

Turnover of the 1st quarter of the 2018/2019 financial year

A 1st quarter impacted by unfavourable weather conditions

CONSOLIDATED DATA (in million Euros)	2017/18	2018/19	Variance (actual rates)	Variance (at like for like exchange rate)
1 st quarter	167.6	154.0	-8.1%	-8.2%

The Damartex Group closes the 1st quarter of the 2018-2019 Financial year with a turnover of €154.0 Mn, down -8.1% in real terms compared with the same period last year (-8.2% at like for like exchange rate).

The turnover for the "Textile" activity stands at €117.6 Mn for the quarter, down -10.7% at like for like exchange rate (-10.6% at actual rates). The business was significantly impacted by the heat wave in Western Europe, especially for Damart which is down -8.5% in sales (-8.4% at actual rates). In line with the 2nd quarter of the 2017-2018 financial year, Afibel is significantly down -19.7% for the first quarter. As announced during the yearly results conference, the Group has worked actively towards the modernization the brand and its offer.

The "Home & Lifestyle" activity has risen by +0.8% (+0.9% at actual rates) to stand at €36.5 Mn of turnover. The sector was driven by Sedagyl's return to growth (+8.7% at like for like exchange rate and +8.8% at actual rates) thanks to commercial adjustments (catalogue revamping and price positioning). Coopers of Stortford, for their part, have stabilized at -1.9% (-1.3% at actual rates) thus confirming their recovery in spite of a degraded British environment. 3Pagen closes the 1st quarter with a growth of +2.2% on the German market.

The cyclical impacts due to unfavourable weather conditions and the lesser contribution of the 1st quarter to the results of the Damartex Group do not allow us to indicate a trend for the remainder of the financial year. The Group is, however, comforted in its decision to continue applying its strategic plan "Transform in order to accelerate" to limit the effects of the market's volatility.

PROFILE

The Damartex Group operating under the names Damart, Afibel, La Maison du Jersey, Xandrès 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 a multi-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

Group's General Assembly:

14 November 2018

Publishing of sales figures for the first quarter: 17 January 2019



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