

## Turnover of the 1<sup>st</sup> quarter of the 2020/2021 financial year

Return to the level of activity prior to the health crisis, with an uncertain year end.

CONSOLIDATED DATA (in million Euros)	2019/20	2020/21	Variance (actual rates)	Variance (at like for like exchange rates)
1 <sup>st</sup> quarter	153.2	155.2	+1.3%	+1.3%

In the 1<sup>st</sup> quarter of the 2020/2021 financial year, Damartex Group sales amounted to €155.2 million, a slight increase of +1.3% at actual exchange rates compared with the same period in 2019 (+1.3% at like for like exchange rates). While the Group is returning to a pre-crisis level of activity, Covid-19 continues to impact Damartex's three divisions differently.

Sales for the “**Fashion**” division came to €111.8 million for the first quarter, down slightly by -2.7% at actual exchange rates (-2.6% at like for like exchange rates). The division was notably impacted by the decline in in-store traffic, partially offset by the increase in mail order. Damart is down -3.3% at real exchange rates while Afibel is down -0.9% at real exchange rates. The brand is benefiting from the initial effects of the transformation measures undertaken by the Group.

The “**Home & Lifestyle**” activity ended the first quarter with revenue of €35.9 million, up +9.1% at actual exchange rates (+9.2% at like for like exchange rates). Coopers of Stortford continues to show a high level of activity at +69.0% at actual rates thanks to the work to modernize its offer and excellent supply chain management which has enabled it to meet increased demand. 3Pagen and Vitrine Magique reported a -12.8% decline in activity at actual rates. This is due in part to a later launch of the year-end marketing campaigns for 3Pagen.

Finally, the newly created “**Healthcare**” division, combining the activities of Sédagyl and Santéol, recorded growth of +36.3% at actual exchange rates for sales of € 7.4 million, in line with Damartex's projected development expectations.

In a context that remains uncertain, the relevance of the Damartex group's diversification strategy has helped limit the impact of Covid-19. The Group nevertheless remains cautious on the short-term outlook in view of the acceleration in the circulation of the virus over the past several weeks, which continues to affect demand, particularly at brick and mortar points of sale.

### 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, Delaby; and
- "Healthcare" - Sédagyl and Santéol.

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

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

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### KEY DATES

Group's General Assembly:

18 November 2020

Publishing of sales figures for the first half: 21 January 2021

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Société anonyme à Directoire et Conseil de Surveillance (French public limited company with a Management Board and Supervisory Board)

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