

Results for the 2021/ 2022 financial year

Progress of the TTA 2.0 Transformation Plan Profitability Down in a Deteriorated Context

CONSOLIDATED DATA AS OF THE END OF JUNE (in million Euros)	30/06/20 Published	30/06/21 Published	30/06/22 Published	Variance June 22 vs June 21
Turnover	686.2	764.2	719.0	-5.9%
Operational EBITDA	3.5	36.2	8.9	-27.3
EBITDA (including IFRS 16 standards)	18.7	52.8	26.2	
Current operating income	(26.1)	22.0	(2.7)	
Non-current operating items	(32.4)	0.1	(0.4)	
Asset impairment	(19.8)	(0.2)	1.2	
Financial results	(3.1)	(0.7)	(0.3)	
Corporate income tax	1.6	(4.9)	(3.7)	
Net earnings	(59.9)	16.3	(5.8)	
Capex	12.6	9.3	16.5	
Net financial surplus	(43.8)	25.9	(48.0)	

ACTIVITY

Damartex concludes the 2021/22 financial year with a turnover of € 719.0 Mn, impacted by a difficult macroeconomic context. This is a decline of -5.9% at actual rates compared with the previous year but an increase of +4.8% compared with 2019/20.

Marked by a slowdown in activity in the second half of the year, the "**Fashion**" and "**Home & Lifestyle**" divisions recorded sales down on the previous financial year, at € 535.5 Mn (i.e. -3.5% at actual rates) and € 147.6 Mn (i.e. -16.9% at actual rates) respectively.

The **Healthcare** division, strengthened by several recent acquisitions, continued its good momentum and posted revenues of €35.9 Mn, a significant increase of +14.3% at actual exchange rates.



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

In a complex environment impacted by inflationary pressure and the war in Ukraine, **the Group's operating EBITDA came to €8.9 Mn**, down -75.6% compared with FY 2020/21 (+153.3% compared with FY 2019/20 which included the effects of the health crisis).

Even though business slowed down in the second half of the year and there were significant increases in all costs (transport, paper, raw materials, etc.), the Group maintained its transformation investments.

Operating EBITDA was €+8.6 Mn for the "Fashion" division, €-3.0 Mn for the "Home & Lifestyle" division and €+3.3 Mn for the Healthcare division.

The Damartex group closes the 2021/ 22 financial year with a **net result of €-5.8 Mn**

FINANCIAL POSITION

The net financial position was €-48.0 Mn at the end of June 2022 (compared with €25.9 Mn at the end of June 2021 and €-43.8 Mn at the end of June 2020). This reflects investments, in particular acquisitions in the Healthcare division for €20.2 Mn.

Working capital requirements stood at €27.9 Mn at the end of June 2022, temporarily impacted by an abnormally high level of inventory following the slowdown in recent months.

DIVIDENDS

Given the impact of the deteriorated environment and the continuation of the Group's transformation plan, the Management Board will propose the distribution of a dividend of €0.10 per share at the Annual General Meeting scheduled for 17 November 2022.

OUTLOOK

Although the economic environment calls for caution, the Damartex group points out that it has significant assets to face up to it.

The deployment of the TTA 2.0 strategic plan, designed to increase the Group's value proposition and make it a leading player in the Silver Economy, is continuing.

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, Medical Santé

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

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KEY DATES

- Financial Information Meeting - 2021/2022 yearly results : 8 September 2022
- Publishing of sales figures for the first quarter of 2022/2023: 20 October 2022



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