

FARMACOSMO ENTERS TELEMEDICINE SECTOR EXCLUSIVE PARTNERSHIP SIGNED WITH YOUHEALTHY PORTAL THE COMPANY WILL INTEGRATE ON ITS SITE THE SALE OF SERVICES TO THAT OF THEIR PRODUCTS

Naples, 30 June 2022

Farmacosmo S.p.A. ("Company", "Farmacosmo"), a company active in the *Health, Pharma & Beauty* sectors, listed on the Euronext Growth Milan market of Borsa Italiana, has today announced that it has signed an **exclusive collaboration agreement with YouHealthy**, a portal of the company Optima Italia S.p.A., for the offer of **telemedicine** services on the specialised e-commerce site *www.farmacosmo.it*. Telemedicine, and more generally, the offer of services on the site, represents one of Farmacosmo's strategic objectives, announced as early as the IPO phase.

Through the partnership, the company confirms its commitment to developing new digital services and integrates the entire chain of sales and assistance of goods and services, allowing customers and their families to benefit from an experience based on a direct and personalised approach. In particular, with the telemedicine service, customers will be able to access a service that offers, among other things, the possibility of contacting a general practitioner for themselves and four other members of their household, both from Italy and abroad, by telephone or video call, at all hours and 365 days a year, for a health consultation. The service, a valuable reference for the prevention, treatment and subsequent follow-up of patients, confirms what was announced at the time of the listing and, in particular, Farmacosmo's mission to create an all-encompassing digital ecosystem dedicated to health and wellness. The service will go live in the coming days.

Fabio de Concilio, Managing Director of **Farmacosmo**, commented: *"We are delighted to have signed this partnership, which allows us to offer our customers a telemedicine service active at any time and day, as an exclusive channel, to more and more, a global reference for everything related to self-care. Guided by the objective of guaranteeing a highly specialised and secure service, we are constantly working to offer a virtual place where users can feel protected, from exhaustive product descriptions to pharmacists available to answer any questions, from navigation to payments protected by digital security protocols, to customer care that also offers after-sales assistance. Thanks to the partnership with YouHealthy, we will also be able to offer customers the security of being able to contact a doctor at any time, to receive assistance even on holidays or at night, and to clarify any doubts related to their clinical picture. So, we are continuing our development strategy, confirming what we announced at the time of listing to guarantee users a 360° experience'.*

In addition, through a specific APP, users will be able to access the **Healthy Book**, an online medical record that allows them to record vital parameters and archive data and images of specialist examinations, as well as receive assistance in the event of a **Medical Alert**, book examinations and request ambulance transport in the event of hospitalisation.

The partnership also includes the possibility of purchasing the **'DNA Test'**, the predictive analysis that allows you to discover and monitor external factors that interfere with your DNA, receiving useful information on diet, exercise, health, nutrition and drug metabolism.

FARMACOSMO+

PRESS RELEASE

The telemedicine and 'DNA testing' services, which the company intends to offer on its site, will allow Farmacosmo to diversify revenues in its business model by including a commission component.

According to data provided by Statista, the telemedicine industry has grown significantly in recent years and is expected to grow further in the future. The global telemedicine market was worth around USD 50 billion in 2019 and is estimated to reach USD 460 billion by 2030.

This press release is available at www.farmacosmoinvestors.com, section 'Press Releases'.

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)

FOR FURTHER INFORMATION:

INVESTOR RELATIONS MANAGER

Farmacosmo

Via Crispi, 51 - 80121 Naples

Tel. +39 02 50042143

Paolo Cimmino ir@farmacosmo.it

EURONEXT GROWTH ADVISOR

illimity Bank

Via Soperga, 9 - 20124 Milan

Tel. +39 02 82849699

farmacosmo@illimity.com

INVESTOR & MEDIA RELATIONS ADVISOR

IR Top Consulting

Via Bigli, 19 - 20121 Milan

Tel. +39 02 45473883

Pietro Autelitano ir@irtop.com

Domenico Gentile ufficiostampa@irtop.com