

Sales for the 1st Quarter of the 2024/2025 Financial Year

A growing first quarter illustrating the Group's commercial responsiveness

CONSOLIDATED FIGURES (in Mns of euros)	2023/24	2024/25	Change (real rates)	Change (like for like exchange rates)
1st quarter	109,3	109,9	+0,6%	+0,1%

In the 1st quarter of the 2024/2025 financial year, the Damartex group posted revenue of €109.9 Mn, up +0.6% at actual exchange rates compared to the 1st quarter of 2023/2024 (+0.1% at like for like exchange rates).

This demonstrates the Group's ability to be responsive and entrepreneurial, operating effectively in a constrained environment while taking advantage of more favourable commercial opportunities.

The rigorous operational management put in place last year as part of the strategic plan thus bore fruit in this quarter.

The **Fashion** division recorded sales of €82.5 Mn in the 1st quarter, up +1.6% at actual exchange rates (+1.1% at like for like exchange rates). With a particularly dynamic month of September for the textile market, Damart closed the first quarter with growth of +0.7% (+0.2% at like for like exchange rates). Over the period, the Xandres brand confirmed a solid performance with sales up +7.8% at real and like for like exchange rates.

The **Home & Lifestyle** division's sales amounted to €19.3 Mn in the first quarter, down -3.4% at actual exchange rates (-4.1% at like for like exchange rates). 3Pagen has been operating for several months in a market particularly impacted by the contraction of the German economy, and posted a decline in activity of -9.8% at real exchange rates. While Vitrine Magique ended the quarter slightly down -1.6% at real exchange rates, Coopers of Stortford reversed the trend of previous quarters with sales up +3.0% at real exchange rates (+1.3% at like for like exchange rates).



HEADQUARTERS

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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 number: FR 73 441 378 312

Finally, the **Healthcare** division recorded sales of €8.1 Mn in the quarter, up +0.3% at real and like for like exchange rates. The plan to stop the catalogue sales activity of home care accessories of the Almadia brand has been confirmed and will be effective at the end of the current half-year. This will enable the brand to concentrate its efforts on the pharmacy and service point channels. Restated for this activity, the division's sales growth was driven by all brands. Santéol and MSanté continued to perform well with sales growth of +10.4% and +4.4% respectively.

Prospects

The Group's business momentum during the quarter, the result of meticulous and rigorous management work, confirms the relevance of the operational and structural choices made as part of its **Dare. Act. Impact 2026** strategic plan.

Aware that the macroeconomic environment still calls for caution, Damartex is pursuing with agility, responsiveness and determination the deployment of the second chapter of its plan, in order to ensure the sustainable development and performance of the Group's activities.

PROFILE

The Damartex Group, one of Europe's leading distributors for seniors, has the ambition to become the European leader in the Silver Economy. It includes three divisions:

- "Fashion": Damart, Xandres
- Home & Lifestyle: 3 Pagen, Magic Showcase, Coopers of Stortford
- Healthcare: Almadia, Santéol, MSanté

The Group is mainly present in Europe, particularly in France, Great Britain, Belgium and Germany.

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CALENDAR

- Group Shareholders' Meeting:
November 21, 2024



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