

## Turnover of the 2018-2019 financial year

### A Year Marked by Social Unrest

CONSOLIDATED DATA (in million Euros)	2017/18 Published	2017/18 Restated*	2018/19*	Variance (actual rates)	Variance (at like for like exchange rate)
1 <sup>st</sup> quarter	167.6	167.3	153.7	-8.1%	-8.2%
2 <sup>nd</sup> quarter	241.2	240.9	231.1	-4.1%	-4.1%
3 <sup>rd</sup> quarter	187.2	187.0	180.2	-3.6%	-3.9%
4 <sup>th</sup> quarter	160.0	159.7	154.9	-3.0%	-3.1%
<b>TOTAL</b>	<b>756.0</b>	<b>754.9</b>	<b>720.0</b>	<b>-4.6%</b>	<b>-4.7%</b>

\* The accounts for 2017/18, as well as for the first quarter of the 2018/19 financial year, have been restated following the Group's decision to wind up Vivadia.

Over the 2018-2019 financial year, the Group's turnover reached € 720 Mn, down -4.6% at actual rates compared with the previous financial year (-4.7% at like for like exchange rate). After a first half marked by a significant decrease of -5.7% (-5.8% at like for like exchange rate), the decline of the second half was limited to -3.3% at € 335.1 Mn (-3.5% at like for like exchange rate).

In the 4<sup>th</sup> quarter, after a month of growth in May, business came to a standstill when a heat wave hit Western Europe in late June. The quarter ended down -3.0% (-3.1% at like for like exchange rate).

The whole financial year was particularly impacted by the unpredictable social and political unrest that occurred on an already depressed environment for the textile. Conversely, the "Home & Lifestyle" division resisted better and has continued growing. In detail, the Group's activity is distributed as follows:

- The "Textile" activity has recorded a decrease of **-6.4 %** over the financial year with a turnover standing at €548.1 Mn (-6.5% at like for like exchange rate).

In the course of the 2<sup>nd</sup> half, the Group's Textile brands have seen a decline of -5.0% in their activity (-5.2% at like for like exchange rate) while the fourth quarter showed a turnover of €115.2 Mn, down -6.1% (-6.2% at like for like exchange rate).



Over the financial year, Damart's turnover is down by -4.8% (-4.9% at like for like exchange rate) particularly impacted by a disappointing first half in France. In the 2<sup>nd</sup> half, the decline was less significant at -3.5 (-3.8% at like for like exchange rate). Contrary to the other countries where the brand is present, Damart has remained steady in Belgium including thanks to dynamic sales in stores and on the web.

As it is positioned on the high-end segment, Xandres has benefited from the dynamics of the segment and shows again a positive financial year, with a growth of +2.5%.

Afibel has again shown a negative financial year with a decrease in activity of -14.5%. The brand is still highly impacted on all its markets.

- The **"Home & Lifestyle"** activity, dedicated to personal and household equipment, has continued growing at a rate of **+1.5%** to reach € 171.9 Mn (+1.4% at like for like exchange rate). The second half showed an upswing of +2.2% (+2.0% at like for like exchange rate) and stands at €83.7 Mn.

The division has benefited from the confirmed recovery of Coopers of Stortford whose business has grown by +5.3% over the year (+4.8% at like for like exchange rate), driven by a particularly dynamic second half (+7.1% at actual exchange rates and -6.4% at constant exchange rate).

3Pagen and Vitrine Magique have also grown by +0,8%.

In such a tense context, the Group has contained the drop in turnover of the Textile division in the 2<sup>nd</sup> half of the year thanks to commercial initiatives. In addition, the Group has sustained its efforts through the implementation of its transformation plan which started bearing fruit in the second half. Despite all that, the continued degraded contexts in the main countries where the Group operates will weigh on the financial year's results.

#### PROFILE

The Damartex Group operating under the names Damart, Afibel, La Maison du Jersey, and Xandres for the "Textile" activity, 3Pagen, Vitrine Magique, Coopers of Stortford, Jours Heureux, Delaby and 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, Belgium and Germany.

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

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#### KEY DATES

- Publishing of the yearly results of the 2018/2019 financial year:  
10 September 2019
- Financial Information Meeting - yearly results 2018/2019:  
11 September 2019



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#### DAMARTEX

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