

Press Release

FARMAÈ GROUP: RESULTS CONTINUE TO GROW IN THE TWELVE MONTHS

**PRO-FORMA 2021 GROUP REVENUES OF 108.5 MILLION EUROS (+17%)
AND ONLINE VISITORS TO ALMOST 44 MILLION (+47%)
CONFIRMING THE ABSOLUTE LEADERSHIP OF THE GROUP ON THE MARKET**

**FOURTH-QUARTER REVENUES AT 27.2 MILLION EUROS,
UP 49%.**

Viareggio, 17 February 2022 – Farmaè S.p.A. – company listed on the **Euronext Growth Milan** market of Borsa Italiana, leading integrated platform in Italy in the healthcare, beauty and wellness sectors – approved the unaudited fourth quarter 2021 revenue figures and key KPIs.

In the fourth quarter of 2021, Group revenues amounted to **27.2 million euros** with an increase of **49%** compared to the 18.3 million euros recorded by Farmaè S.p.A alone in the fourth quarter of 2020, already positively impacted by the lockdown in October and November. This growth is also confirmed on a twelve-month basis in 2021 with consolidated revenues equal to **85.9 million euros**, including AmicaFarmacia S.r.l. limited to the last three months of 2021, with an increase of **31%** compared to 65.5 million euros recorded in the twelve months of 2020 (pre-acquisition AmicaFarmacia S.r.l.).

Pro-forma Group revenues for the full year 2021, deriving from the combination of Farmaè S.p.A. and AmicaFarmacia S.r.l., amounted to **108.5 million euros, up 17%** on 2020 pro-forma revenues of 93 million euros.

The Group's main KPIs continue to improve significantly, on a like-for-like basis in terms of revenue consolidation.

In fact, customers on the Group's portals grew by **32%** in the fourth quarter to approximately **333 thousand** compared to 253 thousand in the same period of 2020, with orders on the platforms increasing from 411 thousand recorded in the fourth quarter of 2020 to 507 thousand recorded in the fourth quarter of 2021. For the full year 2021, orders fulfilled totaled **1.7 million** with growth compared to 2020 of 18%.

In 2021, the total number of visitors on online platforms amounted to **43 million 645 thousand**, of which 14 million 742 thousand were recorded in the fourth quarter of 2021 (+47%).

In the fourth quarter of 2021, 2 million 569 thousand products were sold, up 24% from products sold in the same period in 2020, for a total of **8 million 513 thousand** products sold in the twelve months of 2021, compared to 7 million 497 thousand in the twelve months of 2020 (up 14%).

In 2021 Farmaè S.p.A.'s **Retail** is up **83%** to a total of 4.4 million euros compared to 2.4 million euros in 2020.

"We are very pleased with our Group's growth in the last quarter of 2021. This growth demonstrates the good health of our consolidated business and of the one arising from the new acquisition of AmicaFarmacia, confirming the validity of our strategy. The growth of our Online revenues, of our



Physical experience and of our Media asset testifies the effectiveness of our business model on the reference markets” – declares Riccardo Iacometti, Founder and Managing Director of Farmaè S.p.A.

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

Born in Viareggio in 2014 and listed since July 2019 on Euronext Growth Milan market of Borsa Italiana, Farmaè is a media platform and reference point, leader in Italy in the Healthcare, Beauty and Wellness sectors. Farmaè Group today controls Farmaè, AmicaFarmacia, Beautyè, Sanort and the media company Valnan Communications. The Group places the customer at the center of its circular activities, responding immediately, quickly and pragmatically to every need, ensuring a unique customer experience, regardless of the purchase channel used. Farmaè Group is also the first interlocutor for the industries that invest in the millions of visitors on the online platforms, recognizing in the main brands of the Group the status of real Media.

For further information:

Euronext Growth Advisor

Alantra Capital Markets
+39 02 63671601
Stefano Bellavita
stefano.bellavita@alantra.com

Specialist

Stifel Bank A.G.
+39 02 85465761
Aida Loutfi
aida.loutfi@stifel.com

Investor Relation

Farmaè
Investor Relations Officer
Alberto Maglione
+39 0584 1660552
ir@farmaegroup.it

Media Relation

SEC Newgate – 02.6249991 – farmae@segrp.com
Laura Arghittu – arghittu@segrp.com
Federico Ferrari – 347 6456873 - ferrari@segrp.com
Daniele Pinosa – 335 7233872 – pinosa@segrp.com
Fabio Santilio – 339 8446521 santilio@segrp.com

CDR Communication srl
IR Advisor
Vincenza Colucci
Tel. +39 335 6909547
vincenza.colucci@cdr-communication.it