

Turnover of the first nine months of the 2017/2018 financial year

Decrease in the activity recorded in the 3rd quarter

CONSOLIDATED DATA (in million Euros)	2016/17	2017/18	Variance (actual rates)	Variance (at like for like exchange rates)
1 st quarter	147.4	167.6	+13.7%	+15.4%
2 nd quarter	256.3	241.2	-5.9%	-5.5%
3 rd quarter	205.2	187.2	-8.7%	-8.2%
First nine months	608.9	596.1	-2.1%	-1.4%

As a reminder, the turnover of 3Pagen and Vitrine Magique was included as from 1 October 2016

For the first nine months of the financial year, the Group shows a turnover of € 596.1 million, down -2.1% compared with last year (-1.4% at like for like exchange rates and -4.6% at like for like exchange rates and scope).

The 2017/2018 financial year is impacted by the third quarter, which closed on a turnover of € 187.2 million for the Group, down -8.7% compared with last year over the same period (-8.2% at like for like exchange rates).

The third quarter was notably marked by very unfavourable weather conditions in Europe and a complicated social environment in France and Great Britain. Media attention on purchasing power was strong, especially because of the rise in the general social contribution (so-called CSG) in France and the Brexit in Great Britain, which has had an effect on the seniors' purchase intentions.

- Over the first nine months of the 2017/2018 financial year, the “Textile” activity shows a decline of -4.8% (-4.1% at like for like exchange rates) with a turnover of € 462.8 million. The third quarter shows a turnover of € 142.1 million, down -8.6% (-8.1% at constant exchange rates).

Over the first nine months of the financial year, the Damart brand record a slight decline of -1.5% of its turnover (-0.5% at like for like exchange rates),



SIÈGE SOCIAL

160 Boulevard de Fourmies - F 59100 Roubaix
Tél. : +33 (0)3 20 11 45 00 - Fax : +33 (0)3 20 11 45 24
www.damartex.com

DAMARTEX

Société anonyme à Directoire et Conseil de Surveillance
Capital : 103.096.000 €
RCS Lille Métropole 441 378 312- N° TVA : FR 73 441 378 312

mainly due to the contribution of the third quarter (-5.1% at constant exchange rates) which contrasts with the good first quarter achieved.

Afibel is still having difficulties in Britain and France, with a -20.6% drop in the third quarter. Conversely, Xandres continues to grow with +11.6% in turnover in the last quarter, the high-end positioning of the brand makes it less sensitive to the debate on purchasing power.

- The “**Home & Lifestyle**” activity continues to grow over the first nine months. The turnover increased by +8.5% (+9.6% at like for like exchange rates) to reach € 133.3 million despite the negative contribution of the third quarter. This fell by -9.0% (-8.5% at like for like exchange rates) and reached € 45.2 million.

The Sedagyl brand recorded a decline of -9.5% (-9.0% at constant exchange rates) during the third quarter, a reflection of a significant decline in the French market. Still in the context of a controlled reorganization, Coopers of Stortford shows a decline of its turnover of -19.2% over this period (-17.0% at like for like exchange rates).

The results announced in the first semester and the turnover of the 3rd quarter lead the Group to anticipate lower results at the end of the financial year. However, the Damartex group has continued to optimize its costs and prefers preserving its profitability to the detriment of the turnover in a market that remains depressed.

PROFILE

The Damartex Group operating under the names Damart, Afibel, La Maison du Jersey, Xandres for the “Textile” activity, 3Pagen, Vitrine Magique, Coopers of Stortford, Jours Heureux, Delaby, Sedagyl and Vivadia for the “Home & Lifestyle” activity, is one of the leading European retailers for seniors (55+ segment). The Group has developed an omni-channel, differentiated strategy according to brands and countries. It is mainly operating in France, the UK, Belgium and Germany.

www.damartex.com

CONTACTS

Damartex : Bruno Defache

Tel : +33 3 20 11 45 30

bdefache@damartex.com

Shan: Alexandre Daudin

Tel : +33 1 44 50 51 76

alexandre.daudin@shan.fr

KEY DATES

- Publication of turnover for the 2017/2018 financial year: July 19, 2018
- Publication of the results of the 2017/2018 financial year: September 4, 2018
- Financial Information Meeting – 2017/2018 annual results: September 5, 2018



SIÈGE SOCIAL

160 Boulevard de Fourmies - F 59100 Roubaix
Tél. : +33 (0)3 20 11 45 00 - Fax : +33 (0)3 20 11 45 24
www.damartex.com

DAMARTEX

Société anonyme à Directoire et Conseil de Surveillance
Capital : 103.096.000 €
RCS Lille Métropole 441 378 312- N° TVA : FR 73 441 378 312