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Oggetto : OTOFARMA: NEW PLANT IN MILAN TO
BOOST PRODUCTION CAPACITY

Testo del comunicato

Vedi allegato



Press release

OTOFARMA: NEW PLANT IN MILAN TO BOOST PRODUCTION CAPACITY

The €1.5 million investment aims to double production, support growth and meet the needs of a rapidly expanding market

Preliminary contract signed, closing expected in the first half of 2026 and production to start in 2028

Naples, 15 October 2025 – **The Otofarma Group** – with over 30 years of experience in the hearing care sector and a leading manufacturer of hearing aids distributed mainly through the pharmaceutical channel – announces the acquisition of **a new production plant in Corsico, in the Milan metropolitan area**, as part of the Group's strategic plan. The property is currently owned by Sanpaolo Leasint S.p.A.

The transaction, worth a total of **€1,500,000**, represents a milestone in the company's industrial growth and will enable it **to double its production capacity**, consolidating Otofarma's position as one of Italy's leading manufacturers of hearing aids.

The new site, with an area of approximately **3,000 square metres**, will be mainly dedicated to the production of Otofarma-branded devices and equipped with the latest technology for the manufacture of customised hearing aids. The expansion will significantly increase production volumes.

The investment responds to the strong growth in demand recorded in recent years, driven both by the increase in hearing-impaired patients and the success of the distribution model based on a **network of over 4,000 affiliated pharmacies**. In 2024, Otofarma achieved **revenues of €15.1 million**, and its market share in Northern Italy, which already accounts for **60% of the Group's total turnover**, will be further strengthened by the opening of the new production site.

Thanks to this expansion in its target market strategic area, Otofarma will be able to increase the widespread presence of its sales force, which will have an operational headquarters at the site, shorten delivery times, enhance the devices customisation and improve the operational flexibility of its industrial supply chain, ensuring faster and more targeted responses to the Italian market needs.

The new facility will not replace the existing sites, but will double the company's operational strength, allowing it to grow continuously without slowing down current production. The first production lines are expected to be up and running by 2028, with the aim of strengthening the existing departments dedicated to proprietary devices. The sales and marketing offices will be launched at the end of 2027.

'The business model we have developed and refined positions us as truly unique in our ability to meet the needs of hearing-impaired patients in a comprehensive manner, with a dense network of affiliated pharmacies and a structured, streamlined production process that allows us to customise and make each device unique,' says Giovanna Incarnato Bartolomucci, Otofarma CEO. 'With the new plant in Corsico, we are not only doubling our production capacity but also strengthening the entire industrial and research and development chain in the heart of our main target market, laying the foundations for sustained, innovative and long-term growth.'



With this investment, Otofarma confirms its industrial vision focused on growth and innovation, supporting an entirely Italian production model capable of combining technology, accessibility and proximity to the patient.

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Identification Codes

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About Otofarma SpA

Otofarma Group is a leader in the design, production, and distribution of customized hearing aids through pharmacies. Its reputation is built on technological innovation and continuous research, offering advanced audiological solutions at a guaranteed democratic price, with the goal of making hearing care more accessible and widespread.

Pioneering in telemedicine, Otofarma was the first company in Europe to introduce specialist tele-audiology services in pharmacies, today available under Otofarma brand in more 4,000 partner pharmacies, making access to diagnosis and personalized devices easier.

Founded by Gennaro Bartolomucci, now Chairman, and led by CEO Giovanna Incarnato Bartolomucci, the company holds six patents for its proprietary software and instruments. Its devices and services are distributed exclusively through partner pharmacies, ensuring a controlled, quality-focused business model.

For more information:

Otofarma S.p.A.- Investor relations

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