

Turnover of the 2017-2018 Financial Year

A year marked by lower activity in the second half.

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%
3rd quarter	205.2	187.2	-8.7%	-8.2%
4th quarter	166.0	160.0	-3.6%	-3.1%
TOTAL	774.9	756.0	-2.4%	-1.7%

As a reminder, the turnovers of 3 Pagen and Vitrine Magique have been included since 1st October 2016

The Damartex group closes the 2017-2018 financial year with a turnover of €756.0 Mn, down -2.4% at actual rates compared with the previous financial year (-1.7 % at like for like exchange rate and -4.3% at like for like exchange rates and scope).

The second half registered a fall of -6.5% at €347.2 Mn (-5.9% at like for like exchange rate) but held up relatively well in the 4th quarter (-3.6% at actual rates and -3.1% at like for like exchange rate).

The Group's performance has remained significantly impacted by a sluggish consumption since the beginning of 2018 especially in France and in England. If the "Home & Lifestyle" business has continued to grow, the "Textile" business has dropped over a year marked by high volatility.

For the financial year, the "Textile" business shows a turnover of €585.5 Mn, down -4.5% (-3.9% at like for like exchange rate).

In the course of the second half, the fall was more significant (-5.8% at like for like exchange rate) while the fourth quarter showed a turnover of €122.7 Mn (-2.9% at like for like exchange rate).

In this difficult environment, Damart weathered the storm with a stable turnover at -.4% at like for like exchange rate, as a result of the modernization of the brand started a few years back. The e-commerce business and the dynamics of the Belgian market have supported this good performance.



The Afibel brand's business has significantly degraded, down -15.7% over the financial year, with the English market taking the hardest blow in spite of the solving of operational issues.

Xandres, also present on the Belgian market, has continued growing, up +10.4% in the second half, and +4.4% for the whole of the financial year, still driven by its upper-market positioning.

Over the financial year, the “**Home & Lifestyle**” business has continued growing at a rate of +5.5% to reach €170.5 Mn (+6.4% at like for like exchange rate) in spite of a -6.4% decline in the second half, at like for like exchange rate. The turnover for the 4th quarter stands at € 37.3 Mn, down -3.8%.

If Coopers of Stortford shows a significant, though controlled, decline of -14.2% at like for like exchange rate, the corrective actions conducted over the past months have allowed us to revert the trend. Thus Coopers has grown at a rate of +1.9% over the last quarter.

3 Pagen and Vitrine Magique have continued driving the Home & Lifestyle business with a significant growth in turnover of +22.2% over the financial year, taking into account the full-year effect of the last year acquisitions and the confirmed recovery of Vitrine Magique in France.

Despite a contained slowdown in the 4th quarter, the Damartex group anticipates a drop in results at the end of the financial year, as announced when the results of the first nine months were published. However the Group confirms its desire to preserve profitability while pursuing a policy of sustained investment.

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, 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 yearly results of the 2017/2018 financial year:
4 September 2018
- Financial Information Meeting: -
yearly results 2017/2018:
5 September 2018



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