

Turnover of the 2020-2021 Financial Year

Acceleration of Business in Line with the Transformation Plan

CONSOLIDATED DATA (in million Euros)	2019/20	2020/21	Variance (at actual exchange rates)	Variance (at like for like exchange rates)
1 st quarter	153.2	155.2	+1.3%	+1.3%
2 nd quarter	232.8	247.2	+6.2%	+7.0%
3 rd quarter	162.1	195.2	+20.4%	+20.8%
4 th quarter	138.1	166.6	+20.7%	+19.9%
TOTAL	686.2	764.2	+11.4%	+11.6%

For the 2020/21 financial year, the Group's sales amounted to € 764.2 Mn, an increase of +11.4% at actual rates compared with the previous financial year (+11.6% at like for like exchange rates). After an upward trend in the first half of the year, the second half of the year saw a good recovery in business despite the continuing health crisis, with an increase of +20.5% (+20.4% at like for like exchange rates) at € 361.8 Mn. As a result, the Group's annual activity is up +6.1% compared with the 2018/19 financial year, a period not affected by the health crisis.

In the 3rd and 4th quarters, business increased significantly compared with the previous financial year at +20.4% and +20.7% at actual exchange rates. In addition to the favourable base effect, the performance of all divisions exceeded expectations.

In the course of the Financial year, despite the sale of the Jours Heureux brand and the discontinuation of the La Maison du Jersey and Delaby brands, the "**Fashion**" and "**Home & Lifestyle**" divisions have shown good resilience with increases of +11.0% and +8.3% respectively. The "**Healthcare**" division saw significant growth of +42.1% at €31.5 Mn.

Fashion division

Sales for the **Fashion** division amounted to € 555.1 Mn over the financial year, up +11.0% at actual exchange rates.

Over the financial year, Damart's turnover increased by +14.9% at actual



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Tel: +33 3 20 99 44 00 – Fax: +33 3 20 11 45 24 Capital: € 57,991,500

exchange rates at € 439.5 Mn, driven in particular by France and England. As part of its transformation, Damart successfully continues to adapt and modernize its offer.

Over the year, Afibel remained stable thanks to a last-quarter growth of +19.3%. The brand is benefiting from the initial effects of its repositioning and a new commercial strategy in England.

Home & Lifestyle division

The "**Home & Lifestyle**" division, dedicated to the comfort and well-being of seniors, grew by +8.3% at actual exchange rates over the year, with revenues of € 177.7 Mn.

The division's growth was mainly driven by the very good performance of the Coopers of Stortford brand, whose business grew by +43.3% over the year at actual exchange rates. Vitrine Magique also experienced a strong acceleration in its sales in France, with an increase of +16.7%.

Healthcare Division

The "**Healthcare**" division, which focuses on home healthcare services (So called *PSAD*) and the distribution of homecare products, grew strongly during the year, with revenues up +42.1% at €31.5 Mn.

This increase was due to the integration of Santéol over the full year, the acquisition of Eden Médical in the Île-de-France region and the continued dynamic growth of Sedagyl, which rose by +24.8%.

In addition, on 20 July 2021, the Group announced the acquisition of MSanté, a home healthcare service provider (so-called *PSAD*) specializing in infusion and nutrition. The Group intends to eventually cover the entire country with Santéol for respiratory assistance and MSanté for infusion and nutrition, with the aim of accelerating the development of the Healthcare division.

In an unprecedented environment, the Group successfully continued to implement its "Transform To Accelerate TTA 2.0" transformation plan. The strong growth in e-commerce of +47.0% at €137.9 Mn, the development of new markets in the Healthcare and Home & Lifestyle divisions, and the turnaround in the Fashion division as a result of the ongoing modernization of the brands, confirm the strategy undertaken.

The marked increase in sales will have a positive impact on the result, without reaching the proportions of the first half of the year, as the Group has chosen to invest in a more favourable context.

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, Xandres
- "Home & Lifestyle" - 3Pagen, Vitrine Magique, Coopers of Stortford ; and
- "Healthcare" - Sédagyl, Santéol, MSanté

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

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KEY DATES

- Publishing of the results of the 2020/2021 financial year: 08 September 2021
- Financial Information Meeting - 2020/2021 yearly results: 09 September 2021



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