

LABOMAR SpA

**H1 2022
Financial Snapshot**

September 29th, 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 Management

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 years 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)

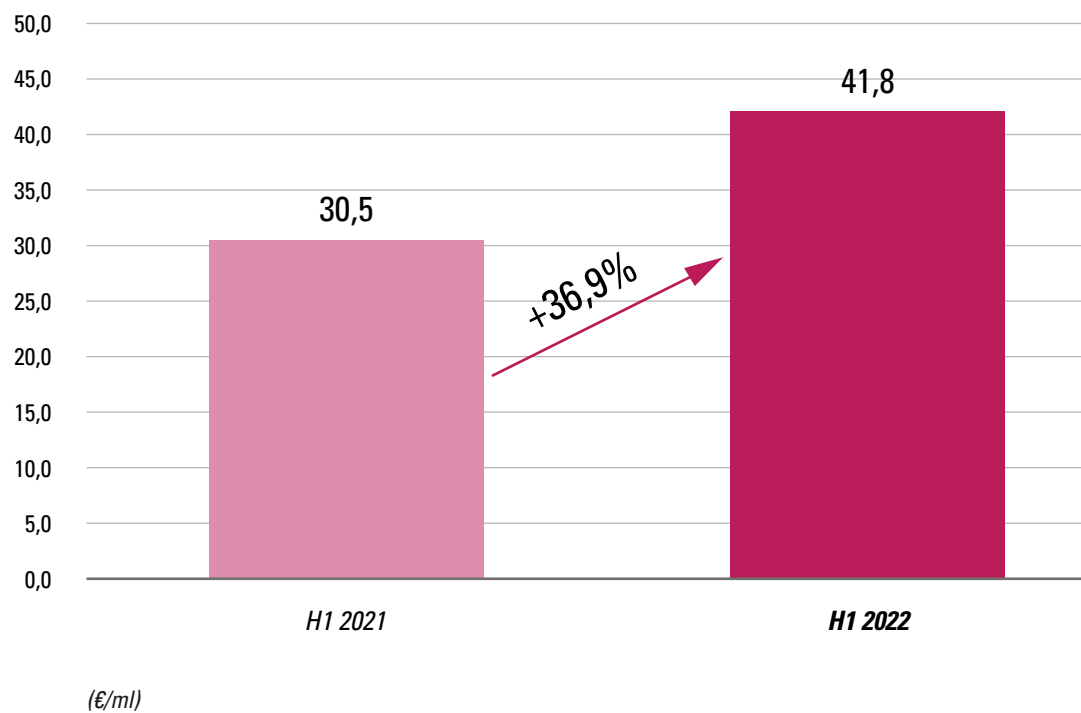
FRANCESCO DA RIVA***Head of Sales***

Significant experience in Labomar, first as Head of Foreign Sales and since the beginning of 2020 as Head of Sales and Commercial Networks

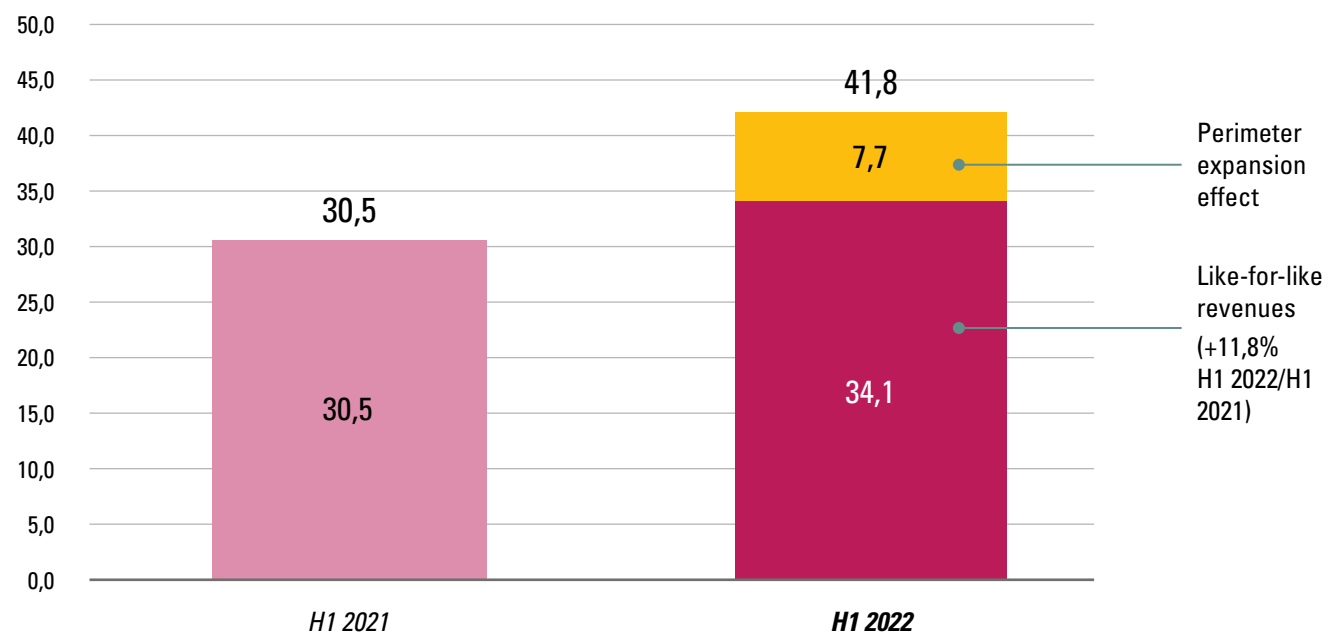
Extensive previous experience as Senior Consultant in Strategy and Business Planning

Education: MiMAC 1 (SDA Bocconi School of Management) EMBA 16 (CUOA Business School)

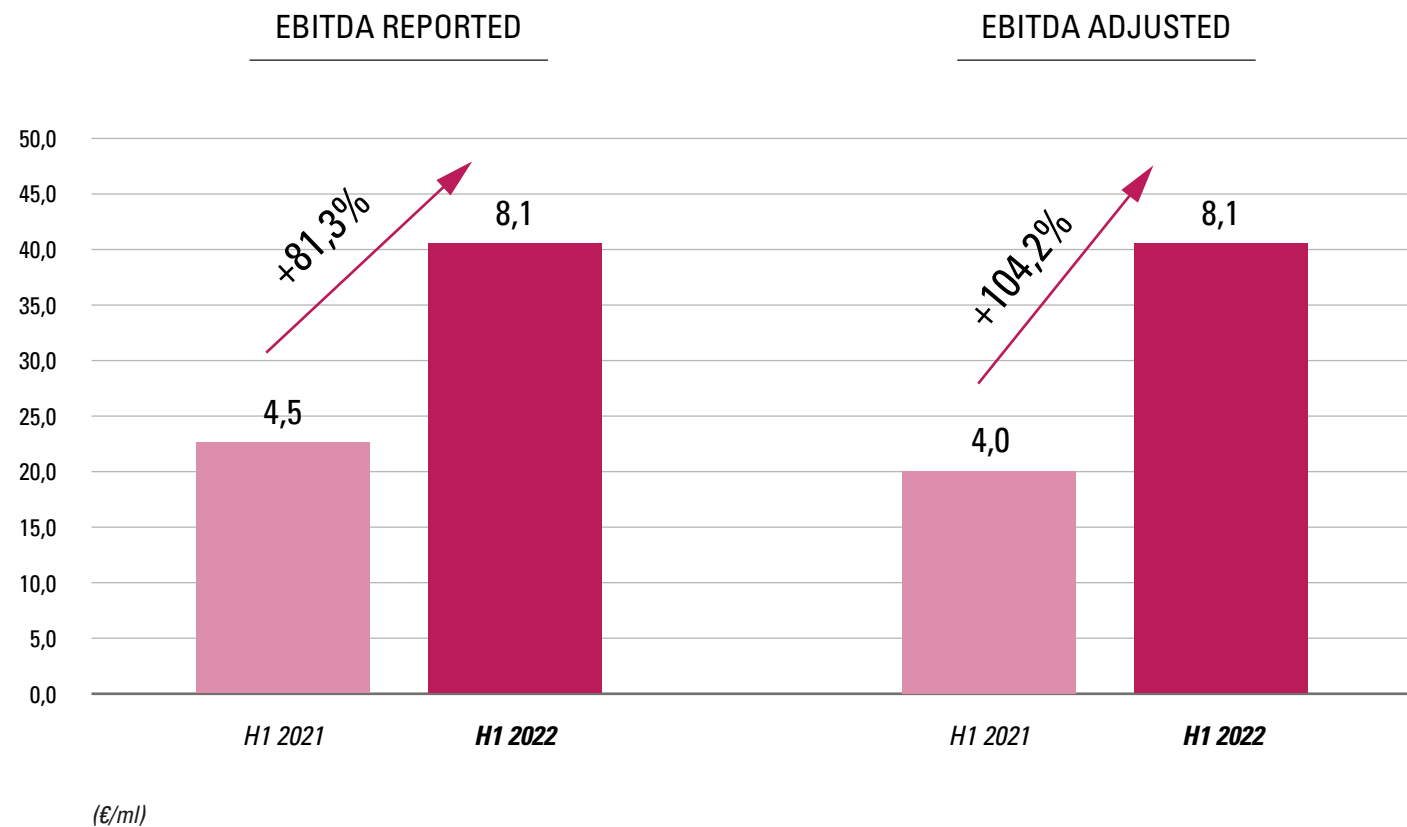




A very important growth in revenues, thanks to the contribution of Labomar and ImportFab in line with organic growth expectations, and the new Companies added in the perimeter.

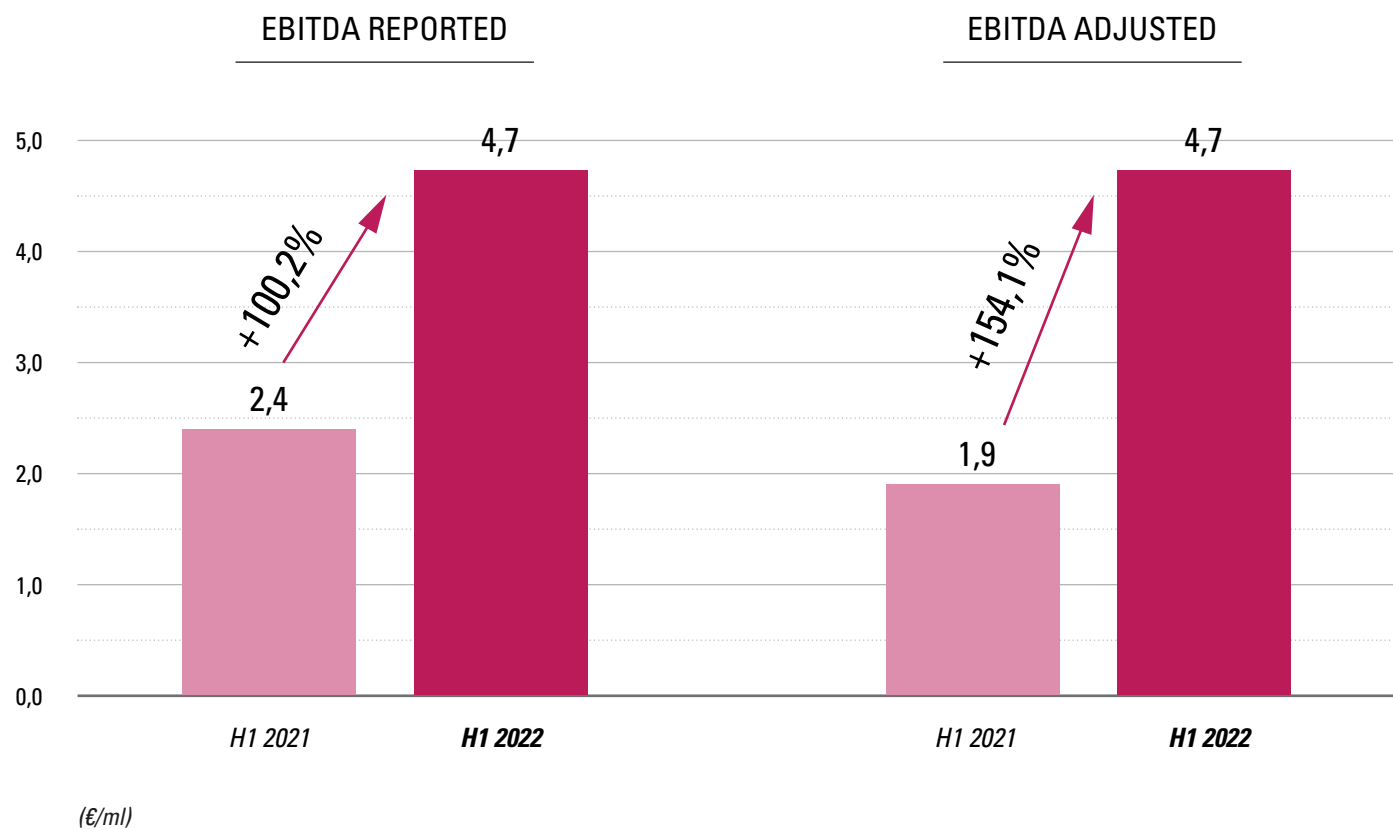


On a like-for-like basis, group revenues increased to double digits, in line with 2022 guidance. The further contribution generated by the inclusion of Welcare Group and Labiotre is significant.

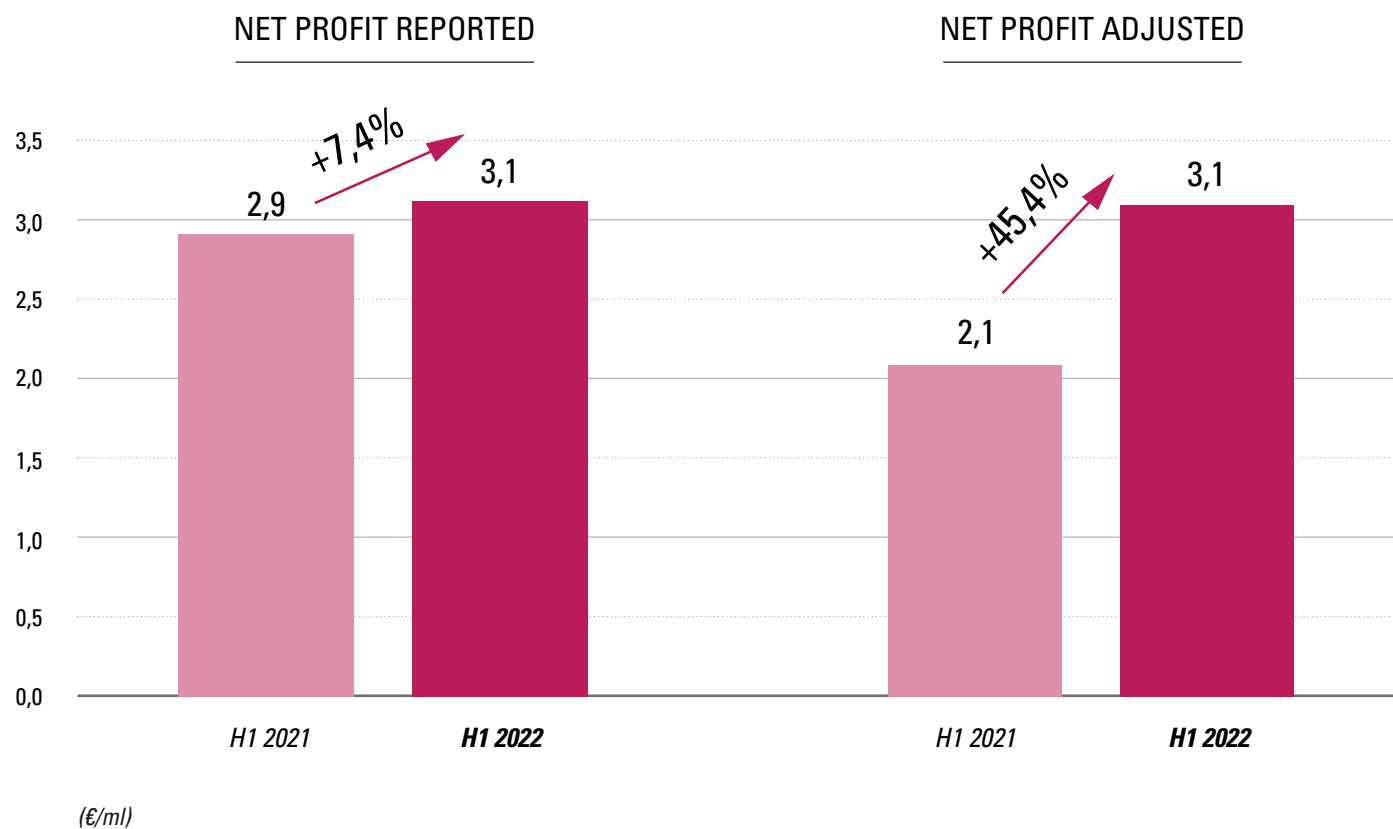


After suffering the effects of the pandemic in the first half of 2021, Company profit returned to pre-pandemic levels in the second half of 2021.

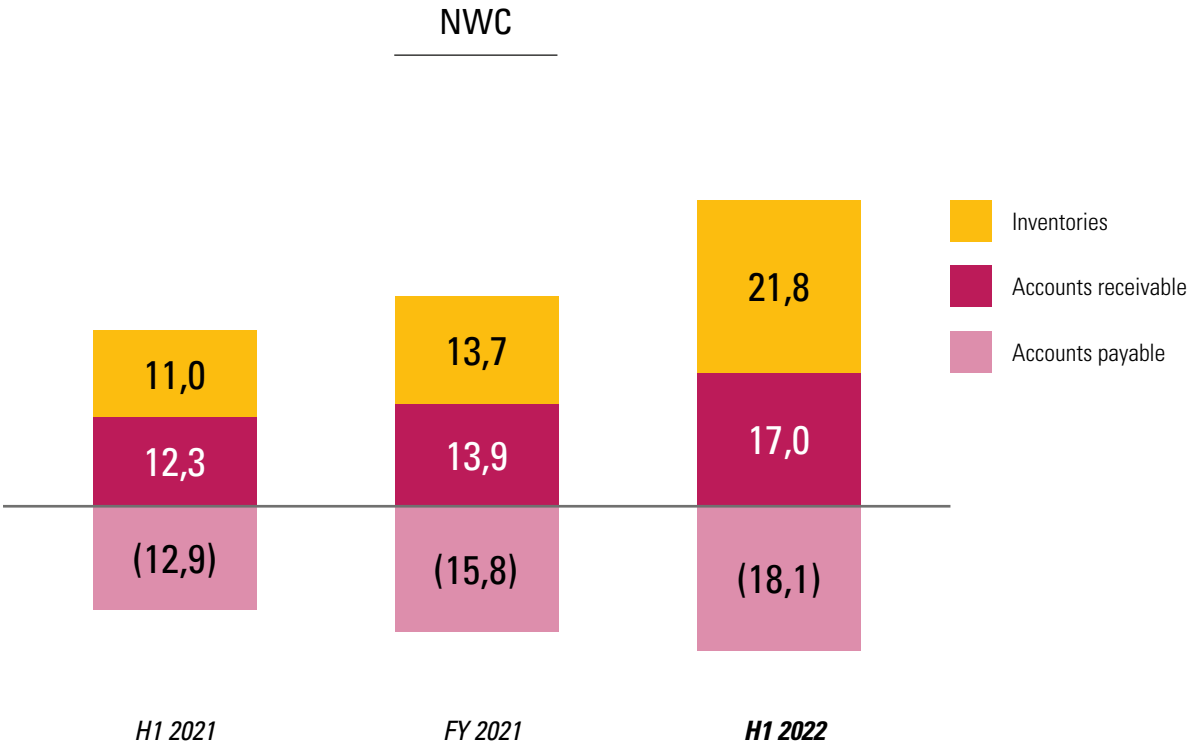
In the first half of 2022, the Group confirmed the upward trend and benefited from the corporate integration of Welcare Group and Labiotre.



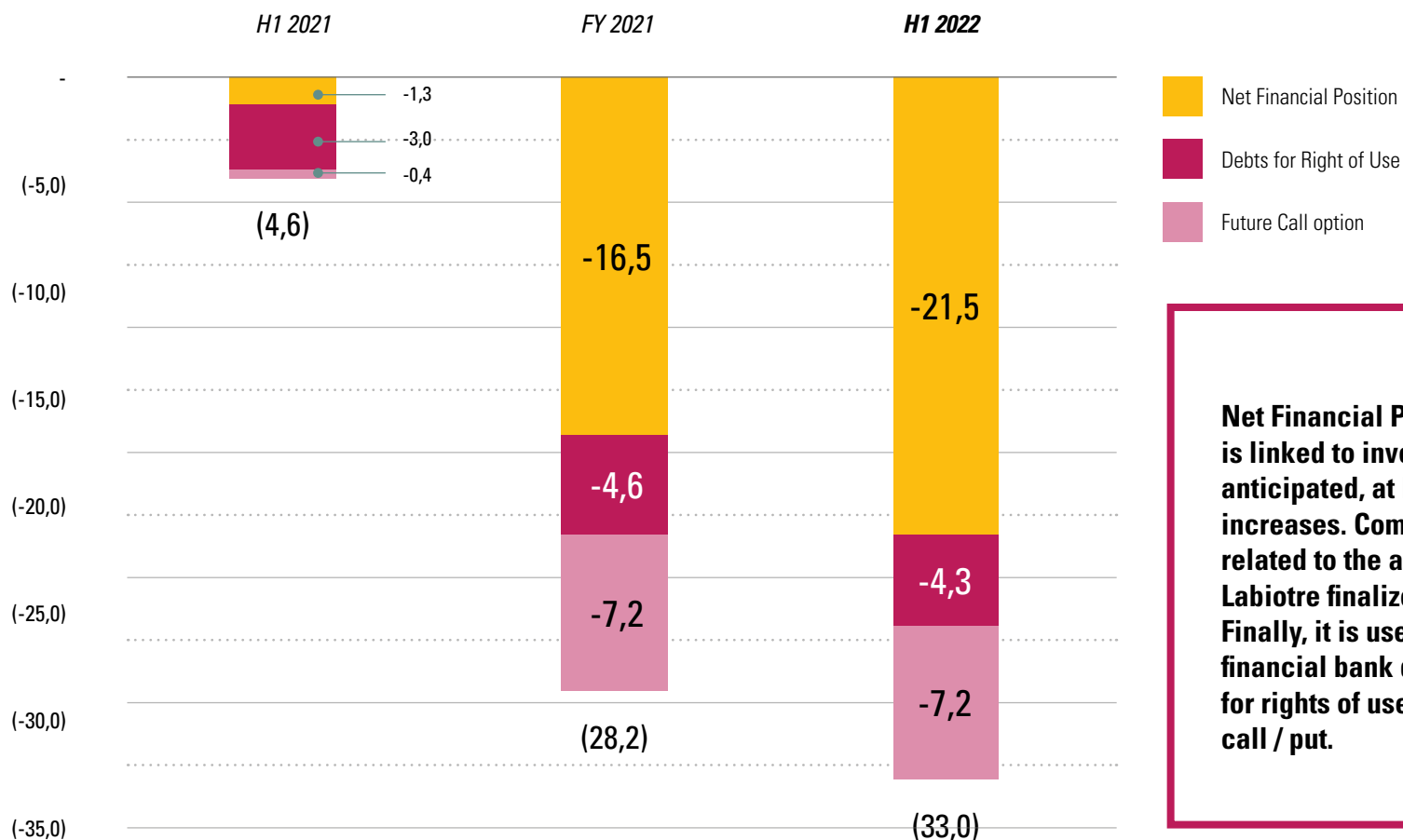
Despite the growth in amortization and depreciation, margin recovery is also evident at the EBIT level.



The Group realized a **growth of 45,4% in Net Profit in 2022**, minus the non-recurring costs that occurred in 2021.



Net Working Capital evolution is linked to a growth in dimension, but especially to a prudent policy of advance purchases that has made possible to better defend the profitability of the Company, without causing too much tension in customer relationships.



Net Financial Position growth in H1 2022 is linked to inventory growth, which has anticipated, at least partially, the price increases. Compared to H1 2021, the increase is related to the acquisitions of Welcare Group and Labiotre finalized in H2 2021. Finally, it is useful to highlight the actual financial bank debt, with respect to the debts for rights of use and the valuation of future call / put.