

## Press Release

### **FARMAÈ GROUP: CONSOLIDATED REVENUE GROWTH ACCELERATES IN THE FOURTH QUARTER 2022 TO 34.9 MILLION EURO (+38% YOY)**

**CONSOLIDATED REVENUES 2022 AT 116.1 MILLION EURO, UP 41% YOY AND 13.2% YOY ON A LIKE-FOR-LIKE BASIS**

**CONFIRMED INCREASE IN THE NUMBER OF PRODUCTS SOLD AND ONLINE ORDERS**

**OVER ONE MILLION CUSTOMERS AT THE END OF 2022**

**Viareggio, 14 February 2023 – Farmaè S.p.A.** – company listed on the Euronext Growth Milan market of the Italian Stock Exchange, leader in Italy in the e-retailing of products for health and wellness – (the "**Company**") approved the unaudited consolidated revenues of the Farmaè Group for the fourth quarter 2022 as well as the main KPIs.

*"We are very pleased with the results we are presenting to the market today - commented **Riccardo Iacometti**, Founder and CEO of **Farmaè** – which are the result of a winning strategy that has led us, over the last year, to cross the one-million customers threshold, growing double-digit in revenues while increasing both orders and products sold on our online platforms. This constant development reflects all the elements of our DNA: our digital soul, which has enabled us to reach a large number of customers during the pandemic, and our ability to meet users' needs in a timely and efficient manner by expanding our product offering, thanks also to our entry into new markets. We should also mention the growth by M&A that has contributed decisively to the value chain, both by integrating the business model and by improving our operational levers. These are all decisive elements that have also brought value to our numerous industrial partners, who view us as a privileged, credible and reliable partner they can continue to invest in. We are confident that 2023 will bring us great satisfaction in terms of growth, confirming the solidity of our Group and the validity of our strategic plans for the future."*

In the fourth quarter of 2022, consolidated revenues amounted to **34.9 million euros**, up **38.0%** from 25.3 million euros. Consolidated revenues are net of co-marketing revenues of EUR 1.1 million, up 10% from EUR 1 million in Q4 2021.

Consolidated revenue for the full year 2022 amounted to **€116.1 million**, up **41.0%** compared to €82.5 million recorded as at 31 December 2021 and up 13.2% compared to **€102.5 million** pro-forma consolidated revenue as at 31 December 2021, reconstructed on a like-for-like basis including revenue from Valnan S.r.l., 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 revenue of EUR 4.2 million, up 23.5% from EUR 3.4 million as at 31 December 2021.

In Q4 2022, orders on platforms amounted to **694.6 thousand**, up **37.0%** compared to **507 thousand** reported on a like-for-like basis in Q4 2021.

Orders on platforms in 2022 grew by **40.0%** to **2 million 384 thousand**, compared to 1 million 707 thousand booked in 2021 by Farmaè alone, and by 15.3% from **2 million 068 thousand** on a like-for-like basis as at 31 December 2021.

The number of products sold in Q4 2022 was **3 million 582 thousand**, up **39.4%** from **2 million 569 thousand** on a like-for-like basis in Q4 2022.

In 2022, **12 million 077 thousand** products were sold, up **42.0%** compared to 8 million 513 thousand products sold by Farmaè alone, and up **18.5%** compared to **10 million 190 thousand** at the end of 2021 on a like-for-like basis.

This [http:](#) 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 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 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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