

Turnover of the 1st quarter of the 2017/2018 financial year

A robust first quarter

CONSOLIDATED DATA (in million Euros)	2016/17	2017/18	Variation (actual rates)	Variation (at a constant exchange rate)
1st quarter	147.4	167.6	+13.7%	+15.4%

As a reminder, the turnover of 3 Pagen and Vitrine Magique have been included since 1 October 2016.

For the first quarter of the 2017/2018 Financial year, the turnover closed at €167.6 Mn, up +13.7% in real terms compared with the same period last year (+15.4% at like for like exchange rate and +1.9% at like for like exchange rate and scope).

The turnover for the "Textile" activity stands at €131.5 million for the quarter, up +4.3% at a constant exchange rate (+3.0% at actual rates). The growth of the business is supported by the good performance of the Damart brand whose turnover has increased by +9.7%. The Afibel brand is down -9.6% due to a significant decline in business in Great Britain. In that country, an operational issue, now solved, with one of the service providers for sending out catalogues in August, led to a -44.9% decline in sales over the period.

The "Home & Lifestyle" turnover, at the end of the quarter, stood at €36.1 Mn, up +88.4% at like for like exchange rate (+82.4% at actual rates) still driven by the dynamic integration of 3Pagen and Vitrine Magique. Coopers of Stortford experienced a -25.4% decrease in line with the plan implemented by the Group (a reduction in the circulation of mailing shots and evolution in the price policy).

Given the seasonality of the sales, this first quarter does not prejudice the future situation. Even though the Group has benefited from a favourable base effect, with a slower first quarter in the last financial year, the performance of the period has confirmed the healthy state of affairs for the Textile activity and the successful on-boarding in the Home & Lifestyle segment.

PROFILE

The Damartex Group operating under the names Damart, Afibel, La Maison du Jersey, Xandrès for the "Textile" activity, 3Pagen, Vitrine Magique, 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, Belgium and Germany.

www.damartex.com

CONTACTS

Damartex: Bruno Defache
Tel: +33 3 20 11 45 30

bdefache@damart.com

Shan: Candice Baudet Depierre
Tel: 01 44 50 51 71

candice.baudetdepierre@shan.fr

KEY DATES

Group's General Assembly:
15 November 2017

Publishing of sales figures for the first quarter: 18 January 2018

