

INVESTOR DAYS

LABOMAR



19th / 20th October 2021

Hotel Relais Villa Cornér della Regina - Cavasagra (Treviso)

1. VISION & MISSION

2. LABOMAR IN ITS REFERENCE MARKET

3. LABOMAR GROWTH PATH

4. HOW LABOMAR SUPPORTS ITS GROWTH

1. VISION & MISSION

2. LABOMAR IN ITS REFERENCE MARKET

3. LABOMAR GROWTH PATH

4. HOW LABOMAR SUPPORTS ITS GROWTH

VISION

WE IMPROVE WELL-BEING AND THE QUALITY OF PEOPLE LIFE



MISSION

WE WORK TOGETHER WITH PASSION, TO CONCEIVE AND MANUFACTURE PRODUCTS AND SERVICES FOR WELL-BEING, IN RESPECT OF THE ENVIRONMENT

WE INNOVATE WITH COURAGE, PROUD TO BELONG TO A GREAT FAMILY



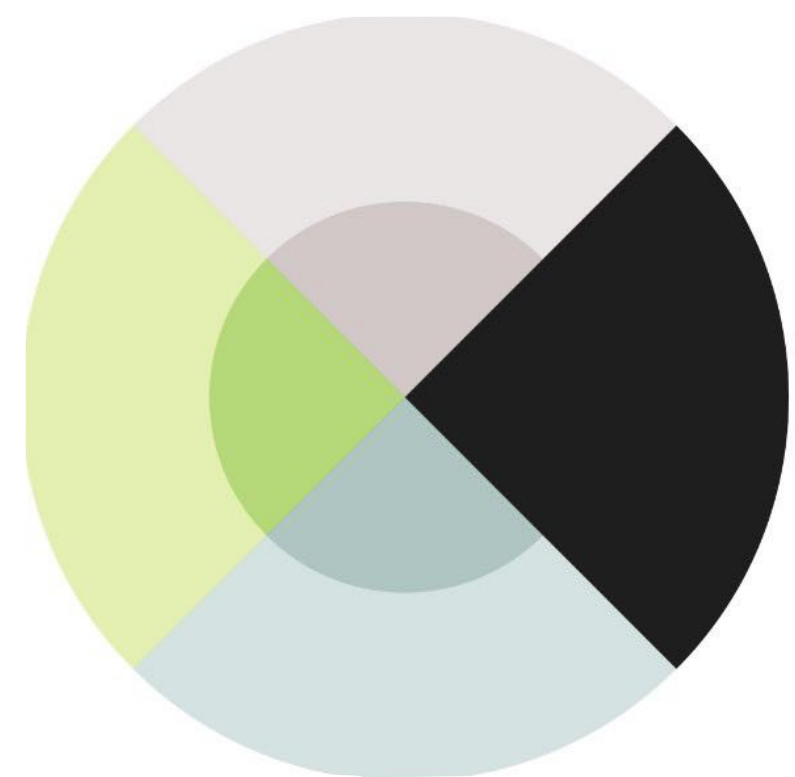
OUR VALUES





WE STRONGLY BELIEVE IN SUSTAINABILITY





BECIRCULAR
The Sustainability in Labomar

OUR GOAL FOR 2022*



* depending on the Certifying Body availability, SOURCE: Management

SUSTAINABILITY - 1ST LABOMAR IMPACT REPORT

LABOMAR



SHARED BENEFIT GOALS:



1. VISION & MISSION

2. LABOMAR IN ITS REFERENCE MARKET

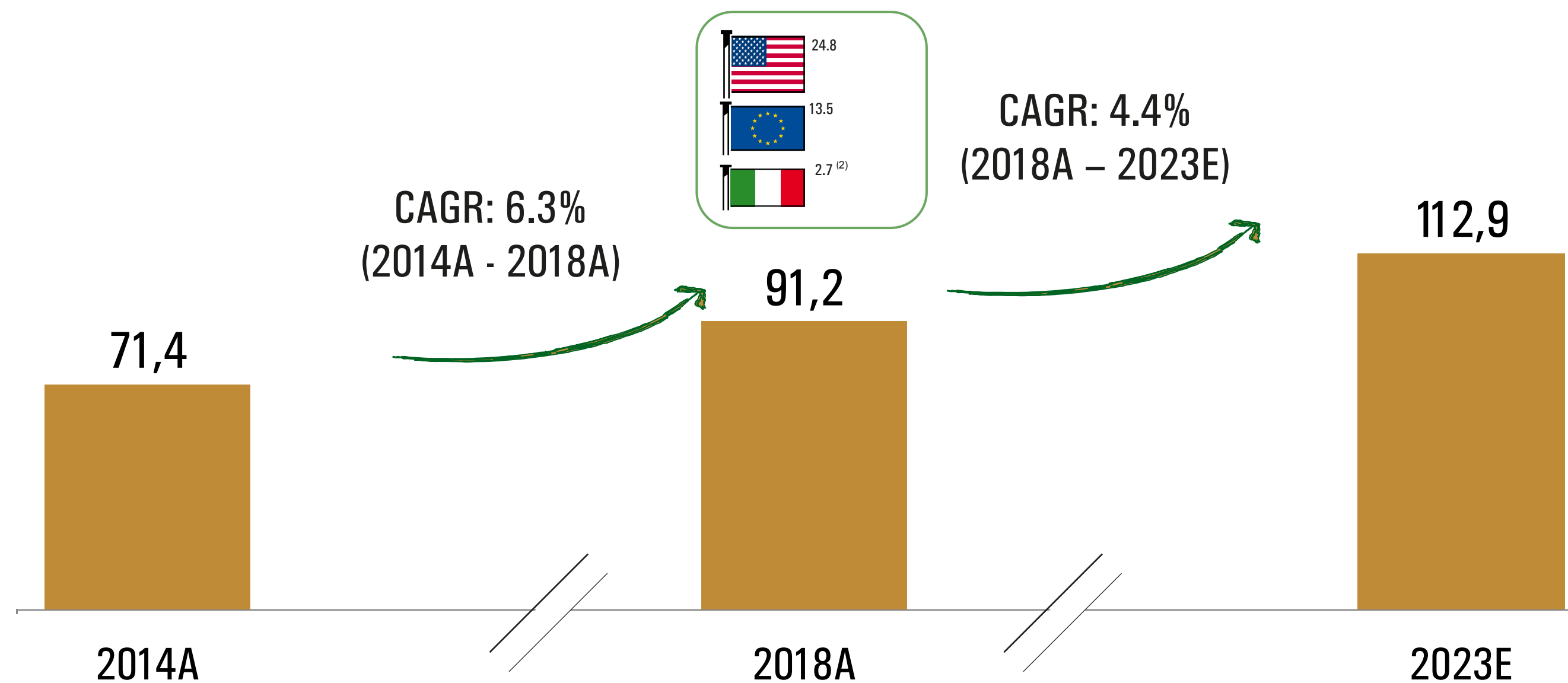
3. LABOMAR GROWTH PATH

4. HOW LABOMAR SUPPORTS ITS GROWTH



a buoyant sector, with some clear trends...

Global Vitamins & Dietary Supplements, €B ⁽¹⁾



IN THE PERIOD AUGUST 2020 - JULY 2021,
THE SECTOR HAS REACHED A SIZE OF ALMOST 4 €B⁽³⁾

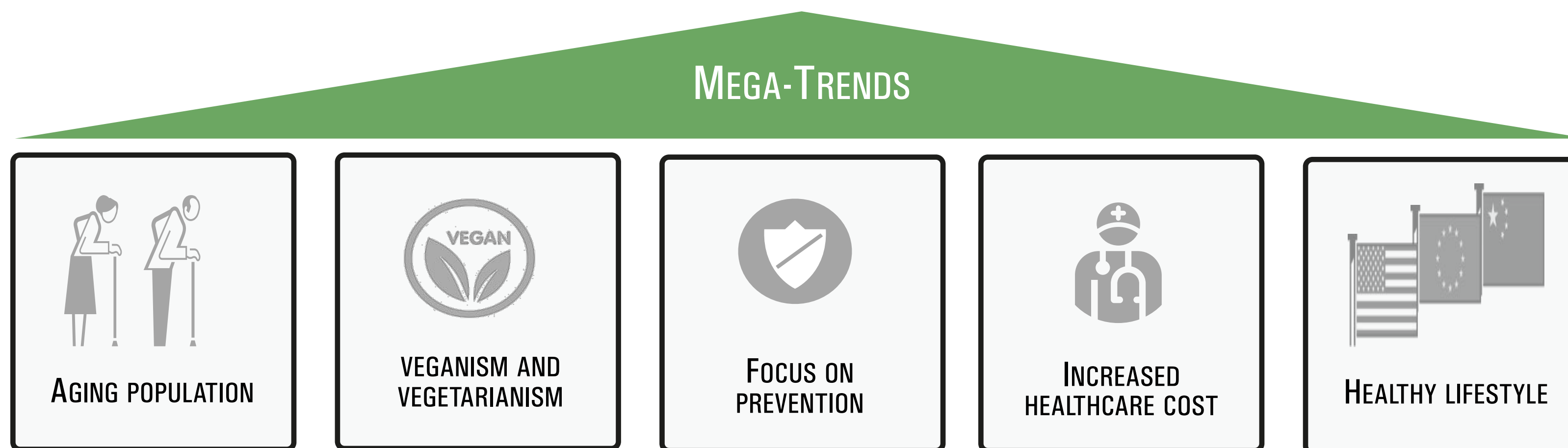
1. SOURCE: PWC Report "Vitamins & Dietary Supplements Market Overview" July 2020

2. According to Federsalus, which tracks also sales on the Parapharmacy and Large Scale Retail Trade channels, the Italian market has reached a size of 3.3 €B in 2018.

3. SOURCE: Federsalus Report "Il Mercato degli integratori" July 2021



the nutraceutical end-market keeps registering attractive growth rates on the tail-wind of tangible mega-trends



Italy is the largest nutraceutical market in the European union and the pioneering market worldwide for product innovation

...temporarily affected by the Pandemic

LABOMAR's business model

Most of our products are promoted by companies using Medical Representatives networks to Prescribers or Pharmacists

Most of our products are promoted in Pharmacies thanks to pharmacist's advice

COVID-19 market adversities

Impossibility to visit regularly Prescribers and Pharmacists by Medical Representatives, limited activity in Pharma Retail

Pharmacy Retailers were strictly focused on Covid-19 related Products (i.e. face masks)

...temporarily affected by the Pandemic

LABOMAR's business model

Cough&Cold and Probiotics segments represent
25% of Labomar Total Turnover

Labomar acts as a "Make to Order" Company

COVID-19 market adversities

Strong temporary reduction of sell out due to mask
use and social distance rules determining:

- reduction in cough&cold pathologies
- reduction in all hygiene associated infections (i.e.
diarrhea in children)

Customer's fear to "miss out" determined some
overstock situation

...temporarily affected by the Pandemic

LABOMAR's business model

Labomar R&D is focused on long term and high value New Projects

A very huge range of different products realized (orders backlog with confirmed prices)

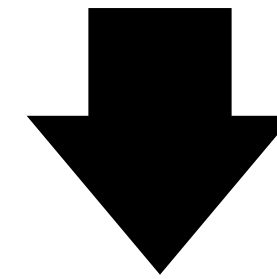
COVID-19 market adversities

Most of big pharma Customers decided to postpone new market launches from 2021 to 2022

Difficulties in supply of raw materials and unfavorable prices evolution

HOW DID LABOMAR FACE THE PANDEMIC?

with more reactive Customers



increase R&D Projects in therapeutical areas as:



Immunity



Sleep and stress disorders

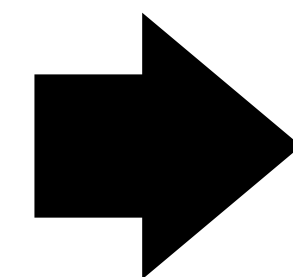


Gastroenterology



Cardiovascular

To support a greater complexity and dimension
and to maximize synergies with Importfab, Welcare and Labiotre



Top Management enforcement

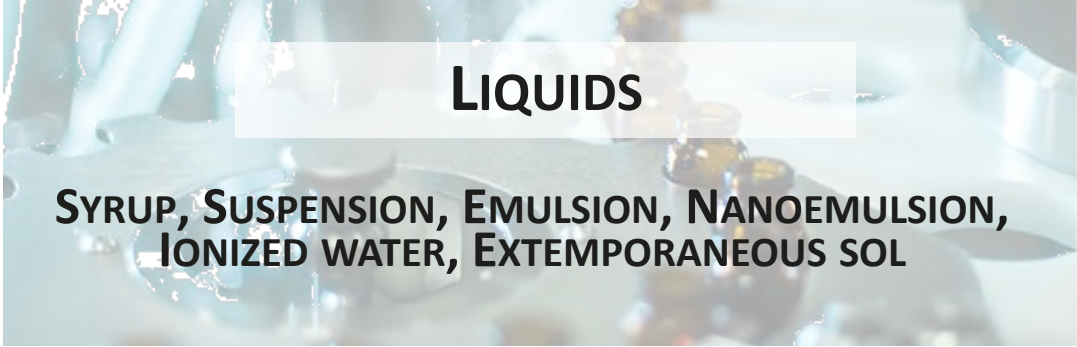
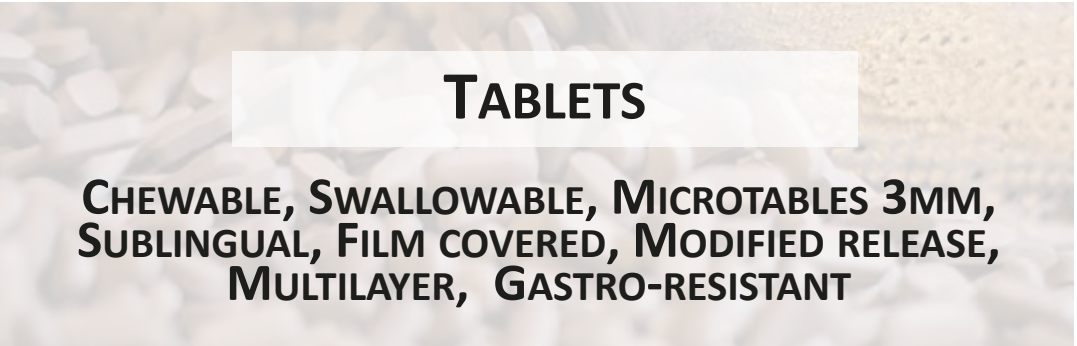
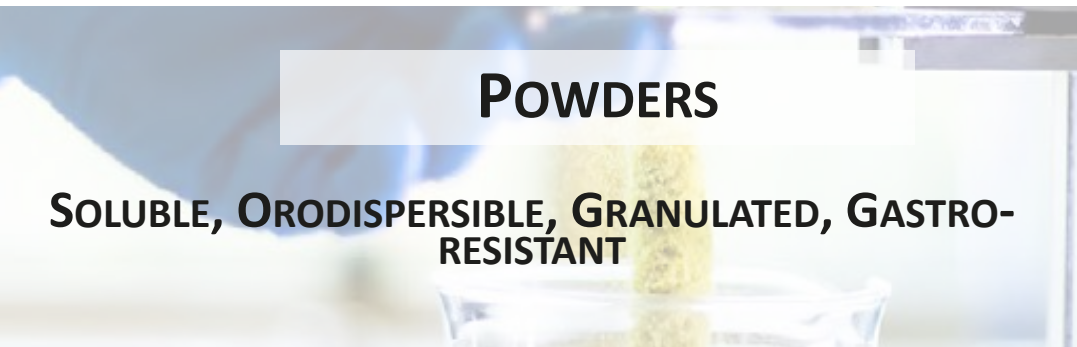
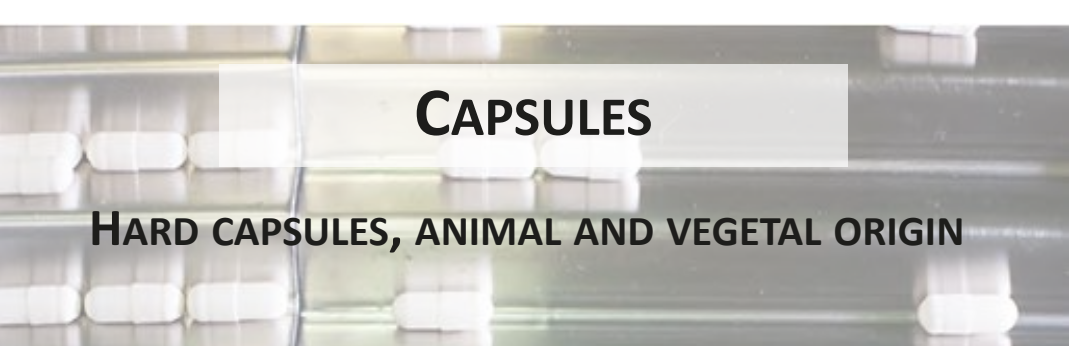



LABOMAR'S ROLE IN ITS SECTOR: A UNIQUE BUSINESS MODEL

A UNIQUE BUSINESS MODEL

LABOMAR

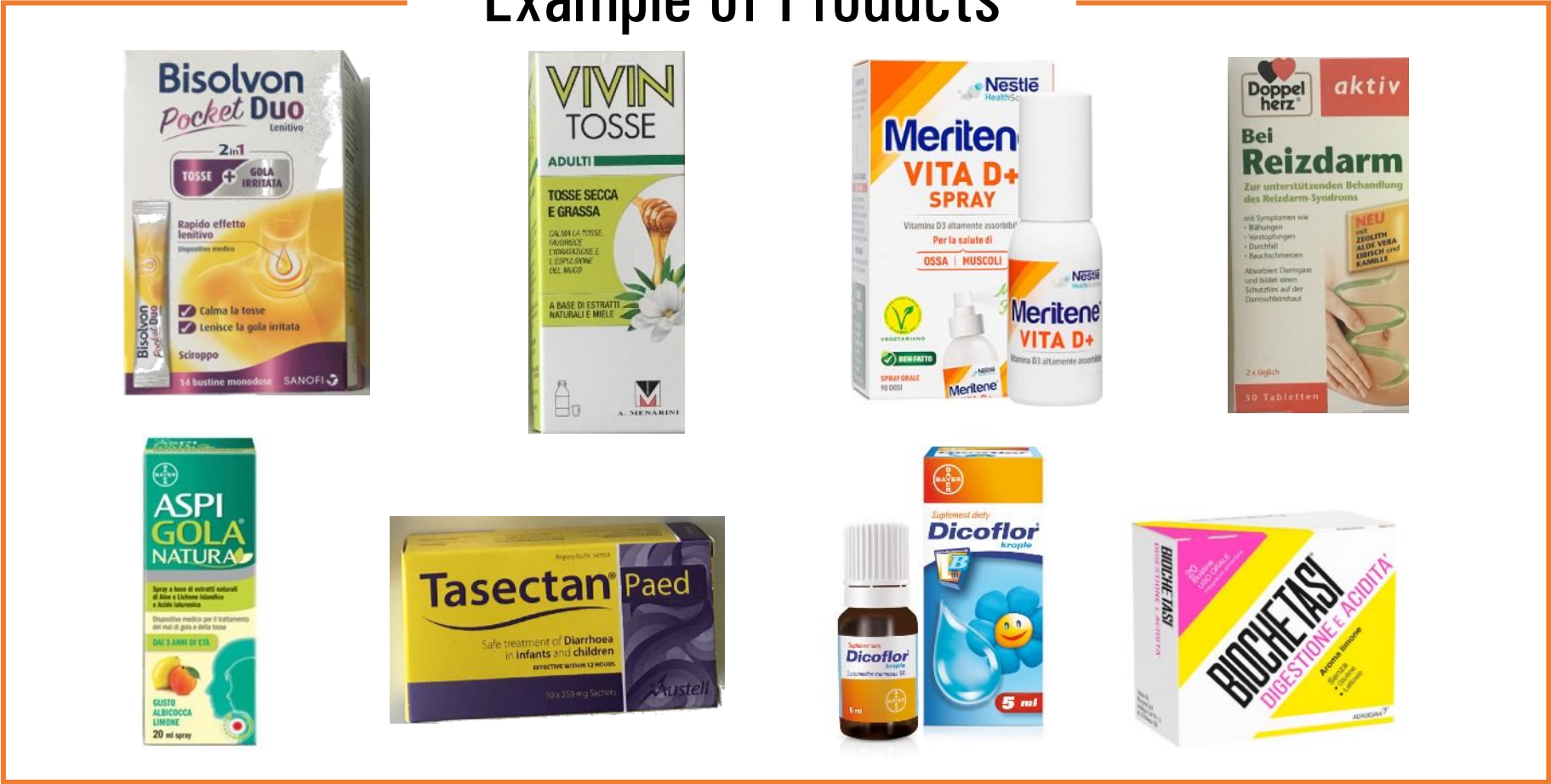
ALL PHARMACEUTICAL FORMS AND ALL THERAPEUTICS AREAS ¹

CATEGORIES	
Probiotics	
Cough & Cold	
Sleep & Stress disorders	
Vitamins	
Cardiovascular	
Gastroenterology	
Antioxidants	
Energy	
Minerals	
FSMP	
Immune System	
Laxatives	
Others	
	

BIG PHARMA COMPANY

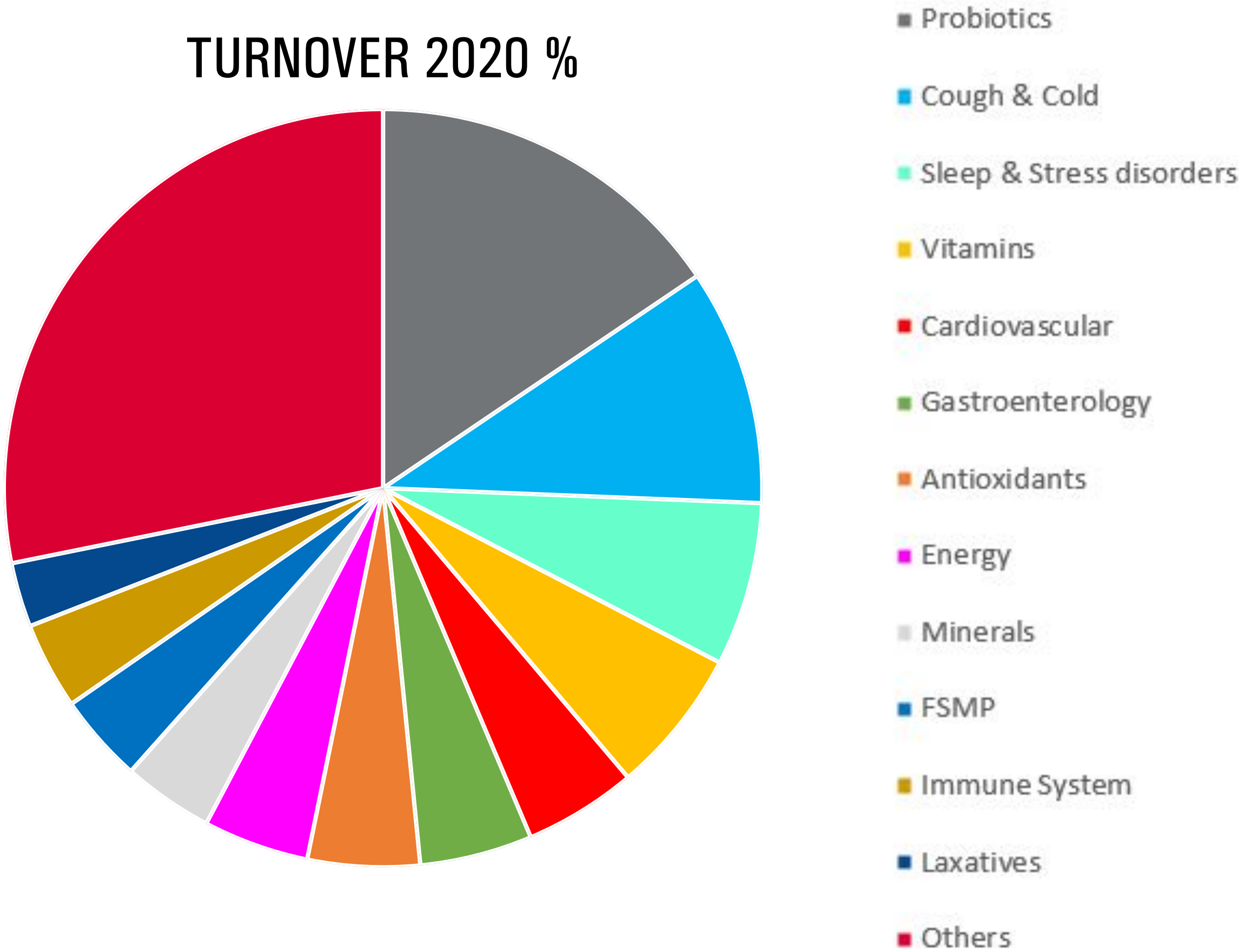


Example of Products ⁽¹⁾



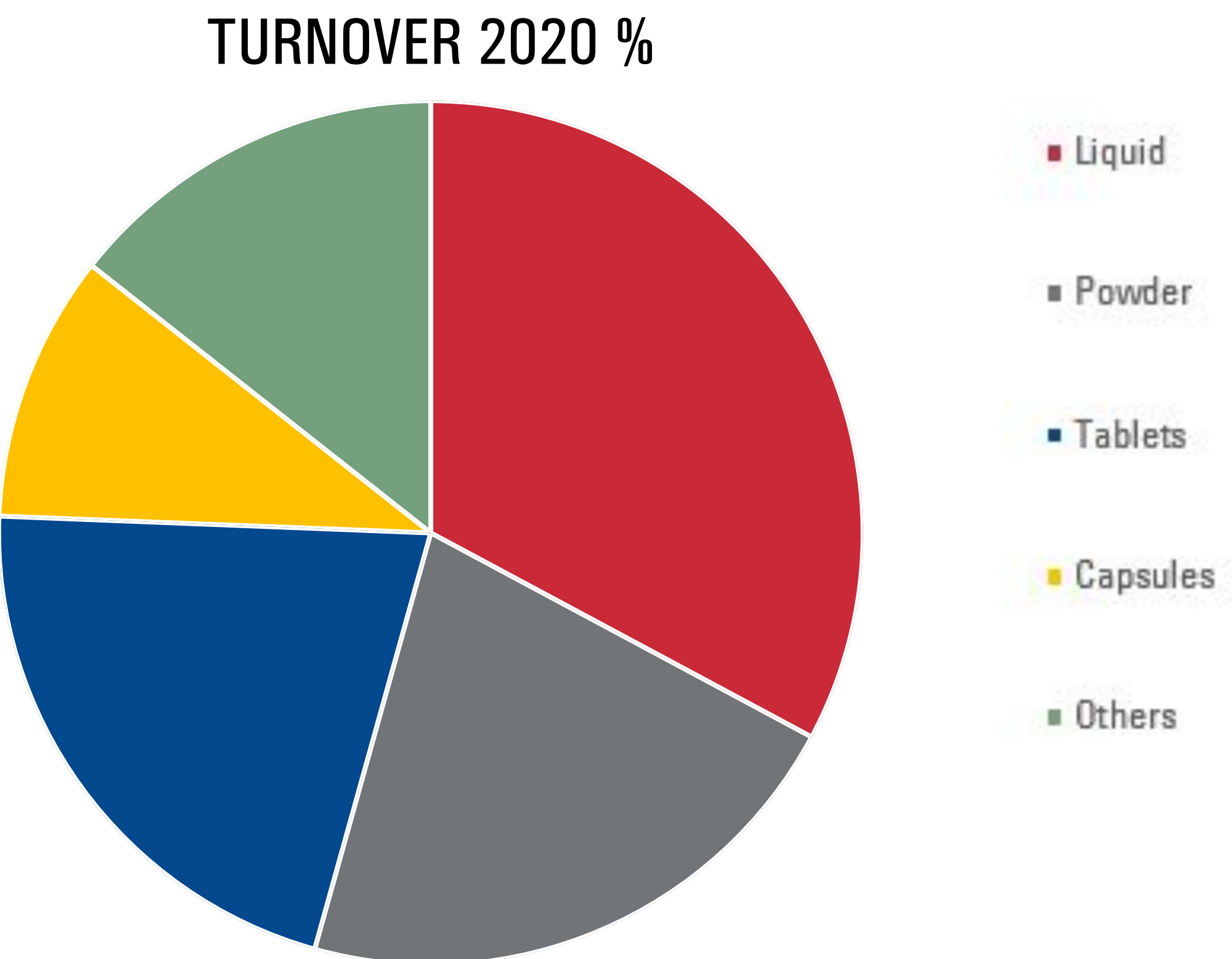
1.Only referred to Labomar stand alone'

CATEGORIES	TURNOVER 2020 %
Probiotics	15,54%
Cough & Cold	10,09%
Sleep & Stress disorders	6,98%
Vitamins	6,21%
Cardiovascular	4,81%
Gastroenterology	4,80%
Antioxidants	4,78%
Energy	4,51%
Minerals	3,86%
FSMP	3,78%
Immune System	3,71%
Laxatives	2,75%
Others	28,18%



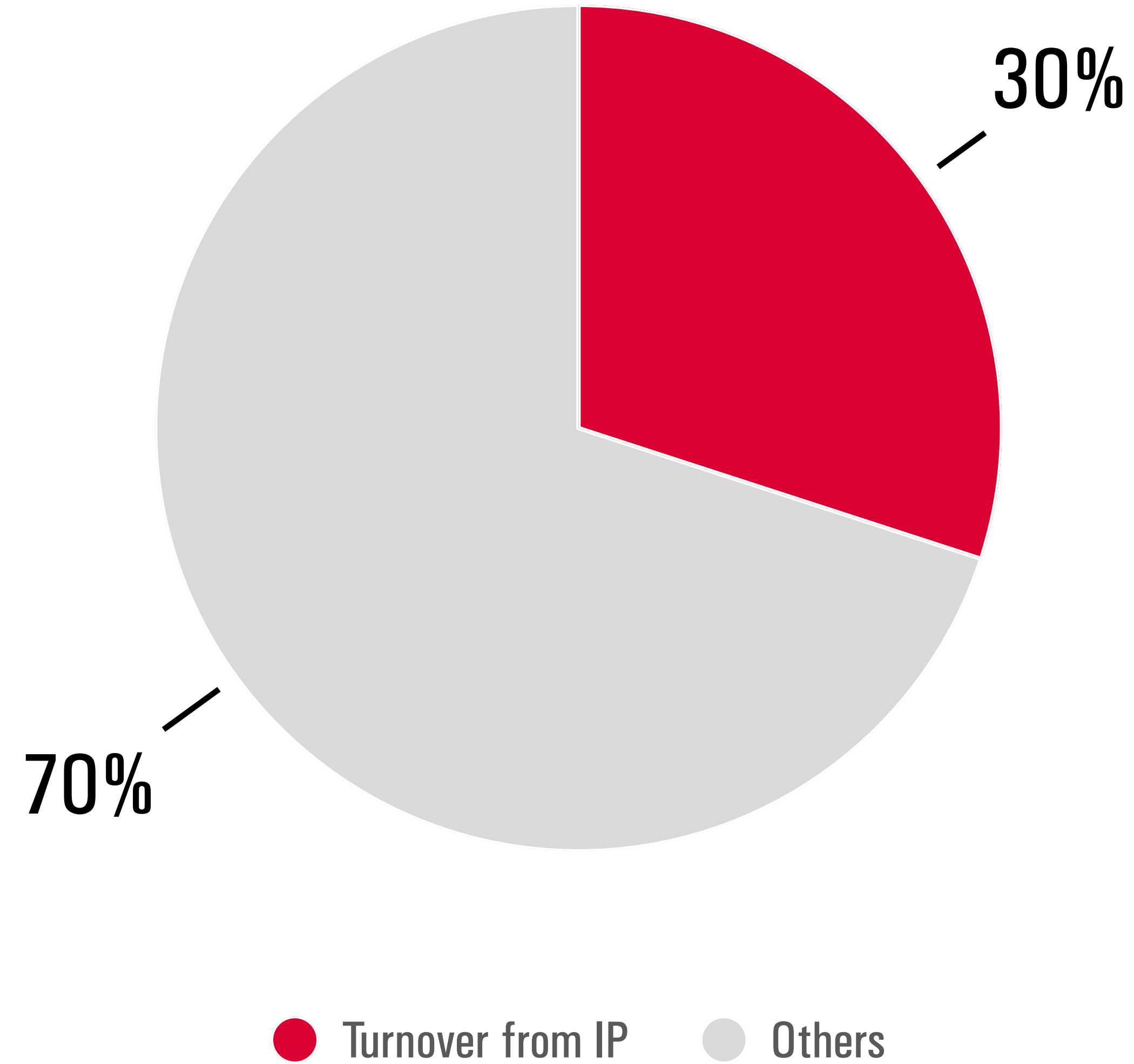
Note: Data only referred to Labomar stand alone (2020)
SOURCE: Management

PHARMACEUTICAL FORMS	TURNOVER 2020 %
Liquid	32,83%
Powder	21,50%
Tablets	21,29%
Capsules	10,00%
Others	14,38%

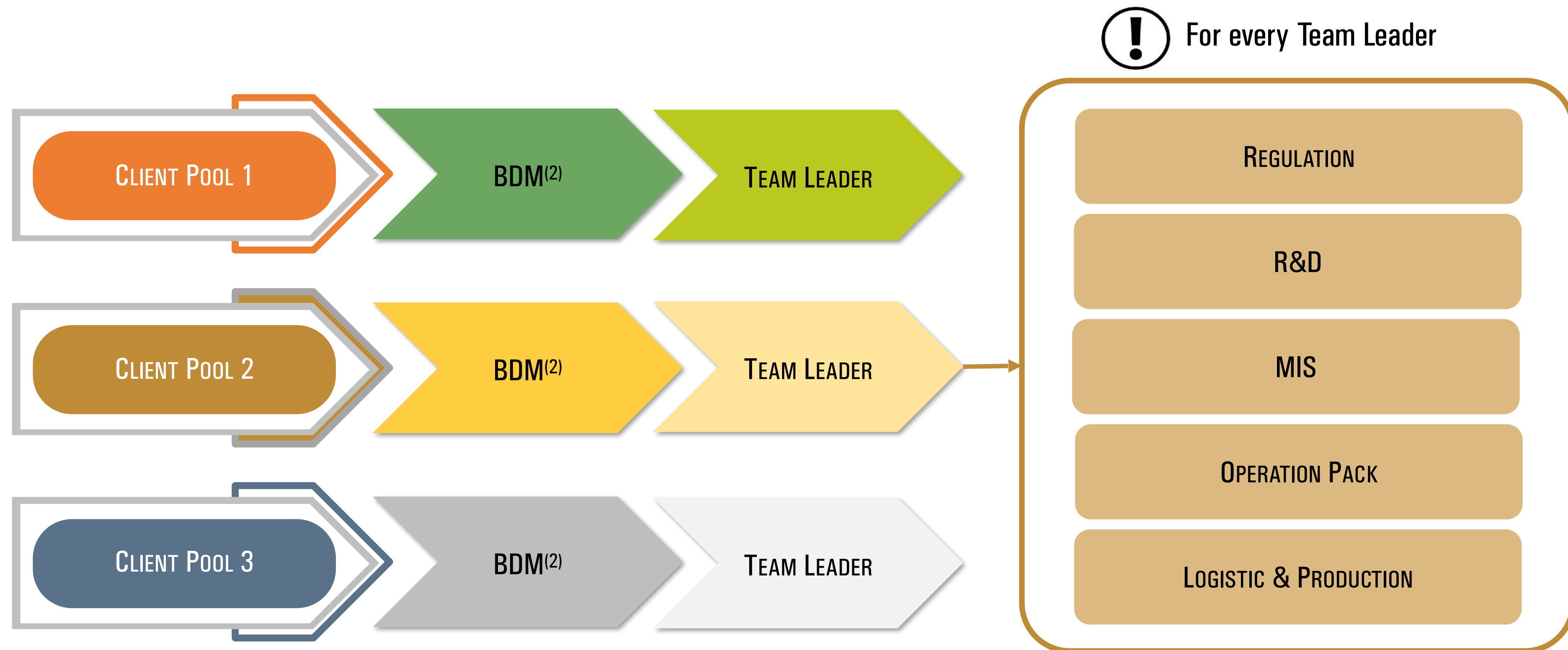


Note: Data only referred to Labomar stand alone (2020)
SOURCE: Management

% IP Turnover 2020



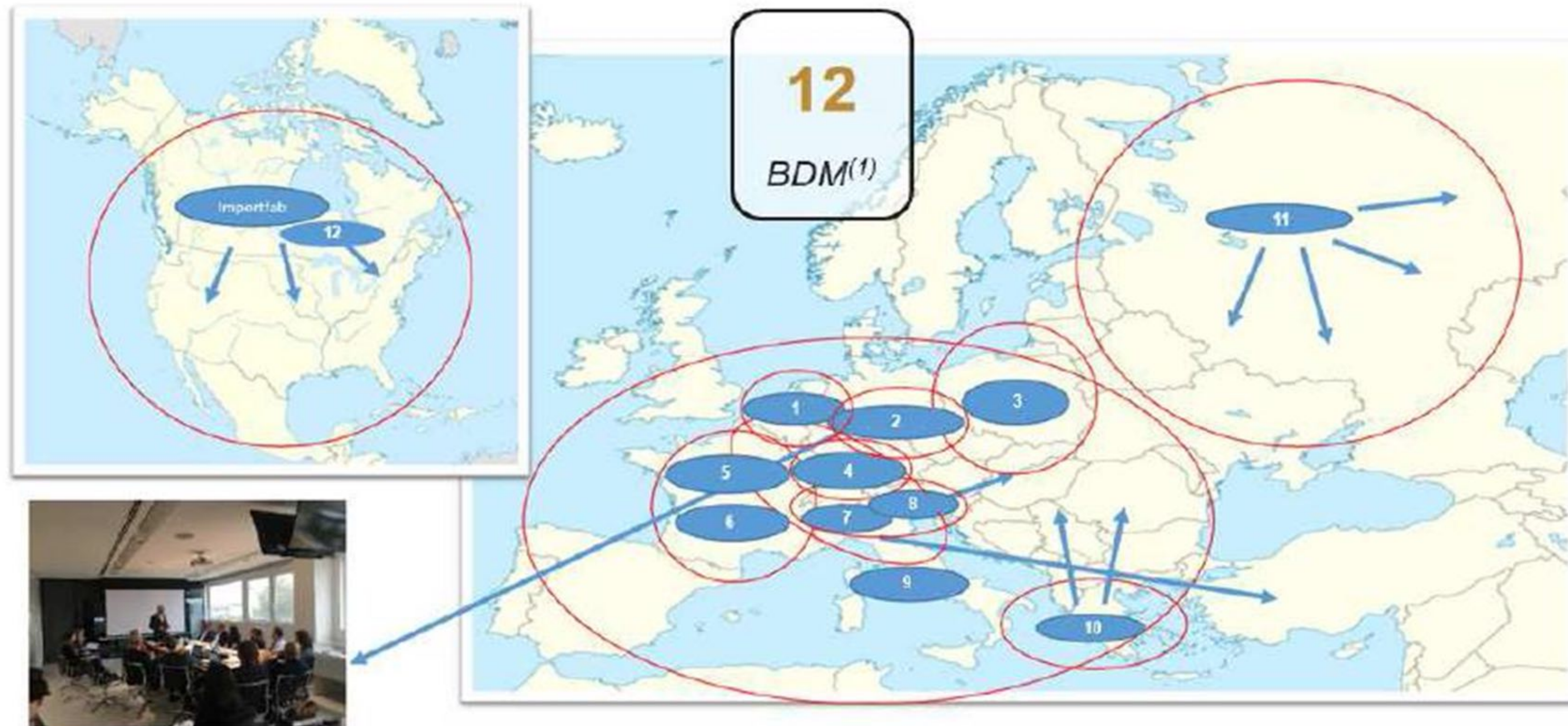
with a unique salesforce for unparalleled client coverage¹



1.Only referred to Labomar stand alone

2.'BDM' means 'Business Development Manager'

with a unique salesforce for unparalleled client coverage¹



1. Only referred to Labomar stand alone
2. 'BDM' means 'Business Development Manager'

1. VISION & MISSION

2. LABOMAR IN ITS REFERENCE MARKET

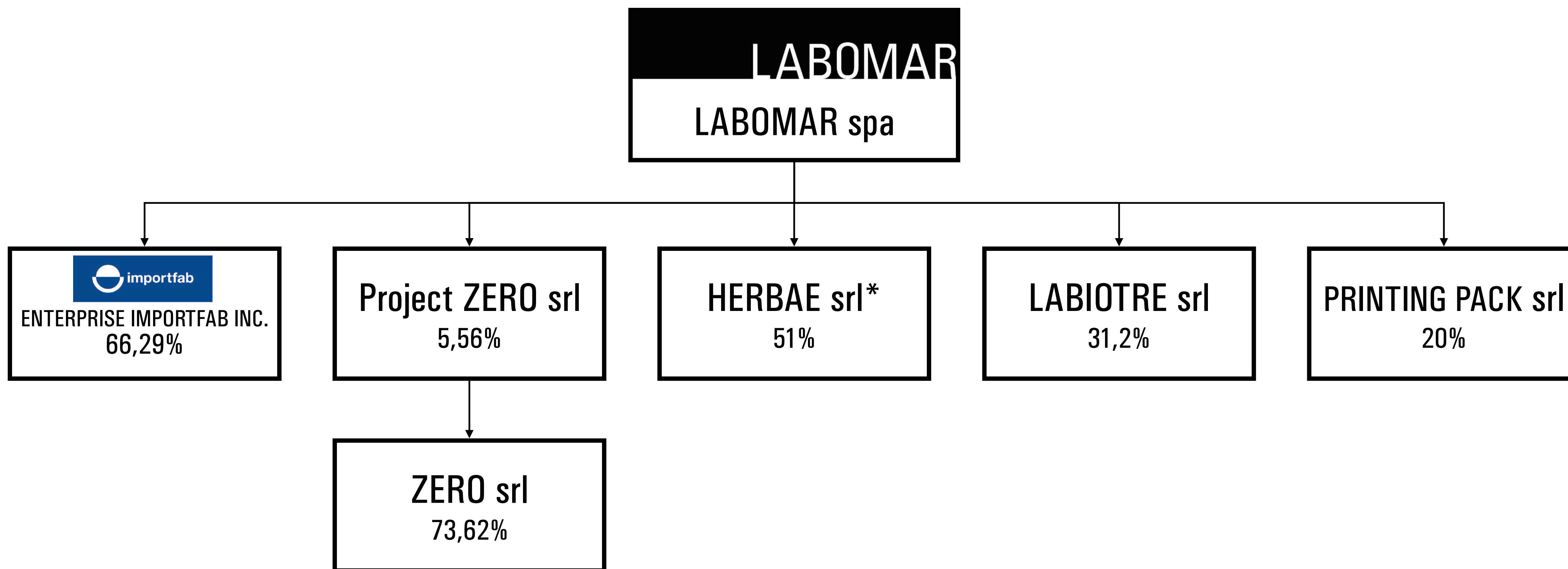
3. LABOMAR GROWTH PATH

4. HOW LABOMAR SUPPORTS ITS GROWTH

BEFORE

LABOMAR

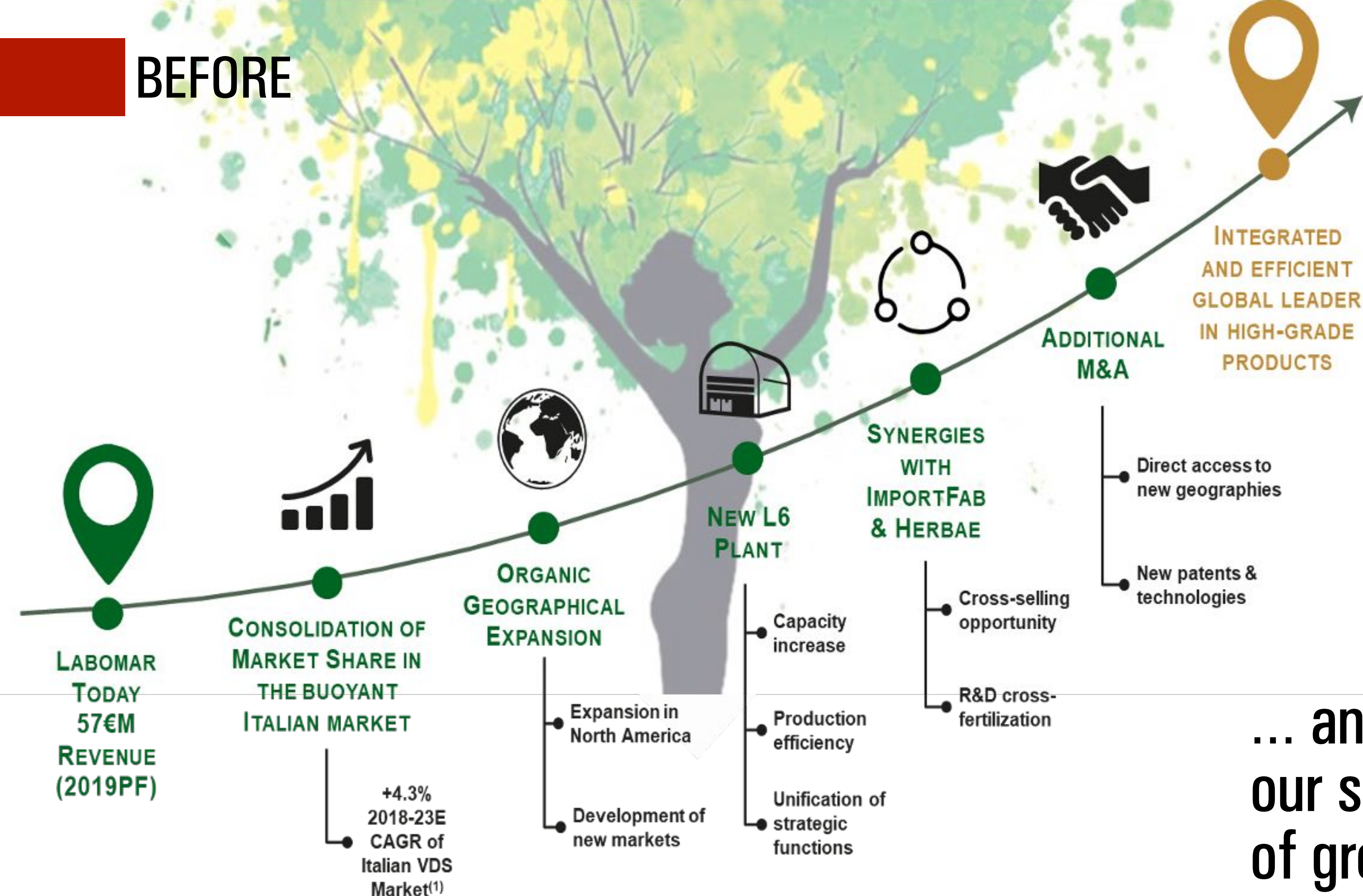
how we were before listing...



* now LABOMAR NEXT srl

BEFORE

LABOMAR

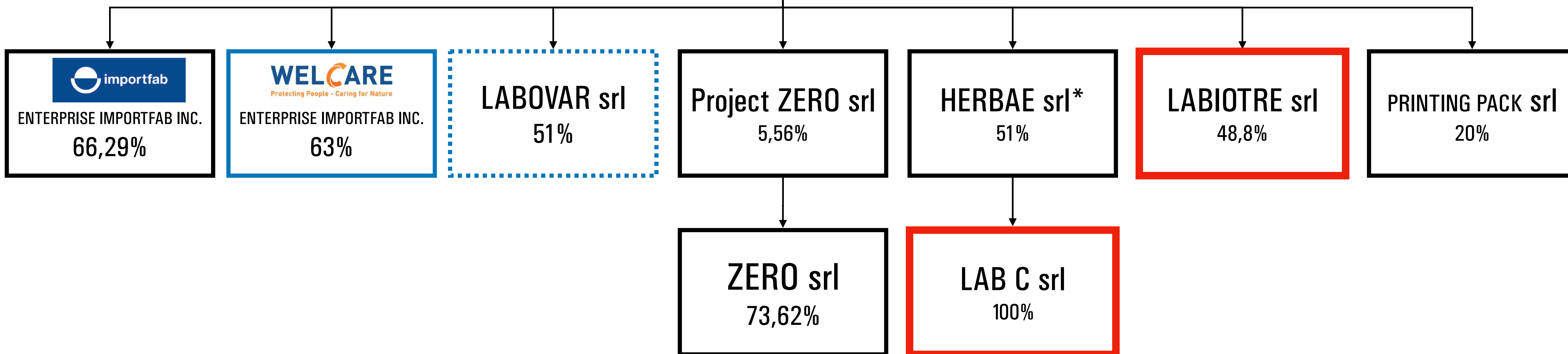


... and what were
our strategic pillars
of growth

NOW

LABOMAR

after 1 year of listing





NOW

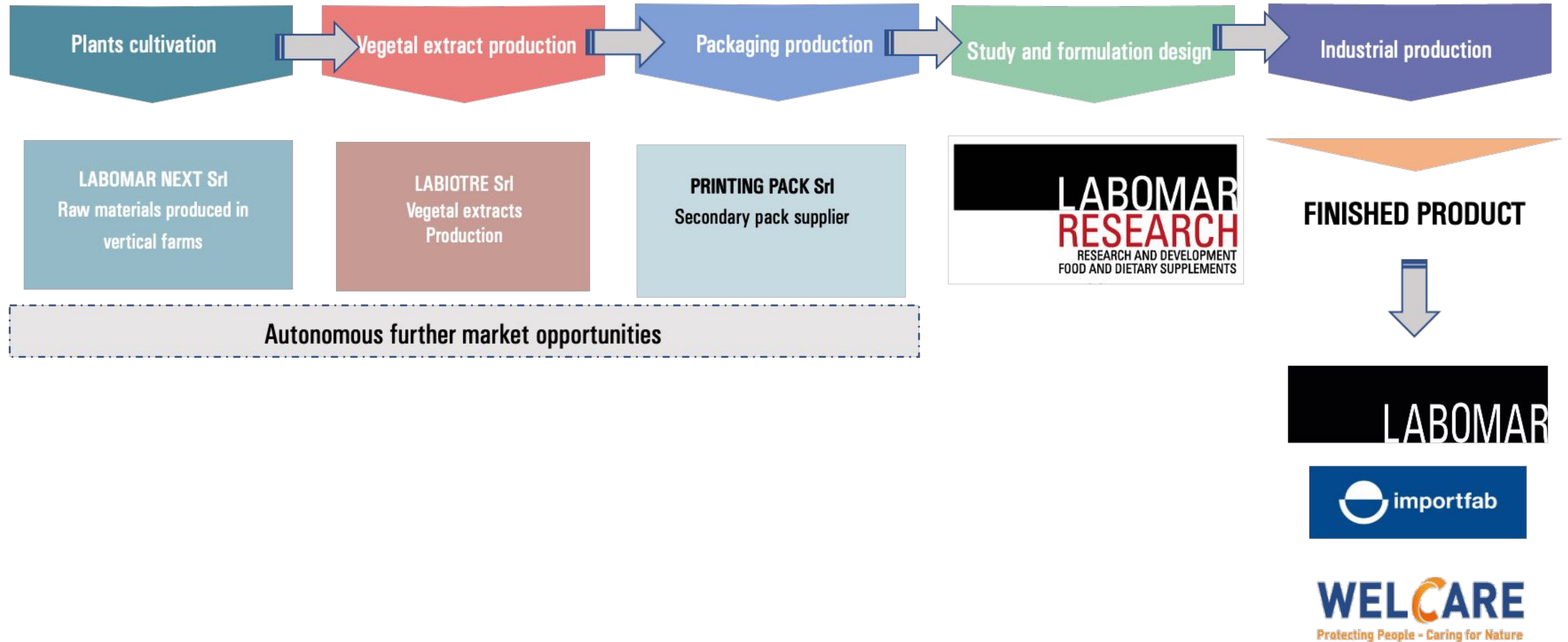


LABOMAR

**LABOMAR IS BECOMING
A SYSTEM INTEGRATOR
TO OVERSEE THE ENTIRE VALUE CHAIN**

THE VALUE CHAIN

LABOMAR

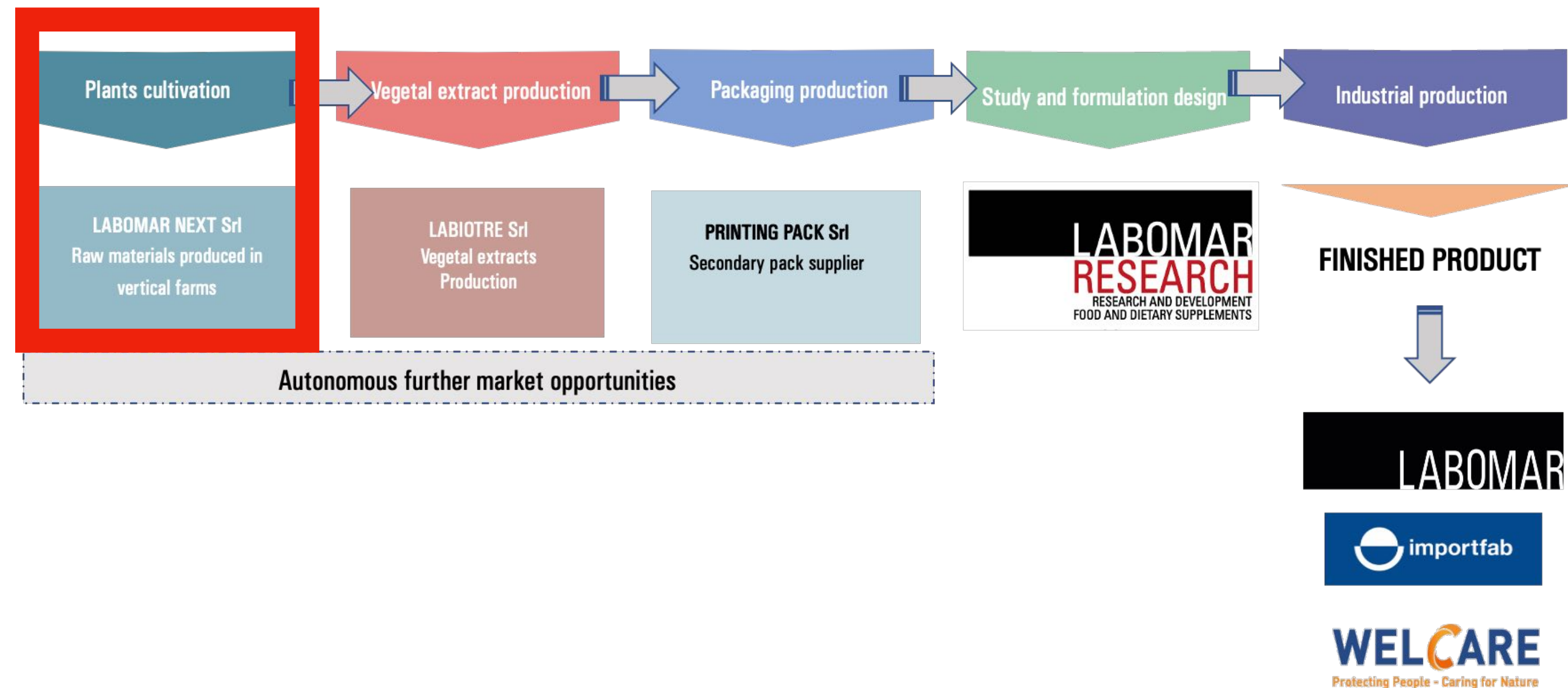


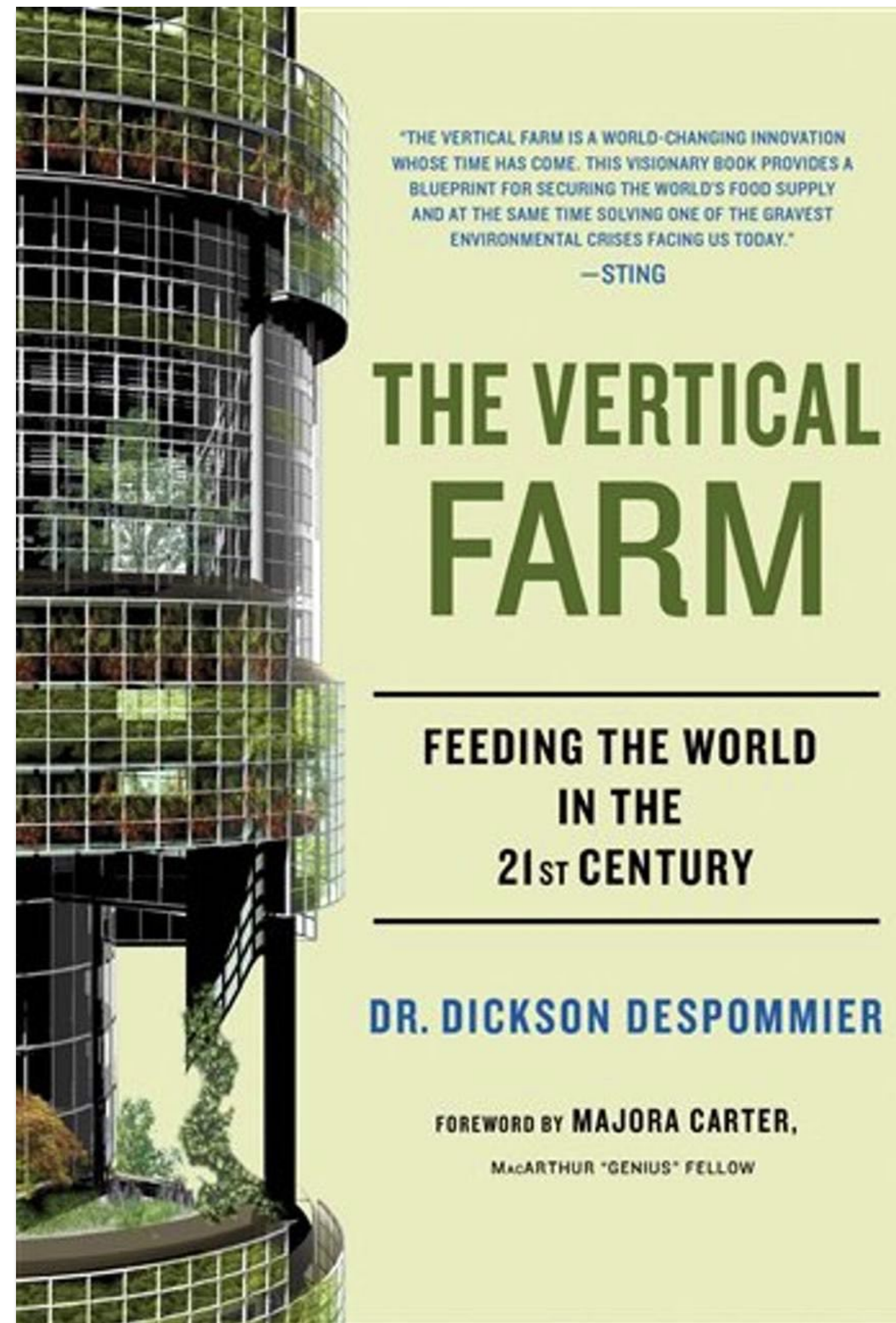
THE VALUE CHAIN

LABOMAR

LABOMAR
NEXT

the
BLU OCEAN project





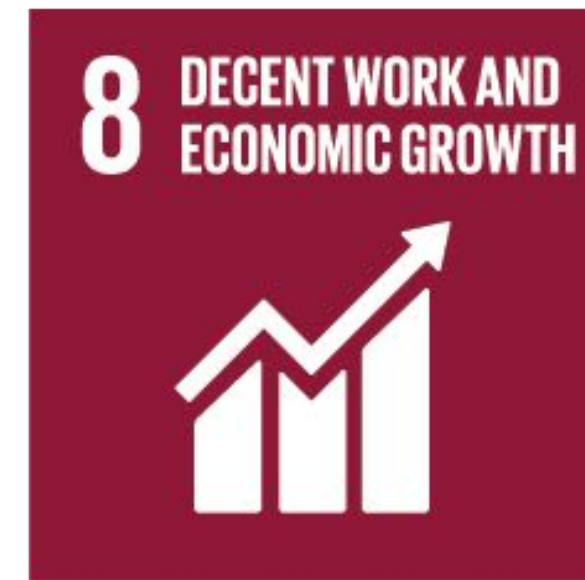


0%



100%

an industry hitting many Sustainable Development Goals



FINANCIAL SUSTAINABILITY IS VERTICAL FARMING'S BOTTLENECK



AGRONOMIST



BIOLOGIST



ENGINEER



CODER

6-YEAR MULTIDISCIPLINARY R&D PROCESS





BIOREACTORS: **PLANTS EXPRESSING ACTIVE PRINCIPLES RELEVANT IN**

FUNCTIONAL FOOD

NUTRACEUTICALS

COSMETICS

PHARMACEUTICALS

FUNCTIONAL FOOD

NUTRACEUTICALS

COSMETICS

PHARMACEUTICALS

raw materials, ingredients, processed products

ZERO'S FARMING PLATFORM

3 ONGOING R&D PROJECTS



next generation
nutraceutical ingredients

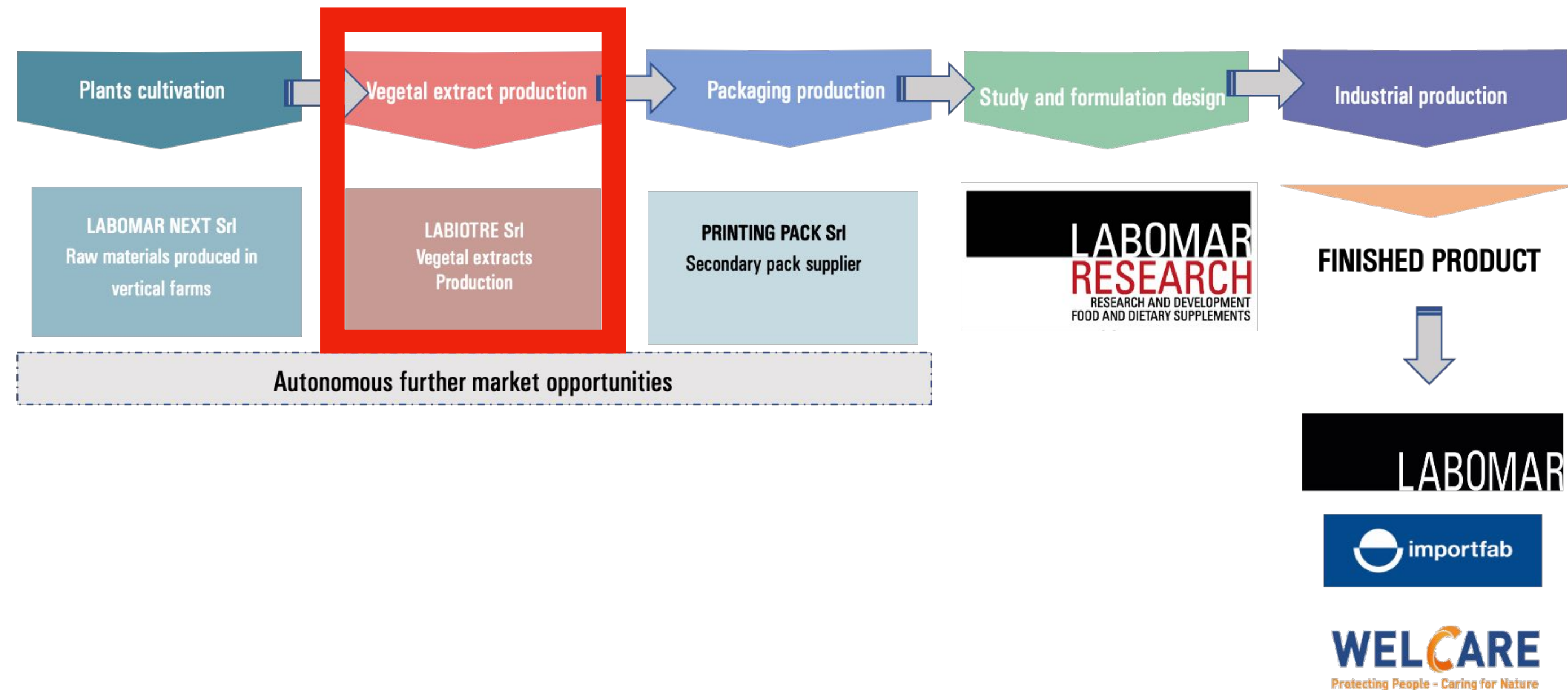


medical Cannabis



a functional dressing

LABIOTRE_{s.r.l.} a strategic integration upstream of the supply chain





Labiotre is an Italian company founded in 2011 with the aim of producing botanical extracts having a full control on the production chain, in order to guarantee the highest qualitative standards

from the deep knowledge of botany, Labiotre research and develop innovative extraction methods that allows to make the most from the plants, while respecting their physiology





Multiextracts

Combination of phytocomplexes from different botanical parts or species



Phytobilayer

Liposomal extracts with enhanced bioavailability



Fermented extracts

Botanical substrates fermented by anaerobic microorganisms



Labiotech extracts

Studied extracts with standardization in peculiar active molecules

each Labiotre extract or fraction embodies a set of peculiarities that make it optimal for a specific formulation. This feature allows the customer to choose the most appropriate category for the final preparation among the different categories of products offered



FOCUS ON SOFT-GELS

A totally new plant, built with the highest quality standards, that offers flexibility of the batch sizes, thanks to the different production lines, and liability thanks to the deep expertise of the technicians

other products:

- Granulated dried extracts
- Soft extracts
- Fluid extracts and hydroalcoholic tinctures
- Hydroglyceric extracts
- Glycolic extracts
- Liposoluble extracts
- Glycerine macerateds

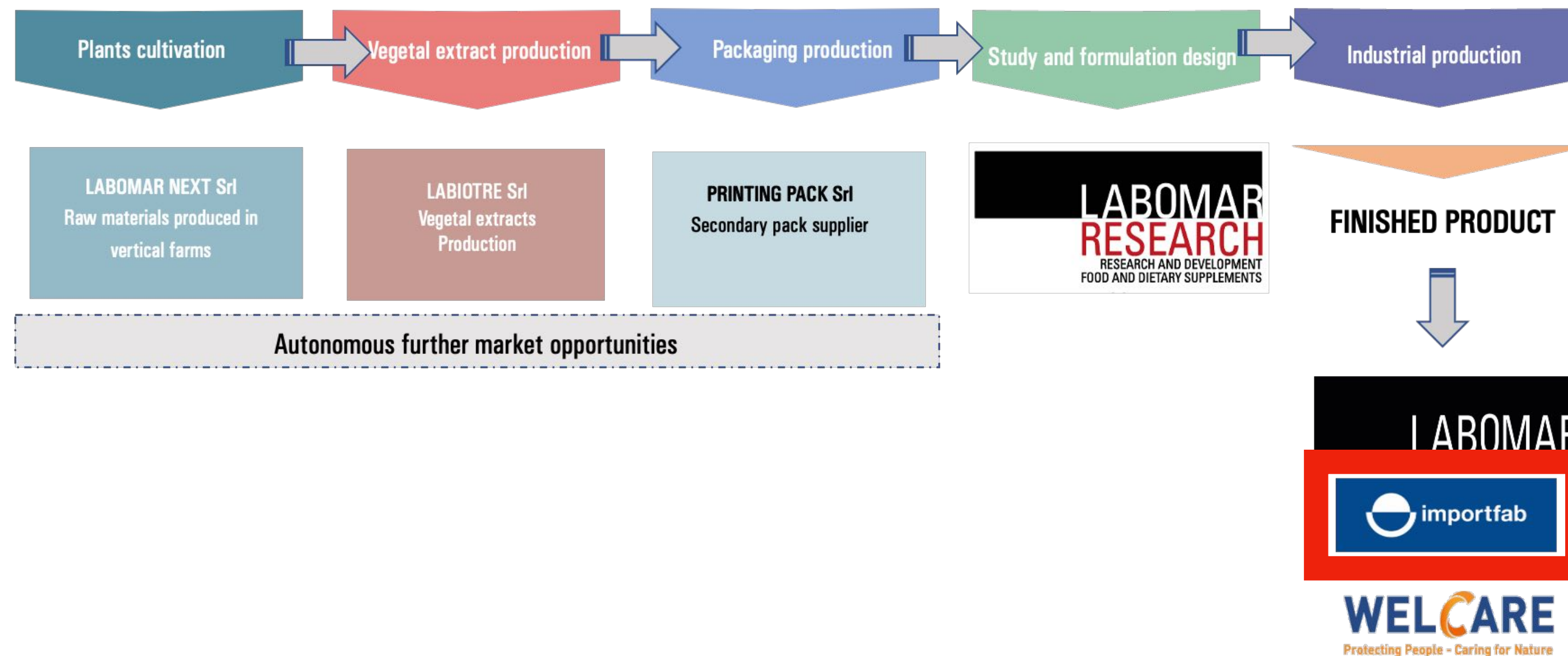


THE VALUE CHAIN

LABOMAR



a Highway for presence
in North America

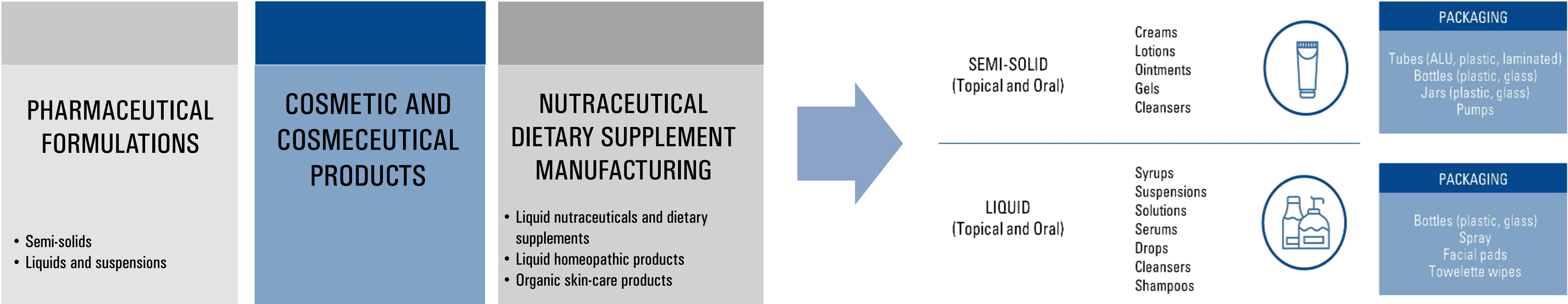




IMPORTFAB is a well-established contract manufacturer in Canada, since 1990. Reliable reference point in the manufacturing and packaging of semi-solid and liquid products. Essentially, a benchmark for modern, efficient production, assured through the use of highly performing equipment.

www.importfab.com

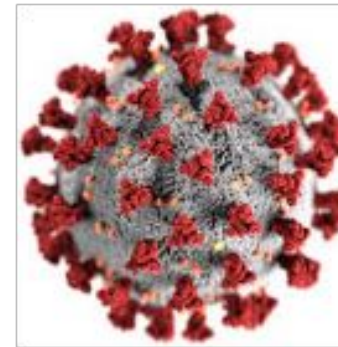




A VERY PRESTIGIOUS CLIENT PORTFOLIO:

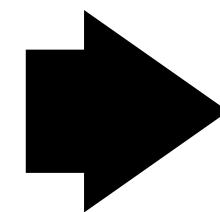
- PALADIN LABS INC.
- GALDERMA (NESTLE' GROUP)
- ALUMIERMD COSMETICS
- DORMER LABORATORIES INC.
- PHARMASCIENCE
- PHARMASCIENCE INTERNATIONAL





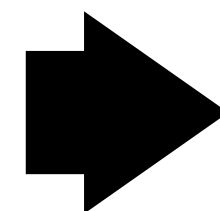
QUEBEC WAS ONE OF CANADA REGIONS MOST AFFECTED BY THE PANDEMIC:

**Stricter anti Covid-19 rules (in retail too),
manufacturing shut down for cosmetic products**



**Significant public contribution
to maintain job security and support the crisis**

**Delayed of Raw Materials
and primary packaging components
(especially API or primary packaging)**



**Delay of production from
1° Half to 2° Half 2021**

Labomar Synergies with Importfab:

OPPORTUNITIES FOR A FURTHER DEVELOPMENT OF THE EUROPEAN MARKET, THROUGH IMPORTFAB PRODUCTIONS, IN THE FIELD OF FUNCTIONAL COSMETICS

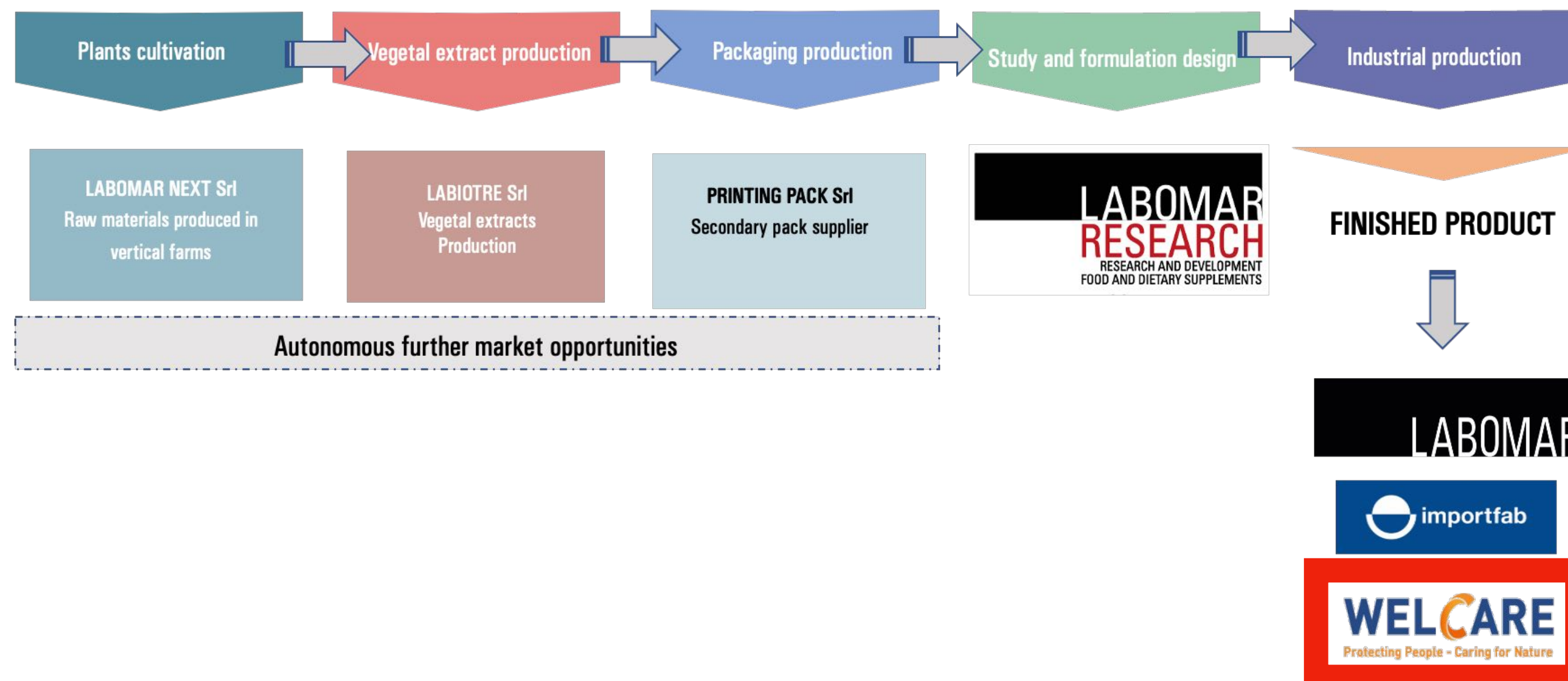
OPPORTUNITIES TO REACH NEW MARKETS, SUCH AS NORTH AMERICA, THANKS TO IMPORTFAB PRODUCTIONS AND ITS CERTIFICATION (SANTE' CANADA AND FDA)



Health
Canada



A BOOST FOR INTERNATIONALIZATION AND COMPLEMENTARY BUSINESS





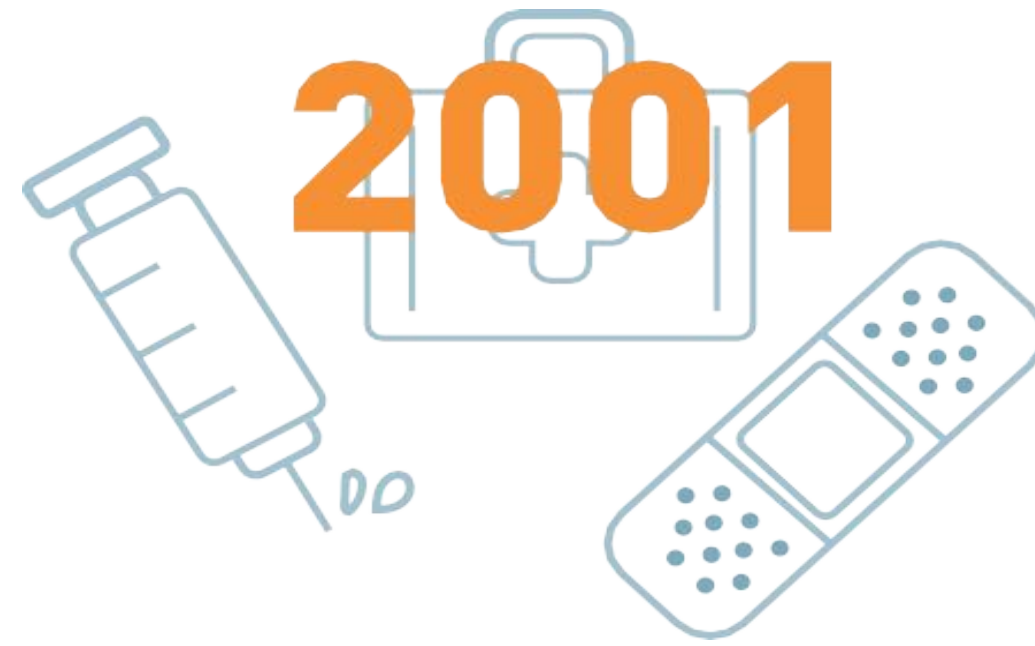
**"WE DEVELOP SAFE, EFFECTIVE AND INNOVATIVE
SOLUTIONS TO PREVENT AND SOLVE SKIN INFECTIONS
AND LESIONS RELATED TO HYGIENE AND PATHOLOGIES"**

Marco Grespigna



Company founded in

2001

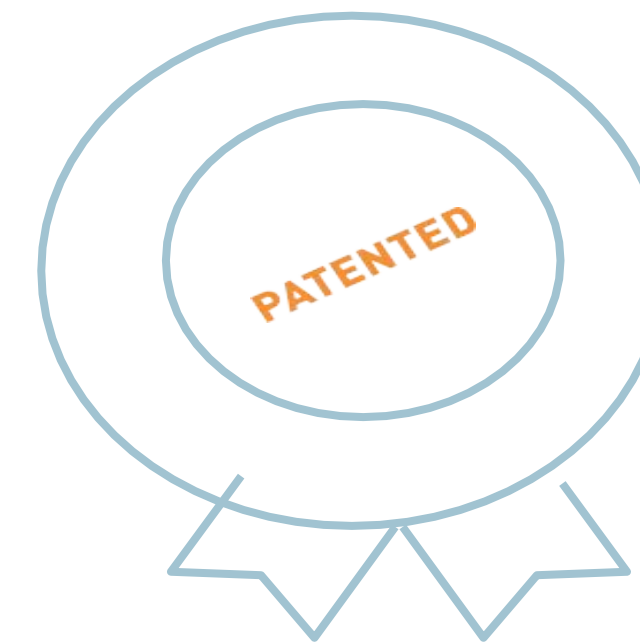


10%

of yearly turnover
is invested in R&D
and production capacity.



Patented Products for
Skin Care and Wound care



Present in more
than

20

markets across

5

continents



→ Our Company's values:



ITALIAN
DNA



INNOVATION



SUSTAINABILITY



INTERNATIONAL SPIRIT



INTERNAL R&D AND PRODUCTION

Italy as an opportunity to improve our turnover:

- HOSPITAL
- RETAIL (PHARMACIES)
- WHOLESALERS-COOP
- DISTRIBUTORS



HOSPITAL



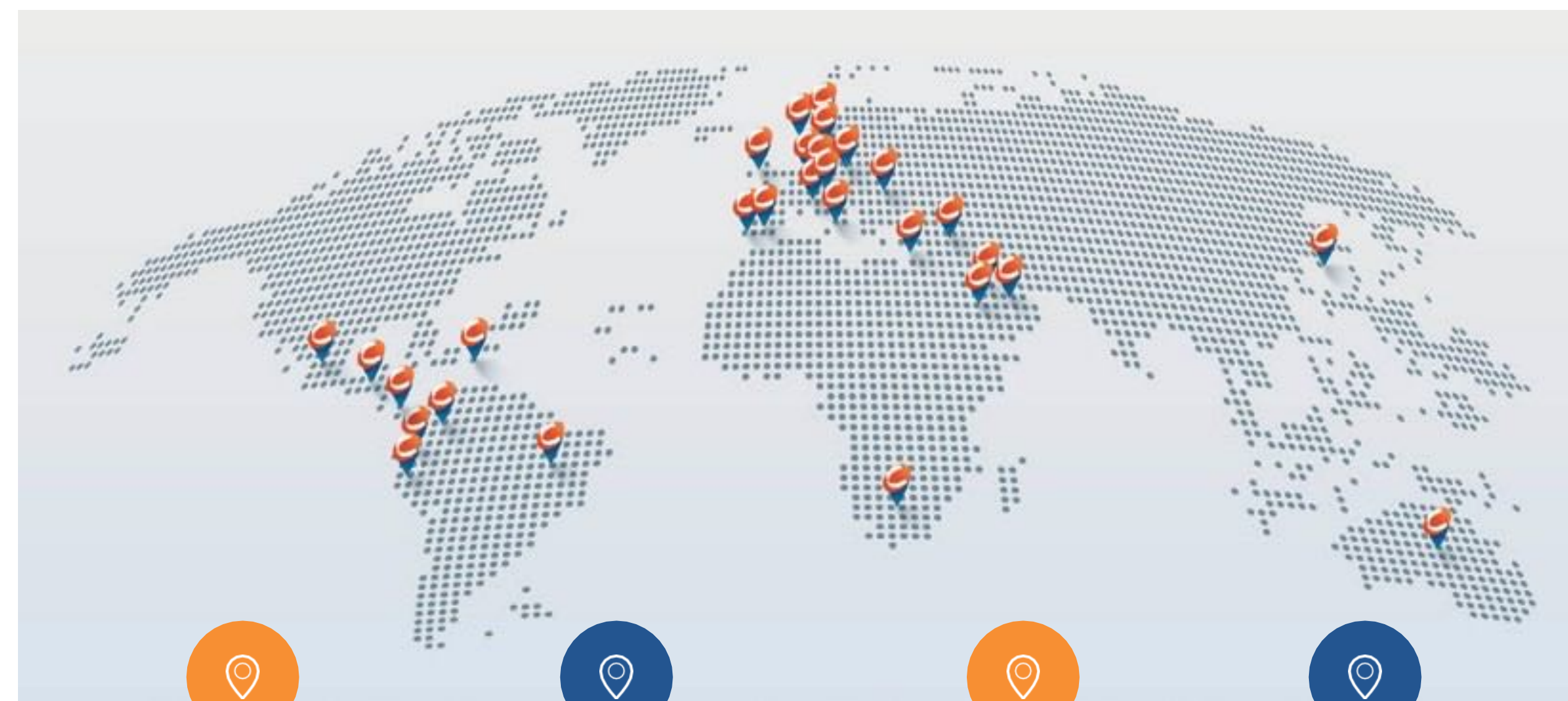
pharmacy

PHARMACY



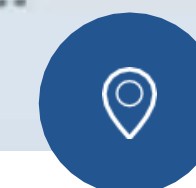
HEMECARE

and the rest of the world



ASIA

United Arab Emirates
Saudi Arabia - Qatar
Turkey - South Korea.



EUROPE

Spain - Portugal - Germany - Italy
UK - Sweden - Norway - Finland
Switzerland - Austria - Cyprus
Denmark - Romania - Poland
Baltic States.



CENTRAL AND SOUTH AMERICA

Mexico - Dominican Rep. - Panama
Peru - Colombia - Ecuador
Honduras - Bolivia - Brazil.



OTHER COUNTRIES:

Australia - South Africa
Russia.

new countries in 2021: Greece, Albania, Oman, Iran

proprietary technology

FORMAT	MEDICAL DEVICES	DISINFECTANTS	COSMETICS
Creams	✓	✓	✓
Gel	✓	✓	✓
Bandages	✓		
Liquid solutions / lotions	✓	✓	✓
Pre-soaked wipes (single or multi packs)	✓	✓	✓
Pre-soaked gloves (single or multi packs)	✓	✓	✓



A CLEAR SYNERGY WITH LABOMAR AS FULL SERVICE CONTRACT MANUFACTURING COMPANY

Welcare Industries is able to support business partners in:

- Product development
- Regulatory assessments
- Manufacturing
- Marketing and communication assistance
- National and international commercial support



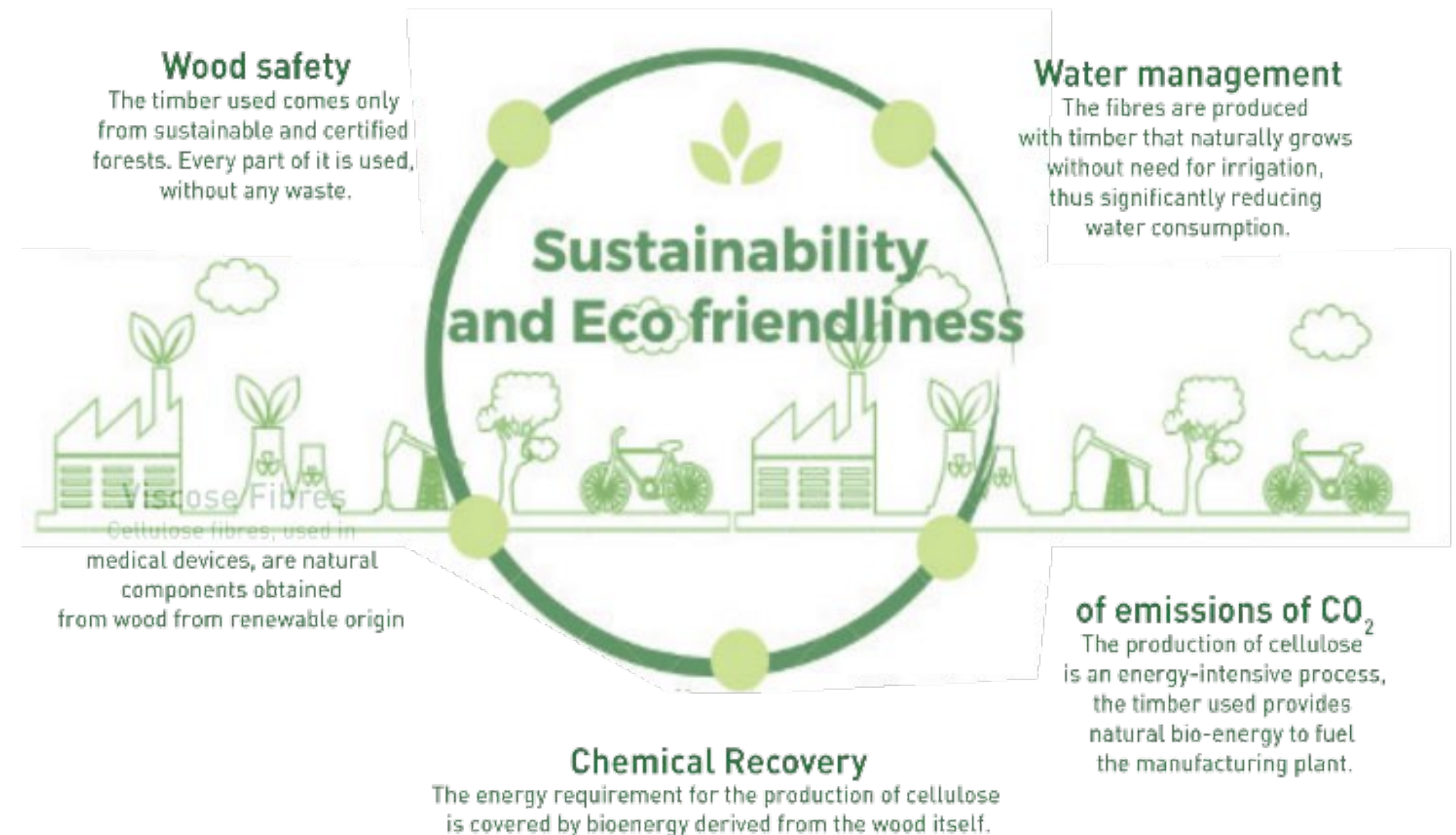
UNI CEI EN ISO 13485: 2016
Medical Device Quality
Management Systems



UNI EN ISO 9001: 2015
Quality Management Systems



UNI EN ISO 14001: 2015
Environmental Management
Systems



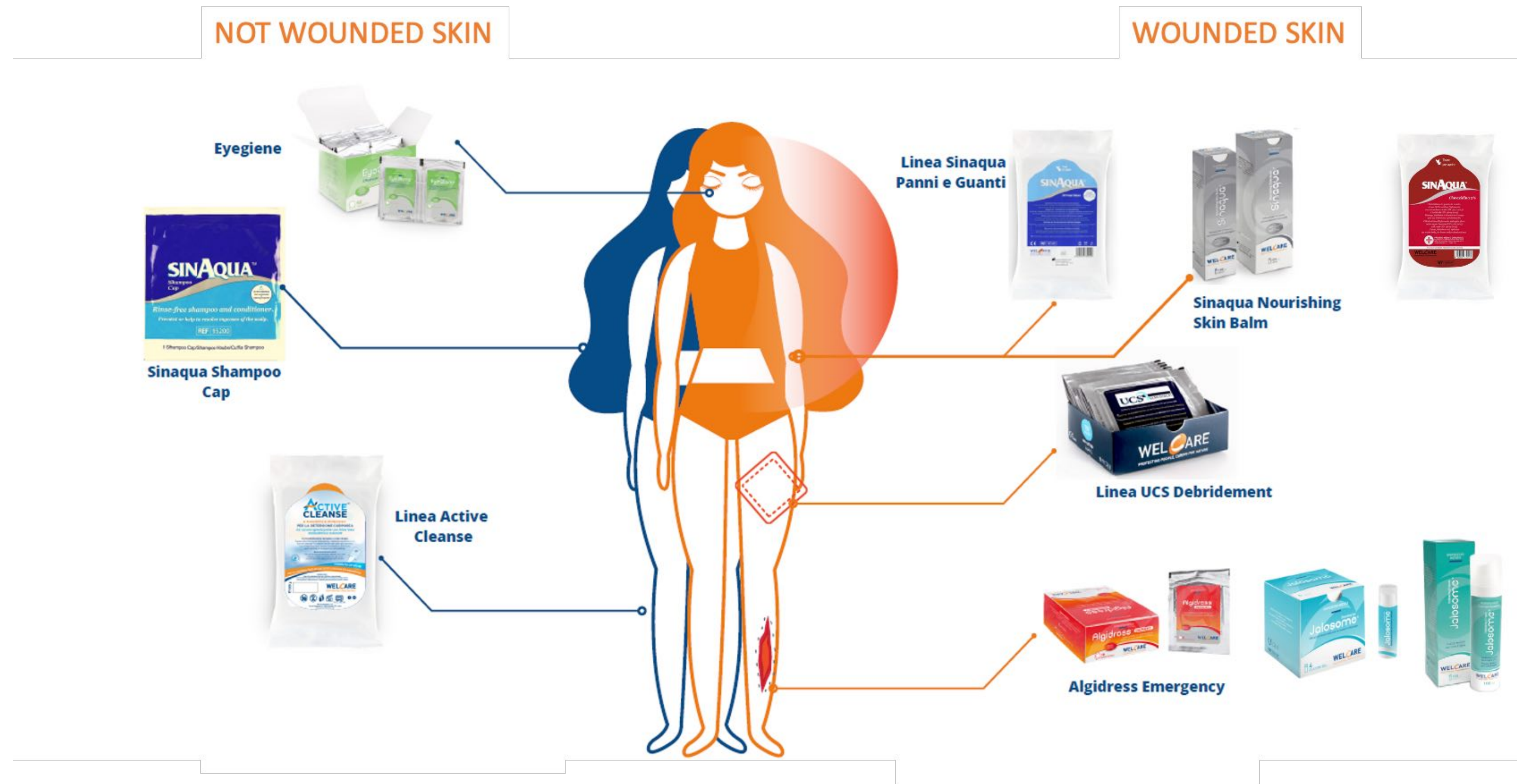
UNI CEI EN ISO 13485: 2016

This international standard identifies the requirements of the Quality Management System that regulates one or more stages of the life - cycle of the Medical Devices, including their design, development, production and distribution.

UNI EN ISO 9001: 2015

This is the most popular standard for Quality Management Systems. Over one million companies across 180 countries are certified ISO 9001. The ISO (International Organization for Standardization) 9000 family of standards, is the only one used for the conformity assessment.

A FOCUSED AND EFFECTIVE PORTFOLIO OF BRANDED PRODUCTS



A STRONG AND CLEAR SYNERGY BETWEEN
LABOMAR AND WELCARE PORTFOLIO ON BRANDED PRODUCTS

WELCARE



RADIOTHERAPY MARKET



SKINCARE MARKET



WOUNDCARE MARKET

QUICK WIN



QUICK WIN



LABOMAR

WELCARE

LABOMAR





THE VALUE CHAIN

LABOMAR

MOREOVER:

 $+$  $=$ LABOVAR

a new channel and a first step for Far East growth:
a great opportunity to operate on one of the largest marketplaces in the world (China),
bringing top-quality products and a business model focused on digital sales platforms



WHO

Labomar and Sesa, reference player in Italy in technological innovation and digital services for the business segment, through its subsidiary Var Group SpA, active in the Software and System Integration sector

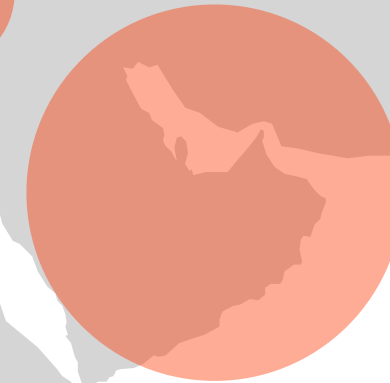
WHAT

partnership agreement for the development of Chinese market digital e-commerce platforms for Nutraceutical products. The agreement involves the establishment of a New.Co. (51% Labomar and 49% Var Group)

First revenues expected from 2H 2022

GLOBAL REACH

LABOMAR



**NOT ONLY CROSS SELLING,
BUT ALSO GEOGRAPHICAL EXPANSION**

1. VISION & MISSION

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strong growth sustained by:

1.



ATTENTION TO
HUMAN CAPITAL
AND ORGANIZATION

2.



INNOVATOR DNA

3.



EFFICIENT
NEW PRODUCTION
CAPACITY

1.



ATTENTION TO
HUMAN CAPITAL
AND ORGANIZATION

N. of employees*: 301





HUMAN CAPITAL

LABOMAR

**Well balanced proportion
between men and women
(around 50% of distribution)**

**Young population:
average age - 40 years**

CHALLENGES TO SUPPORT THE GROWTH

- Alignment of corporate values and personal values: development of Labomar Leadership Model for people and organization development
- Attract and recruit the best competences necessary for the development of the Company
- Identify and develop key people
- Engaging and retaining people: Communication, Wellness and Total Reward
- Performance improvement: continue to work with all the management to strengthen organization, processes, tools and behaviors
- Integration and standardization: activation of synergies and Group dynamics

2.



INNOVATOR DNA

LABOMAR R&D department goals are:

**INCREASING
BIOAVAILABILITY AND
SOLUBILITY OF INGREDIENTS
POORLY BIOAVAILABLE**

**IMPROVE PRODUCTS EFFICACY
TO ENSURE TO THE CUSTOMER
AND TO THE FINAL CONSUMER
THE BEST USER EXPERIENCE
THEY NEED**

**PROPOSE QUALITY
AND INNOVATIVE
PRODUCTS WITH
HIGH SCIENTIFIC
KNOW-HOW LEVEL**



**8 PLATFORM
PATENTS**



**5 FORMULATION
PATENTS**

**LABOMAR R&D is specialized in PATENTS AND TECHNOLOGIES
with the aims to improve DELIVERY OF POORLY ABSORBABLE SUBSTANCES**

We perform several clinical studies and produce scientific publications together with the most important Italian universities and clinical research organizations



Milano



Torino



Venezia



Padova



Ferrara



Pavia



Bologna

UNIVERSITÀ DEGLI STUDI

3.



**EFFICIENT
NEW PRODUCTION
CAPACITY**

**L6 is designed for Production and Operational Efficiency,
through unification of functions (R&D + Production)
and Area Specialization**



LABOMAR

THANK YOU FOR YOUR ATTENTION!

LABOMAR



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