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Societa' : OTOFARMA

Utenza - referente : OTOFARMAESTN01 - Anna Incarnato  
Bartolomucci

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Data/Ora Ricezione : 28 Aprile 2026 08:00:15

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Oggetto : OTOFARMA PRESENTS PRELIMINARY PRO-  
FORMA CONSOLIDATED RESULTS AS OF  
DECEMBER 31, 2025: REVENUE UP BY  
APPROXIMATELY 10% AND STABLE  
PROFITABILITY, DRIVEN BY A SIGNIFICANT  
IMPROVEMENT IN EBITDA MARGIN  
COMPARED TO THE FIRST HALF OF 2025

*Testo del comunicato*

Vedi allegato



press release

**OTOFARMA PRESENTS PRELIMINARY PRO-FORMA CONSOLIDATED RESULTS AS OF DECEMBER 31, 2025<sup>1</sup>: REVENUE UP BY APPROXIMATELY 10% AND STABLE PROFITABILITY, DRIVEN BY A SIGNIFICANT IMPROVEMENT IN EBITDA MARGIN COMPARED TO THE FIRST HALF OF 2025**

*Revenue of €16.5 million*

*Adjusted EBITDA of €2.4 million*

*Adjusted EBITDA Margin of 13%*

*Number of affiliated pharmacies as of 12/31/2025: 4,462*

*(vs approx. 3,700 as of 12/31/2024 and approx. 3,200 as of 12/31/2023)*

*Naples, April 28, 2026* – Otofarma, a leading group in the production of hearing aids mainly distributed through the pharmacy channel, with over 30 years of experience in the hearing care sector, announces certain preliminary consolidated pro-forma financial data, not subject to audit.

In the second half of 2025, an initial phase of measures aimed at improving performance and profitability was launched, with management focusing on safeguarding margins. These actions had a significant impact on the results for the 2025 financial year and are expected to continue generating effects in 2026, together with those deriving from the commercialization of new AI-based devices, launched in January, and the gradual implementation of the Convergence Plan – Otofarma 2.0.

In fact, in the second half of the 2025 financial year, revenue showed moderate growth, reaching a total of €16.5 million over the year, up 10% compared to 2024. This trend confirms the validity of the commercial strategies defined at the end of 2025, aimed at strengthening the foundations for future development.

Adjusted EBITDA, amounting to €2.4 million and corresponding to 13% of total revenue, also benefited from cost rationalization and efficiency policies on which management is focused, as well as from commercial initiatives aimed at improving the product mix sold.

During 2025, the network of partner pharmacies recorded further strong expansion, with an accelerated growth rate compared to previous years: as of December 31, 2025, affiliated pharmacies totaled 4,462, thanks to 760 new affiliations, compared to approximately 3,700 as of 12/31/2024 and approximately 3,200 as of 12/31/2023. In the months of 2026, growing interest from pharmacies in collaborating with the Otofarma Group was also recorded, with a further 161 entities onboarded to date.

At the same time, teleaudiology has proven to be a key support for commercial growth, with over 7,000 specialist visits carried out in 2025 (6,821 visits in 2024).

Odiens also recorded significant signs of growth, with its network reaching 175 stores as of December 31, 2025. In the first six months of 2026, a further 65 optical stores joined, mainly thanks to relationships established during MIDO held in January 2026: to date, Odiens includes approximately 240 opticians, confirming the effectiveness of the integration project between the optical and hearing care sectors.

The draft statutory financial statements and consolidated financial statements as of December 31, 2025, as well as the pro-forma figures, will be approved and disclosed on May 28, 2026.

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<sup>1</sup> Unaudited management accounts



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### Identification Codes

Alphanumeric Code: OTO

ISIN for Ordinary Shares: IT0005663361

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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, Chairman and CEO, 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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