

Press release

Labomar Group: Revenues of Euro 101 million in 2024

Labomar CEO and founder Walter Bertin: *"The M&A strategy and collaborations with leading global partners have enabled us to consolidate our trajectory and drive us to invest in innovation and advanced technologies, with the goal of double-digit growth in 2025".*

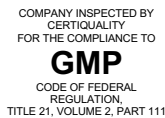
Istrana (TV), June 12, 2025 - Labomar - leading international nutraceutical company specialising in the research, development, and contract manufacturing of dietary supplements, pharmaceuticals, medical devices, foods for special medical purposes, and cosmetics, announces the 2024 consolidated results, which report revenues of Euro 101 million - in line with the previous year.

The overall performance was supported by the contribution of all Group subsidiaries and lays the basis for significant growth again in 2025, in continuity with the company's development goals.

This outlook is supported by the recent acquisition of Laboratorios Entema - a Barcelona-based company specialising in the contract manufacturing of functional cosmetic, health, hygiene and dietary supplement products. The transaction, finalised in August 2024, consolidated the company's position in the functional cosmetics sector and allowed for more direct access to the Spanish and South American nutraceutical markets. This expansion is part of the acquisition-led growth strategy begun in 2019 with the acquisition of Importfab (now **Labomar Canada**), which operates in the North American pharmaceutical, cosmetic and nutraceutical market, and continued in 2020 with the entry of the **Welcare Group**, based in Orvieto (Umbria) and specialising in medical devices for the prevention, hygiene and treatment of skin infections and lesions, and **Labiotre**, located in Tavarnelle Val di Pesa (Tuscany) and dedicated to the production of plant extracts.

"I am satisfied with the results achieved in this year of consolidation, and I confirm our commitment to continue on the path we have taken in the coming years" stated Chief Executive Officer and Labomar founder Walter Bertin, "Step by step, we are following a consistent and precise path that, thanks in part to targeted acquisitions, is supporting our increasingly well-established foothold internationally. That built to date represents a key asset for the Group's future expansion: we expect double-digit growth in 2025, supported by further investment in innovation, research and cutting-edge technologies to offer our partners a high value-added and personalized service".

More than 60% of Labomar's revenues in fact stem from overseas, thanks to its presence in over 50



countries. In this regard, 2025 represents a key year to further accelerate and strengthen the Group's competitive positioning in its core and newly opened markets, including by participating, for the first time, at the "Healthplex Expo 2025, Natural & Nutraceutical Products" (HNC) and "CPHI China" fairs in Shanghai from June 24-26. Both events will provide an opportunity to connect with new partners in a strategic environment that is highly receptive to European products and with strong trade relations with Canada.

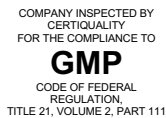
As of December 31, 2024, the Group has a total of **482 employees (+18% over 2023)**, 7 production plants between Italy, Canada and Spain, with a production capacity exceeding 45 million nutraceutical units, 31 million softgels and more than 4 million topical medical devices. A further boost also came from the June 2024 investment of Euro 6.9 million in a new, fully automated, state-of-the-art line dedicated to liquid solutions, which enabled the entire production process to be sped up and made more efficient.

Thanks to an integrated approach based on quality, innovation and customer focus, the Group has strengthened its market positioning, accompanied by a significant and steady increase in **the number of partner companies, which exceeded 300 globally in 2024**. Contributing to this result are the **Research & Development and Regulatory divisions**. The former has 4 laboratories at the Veneto, Umbria, Tuscany and Spain locations, and is dedicated to the creation of new formulations, patented technologies and stability protocols, with an active portfolio of more than 20 patents, including registered and pending, and more than 50 medical device dossiers. The second provides specialised support on international regulations and directives in nutraceuticals and cosmetics, for the preparation of technical dossiers of medical devices that comply with the Regulation (MDR).

Also in 2024, the company continued its sustainability journey and, two years after obtaining B Corp™ certification, produced the first Group Impact Report, thus fulfilling the commitment of all subsidiaries to share with their stakeholders the activities carried out and the future prospects for achieving the goals of common benefit.

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, pharmaceuticals, foods for special medical purposes and cosmetics for third parties.



Over more than 25 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.

Following the acquisitions of Labomar Canada, the Welcare Group, Labiotre Srl and Laboratorios Entema, in addition to the undertaking of a stake in Sphera, Labomar focused on maximising the synergies among the various companies, pooling resources and expertise to expand its product portfolio, enter new markets and streamline certain processes, including through the best practices brought by each of the Group companies.

After a time on the EGM segment of the stock market, which ended in September 2023, Labomar's shareholder structure now includes Charterhouse, one of the oldest private equity firms operating in Europe. This is once again testament to the Company's attention on overseeing the market and planning its growth.

Labomar whole-heartedly believes in a business system based on sustainability and a real concern for people, the environment and the community. It therefore by 2020 had gained Benefit Company status and later obtained B-Corp™ Certification. This is testament to the Company's decision to join a global movement of enterprises meeting elevated social and environmental impact standards.

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