

## Press Release

### **FARMAÈ GROUP: STRONG START OF THE YEAR, CONSOLIDATED REVENUES ADJ<sup>1</sup> AT 38.8 MILLION EURO IN THE FIRST QUARTER 2023, AN INCREASE OF 46%**

- **Consumer Area: revenue + 47% YoY to EUR 37.0 million**
- **Industrial Area: revenue + 25% YoY to EUR 1.8 million**
- **Average Ticket and Orders: average ticket +14% YoY and number of orders +29% YoY, up to over 837,000 orders by 31 March 2023**
- **More than 4 million products sold in Q1 2023, + 34% YoY**

**Viareggio, 20 April 2023 – Farmaè S.p.A.** – a company listed on the Euronext Growth Milan market of Borsa Italiana, a leading integrated platform in Italy in the healthcare, beauty and wellness sectors – (the "**Company**") approved Farmaè Group unaudited consolidated revenues as well as key KPIs for the first quarter 2023.

*"The extraordinary growth delivered in the first quarter of the year – commented **Riccardo Iacometti, Founder and Managing Director of Farmaè Spa** – speak for the the robustness of our Group in relation to the further expansion of our leadership share in the reference market, and the ability to work with relevance and foresight in the recently entered markets. An increase in revenues of +46% means starting the year off on the right foot, proving that the trajectory indicated in the recent Talea Group presentation to the market, Digital People Oriented, already represents a fact as well as a natural evolution. Ours continues to be a major growth and development project that wants to be increasingly focused on the principle of sustainable growth, where sustainable implies both issues related to profitability and sustainability in the ESG sense. This is the work we are doing with all our People, starting from the valorisation of our digital soul to the timely and efficient meeting of the needs and desires of people and companies, thanks to the development of our Consumers and Industrial areas. We therefore hope that this will be a year of great satisfaction for us, where numbers and results will confirm what we presented last February with our Talea Group".*

**Consolidated adjusted revenue<sup>1</sup>** growth accelerated in Q1 2023 to **EUR 38.8 million**, up **45.9%** compared to EUR 26.5 million in Q1 2022 (consolidated non-adjusted<sup>2</sup> revenue of EUR 37.5 million compared to EUR 25.5 million in Q1 2022, +47.1%).

On 14 February 2023, the Company presented its **rebranding project from Farmaè S.p.A. to Talea Group S.p.A.** and the evolution of its **growth strategy** (see press release [here](#)) which envisages a business model based on two revenue-generating areas, Consumer and Industrial:

- **Consumers Area**, dedicated to e-retailing, in which the Farmaè, Amicafarmacia, Farmaeurope, Sanort and Beautyè brands currently operate;
- **Industrial Area**, dedicated to media and digital transformation services, with Talea Media and Valnan.

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<sup>1</sup> Following the new Group strategy that envisages two revenue-generating areas, Consumer and Industrial, Adj Revenues include revenues from co-marketing activities, which, for IAS/IFRS reporting purposes, are accounted for partly as a reduction of Cost of Sales and partly as a reduction of Selling & Distribution Costs.

<sup>2</sup> For IAS/IFRS reporting purposes, co-marketing revenues are partly accounted for as a reduction of Cost of Sales and partly as a reduction of Selling & Distribution Costs.

Specifically, in the first quarter of 2023, the **Consumer** Area recorded revenues of **€37.0 million, up 47.1%** compared to €25.1 million in the same period of the previous year; while the **Industrial** Area, which includes third-party revenues of Valnan S.r.l. and co-marketing revenues (amounting to €1.2 million), grew by 25.4%, with revenues of **€1.8 million** compared to €1.4 million in the first quarter of 2022.

Orders rose by **29.0%** to **over 837,000 orders in Q1 2023** compared to over 649,000 orders in the same period last year (including online and physical store orders). The average ticket went up by +14% YoY.

The number of products sold in Q1 2023 was **4 million 021 thousand**, up **33.8%** compared to **3 million 005 thousand** in Q1 2022.

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This press release is available in the Investor Relations section of the Farmaè website [www.farmaegroup.it](http://www.farmaegroup.it).

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Established in Viareggio in 2014 and listed since July 2019 on Euronext Growth Milan market of Borsa Italiana, Farmaè is a media platform and a benchmark, a leader in Italy in the Healthcare, Beauty and Wellness sectors. Farmaè Group today controls Farmaè, AmicaFarmacia, Beautyè, Sanort, FarmaEurope and the media company Valnan Communications. The Group places the customer at the center of its circular activities, responding immediately, quickly and pragmatically to every need, ensuring a unique customer experience, regardless of the purchase channel used. Farmaè Group is also the primary reference for industries investing in the millions of visitors to online platforms, thus recognizing the Group's main brands as true Media.

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