

## Turnover of the 2<sup>nd</sup> quarter of the 2016/2017 financial year

The 1<sup>st</sup> half of the year was driven by acquisitions, with contrasting levels of performance.

CONSOLIDATED DATA (in million Euros)	2015/16	2016/17	Variance (actual rates)	Variance (At like for like exchange rate)
1 <sup>st</sup> quarter	156.7	147.4	-5.9%	-1.0%
2 <sup>nd</sup> quarter	234.0	256.3	+9.5%	+13.8%
<b>First half</b>	<b>390.7</b>	<b>403.7</b>	<b>+3.3%</b>	<b>+7.9%</b>

*The turnover for the first half of 2016/2017 includes the sales of Vivadia and Xandres as from 1<sup>st</sup> July 2016, and the turnover of 3Pagen and Vitrine Magique as from 1<sup>st</sup> October 2016..*

Over the first quarter of the 2016/2017 financial year, the turnovers closed at € 403.7 Mn, up 3.3%, compared with the same period last year (+7.9% at like for like exchange rate, and -2.9% at like for like exchange rate and scope)

The performance of the Group was significantly impacted by the exchange rate effect and market conditions that remained difficult. However, the acquisition of Vivadia, Xandres, 3Pagen and Vitrine Magique drove the growth during the first half.

Even if the Group's activity remained mixed, an improvement in performance was observed over the second quarter. The Group's turnover grew by +9.5% over the period, standing at €256.3 Mn (+13.8% at like for like exchange rate and -1.1% at like for like exchange rate and scope).

If the "Textile" activity declined over the half-year, the "Home & Lifestyle" activity clearly improved:

- In the second quarter, the turnover for the "**Textile**" activity stands at €203.0 Mn, i.e. a -2.0% decline (+1.0% at like for like exchange rate).

For the half year, the turnover for "Textile" stands at €330.6 million, down -2.7% compared with the first half of the previous financial year (+0.7% at like for like exchange rate).



In spite of Afibel's good performance at +3.4% and the integration of Xandres, over the first six months, the Textile activity was marked by the difficult performance of the Damart brand which saw its turnover decrease by -8.2% (-4.0% at like for like exchange rate). The trend is, however, improving for Damart in the second quarter with less unfavourable weather.

Over the half year, the E-commerce turnover continued recording very good performances at +8.4%, as a result of the investments made.

- With a turnover standing at €53.3 million, the **"Home & Lifestyle"** activity improved by +98.4% over this quarter (+119.8% at like for like exchange rate) supported by the acquisitions of 3Pagen & Vitrine Magique.

For the whole of the half-year, the "Home & Lifestyle" activity grew by +43.4% (+59.4% at like for like exchange rate), with a turnover of €73.1 Mn.

The Coopers of Stortford brand has recorded a -10.7% at like for like exchange rate, under sustained promotional aggressiveness from its competitors. Delaby, Vivadia and 3 Pagen, were on a positive trend over the period.

Despite difficult market conditions, the adapting measures taken and the investments made over the past months to strengthen the brands have continued.

The integration process for the acquisitions made over the half year is going according to the Group's forecasts.

#### 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 a multi-channel, differentiated strategy according to brands and countries. It is mainly operating in France, the UK, Belgium and Germany.

[www.damartex.com](http://www.damartex.com)

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#### KEY DATES

Publishing of the half-yearly results:  
8 March 2017



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#### DAMARTEX

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