

Consolidated Financials Q3FY15 (IFRS)

- ✓ Fourlis Group, during the first nine months of 2015, realized **sales € 294,5 million**, in continuing retail operations vs € 283,0 mio same period last year. Overall sales were € 295,6 flat vs same period last year.
- ✓ 9MFY15 **EBITDA was € 18,3 million** vs € 14,3 million in 9MFY14.
- ✓ Consolidated **Losses Before Taxes** were **€ 4,0 million** vs losses € 9,3 million in 9MFY14.
- ✓ The Group realized **Net Loss € 3,6 million** compared to Net Loss of € 10,2 million in 9MFY14.

	<u>Sales</u>			<u>EBITDA</u>			<u>PBT</u>		
	<u>9MFY15</u>	<u>9MFY14</u>	<u>Δ%</u>	<u>9MFY15</u>	<u>9MFY14</u>	<u>Δ%</u>	<u>9MFY15</u>	<u>9MFY14</u>	<u>Δ%</u>
Retail Home Furnishings (IKEA)	194,09	187,69	3,4%	13,63	10,78	26,5%	-2,04	-4,12	-50,5%
Retail Sporting Goods (INTERSPORT)	96,75	91,31	6,0%	6,81	6,59	3,4%	0,62	1,85	-66,6%
Retail Fashion Goods (NEW LOOK)	1,14	2,61	-56,5%	-0,70	-0,81	-13,5%	-0,70	-1,39	-49,5%
Electricals & Electronics	3,68	14,07	-73,8%	-0,82	-1,71	-51,9%	-0,97	-2,31	-58,0%
Holding Company & Consolidation Differences	-0,04	-0,09	-58,7%	-0,60	-0,50	20,1%	-0,93	-3,27	-71,6%
GROUP	295,62	295,58	0,0%	18,32	14,35	27,7%	-4,03	-9,25	-56,5%

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales of € 194,1 million in 9MFY15, 3,4% higher vs 9MFY14. EBITDA was € 13,6 million versus € 10,8 million in 9MFY14, while losses before taxes were € 2,0 million vs losses € 4,1 million in 9MFY14.

Despite the negative impact of capital controls in Greece, during the course of Q3FY15, sales were slightly positive versus Q3FY14.

7 IKEA stores operate today (5 in Greece, one in Cyprus and one in Sofia, Bulgaria) and 6 Pick-up Points. 5 of them in Greece (Rhodes Island, Patras, Chania, Heraklion and Komotini) and one in Varna, Bulgaria since July 2015. Finally IKEA e-commerce is fully operational in the three countries Greece, Bulgaria and Cyprus.

Retail Sporting Goods activity (INTERSPORT), realized € 96,7 million sales 6,0% higher versus 9MFY14 (€ 91,3 million). The EBITDA was € 6,8 million compared to € 6,6 million in 9MFY14 improved by 3,4%. The Profits before taxes were € 0,6 million vs € 1,8 million for the same period last year. Fourlis Group currently operates 107 Intersport stores in the region (47 in Greece, 28 in Romania, 5 in Bulgaria, 23 in Turkey and 4 in Cyprus) compared to 98 stores at the end of 9MFY14.

Following the agreement for the franchise rights to develop **The Athlete's Foot store** network in Greece and Turkey, two additional stores opened in Athens and one in Istanbul. Today 4 stores operate in Athens and 2 in Istanbul.

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Fourlis Holdings S.A.

I.R. Department