



Press Release

FARMAÈ: 2020 FIRST HALF REVENUES AT €31.3 MILLION (+76% VS H1 2019)

***Growth accelerated in the second quarter:
the number of website visitors more than doubled (+108%)
and turnover increased by 79% to €17.8 million***

Verified that the new director Giovanni Bulckaen meets the independence requirements of art. 148, paragraph 3 of the TUF

Viareggio, 13 July 2020 – The Board of Directors of **Farmaè S.p.A.** – company listed on the AIM Italia market of Borsa Italiana, leader in Italy in the *e-retailing* of health and well-being products – met today and reviewed the unaudited revenue data of the second quarter of 2020 and the main KPIs.

In the second quarter Farmaè recorded revenues of €17.8 million, an increase of 79% over the second quarter of 2019, bringing revenues for the first half to €31.3 million with an overall increase of 76%.

In the second quarter, customers on the www.farmae.it and www.beautye.it portals grew by **73%** to around **250 thousand** compared to 144 thousand in the same period of 2019, with an increase in orders on the platforms of 82% to **395 thousand** compared to 218 thousand in the second quarter of 2019 (**696 thousand** in the first half, +80.5%).

The strong growth was consolidated even after the lockdown period due to the Covid-19 pandemic, showing a structural change in the habits of Italian consumers who increasingly prefer the online channel, both for its convenience of purchase and its economic advantages.

In the second quarter, sessions on the websites amounted to **12 million 22 thousand** (+108.3% compared to the second quarter of 2019), bringing total sessions in the first half of 2020 to **20 million 836 thousand** compared to 10 million 206 thousand (+104%) in the first half of 2019.

In the second quarter, 2.0 million products were sold (+80.9% compared to the second quarter of 2019), bringing the total number of products sold in the first half of 2020 to **3.7 million** compared to 2 million in the first half of 2019 (+82%).

*"The very positive results achieved also in this second quarter - commented **Riccardo Iacometti, Founder and CEO of Farmaè S.p.A.** - show, once again, that we have been able to provide an important response to the growing demand recorded on our platform, following the change in consumption propensity due to the recent health crisis. The important efforts to speed up delivery times and to serve our customers on time, also thanks to the investments made in our innovative logistic pole, have allowed us to satisfy users' needs with punctuality, speed and efficiency. We have also focused on the effectiveness and flexibility of our IT systems and organisational structures, which have proved to be up to the task of the emergency. These first six months have seen a growth in revenues above expectations and a very substantial increase in the customer portfolio, which consolidates the company's future prospects".*



The Board of Directors also noted, pursuant to Article 6-bis of the AIM Italia Issuers' Regulations, as amended and supplemented by Borsa Italiana with Notice No. 17857, published on July 6, 2020, that all of the Company's Directors and Statutory Auditors currently in office have declared, respectively, that they meet the requirements of integrity set forth in 147-quinquies of the TUF and of professionalism and honorableness as per art. 148, paragraph 4 of the TUF, and that they do not have any of the grounds for ineligibility provided for by law.

Following the appointment of Giovanni Bulckaen as a new director by the Shareholders' Meeting held on July 6, 2020, the Board of Directors also verified that he meets the independence requirements set forth in art. 148, paragraph 3 of the TUF.

Giuseppe Cannarozzi, the Company's new CFO, has been appointed as the person responsible for receiving, managing and disclosing to the market information relating to Significant Transactions under the Company's *Internal Dealing* procedure.

This press release is available in the Investor Relations section of the company's website www.farmaegroup.it.

Established in Viareggio in 2014, Farmaè is the first Health and Well-being Onlife eRetailer in Italy. Onlife retail is a new economic paradigm characterised by the integration of online, offline, logistics and data in a single chain of value. The company today operates primarily in eCommerce with more than 37,000 items marketed in 10 different product categories sold, but it is also present throughout the country with 8 Farmaè stores and 1 Beautyè Store.

By sharing the new "OnLife" philosophy, Farmaè S.p.A. intends to put Customers at the centre of its business by responding immediately, rapidly and pragmatically to all their needs and ensuring a unique customer experience regardless of which sales channel is used.

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