



Press release

FARMAÈ: AMONG THE BEST AIM STOCKS IN JANUARY (+95%) AND IN THE WHOLE 2020 (+74%).

Roadshow starts with over 50 Italian and international investors, an opportunity to present the 2020 results to the market: revenues at €65.4 million (+75% compared to the previous year), growth in the number of visitors (over 40 million, +77%) and articles sold.

Viareggio, February 2, 2021 - **Farmaè S.p.A.** - a company listed on the AIM Italia market of Borsa Italiana, leader in Italy in the e-retailing of health and wellness products - will participate today and tomorrow in a **roadshow in which it will present to over 50 Italian and international investors** its fourth quarter and full year 2020 revenues (unaudited) and key KPIs.

Since the listing - which took place on Monday, 29 July 2019 at an offer price of **€7.50 per share** - Farmaè has recorded a steady growth in its share price - which on Friday, 29 January **exceeded €29 per share** - and has been confirmed as one of the *best performing* companies for the month of January 2021 in the AIM segment, **with a growth of 95%**, while during 2020 it recorded +74%.

The roadshow - organized by **Alantra**, Corporate Broker of Farmaè, in collaboration with **CDR Communication**, IR Advisor - will involve the Company - represented by **Riccardo Iacometti**, Founder and CEO, **Alberto Maglione**, Executive Vice President, **Giuseppe Cannarozzi**, CFO and **Maurizio Paganini**, Consultant in the area of Finance, Administration & Control - in over 50 virtual meetings with investors connected from all five continents.

Riccardo Iacometti, Founder and CEO of Farmaè, says: *"The two-day meeting with investors is an opportunity to illustrate to Italian and international investors the important results we have recorded during 2020 and the growth prospects of our Group. Technology, personnel, logistics and digital are the main areas on which we are focusing our investments, to increasingly consolidate our market leadership."*

In the fourth quarter of 2020, **Farmaè** reported revenues of €18.3 million (+83% compared to the same period in 2019), while over the twelve months, revenues reached **€65.4 million** (+75% compared to the 2019 financial year). Visitors to the www.farmae.it and www.beautye.it portals in 2020 totaled **40 million 495 thousand** (+77%, compared to 22 million 868 thousand in 2019), while **7 million 497 thousand** items were sold in the twelve months (+77%, on 4 million 246 thousand in the previous financial year).

This press release and the presentation are available in the Investor Relations section of the Company's website www.farmaegroup.it.

Born in Viareggio in 2014 Farmaè is the first Onlife eRetailer of Health and Wellness in Italy. Onlife retail is a new economic paradigm characterised by the integration of online, offline, logistics and data in a single value



chain. Today the company operates mainly in eCommerce with more than 37,000 references in 10 different product categories marketed but is also present in Italy with 9 Farmaè and 1 Beautyè Store. In sharing the new "OnLife" philosophy, Farmaè intends to put the customer at the centre of its circular activities, responding immediately, quickly and pragmatically to all their needs and ensuring a unique customer experience regardless of the purchasing channel used.

For further information:

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