

Press Release

## **Bayer recognises Labomar as Best External Partner 2021**

Commitment to develop and launch two products in record time during the pandemic recognised

Istrana (Treviso), February 1<sup>st</sup>, 2022 — Labomar SpA (Ticker: LBM), an Italian-based international nutraceutical enterprise listed on the Euronext Growth Milan market, is one of Bayer's four "Best External Partner" for 2021. The pharmaceutical multinational made the announcement in recent days through its Bayer Consumer Health division - with which the Treviso-based enterprise has collaborated for over seven years.

Bayer on the one hand highlights its key partnerships for 2021 with this recognition, while also underlining the major contribution to innovation from outside companies.

Labomar - the only Italian company among the four awardees globally - has been recognised for its commitment and speed in developing and launching on the EMEA (Europe, Middle East, Asia) market two cough and cold and nutrition products. All of this during the pandemic and at a record speed of 12 months.

Walter Bertin stated: *"This award further boosts the well-established and high-performing partnership between Labomar and Bayer. I am very pleased with this recognition, which also confirms our team's commitment to offering customers - and through them end-consumers around the world - high-level compliance and user experience of innovative and effective products. Guaranteeing the development and launch of two products on the market in just 12 months - and even during the height of a pandemic - confirms the depth of know-how among our entire Group and its personnel".*

The Bayer Best Partner 2021 Award was presented to Labomar during an online ceremony and, rather than sending a trophy, Bayer decided to donate the equivalent cash value to Vitamin Angel, a US non-profit that will use the money to support more than 500 women and children in poverty.

This recognition comes one year on from the official signing of the exclusive commercial agreement between Labomar and Bayer with the goal of launching four products to extend the new "Aspi Gola® Natura" brand range.



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FOR THE COMPLIANCE TO  
**GMP**  
CODE OF FEDERAL REGULATION,  
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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.

Labomar reports for 2021 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.

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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