

Sales for the 1st Quarter of the 2023/2024 Financial Year

Despite the Difficult Environment, Damartex Is Concentrating on Implementing Its New Strategic Plan

CONSOLIDATED DATA (in millions of euros)	2022/23 Published	2022/23 Restated	2023/24	Variance (actual rates)	Variance (like-for-like exchange rates)
1 st quarter	135.4	119.6	109.3	-8.6%	-8.5%

** The 2022/23 financial statements have been restated following the Group's decision to put Afibel's activities up for sale.*

In the 1st quarter of the 2023/2024 financial year, Damartex Group sales came to €109.3 Mn, down -8.6% at actual exchange rates compared with the 1st quarter of 2022/2023 (-8.5% at like-for-like exchange rates), reflecting a level of Group activity still impacted by a difficult market environment. The Group is still facing a contraction in consumption, linked to the macro-economic environment and weather conditions.

The **Fashion** division posted sales of €81.3 Mn for the quarter, down -5.3% at actual exchange rates (down -5.2% at like-for-like exchange rates).

After a positive trend in the summer, there was a marked slowdown in September, in line with the slowdown in the sector as a whole, over the period. Sales of Damart fell by 7.7% at actual exchange rates (-7.6% at like-for-like exchange rates). Xandres, still driven by its positioning as an "affordable luxury" brand, once again posted a +15.9% increase in sales at both actual and like-for-like exchange rates.

The **Home & Lifestyle** division's sales fell by -11.7% at actual exchange rates (or by -11.6% at like-for-like exchange rates) to €20.0 Mn in the first quarter. The Coopers of Stortford brand reported a -25.8% fall in sales at actual exchange rates, while 3Pagen posted a +7.5% rise at actual exchange rates. Despite the economic impact, the Group remains confident in the solid fundamentals of a market that remains buoyant.

Lastly, the **Healthcare** division, which includes Almadia, Santéol and MSanté, posted sales of €8.0 Mn for the quarter, down -28.0% at actual exchange rates. This was mainly due to an unfavourable effect of changes in the scope of consolidation, with the closure of the Sedagyl brand in the UK, on the one hand, and to the temporary impact of the ongoing operational integration within the Almadia banner, a new entity resulting from the recent merger of the Sédagyl and Médical Santé brands, on the other hand.

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anonyme (public limited company) with a Management Board and Supervisory
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€57,991,500
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Outlook

Damartex continues to be affected by an uncertain economic climate and a loss of consumer confidence that is changing consumer habits. The company is continuing to rigorously manage costs and is fully focused on rolling out its new **Dare. Act. Impact 2026** strategic plan. In particular, the Group is speeding up the implementation of its strategic choices aimed at operational excellence in each division and financial performance.

PROFILE

The Damartex Group, one of Europe's leading retailers for seniors, aims 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: Almadia, Santéol, MSanté

The Group operates mainly in Europe, including in France, the UK, Belgium and Germany.

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SCHEDULE

- Group Annual General Meeting: 16 November 2023

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