

FARMACOSMO'S POSITIVE TREND ACCELERATES IN THE SECOND QUARTER

SECOND QUARTER REVENUES 14.3 (+24% YoY)

HALF-YEAR REVENUES OVER 32.0 MLN (+22% YoY)

ALL THE KPI'S ON THE PORTAL FARMACOSMO.CO.UK

PROGRESSES IN THE DEVELOPMENT OF THE POST-LISTING BUSINESS

PLAN

- Strong growth in **orders** in Q2 (+25% YoY), exceeding **228,000** in the first six months **(+28% YoY)**
- Second Quarter **Conversion Rate** of **4 per cent** and up **27 per cent**
- **Average price** of approximately **€96 (vs €92 in 2Q21)**, confirming its position as one of the highest in the sector

Naples, 25 July 2022

Farmacosmo S.p.A. ("Company", "Farmacosmo"), a company operating in the *Health, Pharma & Beauty* sector, listed on the Euronext Growth Milan market of Borsa Italiana, announces that the Board of Directors meeting held today reviewed certain unaudited management data (revenues and main business KPIs) as at 30 June 2022.

The second quarter was particularly significant for Farmacosmo, reinforcing the trend of the first quarter of 2022 through purely organic growth: **total revenues** amounted to **more than EUR 32 million, up 22% year-on-year**, with the quarter contributing approximately **EUR 14.3 million, up 24% year-on-year**.

The **farmacosmo.it portal** remained solid, with all KPIs improving year on year. **The number of orders** grew significantly to around 228,000, up 28% compared to the first half of last year, with a significant contribution from the **retail channel, up 35% in the half-year**.

The increase in orders is supported in the half-year by a 26% increase in customers compared to the same period last year. The increase in **loyal customers** is significant, growing by 43% and 41% in the half-year and quarter, respectively, compared to the same period in 2021, confirming the **continued trust and loyalty of Farmacosmo's customer base**.

Farmacosmo's **conversion rate** in the second quarter **stood at around 4%**, steadily improving and rising sharply compared to the same period last year (+27%), once again demonstrating the effectiveness of its marketing strategy and customer journey, which **still do not benefit from** the numerous initiatives undertaken since the listing at the end of March 2022.

During the second quarter of 2022, Farmacosmo also achieved important **strategic objectives**. In fact, an **exclusive partnership** was signed **with the YouHealthy portal for the offer of the telemedicine service** on the www.farmacosmo.it portal. Telemedicine, and more generally, the offer of 'digital' services on the site, represents one of Farmacosmo's strategic objectives, announced as early as the IPO phase.

PRESS RELEASE

Fabio de Concilio, Managing Director of Farmacosmo, **commented:** *'We are very pleased with the results achieved in the second quarter: all KPIs are significantly better than last year, confirming the Company's growth trajectory and the strategic choices made.*

We are working on the realisation of the Industrial Plan, and our solid liquidity - the result of the proceeds raised during the listing phase and from a positive net financial position (cash) prior to the IPO - will allow us to accelerate the trend of organic growth expressed in recent months. The integration of the telemedicine service on our portal is just the first new feature made available to our users.

We are constantly focused on lines of growth that can further boost the growth in value offered to the user and thus to the company.

Change Calendar of Corporate Events

The Board of Directors today approved a change in the calendar of corporate events for the current year, bringing forward the approval of the half-yearly financial report for 30 June 2022 - originally scheduled for 23 September 2022 - to 16 September 2022.

This press release is available at www.farmacosmoinvestors.com, 'Investors/Press Releases' section and on the authorised 'eMarket Storage' mechanism (www.emarketstorage.com).

THE SOCIETY

Farmacosmo is a company active in the *Health, Pharma & Beauty* sectors. The company's business model is based on the circular model of the I(ea)n strategy and is divided into three main business areas: *Logistics, Intelligence* and *Node*. *Logistics*: enables the management and fulfilment of up to 12,000 orders per day, with delivery times of up to 20 hours from carrier picking and just-in-time procurement ('zero warehouse' policy). *Intelligence*: includes strategy definition, competitive positioning and *customer journey* activities, which enabled the company to intercept c. 188,000 customers in 2021. Recurring customers contributed 74% of the annual *retail stream* turnover. The average cart value of active customers in the *retail stream* amounted to €92 (€109 related to recurring customers). *Node*: R&D activities, process innovation and IT infrastructure of the company. Over the past five years, Farmacosmo's sales value has grown by 54% (CAGR 2016-2021) and will be around €58 million in 2021. The Farmacosmo ecosystem aims to pursue standards of excellence in every part of its *value chain*, being inspired by compliance with ESG principles at all stages of the logistics process (from the packaging used for online orders to *carbon compensation* initiatives) and in the valorisation of its employees, the company's strategic asset. Farmacosmo's commitment to ESG is also underlined by the publication of its Sustainability Report 2021

IDENTIFICATION CODES

Ordinary Shares: ISIN IT0005487670 (Ticker COSMO)

Warrant Farmacosmo 2022-2025: ISIN IT0005487415 (Ticker WCOSMO)

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