

## Turnover of the 2<sup>nd</sup> quarter of the 2021/2022 financial year

### Positive Effects of the Transformation Plan on the Fashion and Healthcare Divisions

| CONSOLIDATED DATA<br>(in million Euros) | 2020/21      | 2021/22      | Variance<br>(actual<br>rates) | Variance (at<br>like for like<br>exchange<br>rates) |
|---|--------------|--------------|-------------------------------|---|
| 1 <sup>st</sup> quarter                 | 155.2        | 156.9        | +1.1%                         | -0.5%   |
| 2 <sup>nd</sup> quarter                 | 247.2        | 244.8        | -1.0%                         | -2.4%   |
| <b>First half</b>                       | <b>402.3</b> | <b>401.7</b> | <b>-0.1%</b>                  | <b>-1.6%</b>  |

Damartex ends the first half of the 2021/2022 financial year with a turnover of €401.7 Mn, stable compared with the previous year (-0.1% at actual exchange rates, -1.6% at like for like exchange rates). In a context marked by inflation and the decline in purchasing power, sales were down slightly in the second quarter (-1.0% at actual rates to €244.8 Mn, -2.4% at like for like exchange rates). Nevertheless the Group continues to attract new customers: +1.4 million new customers over the half year (stable over the period versus last year).

Sales for the “**Fashion**” division came to €304,9 Mn for the half year, up by +2.4% at actual exchange rates (+1.1% at like for like exchange rates), despite the closure of Maison du Jersey. Sales in the second quarter were up +1.1% at actual rates (-0.2% at constant rates).

Damart continues to grow with sales up +5.7% at actual exchange rates. Afibel confirms its recovery with a good momentum in England and stable sales in France.

The “**Home & Lifestyle**” division was down -10.0% at actual rates to € 80.2 Mn (-12.3% at like for like exchange rates). The perimeter effect (€-3.7 Mn) due to the closure of the Delaby brand weighed on the division's performance.

In addition, the decline in consumption in the German and English markets impacted the business of 3Pagen and Coopers, respectively at -5.3% and -4.7% for the half-year at actual exchange rates.

The “**Healthcare**” division, which is dedicated to the health sector, has continued to develop, recording a significant increase in turnover of +8.2% at

#### REGISTERED OFFICE

160 Boulevard de Fourmies - F 59100 Roubaix Société anonyme à Directoire et Conseil de Surveillance (French public limited company with a Management Board and Supervisory Board)

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Capital: € 57,991,500

actual exchange rates (+7.1% at like for like exchange rates) in the first half of the year, reaching €16.6 Mn.

Sales for the second quarter amounted to €8.4 Mn, up +5.5% at actual exchange rates (+4.4% at like for like exchange rates).

The division benefited from the integration of MSanté and Optimum Médical, as well as the good performance of Santéol, which posted strong growth of +16.0%.

Damartex has shown agility throughout its different divisions, continuing its efforts in the context of the deployment of its transformation strategy, and despite a still deteriorated health context.

For the second half of the financial year, the Group remains cautious due to the continued pressure on supplies, as well as the potential impact on transport and raw material price increases.

#### 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": Sedagyl , Santéol, MSanté,

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:

Aliénor Kuentz

Tel.: +33 6 28 81 30 83

[alienor.kuentz@shan.fr](mailto:alienor.kuentz@shan.fr)

Karine Ansart

Tel.: +33 7 76 15 33 00

[karine.ansart@shan.fr](mailto:karine.ansart@shan.fr)

#### KEY DATES

1<sup>st</sup> half results: 9 March 2022

Turnover of the 3<sup>rd</sup> quarter:

21 April 2022

Yearly Turnover: 21 July 2022

Yearly results: 7 September 2022

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