



KOLINPHARMA®

LEADER TO HEALTH

Company Presentation



KOLINPHARMA®

KOLINPHARMA® S.p.A. is an innovative Italian capital SME listed on the AIM market.

The company's activity is characterized by the research and marketing of excellent nutraceutical products.

Products that integrate and complete a medical therapy, bringing the benefits of natural substances with formulations suitably studied for particular pathologies.

“ KOLINPHARMA® means Key Opinion Leader in Pharma ”

The company is made up of about 110 employees, including 86 medical scientific informers dedicated to bringing information throughout Italy to medical specialists in the areas of urology, gynecology, physiatrics, orthopedics, neurology.

Currently the products offered and available in the pharmacy are: Almetax easy®, Almetax® tablets, Miledix®, Milesax®, Ivuxur®, Xinprox®, Xinepa easy®, Xinepa® tablets, Dolatrox®, Dolatrox hcc®, Kip®Flu in different formulations.



STORY

KOLINPHARMA® is born:

its mission is to create natural-based food supplements capable of supporting drug therapies linked to particular diseases



XINEPA

In March KOLINPHARMA® launched Xinepa® on the market: its fifth nutraceutical product

The company has approved the approval of the organization, management and control model, **Legislative Decree 231/01**

Recognition of excellence for the **Project Horizon 2020**

We obtained the **4° industrial patent** Xinepa® 2

2013



The company introduces its first four products to the market: **Almetax®**, **Dolatrox®**, **Ivuxur®** e **Milesax®**

KOLINPHARMA® acquires two certifications and the title of «**Innovative Start-up**»

2014

2015



2016

The company has initiated a series of scientific research collaborations with the Department Pharmacy of **University of Pavia**

KOLINPHARMA® obtains **3 Patents in Italy** for products **Almetax®**, **Milesax®** e **Xinepa®** (formulation patent)

2017

KOLINPHARMA® acquires the title of "**innovative SME**"



STORY

JANUARY

Two new products in oral formulation are launched:

Almetax easy[®]
Xinepa easy[®]



MARCH

9 March:
IPO on AIM Italia
Stock Market
the money raised
€ 3.1 million
and the price
IPO of € 7



JULY

Collaboration with
University of
La Sapienza
di Roma started.



NOVEMBER

The company is online in 5
languages: **Italian,**
English,
French,
German,
Spanish



2018

MARCH

The empirical study
conducted by the
Umberto I hospital in
Rome states
the efficiency of
Xinepa[®]
in the treatment of
peripheral
neuropathies



JULY

It ranks 5th in terms of
revenue growth in Italy
among the over 2,000
companies in the
nutraceutical sector



DECEMBER

The BoD approved the
renewal of the
organizational model
pursuant to Law 231

STORY

JANUARY

KOLINPHARMA® launches the sixth product listed, **MILEDIX®**, brand name registered and patent pending



JUNE

Obtains **2 USA patents** for XINEPA® and IVUXUP®



NOVEMBER

«IL SOLE 24 ORE and STATISTA» appoints Kolinpharma as **leading company for growth 2019** and the **Financial Times** lists the company in the **FT1000 ranking for both the 2019 and 2020**



2019

FEBRUARY

KOLINPHARMA® With the University «La Sapienza» of Roma organizes the **First II[^] Level Master** «Key managers in nutraceutical e cosmeceutical company»



JULY

It is approved the plan of **Stock option** for employees

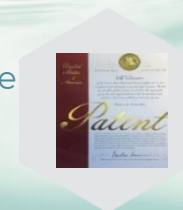


OCTOBER

Obtains the certification **Uni ISO 37001:2016**



Obtains **3° USA patent** For XINEPA®



STORY

JANUARY

KOLINPHARMA®
A®
launches
ALMETAX®
and **XINEPA**,
In tablet form.



APRIL

Launches
first
sustainability
report.



OCTOBER

Obtains certifications
ISO 26001 and
ISO 45001



Obtains
5° USA patent
For **MILESAX®**



DECEMBER

KOLINPHARMA®
Obtains **5° ITALIAN patent**
for **MILEDIX®**.



2020-2021

MARCH

Obtains
4° USA patent
for **DOLATROX®**



JULY

KOLINPHARMA®
launches **ALMETAX®** and
XINEPA,
In tablet form.



NOVEMBER

«IL SOLE 24 ORE and
STATISTA» confirms
Kolinpharma as **leading
company for growth
2021** and the **Financial
Times** lists the company
again in the **FT1000
ranking** this time for the
2021



JANUARY 2021

launches its first medical
device **DOLATROX® hcc**.



JUNE 2021

launches a nutraceutical
DOLTENDIX® in case of
tendon inflammation
and pain.



SEPTEMBER 2021

launches a nutraceutical
XINPROX® in case of
prostatitis and BPH.



MISSION AND VALUES

“THERE IS ONLY ONE
WAY
TO ANSWER
TO THIS REQUEST
OF WELLNESS,
AND IT IS THROUGH
THE RIGOR
OF SCIENCE”



ETICS
AND QUALITY:
OUR ROOTS

THE SEED FROM
WHICH THE
EXCELLENCE IS BORN

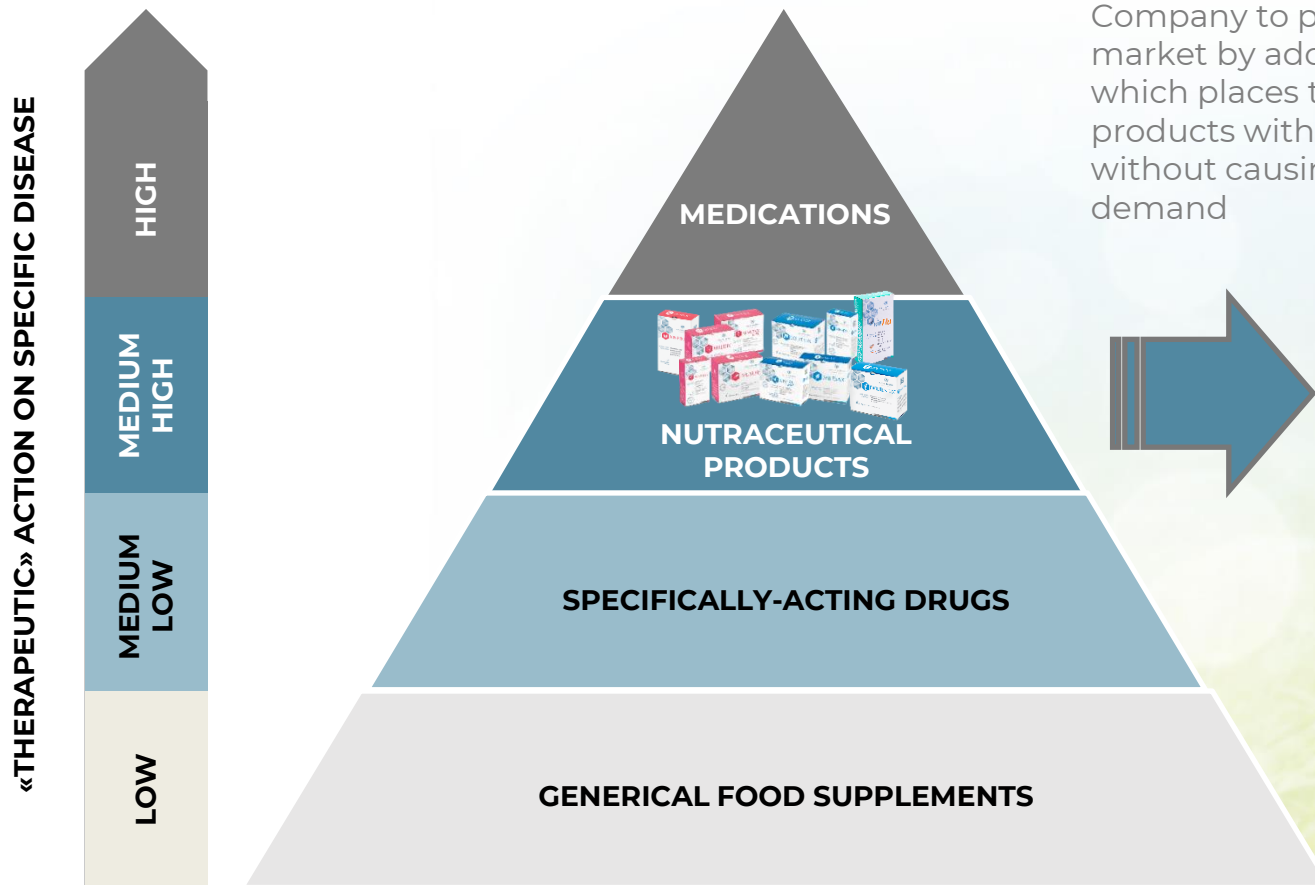
DIFFERENT NEEDS,
SAME RESPECT

KOLINPHARMA's INDUSTRY



Kolinpharma create a **group of food supplements**, exclusively naturally based, that could **support pharmacological therapies** with respect to the recognized diseases, principally in the **gynaecological, orthopaedic** and **physiatric** fields

KOLINPHARMA's strategical positioning



KOLINPHARMA products are placed between the generical food supplements and the medications. This allows the Company to place its products on the market by adopting a premium price policy, which places them among the high-end products within the nutraceutical market, without causing slow down effects on the demand



KOLINPHARMA®
LEADER TO HEALTH

ORTHOPEDIC/TRAUMATOLOGY LINE

XINEPA and XINEPA easy



Food supplement addressed to people who suffer from **peripheral neuropathy** and formulated to act on **three main factors: neurons, glia and immune system**. The peculiar formulation and the research of technological advance raw material, gave rise to **2 patents**, one for the combination of active ingredients in relation to the disease and one for the technology applied to ingredients.

Patented in Italy, EU, USA and Israel.

DOLATROX



Food supplement as a solution against **Osteoarticular** and **Osteoarthritis** diseases. Conversely by competitor products it does not contain **glucosamine and chondroitin that have great problems of bioavailability**. It contains **avocado** and **soy unsaponifiables (ASU)**.

Patented in USA.

MILESAX



Food supplement recommended for people who suffer from **muscle contractures**. This product is also used to manage the **Fibromyalgia syndrome**. Its particular formulations makes it safe and effective alternative to the pharmacological therapies with different side effects.

Patented in Italy, EU and USA.

DOLTENDIX



Food supplement recommended for people affected by **tendinopathies**. Its active ingredients act on three different levels: inflammation, pain and tendon structure.

Patented in Italy.

URO-GYNECOLOGY LINE

ALMETAX and ALMETAX easy



Food supplement addressed to women who suffer from **menopausal disorders**, such as hot flashes, sleep and mood disorders, slower metabolism.

It is characterized by a particular formulation **without phytoestrogens**.

Patented in Italy, EU and USA.

IVUXUR



Food supplement for **urinary tract infections** (UTI), such as cystitis. The presence of a **peculiar cranberry extract, Pacran (a registered trademark)** and the other components of the product, such as Uva Ursi extract, supported by an EMA note for what concerns its antibacterial activity, have ensured the product efficacy and its distinction from competitor products.

Patented in EU and USA.

MILEDIX



Food supplement for women suffering from **cycle disorders**. It presents a new conception that goes **beyond the pain**, also addressing the **premenstrual syndrome**, characterized by physical and emotional symptoms. This product is formulated according to the **latest scientific evidences**.

Patented in Italy.

XINPROX



Food supplement for men suffering from prostatitis or benign prostate hyperplasia. Addresses prostate inflammation but also quality of life of a patient, improving his mood and sleep.

Formulated with the ingredients present in European guidelines.

Patent pending.

KIP PHARMACY LINE

KIP KIT



KIP®Kit is kit containing KIP®Flu food supplement, KIP®Gel hand sanitizer and filtering mask.

KIP®Flu a food supplement belonging to the category of products intended for strengthening the immune system, designed to keep the body's natural defenses active. It comes in three layer tablet. Its innovative and complete formulation also includes the presence of a probiotic, which favors the balance of the intestinal flora.

MEDICAL DEVICE

DOLATROX *hcc*



DOLATROX®*hcc* is our first medical device launch in orthopedic line. It is a pre-filled syringe on basis of hyaluronic acid, chondroitin sulfate and cyclodextrine.

PATENTS



5 Italian
patents



32 EU
patents



6 USA
patents



1 Israeli
patent

ECONOMIC PERFORMANCE

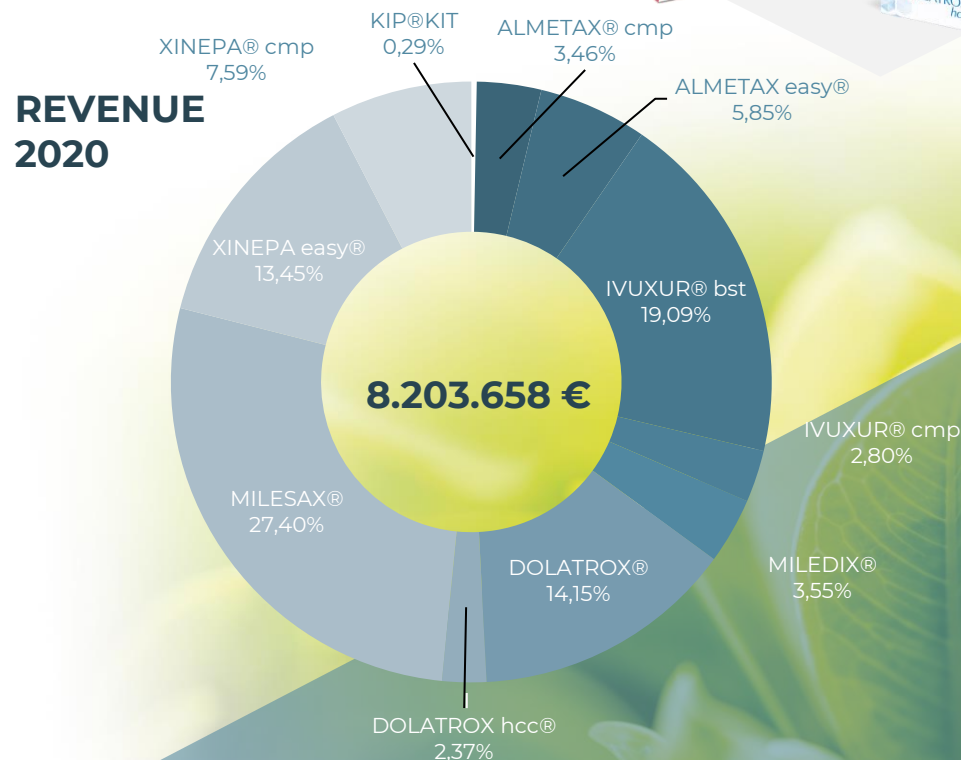
MANAGEMENT PERFORMANCE

Since 2013, KOLINPHARMA® has entered this promising market, strategically placing itself in a high-end segment, placed in the middle between common generic supplements (consisting of multivitamins, energizers and dietetics) and drugs, distinguished by a marked attitude of its products to the therapeutic support of specific pathologies.

In particular, 7 products in the portfolio, namely Xinepa easy®, Xinepa®, Dolatrox®, Milesax®, Ivuxur and Almetax easy®, Almetax®, Miledix®, are intended for the prevention and adjuvant treatment of traditional drug therapies in the following medical areas: urology and gynecology, orthopedics, physiatrics and traumatology. KIP@KIT containing KIP@Flu is intended for immune system reinforcement.

In January 2021 our first medical device, DOLATROX®hcc was added to the list.

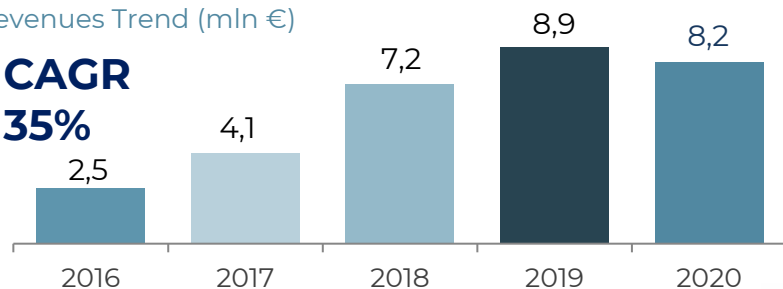
With reference to the dynamics recorded in the 2019 financial year, the total revenues of the 2020 financial year amounted to € 8,203,658 with a decrease of 8% compared to the sales revenues of the 2019 financial year. The breakdown of revenues by product is represented in the graph.



EVOLUTION OF ECONOMIC-FINANCIAL-BUSINESS INDICATORS

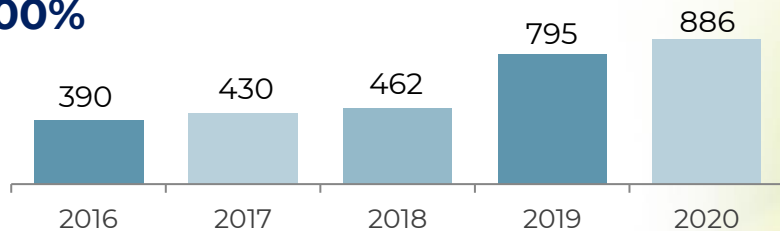
Revenues Trend (mln €)

**CAGR
35%**



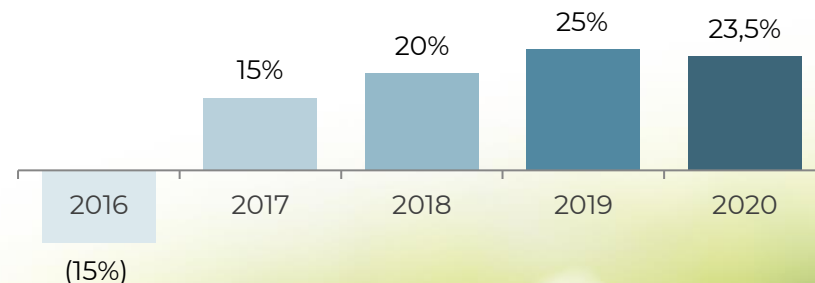
Before taxes result 2016-2020 (000 €)

**CAGR >
100%**



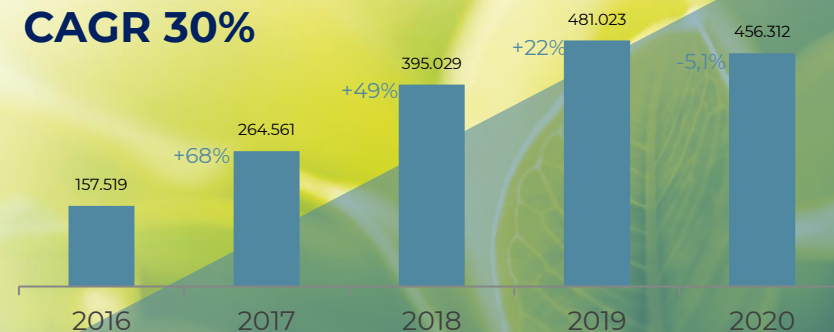
Source: KOLINPHARMA Financials and Management Accounts- Bilanci depositati

EBITDA Margin Trend (%)



KPI 2016-2019 (N. prescriptions)

CAGR 30%



LEADER OF GROWTH 2021 AND FT1000 2021



SUSTAINABILITY REPORT 2020

SOCIETY BENEFIT



«Human Capital»
1° place

Il Sole **24 ORE**

Il Sole 24 Ore Martedì 6 Aprile 2021 - N. 93

33

Finanza & Mercati
Risparmio

131 società

IL GRUPPO PIÙ NUMEROSO
Delle società quotate che redigono la DNF e/o un report di sostenibilità appartiene alle Mta: 97 sono del segmento Star



IL NUMERO UNO DI BLACKROCK
Nella lettera di inizio anno Larry Fink (BlackRock) dice: «Il rischio climatico ci obbliga a riconsiderare le fondamenta stesse della finanza»

Sostenibilità, Piazza Affari indietro: rendiconti solo dal 49% delle quotate

Esg

Bilanci ad hoc trasparenti elaborati appena dal 13% delle piccole e medie imprese


Il capitale umano è il tema materiale più in linea ai criteri specifici utilizzati

Lucilla Incorvati

La trasparenza sulla sostenibilità non è più un'opzione per le società quotate perché è fattore chiave per gli investitori. Secondo Morningstar in Euro-

La fotografia a Piazza Affari

Società tra le prime classificate secondo i criteri di Sasb Compliance

	FTSE MIB	MTA	AIM
 Ambiente	Pirelli	Saras	Radici
 Capitale sociale	Bper	Cattolica	Health Italia
 Capitale umano	Prysmian	Biesse	Kolinpharma
 Business model	Banca Mediolanum	Tod's	Monnalisa
 Leadership & governance	Finecobank	Italmobiliare	Poligrafici

Fonte: V-Finance

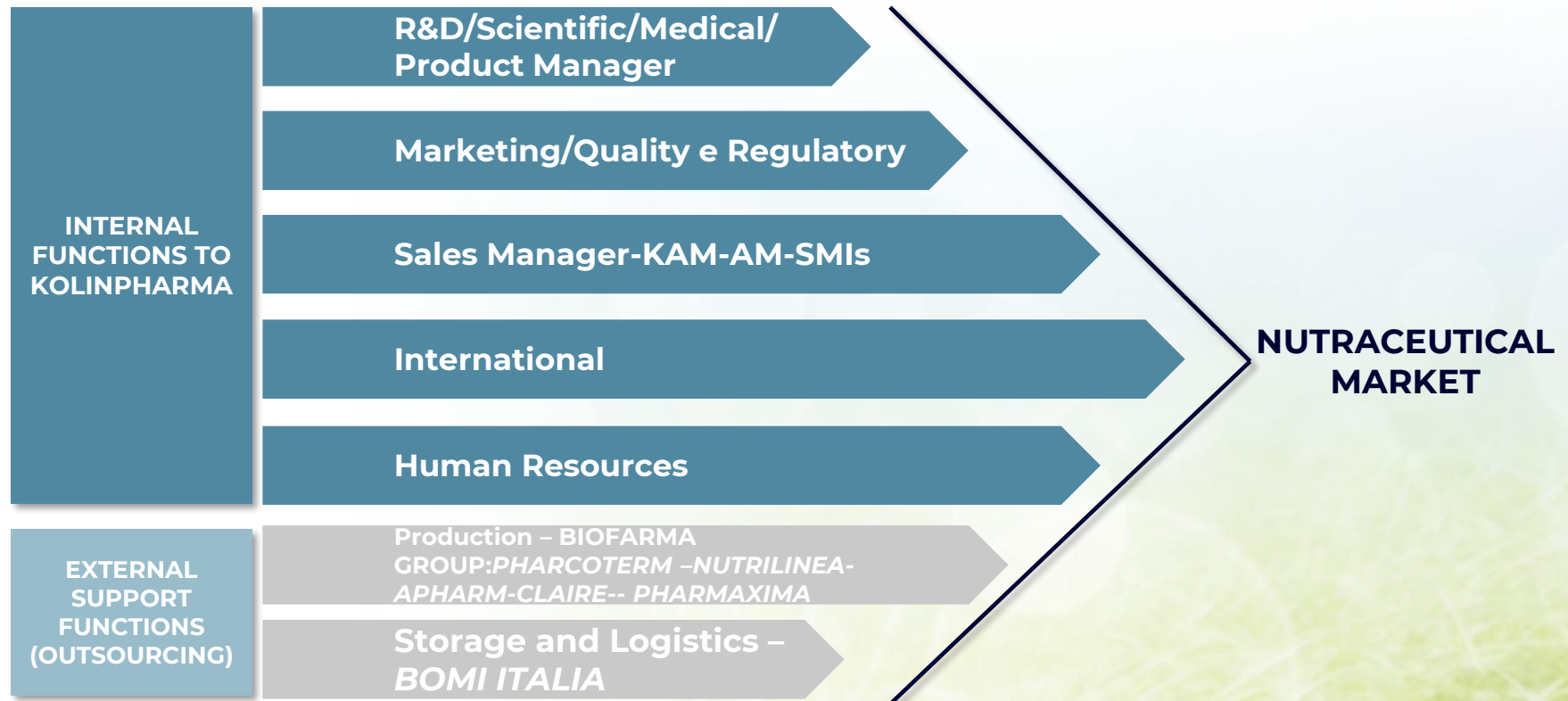
settoriale di riferimento (in tabella è indicata solo la prima in quanto minime le differenze dal primo al terzo).

Sasb o Gri

Se guardiamo alla composizione dell'indice Dow Jones Sustainability World, delle 11 italiane incluse (Generali, Hera, Intesa, Leonardo, Moncler, Pirelli, Poste, Telecom, Prysmian, Saipem e Terna) ben 7, a vari livelli, accanto al Gri usano la mappa di materialità Sasb, in particolare Prysmian nel 2020 ha elaborato il suo Sasb Report. «Questo accade perché in Usa - conclude Lambiasi - sono molti investitori ad usarlo come principale standard di riferimento».

In realtà, anche in Europa non manca chi li adotta. «Il team di Investimento Responsabile da tempo ha incorporato

Business Model



Research and Development Focus



RESEARCH AND DEVELOPMENT:

Managed internally
with the outside
collaboration of
Italian Universities

Strategic approach
based on quality
and product
specialization

The activity of **Research & Development**, a key business for the Firm, is managed **internally**, with the external cooperation of **important Italian Universities** in order to achieve the best formulation results, by using innovative substances aiming to attain the intellectual properties. Concerning the scope of the formulation, the Firm identifies the ingredients to associate in order to realize the compound and outsources the formulation development.



SAPIENZA
UNIVERSITÀ DI ROMA



UNIVERSITÀ
DEGLI STUDI
DI MILANO

In 2014 the Firm has signed a scientific research contract with the **University of Pavia, Department of the Sciences of Pharma**, having as objective a monographic research on the antibacterial activity of plant extracts to use in the making of health products. In 2017, the Firm has established an agreement with the **University of Calabria, Department of the Sciences of Pharma**, to experimentally cultivate plants for a nutraceutical use. In July 2018, KOLINPHARMA has signed a new scientific research contract with **La Sapienza University of Rome, Department of the Sciences of Pharma**.



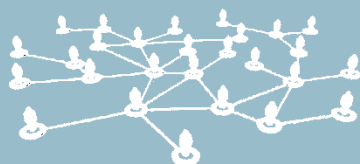
CONSULFARM
UN SOLO INTERLOCUTORE PER
L'INDUSTRIA FARMACEUTICA
E PARAFARMACEUTICA

In addition, the Company takes advantage of the assistance of **Consulfarm S.r.l.** for the supervision and regulatory framework, in order to provide a support for the internal business function, and of the Italian Ministry of Health (*Ministero della Salute*) for the direct relationships.

Through a strategic positioning **based on quality**, it wants to approach the market with a strategy focused on specific and specialized segments: **orthopaedics, traumatology and gynaecology**.



Distribution focus and commercial network



DISTRIBUTION MODEL AND COMMERCIAL NETWORK

Company's direct customers are pharmaceutical wholesalers, who buy products with a discount of 39,09% (the same discount as the law on drugs) compared to the public price

The direct clients of the company are the **Wholesalers**, i.e. the primary firms for pharmaceutical distribution located on the whole Italian territory. The Company, through its commercial officials, **does not formalize key supply agreements with the single wholesalers, but every time complies single supply orders.**

The SMIs* are not authorized to sell the products, which are directly sold by the Company to the wholesalers.



REBATE	Law discount on medications – 39,09% <i>(+extra discount from 2% to 4% in July and December)</i>
PAYMENTS	Art. 62 – 60 days. <i>(+extra 30 days In July and December)</i>
UNPAID	None

The Firm has about 41 direct clients, many of whom are the Wholesalers, i.e. the primary firms for pharmaceutical distribution located on the whole Italian territory. Then the wholesaler sells the products already purchased to the pharmacies or para-pharmacies, by applying a discount that varies according to the operating margins. Finally, the pharmacies or para-pharmacies sell the acquired products to the final consumer, at the price tag indicated on the product.



HALAL:



MILK FREE:



DOPING FREE:



GLUTEN FREE:

All supplements are gluten-free: they can also be taken by people affected by celiac disease.

**“ The certifications
of our products
are a guarantee
of our attention ”**



COMPANY CERTIFICATIONS



ISO 9001:

A series of internationally valid rules that refer to quality management systems, that is, to the organizational structures that public and private companies must adopt to guide the company towards achieving results in line with market expectations.



ISO 22000:

This certification is a standard applied on a voluntary basis by operators in the food sector. The standard is based on the HACCP principles defined by the Codex Alimentarius. Although not mandatory, this standard acts as a point of reference for the application of EU regulations on hygiene and food safety.



ISO 14001:

Standard that defines an "Environmental Management System" as part of the company management system aimed at efficiently administering environmental processes and performances and meeting the obligations of legislative compliance.



ISO 37001:

It is the international standard developed to combat corruption: on the one hand, it favors the growth of a culture of transparency and integrity and on the other, the development of effective measures to prevent and deal with corruption phenomena.



ISO 26000 and ISO 45001:

ISO 26000 is the international standard on #CorporateSocialResponsibility and is recognized for companies that promote sustainable development, defending the health, well-being of the community and equal opportunities, taking on the environmental impacts deriving from their business through ethical and transparent behavior.

ISO 45001 is the international standard on Management Systems for #Health and #Safety at Work and is recognized for organizations that provide safe and healthy workplaces, prevent accidents and work-related illnesses, define objectives and implement act provisions that improve the performance related to #SSL.



INNOVATIVE PACKAGING - CONSUMER PROTECTION

In order to protect the health of all patients, the company has decided to take some measures:

TAMPER EVIDENT

To protect the whole population, KOLINPHARMA® has decided to adopt cases equipped with Tamper Evident.

Through a patented system of the IGB company, a raised pin at the two openings allows you to understand from the first glance if the package has been opened or tampered with. This aspect is very relevant because, from investigations carried out by the competent bodies, in Italy there is a high percentage of tampering and counterfeiting of drugs.



BRAILLE

KOLINPHARMA® has made a great commitment to try to be close to the blind and partially sighted

In addition to the product name, the expiration date, the number of units per package and the QR CODE are also shown. If on the one hand this entails an expense for the company, on the other it allows it to be close to a category of people who must face challenges every day. The presence of all this information in Braille guarantees these consumers a certain independence as regards the intake of food supplements.

“

THE RIGOR
OF THE
SCIENCE,
LISTENING
OF THE
PEOPLE

”



ENVIRONMENTAL AWARENESS

FORESTS STEWARDSHIP COUNCIL

FSC is an independent, non-profit international non-governmental organization, established in 1993 to promote responsible management of forests and plantations.

The FSC® brand identifies products containing wood from forests managed correctly and responsibly according to strict environmental, social and economic standards.

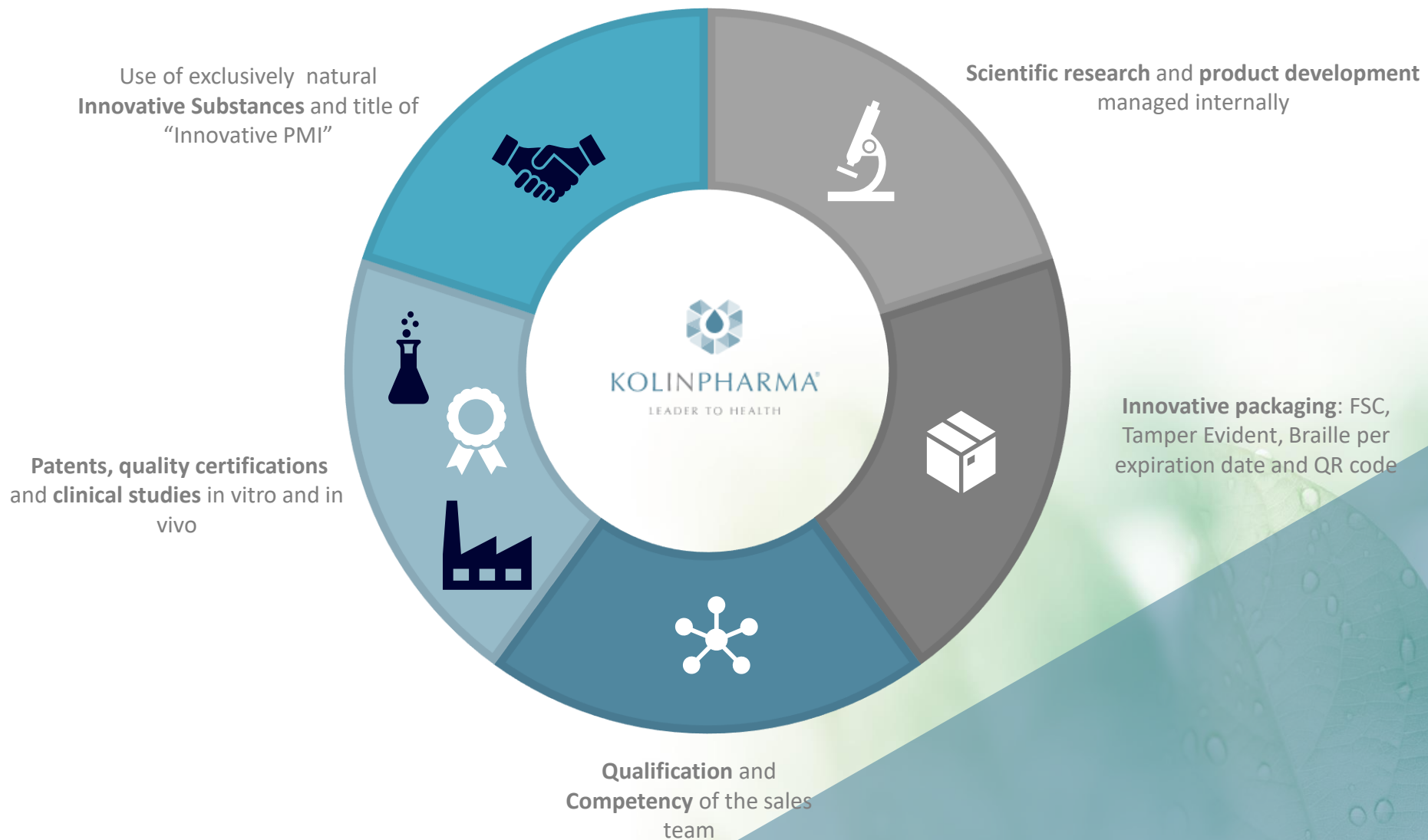
FSC offers itself as a point of reference in the legality and sustainability of the wood-paper chain, in accordance with the most current standards of responsible management of the forest resource.



KOLINPHARMA® is the licensee of the FSC brand for promotional purposes and uses it on all communication material such as folder rulers and on the company website.



KOLINPHARMA'S STRENGTHS





KOLINPHARMA[®]

LEADER TO HEALTH

KEY OPINION LEADER IN PHARMA

THANK YOU



www.kolinpharma.com