

CLOSING FOR THE ACQUISITION OF THE SHARE CAPITAL OF VIN.CI. S.R.L. UPON COMPLETION OF THE TRANSACTION, FARMACOSMO HOLDS APPROXIMATELY 97% OF THE COMPANY THAT OWNS THE PROFUMERIAWEB PORTAL AND CONFIRMS ITS ENTRY INTO THE PERFUMERY SECTOR AS WELL AS IN THE LUXURY SEGMENT

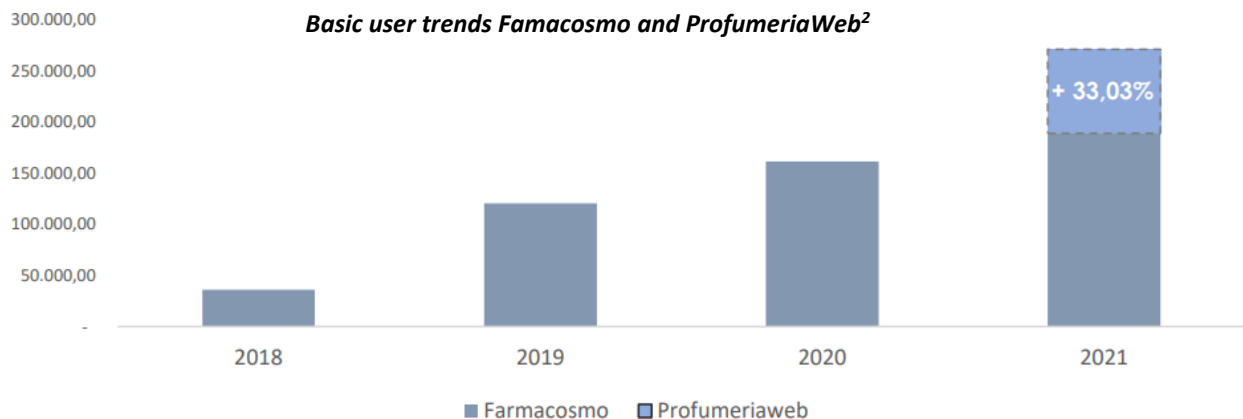
- 2021 REVENUES OF EUR 8.1 MILLION
- 139,000 TOTAL ORDERS¹
- 82,000 CUSTOMERS¹

Milan, 29 September 2022

Farmacosmo S.p.A. ("Company", "Farmacosmo"), a company operating in the *Health, Pharma & Beauty* sectors, listed on the Euronext Growth Milan market of Borsa Italiana, announces that today, following the fulfilment of the contractually agreed suspensive conditions, **the acquisition** of approximately **97%** of the **share capital of Vin.Ci. S.r.l.**, owner of the **ProfumeriaWeb** portal. With over 200 brands in its catalogue, they are the e-commerce leader in Italy in the perfumery, cosmetics and make-up sectors, including the luxury segment.

The transaction is strategically important as it broadens the **company's value proposition**, consolidating its **leadership** in **e-commerce** for **beauty, personal care and wellness**.

It is hereby announced that the Shareholders' Meeting of Vin.Ci. S.r.l. which, following the resignation of the previous Sole Director, appointed a **Board of Directors** chaired by **Roberto Frullone** (Farmacosmo's General Affairs Manager), assisted by **Fabio de Concilio** (Farmacosmo's CEO) and **Paolo Cimmino** (Farmacosmo's CFO & Investor Relations Manager).



1. Unaudited management data
2. Data in the graph was obtained as a mere sum of the management data of the two companies

FARMACOSMO+

PRESS RELEASE

It should be noted that the Selling Shareholders were assisted by KT&Partners as an advisor and by Studio Greco Vitali Associati for the legal profiles and that Farmacosmo was assisted by PwC TLS for the legal profiles and by First Tax&Legal for the finance, tax & labour due diligence activities. Notary Demetrio Maltese of the notary firm Giamalex Notai Associati assisted the parties as far as his expertise was concerned.

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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