

TALEA GROUP

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Press Release

TALEA GROUP: APPROVED CONSOLIDATED REVENUES AND MAIN KPIs AS OF DECEMBER 31, 2024

FY2024 Results:

- **Adjusted Consolidated Revenues: €127.2 million (vs. €136.3 million in FY2023)**
- **Consumer Area: Revenues of €119.4 million (vs. €129.9 million in FY2023)**
- **Industrial Area: Revenues of €7.8 million (vs. €6.5 million in FY2023)**
- **Number of Orders: 2.9 million (vs. 2.9 million in FY2023)**
- **Products Sold: 13.4 million (vs. 14.0 million in FY2023)**
- **Consolidated Net Financial Debt: €27.6 million, showing a significant improvement from €38.9 million as of December 31, 2023, and €36.3 million as of June 30, 2024.**

Viareggio, February 21, 2025 – The Board of Directors of **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., and leader in the e-retailing of health and wellness products as well as in media services and digital transformation for businesses (“**Talea**” or the “**Company**”), and the parent company of the group of the same name (the “**Talea Group**” or the “**Group**”) – has approved the consolidated revenue data for the fourth quarter of 2024, which are not subject to statutory audit, along with the main KPIs.

Riccardo Iacometti, Founder and CEO of Talea Group S.p.A., commented: *“2024 has been a year of strategic consolidation, during which we focused on optimizing and enhancing the value of the investments made in 2023, with the goal of strengthening the competitiveness and sustainability of our business model. We deliberately chose to prioritize quality growth over pure revenue expansion, allowing our commercial strategy the necessary time to optimally position our diversified brand portfolio. This approach enables us to improve margins in the Consumer segment and develop new product strategies for our Private Label, which includes the brands Amicafarmacia, Farmaè, Gooimp, Best Body, and VitaminCompany. The capital increase, approved by Talea’s Shareholders’ Meeting on November 14, 2024, represented a key strategic step in strengthening the Company’s financial solidity, enabling us to reinforce our capital structure, reduce debt, and increase the resources available for future investments. The expansion of the free float and the entry of new investors confirm the market’s confidence in our strategic vision and provide us with further growth opportunities. We look ahead to 2025 with determination and ambition, supported by a stronger financial structure and a strategic plan focused on increasing margins and innovating our offering. We believe that the actions taken will allow us to fully capitalize on our investments and generate sustainable and profitable growth, consolidating our leadership position in the sector.”*

In 2024, **adjusted consolidated revenues**¹ amounted to **€127.2 million**, marking a **6.7%** decrease compared to €136.3 million in 2023 (non-adjusted consolidated revenues stood at €121.3 million, down 7.6% from €131.4 million in 2023).

Specifically, the **Consumer Area**, dedicated to the online sale of products in four key sectors (health and wellness, beauty, orthopedics, and furniture & design) directly to end consumers through private labels and commercial brands, recorded adjusted revenues of **€119.4 million** in 2024, marking an 8% decline

¹ The Group’s strategy includes two revenue-generating areas: Consumer and Industrial. Adj. Revenues include revenues from co-marketing activities, which, in accordance with international accounting standards (IAS/IFRS), are partially accounted for as a reduction of the Cost of Goods Sold and partially as a reduction of Selling & Distribution expenses.

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compared to €129.9 million in the previous year, mainly due to the contraction registered in the fourth quarter of 2024.

On the other hand, the **Industrial Area**, dedicated to media services (online advertising concessions on its e-commerce channels, data sales in compliance with privacy regulations, and targeted positioning offerings on its platforms) as well as online communication and marketing services for businesses, showed a 19.3% YoY growth, with adjusted revenues of **€7.8 million** in 2024, compared to €6.5 million in 2023.

In the **fourth quarter of 2024**, adjusted consolidated revenues amounted to **€17.3 million**, compared to €29.7 million in the fourth quarter of 2023 (non-adjusted consolidated revenues stood at €16.2 million, compared to €28.7 million in Q4 2023).

Adjusted revenues for the **Consumer Area** in Q4 2024 totaled **€16.2 million**, down from €28.2 million in the same period of the previous year. Meanwhile, adjusted revenues for the **Industrial Area** reached **€1.2 million**, compared to €1.5 million in Q4 2023. The decline in revenues reflects the adoption of a business strategy focused on sustainable, long-term growth, designed to improve profitability rather than purely expand revenues, ensuring long-term solidity and competitiveness.

In 2024, the total number of **orders** amounted to **2.909 million**, compared to 2.934 million recorded in the same period of the previous year, reflecting a marginal YoY decline of -0.8%. This figure includes orders from both online channels and physical stores. In the fourth quarter, orders totaled 527,746, down from 645,112 in the same period of the previous year.

In 2024, the **number of products sold** reached **13.434 million**, marking a 4.3% decrease compared to 14.034 million in 2023. In Q4 2024, products sold amounted to 1.923 million, down from 3.207 million in the same period of the previous year.

Capital Increase and Consolidated Net Financial Debt

The **Board of Directors** of Talea, on **November 20, 2024** (see [press release](#)), approved the terms and conditions of the capital increase with preferential subscription rights, as resolved by the Company's extraordinary shareholders' meeting on November 14, 2024 (the "**Capital Increase**" or the "**Transaction**"), for a maximum amount of **€7,977,343.50**.

The Transaction, set to conclude on **February 28, 2025**, unless extended by resolution of the Board of Directors, with the end of the offering period for unsubscribed shares, had recorded, as of **January 28, 2025**, a total of 1,649,107 subscriptions, corresponding to a total value of **€7,420,981.50** (see [press release](#)).

The Transaction has significantly strengthened the **Group's financial structure**, also contributing to a **reduction in consolidated net financial debt**, which decreased from €38.9 million as of December 31, 2023, to €36.3 million as of June 30, 2024, and further down to **€27.6 million as of December 31, 2024**. This result provides **greater resources** to support the **strategic growth plan extending until 2026E** (see [press release](#) dated March 28, 2024), further consolidating the Group's financial stability. Additionally, the Capital Increase has led to an increase in the **free float**, enhancing the stock's liquidity and reinforcing shareholder confidence in the Group's strategy.

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This press release is available in the *Investor Relations* section of the Company's website www.taleagroupspa.com and on www.emarketstorage.it.

Talea Group S.p.A., a company listed on the Euronext Growth Milan market of Borsa Italiana and born from the rebranding of Farmaè S.p.A., is among the leading digital groups in Europe in the multichannel Health, Wellness, and Beauty sector, as well as in media services and digital transformation for businesses. Talea Group S.p.A. operates with a business model based on two revenue-generating areas: the Consumer Area and the Industrial Area. The Consumer Area is primarily dedicated to e-retailing and currently operates in four industries through various commercial brands. Health and Wellness sector: Farmaè, Amicafarmacia, Farmaeurope, Docpeter, Superfarma, Farmahome, Dokidaki, VitaminCenter, and BestBody; Beauty sector: Beautyè; Orthopedics sector: Sanort; Furniture and Design sector: Mood Concept Store. Additionally, in the Health, Wellness, and Beauty segment, it operates through the Private Labels Farmaè, Amicafarmacia, Gooimp, VitaminCompany, and Best Body. The Industrial Area focuses on media services and digital transformation and currently operates through Talea Media, the Group's online advertising agency, Valnan, the digital communication and marketing agency, and Trade Marketing activities.

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