



KOLINPHARMA®

LEADER TO HEALTH

**KOLINPHARMA®: THE NUMBER OF PRESCRIPTIONS GREW IN THE FIRST QUARTER 2018 (+46% VS 2017); SALES NETWORK REINFORCED**

**THE INTERNATIONAL EXPANSION PROCESS STARTS WITH THE DESIGNATION OF THE INTERNATIONAL MANAGER**

Milan, May 25<sup>th</sup> 2018

KOLINPHARMA S.p.A., Innovative SME operating in the nutraceutical sector, communicates that in the first quarter 2018 the number of medical prescriptions of the Group increased by 46% compared to the same period of 2017. The sales team was reinforced, introducing 4 new medical-scientific representatives (MSRs) who will operate on a specific territory after a training period to have all the scientific competencies about the products. To date, the salesforce is composed of 66 MSRs to cover the whole Italian territory. The sales network development confirms all the expectations, showing an important growth; on March 7<sup>th</sup> 2018, date of publication of the Admission Document, the number of MSRs was 63 compared to 37 as of December 31<sup>st</sup>, 2017.

The company informs the beginning of the International Division to reinforce the abroad expansion process, choosing a new human resource who will be "Assistance International Manager". He graduated in law and he achieved a Master of International Marketing at the Hult International Business School in Cambridge (MA).

"We are really satisfied about our results related to prescriptions in the first quarter of 2018 that show a positive trend to confirm the company growth potential", declared Emanuele Lusenti, CEO of KOLINPHARMA. "With this new international division, we point at strengthening beyond our national borders towards those countries where the nutraceutical market is strongly developing to exploit all the opportunities. The strategy of approaching to the foreign market will be evaluated according to the conditions and the opportunities that the various countries will be able to offer".

This press release is available online on our corporate website [www.kolinpharma.com](http://www.kolinpharma.com), in the section Investor Relations > Financial Press Releases.

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KOLINPHARMA® S.p.A., founded in 2013, is an Innovative SME operating in nutraceutical sector and specialised in the research and development, realised internally and in collaboration with the major Italian universities. The Company's products are made of innovative and natural raw materials and have the purpose of supporting the pharmacological treatments mainly for the diseases in the orthopaedic-physiatric and gynaecological fields. KOLINPHARMA distributes the products with its brand in the whole Italian territory through a skilled sales network of 66 medical-scientific representatives (MSRs), specialised sole agents graduated in scientific disciplines. The MSRs promote KOLINPHARMA's nutraceutical products directly to doctors, pointing at the specialists' awareness. The Company's direct clients are wholesalers, that distribute to pharmacies and para-pharmacies throughout Italy. KOLINPHARMA owns 4 patents in Italy and 9 certifications, of which 2 on the company and 7 on its products.

#### Contacts

IR TOP Consulting S.r.l  
Capital Markets & Investor Relations  
Floriana Vitale, Domenico Gentile  
[f.vitale@irtop.com](mailto:f.vitale@irtop.com) , [d.gentile@irtop.com](mailto:d.gentile@irtop.com)  
Via C. Cantù, 1 - 20123 Milan  
Tel.: +39 02 4547 3883/4

EnVent Capital Markets Ltd.  
Nominated Adviser (NOMAD)  
Francesca Martino  
[fmartino@eventcapitalmarkets.co.uk](mailto:fmartino@eventcapitalmarkets.co.uk)  
42 Berkeley Square - London W1J 5AW Italian  
Branch, via Barberini n. 95 - 00187 Rome  
Tel.: +39 06 896841 Fax: +39 06 89684155

