

TALEA GROUP

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Press Release

TALEA GROUP: GROWTH CONTINUES, CONSOLIDATED REVENUES ADJ¹ UP TO 106.6 MILLION EURO IN THE FIRST NINE MONTHS OF THE YEAR, AN INCREASE OF 26.5%

ADOPTION OF 231/2001 MODEL AND APPOINTMENT OF SUPERVISORY BOARD

Results for the first nine months of 2023:

- **Consumer Area: revenues of € 101.6 million, +26.6% YoY**
- **Industrial Area: revenues of € 5.0 million, + 22.9% YoY**
- **Number of orders: 2.3 million, + 20.5% YoY**
- **Products sold: 10.8 million, + 20.6% YoY**

Viareggio, 24 October 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 the Company's unaudited 3Q2023 consolidated revenue figures and key KPIs.

Riccardo Iacometti, Founder and CEO of Talea Group S.p.A, commented: *"The Group's growth on the market continue; on the one hand, this confirms a good response to our commercial proposition and, on the other, the effectiveness of our strategy, which, by diversifying our value proposition towards customers, has translated into an undisputed leadership in the health, wellness and personal beauty sectors, and an increase in market shares. The recent acquisition of the Doc Peter brand and internet domain is part of this path: our aim is to grow further, leveraging on their over 21 million users and 170,000 customers, as well as our proven management skills. During the first nine months of the year, we reported an increase in revenues of over 26% compared to the same period last year (despite a weaker third quarter due to seasonality), improving results in both the Consumer and Industrial Area and consolidating our customer experience, as shown by the steady increase in orders and products sold. We hope that this trend will continue in the next quarter as well, as it seems to be the case in September, with an 18% increase over September last year. Furthermore, we are also focusing on the Industrial Area with Talea Media and Valnan, whose high margins will provide an increasingly important and strategic contribution to the Group as a whole".*

In the first nine months of 2023, **adjusted consolidated revenues¹** continued to grow, amounting to **€ 106.6 million, up 26.5%** compared to € 84.3 million in the same period of 2022 (non-adjusted consolidated revenues of € 102.7 million compared to € 81.2 million in the first nine months of 2022, up 26.4%).

Specifically, for the nine months ended 30 September 2023, the **Consumer Area** recorded revenues of **€ 101.6 million, up 26.6%** compared to € 80.2 million in the same period of the previous year, while the

¹ 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.

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Industrial Area, which includes revenues from third parties of Valnan S.r.l. and co-marketing revenues, was up 22.9%, with revenues of **€ 5.0 million** compared to € 4.0 million in the first nine months of 2022.

Consolidated adjusted revenue¹ in the third quarter reflected the typical seasonality of the summer and amounted to **€ 31.0 million, up 5.4%** compared to € 29.4 million in Q3 2022 (consolidated non-adjusted revenue of € 29.7 million compared to € 28.4 million in Q3 2022, up 4.7%). Revenues from the **Consumer** Area amounted to **€ 29.4 million in Q3 2023, up 4.9%** compared to € 28.0 million in the same period of the previous year, while revenues from the **Industrial Area, amounted to € 1.6 million, up 14.4%** compared to € 1.4 million in Q3 2022.

Orders grew by **20.5%** to **2.289 million in the first nine months of 2023** compared to 1.900 million in the same period last year (including online and physical store orders). In the third quarter, orders totalled 678,830, up 4.6% from 648,981 in the same period last year.

The number of products sold in the first nine months of 2023 was **10 million 827 thousand**, up **20.6% from 8 million 975 thousand** in the first nine months of 2022, while in the third quarter, products sold were 3 million 135 thousand, up 1.2% from 3 million 98 thousand in the same period last year.

Today, the Company's Board of Directors also approved the adoption of the "Organisation, Management and Control Model" prepared pursuant to Legislative Decree No. 231/2001, in its general and special parts (the "**231 Model**").

In accordance with the provisions of 231 Model, the Company's Board of Directors appointed the Supervisory Board with Mr. Fabrizio Mutti, Mr. Carmelo Spinella and Mr. Andrea Antonel. All members meet the independence and professionalism requirements needed to supervise on the proper implementation, effectiveness and compliance with 231 Model, as well as its updating. The newly appointed Supervisory Board will remain in office for four years from the day on which the training activity of all Company employees is completed, unless expressly waived or revoked.

The approval of 231 Model allows the Company to consolidate its internal control and governance system to protect its stakeholders.

The 231 Model is available on the Company's website www.taleagroupspa.com, in the Governance/Corporate Documents section.

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, Dokidaki, Doc Peter, 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:

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