

## Turnover of the 2014-2015 financial year

### Confirmation of a robust trend in the 4<sup>th</sup> quarter

CONSOLIDATED TURNOVER (in million Euros)	2013/14	2014/15	Variance
FIRST QUARTER	146.5	145.0	-1.0%
SECOND QUARTER	229.0	225.5	-1.5%
THIRD QUARTER	162.7	173.8	+6.8%
FOURTH QUARTER	143.9	152.4	+5.9%
<b>TOTAL</b>	<b>682.1</b>	<b>696.7</b>	<b>+2.1%</b>

The Damartex group closes the 2014/2015 financial year with a turnover of €696.7 Mn, up 2.1% in real terms compared with the previous financial year (-.3% at a like for like rate, taking into account the UK business).

The Group's turnover has increased by +5.9% in the fourth quarter, at €152.4 Mn (+1.8% at like for like rates), thus confirming the trend observed in the third quarter.

This growth was achieved in an economic environment which remains difficult, in spite of weak positive signals observed over the past few months.

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

- The "**Textile**" activity has recorded a **+6%** increase in turnover over the financial year, at €605.4 Mn (-1.4% at like for like rates). In the fourth quarter, this activity's turnover stood at €129.1 Mn up +4.1% (+.7% at like for like rates).

Damart & Afibel have confirmed the positive trend recorded in the third quarter since they increased respectively by +4.0% and +4.2% in the fourth quarter. This recovery is particularly visible on the French market.



The resilience of the "Textile" activity over the financial year is the result of the strategy defined over several half-years, namely an evolution in the commercial plans, a modernisation in communications and collections, as well as continuous improvement in customer service.

- The "**Home & Lifestyle**" activity is up **+13.7%**, at €91.3 Mn (+7.6% at like for like rates) for the whole of the financial year. In the fourth quarter, this activity dedicated to personal and household equipment showed a turnover of €23.3 Mn, up +16.9% (+8.4% at like for like rates).

Coopers of Stortford have grown by +20.6% (+10.1% at like for like rates) and shows a turnover of €53.7 Mn for the fiscal year. They have thus confirmed a nine-month trend and reached a turnover of €14.4 Mn up +26.2% in the fourth quarter.

The progress in sales recorded for this activity validates the Group's diversification strategy and strengthens its presence in a complementary segment of the senior market.

The good business for the financial year, as well as the efforts made in terms of cost control and operational efficiency will be reflected in the results and the profitability of the Damartex group for the 2014/2015 financial year.

#### PROFILE

The Damartex Group operating under the names Damart, DamartSport, Happy D. by Damart, Afibel, Maison du Jersey for the "Textile" activity, and Coopers of Stortford, Jours Heureux, Delaby & Sedagyl 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:  
on 2 September 2015



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#### DAMARTEX

Société anonyme à Directoire et Conseil de Surveillance  
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