

## Turnover of the 3<sup>rd</sup> quarter of the 2016/2017 financial year

**A robust 3<sup>rd</sup> quarter driven by acquisitions in an environment that remains degraded**

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%
3 <sup>rd</sup> quarter	174.4	205.2	+17.7%	+20.6%
<b>First nine months</b>	<b>565.1</b>	<b>608.9</b>	<b>+7.8%</b>	<b>+11.9%</b>

*The turnover of the first nine months of 2016/2017 includes the turnover of Vivadia and Xandres from the 1st of July 2016, and the turnover of 3Pagen and Vitrine Magique from 1 October 2016.*

The third quarter of the 2016/2017 financial year closed on a €205.2 Mn turnover for the Group, a +17.7% growth compared with the same period last year (+20.6% at like for like exchange rate and -0.9% at like for like exchange rate and consolidation scope).

Over the first nine months of the financial year, the Group sales reached €608.9Mn, representing an increase of +7.8% compared with the previous year (+11.9% at like for like exchange rate) but a slight decrease of -2.3% at a like for like exchange rate and consolidation scope.

The market conditions are still complicated, especially in France, where the presidential elections create a state of uncertainty that affects the clients purchase behaviour, especially for mail order.

- In the third quarter, the “Textile” activity's sales account for €155.5 Mn, a +2.3% growth (+4.4% at like for like exchange rate) driven by the inclusion of Xandres.

Damart recorded a slightly positive evolution of their sales in France, in favourable weather conditions. This good performance helped limit to -3.1% (-0.5% at like for like exchange rate) the decline in the overall turnover of the brand. Afibel has recorded a stable turnover of +0.4%, their excellent performance in Great Britain offsetting their difficulties in France.



Over the first nine months of the 2016/2017 financial year, the “Textile” activity remains stable, with a variation of -1.1% and +1.8% at like for like exchange rate, for a €486.1 Mn turnover.

- The turnover of the activity “Home & Lifestyle” more than doubled to €49.7 Mn in the 3<sup>rd</sup> quarter. The +121.6% growth (+135.7% at like for like exchange rate) is driven by the recent acquisitions of 3Pagen, Vitrine Magique and Vivadia.

Coopers of Stortford is still in difficulty this quarter, with a -7.2% decline in their turnover, at like for like exchange rate, related to a sustained promotional pressure by their competitors.

With a turnover of €122.8 Mn over the first nine months of the 2016/2017 financial year, the activity “Home & Lifestyle” recorded a +67.2% growth (+83.4% at like for like exchange rate), a performance driven by recently bought companies.

Despite a still degraded context that will stay this way for the remainder of 2017, the Group has been resilient on the “Textile” activity and generated profit from its acquisition strategy, especially in the “Home & Lifestyle” activity. The on-boarding of acquisitions made over the financial year continues in compliance with 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 develops an omni-channel strategy differentiated 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

- Publication of the turnover of the 2016-2017 financial year: 20 July 2017
- Publication of the results of the 2016/2017 financial year: 6 September 2017
- Financial information meeting - 2016/2017 annual results 7 September 2017



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#### DAMARTEX

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