANUTRA we belong to science



Founded in 2003, it develops and markets scientifically advanced nutraceuticals and medical devices globally

PHARMANUTRA USA



Started in 2023, it distributes the SiderAL® product portfolio nationwide mainly through e-commerce

PHARMANUTRA ESPAÑA



Started in 2023 to expand the Group's presence through the distribution of Cetilar® and Cetilar® Nutrition product portfolio

AKERN

Acquired in 2022, it focuses on research and development of bioimpedance medical devices and software for body composition analysis

ATHLETICA Cetilar PERFORMANCE CENTER

Founded in 2024, advanced medical center for sports medicine, physiotherapy and rehabilitation

MAIN PRODUCT FAMILIES













THE EXTENSIVE PHARMANUTRA FOOTPRINT WORLDWIDE



In addition to direct subsidiaries, Pharmanutra operates in **81 countries with 53 partners**, carefully selected among the best international pharmaceutical and nutraceutical companies.


DOMESTIC MARKET
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INNOVATION AT FULL SPEED: NEW PRODUCT LAUNCHES

- **4 new products** launched on 23 September: two Apportal® and two Cetilar® Nutrition products, including the **groundbreaking Sucrosomial® Creatine.**

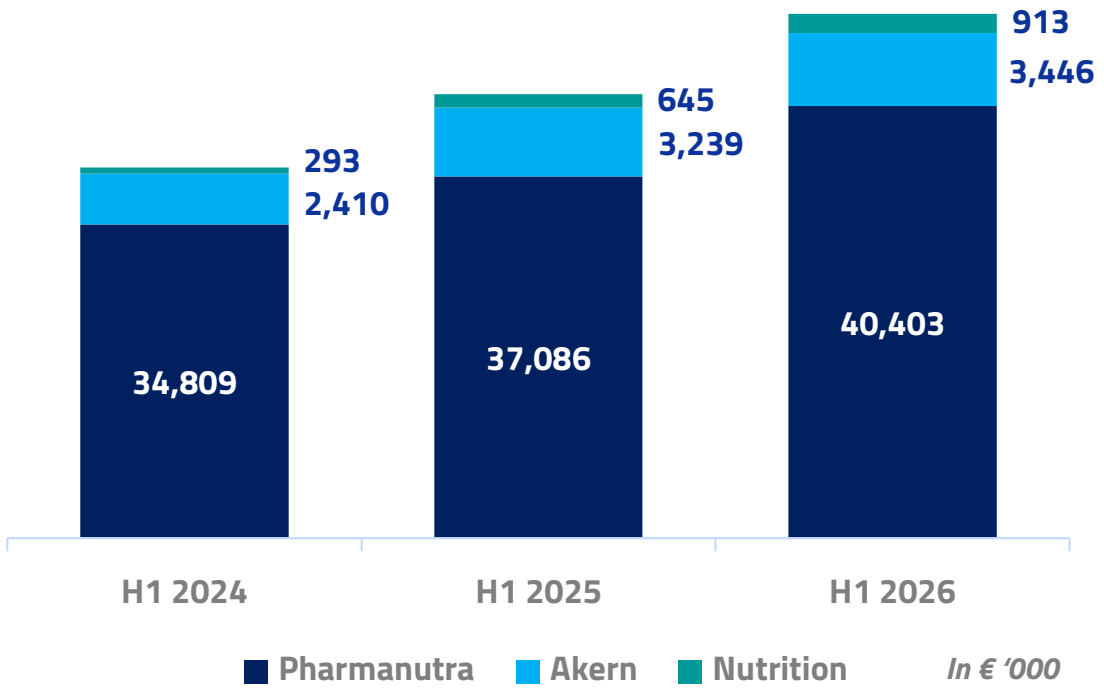
- In **2027,** launch of **3 new game-changing products** and **one entire new product line.**





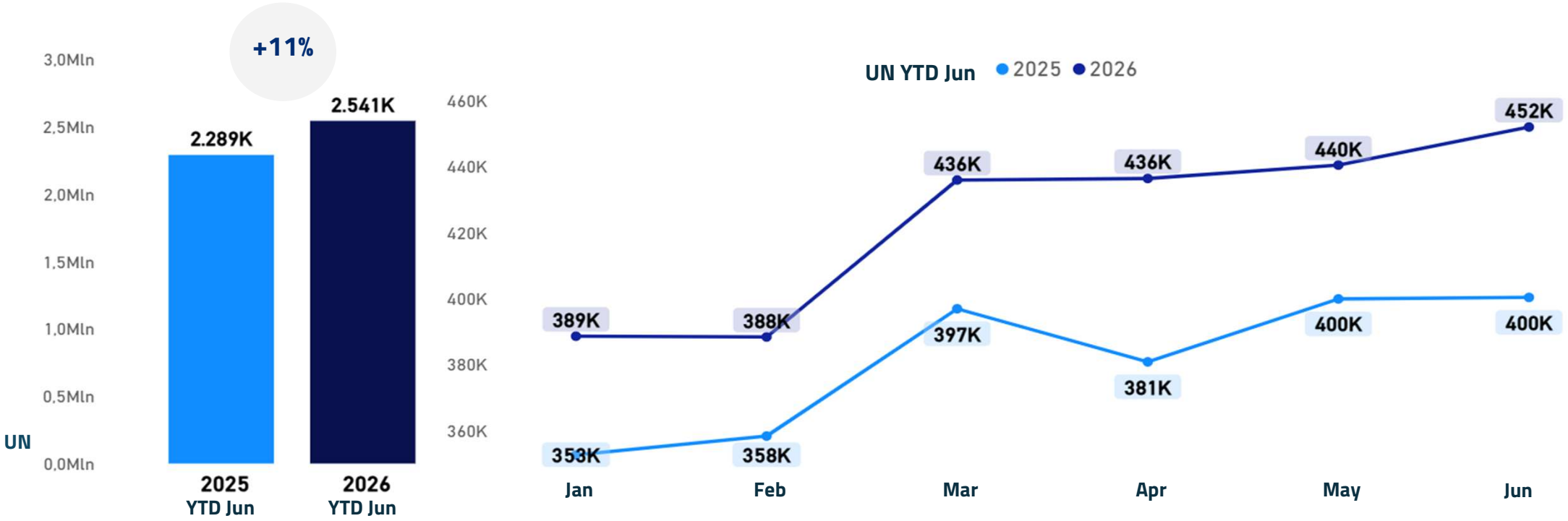
STEADY REVENUE GROWTH IN THE DOMESTIC MARKET CONTINUES WITH INCREASING CONTRIBUTIONS FROM AKERN AND CETILAR® NUTRITION

H1 2026 RESULTS



Italy
H1 2026
Revenues
+9.3%

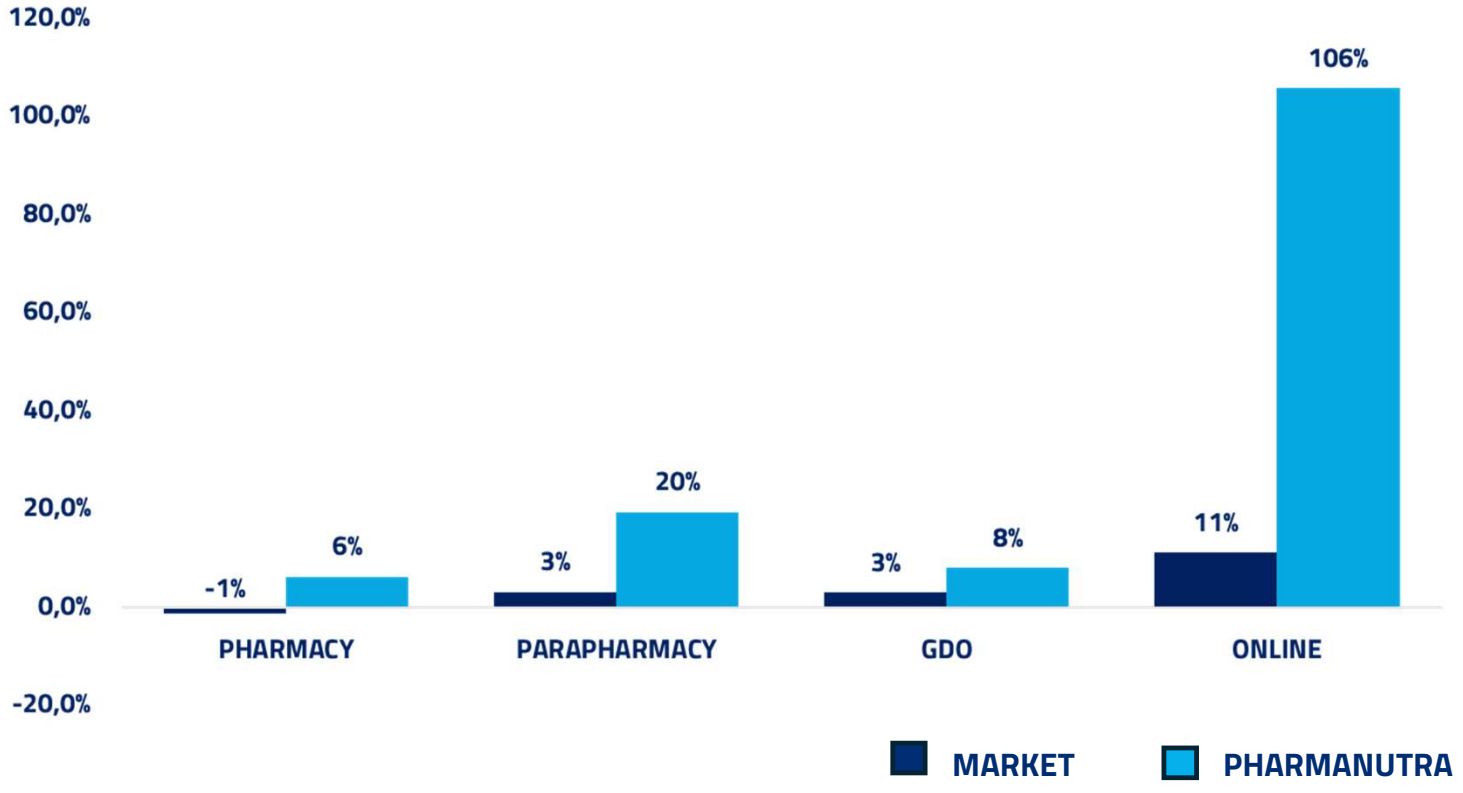
SELL OUT CONTINUED GROWTH ACROSS ALL CHANNELS
H1 2026 RESULTS



Total Pharmanutra product portfolio, including medical devices and drugs and excluding Cetilar® Nutrition line.
Source: Sell Out Units New line 5 Channels

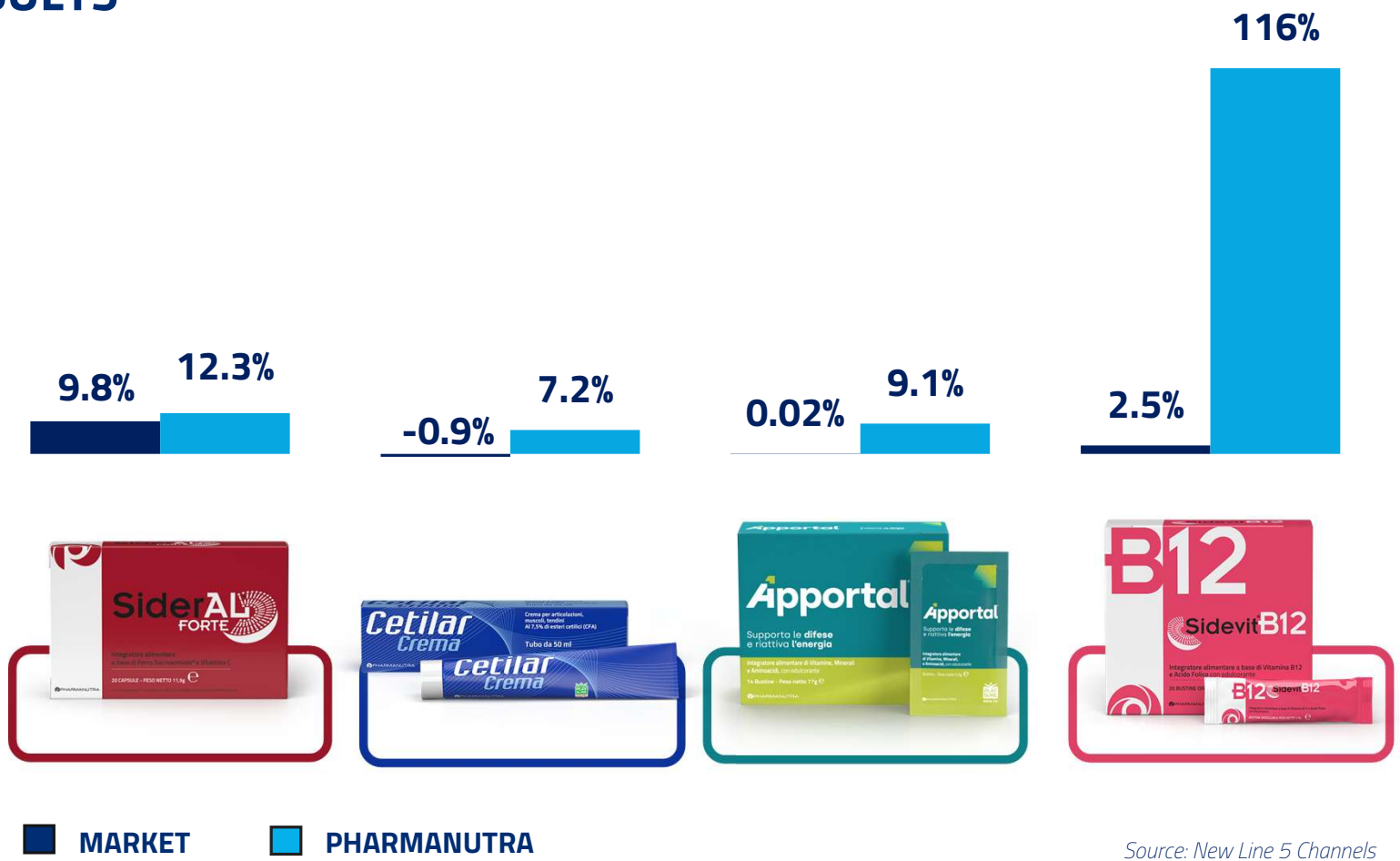
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FOOD SUPPLEMENT MARKET VS PHARMANUTRA ACROSS ALL CHANNELS
H1 2026 RESULTS



Source: New Line 5 Channels

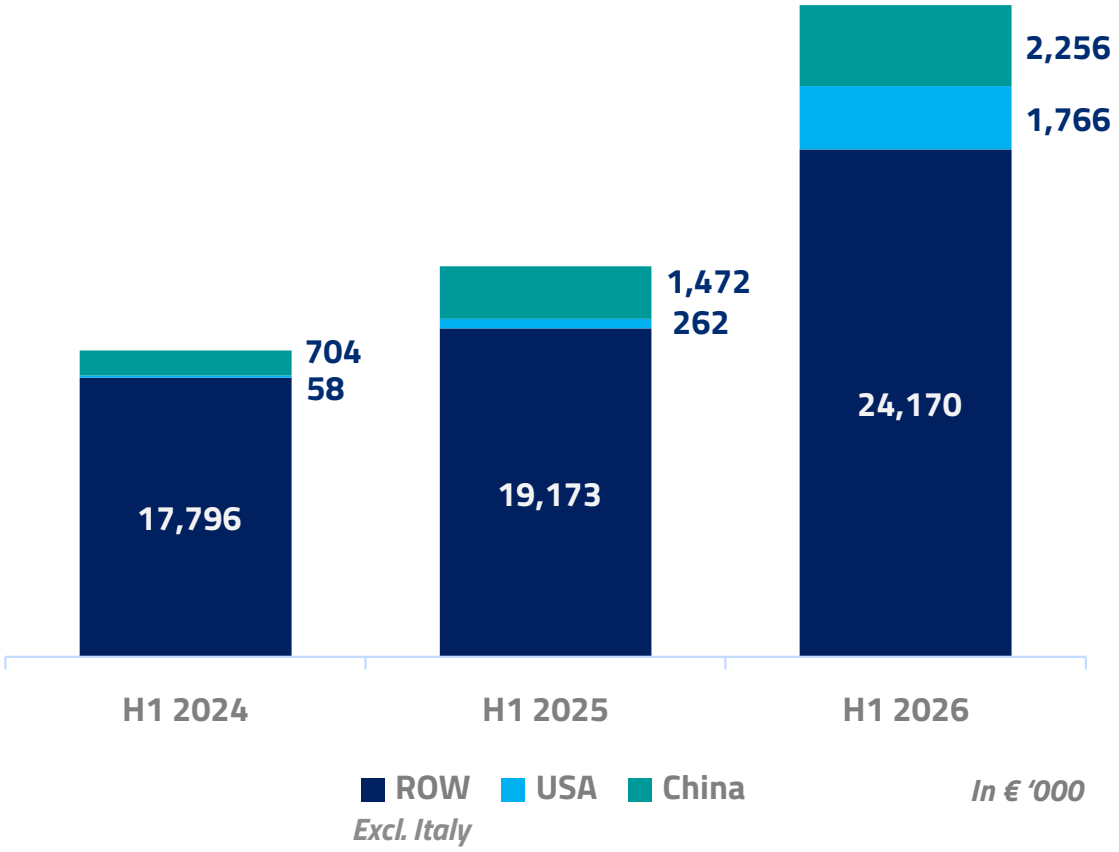
OUTPERFORMING THE ITALIAN MARKET IN ALL PRODUCT CATEGORIES
H1 2026 RESULTS



Source: New Line 5 Channels


FOREIGN MARKETS
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GLOBAL EXPANSION GAINS MOMENTUM
WITH INCREASING CONTRIBUTIONS FROM USA AND CHINA
H1 2026 RESULTS



Foreign Mkts H1 2026 Revenues +34.8%

NEW BUSINESS UNITS: USA
EXPANDING THE PORTFOLIO, ACCELERATING GROWTH

- **H1 2026** Revenues: **€1,766 M (+574%)**
- **3 new SKUs** of Sucrosomial® iron launched in **early September**.
- **SiderAL® Forte** and **Extra Strength** launched on **Fullscript**, the largest practitioner-dispensing platform in US, reaching 5M+ patients a year, with $1B annual total sales.
- **Sucrosomial® Iron** has entered the **Top 10** iron supplement brands on **Amazon**, our largest channel, further strengthening its market presence and consumer recognition.
- In **2027 5 new Sucrosomial ® products to be lauched.**



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

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NEW BUSINESS UNITS: CHINA
FULL DIGITAL APPROACH AND SCIENTIFIC ENGAGEMENT

DIGITAL ECOSYSTEM

Strong presence on China's key online platforms

TMALL · DOUYIN · RED SHOP (Instagram) · WECHAT · WEIBO (X)

WECHAT ≈100% coverage of Chinese users

Increase in marketing activities on **Wechat**, a very performing channel with almost 100% coverage of Chinese users.

SCIENTIFIC ENGAGEMENT

Participation in **nutrition science and technology events** (i.e. Nutrition Science and Technology Conference hosted by the Chinese Nutrition Society in July, Forum on Precision Nutrition and Biomanufacturing Technology Innovation in the Food Industry in October).



H1 2026 GROWTH VS H1 2025

+53.3% Revenues **€ 2,256 M**

+49% SiderAL®

+126% Apportal®

CUSTOMER REACH | H1 2026

100,000 unique buyers

28% repeat customers

PRODUCT PIPELINE

3 NEW

Sucrosomial® product launches

by end of 2026

ACCELERATING GLOBAL EXPANSION

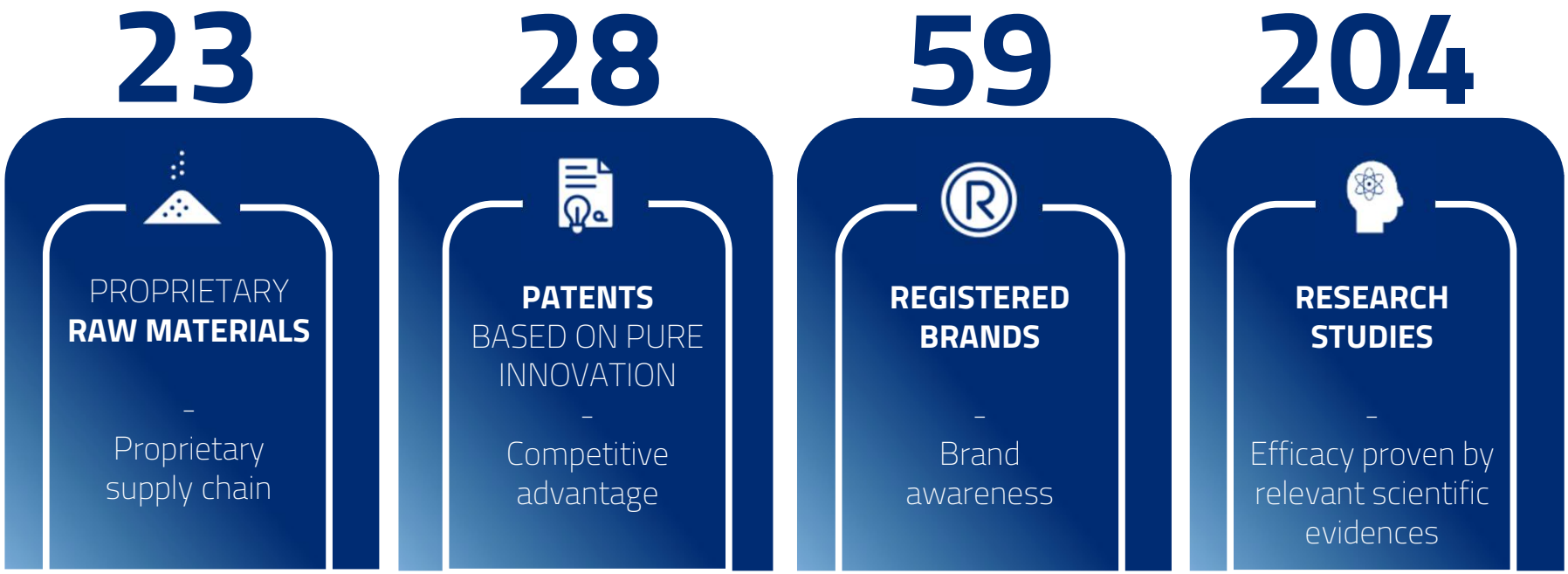
- In the coming months, Pharmanutra will announce its entry into several new countries in **Africa, Asia, the Middle East and South America.**

- Pharmanutra will further strengthen its position in **established international markets,** through the expansion of its **product range.**

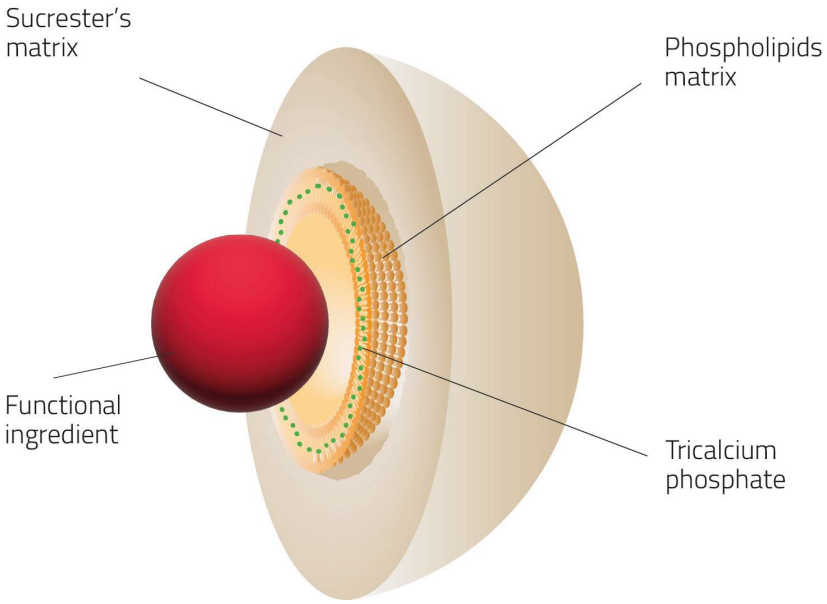



R&D: WHERE SCIENCE
BECOMES GROWTH
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A NUTRACEUTICAL COMPANY WITH A PHARMACEUTICAL APPROACH: INTELLECTUAL PROPERTY PROTECTION STRATEGY



THE SUCROSOME®: OUR DISTINCTIVE FORMULATION



DEMONSTRATED BENEFITS:
HIGHER ABSORPTION & EFFECTIVENESS – NO SIDE EFFECTS

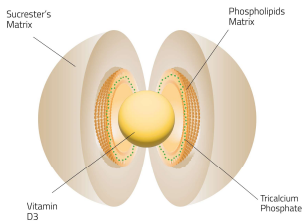
NOT ONLY IRON:
SUCROSOMIAL® TECHNOLOGY APPLIED TO DIFFERENT NUTRIENTS

SiderAL® r.m.
UltraMag® r.m.
Ultralod®
UltraSel®
UltraZin
UltraChrome®

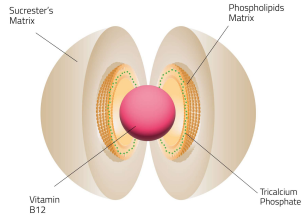
Sucrosomial® minerals

Sucrosomial® Vitamins

UltraD3®



UltraB12®



Leveraging on the winning experience of Sucrosomial® patented technology, Pharmanutra developed multimineral and multivitamin products

R&D CENTRE:
PRE-CLINICAL RESEARCH MODELS

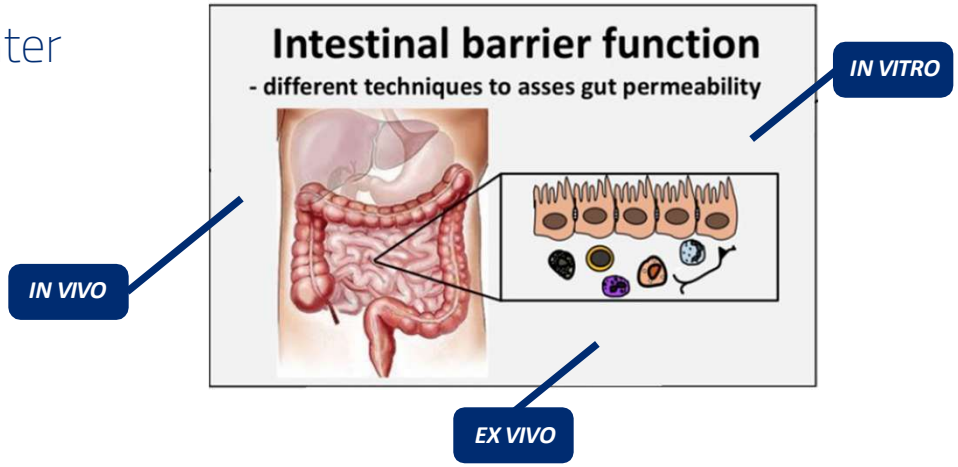
2D in vitro models

3D in vitro models

Ex vivo models

In vivo models

3D printer

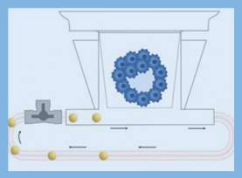


Colture 2D *in vitro*

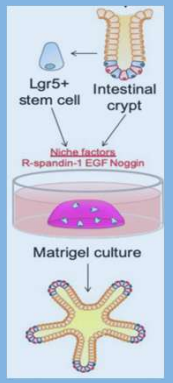


Multi-organs *in vitro* models

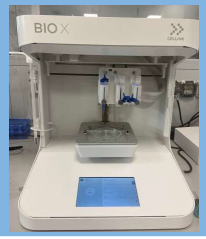




Intestinal Organoids



3D Printer









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LEADING THROUGH SCIENCE

Basic Research

- **4** full paper studies on **Sucrosomial® Iron** mechanism of action and kinetic
- **3** full paper studies on **Sucrosomial® Vitamins**
- **2** full paper studies on **Ultramag®**
- **3** studies presented at **international scientific congresses** in 2026
- **5** **new research projects** on new proprietary raw materials

Scientific Research

- **8** **clinical studies** published in 2026
- **71** full paper studies published on **international peer reviewed scientific journals** (about Sideral®, Cetilar®, Ultramag®, Apportal®)
- **31** on-going clinical studies
- **162** prototypes (raw materials+ finished products)

ADVANCING SCIENCE THROUGH GLOBAL COLLABORATIONS

Università di Pisa

Università degli Studi Firenze

Università degli Studi di Brescia

Gemelli
Fondazione Policlinico Universitario Agostino Gemelli IRCCS
Università Cattolica del Sacro Cuore

HUMANITAS
RESEARCH HOSPITAL

EMORY
UNIVERSITY
HOSPITAL

biogem

New York Blood Center

Fred Hutch
Cancer Center

PUSHING THE BOUNDARIES OF INNOVATION

IMPRESSIVE RESEARCH PIPELINE

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

- **Bone fracture** and **metabolism**
- **Brain function** integrity
- **Gastric** protection
- **Arthritis** and **joint** preservation
- Future **iron upgrade**




OUTLOOK 2026
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group

OUTLOOK 2026

- Expected **revenue growth from the "AS IS" business** both in the Italian and foreign markets.
- Significant **increase in New Business Unit revenues** driven by USA and China.
- **Ebitda margin improvement**, although still influenced by marketing investments to support the New Business Units.
- Expected **strong cash generation** from operating activities.



STRENGTHENING THE FOUNDATIONS FOR GROWTH

- **Cooperative Compliance:** aimed to promote an enhanced cooperation between the Italian Tax Administration and taxpayers in order to increase the level of certainty on relevant tax issues and, consequently, to prevent tax litigations.

- **ISO 27001 certification** process started, confirming that the Company operates an Information Security Management System aligned with international best practices for the protection of data, information assets and cybersecurity risk. Being considered among the «essential» entities, Pharmanutra is also completing the **NIS2 Directive** compliance process.

- **ISO 14001 environmental certification** process to be completed in 2027, confirming that PHN has established a structured environmental management system to reduce environmental impact, ensure compliance with applicable regulations, improve resource efficiency, and support continuous environmental improvement.

- **UNI/PdR 125:2022 Gender Equality Certification** to be achieved soon, recognising the Company's commitment to fostering an inclusive workplace and promoting equal opportunities for all employees.


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