

Turnover of the first nine months of the 2018/2019 financial year

Contraction of the Business in the 3rd Quarter

CONSOLIDATED DATA (in million euros)	2017/18 Published	2017/18 Restated*	2018/19*	Variance (actual rates)	Variance (at like for like exchange rate)
1 st quarter	167.6	167.3	153.7	-8.1%	-8.2%
2 nd quarter	241.2	240.9	231.1	-4.1%	-4.1%
3 rd quarter	187.2	187.0	180.2	-3.6%	-3.9%
First nine months	596.1	595.2	565.1	-5.1%	-5.2%

* The accounts for 2017/18, as well as for the first quarter of the 2018/19 financial year, have been restated following the Group's decision to wind up Vivadia.

Over the first nine months of the financial year, the Group recorded a turnover of €565.1 Mn, down -5.1% over last year (-5.2% at like for like exchange rate and -5.3% at like for like exchange rate and scope).

The business has remained very disturbed by the social and political events in France and in the UK which have had a significant impact on the older customers' buying intentions. In this environment, the third quarter contributed €180.2 Mn to the financial year, down -3.6% against the same period last year (-3.9% at like for like exchange rate)

- The turnover for the "Textile" activity stands at €432.9 Mn for the first nine months, down -6.5% at actual exchange rates (-6.6% at like for like exchange rate). In the third quarter, the activity was down by -4.1% at €136.3 Mn (-4.4% at like for like exchange rate).

Over the quarter, Damart, although down -2.7% (-3.1% at like for like exchange rate) showed more resilience and remained mainly disturbed by the uncertainty over the Brexit, while France decreased slightly (-1.2%) in spite of a context that remains complicated.

Afibel, for which the Group is working on repositioning, continues to dwindle (-11.0%). Conversely, Maison du Jersey is recording a significant growth of



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Société anonyme à Directoire et Conseil de Surveillance
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+17.3% thanks to a collection that received a warm welcome and modernized catalogues.

- The "**Home & Lifestyle**" activity has stabilized at €132.2 Mn over the first nine months, i.e. down -0.2% at actual exchange rates (-0.3% at like for like exchange rate). In the third quarter, the activity's turnover amounted to €43.9 Mn, i.e. down -2.2% at actual exchange rates (-2.5% at like for like exchange rate).

It is to be noted that the decrease in activity of this division in the third quarter is mainly due to the shift in 3Pagen and Vitrine Magique's commercial plan (down -6.1%), to take into account the date of Easter. The lag in the activity, approx. €2.5 Mn, should, however, be caught up with the sales of the fourth quarter.

Coopers of Stortford, whose transformation was completed last year, has accelerated its growth at +12.0% (+10.6% at like for like exchange rate) and has confirmed its recovery.

In spite of a third quarter still on a downward trend, the operations conducted by the Group are starting to bear fruit, including on monitoring costs. Nevertheless, the European political situation has brought on sustained uncertainty on the whole market.

PROFILE

The Damartex Group operating under the names Damart, Afibel, La Maison du Jersey, and Xandres for the "Textile" activity, 3Pagen, Vitrine Magique, Coopers of Stortford, Jours Heureux, Delaby and Sedagyl 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.

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KEY DATES

Publishing of the turnover of the 2018-2019 financial year: 25 July 2019

Publishing of the yearly results of the 2018/2019 financial year: 10 September 2019

Yearly Financial Information Meeting: 11 September 2019



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