

Turnover of the 1st quarter of the 2019/2020 financial year

A Stable First Quarter, driven by the dynamics of the Home & Lifestyle activity

CONSOLIDATED DATA (in million Euros)	2018/19	2019/20	Variance (actual rates)	Variance (at like for like exchange rate)
1st quarter	153.8	153.2	-0.3%	-0.2%

The Damartex Group closes the 1st quarter of the 2019/2020 financial year with a turnover of €153.2 Mn, slightly down by -0.3% at actual rates against the same period last year (-0.2% at like for like exchange rate).

The turnover for the "Fashion & Ready to Wear" activity stands at €114.9 Mn for the quarter, down -2.1% at like for like exchange rate (-2.3% at actual rates). The sales of the Damart brand experienced a mild rebound of +1.1% (+0.9% at actual rates), driven by the dynamics of the French and Belgian markets. The Afibel brand, which is undergoing a transformation of its model, is down -13.1% against the first quarter of last year. The Group continues to work on modernizing the brand and its offer.

The "Home & Lifestyle" activity closes the first quarter with a turnover of € 38.4 Mn up +6.2% at like for like exchange rate (+6% at actual rates). This increase has been supported by the Coopers of Stortford brand, up +38.2% (+36.6% at actual rates), reflecting the work undertaken last year by the Group on the redesign of the product offer and the intensification of the sales plan. 3 Pagen and Vitrine Magique are showing the first signs of decrease at -1.7%, in a context of economic slowdown in Germany.

First quarter sales do not allow us to define a trend due to the seasonal nature of the Damartex model. However, the Group is seeing initial positive signs on the implementation of "Transform to accelerate 2022", its strategic transformation plan initiated in 2018, geared at better controlling the cyclical impacts.

PROFILE

The Damartex Group operating under the names Damart, Afibel, La Maison du Jersey, and Xandres for the "Fashion & Ready to Wear" 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 develops an omni-channel strategy differentiated 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:
13 November 2019

Publishing of sales figures for the first quarter: 16 January 2020



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DAMARTEX

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