

LABOMAR

Labomar Presentation Full Year 2020 Results

MARCH 29, 2021

















Today's Speakers

WALTER **BERTIN**



FOUNDER & CEO

- FOUNDED LABOMAR IN 1998 FROM THE "FARMACIA BERTIN"
- MEMBER OF THE FEDERSALUS BOARD SINCE 2011 AND OF UNINDUSTRIA **TREVISO SINCE 2012**
- GRADUATED IN PHARMACEUTICAL SCIENCE AND COMPLETED A MASTER **DEGREE IN LEAN MANAGEMENT**







CLAUDIO DE NADAI



IR & BOARD DIRECTOR

- CONSULTANT FOR LABOMAR SINCE 2007 ON FINANCIAL STRATEGY AND BOARD MEMBER SINCE 2018, HE LED THE ASSET DEAL ON IMPORTEAB
- AFTER 13 YEARS AS CFO AND GENERAL MANAGER OF AN ITALIAN SME AND A PAST ENTREPRENEURIAL EXPERIENCE IN AGRI-FOOD, HE FOUNDED BMODEL (CORPORATE FINANCE BOUTIQUE)



CLAUDIO **CRESPAN**



CFO

- JOINED LABOMAR GROUP IN 2021 AND APPOINTED AS CFO.
- 15 YEARS IN EXTENSIVE PREVIOUS EXPERIENCE AS CFO AND M&A IN INTERNATIONAL STRUCTURED COMPANIES, PREVIOUS EXPERIENCE IN A BIG4 AUDIT FIRM.
- VICE PRESIDENT OF ANDAF NORTH EAST (CFO ASSOCIATION)



FRANCESCO DA RIVA



HEAD OF SALES

- SIGNIFICANT EXPERIENCE IN LABOMAR, FIRST AS HEAD OF FOREIGN SALES AND RECENTLY PROMOTED TO HEAD OF SALES AND COMMERCIAL NETWORKS
- EXTENSIVE PREVIOUS EXPERIENCE AS SENIOR CONSULTANT IN STRATEGY AND BUSINESS PLANNING
- **EDUCATION: MASTER IN** MANAGEMENT, ACCOUNTING AND CONTROL AT BOCCONI UNIVERSITY











20+ Years History of Continuous Development

LABOMAR BUILDS VALUABLE RELATIONSHIPS WITH THE BIG PHARMA AND STARTS DEVELOPING FOREIGN MARKETS

1998

FOUNDATION OF LABOMAR FROM THE PHARMACY OF DR. BERTIN





2004

LABOMAR BEGINS ITS TRANSFORMATION FROM PHARMACEUTICAL LAB TO INDUSTRIAL MANUFACTURING **COMPANY**

2011

FOUNDATION OF LABIOTRE S.R.L.. TO GUARANTEE THE HIGHEST POSSIBLE QUALITY OF RAW MATERIALS



ATTAINMENT OF THE GMP AND ISO 9001 **CERTIFICATIONS**



2015

ROLL-OFF OF THE BRAND-NEW, PHARMA-GRADE **STANDARD**

L3 PLANT

12018 IN JANUARY, DR. BERTIN BUYS BACK MINORITIES

AND OWNS 100% OF LABOMAR



2019

LABOMAR SERVES CLIENTS LIKE BAYER, SANOFI, NESTLÉ







NOVEMBER: ACQUISITION OF IMPORTFAB, CANADA-BASED PHARMA CMO











FOUNDATION OF

2003

LABOMAR RESEARCH, THE R&D BRANCH OF LABOMAR: THE **COMPANY STARTS** BUILDING ITS RESEARCH-DRIVEN DNA



2008

LABOMAR STARTS **BUILDING A** COMMITTED. QUALIFIED MANAGEMENT TEAM

2012 **FONDO ITALIANO D'INVESTIMENTO** INVESTS IN LABOMAR'S

EQUITY



Since 2016

START OF THE **LEAN TRANSFORMATION**

PROCESS



EQUITY INVESTMENT (5%) IN PROJECT ZERO SRL. **DEVELOPING VERTICAL** FARMING TECHNIQUES FOR **VEGETAL EXTRACTS**

ZERO

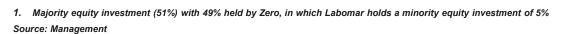
ESTABLISHMENT OF HERBAE⁽¹⁾. PRODUCING FINISHED VEGETAL RAW MATERIALS USING ZERO **TECHNOLOGY**

AUGUST: QUALIFICATION AS A BENEFIT COMPANY



LABOMAR IS WORKING TO SPUR FUTURE GROWTH, ORGANICALLY AND BY M&A







The Leading One-stop-shop CDMO

REVENUES BREAKDOWN (1)



30% (2)

REVENUES BASED ON PROPRIETARY PATENTS AND **FORMULAS**



 $7^{\circ}/_{\circ}$

of FTEs in R&D, c. 4% of revenues



c. 1,125

SKUS DELIVERED TO C. 200 CUSTOMERS



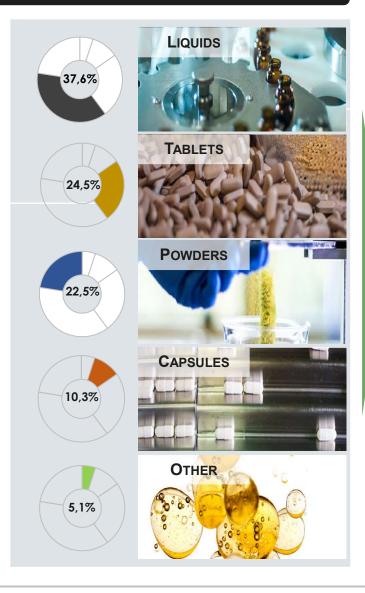
c. 120⁽³⁾

READY-TO-MARKET SKUS INTERNATIONALLY



31,8%

SHARE OF FOREIGN TOTALSALES WHICH RISES TO 38,2% ON A **CONSOLIDATED LEVEL**

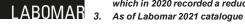






- 1. Only referred to Labomar stand-alone 2020 (revenues breakdown by pharmaceutical forms are referred only to finished products)
- 2. Compared to the 2019 figure (34%), the 2020 incidence is lower since many of the products with underlying patents are Medical Devices in the respiratory system / pharyngeal cavity area, which in 2020 recorded a reduction in sales due to the use of masks and less social contacts in connection with the Covid-19 pandemic







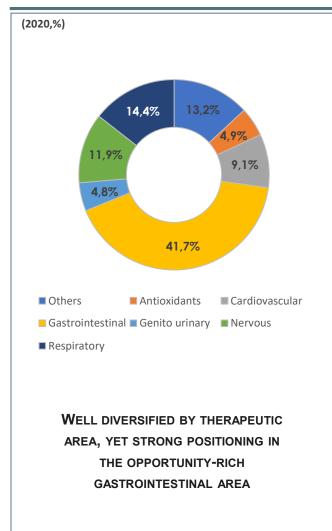
Widely Diversified Resulting in a Low-Risk Business Model

REVENUES BREAKDOWN 2020 (LABOMAR ONLY)1

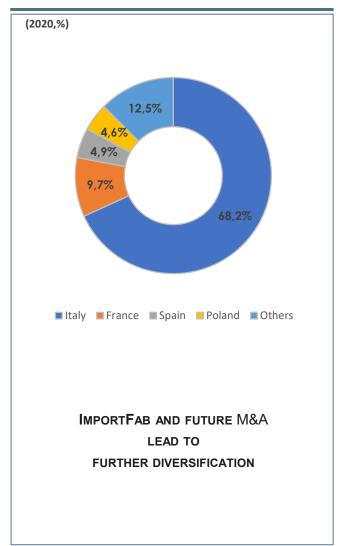
BY PHARMACEUTICAL FORM

(2020,%) 10.3% 22.5% 24,5% 37,6% Other ■ Capsules ■ Tablets ■ Liquids ■ Powders **WELL BALANCED AND DIVERSIFIED BY** PHARMACEUTICAL FORMS

BY THERAPEUTIC AREA



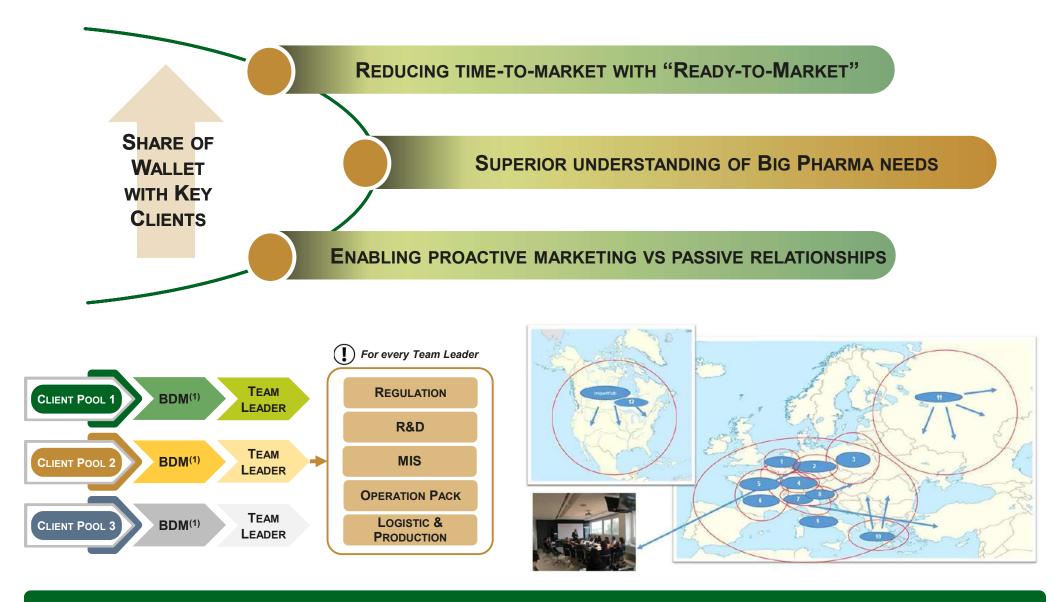
By Geography



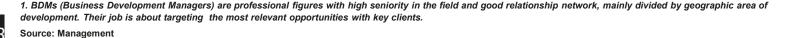




Unique Salesforce for Unparalleled Client Coverage



ONE-IN-A-KIND COMMERCIAL STRUCTURE IN THE CDMO LANDSCAPE



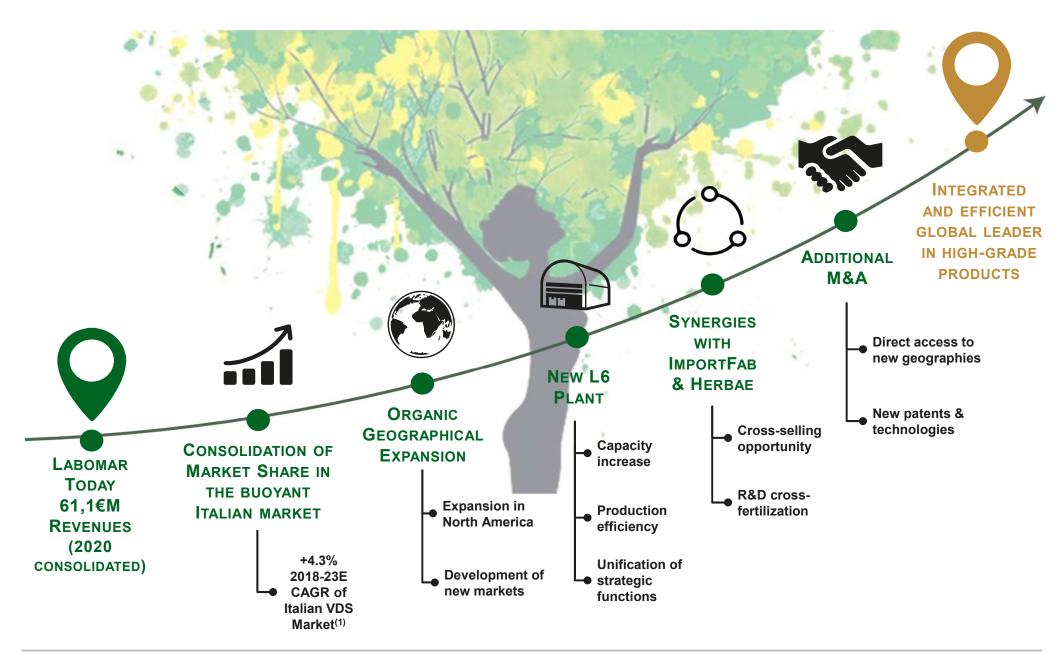


Distilling the Equity Story





Labomar Strategy Pillars





2021 Labomar Goal

LABOMAR APPROACH TO SUSTAINABILITY





LABOMAR GOAL FOR 2021
ACHIEVE B-CORP CERTIFICATION







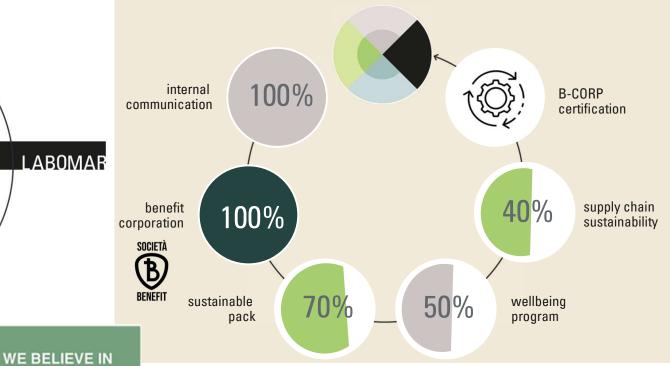
Labomar strategic sustainability program



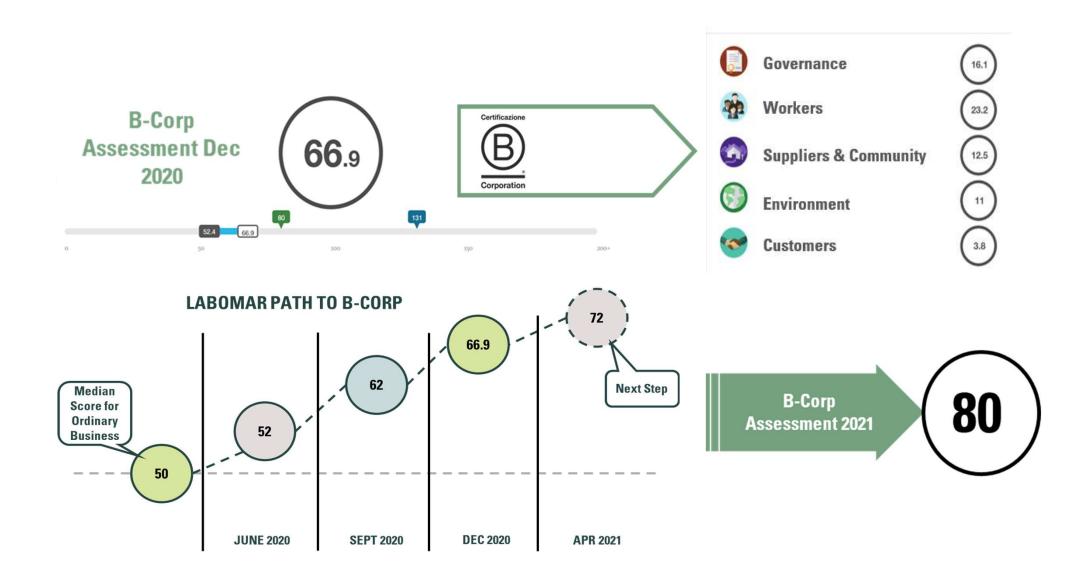


Certified

A BETTER WAY OF DOING BUSINESS.

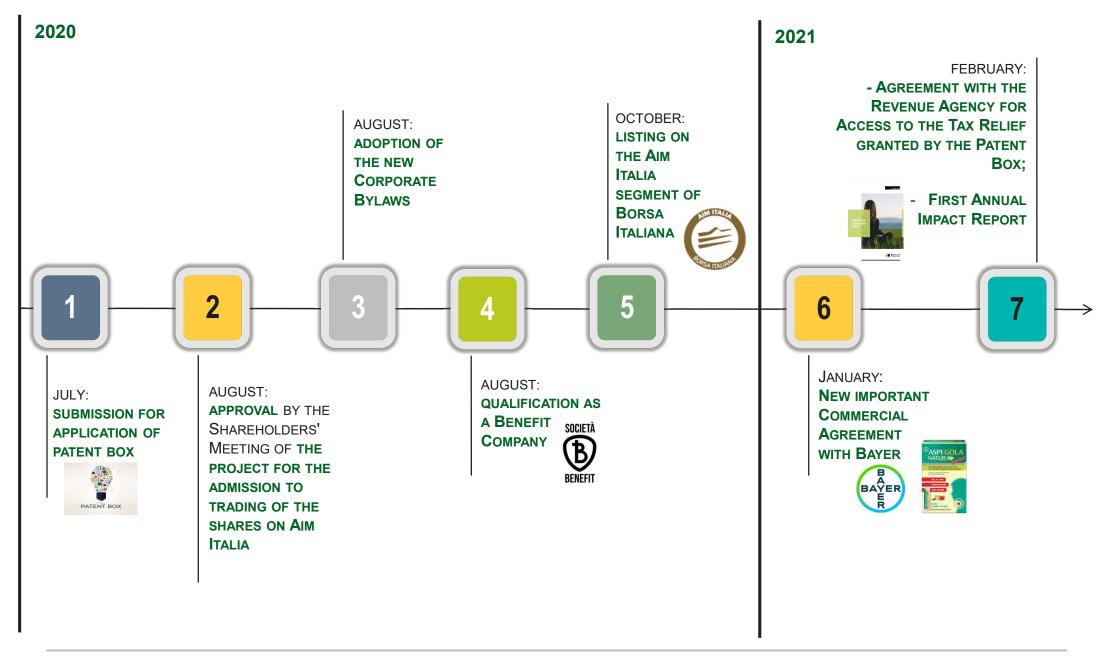


B-Corp certification: current assessment





Overview 2020 – beginning 2021: Main Features





2020 Year Results - comparison with the Analyst Research

	LABOMAR SPA Consolidated	INTESA RESEARCH 23/11/2020	CFO RESEARCH 23/11/2020
Value of Production	61,5	60,8	62,0
EBITDA	11,3	11,3	10,9
EBITDA ADJ	12,3 *	12,9*	12,5*
EBIT	7,3	7,1	6,7
EBIT ADJ	8,2*	8,6*	8,3*
EBT	6,9	6,2	6,3
NET PROFIT	6,1	5,2	4,6
NFP	-3,4	-2,8	-2,5

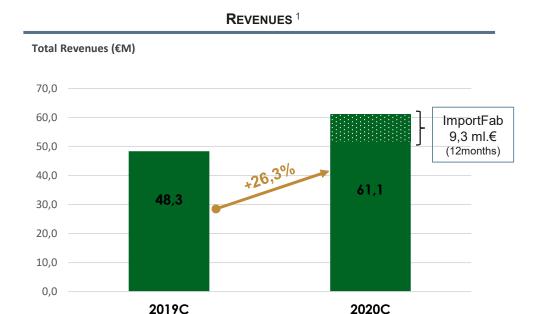
^{* =} The difference in terms of lower effective Adjustments, applied by the Company to the EBITDA ADJ and EBIT ADJ parameters, is substantially related to the partial accounting of listing costs, according to current accounting standards, which were directly deducted from the income deriving from the Proceeds of Listing, in reduction of the Net Equity, therefore without transition through the Income Statement of the Company, for the total amount of 0.3M €.

ANALYSTS' FORECASTS ARE CONFIRMED BY THE EXCELLENT PERFORMANCE OF LABOMAR



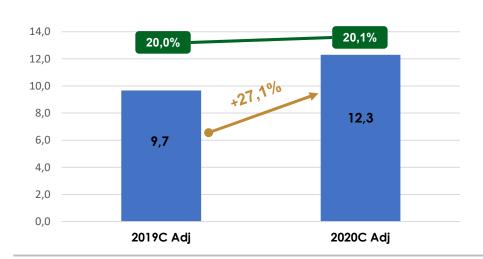


Strong Year Results



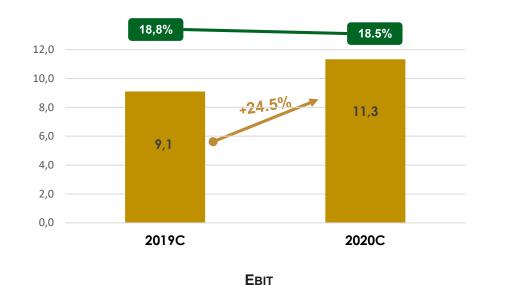
EBITDA ADJUSTED 2

EBITDA ADJUSTED (€M and % Total Revenues)

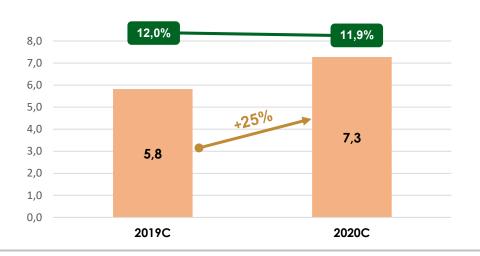


EBITDA

EBITDA (€M and % Total Revenues)

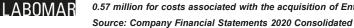


EBIT (€M and % Total Revenues)



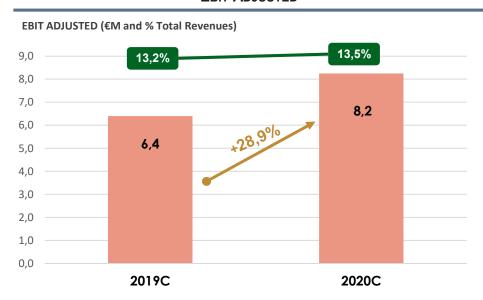
^{1: 2020} Revenues includes - for the first time - a full year of revenues from the canadian Entreprises ImportFab Inc., acquired in October 2019.

^{2:} EBITDA Adjusted 2020 does not include non-recurring costs of Euro 0.97 million relating to the listing process, while the 2019 figure does not include non-recurring costs of Euro 0.57 million for costs associated with the acquisition of Entreprises Importfab Inc.



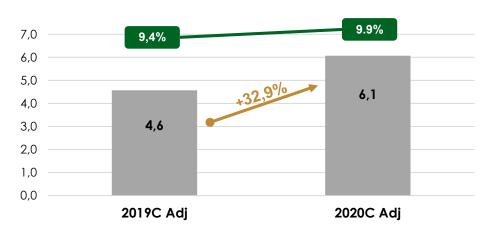
Strong Year Results

EBIT ADJUSTED 1

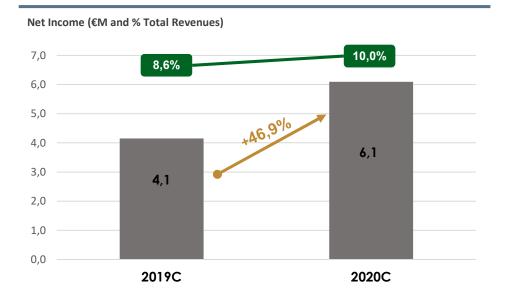


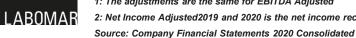
NET INCOME ADJUSTED ²

Net Income Adjusted (€M and % Total Revenues)



NET INCOME



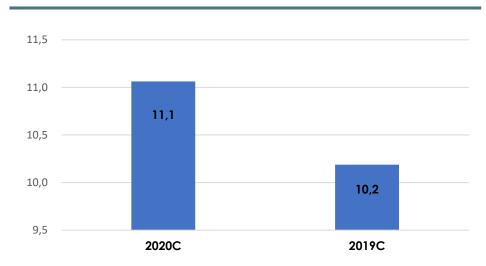






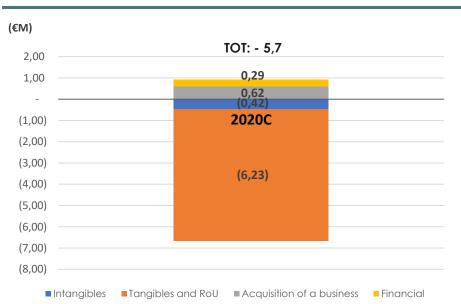
Efficient Business Model and Strong Cash Conversion

CASH CONVERSION FROM OPERATION E NWC

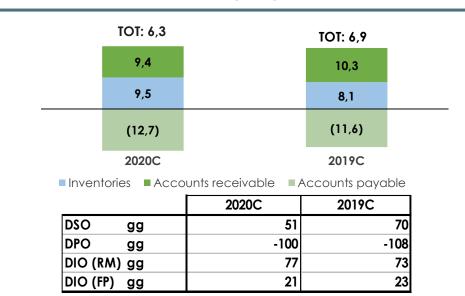


Cash conversion = EBTDA + cash from Trade Net Working Capital

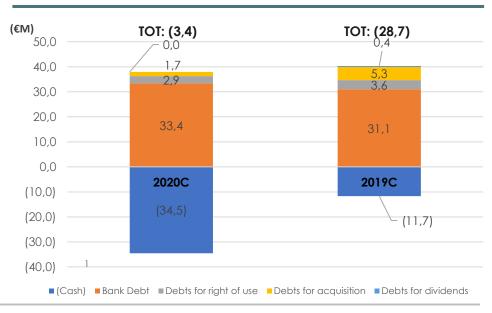
CASH FLOW ABSORBTION FOR CAPEX



TRADE NET WORKING CAPITAL



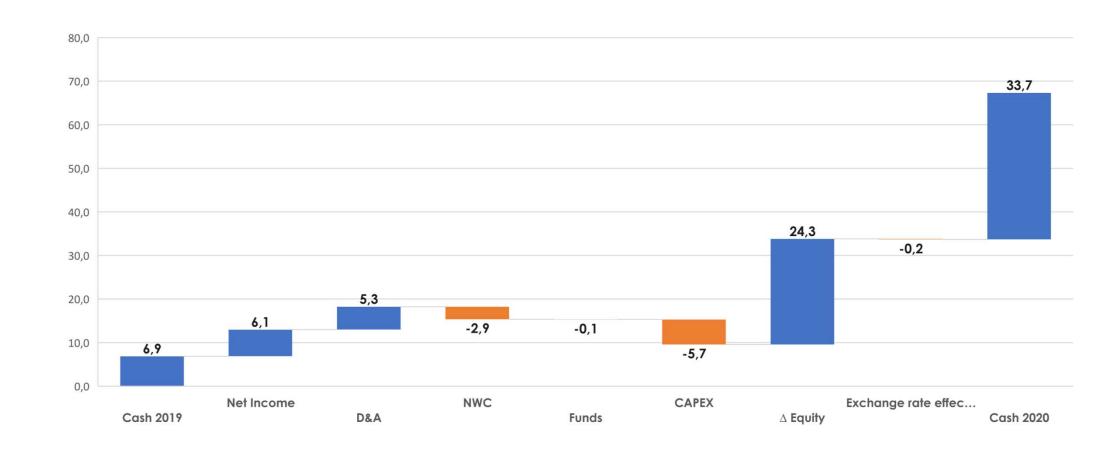
NET FINANCIAL POSITION





Cash Evolution

(FY 2019-2020 Consolidated, €M)





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