

Press Release

FARMAÈ GROUP: CONSOLIDATED REVENUES OF 52,5 MILLION EURO IN THE FIRST HALF OF 2022 AND OF 27,2 MILLION EURO IN THE SECOND QUARTER OF 2022

IN THE FIRST HALF, THE COMPETITIVE POSITIONING OF THE MEDIA ACTIVITY CONTINUES TO IMPROVE (CO-MARKETING¹ REVENUES UP 31%) AND THE CONVERSION RATE TO GROW (+ 17%)

Viareggio, 22 July 2022 – Farmaè S.p.A. – a company listed on the Euronext Growth Milan market of Borsa Italiana, a leading integrated platform in Italy in the healthcare, beauty and wellness sectors – (the "**Company**") has approved the unaudited consolidated revenue figures of Farmaè Group for the first half of 2022 and the main KPIs.

In these first six months of 2022, Farmaè has consolidated its growth as evidence that the Group's strategy in terms of size growth, both by organic line and by acquisitions, is winning. The impressive growth in consolidated revenues (+ 34% YoY), which incorporate the revenues of the acquired companies, together with the growth in the conversion rate (+ 17% YoY) and in the positioning of the media activity (co-marketing revenues at +31% YoY) represent how the Group's business model is managing to become, through the brands operating in the reference markets of health, wellness and beauty in Italy, an absolute reference point for the final consumer and all companies in the sector.

*"In a normalized market after the strong growth that took place during lockdown periods - commented **Riccardo Iacometti**, Founder and CEO of **Farmaè** - our Group continues its development path without stopping, always keeping faith with the strategy and business model that we have presented to the market. The dimensional growth continues with the consolidation of the organic line and with the strong enhancement of the external lines. The recent acquisitions Amica Farmacia and FarmaEurope grow rapidly and are now fully integrated with the Group's management logic, just as we find with great satisfaction in the growth of the Beautyè brand and in the continuous vitality of our retail experience, which, in the face of precise omnichannel strategies, denotes a unique positioning in Italian retail. The continuous inclusion of new product categories such as PET, the expansion of the offer in the beauty, orthopedics and homeopathy segment allows us to acquire new customers who then find in the dialogue with our brands the benefit of a more extensive supply, fast and immediate. This expansion of the offer, together with the results achieved in this first half, make us confident in achieving the objectives set for the current year".*

In the first half of 2022, Group revenues amounted to **52.5 million euros**, an increase of 34% compared to 39.1 million euros recorded by Farmaè alone in the first half of 2021, and net of co-marketing¹ revenues of 2.1 million euros compared to 1.6 million euros in the same period of the previous year.

Consolidated revenues in the first half are substantially in line with the pro-forma revenues at 30 June 2021, equal to 53.1 million euros, reconstructed on an equal consolidation basis including the revenues of Valnan S.r.l., the Sanort platform and the AmicaFarmacia platform, as well as of the Madonna della Neve pharmacy (the latter two acquired on 1 October 2021).

¹ Following the new reporting in accordance with IAS/IFRS, **co-marketing** revenues will be accounted partly as a reduction of Cost of Sales and partly as a reduction of Selling & Distribution costs.

Consolidated revenues for the second quarter of 2022 amounted to 27.2 million euros, up 34% compared to 20.3 million euros for Farmaè alone and up 3% compared to the 26.5 million euros pro-formed as reported over.

Orders on platforms grew by 34% to **1 million and 113 thousand** compared to **830.4 thousand** recorded in the first half of 2021 by Farmaè alone, and by 6% compared to **1 million and 52 thousand** on a like-for-like basis in the first half of 2021.

5 million and 563 thousand products were sold, up by **37%** compared to the 4 million and 53 thousand products sold by Farmaè alone, and by **8%** compared to the **5 million 154 thousand** in the first half of 2021 on a like-for-like basis.

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

Established in Viareggio in 2014 and listed since July 2019 on Euronext Growth Milan market of Borsa Italiana, Farmaè is a media platform and a benchmark, a 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 centre 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 primary reference for industries investing in the millions of visitors to online platforms, thus recognizing the Group's main brands as true Media.

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