

Revenue for the First Nine Months of the 2023/2024 Financial Year

The Group continues to rigorously manage its activities and remains focused on implementing its strategic plan

CONSOLIDATED DATA (EUR million)	2022/23 Published	2022/23 Restated *	2023/24	Change (actual rates)	Change (at lobe for like exchange rates)
1 st quarter	135.4	119.6	109.3	-8.6%	-8.5%
1 nd quarter	229.2	211.7	183.6	-13.3%	-13.3%
3 rd quarter	153.9	138.7	131.0	-5.5%	-6.3%
First nine months	518.5	470.0	423.9	-9.8%	-10.0%

* The 2022/23 financial statements have been restated following the sales of Afibel's activities.

Damartex closes the third quarter of the 2023/2024 financial year with sales of €131.0 Mn, down -5.5% on the previous year at actual exchange rates (down -6.3% at like for like exchange rates). In a market environment that remains unstable, the Group continues to manage its activities with rigour and agility. Persistent inflation and a general decline in purchasing power are having a negative impact on demand in many sectors.

Over the first nine months of the financial year, Damartex posted sales of € 423.9 Mn, down -9.8% at actual exchange rates (-10.0% at like for like exchange rates).

Fashion sales for the first nine months totalled €324.0 Mn, down -8.4% at actual exchange rates (-8.6% at like for like exchange rates). In the third quarter, sales declined slightly by -4.5% at actual exchange rates (-5.2% at like for like exchange rates). Sales in Damart declined by -5.7% at actual exchange rates (-6.5% at like for like exchange rates). Sales continued to be affected by the general decline in footfall in clothing stores. Xandres continued to perform well, with sales up +5.3% at both actual and like for like exchange rates, benefiting from its proven positioning as an "affordable luxury" brand.



HEAD OFFICE

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DAMARTEX

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

Home & Lifestyle sales came to € 74.8 Mn, down -12.3% at actual exchange rates (down -12.6% at like for like exchange rates) over the first nine months of the year. Third-quarter sales came to €25.4 Mn, down -6.7% at actual exchange rates (down -8.0% at like for like exchange rates). This decline was due exclusively to Coopers of Stortford, whose business was adversely affected by a UK economy that remains under pressure. The 3 Pagen brand, on the other hand, recorded growth during the quarter.

The **Healthcare** division posted sales of €25.1 Mn for the first nine months of the year, down -19.5% at actual exchange rates (down -19.6% at like for like exchange rates). In the third quarter, sales in the Healthcare division fell by -13.2% at actual exchange rates (-13.4% at like for like exchange rates). Despite a good performance from Santéol and the continued strength of MSanté, the division continues to be temporarily impacted by the operational integration and positioning of Almadia, which brings together the former Sédagyl and Médical Santé brands.

Outlook

Thanks to its fully mobilised teams, the Group intends to continue to manage its activities with agility and rigour, and to continue to implement each of the pillars of its **Dare.Act.Impact 2026** strategic plan, in particular reducing costs, modernising the image of its various brands and constantly improving the customer experience.

PROFILE

The Damartex Group, one of Europe's leading retailers for seniors, aims to become the European leader in the silver economy. It boasts 3 divisions:

- Fashion: Damart, Xandres
- Home & Lifestyle: 3 Pagen, Vitrine Magique, Coopers of Stortford
- Healthcare: Almadia, Santéol, MSanté

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

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SCHEDULE

- Annual sales: 18 July 2024

- Annual results: 10 September 2024

- Annual financial

meeting: 11 September 2024

- Sales for 1st quarter 2024/2025: 17 October 2024



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