

LABOMAR Mid&Small in London 2022

London, March 31, 2022



WALTER BERTIN



Founder & CEO

Founded Labomar in 1998 from the “Farmacia Bertin”

Member of Assindustria Veneto Centro since 2012

Graduated in pharmaceutical science and completed a Master degree in Lean Mangement

CLAUDIO DE NADAI



IR & Board Director

Consultant for Labomar since 2007 on financial strategy and Board Member since 2018, he led the asset deal of ImportFab and Welcare

After 13 yars as CFO and General Manager of an Italian SME and a past entrepreneurial experience in agri-food, he founded BModel (corporate finance boutique)

CLAUDIO CRESPIAN



CFO

Joined Labomar Group in 2021 and appointed as CFO

15 years in extensive previous experience as CFO and M&A in international structured Companies, previous experience in a big4 Audit Firm.

Vice President of ANDAF North East (CFO association)

1

*Heritage,
Vision & Mission,
Sustainability*

2

*Labomar
Stand Alone*

3

*Labomar Business
Model Evolution*

4

*2021 Financial
Statements and
2022 Guidance*

5

*Focus Single
Controlled Companies*

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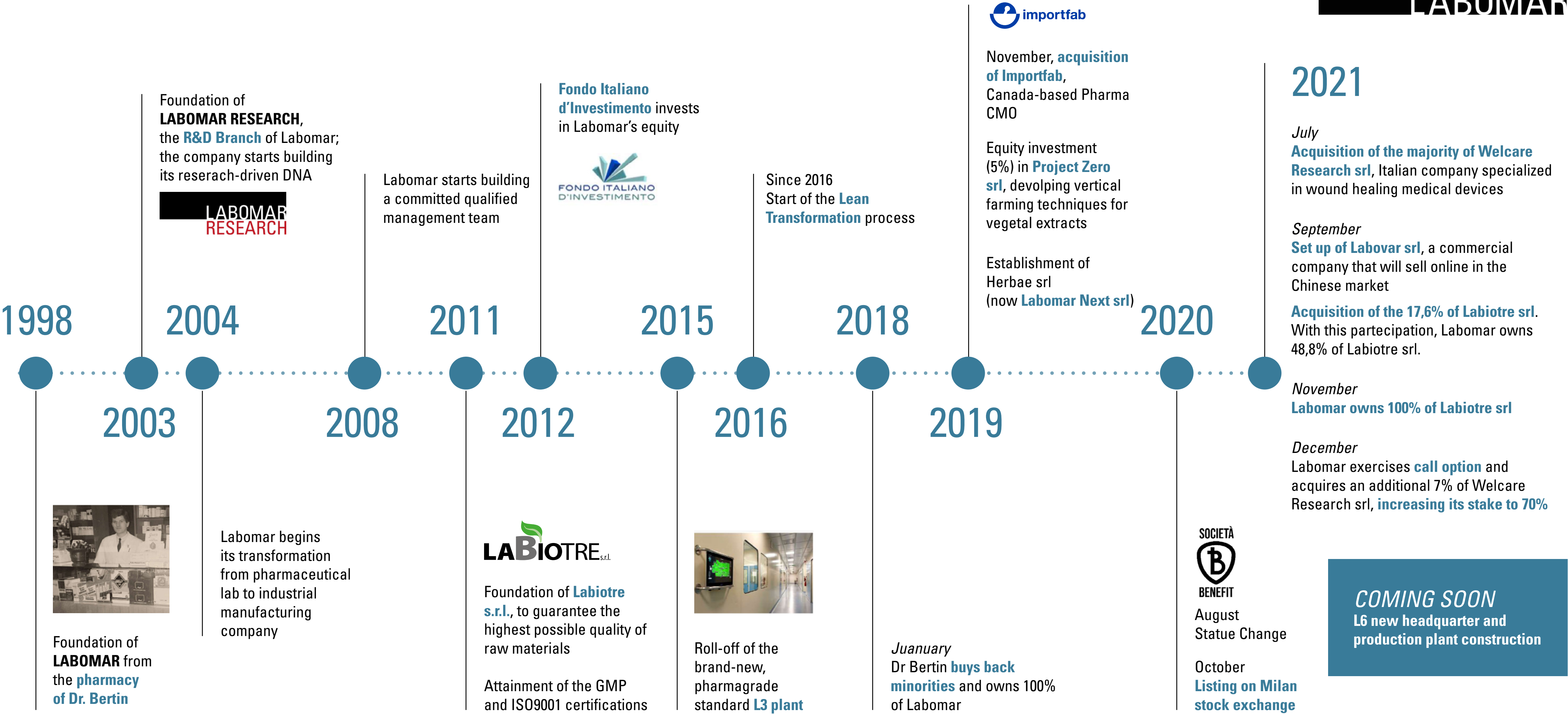
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Source: Management



VISION

We improve well-being and the quality of people life

MISSION

We work together with passion, to conceive and manufacture products and services for well-being, with respect to the environment.

We innovate with courage, proud to belong to a great family



“We strongly believe
in sustainability

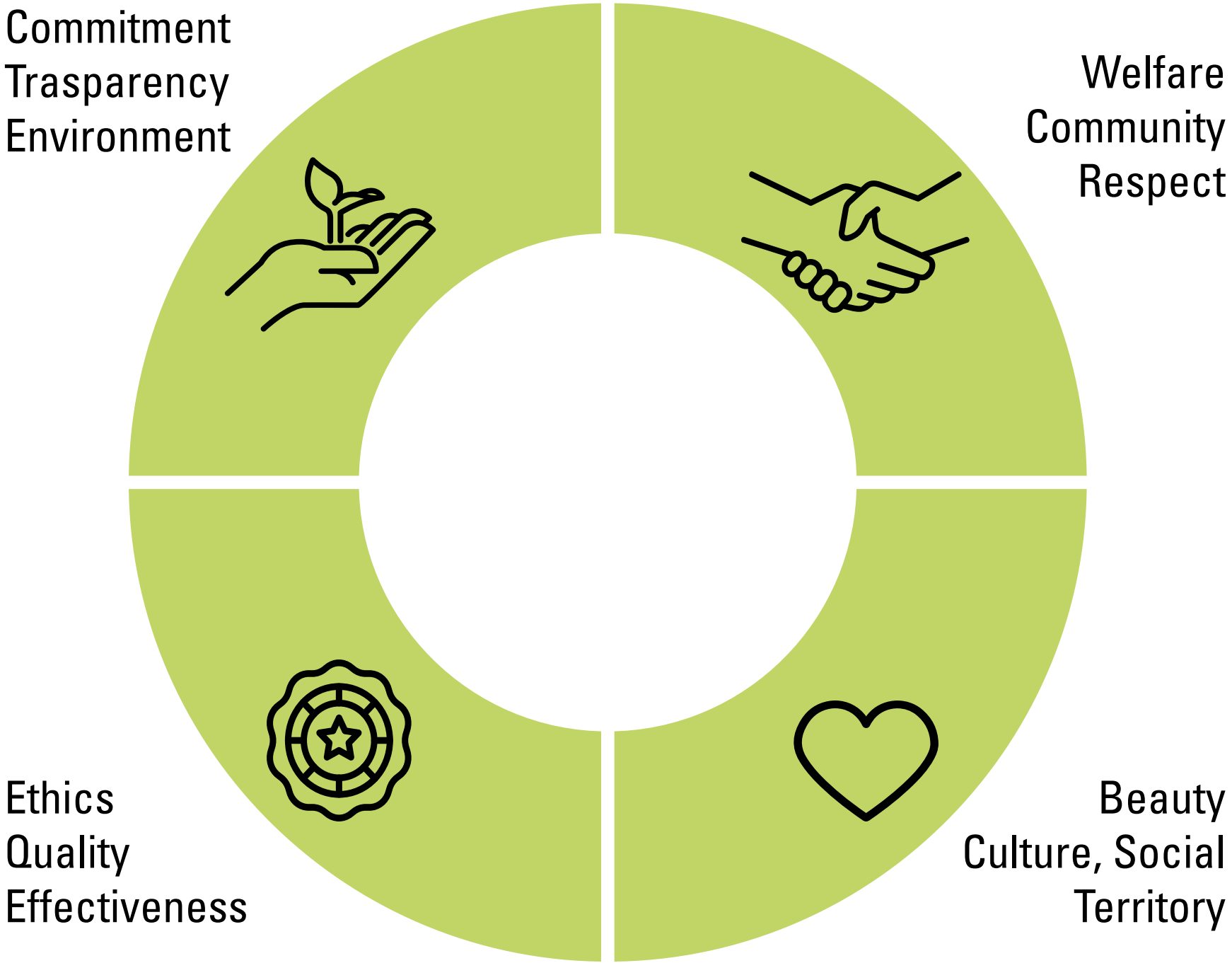


OUR GOAL
FOR 2022





SHARED
BENEFIT
GOALS



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Labomar is a One Stop Shop CDMO, able to produce a wide range of nutraceutical products, medical devices, foods for special medical purposes, both taylor made and ready to sell

A wide range of pharmaceutical forms and therapeutical areas makes up our taylor made offer

FORMS	2021
Liquids	35,09%
Tablets	24,96%
Powders	21,43%
Capsules	9,30%
Others	6,47%
Microtabs	1,36%
Gel&Creams	0,81%
Softgel	0,59%
Total	100%

THERAPEUTICS AREAS	2021
Others	23,27%
Probiotics	17,22%
Gastroenterology	12,39%
Vitamins & Minerals	10,02%
Cough & Cold	7,51%
Sleep and stress Disorders	7,00%
Cardiovascular	6,16%
Energy	4,42%
Antiox	4,17%
FSMP	3,14%
Immunity	2,49%
Gynecology	2,22%
Total	100%



RISK DIVERSIFICATION

READY TO SELL PORTFOLIO



LABOMAR
PORTFOLIO
2021



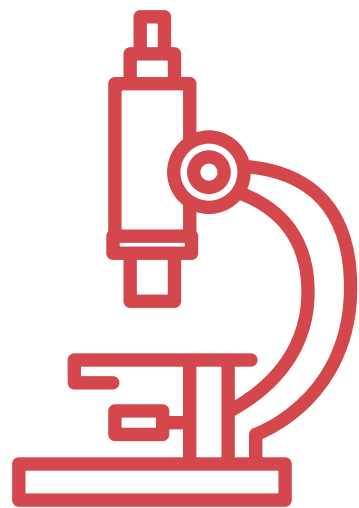
Source: Management

**This is possible thanks to Labomar Innovator DNA
and its pro-active scientific marketing activities**



INNOVATOR DNA

Labomar core activities consist on scientific research and development of constantly new and patented technologies

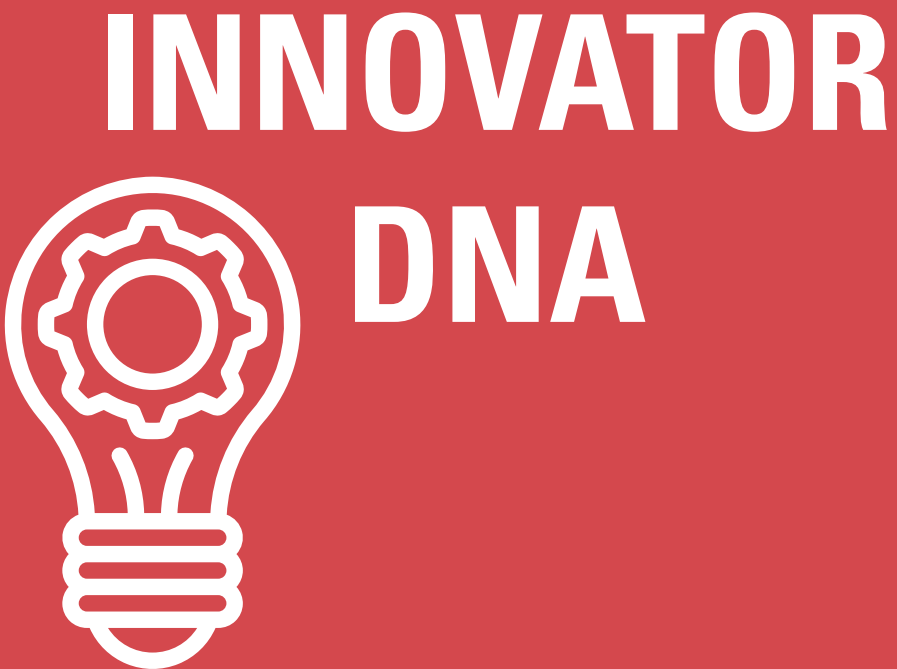
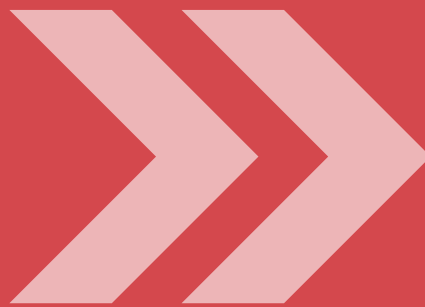
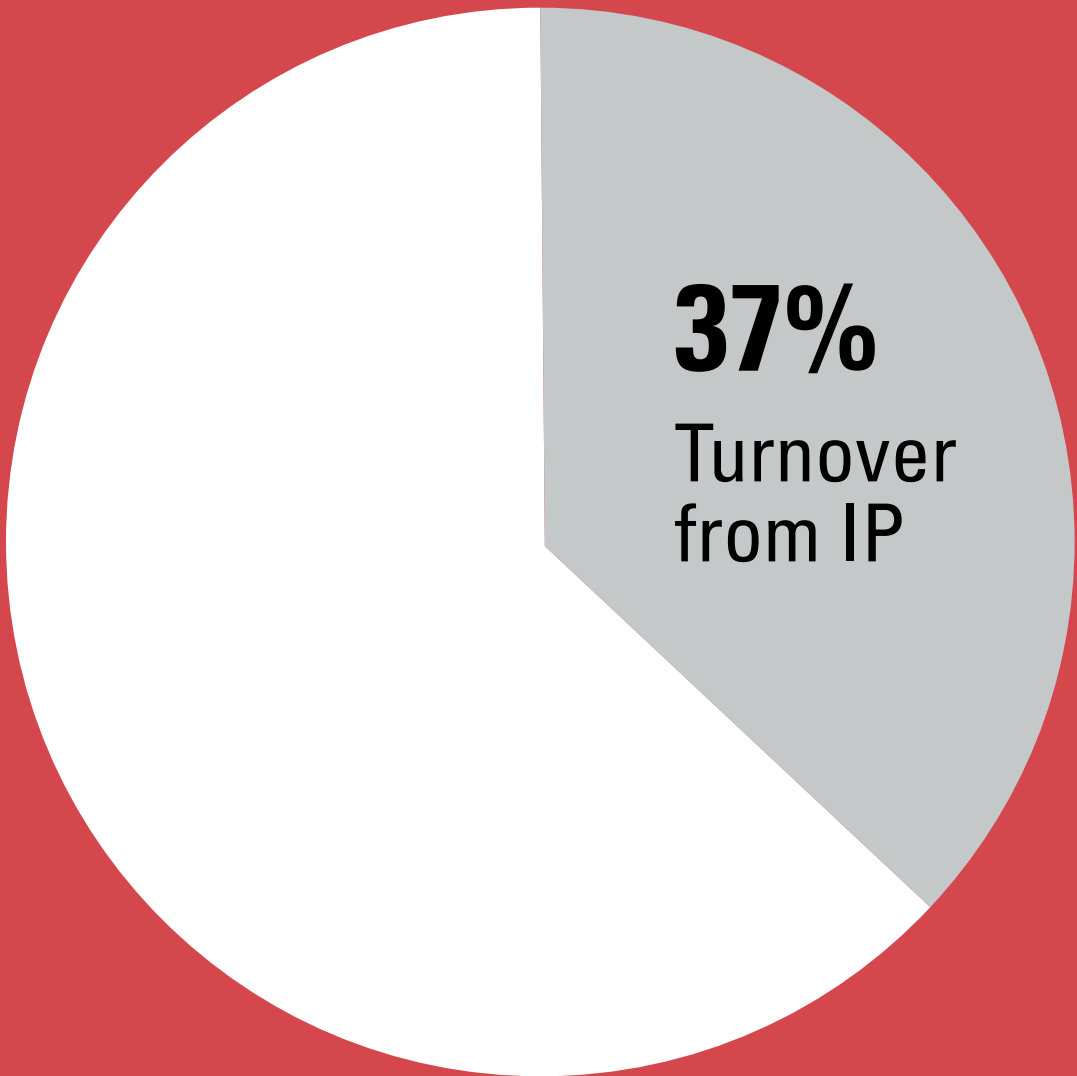


SCIENTIFIC MARKETING

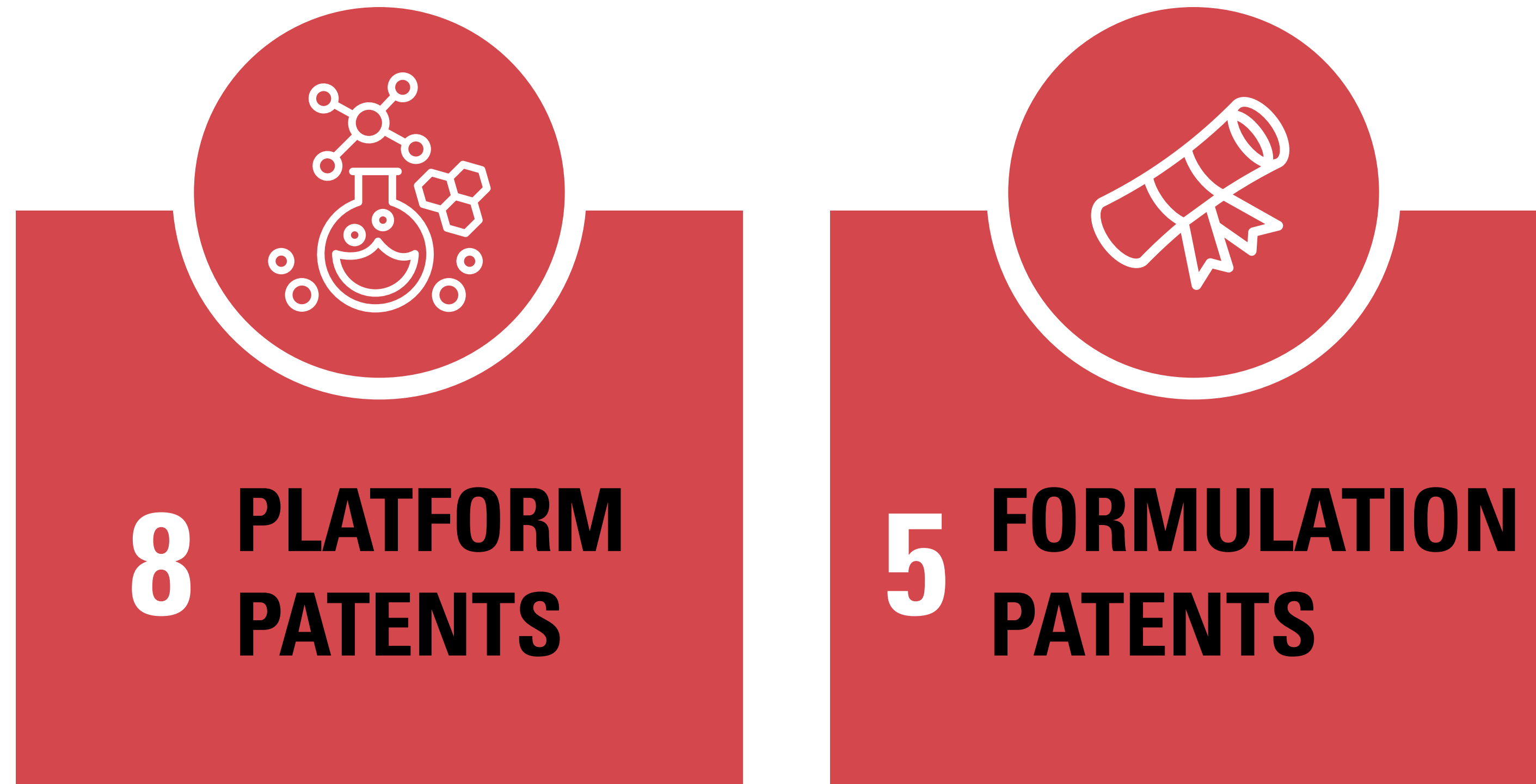
Labomar constantly invests in scientific marketing research in order to bring novelty to the market and give scientific technical support to the commercial proposition



% IP Turnover 31.12.2021

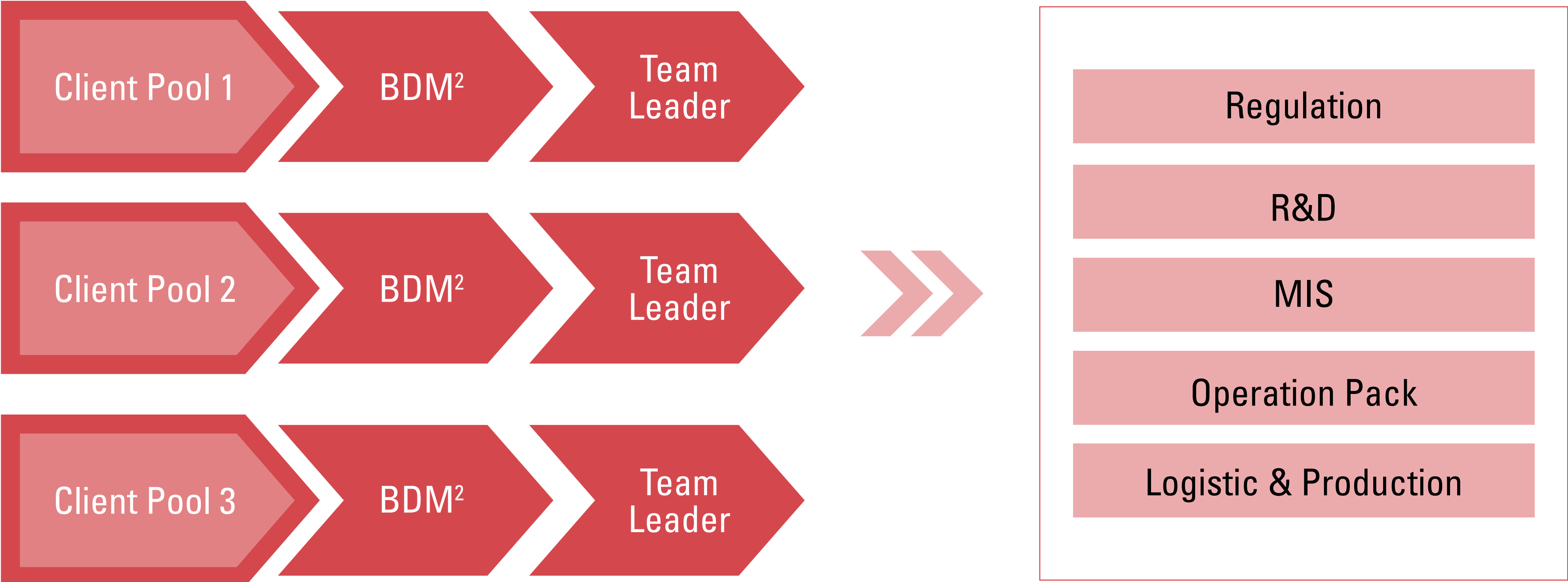


*Note: Data only referred to Labomar stand alone (2021).
In 2020, the % were 30% Turnover from IP, 70% Others*



LABOMAR R&D activities focus on developing **PATENTS AND TECHNOLOGIES**, aiming to improve the DELIVERY OF POORLY ABSORBABLE SUBSTANCES

with unique salesforce for unparalleled client coverage¹



1. Only referred to Labomar stand alone
2. "BDM" means "Business Development Manager"

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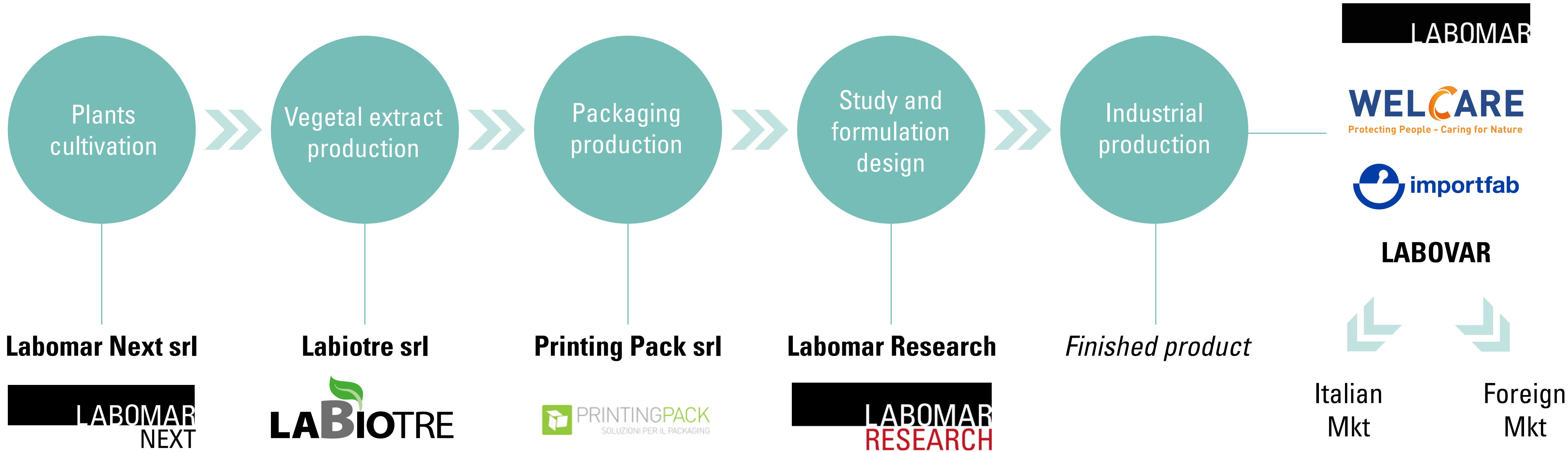
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*Labomar, through the **M&A Process** carried out in the last years, is becoming a **system integrator** with a presence on the entire value chain*

AUTONOMOUS FURTHER MARKET OPPORTUNITIES



R&D

LABOMAR
NEXT

LABIOTRE



*All pharmaceutical form
and all therapeutics areas*

Categories
Probiotics
Cough & Cold
Sleep & Stress disorders
Vitamins
Cardiovascular
Gastroenterology
Antioxidants
Energy
Minerals
FSMP
Immune System
Laxatives
Skin inflammation due to radio/chemio therapy
Wound treatment
Others

LIQUIDS	Syrup, Suspension, Emulsion, Nanoemulsion, Extemporaneus Solutions
TABLETS	Chewable, Swallowable, Microtablets 3mm, Sublingual, Film covered, Modified release, Multilayer, Gastro-resistant
POWDERS	Soluble, Orodispersible, Granulated, Gastro-resistant
CAPSULES	Hard capsules, animal and vegetal origin, softgel capsules
WET WIPES AND GLOVES	Premoistened, sterile gauze and glove
OTHER	Creams, Gels, Ointments, Lotions



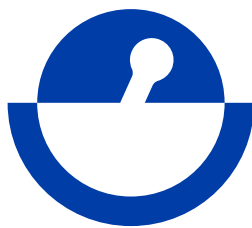
Go to Market

LABOMAR



WELCARE

Protecting People - Caring for Nature



importfab

LABOVAR

Big pharma company



DORMER[®] 211
SIMPLY EFFECTIVE SKINCARE



Alumier[®]



Example of products



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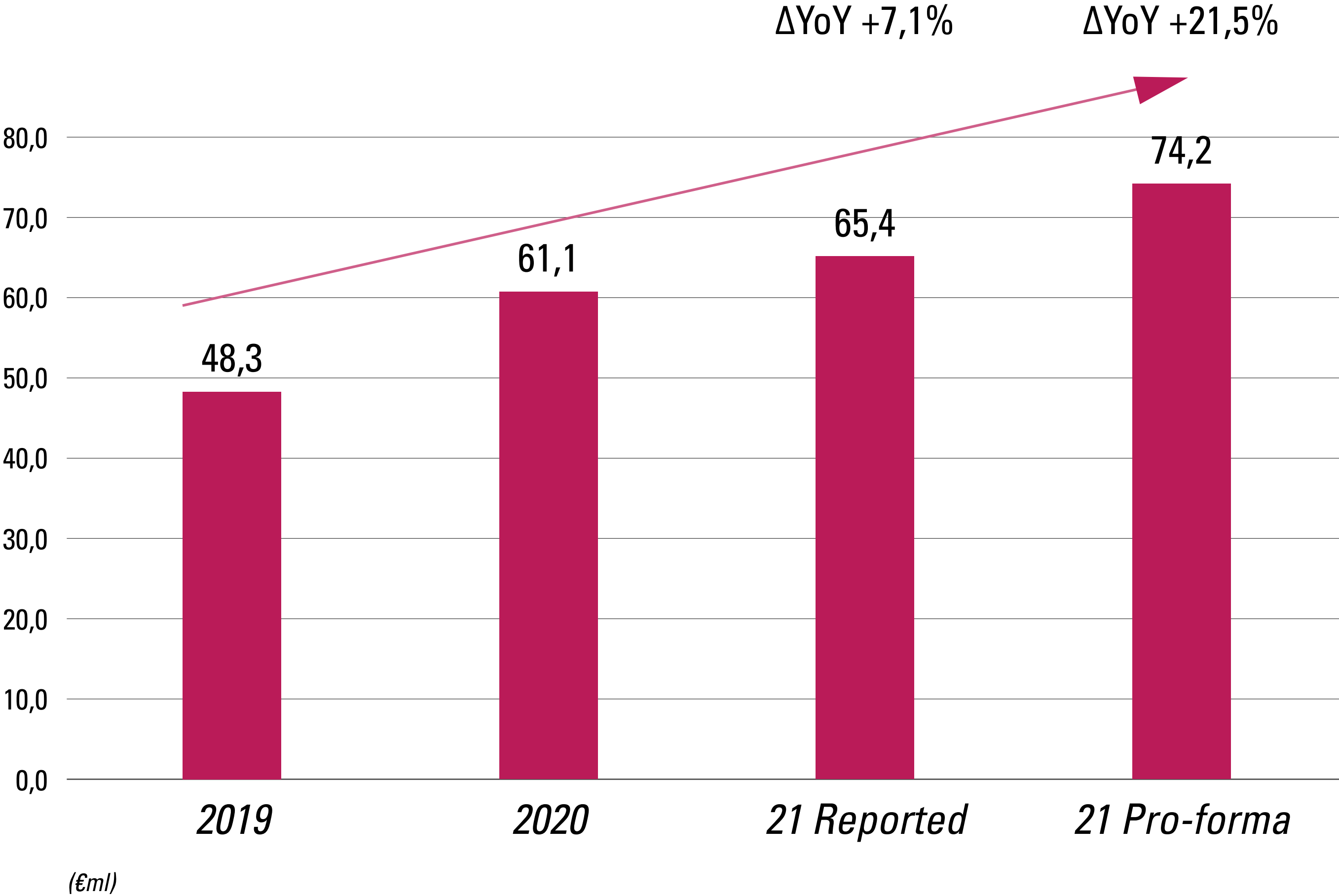
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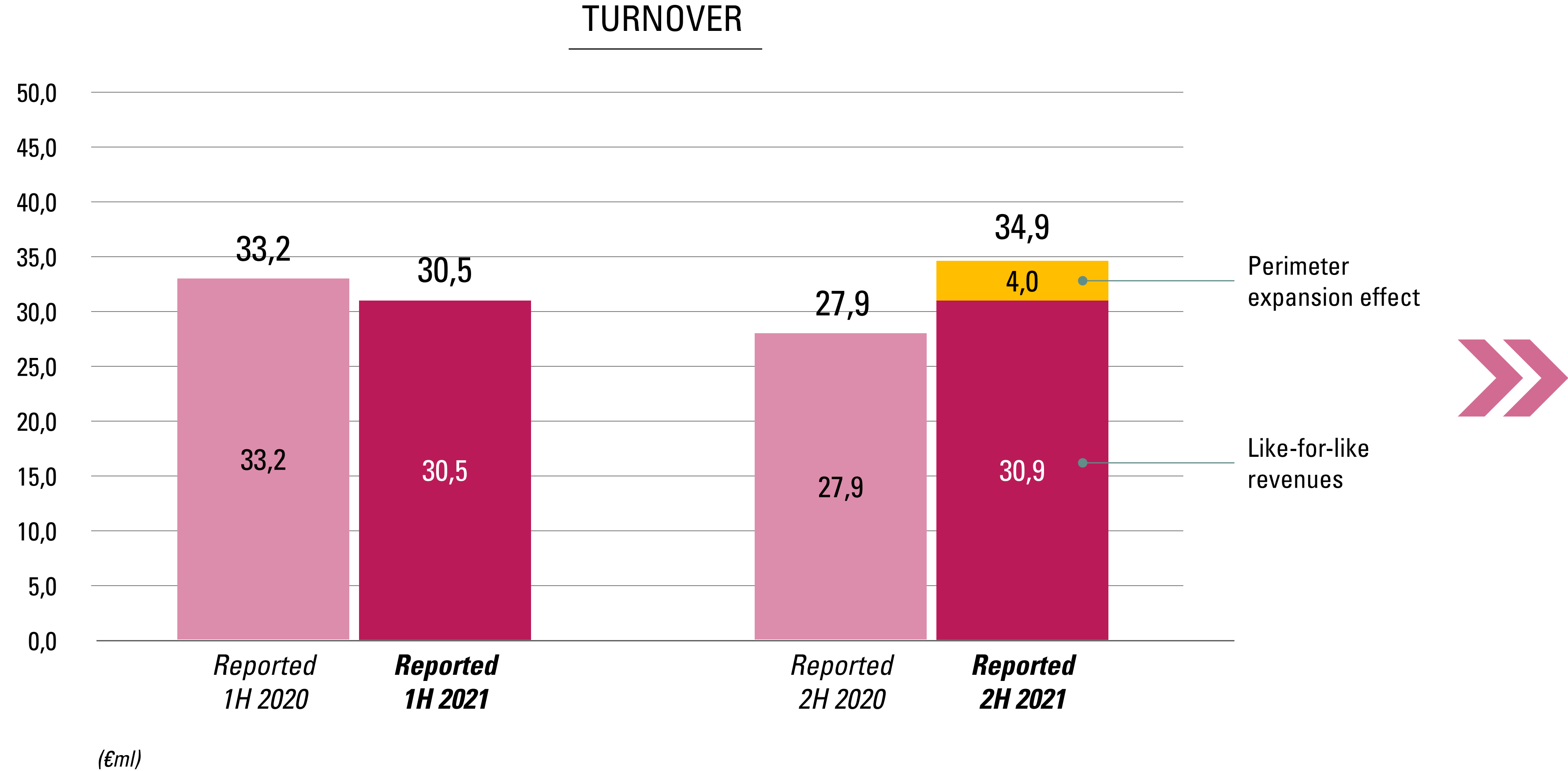


Revenues «Reported» growth YoY: + 7,1%

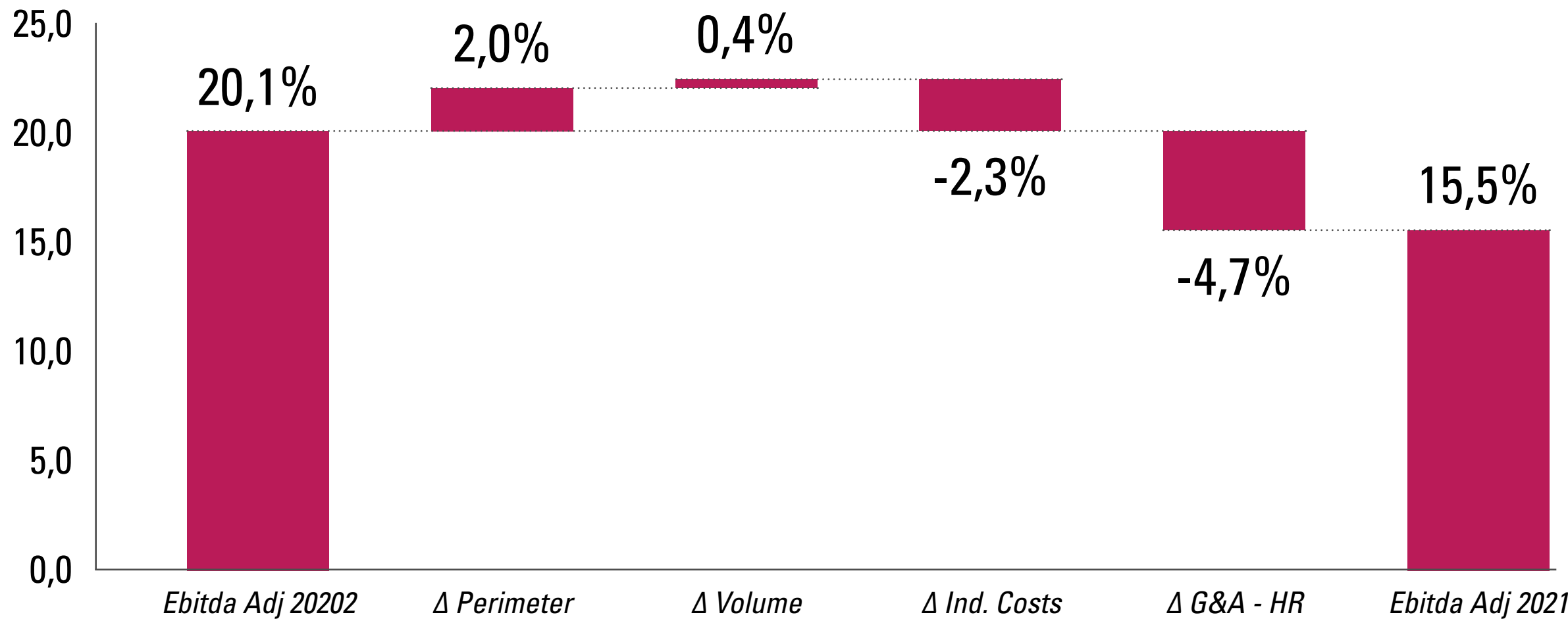
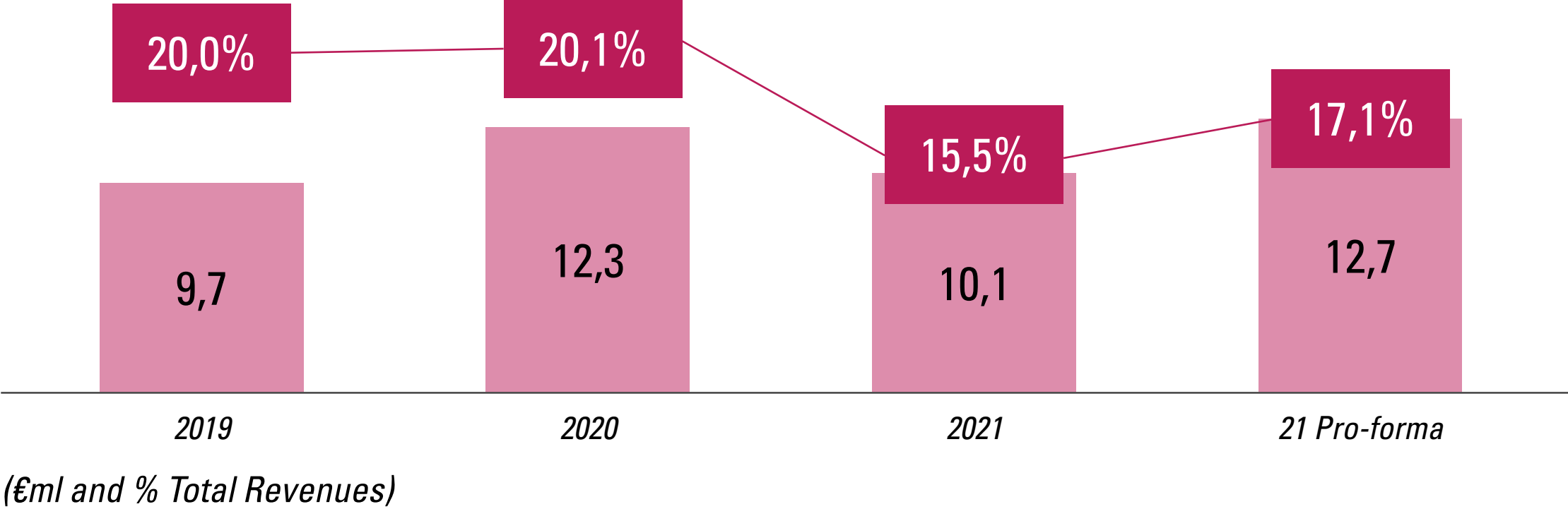
Revenues «Like-for-like» growth YoY: + 0,6%

New companies contribution: € 3,9 ml

Full year Revenues of the new «perimeter»: € 74.2 ml

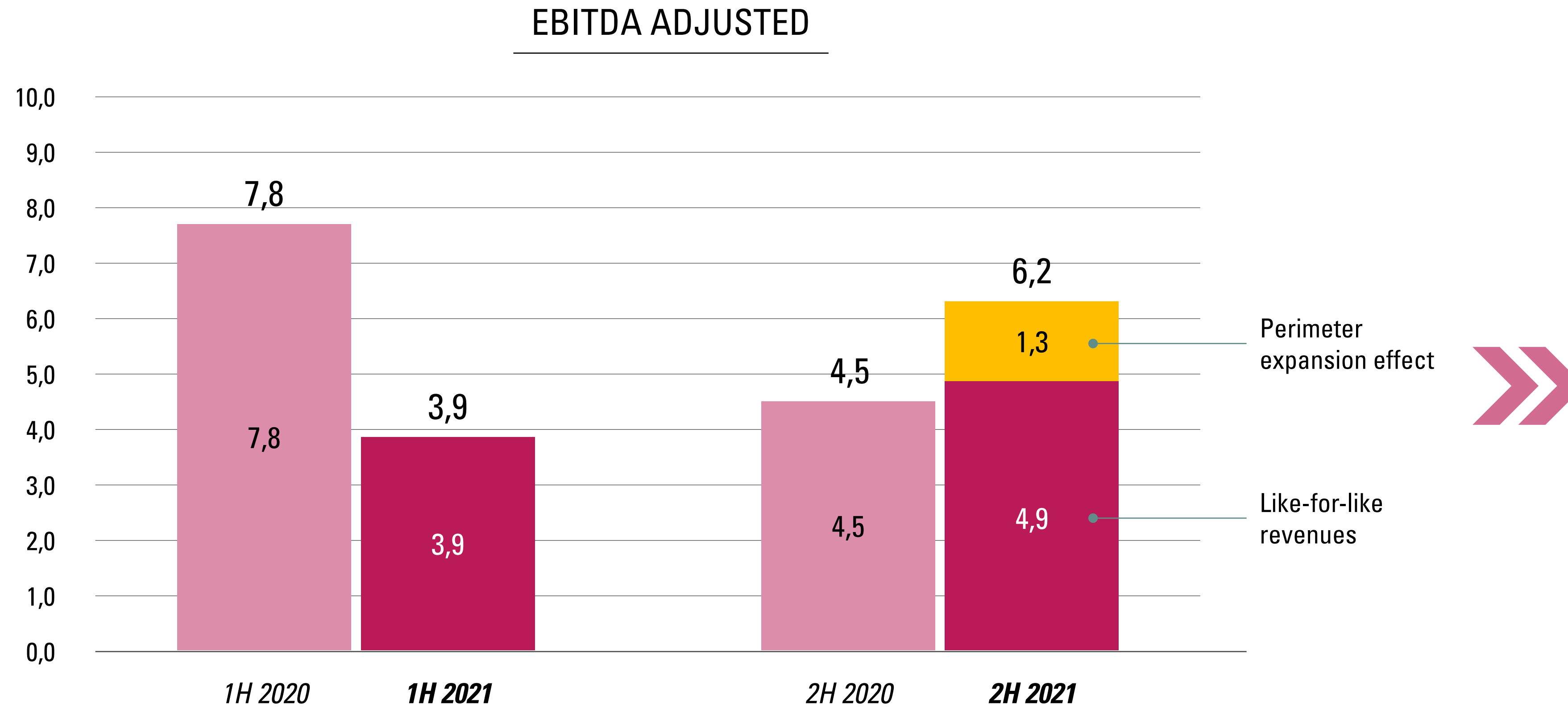


On a like-for-like basis, turnover in the 2H 2021 recorded a positive growth compared to 1H2021 (+10%)



New companies contribution:
€ +1,3 ml (reported basis)

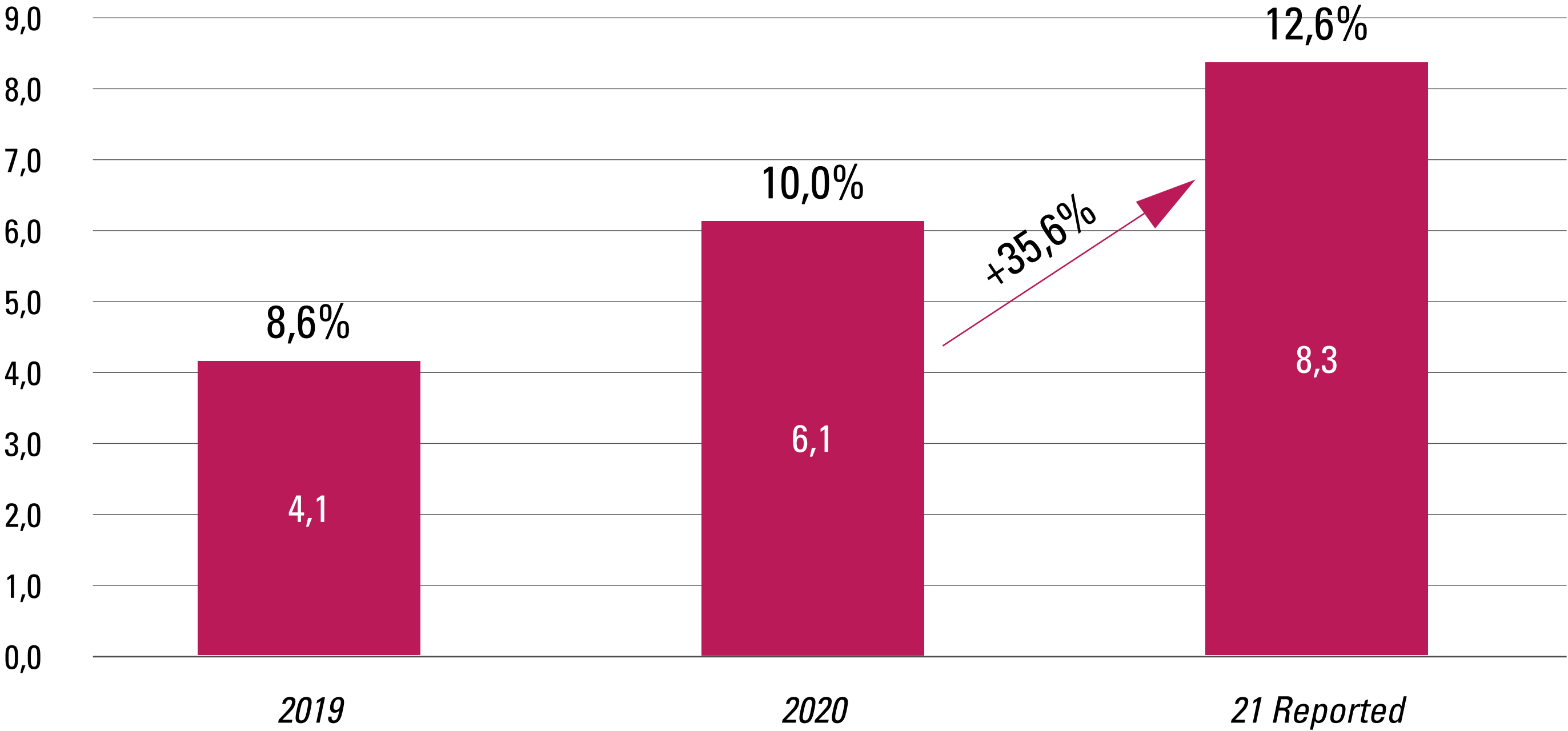
- % Difference on 2020%:**
- Different product mix and lower 1 Margin
 - Lower R&D chargeback
 - Reinforcement on Top Management and Structure



On a like-for-like basis,
1) EBTDA Adj in the 2H 2021 recorded a significant growth compared to 1H2021 (+23,2%);
2) The perimeter expansion add 1,3ml.€ of EBITDA;
3) compared to 2020, while in 1H EBITDA is significantly reduced (from 7,8 to 3,9 ml.€), in 2H the growth is almost 9 points (2H 2021/2020)

(€ml and % Total Revenues)

GROUP NET INCOME



(€ml and % Total Revenues)

Non recurring operations:

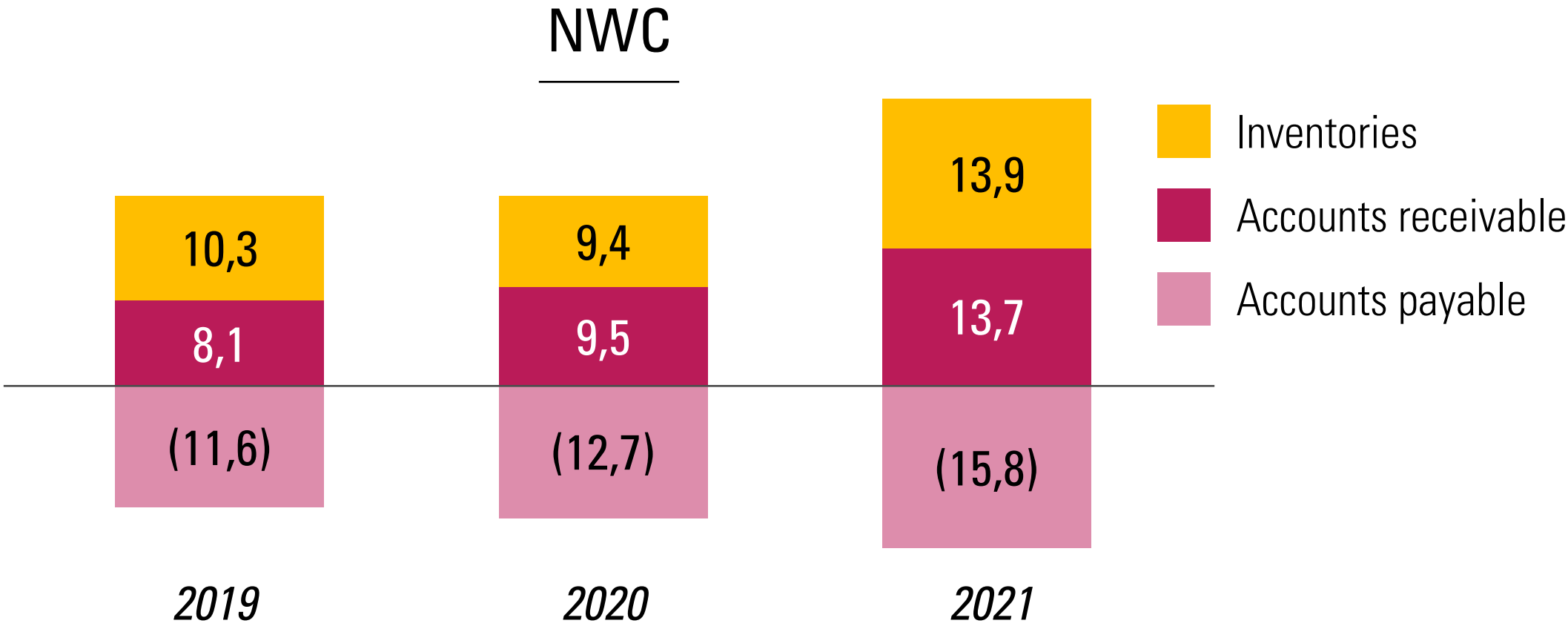
- «Write-off» of Canadian goodwill: - 1,7 € ml
- Adj to «fair value» of Labiotre participation: + 5,5 € ml

Labomar Group Revenues and EBITDA 2021 is very closed to IMI and CFO estimates, as for their last Researches.

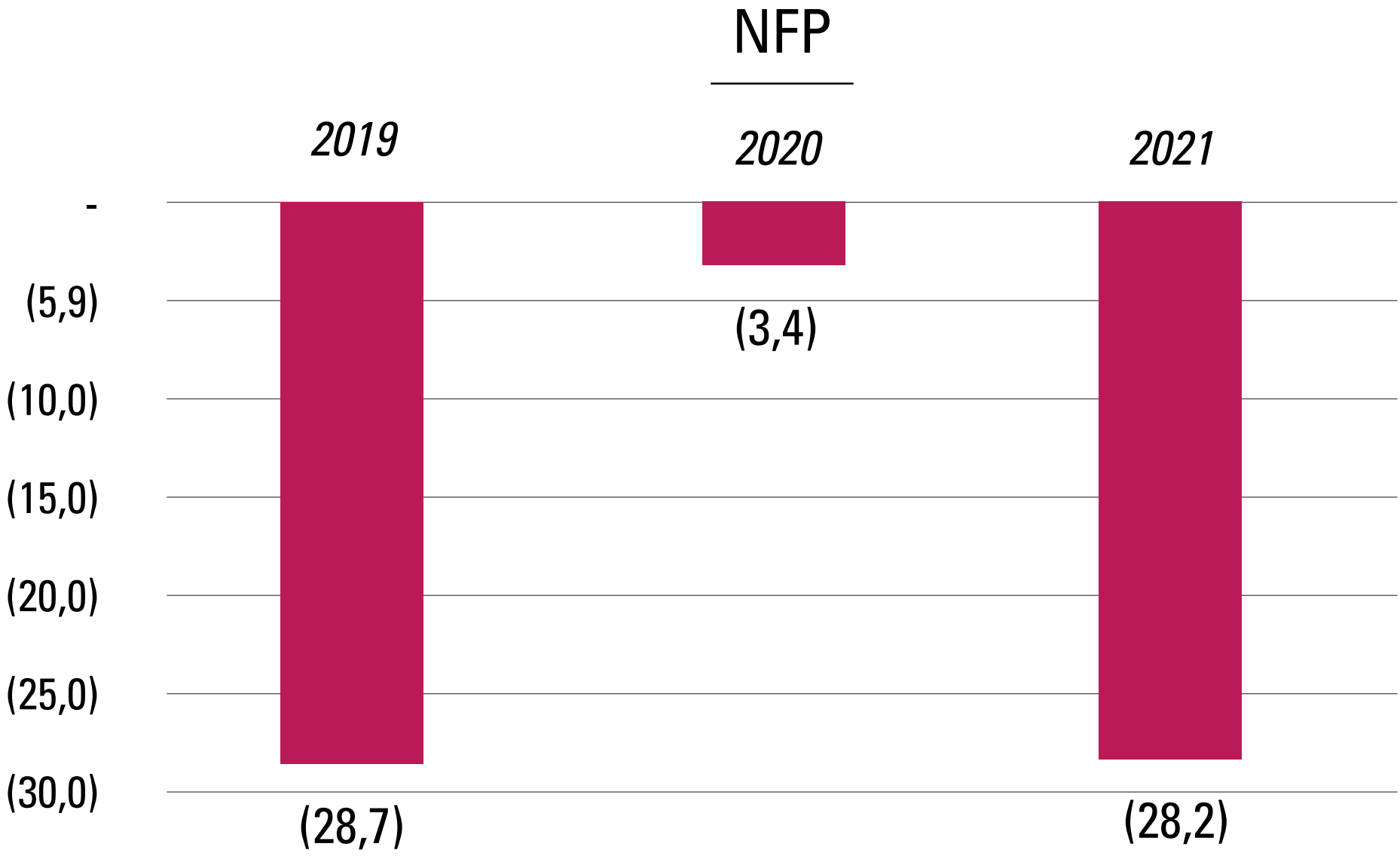
(€ml)	Labomar figures	IMI & CFO Consensus
REVENUES	65,4	65,9
EBITDA Adj	10,1	10,65

Source: Intesa Sanpaolo Research (2022.02.03), CFO SIM Research (2022.01.21)

GROUP NET WORKING CAPITAL | NET FINANCIAL POSITION



	2019	2020	2021
Inventories	8,1	9,5	13,7
Accounts receivable	10,3	9,4	13,9
Accounts payable	(11,6)	(12,7)	(15,8)
Total	6,9	6,3	11,8



Inventories increase:

- Prevent shortage of Raw Material
- New companies: € + 2,3 ml

Trade Account receivable increase:

- Different timing on invoicing
- New companies : € + 2,0 ml

Trade Account payable increase:

- Effect of the higher stock inventory
- New companies : € - 1,8 ml

NFP increase:

- € - 19,0 ml for new acquisitions (70%Welcare; 68,8%Labiotech)
- € - 7,2 ml new liability for the option of Welcare residual shares (30%)
- € + 1,4 ml carried in by new companies

Payout dividend 2021= euro 2 ml

Net profit 2021 is higher than 2020, but this is linked to the effect of the financial revaluation.

»» Payout dividend 2022= euro 1,8 ml

Starting point 2021

74,2 ml. € of group pro-forma revenues, with a double digit growth YoY **+21,5%**

What about 2022?

There are some problems related to the particular economic, sanitary and political context we are going through.

Difficulties in the procurement of some raw materials
(lengthening of times and increase in costs);

Some operational problems still related to Covid-19
(i.e. absence of workers due to positivity, fewer visits than usual by Medical Representatives to Prescribers and Pharmacists, ...);

Russia-Ukraine War impact

HOW LABOMAR FACES THESE SITUATIONS?

Reinforcing its procurement organization & searching continuously new back up suppliers

Managing to incentive a lower absenteeism rate & organizing a 'long bleachers' of temporary workers

Avoiding any Russian or Ukrainian addition, either in Customers or in Suppliers

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LABOMAR
NEXT

a BLUE OCEAN Project
for a more responsible
and sustainable production,
in accordance with

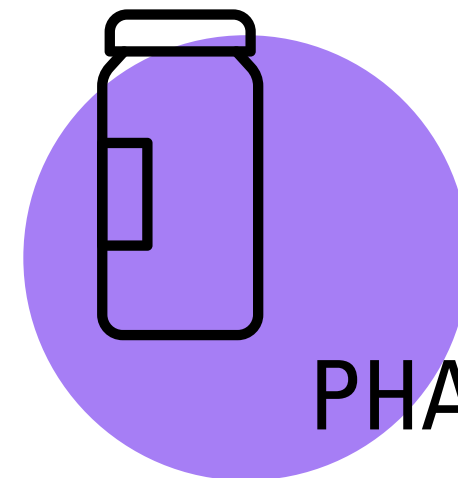


The Company studies solutions derived from specific plants rich in active ingredients that could support and give ideas to R&D Dept.

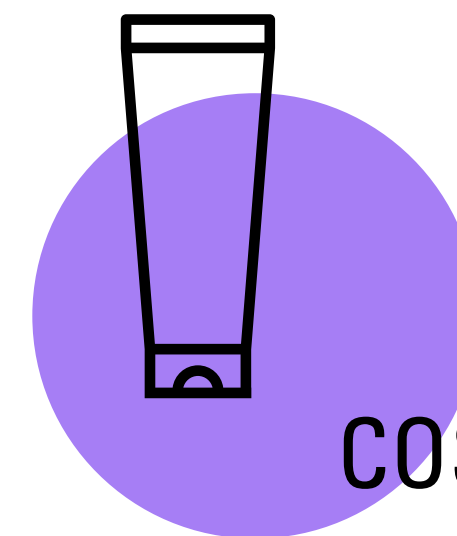
raw materials, ingredients



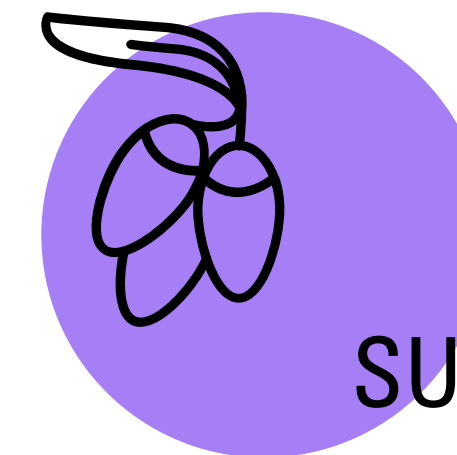
NUTRACEUTICALS



PHARMACEUTICALS



COSMETICS



SUPER FOOD

3 ONGOING R&D PROJECTS:



Next generation
nutraceutical ingredients



Medical Cannabis



Micro greens



a strategic integration
upstream of the supply chain

Labiotre aim is the manufacturing of
botanical extracts with a full control
on the value chain, in order to guarantee
the highest qualitative standards.





FOCUS ON SOFT-GELS

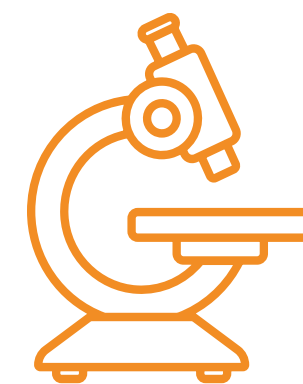
A brand new plant, built with the highest quality standards, that offers flexibility of the batch sizes, owing to the different production lines, thanks to the deep expertise of the technicians involved in the manufacturing process.



WELCARE
Protecting People - Caring for Nature

a boost for internationalization and complementary business

It develops safe, effective and innovative solutions to prevent and solve skin infections and lesions related to hygiene and pathologies.



10%
of yearly turnover is
invested in R&D and
production capacity

present in more than

20
markets across **5**
continents

A CLEAR CROSS SELLING SYNERGY WITH A BRANDED COMPANY

—
Product development, regulatory assistance, manufacturing for

—
More than 20 foreign markets (i.e. well based in Middle East)

—
Market channels: hospitals, hospices, house assistance, pharmacy



an Highway for North American presence

It manufactures semi-solid and liquid products and it is, essentially, a benchmark for modern, efficient production, assured through the use of highly performing equipment.

PHARMACEUTICAL
FORMULATIONS

NUTRACEUTICAL dietary
supplement manufacturing

COSMETIC and
cosmeceutical products



Labomar Synergies with ImportFab:

Labomar R&D dept offers a lot of production solution to Importfab, to be realized and distributed in Canada and North America through its current customers and prospects

Opportunities for Labomar to serve its typical customers that distribute in Canada and North America, thanks to Importfab manufacturing capabilities and its certifications.





The diagram illustrates the formation of Labovar through the combination of Labomar and Sesa. On the left, the Labomar logo (a black rectangle with the word 'LABOMAR' in white) is followed by a plus sign. In the center is the Sesa logo, which consists of the word 'Sesa' in a blue script font with 's.p.a' in a smaller font below it. This is followed by an equals sign and the word 'LABOVAR' in a large, bold, black sans-serif font.

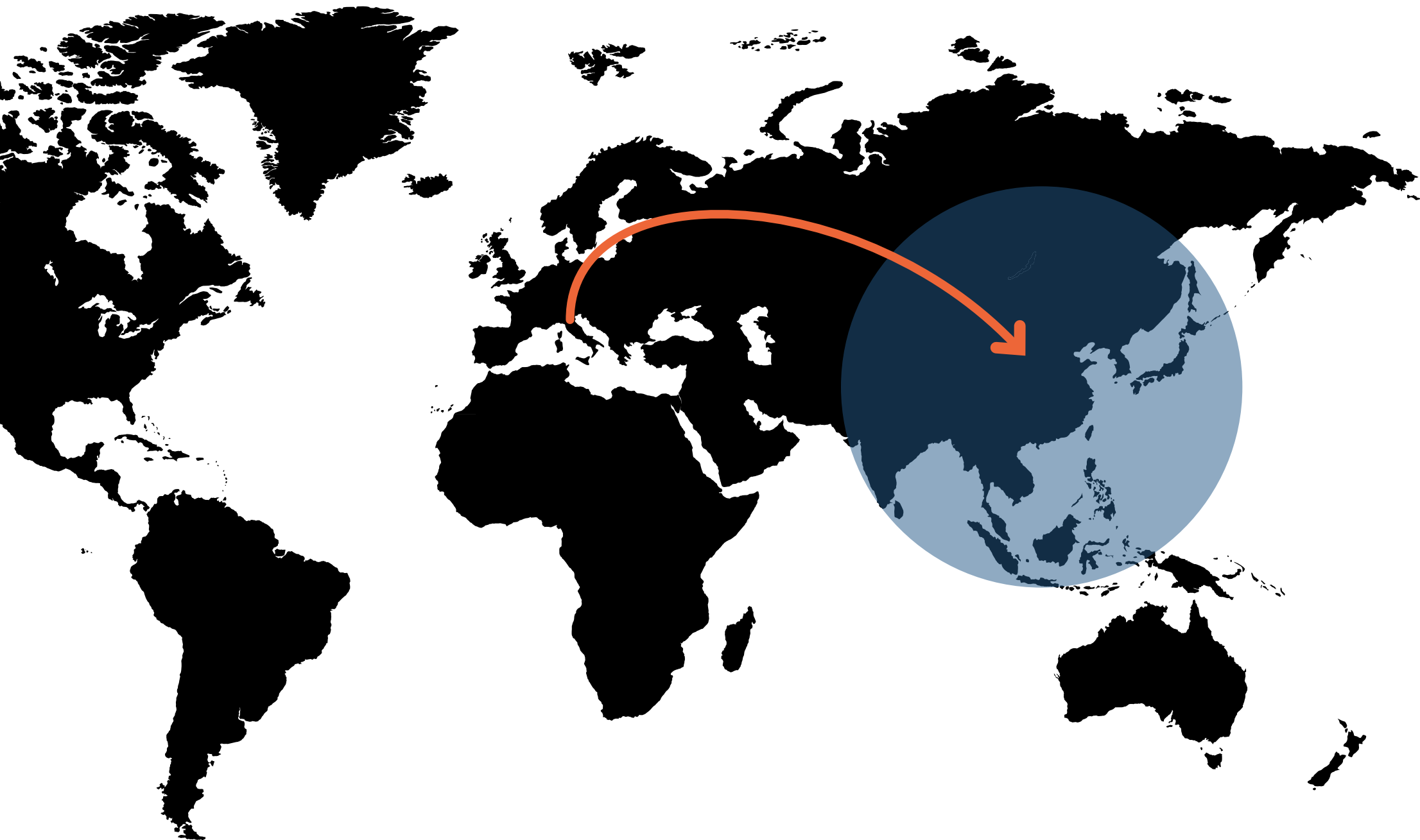
WHO

Labomar in partnership with Sesa (EuroNext Star Public Company, 2,2 bn.€ of revenues), reference player in Italy in technological innovation and digital services for the business segment, through its controlled Company **Adiacent**, specialised in digital e-commerce platforms and digital marketing for international enterprises on the Far East Market.

WHAT

New.Co. (51% Labomar) focused on the development of **Chinese Nutraceutical Market**.

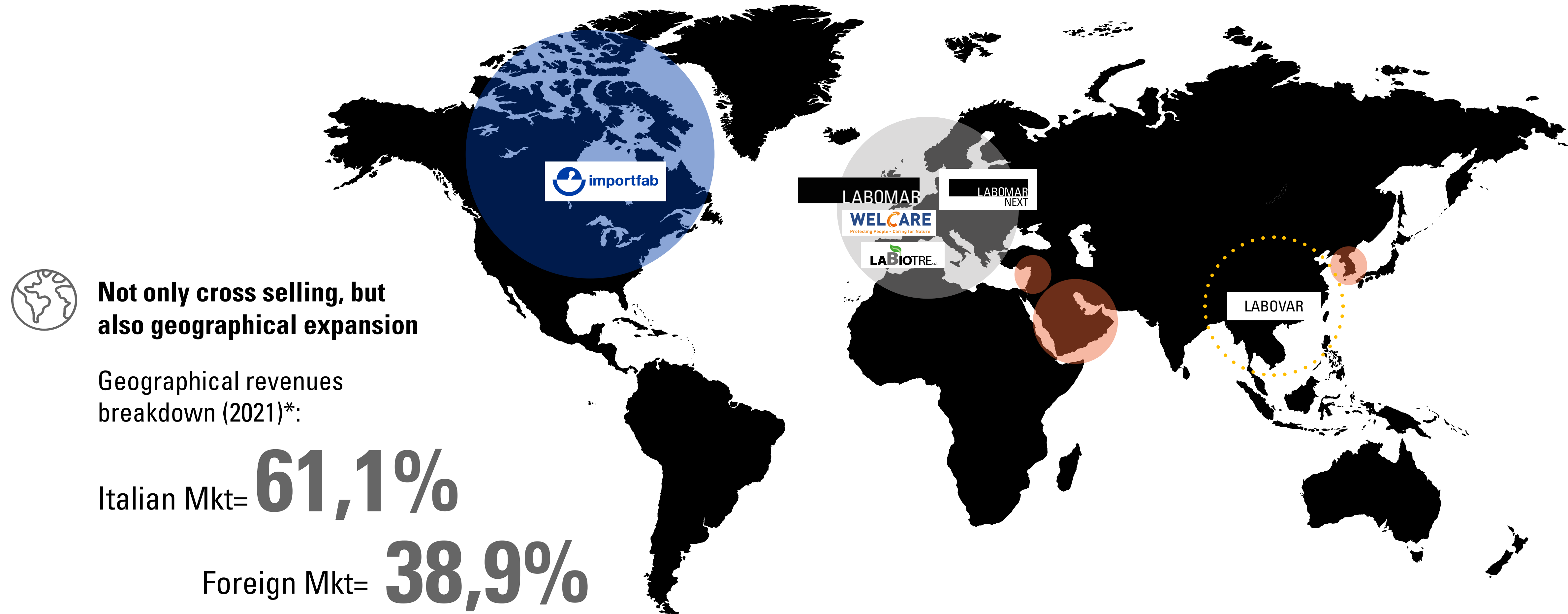
First revenues from 2H 2022



A great opportunity to operate in one of the largest marketplaces in the world (China),

Bringing top-quality and branded products in a business model focused, firstly, on digital sales platforms (T MALL)

And opening physical distribution channels, as a next step.



Source: Financial Statement Labomar Group 2021

Thank you for your attention!

LABOMAR



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