

KOLINPHARMA

LUGANO IR Top

Investor Day

October 15, 2021



KOLINPHARMA®
LEADER TO HEALTH

KOLINPHARMA'S CORE BUSINESS AND INDUSTRY

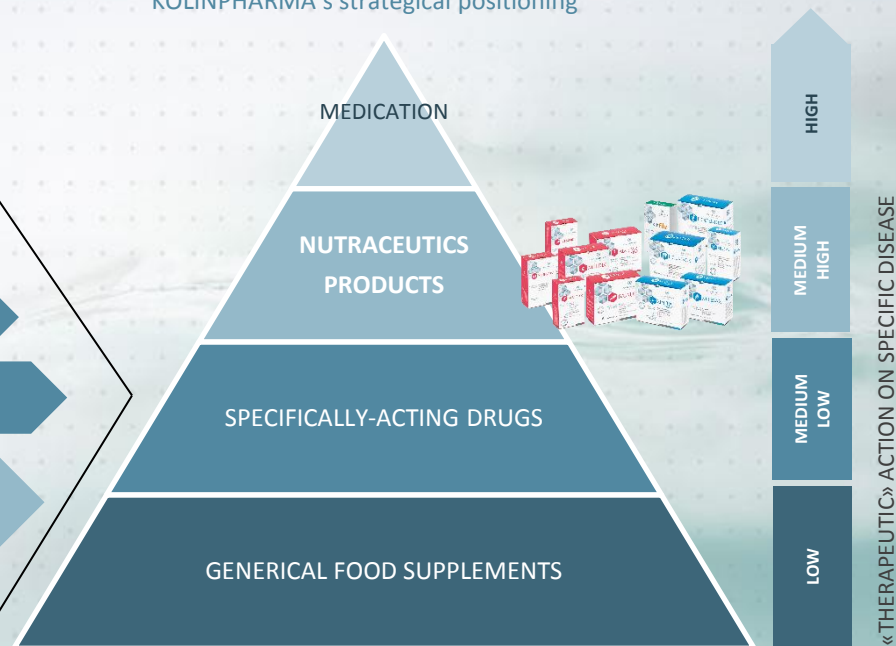
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Listed Aim Italia market, in March 2018 and Innovative SME, Kolinpharma creates **a group of food supplements**, exclusively naturally based, that **support pharmacological therapies**, principally in the **uro-gynaecological (KIPRED line), orthopaedic and physiatric fields (KIPBLUE line)**

BUSINESS MODEL



KOLINPHARMA'S strategical positioning



KOLINPHARMA HIGHLIGHTS

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“ Focus:
R&D, Innovation,
sustainability, welfare

”

R&D:

specialized in <functional nutraceuticals>, using innovative, natural and biotechnologically advanced raw materials, in the specialized areas of orthopedics-physiatry and uro-gynecology.

INTERNATIONAL PATENTS:

holder of 5 patents in Italy, 5 in the USA, 1 in Israel, 12 in the main European countries (for 3 products), total **40 patents**.

CERTIFICATIONS:

11 of which 5 of the company and 6 of products (ISO 9001, ISO 22000, 37001, -ISO 13485 in progress-, ISO 45001, ISO 26000, Kosher, Halal, Doping Free, Italian Excellence, Aic, Uic).

RANKING:

76th place in 2019 and **2020** (84th place in 2018 and 119th in 2017). CORPORATE AWARDS, Leader of growth 2019, 2020, 2021 ranking drawn up by Statista and Sole 24 Ore and FT1000 of the Financial Times 2019, 2020, 2021

SCIENTIFIC EVIDENCE

(in vitro and clinical studies), **PUBLICATION** of the studies in international technical-scientific journals. In support of pharmacological treatments.

HUMAN RESOURCES

To date, our collaborators are **105**, of which a salesforce of **85** qualified Medical Representatives, graduates in scientific disciplines, **10 resources AM e KAM** and **10** resources operative in the headquarter.

TARGET 2022-2024:

growth of products, patents and Med. Reps, also through M&A transactions or partnerships.

KOLINPHARMA KEY FACTS 2021

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R&D Projects

January
New product
launch:
**DOLATROX[®] hcc
(MD)**



June
New product
launch:
DOLTENDIX[®]
Patent pending
Doping Free



September:
New product
launch:
XINPROX[®]



HR



January
33 new MSR's

February
13 new MSR's

March
6 new MSR's

May
4 new MSR's

July
4 new MSR's

September
4 new MSR's

October
6 new MSR's

Total MSR's: 85
Total Employees: 105

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KEY FACTS

2021

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UNIVERSITIES

June
New partnership with
Uni Naples «Federico II»

Uni Milan
Uni Pavia
Uni Rome



ESG compliance

April
BENEFIT CORPORATE

Approved
2° Sustainability
Report



E-COMMERCE

October
GO-Live



KOLINPHARMA KEY FACTS 2021

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INTERNATIONALIZATION Process

September

KOLINPHARMA SUISSE SA

Product **NOTIFICATION EU**
in ES, FR, CH, PT, PL,DE

FAIRS

VITAFOODS 2021, GENEVE
CPHI 2021, MILAN



MEDICAL-SCIENTIFIC TRAINING-PROJECT

October



KIP
Academy

Science, together





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FINANCIALS 1H2021

KPI,

Jan-Aug 2021 vs
Jan-Aug 2019

Volume Growth
+32,95%

Value Growth
+39,86%

	1H2021	1H2020	1H2019	1H2021 vs 1H2020	1H2021 vs 1H2019
Revenues	5,1 mln €	2,4 mln €	3,1 mln €	113%	65%
Production value	6,5 mln €	3,4 mln €	4,4 mln €	91%	50%
EBITDA	1,1 mln€ €	0,3 mln €	0,4 mln €	312%	153%
EBITDA margin	21%	13,4%	17,51%	760 bps	349 bps
Net result	0,4 mln €	(0,1) mln €	(0,1) mln €	0,5 mln €	0,5 mln €
PFN (cash positive)	(0,5) mln €	1,1 mln €	(0,7) mln €	1,6 mln €	-0,2mln €

1H2021
AND KPI 2021

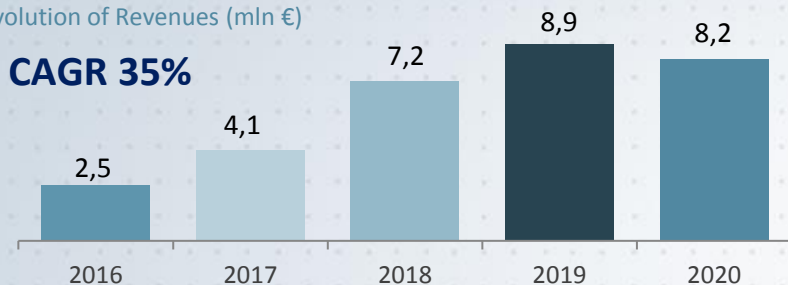


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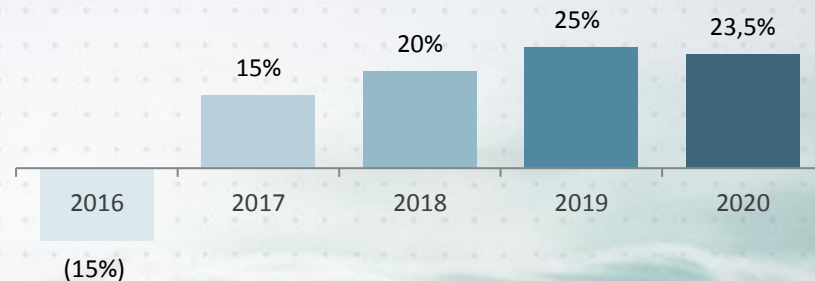
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EVOLUTION OF ECONOMIC-FINANCIAL-BUSINESS INDICATORS

Evolution of Revenues (mln €)

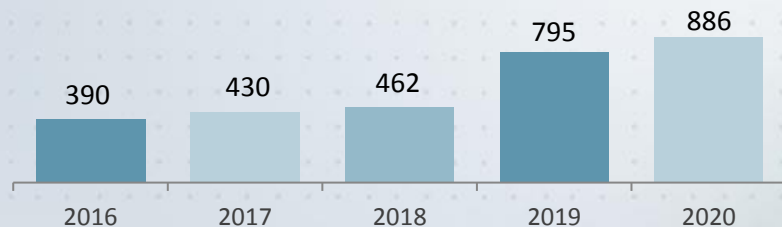


Evolution of EBITDA Margin (%)



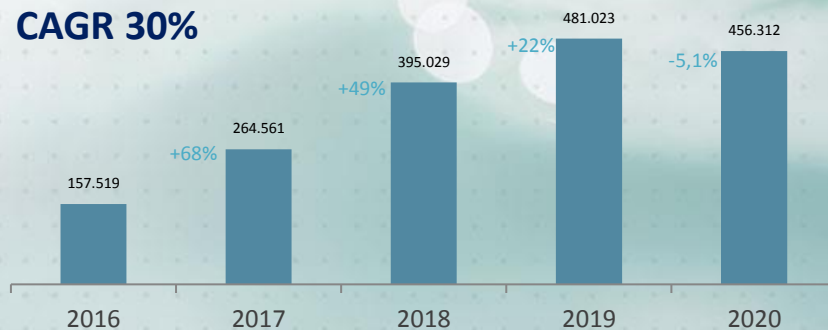
Before taxes result 2016-2020 (000 €)

CAGR > 100%



KPI 2016-2019 (N. recepies)

CAGR 30%





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LEADER OF GROWTH 2021 AND FT1000 2021

LEADER
DELLA
CRESCITA
2019

FT
1000
statista

LEADER
DELLA CRESCITA
2020

FT
1000
statista

LEADER
DELLA CRESCITA
2021

FT
1000
statista

FT
FINANCIAL
TIMES
statista
1000
Europe's Fastest
Growing Companies
2019

1000
Europe's Fastest
Growing Companies
2020

FT
FINANCIAL
TIMES
statista

1000
Europe's Fastest
Growing Companies
2021

FT
FINANCIAL
TIMES
statista



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Source: KOLINPHARMA Financials and Management Accounts

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STRATEGIC OBJECTIVES, ACTION PLAN AND INDUSTRIAL PLAN 2021-2024

Strengthen positioning
in the reference market

Internationalization

Enhancement
of human capital

◆ Constant development
of **new R&D projects**

◆ **Foreign markets**

◆ **New products** launches

◆ New «**Patent**»

◆ Increase in the number
of **Med.Reps**

◆ **Growth** by external lines

◆ **Revenues** range
18-20 mln

◆ **MSRs** to 115 units

◆ **N.4** new product
lauches



THANK YOU

“

*Our values
generate motivation,
passion, emotions
and a sense of belonging.
Excellence, our hallmark.*

”

Dr. Anand Patel



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www.kolinpharma.com

