

## CLOSING FOR THE ACQUISITION OF THE SHARE CAPITAL OF TELEPSICOLOGIA S.R.L.

**AS A RESULT OF THE TRANSACTION, FARMACOSMO HOLDS 51% OF THE COMPANY AND CONFIRMS ITS ENTRY INTO THE TELEPSYCHOLOGY SECTOR WITH A PROPRIETARY PLATFORM AND WITH A SPECIALIZED PARTNER**

## **THE LAUNCH OF CONTACTU PLATFORM IS SCHEDULED FOR MARCH 24**

*Naples, March 15th 2023*

Farmacosmo S.p.A. ("Company", "Farmacosmo"), a company active in the Health, Pharma & Beauty sector, listed on the Euronext Growth Milan market of Borsa Italiana, announces that today the acquisition of 51% of the share capital of Telepsicologia S.r.l. was finalized. During the transaction, the ContactU trademark and related domain were conferred on Farmacosmo and the Company granted a license to use it, on a multi-year basis, under the Software as a Service model, the technology platform specializing in the provision of online psychology and psychotherapy services.

The transaction has great strategic importance as it marks Farmacosmo's entry into the Telepsychology sector and accelerates the process of the Company's evolution into an integrated ecosystem of high value added services dedicated to personal care and well-being.

It should be noted that, today, Fabio de Concilio (CEO of Farmacosmo) was appointed CEO; will complete the Board of Directors Giada Fiume (Sole Director of Cepib S.r.l.s.) who has been entrusted with the role of President, and Marco Piccolo (Creative Director of Farmacosmo).

The legal aspects of the transaction were handled by SAPG Legal Law Firm, with a team composed of partner lawyers Francesco Sibilla and Raffaele De Stefano and associate Leonardo Acquafondata, who handled the contractual aspects. Notary Demetrio Maltese of the notary firm Giamalex Notai Associati assisted the parties to the extent of his expertise. For more information, please refer to the press release of March 9, 2023:

<https://farmacosmoinvestors.com/wp-content/uploads/2023/04/FARMACOSMO-LAUNCHES-CONTACTU-A-DIGITAL-PSYCHOLOGY-AND-PSYCHOTHERAPY-ONLINE-PLATFORM.pdf>

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This press release is available on the [www.farmacosmoinvestors.com](http://www.farmacosmoinvestors.com) website, section "Investors/Press Releases" and on the authorized storage mechanism "eMarket Storage" ([www.emarketstorage.com](http://www.emarketstorage.com)).

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### **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 fulfillment 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

# FARMACOSMO+

## PRESS RELEASE

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 Share: ISIN IT0005487670 (Ticker COSMO)

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

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