

Sales For the 2nd quarter of the 2024/2025 Financial Year

Resilience of the business over the first half and continued implementation of the *Dare. Act. Impact 2026* strategic plan

CONSOLIDATED FIGURES (in millions of euros)	2023/24 Published	2023/2024 Restated*	2024/25	Change (real rates)	Change (like for like exchange rates)
1st quarter	109,3	108,0	109,0	+0,9%	+0,5%
2nd quarter	183,6	182,2	175,6	-3,7%	-4,4%
First half-year	292,9	290,2	284,6	-2,0%	-2,6%

*The 2023/2024 accounts have been restated following the cessation of the catalogue sales activity of the Almadia brand

Damartex closed the first half of the 2024/2025 financial year with revenue of €284.6 Mn, slightly down compared to the previous year (-2.0% at actual exchange rates and -2.6% at like for like exchange rates).

Despite the impact of the economic situation over the period, the Group's business proved resilience, supported by effective operational management and a promising dynamic in digital and physical sales.

However, sales for the second quarter amounted to €175.6 Mn, down -3.7% at actual exchange rates (-4.4% at like for like exchange rates). This quarter, penalised by inclement weather for the consumption of thermal textiles, masks the good performance of the Home & Lifestyle brands.

Despite a positive first quarter, the “**Fashion**” division posted revenue of €218.6 Mn for the half-year, down -3.6% at actual exchange rates (-4.2% at like for like exchange rates). Sales in the second quarter were down -6.5% at actual exchange rates (-7.1% at like for like exchange rates). The Damart brand closed the quarter with revenue down -7.2% at actual exchange rates (-7.9% at like for like exchange rates) compared to the same period last year. This change is mainly due to a decline in consumption of underwear from the Thermolactyl range.

Xandres, an "affordable luxury" brand, is continuing its multi-channel conquest with strong revenue growth in the second quarter (+10.6% at real and like for like exchange rates).

The “**Home & Lifestyle**” division returned to growth, driven by the operational and strategic choices made by the Group, and ended the first half with sales of €51.5 Mn, up +4.1% at actual exchange rates (+2.9% at like for like exchange rates).



HEADQUARTERS

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Public limited company with a Management Board and Supervisory Board
Capital: €57,991,500
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rates). The second quarter was particularly dynamic for the Coopers of Stortford and 3Pagen brands with overall sales growth of +13.9% and +8.3% respectively at actual exchange rates. This trend is mainly due to a strong performance in digital sales.

The "Healthcare" division posted sales of €14.5 Mn, up +3.0% over the first half at real and like for like exchange rates. In the second quarter, the division's activity remained stable at €7.4 Mn, driven in particular by the Santéol brand, up +5.0%. Almadia, whose catalogue sales activity has now been discontinued, closed the period with a structural decline in sales of -6.2%.

In a still unstable environment, the Group confirms its commercial resilience, marked by the successful completion of the management work carried out by each of its divisions.

Damartex is methodically continuing to roll out the second chapter of its **Dare. Act. Impact 2026 strategic plan**, dedicated to the sustainable development of its activities, with agility, prudence and rigorous execution as its watchwords.

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

- H1 2024-2025 results: March 11, 2025
- H1 2024-2025 financial information meeting: March 12, 2025
- Q3 2024-2025 revenue: April 17, 2025



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