

Press Release

**Labomar: Q1 consolidated revenues  
of approx. Euro 19 million, up 34.4%**

**Like-for-like<sup>1</sup> revenues of Euro 15.6 million (+10.5%)**

Chief Executive Officer Bertin: *"A very satisfying result that includes for the first time all the acquired companies."*

Istrana (TV), April 22, 2022 — Labomar SpA (Ticker: LBM), an Italian-based international nutraceutical enterprise and listed on the Euronext Growth Milan market, announces Q1 2022 consolidated revenues of approx. Euro 19 million<sup>2</sup>.

Consolidated revenues include - in addition to Labomar Spa and Entreprises ImportFab Inc. - the companies acquired in 2021, i.e. the Welcare Group and Labiotre Srl.

A 34.4% increase on Q1 2021 consolidated revenues (of Euro 14.1 million) is reported.

Considered on a like-for-like basis with the previous year, Labomar Spa and Entreprises ImportFab Inc. revenues amounted to Euro 15.6 million, up 10.5% on 2021. This growth is supported by the parent company, which saw a *"probiotics and cough&cold"* product category sales recovery (which were particularly impacted in 2021), in addition to revenue growth for the main international key accounts. The Canadian subsidiary made a significant contribution (+6.5%), despite a number of raw material procurement difficulties.

Labomar SpA revenues in Q1 2022 totalled approx. Euro 14.2 million, up nearly 11% on Q1 2021.

*"I am extremely pleased with these results for the first three months of 2022, not only as they reflect growth, but also as for the first time they include all the companies acquired, each of which has successfully maximised market opportunities, even amid a challenging socio-economic environment,"* outlined CEO and founder Walter Bertin, *"Also on a like-for-like basis, strong revenue growth is reported, highlighting how the Labomar Group has been able to effectively address the supply chain related difficulties. The strategy of controlling the entire value chain introduced by the company has supported the good performance and a return to strong positioning. The trust that continues to be shown to us by both new customers and customers with whom we have an established relationship, many of whom are international, is also strengthened by the numerous awards we have received and allows us to look forward to the rest of the year"*.

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<sup>1</sup> Including only Labomar SpA and Entreprises ImportFab Inc.

<sup>2</sup> Unaudited data

The company also announces that the Shareholders' Meeting call notice was published last April 13 on the [www.1info.it](http://www.1info.it) website, on the company website ([www.labomar.com](http://www.labomar.com)) in the "Governance/Shareholders' Meeting" section, and in extract form in the *IlSole24Ore* newspaper. It shall be held on April 29 at 2PM.

### 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 reported in 2021 consolidated revenues of approx. Euro 65.4 million, up 7.1% on 2020. The 2021 figure includes, in addition to the revenues of the parent company and the Canadian Entreprises ImportFab Inc., also those for H2 of the Welcare Group and, for December alone, of Labiotre Srl. Labomar SpA's revenues in 2021 were approx. Euro 53.8 million, increasing nearly 4 percentage points on 2020.

Labomar in 2021 acquired 70% of the Welcare Group. The Group comprises Welcare Industries Spa and Welcare Research Srl, producers of medical devices for skincare, with its registered office in Orvieto. LaboVar Srl was also established - 51% owned by Labomar - for the sale of nutraceutical products on an e-commerce platform on the Chinese market. Labomar then acquired full control of Labiotre Srl, a Tuscan enterprise specialising in the production of plant extracts, fully integrating the supply chain concept advocated by the company.

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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