

Press Release

**TALEA GROUP: STRONG MOMENTUM IN THE FIRST QUARTER 2024
SIGNIFICANT GROWTH IN CONSOLIDATED ADJ REVENUES¹:
EUR 43.5 MILLION IN 1Q2024 (+12.2% YOY and +46.5% vs 4Q2023)**

**MORE THAN 4.5 MILLION PRODUCTS SOLD IN THE FIRST QUARTER ALONE
(+12.7% YOY), FOR OVER 900 THOUSAND ORDERS (+8.5% YOY)**

**IACOMETTI (CEO): "RESULTS ACHIEVED THANKS TO NEW COMMERCIAL
STRATEGY, AIMED AT POSITIONING THE GROUP'S SOLID BRAND PORTFOLIO"**

Results for 1Q2024:

- **Consumer Area: revenues at EUR 41.5 million, +12.2% YoY**
- **Industrial Area: revenues at EUR 2.0 million, +11.2% YoY**
- **Number of orders: over 908,000, +8.5% YoY**
- **Products sold: 4.5 million, +12.7% YoY**

Viareggio, 23 April 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**”) approved the unaudited first quarter 2024 consolidated revenue figures and key KPIs.

Riccardo Iacometti, Founder and CEO of Talea Group S.p.A., commented: *"The 2024 financial year started with buoyant growth for our Group, thus confirming our development strategy consisting of major investments performed in 2023, such as the acquisition of seven leading websites in the Health, Wellness and Beauty sectors (Gooimp, Mood Concept Store, DocPeter, Farmahome, Superfarma, Vitamincenter and Bestbody). The significant increase in revenues at the start of the financial year – up by more than 12% vs. an already strong first quarter of 2023 and, above all, by more than 46% against the last quarter of 2023 – is the result of our new commercial strategy, launched during the last few months of last year and aimed at properly positioning the diversified portfolio of brands that we now have. In light of these assumptions, the quarter prompts our confidence in 2024 as a year of solid growth, consolidation and capitalisation of all the significant investments made on our industrial infrastructure".*

In the first three months of 2024, Talea Group accelerated its growth in **consolidated adjusted revenue² to EUR 43.5 million, up 12.2%** from EUR 38.8 million at the end of March 2023 (consolidated non-adjusted revenue of EUR 41.9 million compared to EUR 37.5 million in 1Q2023, up 11.8%) and up **46.5% compared to the fourth quarter of the financial year just ended.**

¹ 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.

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Specifically, in 1Q2024, the **Consumer Area** recorded revenues of **€41.5 million, up 12.2%** against €37.0 million in the same period of the previous year; whereas the **Industrial Area**, which includes revenues from third parties of Valnan S.r.l., Talea Media and Trade Marketing, was **up 11.2%**, with revenues of **€2.0 million** compared to €1.8 million in 1Q2023.

As of 31 March 2024, orders grew by **8.5% to over 908,000** compared to 837,000 in the same period last year (including orders online and in the physical stores).

The number of products sold in Q1 2024 was **4.530 million, up 12.7%** from 4.21 million 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.

For further information:

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