

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

## Press Release

**THE BOARD OF DIRECTORS APPROVES THE DRAFT FINANCIAL STATEMENTS AND THE CONSOLIDATED FINANCIAL STATEMENTS AS AT 31 DECEMBER 2023**

**IACOMETTI (CEO): "SIGNIFICANT INVESTMENTS FINALISED TO CONSOLIDATE OUR LEADERSHIP AND INDUSTRIAL INFRASTRUCTURE"**

**APPROVAL OF THE BUSINESS PLAN UPDATE AND ITS EXTENSION TO 2026**

**ORDINARY AND EXTRAORDINARY SHAREHOLDERS' MEETING CONVENED FOR 29 APRIL 2024**

**APPROVAL OF "QUANTITY- AND QUALITY-RELATED CRITERIA TO EVALUATE POTENTIALLY RELEVANT RELATIONS AFFECTING DIRECTORS' INDEPENDENCE"**

- **Adj<sup>1</sup> consolidated revenue: EUR 136.3 million, +12.7%, compared to EUR 120.9 million in 2022;**
- **Adj EBITDA: negative EUR 3.2 million, compared to negative EUR 2.5 million in 2022;**
- **Net Profit: negative EUR 7.5 million, compared to negative EUR 0.9 million in 2022;**
- **Consolidated Net Financial Debt: EUR 38.9 million, up from EUR 21.5 million as at 31 December 2022 as a result of investments in the new logistics hub and new e-commerce platforms**

**Viareggio, 28 March 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– (“**Talea**” or the “**Company**”) under the chairmanship of Riccardo Iacometti, approved the draft statutory financial statements and the consolidated financial statements as at 31 December 2023, prepared in accordance with International Accounting Standards (“IAS/IFRS”).

**Riccardo Iacometti, Founder and CEO of Talea Group, commented:** *"2023 was a year of significant investments aimed at consolidating important and sustainable foundations for our business for the coming years. Over the last six months, we have embarked on a transition phase, which has now come to an end, and which has led us to focus our resources and efforts on addressing future challenges and exploiting upcoming opportunities with a proactive and long-term approach.*

*These are two crucial objectives for us: to this end, we have made strategic investments, including the acquisition of seven key websites in the Health, Wellness and Beauty sector (Gooimp, Mood Concept Store, DocPeter, Farmahome, Superfarma, Vitamincenter and Bestbody), as well as the strengthening of our logistics*

---

<sup>1</sup> Following the new Group strategy that envisages two revenue-generating areas, Consumer and Industrial, Adj Revenues include revenues from **Trade Marketing** activities (formerly known as co-marketing), 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.

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

*capabilities with the opening of a new hub in Nichelino (TO). Although these investments may have had an impact on our financial results in 2023, they were fundamental in strengthening our industrial infrastructure, which is still geared towards maintaining a leading share of our market in Italy and not reneging on the increasing expectations of the market, the end consumer and our shareholders.*

*In 2024, a year which was off to a good start with a 17% YoY revenue growth in January, we will keep focusing on broadening the Consumer Area through the following: the expansion of our eCommerce platforms, the development of the Industrial area – thanks to Talea Media – and the growth of Trade Marketing (co-marketing) revenues; moreover, we will strive to consolidate Valnan's market positioning and, last but not least, the development of new Private Label products (Gooimp, Best Body and VitaminCenter). These objectives will hopefully enable us to capitalise on the investments made, leading to sustainable and profitable growth as early as the current financial year with a focus on improving margins.”*

## MAIN FINANCIAL RESULTS AS AT 31 DECEMBER 2023

The Consolidated Report for the year ended 31 December 2023 is drafted by Talea in accordance with the IAS/IFRS issued by the International Accounting Standards Board (IASB) and the interpretations of the International Financial Reporting Standard Interpretation Committee (IFRS IC, formerly IFRIC) and the former Standing Interpretations Committee (SIC) (hereinafter referred to as "**IAS/IFRS Principles**"), endorsed by the European Union following the entry into force of Regulation (EC) No. 1606/2002 issued by the European Parliament and the European Council in July 2002.

In 2023, **consolidated adjusted revenues<sup>2</sup>** amounted to **€136.3 million, up 12.7%** compared to €120.9 million in 2022 (consolidated non-adjusted 2023 revenues amounted to €131.4 million compared to €116.3 million in 2022, up 13.0%). The revenue trend was affected by a slowdown in growth during the fourth quarter, which was however in line with the relevant e-commerce market (Newline data), due to a deliberate repositioning of the different brands in the portfolio to align with the new commercial strategy.

The main drivers of growth are:

- ✓ further expansion of the product range;
- ✓ significant growth in active customers;
- ✓ further increase in conversion rate;
- ✓ partial alignment to inflation.

In accordance with the new strategy, which will develop the Group's business through the Consumers (omnichannel sales of products for the end consumer) and Industrial (evolution of the current B2B business, i.e. co-marketing and agency services provided by the subsidiary Valnan, to be complemented by services provided by the Talea Media division) business lines, we provide below a table of reclassified revenues including revenues from Trade Marketing (co-marketing), which are accounted for as a reduction in part of the Cost of Sales and in part of the Costs of Selling and Distribution.

---

<sup>2</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.

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

(€/000)	2023	2022
CONSUMER REVENUES	129,849,511	115,015,769
INDUSTRIAL REVENUES	6,514,565	5,914,299
<b>TOTAL ADJUSTED REVENUE (*)</b>	<b>136,364,076</b>	<b>120,930,068</b>

Consolidated Adjusted Revenues include €129.9 million (+12.9% YoY) from the Consumers segment – which includes the brands Farmaè, Amicafarmacia, Farmaeurope, Dokidaki, Sanort, Doc Peter, Farmahome, Superfarma, Mood Concept Store and Beautyè, active in *e-retealing* – and €6.5 million (+11% YoY) from the Industrial segment, i.e. revenues generated by Trade Marketing (co-marketing) and the subsidiary Valnan.

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).

At the end of 2023, the number of products sold was **14.34 million**, up **9.3%** from 12.845 million in 2022.

The **Sales Margin** stood at EUR 35.9 million, down 6.3% from EUR 38.4 million in 2022, with an incidence on revenues of 27.3%. The above-mentioned slowdown in sales in the fourth quarter and the inflation impacting the purchase prices of products and other operating costs, such as personnel, weighed on the sales margin, and in general on the Group's margins.

**Adj EBITDA**, adjusted for non-recurring charges of EUR 710,000, was EUR -3.2 million, down from EUR 2.5 million in 2022.

**EBIT** in FY2023 was negative EUR 7.7 million compared to EUR -0.06 million in FY2022, after depreciation and amortisation of about EUR 3.8 million (EUR 2.2 million in FY2022).

After net financial expenses of about EUR 1.7 million, up from EUR 0.8 million in 2022 as a result of the higher average debt in the period and the recognition of deferred tax assets of EUR 1.9 million, the **Net Profit** was negative EUR 7.5 million, compared to negative EUR 0.9 million in 2022.

The change in trade net working capital was a positive EUR 2.6 million.

The Talea Group's **net financial debt** was EUR 38.9 million, compared to EUR 21.5 million as of 31 December 2022. The change against 2022 is ascribable to the investments made during the period: on the one hand, the upgrade of the new logistics platform in Nichelino, which became operational at the end of July 2023 (more than tripling the Group's logistics capacity thanks to a larger logistics area and more efficient automation systems) and, on the other, the acquisitions of the brands and domains of Doc Peter, Farmahome, Superfarma and Mood Concept Store.

Leases – in accordance with IFRS 16 – accounted for €9.5 million in the net financial position.

Below is a reclassified statement of net financial debt, with the impact of outstanding tax credits, including the VAT credit of €5.5 million, Industry 4.0 of €1 million and the aforementioned effect of leases.

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

	31/12/2023	31/12/2022
<b>TOTAL NET FINANCIAL DEBT</b>	<b>38,906,614</b>	<b>21,458,928</b>
TAX CREDITS AND INCLUDING THE VAT	6,460,234	3,485,273
IFRS16 EFFECTS	9,525,086	7,005,377
<b>NET FINANCIAL DEBT NET OF COMPENSABLE TAX CREDITS AND IFRS16 EFFECTS</b>	<b>22,921,294</b>	<b>10,968,278</b>

Capital expenditures in 2023 amount to EUR 14 million (compared to EUR 4 million in 2022) and are almost entirely related to the new logistics hub in Nichelino.

\*\*\*

## ECONOMIC AND FINANCIAL RESULTS OF THE PARENT COMPANY TALEA GROUP S.P.A.

Talea's revenues grew YOY by +13.6%, from EUR 112.5 mn in 2022 to EUR 127.8 mn in 2023. The year closed with a loss of EUR 6.8 mn, compared to a negative EUR 1.0 mn in 2022. The net financial position amounted to Euro 38.0 million, and was mainly driven by the investments made both to strengthen the Group's logistics and to acquire the brands and domains of Doc Peter, Farmahome, Superfarma and Mood Concept Store.

\*\*\*

## FORESEEABLE EVOLUTION OF OPERATIONS

In 2023, Talea went through a period of revamping and strengthening. Following a strategic rebranding, we focused on consolidating our leading role in the Health, Wellness and Beauty sector. In just six months, we acquired seven websites: Gooimp, Mood Concept Store, DocPeter, Farmahome, Superfarma, Vitamincenter and Bestbody. These acquisitions have resulted in a critical mass that is essential for us to benefit from economies of scale and acquire a favourable position in the market.

In addition, during 2023, we strengthened our logistics capacity by opening our new hub in Nichelino (TO), thus tripling our capacity. This marked the end of a massive investment phase. However, these efforts had an impact on our overall costs and investments, which was compounded by a decrease in revenue in the final quarter, leading to a negative financial year end.

Despite this, we hope that our efforts will bear fruit in the medium to long term. For the future, we will focus on three main lines of development:

1. growth of the Consumer area, through the expansion of our eCommerce platforms;
2. development of the Industrial area through the launch of Talea Media, growth of revenues from Trade Marketing (co-marketing) activities, and the consolidation of Valnan's market positioning;
3. development of new Private Label products (Gooimp, Best Body and VitaminCenter).

In 2024, several factors prompt us to expect a positive performance of the Group during the financial year: a) the expansion of our proposition to over 100,000 SKUs, with the introduction of new product categories, such as animal nutrition; b) the strengthening of the homeopathy and beauty sectors with the addition of new brands; c) the development of the newly acquired platforms; d) the development of the private label products already in our catalogue. Added to this is the expected growth of the Industrial Area, with the launch of new services

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

on the Group's digital (eCommerce) platforms through the newly acquired Talea Media brand, which can count on a database of over one million customers.

In light of the above, the update of the 2023-2025 Industrial Plan and its extension to 2026 was examined and approved. In a more cautious perspective, the following targets are defined:

€ Mln	2023	2026E
<b>Adj Revenues</b>	136,6	220-240
<b>EBITDA</b>	(3,2)	13-15
<b>Net Financial Position</b>	38,9	21-23

\*\*\*

## ALLOCATION OF 2023'S OPERATING PROFIT

The Board of Directors resolved to propose to the Shareholders' Meeting to carry forward the loss for the year of Euro 6,826,538.17.

\*\*\*

## SIGNIFICANT EVENTS DURING THE PERIOD

On **14 February 2023**, the Board of Directors of Talea Group (at the time, still Farmaè S.p.A.) resolved to submit to the Company's shareholders the change of the company's name to Talea Group S.p.A. and to expand the corporate purpose to reflect the Group's rebranding project and related new objectives.

On **28 March 2023**, the Board of Directors of Talea Group (at the time, still Farmaè S.p.A.) approved the Industrial Plan 2023- 2025, which envisages a significant acceleration in organic growth and margins thanks to Talea Group's new strategy; its aim is to develop new revenue opportunities in the Industrial area (dedicated to business services through Talea Media and Valnan) and to consolidate leadership in the Consumer area, thanks to the commercial brands Farmaè, Amicafarmacia, Farmaeurope, Beautyè and Sanort.

On **28 April 2023**, Talea Group (at that time, still Farmaè S.p.A.) announced that the Shareholders' Meeting approved, inter alia, a stock option plan in favour of executive directors, managers with strategic responsibilities and coworkers for the years 2023-2028, and approved the changes related to the company name and the extension of the corporate purpose proposed by the Board of Directors on 14 February 2023.

On **2 May 2023**, Talea Group (at that time, still Farmaè S.p.A.) announced, pursuant to Article 17 of the Euronext Growth Milan Issuers' Regulations, that it had appointed MIT SIM S.p.A. as Specialist Operator.

On **8 May 2023**, Talea Group (at that time, still Farmaè S.p.A.), following what had already been communicated during the Shareholders' Meeting, announced that the resolution of the Shareholders' Meeting of 28 April 2023 had been filed with the competent Companies Registry, with the consequent commencement of the term for the exercise of the right of withdrawal pursuant to Article 2437-bis of the Italian Civil Code by the shareholders who did not participate in the resolution relating to the amendments to the Articles of Association aimed at extending the corporate purpose.

On **26 May 2023**, the Board of Directors of Talea Group resolved to assign the options of the stock option plan approved by the Shareholders' Meeting on 28 April 2023.

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

On **5 June 2023**, Talea Group announced that the aforementioned right of withdrawal had been exercised – pursuant to Article 2437-bis of the Italian Civil Code – for a total of 281,077 shares of Talea Group, representing 4.1055% of Talea Group's share capital with voting rights.

On **6 June 2023**, Talea Group announced that the option offer of the aforementioned 281,077 Talea Group shares for which the right of withdrawal had been exercised, addressed to all Talea Group shareholders who had not exercised their right of withdrawal, had been filed with the competent Register of Companies, pursuant to Article 2437-quater, paragraphs 1 and 2 of the Italian Civil Code.

On **29 June 2023**, the Board of Directors of Talea Group resolved to acquire the business unit of Bewow S.r.l. - a company retailing any type of product for personal care and wellness at home, also online - and to sign the related contract for the sale of the business unit. The business unit consists of, inter alia, the GOOIMP brand, a brand operating in the marketing of personal care and hygiene products, and the MOOD CONCEPT STORE brand, a brand operating in the Italian furniture & home living sector through its website, a physical shop, and projects for special supplies (Contract business). This meeting also approved a short-term monetary incentive plan - MBO Plan 2023, whose beneficiaries are identified among the managers directly reporting to the CEO, the directors (executive and non-executive) as well as any other top managers and strategic employees.

On **03 July 2023**, Talea Group announced that the acquisition of the business unit of Bewow S.r.l. was finalised.

On **10 July 2023**, Talea Group announced that - following the closing of the option offer period pursuant to Article 2437-quater of the Italian Civil Code announced on 6 July 2023 - 214,244 shares, representing 76.22% of the shares for which the right of withdrawal had been exercised, had been allotted as a result of the exercise of the aforementioned option right, for a total amount of EUR 2. 508,797.24 (without any shareholder having exercised the right of pre-emption pursuant to Article 2437-quater, paragraph 3 of the Italian Civil Code) and, therefore, offered to third parties, pursuant to Article 2437-quater, paragraph 4 of the Italian Civil Code, the 66,858 shares for which the right of withdrawal was exercised and which remained unopted, in order to conclude this activity no later than 31 October 2023.

On **24 July 2023**, Talea Group announced the start of operations of its new automated logistics hub in Nichelino, Piedmont, about 10 km from Turin. The 13,000-square-metre logistics hub in Piedmont employs 51 people - 21 of whom work in operations - and joins the 6,500-square-metre logistics hub in Migliano Pisano (PI), Tuscany. Thanks to full automation, the new plant aims to improve the efficiency and speed of deliveries of products sold on the proprietary digital platforms: the target for Northern and Central Italy is actually 24h delivery. The new facility in Nichelino also gives Talea Group the opportunity to further expand its product assortment with new product categories.

On **26 September 2023**, Talea announced the acquisition of the "DOC PETER" brand and its internet domain [www.docpeter.it](http://www.docpeter.it) from Farmacia S. Caterina S.r.l.. The acquisition is part of the Group's continuous growth process, also by M&A; to this end, in July 2023, the group acquired the Gooimp and Mood Concept Store brands, and launched [www.dokidaki.it](http://www.dokidaki.it), a portal targeted at under-30s.

On **24 October 2023**, Talea 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.

On **31 October 2023**, Talea, with reference to the liquidation procedure relating to the 281,077 shares of the Company, for which the right of withdrawal was exercised, announced the end of the period for the placement

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

of the unoptioned shares (pursuant to Article 2437-quater, c. 1 and 2 of the Italian Civil Code) with third parties (pursuant to Article 2437-quater, c. 4 of the Italian Civil Code).

On **3 November 2023**, Talea - following the announcement made on 31 October - announced that it had completed the liquidation procedure for the 281,077 shares of the Company for which the right of withdrawal had been exercised.

On **13 December 2023**, Talea announced that it had acquired the availability of the trademarks "Farmahome" and "Superfarma" and their Internet domains [www.farmahome.it](http://www.farmahome.it) and [www.superfarma.it](http://www.superfarma.it).

## SIGNIFICANT EVENTS AFTER THE END OF THE PERIOD

On **8 February 2024**, Talea finalised the acquisition of the trademarks "Best Body" and "VitaminCenter", their Internet domains [www.bestbody.it](http://www.bestbody.it) e [www.vitamincenter.it](http://www.vitamincenter.it) as well as the private label brands "Best Body" and "VitaminCompany".

\*\*\*

## NOTICE CONVENING THE ORDINARY AND EXTRAORDINARY SHAREHOLDERS' MEETING

The Board of Directors resolved to convene the Ordinary and Extraordinary Shareholders' Meeting on 29 April 2024; the relevant notice, with the agenda and the procedures for participation, as well as the other documents required by the applicable regulations - including the explanatory reports approved by today's Board of Directors on each item on the agenda of the aforesaid Shareholders' Meeting, prepared voluntarily - will be available, within the applicable legal and regulatory terms, on the Company's website [www.taleagroupspa.com](http://www.taleagroupspa.com), Governance/Shareholders' Meeting section as well as on the website of Borsa Italiana S.p.A. [www.borsaitaliana.it](http://www.borsaitaliana.it), Shares/Documents section.

\*\*\*

## APPROVAL OF QUANTITY- AND QUALITY-RELATED CRITERIA TO EVALUATE POTENTIALLY RELEVANT RELATIONS AFFECTING DIRECTORS' INDEPENDENCE PURSUANT TO ARTICLE 6-BIS OF THE EGM ISSUERS' REGULATION

In compliance with the latest amendments made to the EGM Issuers' Regulations, outlined by Borsa Italiana S.p.A. with notice no. 43747 of 17 November 2023 and in force as of 4 December 2012 and, in particular, with the new wording of art. 6-bis of the EGM Issuers' Regulations, the Board of Directors today (i) approved the quantity- and quality-related criteria to evaluate potentially relevant relations affecting the directors' independence (the "**Criteria**") and (ii) also taking into account the aforesaid Criteria, confirmed the independence requirements for directors Giovanni Bulckaen and Marco Guidi.

The above Criteria are available on the Company's website [www.taleagroupspa.com](http://www.taleagroupspa.com), section Governance/Corporate Documents and Procedures as well as on the website of Borsa Italiana S.p.A. [www.borsaitaliana.it](http://www.borsaitaliana.it), Shares/Documents section.

\*\*\*

## 2023-2028 STOCK OPTION PLAN

With reference to the 2023-2028 Stock Option Plan approved by the Shareholders' Meeting of the Company on 28 April 2023, the Board of Directors, pursuant to Article 84-bis, paragraph 5 of Consob Regulation No. 11971/1999, approved the update of the table in Annex 3A, Schedule 7 of the aforesaid Regulation, available to the public on the Company's website [www.taleagroupspa.com](http://www.taleagroupspa.com), section Governance/Corporate Governance

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

Documents and Procedures as well as on the website of Borsa Italiana S.p.A. [www.borsaitaliana.it](http://www.borsaitaliana.it), section Shares/Documents.

\*\*\*

## FILING OF DOCUMENTATION

The documentation relating to the Financial Statements as of 31 December 2023, as required by current regulations, will be made available to the public at the Company's registered office (Via Marco Polo 190, Viareggio) as well as through publication on the Company's website [www.taleagroupspa.com](http://www.taleagroupspa.com), section "Investor Relations/Financial Statements and Reports" as well as on the website [www.borsaitaliana.it](http://www.borsaitaliana.it), section "Shares/Documents" within the terms of the law.

It should be noted that the audit of the draft financial statements has not yet been finalised and that the auditing firm's report will therefore be made available within the legal deadlines. Lastly, it should be noted that the attached income statement and balance sheet are reclassified statements and as such are not subject to audit by the auditing company.

\*\*\*

This press release is available in the Investor Relations section of the Company's website [www.taleagroupspa.com](http://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.

For further information:

### Euronext Growth Advisor

Alantra Capital Markets  
+39 02 63671601  
Stefano Bellavita  
[stefano.bellavita@alantra.com](mailto:stefano.bellavita@alantra.com)

### Investor Relation

Talea Group  
Investor Relations Officer  
Alberto Maglione  
+39 0584 1660552  
[ir@taleagroupspa.com](mailto:ir@taleagroupspa.com)

CDR Communication

IR Advisor

Vincenza Colucci  
Tel. +39 335 6909547

[vincenza.colucci@cdr-communication.it](mailto:vincenza.colucci@cdr-communication.it)

### Specialist

MIT SIM S.p.A.  
+39 02 30561 276  
[trading-desk@mitsim.it](mailto:trading-desk@mitsim.it)

### Media Relation

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

**Reclassified consolidated income statement, balance sheet and cash flow statement of the Talea Group and Talea Group S.p.A. as at 31 December 2023 are attached**



# TALEA GROUP

DIGITAL PEOPLE ORIENTED

## CONSOLIDATED INCOME STATEMENT OF TALEA GROUP

		2023	2022
Revenues	(25)	131,483,793	116,307,529
Cost of goods sold	(26,1)	(95,548,447)	(77,949,980)
<b>Profit margin</b>		<b>35,935,346</b>	<b>38,357,549</b>
Distribution and selling expenses	(26,2)	(36,220,881)	(30,645,928)
Administrative expenses	(26,3)	(7,556,307)	(7,805,299)
Write-down of receivables included in current assets	(26,4)		(45,263)
Other operating income	(26,5)	100,188	80,267
<b>Operating profit</b>		<b>(7,741,668)</b>	<b>(58,674)</b>
Financial income	(26,6)	343,838	4,746
Financial expenses	(26,7)	(2,013,366)	(808,380)
<b>Profit before tax</b>		<b>(9,411,160)</b>	<b>(862,309)</b>
Tax	(26,8)	1,899,385	(86,567)
<b>Net profit/(loss)</b>		<b>(7,511,775)</b>	<b>(948,876)</b>

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

## CONSOLIDATED BALANCE SHEET OF TALEA GROUP

	Note	31/12/2023	31/12/2022
Tangible Assets	5	8,941,399	4,640,938
Intangible Assets	6	24,503,783	17,192,807
Goodwill	7	37,527,982	37,770,889
Rights of use	8	11,330,785	8,031,435
Other non-current financial assets and derivatives	9	254,734	239,904
Other non-current assets	10	792,690	1,841,164
Deferred tax assets	11	2,958,914	1,212,225
<b>TOTAL NON-CURRENT ASSETS</b>		<b>86,310,287</b>	<b>70,929,363</b>
Inventories	12	33,855,113	29,307,193
Trade receivables	13	7,971,548	9,525,202
Other current financial assets and derivatives	14	3,877,929	3,689,317
Current tax receivables	15	6,670,081	3,309,524
Other current non-financial assets	16	1,211,078	729,188
Cash and cash equivalents	17	3,250,965	6,905,195
<b>TOTAL CURRENT ASSETS</b>		<b>56,836,714</b>	<b>53,465,618</b>
<b>TOTAL ASSETS</b>		<b>143,147,001</b>	<b>124,394,981</b>
Share capital		3,423,135	3,423,135
Other reserves		34,897,983	37,121,219
Profit/(loss) for the year		(7,511,775)	-948,876
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>18</b>	<b>30,809,343</b>	<b>39,595,478</b>
Non-current payables to banks	19,1	14,769,707	12,573,909
Non-current financial lease liabilities	19,2	8,283,432	5,942,846
Other non-current financial liabilities and derivatives	19,3	5,112,194	181,864
Provision for employee benefits	20	1,730,171	1,414,136
Deferred tax liabilities	21	3,590,275	3,773,284
<b>TOTAL NON-CURRENT LIABILITIES</b>		<b>33,485,779</b>	<b>23,886,039</b>
Current payables to banks	19,1	21,065,534	12,469,952
Current financial lease liabilities	19,2	1,241,654	1,062,530
Other current financial liabilities and derivatives	19,3	2,450,932	8,571
Current tax payables	22	1,530,113	798,317
Other current liabilities	23	3,157,892	1,753,551
Current trade payables	24	49,405,754	44,820,543
<b>TOTAL CURRENT LIABILITIES</b>		<b>78,851,879</b>	<b>60,913,464</b>
<b>TOTAL LIABILITIES</b>		<b>112,337,658</b>	<b>84,799,504</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>143,147,001</b>	<b>124,394,981</b>

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

## CONSOLIDATED CASH FLOW STATEMENT OF TALEA GROUP

	31/12/2023	31/12/2022
<b>A) OPERATIONS</b>		
Profit (loss) for the year	(7,511,775)	-948,876
Income Tax	1,899,385	86,567
Net financial expenses	1,669,498	803,634
(Gains)/Losses on disposal of assets		
Accruals to provisions (including for employee benefits)	392,150	267,346
Depreciation of tangible and intangible assets and rights of use	3,831,535	2,182,671
Other non-cash movements		
<b>Cash Flow from operations before changes in net working capital</b>	<b>(280,792)</b>	<b>2,391,342</b>
Decrease/(Increase) in inventories	-4,532,678	-11,088,195
Decrease/(Increase) in trade receivables	1,553,653	-3,657,279
Decrease/(Increase) in tax receivables	-3,360,557	-2,546,231
Decrease/(Increase) in other current non-financial assets	-14,831	905,909
Increase/(Decrease) in trade payables	4,585,214	14,738,399
Increase/(Decrease) in tax payables	770,698	-244,242
Other increases/(decreases) in other assets and liabilities	3,621,449	-1,033,155
<b>Cash Flow from operations after changes in net working capital</b>	<b>2,622,949</b>	<b>-533,452</b>
Interest cashed/(paid)	-1,914,234	-662,669
(Income tax paid)	-38,902	-58,354
(Use of provisions - including for employee benefits)	-135,970	-127,340
<b>Net cash flow generated by operations (A)</b>	<b>533,842</b>	<b>-1,381,815</b>
<b>B) INVESTMENTS</b>		
(Investments in tangible and intangible fixed assets)	-14,967,171	-4,116,072
Divestments of tangible and intangible fixed assets (Business combinations)		
(Purchase of shareholdings)	-15,000	
(Investments)/Disposals in financial assets	-39,469	-391,467
<b>Cash Flow from investments (B)</b>	<b>-14,527,918</b>	<b>-4,507,539</b>
<b>C) BORROWING</b>		
Increase in bank borrowings	20,435,535	11,621,897
(Repayment of bank borrowings)	-8,610,996	-8,188,026
Increase in payables to other financial institutions		54,603
(Repayment of borrowings due to other lenders)	-8,029	-11,451
(Repayment of principal on financial lease liabilities)	-1,476,665	-1,112,099
Capital increase (net of transaction costs where applicable) (Charges incurred for capital increase)		
<b>Cash Flow from borrowing (C)</b>	<b>10,339,845</b>	<b>2,364,924</b>
<b>Increase (decrease) in cash and cash equivalents (A ± B ± C)</b>	<b>-3,654,231</b>	<b>-3,524,430</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>6,905,195</b>	<b>10,429,624</b>
<b>Cash and cash equivalents at the end of the year</b>	<b>3,250,965</b>	<b>6,905,195</b>

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

## CONSOLIDATED NET FINANCIAL POSITION

	31/12/2023	31/12/2022
Cash		
Cash equivalents	3,250,965	6,905,195
Other current financial assets		-
	3,877,929	3,689,317
<b>Liquidity (A+B+C)</b>	<b>7,128,894</b>	<b>10,594,512</b>
Current financial debt		
Current portion of non-current financial debt	14,658,752	3,541,948
	8,390,129	9,999,105
<b>Current financial debt (E+F)</b>	<b>23,048,881</b>	<b>13,541,053</b>
<b>Current net financial debt (G-D)</b>	<b>15,919,987</b>	<b>2,946,541</b>
Non-current financial debt		
Debt instruments (derivative financial instruments assets and liabilities)	23,091,800	18,562,787
Non-current trade payables and other non-current liabilities	(105,175)	(50,400)
		-
<b>Non-current financial debt (I+J+K)</b>	<b>22,986,625</b>	<b>18,512,387</b>
<b>Net financial debt (H+L)</b>	<b>38,906,613</b>	<b>21,458,928</b>

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

## INCOME STATEMENT OF TALEA GROUP S.P.A.

	Note	2023	2022
Revenues	26	127,825,224	112,479,285
Cost of goods sold	27,1	(94,321,568)	(76,312,819)
<b>Profit margin</b>		<b>33,503,656</b>	<b>36,166,466</b>
Distribution and selling expenses	27,2	(33,765,881)	(28,904,887)
Administrative expenses	27,3	(7,084,437)	(7,624,627)
Write-down of receivables included in current assets	27,4		(45,769)
Other operating income	27,5	100,188	80,267
Other operating expenses	27,6		
<b>Operating profit</b>		<b>(7,246,482)</b>	<b>(328,550)</b>
Financial income	27,7	201,610	4,615
Financial expenses	27,8	(1,742,466)	(691,951)
<b>Profit before tax</b>		<b>(8,787,337)</b>	<b>(1,015,885)</b>
Tax	28	1,960,808	(32,041)
<b>Net profit/(loss)</b>		<b>(6,826,529)</b>	<b>(1,047,926)</b>

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

## BALANCE SHEET OF TALEA GROUP S.P.A.

	Note	31/12/2023	31/12/2022
Tangible Assets	5	8,880,692	4,577,275
Intangible Assets	6	24,565,802	17,115,954
Goodwill	7	33,376,429	33,376,429
Rights of use	8	11,120,307	7,815,966
Equity investments in subsidiaries	9	5,700,000	5,700,000
Other non-current financial assets and derivatives	10	237,017	229,425
Other non-current assets	11	783,444	1,385,399
Deferred tax assets	12	2,724,877	961,987
<b>TOTAL NON-CURRENT ASSETS</b>		<b>87,416</b>	<b>71,162,434</b>
Inventories	13	33,507,314	29,017,589
Trade receivables	14	8,087,228	9,001,230
Other current financial assets and derivatives	15	3,770,454	3,602,192
Current tax receivables	16	7,100,125	3,594,981
Other current non-financial assets	17	116,959	66,088
Cash and cash equivalents	18	3,125,429	6,717,226
<b>TOTAL CURRENT ASSETS</b>		<b>55,707,509</b>	<b>51,999,306</b>
<b>TOTAL ASSETS</b>		<b>143,096,077</b>	<b>123,161,741</b>
Share capital		3,423,135	3,423,135
Other reserves		35,752,561	37,836,918
Profit/(loss) for the year		(6,826,529)	(1,047,926)
<b>TOTAL SHAREHOLDERS' EQUITY</b>	19	<b>32,349,167</b>	<b>40,212,126</b>
Non-current payables to banks	20,1	14,552,904	12,204,962
Non-current financial lease liabilities	20,1	8,121,278	5,763,671
Other non-current financial liabilities and derivatives	20,3	5,112,194	181,864
Provision for employee benefits	21	1,209,307	927,098
Deferred tax liabilities	22	3,590,275	3,773,284
<b>TOTAL NON-CURRENT LIABILITIES</b>		<b>32,585,957</b>	<b>22,850,879</b>
Current payables to banks	20,1	20,380,759	11,813,429
Current financial lease liabilities	20,2	1,184,626	1,018,342
Other current financial liabilities and derivatives	20,3	2,450,933	215,123
Current tax payables	23	1,189,849	552,342
Other current liabilities	24	3,691,865	2,104,306
Current trade payables	25	49,262,921	44,395,194
<b>TOTAL CURRENT LIABILITIES</b>		<b>78,160,953</b>	<b>60,098,735</b>
<b>TOTAL LIABILITIES</b>		<b>110,746,910</b>	<b>82,949,615</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>143,096,077</b>	<b>123,161,741</b>

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

## SEPARATE NET FINANCIAL POSITION

	31/12/2023	31/12/2022
Cash	3,125,429	6,717,226
Cash equivalents		-
Other current financial assets	3,770,454	3,602,192
<b>Liquidity (A+B+C)</b>	<b>6,895,883</b>	<b>10,319,418</b>
Current financial debt	14,127,159	3,067,296
Current portion of non-current financial debt	8,179,920	9,979,597
<b>Current financial debt (E+F)</b>	<b>22,307,079</b>	<b>13,046,893</b>
<b>Current net financial debt (G-D)</b>	<b>15,411,196</b>	<b>2,727,475</b>
Non-current financial debt	22,712,843	18,014,665
Debt instruments (derivative financial instruments assets and liabilities)	(105,175)	(43,087)
Non-current trade payables and other non-current liabilities		-
<b>Non-current financial debt (I+J+K)</b>	<b>22,607,668</b>	<b>17,971,578</b>
<b>Net financial debt (H+L)</b>	<b>38,018,864</b>	<b>20,699,053</b>