

Press Release

**Labomar: consolidated revenues increase to Euro 65.4 million in 2021,  
+7% on 2020**

Bertin: "A significant boost from Welcare and Labiotre,  
with double-digit growth in H2"

Istrana (TV), January 20, 2022 — Labomar SpA (Ticker: LBM), an Italian-based international nutraceutical enterprise and listed on the Euronext Growth Milan market, reports preliminary consolidated revenues of approx. Euro 65.4 million (unaudited).

Consolidated revenues include - in addition to Labomar Spa and Entreprises ImportFab Inc. - the companies acquired in 2021, i.e. the Welcare Group, from the second half of the year and Labiotre Srl for the month of December only.

A 7% increase on 2020 consolidated revenues (of Euro 61.1 million) is reported.

Including the revenues of the subsidiaries acquired in the year as if the transactions had been completed at the beginning of 2021, revenues would amount to Euro 74.2 million, up 21.5% on the 2020 consolidated figure.

Revenues were however Euro 61.4 million considering only Labomar Spa and Entreprises ImportFab Inc. (like-for-like scope), up 0.6% on 2020, supported by H2 growth of over 10%, with both the parent company (+9.2%) and the Canadian subsidiary (+15.4%) contributing. The latter was able to resume current production activities without further government restrictions.

Labomar SpA revenues alone in 2021 were approx. Euro 53.8 million, up nearly 4 percentage points on 2020 and entirely materialising in the second half of the year, after a first half - the most challenging period of the pandemic - in which the company substantially maintained its historic size.

*"I am extremely satisfied with the preliminary indications of Labomar Group revenues for 2021," outlined CEO and founder Walter Bertin, "firstly as they are in line with the outlook communicated to the market, and secondly because of the contribution from the companies that joined the Group scope last year, through two strategic acquisitions that have completed the control of the nutraceutical sector supply chain. Welcare and Labiotre have in fact strongly driven our growth, which we will further consolidate this year. 2021 was not an easy year with the continuation of the pandemic, which fortunately was less dramatic and complicated than 2020: once again, the company's resilience and its ability to adapt and deal with change have*



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*allowed us to hit our targets, broadening our scope of revenues both among our existing customers and new large customers.*

Labomar Board of Directors will approve the draft financial statements at 31 December 2021 on March 30th.

### 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.

In July 2021, Labomar acquired 63% of the Welcare Group. The Group comprises Welcare Industries Spa and Welcare Research Srl, producers of skincare medical devices, with its registered office in Orvieto. In December 2021, the holding increased to 70%.

In November 2021, LaboVar Srl was established - 51% owned by Labomar and 49% by Var Group Spa (a wholly-owned subsidiary of the listed STAR Sesa Spa) - for the sale of nutraceutical products on an e-commerce platform in the Chinese market.

Also in November 2021, Labomar acquired control of Labiotre Srl, a Tuscan enterprise specialising in the production of plant extracts, fully integrating the supply chain concept advocated by Labomar.

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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