

Turnover of the 2016-2017 financial year

A successive year of growth sustained by acquisitions

CONSOLIDATED DATA (en millions d'euros)	2015/16	2016/17	Variations (actual rates)	Variations (at like-for-like exchange rate)
1 st quarter	156.7	147.4	-5.9%	-1.0%
2 nd quarter	234.0	256.3	+9.5%	+13.8%
3 rd quarter	174.4	205.2	+17.7%	+20.6%
4 th quarter	152.2	166.0	+9.1%	+11.6%
TOTAL	717.3	774.9	+8.0%	+11.8%

The 2016/2017 net turnover includes Vivadia and Xandres from 1st of July 2016 and 3 Pagen Vitrine Magique from 1st October of 2016.

Damartex Group closes the 2016/2017 financial year with net sales of €774.9m up 8% at actual exchange rates compared to the previous financial year (+11.8% at constant exchange rates).

The successful integration of acquisitions (Vivadia, Xandres, 3Pagen and Vitrine Magique) helped to improve the group's performance. In contrast, exchange rates have adversely impacted turnover mainly due to the fall of sterling against the euro. At the like-for-like group perimeter and at constant exchange rates, net turnover decreased by 2.6%.

Despite market conditions which remain complicated in France, the group's net turnover was up 16.4% at like-for-like exchange rates in the second half with €371.2m (+13.7% at actual exchange rates). This performance is above the trend observed in the first half of the year and is driven by e-commerce sales which increased 29.3% at constant exchange rates in the period.

Both Group activities "Textile" and "Home & Lifestyle" have improved this financial year :

- The "Textile" branch was up **1.5%** at like-for-like rates over the period with net turnover of €613.2m (-1.2% at actual rates).



In the fourth quarter textile sales increased 0.1% (-1.6% at actual rates) to reach €127.1m.

In the second half of the year Group textile brands have grown at like-for-like rates by 2.4% (+0.5% at actual rates).

Although Damart was down 2.3% at like-for-like rates in the financial year because of a challenging first half in the French market, the brand strengthened over the second half notably in Great-Britain with an 11% increase at like-for-like rates in the last quarter.

This trend was also observed for Afibel which lightly decreased its sales by 0.2% at like-for-like rates over the financial year. The brand benefitted from good performances in the UK market with a yearly growth of 25% at constant rates.

- The “**Home & Lifestyle**” activity, dedicated to well-being and home products, has shown an excellent performance over this financial year with an increase of **82.3%** at like-for-like rates (+67.7% at actual rates). Sales stand at €161.7m.

This good performance is driven by the successful integration of 3 Pagen and Vitrine Magique. Since the acquisition in October, their net turnover has increased by 5.8% in accordance with Group expectations.

Coopers of Stortford trading was down -11.9% at like-for-like rates over the year due to intense and growing competition.

In the 4th quarter, the “Home and Lifestyle” activity has realized net turnover of €38.9m up by 78.7% at constant rates (+69.0% at actual rates) benefitting from a dynamic German market.

In an environment which remains challenging, the acquisitions strategy and the ability to deliver successful integrations has afforded the Group a good resilience over this financial year. Damartex intends to continue with its investment strategies to leverage future growth.

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

- Publishing of the yearly results of the 2016/2017 financial year :
On 6 September 2017
- Financial information meeting 2016/2017 yearly results :
On 7 September 2017



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