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Societa' : LABORATORIO FARMACEUTICO ERFO

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financial figures

*Testo del comunicato*

Vedi allegato

## PRESS RELEASE

## ERFO: CONSOLIDATED FINANCIAL FIGURES AS AT AND FOR THE PERIOD ENDED 30 JUNE

**CONSOLIDATED REVENUES: €5.2 MILLION (+56% YOY)**

**EBITDA: €1.2 MILLION (+64% YOY)**

**EBITDA MARGIN: 23%**

**NET FINANCIAL POSITION<sup>1</sup> (CASH POSITIVE): €0.1 MILLION (€2.1 MILLION FY 2024)**

### TOWARDS A NEW PARADIGM OF WELL-BEING: ERFO EXPANDS ITS EUROPEAN ECOSYSTEM ACROSS HEALTH, NUTRITION, AND FITNESS

Villafranca Tirrena (ME), 28 august 2025

**Laboratorio Farmaceutico Erfo S.p.A. S.B. ("Erfo" or the "Company")**, an Innovative SME and benefit corporation operating in the nutraceutical sector and listed on Euronext Growth Milan (Ticker: ERFO), has announced that certain consolidated financial figures as at and for the period ended 30 June 2025, not subject to audit, have been reviewed by its Board of Directors.

**Alessandro Cutè, Chairman and CEO of Erfo:** *"The first half of 2025 confirms the solidity of our path and the strength of the integrated model we have built around nutrition, fitness, and health. The new formats and the international roll-out of Fit and Go are strategic milestones on our roadmap that looks beyond national borders, with clear objectives and a long-term vision. We aim to reach 300 centres, with the goal of redefining the standards of modern well-being, which are: integrated, accessible, and constantly evolving."*

*Our passion for research has also enabled us to launch ambitious new projects and introduce innovative nutraceutical solutions to the market to support people's health. Among these, the Osteo-Therapy<sup>2</sup> project stands out as a symbol of our commitment to medical innovation, opening up new growth prospects for Erfo and strengthening the Group's scientific positioning. Erfo's growth follows a solid, mature, and consistent path, guided by a profound cultural trend: well-being as a conscious choice, prevention as a personal investment".*

<sup>1</sup> The NFP includes immediately liquidatable securities and own shares, for approximately 0.8 € million

<sup>2</sup> [CS Erfo presenta "Osteo-Therapy"](#)

## PRESS RELEASE

### Revenue Analysis

**Consolidated revenues** amounted to **€5.2 million (+56% YoY)**, driven primarily by the **consolidation of Fit&Go** (over €1.7 million in revenues in the period) and 7% owing to organic growth, thanks to the end of the start-up phase of some directly-managed Diètnatural centres (+37% YoY revenues).

Revenues from the Medical Division remained stable compared to last year, but new opportunities are opening up in the dental implantology market thanks to the launch of Osteo-Therapy, the first effects of which are expected from 2026. The product is the main outcome of the PLATFORM project, developed with leading scientific partners. It is currently under patent application and is able to accelerate osseointegration in dental implant procedures. In Italy alone, the market counted 2.2 million implants in 2024 with further growth expected in 2025.

As of the first half of 2025, Erfo's network of **266 points** of sale, which nearly doubled following the acquisition of Fit and Go, can be broken down as follows:

- **118 Diètnatural centres:** 104 franchised (97 in Italy, 5 in France, 2 in Belgium) and 14 directly managed in Italy
- **26 Bodysano centres:** 25 franchised and 1 directly managed in Belgium
- **122 Fit and Go centres:** all franchised in Italy

### EBITDA Analysis

As of 30 June 2025, consolidated EBITDA stood at **€1.2 million, up 64%** compared to the same period in 2024. **The EBITDA Margin was 23%**, in line with the previous year. The result primarily reflects the contribution from the consolidation of Fit and Go, alongside the significant growth of directly-managed Diètnatural centres.

The Group continues to strengthen its production and organisational structure, with a particular focus on its subsidiary Erfo France, which is making targeted investments to accelerate the expansion of the Diètnatural network in the country and to launch the internationalisation of the Fit and Go brand.

### Net Financial Position (NFP)

**The consolidated NFP** stood at **€0.1 million (cash positive)**, compared to €2.1 million as of 31 December 2024. Just four months after completing the acquisition<sup>3</sup> of Fit and Go, which required a total investment of about €2.6 million, and net of investment activities, **the Group generated about €750,000 in cash from operations and returned to a cash-positive position.**

<sup>3</sup> For more information, see the follow release: [CS Closing del 14 02 2025](#)

## PRESS RELEASE

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This press release is available on Borsa Italiana's website, on the Company's website ([www.erfo.it](http://www.erfo.it), Investor Relations section), and on the authorised storage mechanism eMarket Storage ([www.emarketstorage.it](http://www.emarketstorage.it)).

### IDENTIFIERS

**Ordinary shares** | ISIN **IT0005497885** | Ticker: **ERFO**

**Warrant Erfo 2022-2025** | ISIN **IT0005497836** | Ticker: **WERFO**

### COMPANY PROFILE

Laboratorio Farmaceutico Erfo S.p.A. is an Innovative SME integrated across the entire value chain, specialising in the formulation, production, and marketing of nutraceutical products. Today, the Company sits at the centre of an ecosystem of brands, developed mainly through franchising, with more than 250 points of sale in Europe, dedicated to nutrition and 360° wellness. Erfo operates through four business lines: 1. Diètnatural – a format created and developed by the Company, dedicated to the sale of nutraceutical products and continuous support in nutritional therapy; 2. Medical Division – a nutraceutical line launched in 2021, dedicated to specific therapeutic areas (gastroenterology, neurology, and musculoskeletal), with major developments planned in orthopaedics; 3. Body sano – a format developed in France and Belgium, integrating nutraceutical sales, continuous support in nutrition programs, and innovative aesthetic treatments; 4. Fit and Go – the leading franchising network in Italy in the field of high-tech fitness and fast fitness, offering tailor-made training programs connected to health and well-being. The Company's strategy is to invest in the development of its various business lines, particularly through: i. New franchising formats being opened across Europe; ii. Production and marketing of new products and services linked to the 360° wellness sector; iii. Development of the Medical Division, both in terms of products (i.e., R&D) and commercial network; iv. Investments in marketing and digitalisation to support the entire ecosystem

### FOR FURTHER INFORMATION:

#### ISSUER

##### Erfo

Viale Geki Russo Loc. Pontegallo, 9  
98049 Villafranca T. (Me)  
Tel. +39 090 914 6125  
Daniele Travisano: [ir@erfo.it](mailto:ir@erfo.it)

#### EURONEXT GROWTH ADVISOR

##### illimity Bank

Via Soperga, 9 - 20124 Milano  
Tel. +39 02 82849699  
Mail: [erfo@illimity.com](mailto:erfo@illimity.com)

#### INVESTOR & MEDIA RELATIONS ADVISOR

##### IR Top Consulting

Via Bigli, 19 - 20121 Milano  
Tel. +39 02 45473883  
Domenico Gentile  
[ufficiostampa@irtop.com](mailto:ufficiostampa@irtop.com)

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