

Press release

Labomar acquires a majority stake in Laboratorios Entema and enters Spanish market

Located near Barcelona, Laboratorios Entema is an innovation-driven CDMO holding a leading position in functional cosmetic products

Labomar's CEO and founder Walter Bertin: *"With the acquisition of Laboratorios Entema, we gain a direct access to the Spanish nutraceutical market."*

Istrana (TV), 6 August 2024 - Labomar S.p.A., a leading international nutraceutical company specialising in the research, development and contract manufacturing of food supplements, medical devices, foods for special medical purposes, and cosmetics - continues its expansion path with the acquisition of a majority stake in Laboratorios Entema. The Spanish company, located near Barcelona, with almost 30 years of experience, specialises in the contract manufacture of functional cosmetics, healthcare, hygiene and food supplements.

The transaction is of great significance for the group led by Walter Bertin, because it allows Labomar to strengthen its position in the functional cosmetics sector and to gain closer access to the Spanish and South American nutraceutical markets, taking advantage of Laboratorios Entema's cutting-edge structure.

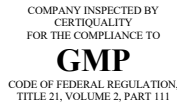
The Spanish company employs advanced technologies and has an in-house laboratory that constantly invests in the creation and development of new products. This is an aspect it shares with Labomar Group, which has always made innovation one of its strengths by setting up the Labomar Research division.

The two R&D Teams will therefore combine their efforts to improve customer service in the creation of new solutions by pooling know-how, expertise and technologies.

Labomar will thus be able to count on the production facilities of Laboratorios Entema, based in Palau-solità i Plegamans, very close to the city of Barcelona. The 10,000-square-metre production facility employs over 120 people. Laboratorios Entema has a global presence across Europe, Asia, the United States and South America.

"The acquisition of Laboratorios Entema fills me with pride," stated Walter Bertin, founder and CEO of Labomar, *"and will allow our Group to expand our knowledge in the field of functional cosmetics as well as having a direct access to the Spanish nutraceutical market. We will, therefore, be able to take advantage of the state-of-the-art facilities of Laboratorios Entema and rely on a research and development team that has always been focused on innovation, just as Labomar's is."*

Marti Ayats, founder of Laboratorios Entema stated *"It is an honor for me to be part of this project. From the moment we joined this business group, I have witnessed a dynamic, innovative work environment and, above all, full of talent. The entire Entema Laboratories team is truly excited to become part of this great group that not only seeks excellence in each project,*



but also values collaboration, camaraderie, and the personal and professional growth of each of its members.”.

The acquisition of Laboratorios Entema comes just a few weeks after that of Sphera Encapsulation, a leading company in the encapsulation sector founded in 2016 as a spin-off of the University of Verona's Department of Biotechnology. The two transactions follow the path of growth through M&A that Labomar started in 2019 with the acquisition of Labomar Canada and continued in 2022 with Welcare Group in Umbria and Labiotre in Tuscany. Each of these companies has added great value to the Group, strengthening the control of the supply chain in the nutraceutical sector.

Labomar's M&A Team led by Marco Malaguti (CSO) with the support of Claudio De Nadai (Board Member) and Nicola Tomasini (Group CFO) worked on the deal. Shareholders Charterhouse Capital Partners and Cleon Capital provided additional technical support. Labomar was advised by Caixabank, the Financial and Tax Due Diligence were conducted by KPMG, while Garrigues oversaw the Legal Due Diligence and handled the contractual aspects.

Labomar Profile

Founded by Walter Bertin in 1998 in Istrana, in the province of Treviso, Labomar is a company specialising in the development and production of food supplements, medical devices, food for special medical purposes and cosmetics for third parties. In its more than 25 years of existence, Labomar has built a business model that differentiates it from its competitors in the sector and is able to generate value for all its stakeholders, offering an all-round service with high standards of quality and productivity.

It boasts a structured, cutting-edge research and development department with a special vocation for innovation, a sales team capable of responding promptly to market demands, and a high level of product differentiation, thanks in part to patents and proprietary formulas.

Following the acquisitions of Labomar Canada, the Welcare Group and Labiotre Srl, in 2022 Labomar focused on maximising synergies between the various companies, pooling resources and expertise to expand its portfolio of offerings, enter new markets, and streamline certain processes, including through the dissemination of best practices contributed by each of the Group's companies.

After a run on the stock market in the EGM segment, which ended in September 2023, Labomar now sees Charterhouse, one of the oldest private equity firms operating in Europe, testifying once again to its high level of focus on market monitoring and growth planning.

Labomar deeply believes in a corporate system based on sustainability, attention to people, the environment and the community. This is why it adopted the statutory qualification of Benefit Company in 2020 and subsequently obtained the B Corp™ Certification, thus confirming its choice to become part of a global movement of companies that respect high standards of social and environmental impact.

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