

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

## Press Release

### TALEA GROUP: CONSOLIDATED REVENUE AND KEY KPIs AS OF 30 SEPTEMBER 2024 APPROVED

Results for the first nine months of 2024 compared to the first nine months of 2023:

- Consolidated Revenue: €105.1 million, +2.4% vs 9M2023
- Adjusted Consolidated Revenue: €109.8 million, +3.0% vs 9M2023, including Consumer Area revenue at €103.3 million, +1.6% vs 9M2023, and Industrial Area revenue at €6.6 million, +31.6% vs 9M2023
- Number of orders: 2,4 million, + 4,0% vs 9M2023
- Products sold: 11,5 million, + 6,3% vs 9M2023

### SHAREHOLDERS' MEETING CONVENED

#### - EXTRAORDINARY SESSION TO APPROVE A CAPITAL INCREASE IN SUPPORT OF ACCELERATING BUSINESS GROWTH AND DEVELOPMENTS

- The Board of Directors unanimously resolved to propose to the Shareholders' Meeting a capital increase of up to a maximum of €7,999,000, including any share premium, to be executed in one or more tranches by 31 December 2026.
- The Board of Directors has resolved to convene the Shareholders' Meeting on 14 November 2024 (single call).

#### - ORDINARY SESSION TO APPOINT A NEW MEMBER OF THE BOARD OF DIRECTORS FOLLOWING A RESIGNATION

### 2023 SUSTAINABILITY REPORT APPROVED

Viareggio, 24 October 2024 – Talea Group S.p.A. (“Talea Group” or the “Company”) - 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 – has approved the consolidated revenue figures of the Talea Group (hereinafter the “Group”) for the third quarter of 2024, which have not been subject to statutory audit, along with the main KPIs. Furthermore, the 2023 Sustainability Report has been approved, and a Shareholders' Meeting has been convened in an extraordinary session to approve a capital increase, and in an ordinary session to appoint a new member of the Board of Directors following a resignation.

**Riccardo Iacometti, Founder and CEO of Talea Group S.p.A.**, commented: “The early months of 2024 have been marked by an increase in volumes, as well as a period of groundwork during which we have invested significant resources in activities we believe will yield positive long-term results. For this reason too, the Board has decided to submit a proposal for a capital increase to the Shareholders' Meeting, aimed at equipping the company with the financial resources necessary to support growth, increase volumes, and improve profitability. We are confident that we are on the right track and are taking all the necessary steps to achieve our business objectives. We are also proud to have approved the 2023 Sustainability Report, the company's second, which underscores our commitment to ESG matters”.

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

In the first nine months of 2024, **adjusted consolidated revenue**<sup>1</sup> reached **€109.8 million**, representing an increase of **3.0%** compared to €106.6 million during the same period in 2023 (non-adjusted consolidated revenue stood at €105.1 million, up by 2.4% from €102.7 million in the first nine months of 2023).

Specifically, as of 30 September 2024, the **Consumer Area** generated revenue of **€103.3 million, an increase of 1.6%** from €101.6 million in the same period last year. The **Industrial Area**, which includes Valnan S.r.l.'s revenue from third parties, Talea Media and co-marketing revenue, grew by 31.6%, with revenue of **€6.6 million** compared to €5.0 million in the first nine months of 2023.

For the third quarter of 2024, adjusted consolidated revenue<sup>1</sup> amounted to **€26.4 million**, down from €31.0 million in Q3 2023 (non-adjusted consolidated revenue stood at €26.1 million, compared to €29.7 million in Q3 2023). The **Consumer Area** recorded revenue of **€25.7 million** in Q3 2024, down from €29.4 million in the same period last year. The **Industrial Area** recorded revenue of **€0.8 million**, compared to €1.6 million in Q3 2023.

Orders increased by **4.1%**, reaching **2,382,000 in the first nine months of 2024**, up from 2,289,000 in the same period of 2023 (including online and physical store orders). In Q3 2024, orders totalled 671,514, down from 678,830 in Q3 2023.

The number of products sold in the first nine months of 2024 reached **11,511,000**, marking a **6.3%** increase from **10,827,000** in the same period in 2023. In Q3 2024, product sales were 3,055,000, compared to 3,135,000 in Q3 2023.

## 2023 SUSTAINABILITY REPORT APPROVED

The Board of Directors of Talea Group has also approved the Sustainability Report for 2023, whose aim is to report and share the Company and Group's commitment to pursuing ESG objectives, which are fundamental to the Group's ambition to position itself as a leader in this area in its reference market. This is the company's second Sustainability Report, following the first in 2022, reaffirming Talea's dedication to a responsible and sustainable business model. Attention to people, reduction of environmental impact, and focus on the community are the cornerstones of Talea's business. Not only does the company adopt these as its corporate policy, but it also aims to engage all stakeholders with whom it interacts in consolidating these principles, in order to pursue the goal of continuous common growth without harming the environment or society. To achieve this, Talea has always aimed for clear and defined objectives, which it integrates into the specific areas of Governance, Environment, and Society to be pursued in the short and medium term.

## CAPITAL INCREASE TO BE PROPOSED TO THE SHAREHOLDERS' MEETING

On this date, the Board of Directors unanimously resolved to propose to the Shareholders' Meeting a share capital increase of up to €7,999,000, including any share premium, to be implemented in one or more tranches by 31 December 2026. This divisible and paid increase will be executed through the issuance of new ordinary shares, with no nominal value, enjoying the same rights as currently circulating ordinary shares, to be offered as an option to all entitled shareholders in accordance with Article 2441 of the Italian Civil Code (the "**Capital increase**").

---

<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.

The capital increase is aimed at raising new financial resources to be used for the Group's investment and business development strategies. These funds will be allocated for the expansion of the Talea Group's private label range and for technological investments in the e-commerce platform and logistics automation.

Within the limits of the total amount, the Board intends to propose to the Shareholders' Meeting the delegation of powers to the Board of Directors to:

- a) Define the final amount of the capital increase, within the approved maximum;
- b) Determine, based on the above, the number of shares to be issued, the option ratio, and the issue price (including any share premium);
- c) Establish the terms and timing for the execution of the capital increase, including the exercise of option rights by shareholders, and the terms for the trading of option rights on the EGM, subject to agreement with Borsa Italiana S.p.A.

## RESIGNATION OF A DIRECTOR

On this date, director Vincenza Nicoletta Colucci tendered her resignation from the Board of Directors, effective upon the conclusion of the Board meeting, citing personal reasons.

Mrs Colucci currently holds 200 shares in Talea Group S.p.A., representing 0.003% of voting rights.

The company thanks Mrs Colucci for her valuable contribution.

As a result of this resignation, the Ordinary Shareholders' Meeting will be required to appoint a new member to the Board of Directors.

## ORDINARY AND EXTRAORDINARY SHAREHOLDERS' MEETING CONVENED

The Board of Directors has therefore resolved to convene the Shareholders' Meeting in both ordinary and extraordinary sessions on 14 November 2024, on first call, to discuss and resolve upon the following items:

- *The Capital Increase and the consequent amendment of Article 6 of the by-laws of Talea Group S.p.A.;*
- *the appointment of a new director.*

The notice of the meeting, including the detailed agenda and participation procedures, as well as the remaining documentation related to the meeting as required by current regulations - including the explanatory report approved by the Board of Directors on each item on the agenda of the aforementioned meeting, prepared on a voluntary basis - will be available, within the applicable legal and regulatory terms, on the Company's website [www.taleagroupspa.com](http://www.taleagroupspa.com), in the Governance/Shareholders' Meeting section, as well as on the website of Borsa Italiana S.p.A. [www.borsaitaliana.it](http://www.borsaitaliana.it), in the Shares/Documents section.

\*\*\*

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

\*\*\*

Talea Group S.p.A, a company listed on the Euronext Growth Milan market of Borsa Italiana born from the rebranding of Farmaè S.p.A., is one of the leading digital groups in Europe in the multichannel macro-sector of Health, Wellness and Beauty and in media and digital transformation services for businesses. Talea Group S.p.A. operates with a business model based on two revenue-generation areas: the Consumers Area and the Industrial Area. The Consumers Area is mainly dedicated to e-retailing and to date operates in four industries through different commercial brands. Health and Wellness Area: Farmaè, Amicafarmacia, Farmaeurope, Docpeter, Superfarma, Farmahome, Dokidaki, VitaminCenter, and BestBody; Beauty sector: Beautyè; Orthopedics sector: Sanort; and Furniture Design sector: Mood Concept Store. In addition, in the Health, Wellness and Beauty segment, it operates through the Private Labels Farmaè, Amicafarmacia, Gooimp, VitaminCompany and Best Body; and the Industrial Area is dedicated to media and digital transformation

# TALEA GROUP

DIGITAL PEOPLE ORIENTED

services and to date operates with Talea Media, the Group's online advertising concessionaire, Valnan, the online Communication and Marketing agency, and Trade Marketing activities.

For further information:

**Euronext Growth Advisor**

Integrae SIM S.p.A.  
Piazza Castello, 24, 20121 Milano  
Tel. +39 02 96846864

**Specialist**

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

**Investor Relation**

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

**Media Relation**

CDR Communication  
Angelo Brunello - 329 2117752 - [angelo.brunello@cdr-communication.it](mailto:angelo.brunello@cdr-communication.it)  
Maddalena Prestipino - 348 5187454 - [maddalena.prestipino@cdr-communication.it](mailto:maddalena.prestipino@cdr-communication.it)

**Investor Relation Advisor**

CDR Communication  
Vincenza Colucci  
Tel. +39 335 6909547  
[vincenza.colucci@cdr-communication.it](mailto:vincenza.colucci@cdr-communication.it)