

## Results for the first half of the 2022/2023 financial year

### Adjustment in a Still Deteriorating Environment.

CONSOLIDATED DATA AS OF THE END OF DECEMBER (in millions of euros)	2021/22	2022/23	Variance
Turnover	401.7	364.6	-9.2%
Operating EBITDA	13.8	8.0	-41.9%
EBITDA (including IFRS 16)	22.2	17.1	
Current operating profit	10.0	(1.6)	-115.7%
Non-current operating items	(0.1)	3.2	
Impairment of assets	0.0	(3.0)	
Financial result	0.6	(0.5)	
Income tax	(1.3)	(1.0)	
Net profit	9.3	(2.9)	-131.5%
Capex	16.5	6.6	
Net financial surplus	17.7	(67.9)	

### ACTIVITY

Damartex concludes the first half of the 2022/2023 financial year with a turnover of € 364.6 Mn, down against last year (-9.2% at actual exchange rates).

The **Fashion** division's sales amounted to € 284.9 Mn for the first half of the year, down -6.6% at actual exchange rates, despite the good performance of Damart's stores and the Xandres brand.

The **Home & Lifestyle** division posted sales of € 58.1 Mn, down -27.6% at actual exchange rates, still affected by the contraction in consumption in the home equipment sector, particularly in the German and UK markets.

The **Healthcare** division continued to grow, posting a significant increase in revenue of +29.8% at actual exchange rates, reaching



#### HEAD OFFICE

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#### DAMARTEX

Société anonyme à Directoire et Conseil de Surveillance  
Capital: € 57,991,500  
RCS Lille Métropole 441 378 312 - VAT No.: FR 73 441 378 312



€ 21.6 Mn, driven in particular by the very good performance of Santéol.

## RESULTS

The Group's operating EBITDA is € 8 Mn compared with € 13.8 Mn last year, mainly due to the decline in business over the period. In an uncertain environment, marked by high inflation and a contraction in demand, a proactive adjustment of the business to market realities enabled margin stability and cost optimization, while maintaining transformation investments.

Operating EBITDA is € +12.6 Mn for the Fashion division, € -6.9 Mn for Home & Lifestyle division, and € +2.3 Mn for the Healthcare division.

Damartex closes this half-year with a **net result of € -2.9 Mn** against € 9.3 Mn for the 1<sup>st</sup> half-year of 2021/2022.

## FINANCIAL SITUATION

The net financial position was € -67.9 Mn as of the end of December 2022 (compared with € -48.0 Mn at the end of June 2022), reflecting the Group's continued investment, in particular the acquisition of Icelus Médical, and the increase in working capital requirements.

The **working capital requirement** amounted to € 40.6 Mn at the end of December 2022.

## OUTLOOK

Damartex believes that the robust pricing power of its brands will remain an asset for the coming months. The Group continues the agile adjustment of its activities, in a context that requires adaptability and caution. In line with the market, the Group is also pursuing its transformation plan: "*Transform To Accelerate TTA 2.0*".

### PROFILE

The Damartex Group, one of the main European retailers for seniors, ambitions to become the European leader in the silver economy. It boasts three divisions:

- Fashion: Damart, Afibel, Xandres
- Home & Lifestyle: 3 Pagen, Vitrine Magique, Coopers of Stortford
- Healthcare: Sedagyl, Santéol, MSanté, Medical Santé

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

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### CALENDAR

- Financial Information Meeting – 1<sup>st</sup> half-year 2022/2023 : 8 March 2023
- Publication of turnover for third quarter 2022/2023: 20 April 2023



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