

Turnover of the 1st quarter of the 2016/2017 financial year

A contrasting 1st quarter on a market which declined markedly

CONSOLIDATED DATA (in million Euros)	2015/16	2016/17	Variance (actual rates)	Variance (at like-for-like exchange rates)
1st quarter	156.7	147.4	-5.9%	-1.0%

The sales of the first quarter of 2016/2017 include the sales of Xandrès as from 1st July 2016.

Over the first quarter of the 2016/2017 financial year, sales closed at €147.4 Mn shrinking by -5.9% at actual rates, compared with the same period last year (-1.0% at like-for-like exchange rates and -5.6% at like-for-like exchange rates and consolidation scope).

The contrasting performance of the group's brands over the quarter can be explained by market conditions that remained difficult and by particularly mild weather in September which affected the consumer's behaviours. In addition, the base effect is unfavourable, as the Group recorded last year at the same period a very significant growth in turnover over the previous year (+8.2%).

The "Textile" activity closed the quarter with sales standing at €127.6 Mn, up +0.2% at like-for-like exchange rates (-3.7% at actual rates) taking advantage of the integration of Xandrès. It is to be noted that if Damart's sales were -7.4% down at a like-for-like exchange rates, Afibel grew by +2.5%.

The "Home & Lifestyle" ended the quarter with sales standing at €19.8 Mn down -9.1% at like-for-like exchange rates (-18.5% at actual rates). If Coopers of Stortford and Sedagyl were down respectively by -15.2% and -4,8% at like-for-like exchange rates, Jours Heureux, Delaby and Vivadia were on a positive trend over the period.

Given the seasonality of the sales, this first quarter does not prejudice the future situation. The adapting measures taken and the investments made over the past months to strengthen the brands on their markets have continued. As planned, the 3Pagen entity will be integrated into the Group's consolidated accounts as from 1 October 2016.

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

Group's General Assembly:
8 November 2016
Publishing of sales figures for the first half year : 19 January 2017



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