

Press Release

**Labomar: consolidated revenues in the first half of 2023
at 53.4 million euros, up 27.8%**

Chief Executive Officer Walter Bertin: *"In a macroeconomic context that remains complex and shows the first signs of a slowdown, we confirm analysts' estimates"*

Istrana (TV), July, 20 2023 — Labomar SpA (Ticker: LBM), an Italian nutraceutical company active internationally and listed on the Euronext Growth Milan market, announces its consolidated revenues for the first half of 2023, which amount to approximately 53.4 million euros, up 27.8% compared to the same period in 2022 (41.8 million euros).

After the significant result achieved in the first quarter of the current year (+47%) thanks to the positive effect of a backlog of orders acquired in 2022, the figure incorporates a return to natural levels of growth, with an increase in Group revenues of approximately 12% in the second quarter of 2023 alone.

In total, 52% of this performance was achieved in international markets thanks to contribution from all companies of the Labomar Group, which have been able to seize every growth opportunity, even in a context that remains complex and which sees general signs of a slowdown, due to inflationary pressure and the reduced purchasing power of final consumers.

In the first half of 2023, the turnover of parent company Labomar S.p.A. alone amounted to approximately 39.6 million euros, recording an increase of 28.2% compared to the same period in 2022.

The result benefited from the particularly positive trend in the first three months of the year, caused by a substantial order backlog accumulated in the second half of 2022, linked in part to the significant recovery of the cough&cold and probiotics market, and at the same time to early purchasing, compared to current requirements, by many customers. This occurred in particular in the Medical Devices area, a category of products subject to regulatory uncertainty of European origin generated in the final part of last year.

These trends fell away in the second quarter, and the situation is expected to continue in a similar fashion over the final part of 2023, where a progressive normalisation of intermediate inventory levels is expected.

The revenues of Entreprises ImportFab Inc., of the Welcare group and of Labiotre Srl also recorded double digit growth.

"I express satisfaction with the turnover levels achieved in these first six months. The data confirm the Group's ability to intercept customer needs by leveraging innovation, a culture of well-being and a genuine commitment to sustainability" – explained Chief

Executive Officer and founder Walter Bertin, who also pointed out how the company has recently obtained B Corp certification –. *“Despite the complexity of the macroeconomic context and the appearance of some initial signs of a slowdown in various areas of our economy, the Group continues along its growth path, confirming for the entire year the hypothesis of achieving the results indicated in analysts’ most recent estimates,” concluded Bertin.*

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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.

Following the acquisitions of the Welcare Group and Labiotre Srl, in addition to the establishment of LaboVar Srl, in 2022 Labomar focused on maximising the synergies among the various companies, pooling resources and expertise to expand its product portfolio, enter new markets and streamline certain processes, including through the best practices brought by each of the Group companies.

Labomar whole-heartedly believes in a business system based on sustainability and a real concern for people, the environment and the community. By 2020, it had already gained Benefit Corporation status and, simultaneously, embarking on obtaining B Corp certification, which was recently granted by the relative body, confirming the company’s decision to join a global movement of enterprises meeting elevated social and environmental impact standards.

For further information:

Labomar Press Office

Thanai Bernardini - +39.335.7245418 - me@thanai.it

Alessandro Bozzi Valenti - +39.348.0090866 - alessandro.valenti@thanai.it

Margherita Bertolo - +39.328.5574976 - margherita.bertolo@thanai.it

Investor Relations Labomar

Claudio De Nadai - +39.0422.677203 - claudio.denadai@labomar.com

Mara Di Giorgio - +39 335 7737417 - mara@twin.services

Euronext Growth Advisor

Banca Mediolanum - +39 02 9049 2525 - ecm@mediolanum.it