

FARMACOSMO

E-Commerce

9M26 Top Line bang in line with FY estimate

Farmacosmo (COSMO) is an e-retailer focused on Health, Pharma & Beauty for OTC and SOP pharmaceuticals (without prescription) and BPC (beauty and personal care).

9M26 KPIs: Key Financials & Messages

Farmacosmo's 9M26 KPIs confirm the completion of the Group's pivoting towards the Retail segment, following the full exit from B2B (closed at 2025YE) and the deconsolidation of BauCosmesi and of the Messina physical pharmacy (€10.2mn revenues in the period), with the deliberate choice of favouring margins over volumes.

9M26 Group revenues came in at ca. €27.6mn, vs. €39.4mn in 9M25 (-3.4% y/y like-for-like), entirely generated by the Retail segment (€29.2mn in 9M25 on a like-for-like basis). Farmacosmo.it, focused on higher margins on sales after a significant first-margin increase, posted ca. €21.3mn revenues (-5.7% y/y), while ProfumeriaWeb grew by 19.1% y/y to €3.0mn and ContactU (digital health) by 15% y/y to €694k, with the pharma platforms broadly flat.

KPIs remain robust: farmacosmo.it AOV peaked at €104 (€119 for recurring customers, accounting for over 85% of the total), while ProfumeriaWeb and Pharmasi AOV stood at €65 and €61 respectively, above market averages. Last but not least, the company underlined that the cost-efficiency process is ongoing, in line with the Group's strategic targets.

2026E-28E Estimates Unchanged

We're not changing our estimates as 9M26 revenues are bang in line with our FY estimate.

We recall that, following 1H26 results, for the first time in the last couple of years we revised our EBITDA estimates upward, and this was due to the margin-over-volume stance at farmacosmo.it and to the lower Group cost base, partly offset by some 2H26 one-off restructuring costs.

By FY28E we forecast: 1) VoP at €52.3mn; 2) EBITDA at €2.8mn (5.3% margin); 3) Net Debt to €0.8mn.

FV Unchanged at €0.83 p/s

We maintain our Fair Equity Value at €0.83 p/s, supported by four "hints": 1) stable sector EV/Sales multiples (and Farmacosmo trading at a 30% discount to peers); 2) Sum-of-the-Parts intrinsic value at €0.81 p/s; 3) rolling valuation pointing to ca. €0.70-0.90-1.05 p/s in FY27E-28E-29E; 4) DCF returning an average €0.96 p/s.

Marco Greco

marco.greco@value-track.com

Tommaso Martinacci

tommaso.martinacci@value-track.com

FAIR VALUE (€) **0.83**

MARKET PRICE (€) **0.39**

MARKET CAP (€mn) **15.2**

KEY FINANCIALS	FY26E	FY27E	FY28E
VALUE OF PRODUCTION	40.0	46.3	52.3
EBITDA	1.5	2.3	2.8
EBIT	-1.4	0.5	1.2
NET PROFIT	-1.6	-0.6	0.2
EQUITY	3.7	3.1	3.3
NET FIN. POS.	-4.2	-2.3	-0.8
EPSADJ. (€)	-0.04	-0.02	0.00
DPS (€)	0.00	0.00	0.00

Source: Farmacosmo (historical figures), Value Track (estimates)

RATIOS AND MULTIPLES	FY26E	FY27E	FY28E
EBITDA MARGIN (%)	3.7	4.9	5.3
EBIT MARGIN (%)	-3.4	1.0	2.4
NET DEBT / EBITDA (x)	2.8	1.0	0.3
NET DEBT / EQUITY (x)	1.1	0.7	0.3
EV/SALES (x)	0.38	0.31	0.25
EV/EBITDA (x)	10.2	6.4	4.7
EV/EBIT (x)	nm	30.8	10.5
P/E ADJ. (x)	nm	nm	nm

Source: Farmacosmo (historical figures), Value Track (estimates)

STOCK DATA	
MARKET PRICE (€)	0.39
SHS. OUT. (m)	38.9
MARKET CAP. (€m)	15.2
ENTERPRISE VALUE FY26E (€m)	15.2
FREE FLOAT (%)	26.5
AVG. -20D VOL. (#)	13,100
RIC / BBG	COSMO.MI / COSMO.IM
52 WK RANGE	0.38-0.74

Source: Stock Market Data

Description

Farmacosmo is an e-retailer for OTC and SOP pharmaceuticals (“over the counter”, i.e. that do not need prescriptions) and BPC products (“beauty and personal care”, such as cosmetics) in Italy.

Thanks to a wide catalogue, long shelf-life products selling at a discount vs. physical stores and an end-to-end customer-centric approach, Farmacosmo is generating ever-improving KPIs.

Financial Highlights

KEY FINANCIALS (IT GAAP, €mn)	FY25	FY26E	FY27E	FY28E
Value of Production	56.3	40.0	46.3	52.3
YoY (%)	-15.6%	-28.9%	15.8%	12.9%
EBITDA	0.0	1.5	2.3	2.8
EBITDA Margin (%)	-0.1%	3.7%	4.9%	5.3%
EBIT	-5.7	-1.4	0.5	1.2
EBIT Margin (%)	-10.1%	-3.4%	1.0%	2.4%
Net Profit	-4.4	-1.6	-0.6	0.2
YoY (%)	nm	-64.1%	-63.1%	nm
Adj. Net Profit	-4.4	-1.6	-0.6	0.2
YoY (%)	nm	-64.1%	-63.1%	nm
Net Fin. Pos. [Net Debt (-) / Cash(+)]	-2.2	-4.2	-2.3	-0.8
Net. Fin. Pos. / EBITDA (x)	nm	2.8	1.0	0.3
Capex	-2.0	-0.4	-0.4	-0.4
OpFCF b.t.	4.6	-1.7	1.8	2.5
OpFCF b.t. / EBITDA (%)	nm	-92.1%	81.3%	91.7%

Source: Farmacosmo, Value Track Analysis

Investment Case

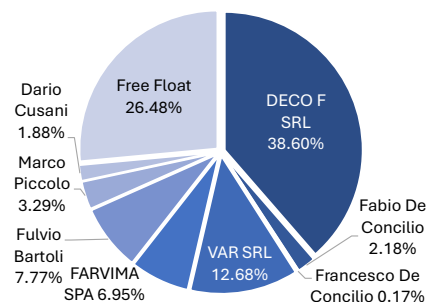
Strengths / Opportunities

- Very high flexibility to demand thanks to “sell and buy” approach and almost non-existent inventory risk due to the “zero warehouse” policy;
- All-around value proposition in the Health, Beauty & Pharma sector, with online portals and digital health services;
- End-to-end customer centric approach resulting in high conversion rate and above competition average order value (AOV).

Weaknesses / Risks

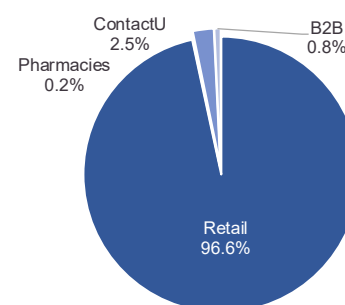
- Increasing price competition trying to exploit current low online penetration;
- Risk of potential changes in current legal and regulatory framework;
- Few financial resources to devote to marketing expenditure could make it impossible to exploit growth opportunities.

SHAREHOLDERS' STRUCTURE



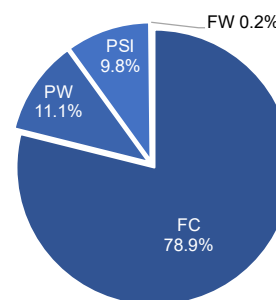
Source: Farmacosmo

1H26 REVENUES BY BUSINESS LINE



Source: Farmacosmo, 1H26

1H26 RETAIL REVENUES BY PORTAL



Source: Farmacosmo, 1H26

STOCK MULTIPLES @ FV	FY27E	FY28E
EV / SALES (x)	0.68	0.58
EV / EBITDA (x)	14.0	10.9
EV / EBIT (x)	nm	24.2
EV / CAP. EMPLOYED	5.8	7.3
OpFCF Yield (%)	7.1	9.5
P / E (x)	nm	nm
P / BV (x)	9.9	9.4
Dividend Yield (%)	0.0	0.0

Source: Value Track Analysis

Forecasts FY26E-28E

Farmacosmo: P&L FY25-28E

(IT GAAP, €mn)	FY25	FY26E	FY27E	FY28E	CAGR FY25-28E
Retail	45.3	38.1	43.8	49.1	3%
<i>Farmacosmo</i>	30.5	30.5	35.1	39.3	9%
<i>ProfumeriaWeb</i>	3.8	3.9	4.5	5.1	11%
<i>Pharmasi</i>	4.3	3.4	4.0	4.4	1%
<i>BauCosmesi</i>	6.6	//	//	//	nm
<i>Farmawow</i>	0.2	0.2	0.2	0.3	10%
Physical Pharmacies	2.2	//	//	//	nm
ContactU	0.8	1.1	1.8	2.5	48%
B2B	3.6	0.1	//	//	nm
Revenues from Sales	52.0	39.3	45.6	51.6	0%
Δ Fixed Assets	0.5	0.3	0.3	0.3	-15%
Other Revenues	3.8	0.4	0.4	0.4	-53%
Value of Production	56.3	40.0	46.3	52.3	-2%
Raw Materials (incl. Δ Inventory)	-38.4	-27.5	-31.0	-34.8	-3%
Costs of Services	-13.4	-7.7	-10.0	-11.5	-5%
Labour Costs	-3.9	-2.9	-2.6	-2.7	-11%
Other Operating Expenses	-0.7	-0.4	-0.5	-0.5	-7%
EBITDA	0.0	1.5	2.3	2.8	nm
<i>EBITDA Margin (%)</i>	<i>-0.1%</i>	<i>3.7%</i>	<i>4.9%</i>	<i>5.3%</i>	<i>544bps</i>
D&A	-5.6	-2.8	-1.8	-1.5	-35%
EBIT	-5.7	-1.4	0.5	1.2	nm
Net Financial Charges	2.1	-0.7	-1.1	-1.1	-180%
Taxes	-1.1	0.5	0.0	0.0	nm
Minorities	0.2	0.0	0.0	0.0	nm
Net Profit	-4.4	-1.6	-0.6	0.2	nm

Source: Farmacosmo, Value Track Analysis

Farmacosmo: Balance Sheet FY25-28E

(IT GAAP, €mn)	FY25	FY26E	FY27E	FY28E
Net Fixed Assets	12.2	10.0	7.6	6.4
Net Working Capital	-3.5	-1.1	-1.2	-1.3
Provisions	1.2	1.0	1.0	1.0
Total Capital Employed	7.5	7.9	5.4	4.1
Group Net Equity	5.3	3.7	3.1	3.3
Net Financial Position	-2.2	-4.2	-2.3	-0.8

Source: Farmacosmo, Value Track Analysis

Farmacosmo: Cash Flow Statement FY25-28E

(IT GAAP, €mn)	FY25	FY26E	FY27E	FY28E
EBITDA	0.0	1.5	2.3	2.8
Δ Net Working Capital (incl. Prov.)	6.6	-2.8	0.0	0.2
Capex	-2.0	-0.4	-0.4	-0.4
OpFCF (b.t.)	4.6	-1.7	1.8	2.5
Cash Taxes	-1.1	0.5	0.0	0.0
Others (incl. Financial Investments)	-0.6	0.4	1.1	0.0
Net Financial Charges	-1.2	-1.1	-1.1	-1.1
Δ Net Financial Position	1.7	-1.9	1.9	1.5

Source: Farmacosmo, Value Track Analysis

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