

## Press Release

### FARMAÈ GROUP: CONSIDERABLE GROWTH IN THE THIRD QUARTER 2022

### CONSOLIDATED REVENUES AT €28.4 MILLION, UP 58.3% YOY AND 17.7% YOY ON A LIKE-FOR-LIKE BASIS

### DOUBLE-DIGIT GROWTH IN THE NUMBER OF PRODUCTS SOLD AND ONLINE ORDERS

### 81.2 MILLION EURO CONSOLIDATED REVENUE REACHED IN THE FIRST NINE MONTHS OF 2022

**Viareggio, 19 October 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 Farmaè Group's consolidated revenue figures for the third quarter of 2022, unaudited, and the main KPIs.

*"The third quarter of the year," commented **Riccardo Iacometti**, Founder and CEO of **Farmaè**, "has always been the least performing one, especially on the Web; however, the online channel, thanks to the winning price-mix combination, has proven to be the most attractive and performing sales channel and, given the historical moment we are living, it has the best growth prospects after the settling phase post lockdown.*

*The ongoing positive feedback we have received in the last quarter, which are being constantly confirmed and even improved at the beginning of this fourth quarter, makes us confident that we will achieve our goals and consolidate our market share. What excites us most is to see that our strategy is producing the desired results. We are growing organically as well as through M&A, bringing a strong contribution to the value chain not only in terms of integration within the business model but also in terms of improving all our operational drivers. We keep increasing and improving our customer satisfaction rate, in terms of expanding both our product range and our services; our constant dynamism brings about the most important outcome, i.e. generating value for the end customer. This value also goes to the benefit of all our countless industrial partners, who are on the rise and find in our Group a privileged, credible and reliable partner. This 2022 is for us a year of consolidation and growth in which we are laying important foundations for an ever more ambitious future and for the consolidation of our leading market share".*

In the third quarter of 2022, consolidated revenues amounted to **EUR 28.4 million**, up **58.3%** compared to EUR 17.9 million for Farmaè alone and up **17.7%** compared to EUR 24.1 million, calculated on a like-for-like basis including revenues from Valnan S.r.l., the Sanort platform and the AmicaFarmacia platform, as well as the Madonna della Neve pharmacy (the latter two acquired on 1 October 2021). Consolidated revenue is net of co-marketing<sup>1</sup> revenue of EUR 1 million, up 25% from EUR 0.8 million in Q3 2021.

In the first nine months of 2022, Group revenues amounted to **€81.2 million**, up **42.0%** from the €57.2 million recorded by Farmaè alone as at 30 September 2021 and up 5.2% from the **€77.2 million** pro-forma revenues

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<sup>1</sup> As a result of the new IAS/IFRS-compliant reporting, **co-marketing** revenues will be recognised partly as a reduction of Cost of Sales and partly as a reduction of Selling & Distribution Costs.

as at 30 September 2021. Consolidated revenues are net of co-marketing<sup>2</sup> revenues of €3.1 million, up 29% from €2.4 million as at 30 September 2021.

In Q3 2022, orders on platforms amounted to **576.6 thousand** up **55%** compared to 372 thousand recorded by Farmaè alone and up **13.4%** compared to **508.6 thousand** on a like-for-like basis.

Platform orders as at 30 September 2022 grew by **40.8%** to **1 million 690 thousand** compared to 1 million 200 thousand recorded in the first nine months of 2021 by Farmaè alone, and by 8.3% compared to **1 million 560 thousand** on a like-for-like basis in the first nine months of 2021.

The number of products sold in the third quarter of 2022 was **2 million 933 thousand**, up **55.1%** compared to 1 million 891 thousand recorded by Farmaè alone and up **18.9%** compared to **2 million 467 thousand** on a like-for-like basis.

**8 million 496 thousand** products were sold in the nine months, up **42.9%** from the 5 million 944 thousand sold by Farmaè alone, and up **11.5%** from the **7 million 621 thousand** in the first nine months of 2021 on a like-for-like basis.

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

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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, FarmaEurope 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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<sup>2</sup> As a result of the new IAS/IFRS-compliant reporting, **co-marketing** revenues will be accounted for partly as a reduction of Cost of Sales and partly as a reduction of Selling & Distribution Costs.