

## Turnover of the 2015-2016 financial year

### Robust performance over the year

CONSOLIDATED DATA (in million Euros)	2014/15 published	2014/15 restated *	2015/16	Variance (actual rates)	Variance (at like for like exchange rate)
1st quarter	145.0	144.8	156.7	+8.2%	+4.7%
2nd quarter	225.5	225.2	234.0	+3.9%	+1.7%
3rd quarter	173.8	173.5	174.4	+5.5%	+1.5%
4th quarter	152.4	152.0	152.2	+1.1%	+3.0%
<b>TOTAL</b>	<b>696.7</b>	<b>695.5</b>	<b>717.3</b>	<b>+3.1%</b>	<b>+2.6%</b>

\*The 2014/15 accounts have been restated following the decision of the Group to stop the Happy D. by Damart brand.

The Damartex group closes the 2015/2016 financial year with a turnover of €717.3 Mn, up +2.6% at like for like exchange rate compared with the previous financial year (+3.1% at actual rates).

Despite a slow traffic in our stores due to the Brussels terrorist attacks and particularly adverse weather conditions in the spring of 2016, the group's sales are up +2.2% at like for like exchange rate in the 2nd half, at €326.6 Mn (+3% at actual rates), thus confirming the positive trend observed in the first half of the year.

Both activities of the Group, namely "Textile" and "Home & Lifestyle", have grown over the financial year :

- The "Textile" activity has recorded a **+2.3%** increase at like for like exchange rate over the financial year, with sales at €620.9 Mn (+2.7% at actual rates).

In the 4th quarter, sales for this activity stand at €129.2 Mn, up +2.7% at like for like exchange rate (+3% at actual rates as a result of the significant decrease of the Pound Sterling, and of the Swiss Franc to a lesser extent, against the Euro over this period). All Textile brands have made progress this quarter at like for like exchange rate.

In the course of the 2nd half, Damart and Afibel have recorded a very good performance in Great Britain, with respectively a +4.8% and a +10.8% growth at like for like exchange rate.



In France, both brands have seen an excellent progress in their business on the web, with respectively a +14.0% and a +12.1% growth at like for like exchange rate, in the 2nd half, picking up speed in the 4th quarter with, respectively, a +24.7% and a +23.4% growth.

These solid activity levels for the "Textile" business over the financial year is the result of the strategy defined over several half years, namely an upgrade of the sales plans, modernized communications and collections, and continuous improvement in Customer Service.

- The **"Home & Lifestyle"** activity has shown a good growth over the 2015-2016 financial year, **+4.5%** at like for like exchange rate, at €96.4 Mn (+5.7% at actual rates).

In the 4th quarter, this activity dedicated to personal and household equipment has registered sales of €23.0 Mn, up +4.5% at like for like exchange rate (-1.1% at actual rates).

Thanks to the efforts on prices and the positioning of the brand, Coopers of Stortford has back on the tracks for growth this quarter with a +3.5% increase at like for like exchange rate. The brand's total sales stand at €55.4 Mn for the financial year, up +1.3% at like for like exchange rate (+3.1% at actual rates).

The Sedagyl and Delaby brands have also grown up over the quarter, up +3.8% and +8.0% respectively, at like for like exchange rate.

In a particularly difficult environment with ever-increasing competition, especially in France and Belgium, sales have continued to grow, as a result of the commercial and marketing efforts initiated several months ago.

In May 2016, the group started the implementation of a new logistics tool for Damart in France. This €5.0 Mn investment will significantly improve productivity, quality of services and delivery time while fostering better working conditions.

The integration of Vivadia in the Damartex Group has been going forward as planned with the first wave of recruitment in order to support the expected growth.

Finally, in the next financial year, the Group will continue to roll out the new Damart store concept and finalize the modernizing of the Afibel operations in France.

#### PROFILE

The Damartex Group operating under the names Damart, Afibel, and Maison du Jersey for the "Textile" activity, and 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 and Belgium.

[www.damartex.com](http://www.damartex.com)

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#### KEY DATES

Publishing of the yearly results of the 2015/2016 financial year:

On 7 September 2016



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#### DAMARTEX

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