

Turnover of the 1st quarter of the 2021/2022 financial year

A Positive First Quarter, Supported by the Fashion and Healthcare Divisions

CONSOLIDATED DATA (in million Euros)	2020/21	2021/22	Variance (actual rates)	Variance (at like for like exchange rates)
1 st quarter	155.2	156.9	+1.1%	-0.5%

In the 1st quarter of the 2021/2022 financial year, Damartex Group sales amounted to €156.9 million, a slight increase of + 1.1% at actual exchange rates, compared with the 1st quarter of 2020/2021 (-0.5% at like for like exchange rates). Over this period, the Damartex group recruited 414,600 new customers. This figure is down by -3.9% compared to same quarter last year.

Sales for the Fashion division came to €117.0 million for the quarter, up by +4.6% at actual exchange rates (+3.2% at like for like exchange rates). The division benefited in particular from the development of web sales and the return of customers to stores. Damart continues to grow with an increase in turnover of +8.2% at actual rates, benefiting from its transformation plan, which is well underway in all countries where it operates. Afibel recorded a slight decline (-2.7% at actual rates), in particular following the closure of activities in Belgium. Xandres performed well over the period with a +10.8% increase in sales.

Marked by a shift in consumer spending, the "**Home & Lifestyle**" division closed the first quarter of the year at € 31.7 million, down -11.6% at actual exchange rates (down -14.0% at like for like exchange rates). In addition to an unfavourable base effect, the division's performance was impacted by a scope effect following the shutdown of Delaby. Coopers of Stortford and 3Pagen recorded a decline of -4.6% and -6.5% at actual rates.

Finally, the "**Healthcare**" division, which includes the activities of Sedagyl, Santéol and the recently acquired MSanté, recorded growth of +11.1% at actual exchange rates, with sales of €8.3 million. It was driven by healthcare services with MSanté, and by the excellent performance of Santéol, which returned to its pre-crisis growth level at +22.7%.

In the first quarter, Damartex demonstrated the good resilience of its "Fashion" and "Healthcare" divisions. In a health context that seems to be stabilizing, the

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PROFILE

The Damartex Group, one of the leading European retailers for seniors, aims to become the



return of customers to stores, the good performance of e-commerce and the Group's transformation strategy are all positive signs for the periods to come. Nevertheless, the Group remains cautious in view of the tensions on supplies, as well as the increase in transport and raw material prices, which could have a negative impact on future activity and results.

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