

## Turnover of the 2<sup>nd</sup> quarter of the 2019/2020 financial year

**First half of the year: back on track for growth.**

CONSOLIDATED DATA (in million Euros)	2018/19	2019/20	Variance (actual rates)	Variance (at like for like exchange rates)
1 <sup>st</sup> quarter	153.7	153.2	-0.3%	-0.2%
2 <sup>nd</sup> quarter	231.1	232.8	+0.7%	+0.2%
<b>First half</b>	<b>384.9</b>	<b>386.0</b>	<b>+0.3%</b>	<b>+0.1%</b>

The Damartex Group turnover rose by +0.3% at actual exchange rates (+0.1% at like for like exchange rates) to €386.0 million in the first half of the 2019/2020 financial year. Sales in the second quarter of the year were up 0.7% at actual exchange rates (+0.2% at like for like exchange rates) at €232.8 million.

Despite a social context that is still complicated in France, the Group's business activity was encouraging, including because a hard Brexit is now a distant prospect. The Group also benefited from a +6.8% increase in e-commerce sales, confirming the relevance of the actions taken to adapt its customer offering and innovate digitally.

Sales for the **Fashion** sector came to €296.2 million for the first half, down slightly by -0.2% at actual exchange rates (-0.4% at like for like exchange rates). Sales in the second quarter were up +1.2% at actual exchange rates (+0.8% at like for like exchange rates).

Over the first half of the year, Damart's business returned to growth. Sales increased by +2.0% at actual exchange rates (+1.7% at like for like exchange rates) with renewed dynamism on several markets (France, Belgium and Switzerland). This demonstrates the initial results of the efforts undertaken to modernize and renew the product offering as part of the "Transform To Accelerate 2022" transformation plan.

Conversely, Afibel's business is still down -8.6% at actual rates (-8.6% at like for like exchange rates) despite the changes undertaken by the Group to modernize its model.



The **Home & Lifestyle** sector had an encouraging first half with sales of €89.9 million, up +1.9% at actual exchange rates (+1.7% at like for like exchange rates). Sales for the second quarter amounted to €51.5 million, a slight decline of -1.0% at actual exchange rates (-1.5% at like for like exchange rates).

This growth was driven by a good performance by the Coopers of Stortford and Sedagyl brands over the half year, with sales up respectively +32.0% at actual rates (+30.9% at like for like exchange rates) and +5.3% at actual rates (+5.1% at like for like exchange rates). Coopers of Stortford is benefiting from its bold strategy of renewing its offer and increasing its commercial density, while Sedagyl's solid growth is being driven in particular by the French market.

Finally, 3 Pagen's business is running out of steam, with sales down -7.2% at actual rates (-7.2% at like for like exchange rates), mainly due to market trends in both product demand and consumer behaviour.

The acquisition in December 2019 of Santéol, a homecare provider specializing in respiratory assistance whose integration will be effective on 1 January 2020, will support the Group's ramp up in the silver economy segment. This development was reflected in the second half of the year, with the creation of a third sector, "Healthcare", dedicated to the Group's healthcare business and grouping the brands Sedagyl and Santéol.

In line with its ambition to be a major player in the silver economy, Damartex continues to implement its transformation plan, "Transform To Accelerate 2022", combining innovation and modernization of its model, organic and external growth.

#### PROFILE

The Damartex Group, one of the leading European retailers for seniors, aims to become the European leader in the silver economy. It includes three divisions:

- "Fashion" - Damart, Afibel, La Maison du Jersey, Xandres
- "Home & Lifestyle" - 3 Pagen, Vitrine Magique, Coopers of Stortford, Jours Heureux, Delaby
- "Healthcare" - Sedagyl, Santéol

The Group is mainly operating in France, the UK, Belgium and Germany.

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#### KEY DATES

Publication of

half-year results: 4 March 2020



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#### DAMARTEX

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