

Results for the first half of the 2021/2022 financial year

A Robust Group in the Face of Cyclical Effects

CONSOLIDATED DATA AS OF THE END OF DECEMBER (in million Euros)	2020/21 Published	2021/22 Published	Variance
Turnover	402.3	401.7	-0.1%
Operational EBITDA	26.6	13.8	-48.1%
EBITDA (including IFRS 16 standards)	34.7	22.2	
Current operating income	15.3	10.0	-34.6%
Non-current operating items	(.3)	(.1)	
Financial results	(1.8)	.6	
Corporate income tax	(2.1)	(1.3)	
Net profit	11.1	9.3	-16.3%
Capex	5.1	6.8	
Net financial surplus	17.9	17.7	

ACTIVITY

Damartex ends the first half of the 2021/2022 financial year with a turnover of €401.7 Mn, stable compared with the previous year (-.1% at actual exchange rates).

Sales for the “**Fashion**” division came to €304,9 Mn for the half year up by +2.4% at actual exchange rates, driven by the momentum of Damart and the progress of its transformation plan. The “**Home & Lifestyle**” division posted sales of €80.2 Mn, down -10.0% at actual exchange rates, impacted by a scope effect due to the discontinuation of the Delaby brand and a one-off drop in consumption in the various countries in which it operates. Finally, the “**Healthcare**” division benefited from the integration of *MSanté* and *Optimum Médical*, as well as the good performance of *Santéol*. In the first half of the year, it recorded a significant increase of +8.2%, at actual exchange rates, in its turnover, which amounted to €16.6 Mn.



REGISTERED OFFICE

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www.damartex.com

DAMARTEX

Société anonyme à Directoire et Conseil de Surveillance
(French public limited company with a Management Board and
Supervisory Board)
Capital: €57,991,500
RCS Lille Métropole 441 378 312 - VAT No.: FR 73 441 378 312

RESULTS

The Group's operating EBITDA stands at €13.8 Mn, down 48.1%, largely as a result of the disrupted business environment and increases in transport and raw material costs.

Profit from recurring operations (ROC) is €10.0 Mn (compared with €15.3 Mn in the previous financial year), particularly impacted by the "Home & Lifestyle" division, as well as by a scope effect that masks a positive level of activity. Nevertheless, the Fashion division's operating income held up well during the first half of the year, at €15.0 Mn.

Damartex, thanks to its strong fundamentals, has been agile in the Group's various divisions and remains solid in an inflationary environment. The Group closed the half year with a net profit of €9.3 Mn compared with €11.1 Mn for the 2020/2021 half year.

FINANCIAL POSITION

The net financial position was +€17.7 Mn as of the end of December 2021 (compared with +€17.9 Mn at the end of December 2020), stable despite the distribution of a dividend, a significant resumption of investments, particularly in digitalisation, in line with the transformation plan; and acquisitions over the period.

This performance was achieved thanks to very good control of the need in working capital, which stood at -€ .7 Mn as of the end of December 2021.

OUTLOOK

The Group is pursuing its ambitious development to assert its position as leader in the Silver Economy market.

Despite a strong financial position and the positive effects of the roll-out of its 'Transform To Accelerate TTA 2.0' plan, the Group is approaching the current period with caution in view of the inflation in Europe and the conflict in Ukraine, which are likely to weigh on consumption.

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.

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KEY DATES

Turnover of the 3rd quarter: 21 April 2022
Yearly Turnover: 21 July 2022
Yearly results: 7 September 2022



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