

TALEA GROUP

DIGITAL PEOPLE ORIENTED

Press Release

TALEA GROUP: STAGGERING NUMBERS INCREASE IN THE FIRST SIX MONTHS OF THE YEAR, WITH CONSOLIDATED ADJ¹ REVENUES OF EURO 75.3 MILLION, UP 37.2% YoY

STRIKING GROWTH ALSO IN THE SECOND QUARTER OF 2023 WITH CONSOLIDATED ADJ¹ REVENUES OF €36.6 MILLION (+29.5%YoY)

ACTIVE CUSTOMERS KEEP RISING: +33% YoY

Half-year results:

- **Consumer Area: revenues up 38.1% YoY to EUR 72.1 million**
- **Industrial Area: revenue + 18.6% YoY to EUR 3.2 million**
- **Number of orders + 29% YoY to 1.6 million**
- **Products sold + 30.9% YoY to over 7.7 million**
- **Active customers in first half 2023 +33% YoY**

Viareggio, 19 July 2023 – Talea Group S.p.A. – a company listed on the Euronext Growth Milan market of the Italian Stock Exchange, resulting from the rebranding of Farmaè S.p.A. and leader in the e-retailing of products for personal health and wellbeing as well as in media and digital transformation services for businesses – (the “**Company**”) approved unaudited first half 2023 consolidated revenue figures and main KPIs of the Company.

*"The second quarter of the year has continued on the path of staggering growth reported at the beginning of 2023 – commented **Riccardo Iacometti, Founder and CEO of Talea Group S.p.A.** – This proves that our Group is heading in the right direction, strengthening its leadership in the personal health, wellness and beauty market over the past six months, and for several years now. During these first six months we have already delivered an increase in revenues of almost 40% compared to the same semester of the previous year, improving results in both the Consumer and Industrial Areas and consolidating our customer experience, as shown by the rise of almost one third of the H1 2022 in both the number of orders and products sold. Being the only national and international player to have several commercial brands (Farmaè, Amicafarmacia, Farmaeurope, Sanort, Beautyè) within its Group, in its main market of reference, we can offer different value propositions on the market that meet the different purchasing needs of the end consumer. The strategy of diversification away from a single brand allows us to continue to gain market share and outperform the growth of the market itself."*

Continued growth in **consolidated adjusted¹ revenues** in H1 2023 to **EUR 75.3 million, up 37.2%** from EUR 54.9 million in H1 2022 (consolidated non-adjusted revenues of EUR 72.9 million compared to EUR 52.8 million in H1 2022, up 37.9%).

¹ As a result of the new Group strategy that envisages two revenue-generating areas, Consumer and Industrial, Adj Revenue includes revenue from co-marketing activities, which, for reporting purposes in accordance with IAS/IFRS, is recognised partly as a reduction of Cost of Sales and partly as a reduction of Selling & Distribution Costs.

TALEA GROUP

DIGITAL PEOPLE ORIENTED

Specifically, in the first half of 2023, the **Consumer Area** posted revenues of **Euro 72.1 million, up 38.1%** compared to Euro 52.2 million in the same period of the previous year; while the **Industrial Area**, which includes revenues from third parties of Valnan S.r.l. and co-marketing revenues (amounting to Euro 2.5 million), grew by 18.6%, with revenues of **Euro 3.2 million** compared to Euro 2.7 million in the first half of 2022.

Consolidated adjusted¹ revenues in Q2 amounted to **€36.6 million, up 29.5%** compared to €28.3 million in Q2 2022 (consolidated non-adjusted revenue of €35.4 million compared to €27.2 million in Q2 2022, +30.0%). Revenues of the **Consumer Area** amounted to **€35.2 million in Q2 2023, up 30.4%** compared to €27.0 million in the same period of the previous year, while revenues of the **Industrial Area** amounted to **€1.4 million, up 11% compared to €1.3 million** in Q2 2022.

Orders grew by **29.0%** to over **1.610 million in 1H2023** compared to 1.249 million in the same period last year (including orders on online and physical shops). In the second quarter they amounted to 771,018, an increase of 28.6%, compared to 599,519 in the same period last year.

The number of products sold in 1H2023 is **7.692 million, up 30.9% from 5.876 million** in 1H2022. In the second quarter they amounted to 3 million 674 thousand, up 28.0% from 2 million 871 thousand in the same period last year.

This press release is available in the Investor Relations section of the Company's website www.taleagroupspa.com.

Talea Group S.p.A, a company listed on the Euronext Growth Milan market of the Italian Stock Exchange and resulting from the rebranding of Farmaè S.p.A, is one of the leading digital groups in Europe in the Health, Wellness and Beauty multichannel macro-sector and in media and digital transformation services for businesses. Talea Group S.p.A. operates with a business model based on two revenue-generating areas: the Consumers Area, dedicated to e-retailing in which the brands Farmaè, Amicafarmacia, Farmaeurope, Sanort and Beautyè currently operate, and the Industrial Area dedicated to media services and digital transformation with Talea Media and Valnan Communications. The Group - which today employs more than 240 professionals - places People and Companies at the centre of its values and actions in order to satisfy their needs and desires, and bases its identity on digital culture and the ability to evolve business models and generate growth within its relevant markets through innovative and sustainable solutions.

For further information:

Euronext Growth Advisor

Alantra Capital Markets
+39 02 63671601
Stefano Bellavita
stefano.bellavita@alantra.com

Investor Relation

Talea Group
Investor Relations Officer
Alberto Maglione
+39 0584 1660552
ir@taleagroupspa.com

CDR Communication

IR Advisor

Vincenza Colucci

Tel. +39 335 6909547

vincenza.colucci@cdr-communication.it

Specialist

MIT SIM S.p.A.
+39 02 30561 276
trading-desk@mitsim.it

Media Relation

SEC Newgate – 02.6249991 – talea@secrp.com
Daniele Pinosa – 335 7233872 – daniele.pnosa@secnewgate.it
Fabio Santilio – 339 8446521 – fabio.santilio@secnewgate.it
Giorgia Cococcioni – 366 2363331 – giorgia.cococcioni@secnewgate.it