

## Turnover of the 2019-2020 financial year

### Business Was Held Back by the Health Crisis

CONSOLIDATED DATA (in million Euros)	2018/19	2019/20	Variance (actual exchange rate)	Variance (like for like exchange rate)
1 <sup>st</sup> quarter	153.7	153.2	-0.3%	-0.2%
2 <sup>nd</sup> quarter	231.1	232.8	+0.7%	+0.2%
3 <sup>rd</sup> quarter	180.2	162.1	-10.0%	-10.3%
4 <sup>th</sup> quarter	154.9	138.1	-10.9%	-10.7%
<b>TOTAL</b>	<b>720.0</b>	<b>686.2</b>	<b>-4.7%</b>	<b>-4.8%</b>

Over the 2019-2020 financial year, the Group's sales revenue stands at €686.2 million, a -4.7% decline at actual rates compared with the previous financial year (-4.8% at like for like exchange rates). Despite a first half year showing the first positive effects of the transformation plan launched in 2018 with sales growth of +0.3% (+0.1% at like for like exchange rates), the second half of the year was, as anticipated, impacted by the effects of the Covid-19 crisis, with a -10.4% drop in activity to €300.2 million (-10.5% at a like for like exchange rate).

In the 4<sup>th</sup> quarter, business fell sharply, particularly affecting the **Fashion** division's brands. Despite a better than expected sales rebound in June of +12.0% at actual exchange rates, driven in particular by the **Home & Lifestyle** and **Healthcare** divisions, the quarter ended down -10.9% (-10.7% at like for like exchange rates).

For the financial year, the **Fashion** division, which was particularly impacted by the current crisis, was down -8.8% at real exchange rates. On the other hand, the **Home & Lifestyle** and **Healthcare** divisions grew by +7.7% and +13.5% respectively at actual exchange rates, demonstrating better resilience.

#### Fashion Division

Sales for the **Fashion** division amounted to €500.0 million over the financial year, down -8.8% at actual exchange rates. In the second half of the year, sales totalled €203.8 million, down -18.9% at actual exchange rates.



#### SIEGE SOCIAL

160 Boulevard de Fourmies – F 59100 Roubaix  
Tel : +33 (0) 20 99 44 00 – Fax : +33 (0)3 20 11 45 24  
[www.damartex.com](http://www.damartex.com)

Société anonyme à Directoire et Conseil de Surveillance  
Capital : 36 820 000 €  
RCS Lille Métropole 441 378 312 – N° TVA : FR 73 441 378 312

Business for all the division's brands decelerated markedly. The closure of the points of sale had a significant impact on sales at Damart and Xandres, as the stores only reopened on May 11. The fourth quarter recorded sales of €87.1 million, down -24.4% at actual exchange rates.

Over the financial year, Damart's sales were down -7.5% at actual exchange rates, with a decline of -19.2% in the second half. Xandres and Afibel closed the financial year with a decrease in activity of respectively -16.1% and -11.8% at real exchange rates.

### Home & Lifestyle Division

The **Home & Lifestyle** division, dedicated to the comfort and well-being of seniors, grew by +7.7% at actual exchange rates over the year, with revenues of €164.1 million. In the second half of the year, sales totalled €84.7 million, up +14.2% at actual exchange rates.

The division's growth was mainly driven by the very good performance of the Coopers of Stortford brand, whose business grew by +42.2% over the year at actual exchange rates, with a particularly dynamic second half at +51.0% at actual rates. This performance is explained by a strong resilience during the crisis due to an increase in home-based activities during the lockdown and a strategy deployed for several months to renew the brand's offer.

### Healthcare Division

The newly created **Healthcare** division, which includes the Sedagyl and Santéol brands, grew over the financial year by +13.5% at actual exchange rates with sales standing at €22.1 million. Over the second half of the year, the business continued to develop with sales of €11.7 million, up +22.0% at actual exchange rates. The effective onboarding of Santéol as of 1<sup>st</sup> January 2020 will contribute significantly to the dynamics of the division. Sedagyl was down -6.5% at actual exchange rates over the financial year. This decline is largely due to the Group's desire to adapt costs in this uncertain environment.

Despite a significant rebound in part of the business in June, the Group remains cautious about the coming months. The persistence of the health risk makes any projection difficult and should increase the volatility of demand. In addition and as mentioned above, Damartex continues to anticipate heavy losses for the financial year.

#### 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" - 3Pagen, Vitrine Magique, Coopers of Stortford, Jours Heureux, Delaby
- "Healthcare" - Sedagyl and Santéol

The Group mainly operates in Europe, including in France, Great Britain, Belgium and Germany.

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

#### CONTACTS

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

[bdefache@damartex.com](mailto:bdefache@damartex.com)

#### Shan:

Alexandre Daudin

Tel: +33 6 34 92 46 15

[alexandre.daudin@shan.fr](mailto:alexandre.daudin@shan.fr)

Sarah Levy-Quentin

Tel: +33 1 44 50 03 64

[sarah.levy-quentin@shan.fr](mailto:sarah.levy-quentin@shan.fr)

#### KEY DATES

- Publication of the yearly results of the 2019/2020 financial year: 3 August 2020
- Financial Information Meeting - 2019/2020 yearly results: 17 September 2020



#### SIEGE SOCIAL

160 Boulevard de Fourmies – F 59100 Roubaix  
Tel : +33 (0) 20 99 44 00 – Fax : +33 (0)3 20 11 45 24  
[www.damartex.com](http://www.damartex.com)

Société anonyme à Directoire et Conseil de Surveillance

Capital : 36 820 000 €

RCS Lille Métropole 441 378 312 – N° TVA : FR 73 441 378 312