

Press Release**Labomar: 9M consolidated revenues  
of Euro 64.5 million (+44.5%)****Like-for-like<sup>1</sup> revenues of Euro 56.1 million (+25.6%)**

The Chief Executive Officer Bertin states: *"This very strong result was achieved amid a challenging environment and allows us confirm the Guidance announced to the market for 2022, while also allowing us to be confident of further growth in 2023"*

Istrana (TV), October 20, 2022 — Labomar (Ticker: LBM), an Italian-based international nutraceutical enterprise and listed on the Euronext Growth Milan market, announces 9M consolidated revenues of Euro 64.5 million<sup>2</sup>.

Consolidated revenues include - in addition to Labomar Spa and Entreprises ImportFab Inc. - the companies acquired last year, i.e. the Welcare Group and Labiotre Srl.

A 44.5% increase on 9M 2021 consolidated revenues (of Euro 44.6 million) is reported.

On a like-for-like basis with the previous year, Group revenues amounted to Euro 56.1 million, up 25.6% on the same period in 2021.

We underscore that this growth stems from the strong results generated by all Group companies.

Specifically, the revenues of Labomar SpA alone for 9M 2022 amounted to Euro 48.7 million, up 26.4% on the same period of 2021 and with 35% of revenues from overseas.

This result benefitted from a "probiotics and cough&cold" product category sales recovery, which had been particularly impacted in 2021 by the pandemic, but also the launch of several new solutions dedicated to sleep disorders and gastroenterological illnesses.

These products have driven significant sales growth among the major international "Key Customers", raising the contribution of sales made on overseas markets.

The Canadian subsidiary Entreprises ImportFab Inc. also indicates strong results, having recently developed its first catalogue of ready-to-market solutions made in collaboration with Labomar Spa's R&D.

The Welcare Group reports significant growth and particularly on the overseas markets and in the medication products segment, with the launch of new devices dedicated to cancer patients.

<sup>1</sup> Including Labomar SpA, Enterprises ImportFab Inc. and Welcare Group, the latter for the relevant months, having been acquired in July 2021; not including Labiotre Srl, control of which was acquired in November 2021

<sup>2</sup> Unaudited data

Finally, Labiotre Srl generated revenues of Euro 5.1 million, a figure essentially in line with the previous year, having mainly focused in the period on a review of the botanical extracts portfolio that will be presented at upcoming trade shows.

All Labomar Group Companies will be exhibiting at the CPHI in Frankfurt, the industry's main trade fair, from November 1-3, 2022. Following two years of pandemic, this will be the first real opportunity to meet and speak with major international players and will allow the Group to present the comprehensive and synergetic nature of its integrated product offer.

*"I am proud to be able to report such strongly growing revenues for the first nine months of the year, which reflect the work that the Labomar Group has done within a challenging economic and socio-political environment" outlined Chief Executive Officer and founder Walter Bertin. "In light of this performance, we can confirm the guidance announced to the market and be confident for the final quarter of the year, also in view of the orders already collected and confirmed, and look to 2023 as a real opportunity for further growth."*

#### Labomar Profile

Founded by Walter Bertin in Istrana (province of Treviso) in 1998, Labomar is specialised in the development and production of food supplements, medical devices, foods for special medical purposes and cosmetics for third parties. Over more than 20 years, Labomar has built a business model which sets it apart from its competitors and generates value for all stakeholders, providing a comprehensive service and a high quality and productivity standard. The company boasts a well structured and cutting-edge research and development department with a particular focus on innovation, a commercial team which reacts quickly to market demands and a high level of product differentiation thanks to its proprietary patents and formulas.

Labomar reported in 2021 consolidated revenues of approx. Euro 65.4 million, up 7.1% on 2020. The 2021 figure includes, in addition to the revenues of the parent company and the Canadian Entreprises ImportFab Inc., also those for H2 of the Welcare Group and, for December alone, of Labiotre Srl. Labomar SpA's revenues in 2021 were approx. Euro 53.8 million, increasing nearly 4 percentage points on 2020.

Labomar in 2021 acquired 70% of the Welcare Group. The Group comprises Welcare Industries Spa and Welcare Research Srl, producers of medical devices for skincare, with its registered office in Orvieto. LaboVar Srl was also established - 51% owned by Labomar - for the sale of nutraceutical products on an e-commerce platform on the Chinese market. Labomar then acquired full control of Labiotre Srl, a Tuscan enterprise specialising in the production of plant extracts, fully integrating the supply chain concept advocated by the company.

Labomar sincerely believes in operating as a business centred on sustainability and the well-being of the individual, the environment and the community. It has therefore amended its By-Laws to become a Benefit company. This new legal status, introduced in Italy in 2016, formalises the decision to develop a responsible, sustainable and transparent development model, which marries operating-earnings objectives with social and environmental aspects.

#### **For further information:**

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