

Turnover of the 2nd quarter of the 2017/2018 financial year

A slight increase in the 1st half despite a slowdown in the 2nd quarter

CONSOLIDATED DATA (in million Euros)	2016/17	2017/18	Variance (actual rates)	Variance (at like for like exchange rate)
1st quarter	147.4	167.6	+13.7%	+15.4%
2nd quarter	256.3	241.2	-5.9%	-5.5%
First half	403.7	408.8	+1.3%	+2.1%

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

For the first quarter of the 2017/2018 Financial year, the turnover closed at €408.8 Mn, up +1.3% compared with the same period last year (+2.1% at like for like exchange rate and -2.8% at like for like exchange rate and scope).

The unfavourable context of consumption in October, the appreciation of currencies and the drop in activity for certain brands, including Afibel and Coopers of Stortford, have impacted the Group's performance at a constant scope. However, Damart's good half-year and the investments made in the "Home & Lifestyle" activity have continued to support growth.

In the first half, the turnover for the "Textile" activity stands at €320.7 Mn, down -3.0% at actual exchange rates (-2.3% at like for like exchange rate).

This period was negatively impacted by a second difficult quarter with a turnover standing at €189.2 Mn (-6.8% at actual exchange rates and -6.4% at constant exchange rate).

For the half year, Damart's growth stands at +1.5 % at like for like exchange rate, supported by e-commerce.

Still, the performance of the "Textile" activity has been affected by Afibel, whose sales in France and Great Britain have significantly decreased. The effects of the operational problem experienced in the UK last August have continued.



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The turnover of the "Textile" e-commerce has continued thriving, up +15.6% at like for like exchange rate for the half year, thanks to sustained efforts in this distribution channel.

With a turnover standing at €88.1 Mn, the "**Home & Lifestyle**" activity has increased by +20.5% at actual exchange rates (+22% at like for like exchange rate) this half-year, boosted by the full-year effect of the acquisition of 3Pagen and Vitrine Magique last year.

In the second quarter, the activity's turnover amounted to €52.0 Mn, down -2.5% (-2.0% at like for like exchange rate).

The half year was characterized by the significant, though controlled, counter-performance of Coopers of Stortford (-20.4% at like for like exchange rate) in line with the strategy defined. 3Pagen and Vitrine Magique have recorded, for their part, a robust growth for the half year, on a favourable German market.

In a context of sustained Damartex investments, difficult market conditions and a complicated situation in connection with exchange rates, the results of the first half should be down compared with the first half of the previous financial year, but still in line with the Group's roadmap.

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 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 half-yearly results:
7 March 2018



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