

LABOMAR

LABOMAR

Investor Access Event

Paris, April 4th, 2023



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)

NICOLA TOMASINI



CFO

Joined Labomar Group at the end of 2022 and appointed as CFO

Professionally matured in Audit and International M&A roles at PwC, has further developed 10 years of experience as Business & Financial Controller and CFO in listed and PE backed companies.

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)

1

*Heritage,
Vision & Mission,
Sustainability*

2

*Labomar
Stand Alone*

3

*Labomar Business
Model Evolution*

4

*2022 FY Results
and 2023 Guidance*

5

*Focus Single
Controlled Companies*

1

*Heritage,
Vision & Mission,
Sustainability*

2

*Labomar
Stand Alone*

3

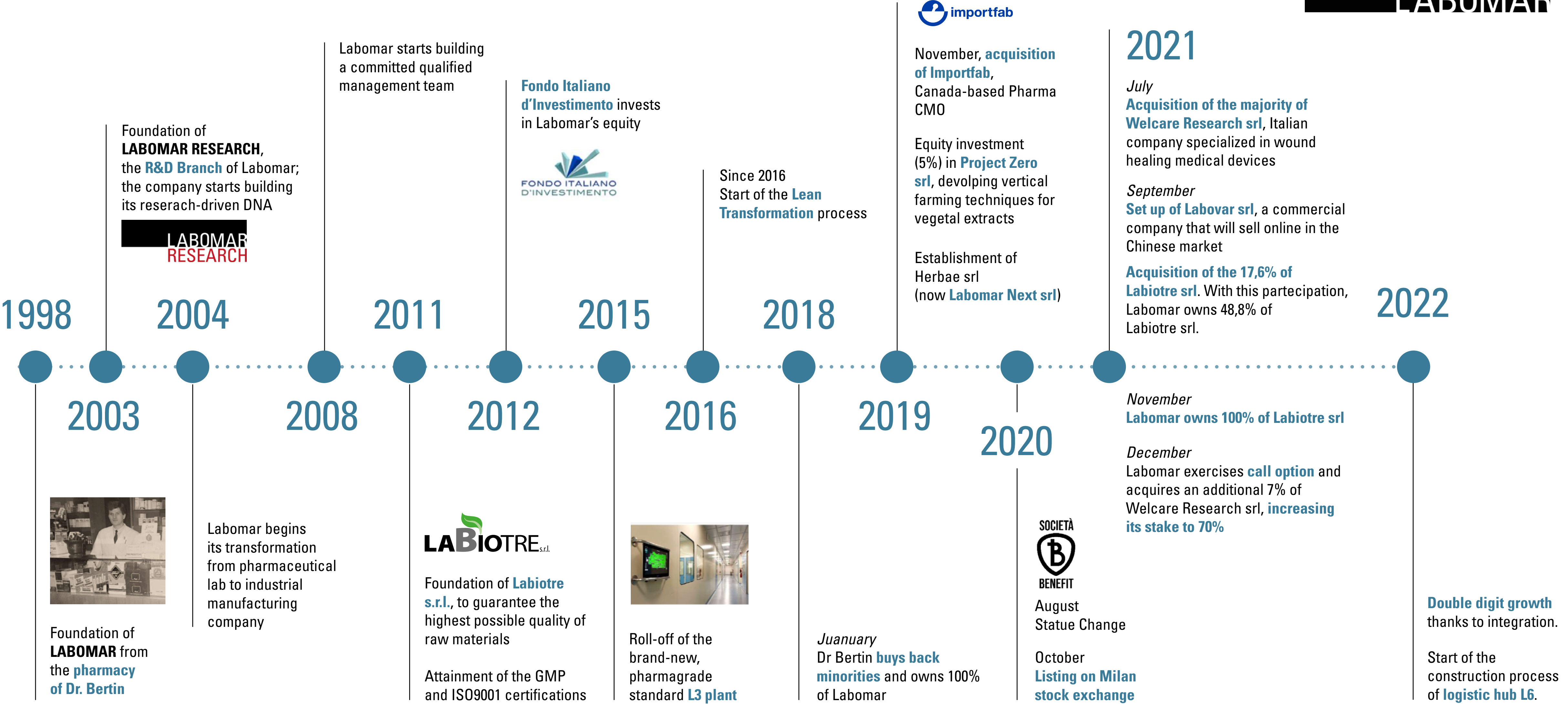
*Labomar Business
Model Evolution*

4

*2022 FY Results
and 2023 Guidance*

5

*Focus Single
Controlled Companies*



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

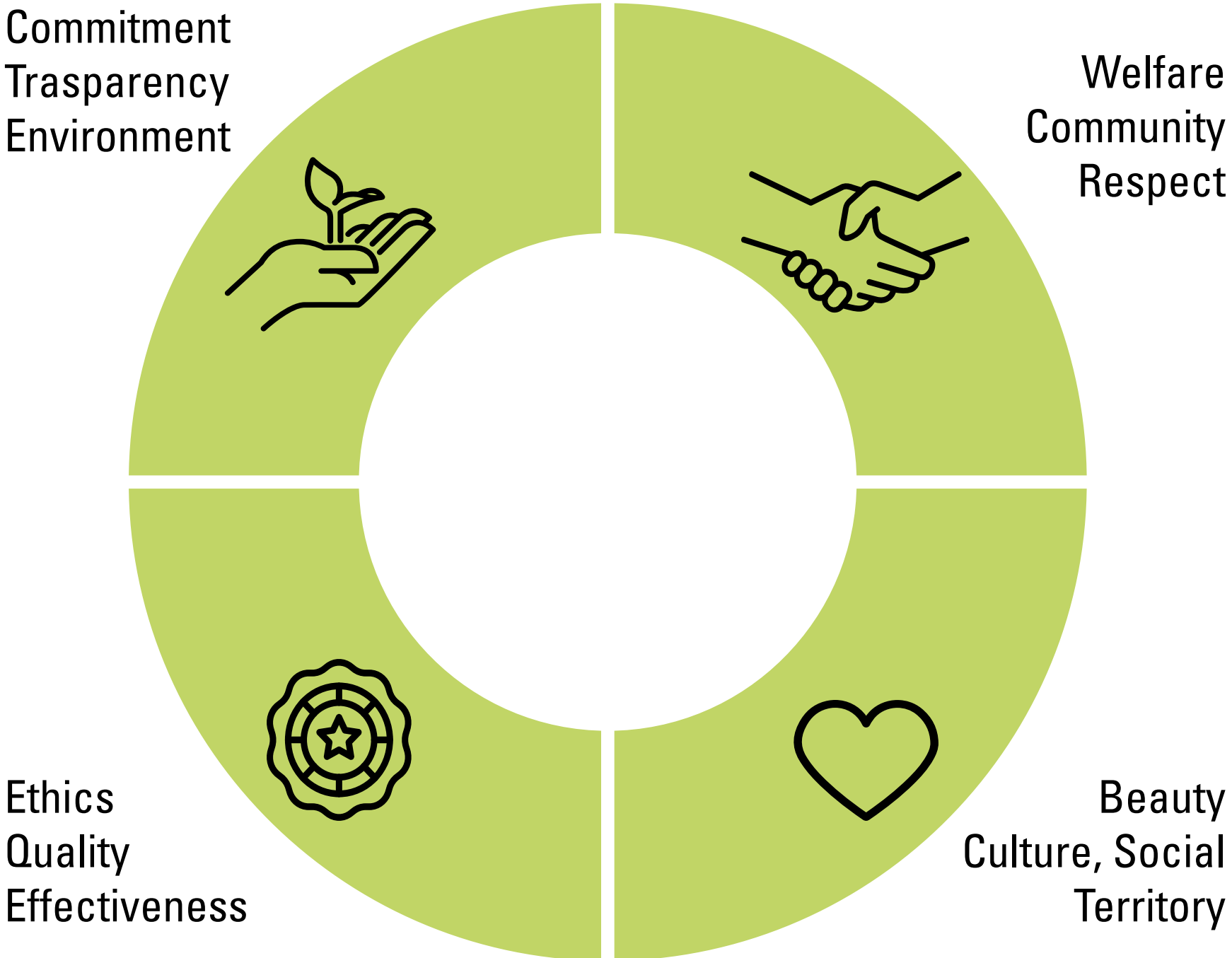
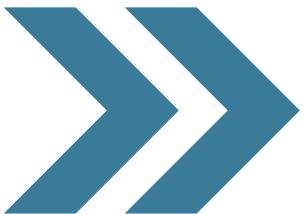


OUR GOAL





SHARED
BENEFIT
GOALS



1

*Heritage,
Vision & Mission,
Sustainability*

2

*Labomar
Stand Alone*

3

*Labomar Business
Model Evolution*

4

*2022 FY Results
and 2023 Guidance*

5

*Focus Single
Controlled Companies*



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 | 2022 |
|--------------|-------------|
| Liquids | 42,49% |
| Solids | 32,96% |
| Powders | 20,04% |
| Others | 3,23% |
| Semisolids | 1,28% |
| Total | 100% |

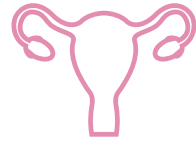
| THERAPEUTICS AREAS | 2022 |
|---------------------------------------|-------------|
| Gastrointestinal and metabolism | 43,56% |
| Respiratory | 18,63% |
| Nervous | 8,49% |
| Cardiovascular | 6,95% |
| Others | 6,44% |
| Urinary genitus and sexual stimulants | 6,19% |
| Food for special medical purposes | 3,54% |
| Antiox | 3,24% |
| Immunomodulators | 2,94% |
| Total | 100% |



RISK DIVERSIFICATION


IMMUNE SYSTEM
16 FORMULATIONS
o/w 2 with PATENT



GASTROENTEROLOGY
22 FORMULATIONS
o/w 3 with PATENT



GYNAECOLOGY
13 FORMULATIONS
o/w 7 with PATENT


COUGH AND COLD
19 FORMULATIONS
o/w 1 with PATENT


ENERGY&SPORT
6 FORMULATIONS



ORTHOPEDICS
5 FORMULATIONS
o/w 2 with PATENT


NEUROLOGY
9 FORMULATIONS
o/w 3 with PATENT


AGEING
6 FORMULATIONS
o/w 4 with PATENT



DETOX
2 FORMULATIONS


WELL BEING
7 FORMULATIONS


PROCTOLOGY
1 FORMULATION


DERMATOLOGY
15 FORMULATIONS
o/w 4 with PATENT


BEAUTY FROM INSIDE
3 FORMULATIONS


CARDIOVASCULAR
3 FORMULATIONS
o/w 2 with PATENT


WOUND HEALING
1 FORMULATION


ORAL CARE
5 FORMULATIONS

PRODUCT
PORTFOLIO
2022



A LIST OF
PRODUCTS WITH
A COMPLETE
DEVELOPMENT
STATUS, TO BE
PLACED FASTER
ON MARKET

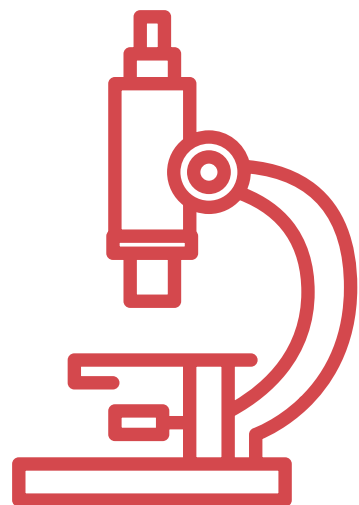
LABOMAR

**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

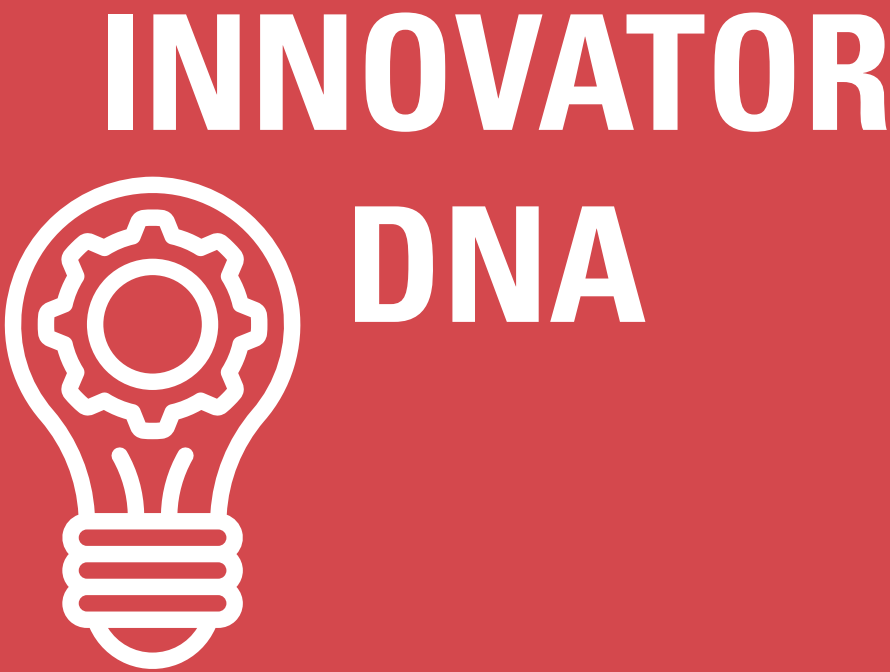
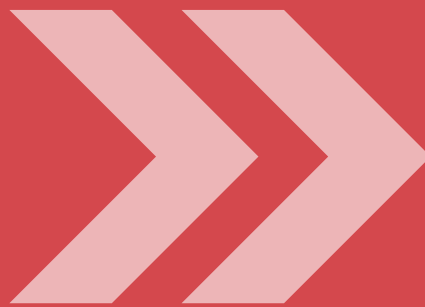
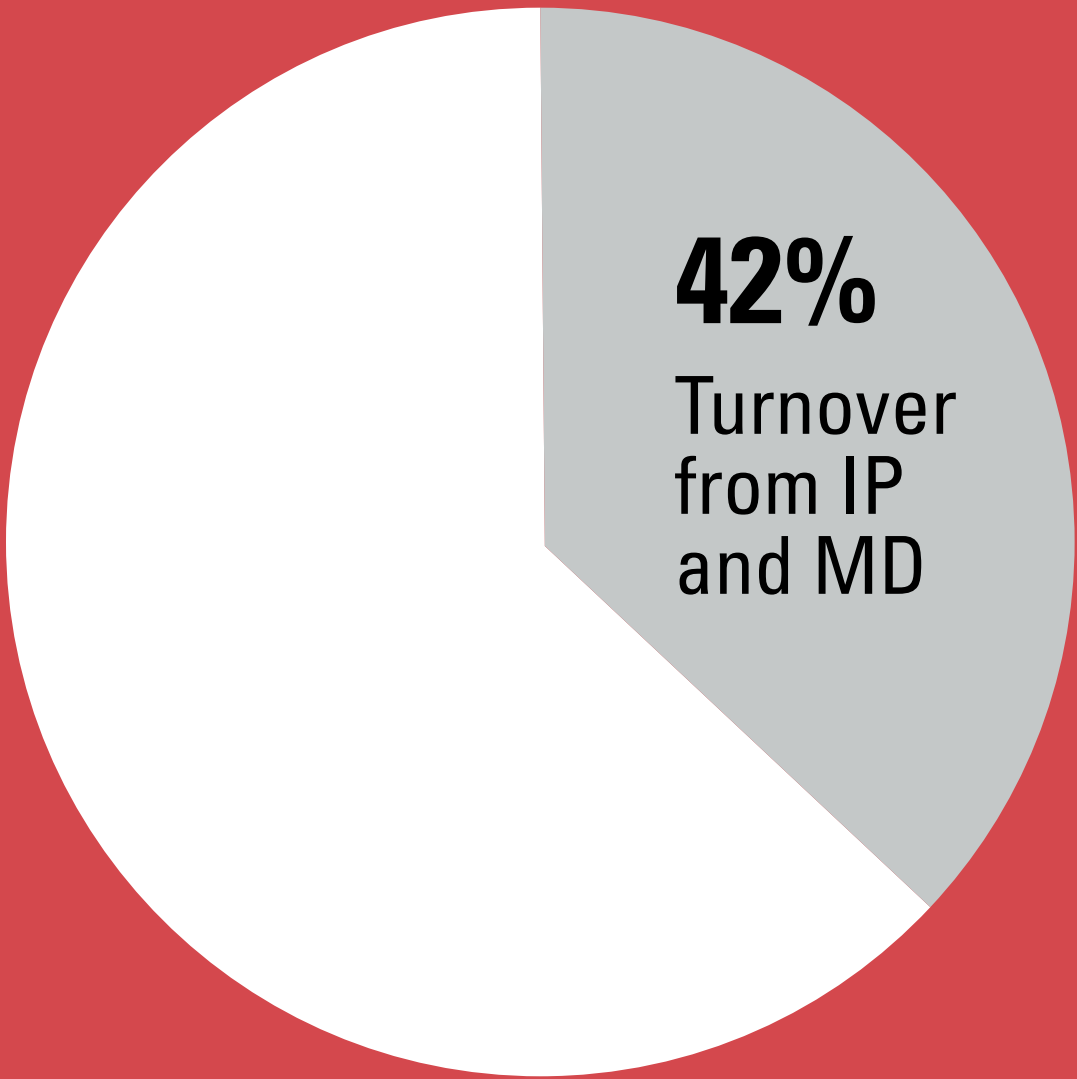


SCIENTIFIC MARKETING

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 31.12.2022



*Note: Data only referred to Labomar stand alone (2022).
In 2021, the % were 37% Turnover from IP.*



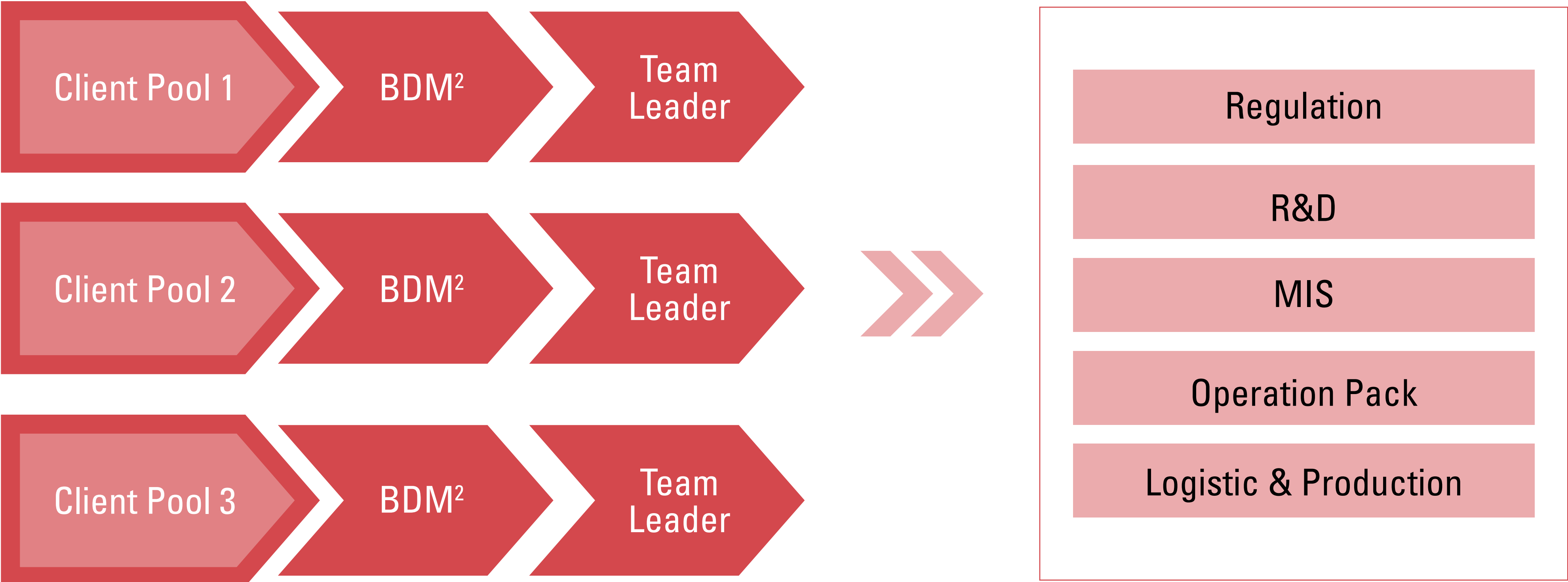
**6 PLATFORM
PATENTS**



**6 FORMULATION
PATENTS**

LABOMAR R&D activities focus on developing **PATENTS AND TECHNOLOGIES**, aiming to improve the DELIVERY OF POORLY ABSORBABLE SUBSTANCES and HAVE CLINICAL EVIDENCE BASED PRODUCT FOR SAFETY AND EFFICACY.

with unique salesforce for unparalleled client coverage¹



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

1

*Heritage,
Vision & Mission,
Sustainability*

2

*Labomar
Stand Alone*

3

*Labomar Business
Model Evolution*

4

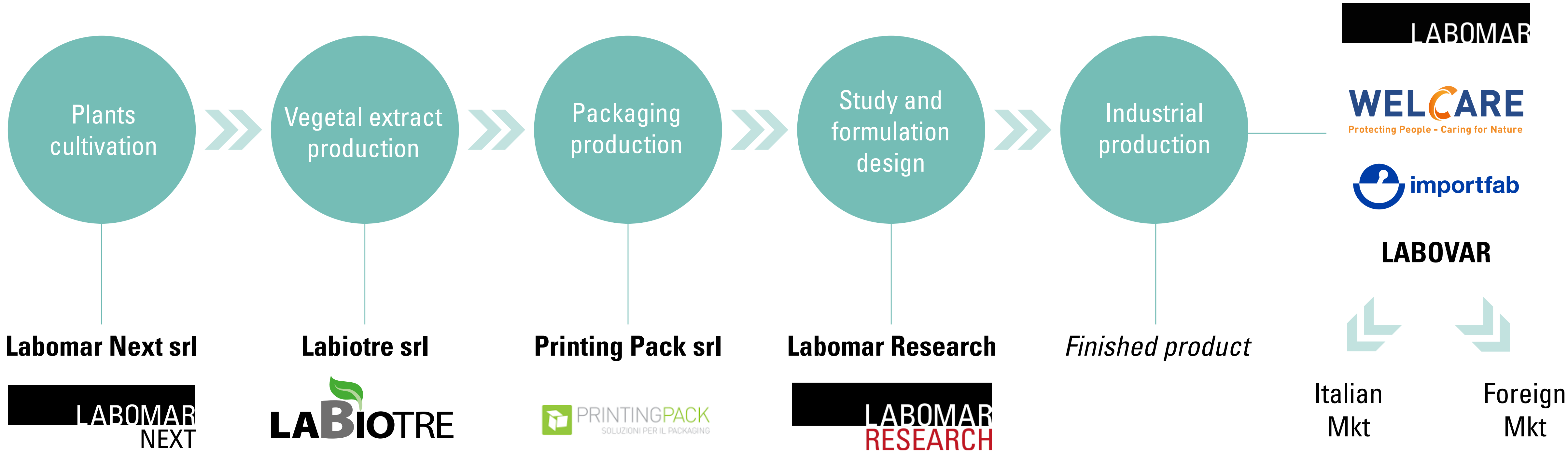
*2022 FY Results
and 2023 Guidance*

5

*Focus Single
Controlled Companies*

*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*

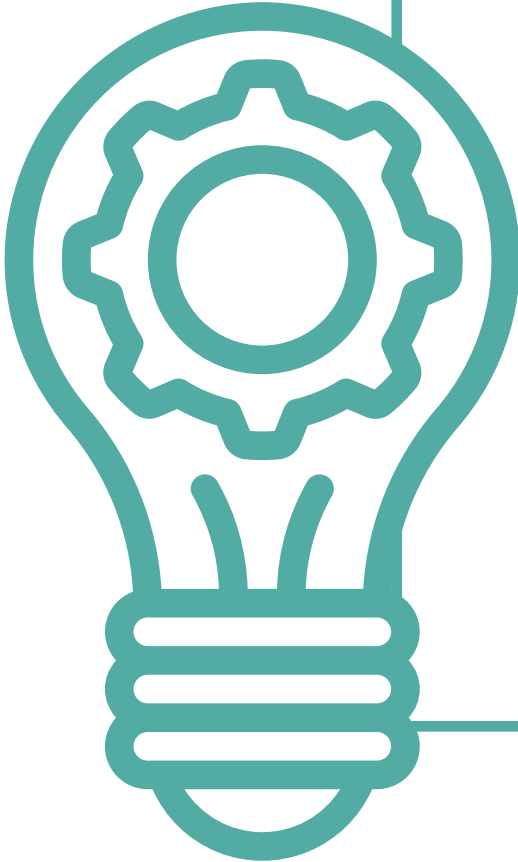
AUTONOMOUS FURTHER MARKET OPPORTUNITIES



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 |



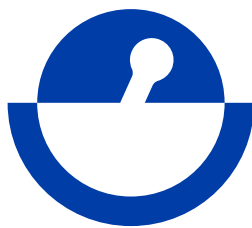
Go to Market

LABOMAR



WELCARE

Protecting People - Caring for Nature



importfab

LABOVAR

Big pharma company



Example of products



1

*Heritage,
Vision & Mission,
Sustainability*

2

*Labomar
Stand Alone*

3

*Labomar Business
Model Evolution*

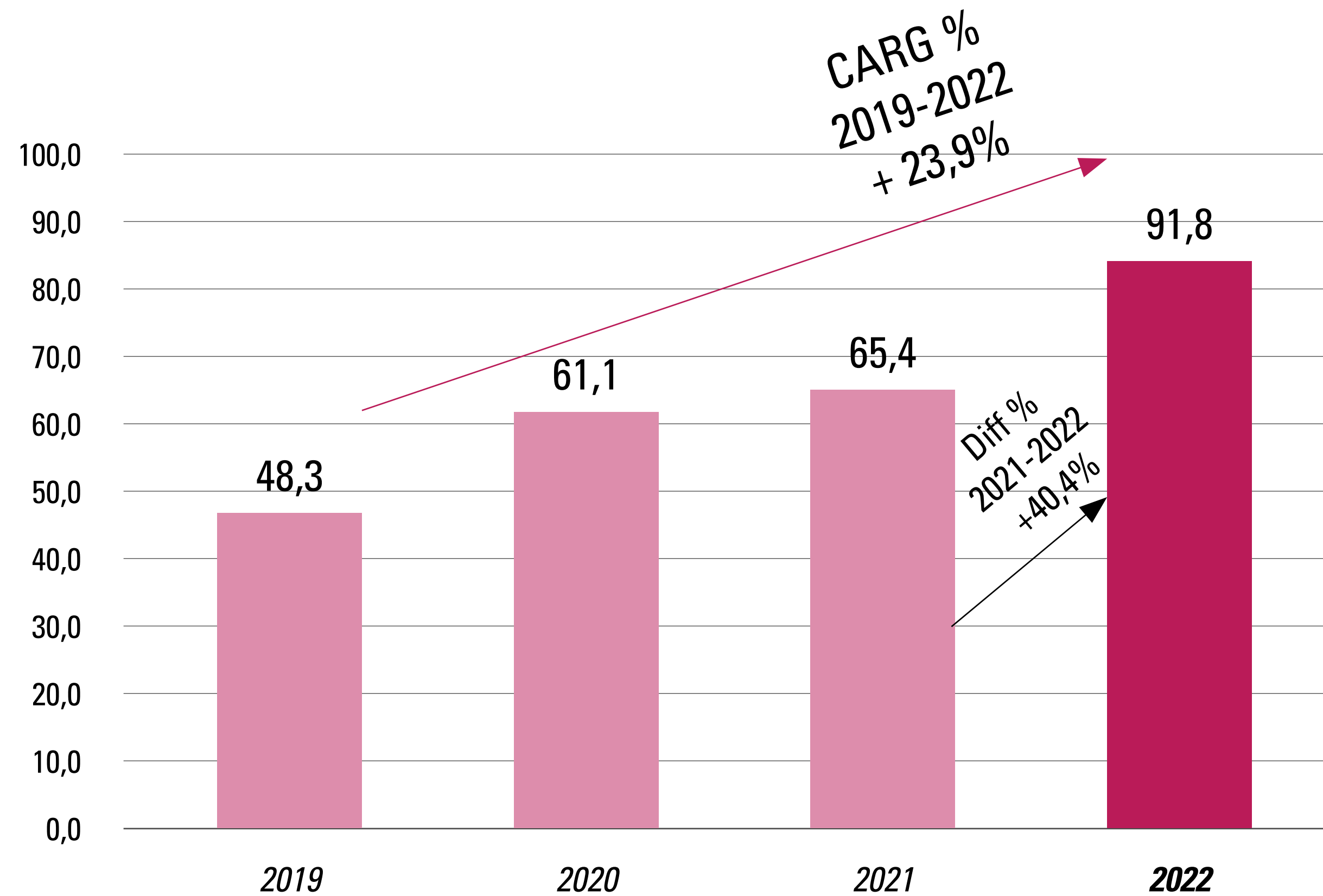
4

*2022 FY Results
and 2023 Guidance*

5

*Focus Single
Controlled Companies*

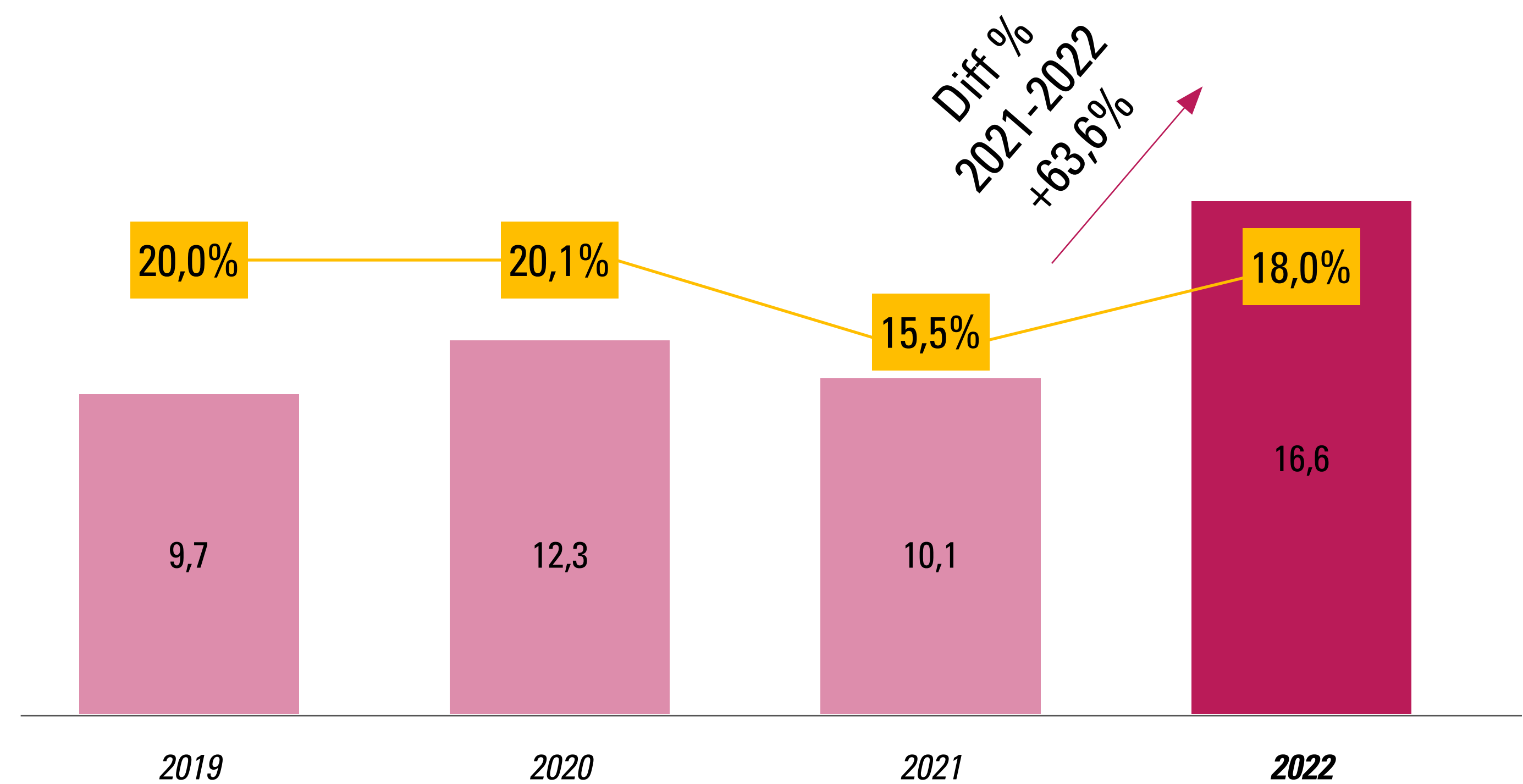
Labomar FY 2022 Results



(€Mio)

Note: The 2021 figure included - in addition to Labomar Spa and Entreprises ImportFab Inc. - the companies acquired in the year (the Welcare Group, from the second half of the year and Labiotre Srl for the month of December only)

- **In 2022, a 40.4% increase** is reported on 2021 consolidated revenues;
- **The comparison with the 2021 pro-forma figures** (that includes the revenues of the subsidiaries acquired during the year as if the acquisitions had been completed at the beginning of the calendar year) indicates **Group revenue growth of 25%**;
- The revenue of the parent company **Labomar SpA** in 2022 was Euro **70,7 million**, with the **robust growth of 31.5% over 2021**.

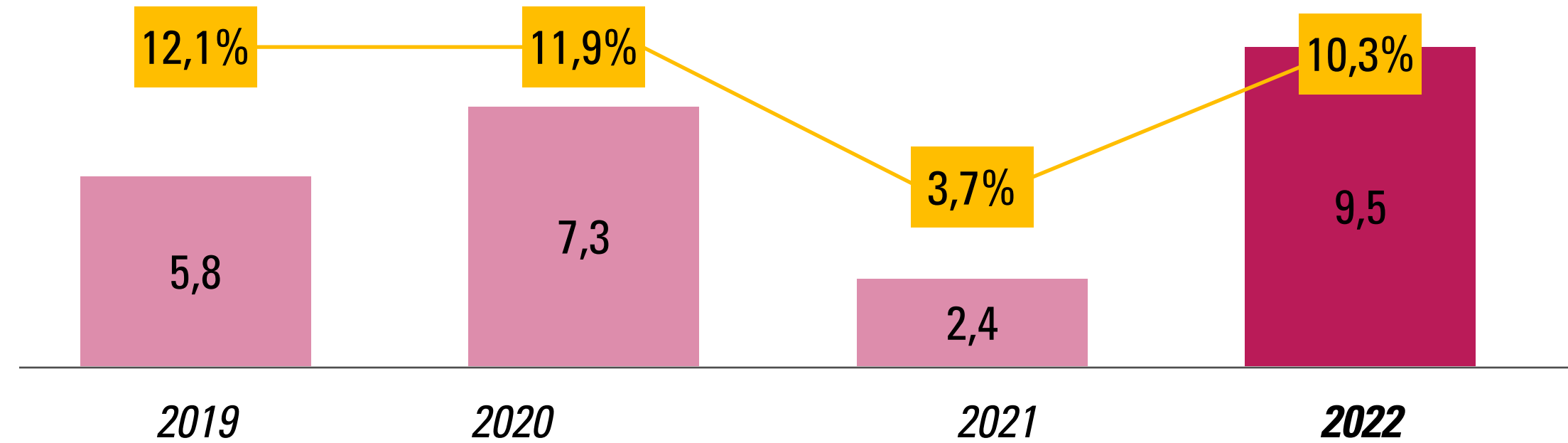


(€Mio and % on Total Revenues)

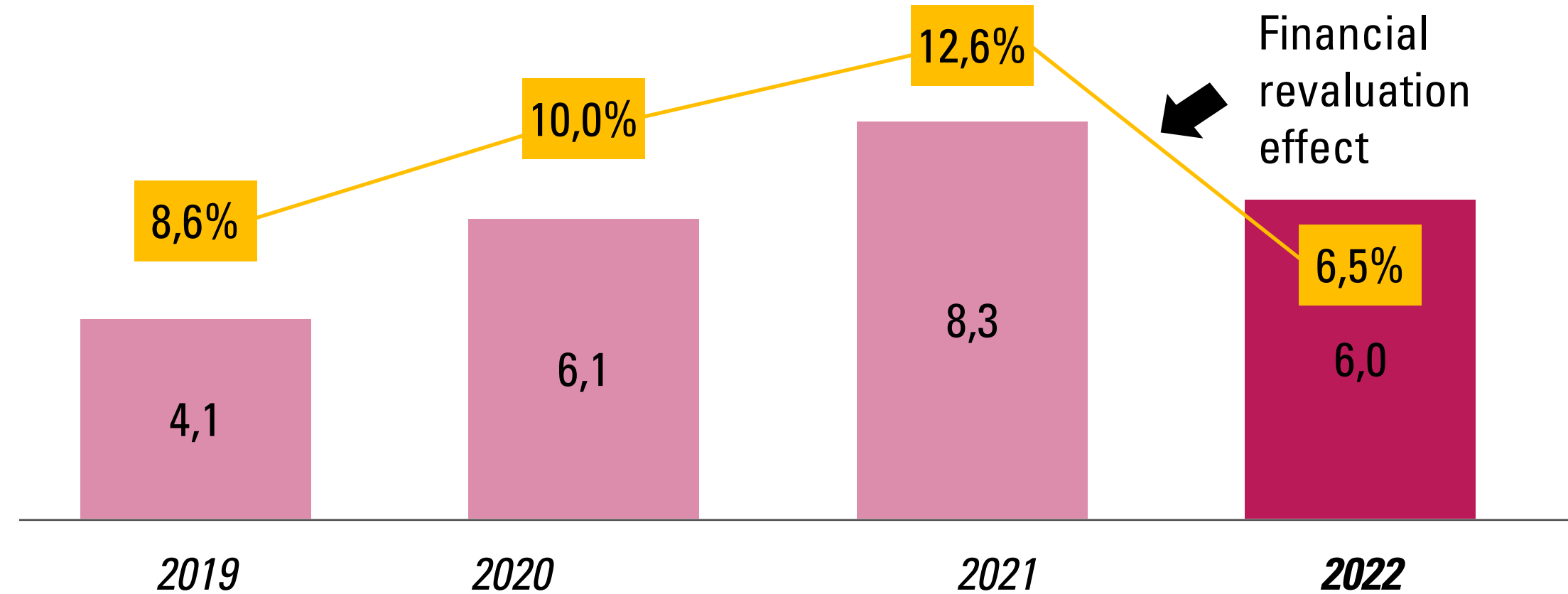
Difference on 2021:

- Increase in volume (in primis thanks to a recovery of cough&cold and probiotic sectors) and partial in price (to recharge increasing in raw material and energy costs)
- Reinforcement on Top Management and Structure

GROUP EBIT



GROUP NET INCOME



(€Mio and % on Total Revenues)

2022 Net Income is lower than 2021, but the last includes:

- the positive effect of value adjustments to financial assets for a total of €5.9 million, linked to changes in the value of the Group's equity investments valued using the equity method,
- the effect of depreciation of the goodwill recorded in the financial statements of the subsidiary ImportFab Inc. for a total of €2.4m (€1.7m net of the tax effect).

Net income growth without non recurrent item: +49% 2022/2021

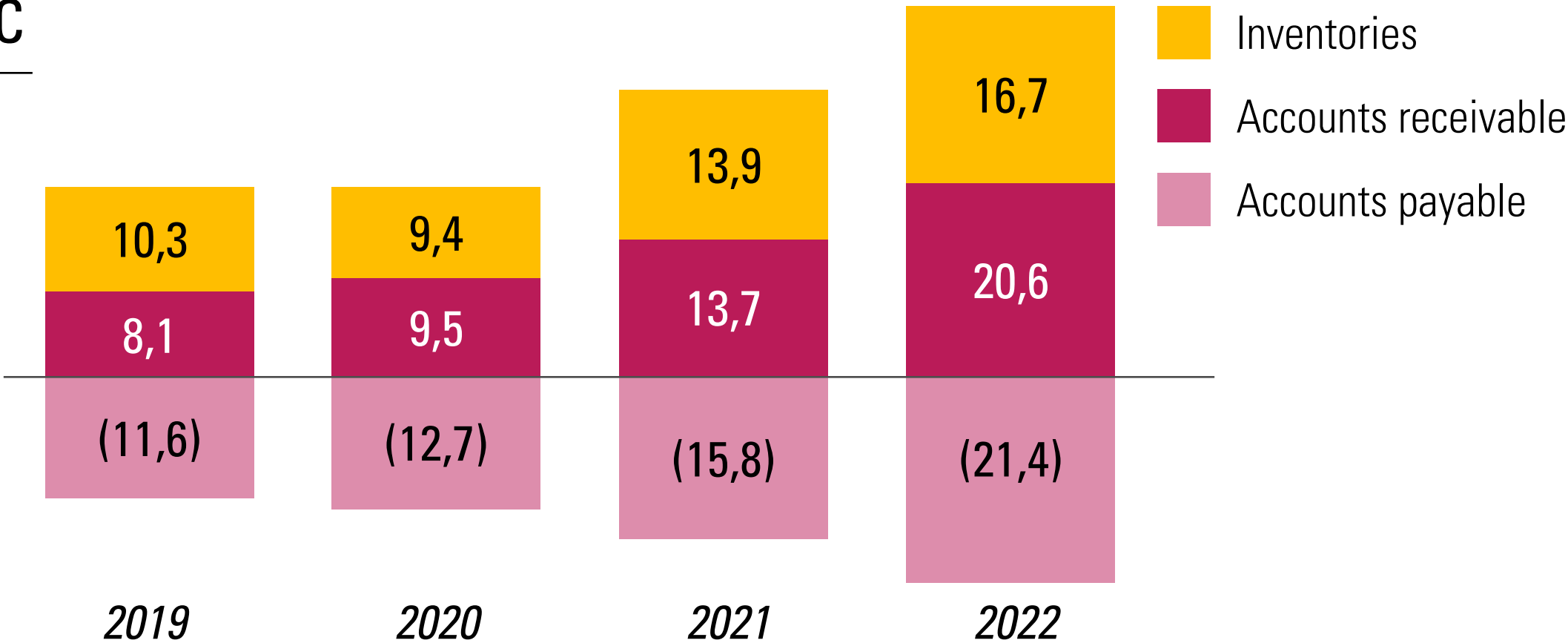
**Labomar Group Revenues and EBITDA 2022
slightly overperform IMI and CFO estimates,
as for their last Researches.**

| <i>(€Mio)</i> | Labomar figures | IMI & CFO average Consensus |
|---------------|------------------------|--|
| REVENUES | 91,8 | 88,1 |
| EBITDA Adj | 16,6 | 15,6 |

Source: Intesa Sanpaolo Research (2023.02.07), CFO SIM Research (2023.01.30)

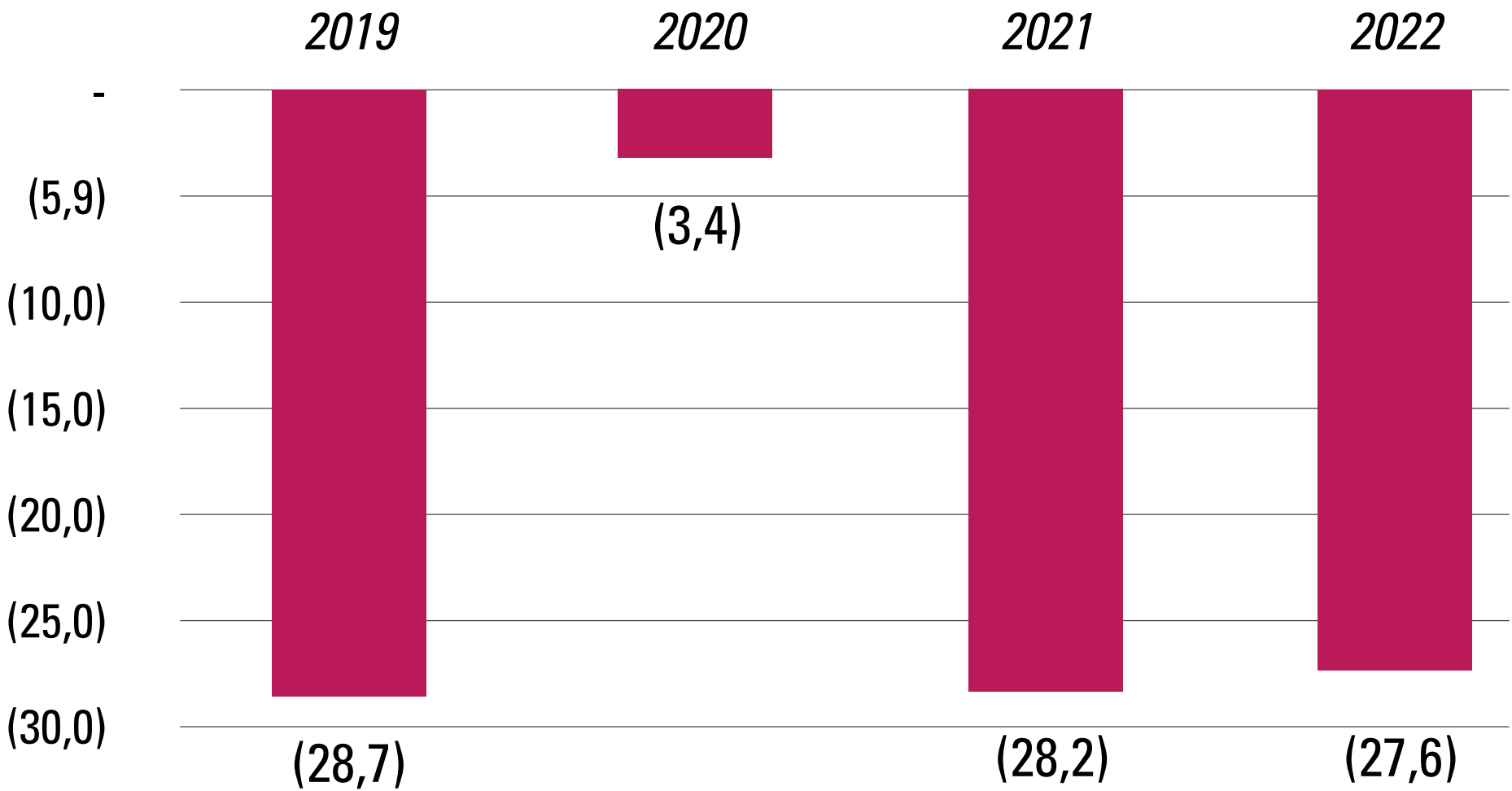
GROUP NET WORKING CAPITAL | NET FINANCIAL POSITION

NWC



| | 2019 | 2020 | 2021 | 2022 |
|---------------------|--------|--------|--------|--------|
| Inventories | 8,1 | 9,5 | 13,7 | 20,6 |
| Accounts receivable | 10,3 | 9,4 | 13,9 | 16,7 |
| Accounts payable | (11,6) | (12,7) | (15,8) | (21,4) |
| Total | 6,9 | 6,3 | 11,8 | 15,9 |

NFP



Inventories increase:

- To note that in 2022, the growth of raw materials is less proportional than the growth of the business compared to 2021. The finished product weighs heavily because of a greater backlog
- Prevent shortage of Raw Material
- New companies contribution

Trade Account receivable increase:

- Increase in revenues
- New companies contribution

Trade Account payable increase:

- Effect of the higher stock inventory
- New companies contribution

NFP decrease:

- cash generated by ongoing activities
- less debts for RoU (from €4,6mio to 4,2mio)
- NFP carried in by new companies

»» **0,10€/share**

»» **Payout of €1,8 ml.**

Guidance 2023

Starting point 2022:

91,8 ml.€ of group revenues, with a double digit growth YoY **(+40,4%)**

What about 2023?

Expectation to overperform market trend that shows a growth of **5%**

- **Still some difficulties in the procurement of some raw materials** (lengthening of times and increase in costs) which Labomar intends to face by **applying further price increases** with the aim of **maintaining similar levels of profitability;**
- **Construction of the L6 logistics hub will begin;**
- **Design of the expansion of the production plant to be implemented in the following two years.**

1

*Heritage,
Vision & Mission,
Sustainability*

2

*Labomar
Stand Alone*

3

*Labomar Business
Model Evolution*

4

*2022 FY Results
and 2023 Guidance*

5

*Focus Single
Controlled Companies*



LABOMAR
NEXT

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

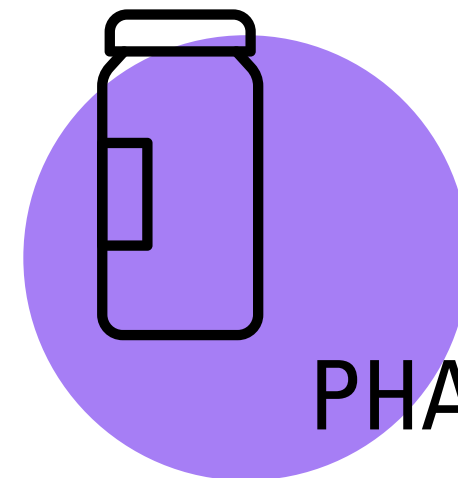


The Company studies solutions derived from specific plants rich in active ingredients that could support and give ideas to R&D Dept.

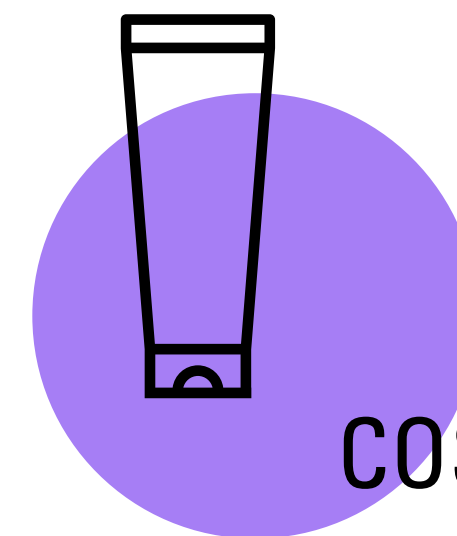
raw materials, ingredients



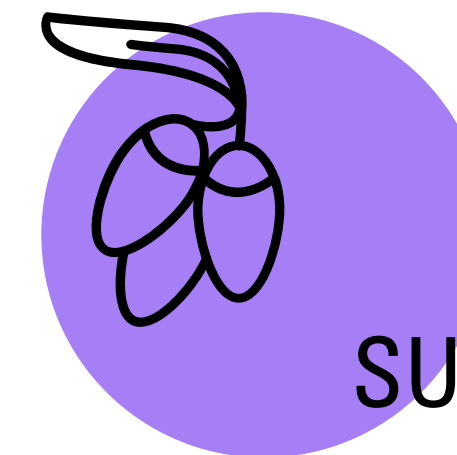
NUTRACEUTICALS



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

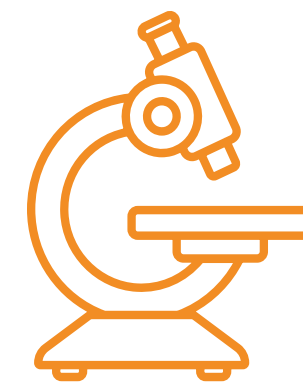
A brand new plant, built with the highest quality standards, that offers flexibility of the batch sizes, owing to the different production lines, thanks to the deep expertise of the technicians involved in the manufacturing process.



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 blue plus sign. Next is the Sesa logo, which consists of the word 'Sesa' in a blue script font with 's.p.a' in a smaller, blue sans-serif font. This is followed by a blue equals sign. On the right, the word 'LABOVAR' is written in a large, bold, black sans-serif font.

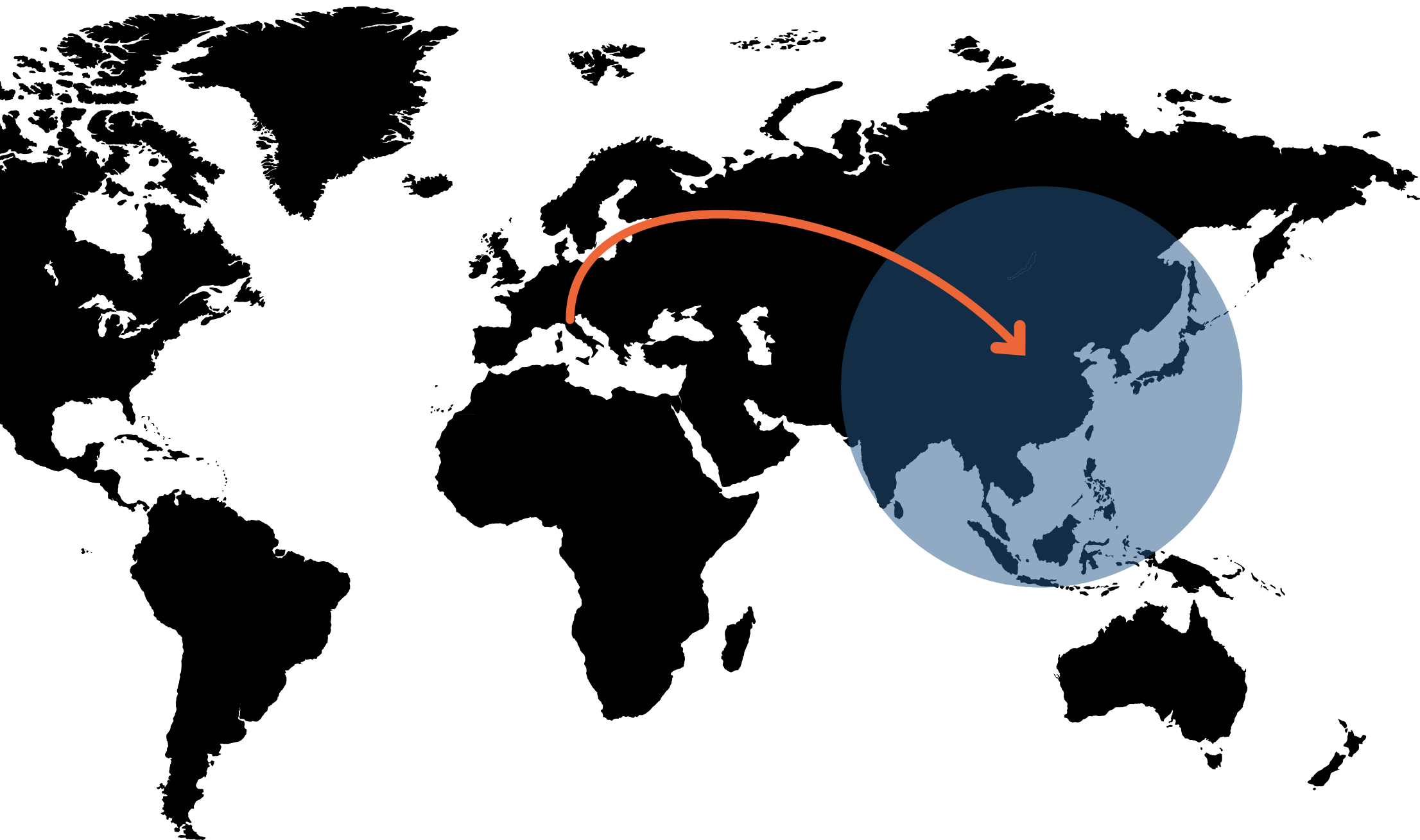
WHO

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**.

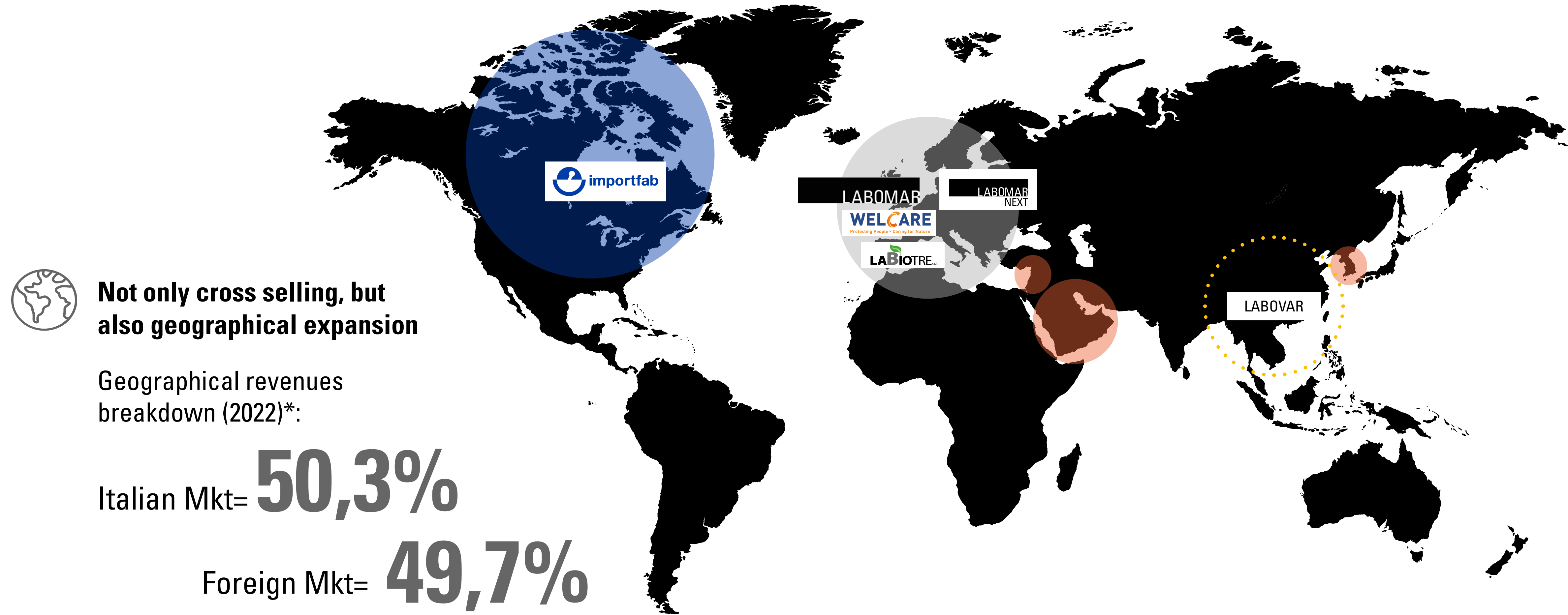
First revenues from the beginning of 2023



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)

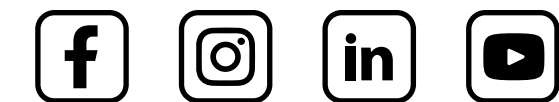
And opening physical distribution channels, as a next step.



Source: Financial Statement Labomar Group 2022

Thank you for your attention!

LABOMAR



Labomar S.p.a.
Via N. Sauro, 35/I - 31036 Istrana (TV)
P-Iva IT03412720264
tel: 0422 7312 - fax: 0422 836547
www.labomar.com - contact@labomar.com