

Press Release

Berenberg takes 3.79% stake in Labomar

Founder and CEO Walter Bertin: "This transaction confirms the growing esteem in which Labomar is held and its clear strategic trajectory"

Istrana (TV), August 9, 2021 - Joh. Berenberg, Gossler & Co. KG¹, an international institutional investor, has taken a 3.79% stake in Labomar (AIM Ticker: LBM). Walter Bertin, founder and Chief Executive Officer of Labomar, has accepted the request made by the German fund to sell, through LBM Holding, 700,000 shares (equal to approx. 3.79% of the total outstanding shares), at a price of Euro 12.70, which includes a discount of almost 5% on the closing price of Friday, July 30 (Euro 13.35). The value of the transaction is therefore approx. Euro 8.89 million. The sale was carried out in BTF (Block Trade Facilities) mode, as a result of which Walter Bertin's holding, through LBM Holding, decreased from 71.1% to 67.3%.

Walter Bertin, founder and Chief Executive Officer of Labomar, stated:

"We decided to open Labomar's ownership to Berenberg after numerous contacts. The undertaking of a stake by such a major globally recognised investor is a very important step for our Company. This transaction completes a journey that over the last quarter has seen a growing interest in Labomar also among investors usually less interested in Italian "Small Caps". This interest is a great compliment and rewards the strategic path embarked on by our company, which is also testament to Italian excellence in the research and production of food supplements and medical devices. I am also confident that the consequent increase in the free float will be appreciated by all our investors".

Banca Mediolanum (as Nomad) and Intesa Sanpaolo - IMI Corporate & Investment Banking (as Global Coordinator) granted a waiver to the Lock Up agreements signed with LBM Holding prior to the listing.

The Transaction was co-ordinated by Bmodel as the Company's Corporate Financial Advisor, through Founder Claudio De Nadai and Senior Partner Martina Torresan. CFO SIM acted as Corporate Broker.

¹ Mandated as Portfolio Manager on behalf of certain investment funds



COMPANY INSPECTED BY CERTIQUALITY
FOR THE COMPLIANCE TO
GMP
CODE OF FEDERAL REGULATION,
TITLE 21, VOLUME 2, PART 111



Labomar Profile

Founded by Walter Bertin in Istrana (province of Treviso) in 1998, Labomar is a CDMO (Contract Development and Manufacturing Organization) engaged in the development and production of food supplements, medical devices, foods for special medical purposes and cosmetics for third parties. Its research team creates, develops and manufactures high added-value and innovative content nutraceutical products. Many of the supplements produced by Labomar leverage proprietary technologies which boost the bioavailability of the active ingredients, modulate their gastrointestinal absorption and improve their taste. 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 high quality and productivity standard full service. The company boasts a well structured and cutting-edge research and development department, 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 2020 preliminary consolidated revenues of approx. Euro 61.1 million (at like-for-like exchange rates approx. Euro 61.5 million), up 26.3% (27.2% at like-for-like exchange rates) on 2019. The 2020 figure includes - for the first time - the revenues and margins of the Canadian ImportFab for a full year, acquired in October 2019. Labomar SpA's revenues in 2020 were approx. Euro 51.8 million (+10.2% vs 2019).

In July 2021, Labomar acquired 63% of the Welcare Group. The Group comprises Welcare Industries S.p.A. and Welcare Research S.r.l., producers of medical devices for skincare, with its registered office in Orvieto.

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.

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