



TAKE OFF GROUP: IN Q1 2022 CONSOLIDATED REVENUES OF EURO 6.2 MILLION, UP 13% ON 2021

Milan, 23 April 2022

TAKE OFF (TKO:IM), a company operating in the retail trade of clothing and accessories for adults and children, announces unaudited consolidated operating KPIs as at 31 March 2022.

The Group closed the first quarter of 2022 with Revenues from ordinary operations of approximately Euro 6.2 million, up 13.1% from Euro 5.5 million as at 31 March 2021.

The parent company **Take Off S.p.A.**, Italy's leading outlet chain with own and third party brand products, reports revenues of Euro 4.9 million, up 14.7% on the same period of the previous year (Euro 4.2 million), while **Over S.p.A.**, which specialises in the production of Overkids brand products for children up to 14 years of age, reports revenues of Euro 1.3 million, up 7.8% on 31 March 2021.

The Group's average sale price is Euro 11.82 (Euro 14.90 in the first quarter of 2021). Specifically, for Take Off it stands at Euro 19.45 (Euro 22.62 in the first quarter of 2021), while for Over it fell from Euro 6.79 in the first quarter of 2021 to Euro 4.80 in the first quarter of 2022.

Aldo Piccarreta, Chairman and Chief Executive Officer of TAKE OFF: *"A 13% increase in revenues from 31 March 2021 testifies to the continuity of our performance, despite the global geo-political situation. The growth trend in revenues together with the opening of new points of sale demonstrates the resilience of the market and encourages the Company to continue its growth and development strategy throughout the country".*

The **TAKE OFF Group** (TKO:IM – ISIN IT0005467425) operates in the retail trade of clothing and accessories for adults and children, with a presence throughout the country in 140 stores, of which 26 are directly managed and 114 under franchise agreements. It pursues a strategic development project based on the expansion of points of sale by leveraging 5 competitive advantages: knowledge of the preferences of a wide category of customers, strong focus on customer experience, high operational competence, strong relationships with suppliers and effective purchasing policies.

The parent company Take Off S.p.A. is the main Italian chain of outlets with its own and third-party brand products. In addition to distributing internationally renowned brands, it offers a «fashion boutique» purchase experience through a wide portfolio of proprietary brands, aimed at both men and women (Andrea Maggi Milano, Henry Smith London, 121, Gaia Galli Milano, Stella Berg, Yuko Hayate Tokyo, Massimo Moresco). With 31 sales points, of which 26 are directly managed and 5 under franchise agreements, it boasts an innovative business model based on discounting and inventory management, thanks to the «active» management of logistics and a database of approximately 147 thousand affiliated customers. In 2021, it unveiled the proprietary e-commerce channel as a tool for maximising brand reach.

The subsidiary Over S.p.A., with 109 points of sale exclusively under franchise agreements and a database of 261 thousand customers, produces own-brand products for children up to 14 years of age: the Overkids brand combines high quality with affordable prices, allowing the Group to serve customers of all age groups, increasing their loyalty rate.

Press release available on www.1info.it and www.takeoffoutlet.com

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