

TAKE OFF GROUP: IN 1H 2022, CONSOLIDATED REVENUES OF 12.9 MLN EURO, UP 12% COMPARED TO 1H 2021

Milan, 25th July 2022

TAKE OFF (TKO:IM), a company operating in the retail trade of clothing and accessories for adults and children, announces its unaudited consolidated management KPIs as at 30th June 2022.

The Group closed the first half of 2022 with revenues of around 12.9 million euro, up 11.9% from the 11.5 million euro as at 30th June 2021.

Parent company **Take Off S.p.A.**, Italy's leading chain of outlets with own- and third-party brand products, recorded revenues of 10.2 million euro, up 18.2% compared to the same period in the previous year (8.6 million euro), whilst **Over S.p.A.**, specialising in the production of products under the Overkids brand for children up to 14 years of age, reported revenues of 2.7 million euro, down 6.9% compared to 30th June 2021 (2.9 million euro).

The Group's average selling price stands at 16.20 euro (15.55 euro in the first half of 2021). Specifically for Take Off, this figure stood at 24.03 euro (24.69 euro in the first half of 2021), whilst the amount for Over rose from 7.44 euro in the first half of 2021 to 7.29 euro in the first half of 2022.

Aldo Piccarreta, TAKE OFF President and CEO, states, *"The results of the first half of the year show a gradual recovery in consumption compared to the previous year, despite the delicate political-economic situation we are currently experiencing. The 12% growth in consolidated revenue leaves us optimistic and demonstrates the importance that customers attribute to our brand as an expression of quality, fashion experience and commitment to sustainability, as confirmed in the Group's first Sustainability Report."*

The **TAKE OFF Group** (TKO:IM – ISIN IT0005467425) operates in the retail trade of clothing and accessories for adults and children, with a nationwide presence of 170 shops, of which 39 are operated directly and 131 through affiliation agreements. The company pursues a project of strategic development based on shop expansion by leveraging five competitive advantages: knowledge of the preferences of a broad customer base, a strong focus on the *customer experience*, exceptional operational competence, strong supplier relations and effective purchasing policies.

The parent company Take Off S.p.A. is the leading Italian outlet chain, with own and third-party brand products. Besides distributing internationally-renowned labels, Take Off S.p.A. offers 'fashion boutique' shopping experiences through a broad portfolio of proprietary brands aimed at both male and female customers (Andrea Maggi Milano, Henry Smith London, 121, Gaia Galli Milano, Stella Berg, Yuko Hayate, Tokyo, Massimo Moresco). With 46 sales outlets, of which 39 are directly operated and 7 are under affiliation, Take Off S.p.A. boasts an innovative business model based on discounting and inventory management, thanks to 'active' logistics management and a database of around 162,000 affiliated customers. In 2021, the company inaugurated its proprietary e-commerce channel as a tool for maximising brand awareness.

The subsidiary Over S.p.A., with 124 exclusively-affiliated sales outlets and a database of 306,000 customers, produces own-brand products for children up to 14 years of age under the Overkids label, which combines high quality with affordable prices, allowing the Group to serve customers of all age brackets and increase their loyalty rate.

The communiqué is available at www.1info.it and on www.takeoffoutlet.com.

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