

TALEA GROUP

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Press Release

**TALEA GROUP:
CONSOLIDATED ADJ¹ REVENUES AT 136.3 MILLION EURO IN 2023 (+12.7% YoY)**

**2024, THE GROUP'S 10-YEAR ANNIVERSARY YEAR, OPENS WITH 17.4% YOY
GROWTH IN JANUARY**

**TALEA STARTS TO BENEFIT FROM 2023 INVESTMENTS WITH FURTHER BOOST
FROM MEDIA ACTIVITIES (CO-MARKETING+TALEA MEDIA+VALNAN)**

**IACOMETTI: "ACQUISITIONS AND GROWTH OF A STRONGER GROUP, AIMING TO
CREATE VOLUMES FOR ECONOMIES OF SCALE AND BENEFITS IN THE MEDIUM
AND LONG TERM"**

FY2023 results:

- **Consumer Area: revenues at EUR 129.9 million, + 12.9% YoY**
- **Industrial Area: revenues at EUR 6.5 million, + 9.3% YoY**
- **Number of orders: 2.9 million, + 9.0% YoY**
- **Products sold: 14.0 million, + 9.3% YoY**

Viareggio, 22 February 2024 – 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 unaudited consolidated revenue figures for Q4 2023 and key KPIs.

Riccardo Iacometti, Founder and Chief Executive Officer of Talea Group S.p.A, commented: "2023 was a year that saw us leading a significant industrial reorganisation, including acquisitions and investments. Exactly one year ago, we initiated the rebranding to Talea, which was necessary to keep pursuing consolidation in the Health, Wellness and Beauty sector and to technologically develop the Media area (Talea Media); we opened a new major logistics hub in Nichelino (TO); we completed seven acquisitions in just six months, taking over both brands and related platforms (Gooimp, Mood Concept Store, DocPeter, Farmahome, Superfarma, Vitamincenter and Bestbody). This far-reaching reorganisation, instrumental to achieve the targets of the 2025 Business Plan, has boosted Group considerably; on the one hand, it translated in growth of close to 13% YoY in the twelve months and, on the other, it outlined the scope of our operations in the coming years, thanks also to important investments completed in 2023. In the last quarter of the year, we deliberately decided to slow down revenue growth in order to allow our new commercial strategy to correctly position the portfolio of diversified brands that we now have, as we aim to improve the commercial margins of the Consumers area, hoping to effectively benefit from it as early as 2024.

We are convinced that the acquisitions and the growth generated in 2023 have brought about a stronger Group, whose aim is to achieve volumes to exploit the economies of scale and their related benefits in the medium to long term, also and above all in terms of profitability (Consumers Area); the Group also intends to

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reap the benefits of the new Industrial Area (Co-marketing+Talea Media+Valnan) in order to generate further revenue streams at a higher commercial value. In 2024 we celebrate the tenth anniversary of our Group, which has grown rapidly and firmly established itself in the market, both on the consumer front and as a partner of corporate clients for the design of dedicated projects.”

In 2023, **consolidated adjusted revenues**¹ amounted to **€136.3 million, up 12.7%** compared to €120.9 million in FY2022 (non-adjusted consolidated revenues of €131.4 million compared to €116.3 million in FY2022, up 13.0%).

Specifically, the **Consumer Area** reported revenues of **€129.9 million, an increase of 12.9%** compared to €115.0 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, grew by 9.3%, with revenues of **€6.5 million** compared to €5.9 million in 2022.

Consolidated adjusted revenues¹ in the fourth quarter amounted to **€29.7 million**, against €36.7 million in Q4 2022 (consolidated non-adjusted revenue of €28.7 million compared to €35.1 million in Q4 2022). Revenues from the **Consumer Area** amounted to **€28.3 million** in Q4 2023, compared to €34.8 million in the same period of the previous year, while revenues from the **Industrial Area** stood at **€1.5 million**, vis-a-vis €1.9 million in Q4 2022.

In 2023, orders grew by **9.0% to 2.934 million** compared to 2.691 million in the same period last year (including online and brick-and-mortar store orders). In the fourth quarter, orders amounted to 645,112 compared to 790,930 in the same period last year.

In 2023, the number of products sold reached **14 million 34 thousand, up 9.3%** from 12 million 845 thousand in 2022, while in the fourth quarter, 3 million 207 thousand products were sold, compared to 3 million 870 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, Dokidaki, Doc Peter, Gooimp, Vitamin Center, Best Body, Mood Concept Store, Sanort e 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.

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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