



Press Release

**FARMAÈ: GROWTH CONTINUES,  
IN THE NINE MONTHS REVENUES AT €47.1 MILLION, +72% YOY**

***In the third quarter revenues up 65% to €15.7 million  
and visitors up 66% compared to the third quarter 2019***

***Alberto Maglione appointed Vice President with proxies to Business Development, M&A, Retail, Communication & Public Affairs, Investor Relations***

Viareggio, 13 October 2020 – The Board of Directors of **Farmaè S.p.A.** - listed company on the AIM Italia market of Borsa Italiana, a leader in the e-retailing of health and well-being products in Italy - which met on today's date, approved the revenues as at 30 September 2020, not audited, and the main KPIs.

In the third quarter 2020 Farmaè recorded revenues of **€15.7 million**, an improvement of 65% over the same period of 2019. Positive results which confirm the high growth trend possible also thanks to the customers acquired in the previous months and despite the seasonality that characterizes the period. In the nine months, revenues reached **€47.1 million**, an increase of 72% compared to the same period of the previous year.

Customers on the [www.farmae.it](http://www.farmae.it) and [www.beautye.it](http://www.beautye.it) portals grew by **51%** in the third quarter, reaching about **214 thousand** compared to 142 thousand in the third quarter 2019 (**653 thousand** in the first nine months, +65%), with an increase in orders on platforms of 60% to **341 thousand**, compared to 213 thousand in the same period of 2019 (**1 million 37 thousand** in the first nine months of 2020, +73%).

In the summer months of 2020, the number of visitors into the websites was **9.6 million** compared to 5.770 million (+66%) in the third quarter of 2019, bringing the total number of visitors in the first nine months of 2020 to **30.440 million** compared to 15.980 million (+90%) in the first nine months of 2019.

**1 million and 760 thousand** products were sold compared to 1.1 million in the third quarter of 2019 (+58%), reaching **5.4 million** items sold in the first nine months of 2020 compared to 3.1 million in the same period of 2019 (+74%).

*"We close the first nine months of the year - declares **Riccardo Iacometti**, Founder and CEO of **Farmaè S.p.A.** – with a strong increase compared to the same period of last year, in the sign of the very positive numbers recorded in the first months of 2020. Despite the seasonality that has always distinguished the summer months and which has a strong impact on the results, we continue on our growth path consolidating, quarter after quarter, results that confirm the goodness of the road taken. The market and an increasing number of customers show to appreciate our platforms, the greatness of our products, the efficiency of our services and, in general, the shopping experience that, due to the changes experienced by the country since the beginning of the year, has led Italians more and more towards e-commerce".*



The Board of Directors also appointed Alberto Maglione Deputy Chairman of the Board of Directors, until the approval of the Company's financial statements as at 31 December 2021, granting him operational powers with regard to the Business Development, M&A, Retail, Communication & Public Affairs, Investor Relations.

This press release is available in the Investor Relations section of the company's website [www.farmaegroup.it](http://www.farmaegroup.it).

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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 9 Farmaè stores and 1 Beautyè Store.

By sharing the new "OnLife" philosophy, Farmaè 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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