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Embassy of Italy
Amman



B2B WORKSHOP NUTRACEUTICAL IN THE MIDDLE EAST

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TRADE AND INVESTMENT

OPEN DOORS TO A WORLD OF OPPORTUNITIES

L'ICE-Agenzia per la promozione all'estero e l'internazionalizzazione delle imprese italiane è l'organismo attraverso cui il Governo favorisce il consolidamento e lo sviluppo economico-commerciale delle nostre imprese sui mercati esteri. Agisce, inoltre, quale soggetto incaricato di promuovere l'attrazione degli investimenti esteri in Italia. Con una organizzazione dinamica motivata e moderna e una diffusa rete di uffici all'estero, l'ICE svolge attività di informazione, assistenza, consulenza, promozione e formazione alle piccole e medie imprese italiane. Grazie all'utilizzo dei più moderni strumenti di promozione e di comunicazione multicanale, agisce per affermare le eccellenze del Made in Italy nel mondo.

ITA - Italian Trade Agency is the Governmental agency that supports the business development of our companies abroad and promotes the attraction of foreign investment in Italy.

With a motivated and modern organization and a widespread network of overseas offices, ITA provides information, assistance, consulting, promotion and training to Italian small and medium-sized businesses. Using the most modern multi-channel promotion and communication tools, it acts to assert the excellence of Made in Italy in the world.



Italian Trade Agency  @ITAtradeagency 

Integratori & salute, is the national Association representing the food supplements sector, established at the beginning of 2022 from the merger between FederSalus and Integratori Italia, and it is part of the Unione Italiana Food. With about 220 national and multinational companies represented throughout the Italian territory, Integratori & Salute is the first association at European level in terms of turnover and market relevance, which by virtue of its size and its representativeness is committed to support the sector and, at the same time, protect consumer health by promoting correct information on products and their quality and safety.

The main services for our members:

- Monitoring and updating of regulatory processes to limit application problems and prepare for application.

- Newsletters to update on the European and national legislative framework.
- Assistance to member companies on the application and interpretation of the legislation.
- Association meetings, updating and training events on topics of interest.
- Press monitoring
- Management of any sector crises with institutions and media and support for companies.
- Supply of market data on a regular basis, thanks to the partnership with leading Market Research Institutes.

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AQMA ITALIA pays attention in its research, development, and marketing activities towards multiple areas with the aim of improving consumers quality of life through its high quality and innovative patented products entirely Made in Italy.

- Promotes a new care and WELL-BEING PHILOSOPHY, allowing consumers to improve their standard of life by integrating nutritional elements functional to the maintenance of our body's activities.
- Study and accurate selection of active ingredients, production in GMP certified plants and above all collaboration with Public and private Hospitals, Universities, Clinics, and high-level scientific partnership represent Aqma essential topics together with performing

CLINICAL TRIALS on products to test and confirm their effectiveness and safety.

- Our food supplements are functional nutraceuticals with therapeutic effects. They are the result of careful internal R&D processes enabling us to offer a new way to improve health, treat chronic diseases, slow down the aging process, increase and improve life expectancy, or just support functions and integrity of the body. Our products are healthy sources aimed at increasing and improving life expectancy.

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Cor.Con. International researches and develops innovative solutions to the damage caused by oxidative stress in the various compartments of the body in the medical and food fields. Cor.Con.'s portfolio covers a range of Made in Italy products from Nutraceuticals to Cosmeceuticals and Functional Foods in multiple therapeutic areas (Central Nervous System, Cardiovascular, Metabolic, Immune and Gynaecological), with a particular outlook for products useful in the management of chronic diseases (noncommunicable diseases).

Our flagship products use innovative two-phase technology to protect their key ingredients and deliver them in pre-dosed liquid form to maximize their bioavailability. In addition, the products developed by Cor.Con. are clinically tested in order to assess their efficacy and are covered by

international patents, making them unique.

Our research starts from studying wellness problems and rationally designing innovative formulations capable of addressing them. We clinically test them in vivo to validate their efficacy and safety and to collect data to protect the products through patents and to promote them through scientific international publications. We apply a production process able to deliver the full quality the products deserve. And, finally, we look for pharmaceutical companies to bring the product into the market.

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Farmaflor Group has been in business for over one century now (starts in 1904).

The great attention to quality and the careful selection of all raw materials place Farmaflor Group among the best producers of Italian pharmaceutical nutraceuticals.

With 3 active production sites we may offer a quite full range of different, exclusive patented products in private label, as well as produce in contract manufacturing any custom-made new formulations on request, offering regulatory, manufacturing, scientific and marketing expertise.

Also, all our products are really high-end with top quality (not cheapest) ingredients and the best bioavailability, purity and potency.

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Farmaflor group is growing and expanding internationally, reaching more and more clients around the world facing the challenge of the global market. Our goal is to manufacture all kind of pharmaceutical forms in any dosage and packaging both in its liquid forms (solutions, stick packs, vials, ampoules) and in its solid forms (powders, granules, tablets, capsules, granulated, sachets, etc) and cosmetics (emulsion, milk, soap, etc).

We are GMP, ISO 9001:2008 and biological ICEA certified.

.....because Farmaflor Group is Health and Nutrition.....

www.farmaflor.it



Gruppo **Farma**Impresa

Gruppo Farmaimpresa is an Italian company specialised in design, development and manufacture of innovative Medical Devices based on substances (class I, IIa, III), Food Supplements and Dermo Cosmetics. Our products are exported in more than 30 countries and our portfolio is composed by more than 150 products.

The range of products marketed by Gruppo Farmaimpresa, under different brands, covers several therapeutic areas such as: Paediatrics, Gynecology, ENT, Gastroenterology, Musculoskeletal /Orthopaedics, Cardiovascular, Dermatology, Neurology, Urology, Hepatology, Immunology.

In addition to its production units capable to realise prototypes and industrial batches, Gruppo Farmaimpresa can assist its customers in the following activities:

- Developing of new products

- Regulatory Affairs
- Graphics & Design
- Marketing

Furthermore, Gruppo Farmaimpresa offers the possibility to provide you "Ready to Market" products under the commercial brand PJ PHARMA.

Our experience and our "tailor-made" vision allow us to satisfy all the customization needs of our customers in "full service": from an initial idea to the final product.

WHAT WE OFFER:

- We offer an innovative list of products ready for out-licensing in many therapeutic areas.
- We assist our Partners in all the required steps, from the product registration to marketing activities.
- We can develop and to manufacture on request.
- We realise products in contract manufacturing

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LAERBIUM Pharma designs and markets a range of dietary supplements (herbal remedies and nutraceuticals) and functional cosmetics (cosmeceuticals) tailored to promote physiological balance, health, and wellness. All our products are known for their high efficiency, quality, and safety. We are actively seeking innovative raw materials with a high-quality profile and require suppliers to provide analytical and technical documentation that complies with all European standards.

Our proven formulas serve as valuable complementary remedies suitable for doctors' use. They are distributed across thematic areas that correspond to the most common physio-pathological problems.

Since 2011, Laerbium has been producing a wide range of products based on functional chocolate, including sugar-free chocolate, raw chocolate, chocolate bars enriched

with Mediterranean herbal extracts, and chocolate bars containing probiotics.

FINISHED PRODUCTS

- Food and dietary supplements targeting the following health needs: probiotic support, circulatory system health, relief from physical and mental fatigue, prostate/LUTS, nervous system health, digestive system support, vitamin supplementation, and support for the osteoarticular system/joints.
- Functional chocolate: raw chocolate, sugar-free chocolate, chocolate with herbal extracts, and chocolate with probiotics. Also tailor made formulas in contract manufacturing.
- Cosmetic products: leg gel, hyaluronic acid, and cocoa butter.

RAW MATERIALS

- micro-encapsulated essential oils
- raw cocoa mass

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LENTINI PHARMA

Lentini Pharma, founded by Dr. Monica Lentini, pharmacist, galenical formulator and owner of several international patents, also works on behalf of third parties in various fields.

It produces dermo-cosmetics, cosmeceuticals, food supplements, galenic and medical devices.

Lentini Pharma recovers the pharmaceutical galenic heritage and integrates the most modern production technologies by creating customized, safe, effective, and cutting-edge products, all Made in Italy.

A highly specialized team fully manages every phase of the project from innovative conception to formulation through the optimization of production processes, the development and validation of new analytical methods, from scientific and

regulatory assistance to the preparation of product dossiers, from patent assistance to individual customization.

Lentini Pharma is interested in commercial collaborations both with local partners and with large-scale distribution.

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Omega Pharma is an Italian nutraceutical company founded in 1995. In our domestic market we have a Sales Team which counts more than 150 Medical Reps who visit Specialist Doctors all over the country.

We are looking for new companies abroad to whom sell our products with our brands or in Private Label.

Our portfolio includes products classified as food supplements, medical devices, and cosmetics in the following therapeutic areas:

- **Gastroenterology** (IBS, gastro-oesophageal reflux, hepatic steatosis, diverticulosis etc...)
- **Probiotics** (dysbiosis, Inflammatory bowel disease, diarrhea and constipation, bloating, UTIs, kids and infants)
- **Angiology** (microcirculation, chronic venous insufficiency, lymphedema, hemorrhoids, cellulitis)
- **Pediatrics** (vitamins, colics, nausea, diarrhea)

- **Ophthalmology** (age-related macular disease, glaucoma, eye floaters, blepharitis)
- **Uro-gynecology** (UTIs, prostatitis, urge incontinence, pelvic pain, BPH, prophylaxis of bladder cancer, BPH-related Mild Erectile Dysfunction)
- **Neurology** (Mild Cognitive Impairment)
- **ENT Otolaryngology** (nasal spray, dry and wet cough, recurrent respiratory tract infections, dizziness, and tinnitus)

We offer both products that need to be promoted through doctors and others that could be sold directly to the Pharmacies.

Together with our ready-to-market products, we also provide our clients a scientific support since most of our products are backed by clinical trials, this allows our distributors to always find Unique Selling Proposition and be competitive in their market.

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