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Societa' : OTOFARMA

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Oggetto : OTOFARMA: OVER 700 AFFILIATED  
PHARMACIES SURPASSED IN 2025

*Testo del comunicato*

Vedi allegato



## Press release

# OTOFARMA: OVER 700 AFFILIATED PHARMACIES SURPASSED IN 2025

***The company exceeds 4,400 pharmacies, recording an affiliation rate in line with the three-year target: the expansion of the sales network and greater nationwide coverage support future growth.***

Naples, 22 December 2025 – The management of **Otofarma** – a leading group in the production of hearing aids distributed mainly through the pharmacy channel, with over 30 years of experience in the hearing care sector – announces that it has achieved more than **700 new affiliations since the beginning of the year**, bringing the total number of pharmacies in the Group's commercial network to **over 4,400 nationwide**. The growth trend is in line with the target of **2,500 new affiliations over a three-year period**.

The **more than 700** pharmacies that have joined the Otofarma network since the beginning of the year, spread across the entire national territory, significantly strengthen the company's sales network, in line with the industrial plan.

The achievement of this strategic result, repeatedly highlighted by Management also during the IPO phase, represents a highly significant milestone for several reasons: on the one hand, the new affiliations confirm **the quality of Otofarma products**, reflected in pharmacies' interest in offering them to their customers; on the other hand, the expansion of the commercial presence supports the achievement of the Group's **revenue growth** targets.

Furthermore, since most affiliations are the result of relationships developed and consolidated through **engagement initiatives** such as sponsorships and participation in pharmacy industry events, these results also confirm the **effectiveness** of the **marketing** investments typically made by the Company, especially during the first half of the year.

*"The interest shown by pharmacies in joining the Otofarma network is a source of great satisfaction for the Company," commented **Giovanna Incarnato Bartolomucci, CEO of Otofarma**, "and is clearly the result of several factors: the visibility generated by the stock market listing, the strong focus on marketing activities, the quality of the products—considered concrete solutions for patients—and the proposed collaboration model, which is beneficial both for our Company and for pharmacies. Achieving this result once again confirms that we are on the right path."*



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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:

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