

Results for the first half year of the 2019-2020 financial year

Damartex records the first positive effects of its transformation plan

CONSOLIDATED DATAS AS OF THE END OF DECEMBER (in millions Euros)	2018/19 Published	2019/20 Published	Variances
Turnover	384.9	386.0	0.3%
Operating EBITDA	6.5	11.5	78.8%
EBITDA (IFRS 16)	N/A	18.0	
Current operating income	(1.9)	2.4	ns
Non current operating items	0.6	1.3	
Financial result	0.1	(0.9)	
Corporate income tax	(1.3)	(0.9)	
Net income from continuing operations	(2.5)	1.9	ns
Net income from discontinued operations	(1.3)	(0.0)	
Net profit	(3.8)	1.9	ns

ACTIVITY

For the first half year, the Group recorded a turnover of €386.9 Mn, up to +.3% in real terms compared with the same period last year (+.1% at like for like exchange rate).

The turnover for the « **Fashion** » activity stands at €296.2 Mn, down -.2% compared with the first half year of the previous financial year (-.4% at like for like exchange rate). The activity of the pole being supported by the revival of Damart which knows a growth of +2% at real rates and +1.7% at like for like exchange rate.

The « **Home & Lifestyle** » activity rose by +1.9% (+1.7% at like for like exchange rate) and stands at €89.9 Mn. The sector continues to be driven by Coopers of Stortford activity, up +32% at real rate (+30.9% at like for like exchange rate). Conversely, 3Pagen is experiencing



slowdown in its activity and is down -7.2% at real rate (-7.2% at like for like exchange rate) due to weaker demand.

Among the highlights of the first half year, Damartex announced the acquisition of the specialist Santéol, a home healthcare provider specializing in respiratory assistance.¹

RESULTS

The **current operating income (ROC) is again positive at €2.4 Mn**, thanks in particular to the strong performance of Damart over the six-month period the increase in the Group's product margin to €2.0 Mn.

In this way, the Group is taking advantage of the transformation elements put in place under the « Transform To Accelerate 2022 » plan and its ability to manage its commercial investments more finely allowing it to significantly reduce its marketing expenses.

As a result, **the operating Ebitda increased sharply from 78.8% €11.5 Mn.**

For its first half year, the Group returned to a positive net profit of €1.9 Mn.

FINANCIAL POSITION

The **net financial debt** increased by €6.3 Mn compared to December 21, 2018 to reach **€42.5 Mn**. This increase is mainly due to the acquisition of Santéol, which was made at the end of 2019 year. This increase was nevertheless limited by a further improvement thanks to good management of need in working capital over the period.

OUTLOOK

Reinforced by the initial results, the Group will continue to deploy its transformation plan and work on the development of its new Healthcare sector around Santéol and Sedagyl. The Group remains cautious due to uncertainties associated with the coronavirus epidemic. This could have negative impacts on senior's consumption, as well on the group's supplies. All appropriate actions are under consideration to minimize this potential impact.

PROFILE

The Damartex Group, one of the leading European retailers for seniors, aims to become the European leader in the silver economy. It includes three divisions:

- "Fashion" - Damart, Afibel, La Maison du Jersey, Xandres
 - "Home & Lifestyle" - 3 Pagen, Vitrine Magique, Coopers of Stortford, Jours Heureux, Delaby
 - "Healthcare" - Sedagyl, Santéol
- The Group is mainly operating in France, the UK, Belgium and Germany.

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KEY DATE

Publication of the turnover of the third quarter : 16 April 2020

¹ The integration of Santéol into the Group starting on January 1, 2020, the Groupe will not release figures during the results

