

Consolidated Financials FY15 (IFRS)

- ✓ Fourlis Group, during 2015, realized **sales € 413,3 million**, in continuing retail operations vs € 395,5 million in 2014. Overall sales were € 414,4 million (€ 413,4 million 2014).
- ✓ FY15 **EBITDA was € 32,6 million** vs € 25,9 million in FY14 an **increase of 25,9%**.
- ✓ Consolidated **Profits Before Taxes** were **€ 2,5 million** vs losses € 9,1 million in FY14.
- ✓ The Group realized **Net Profit € 253 thousand** compared to Net Loss of € 11,5 million in FY14.

| | <u>Sales</u> | | | <u>EBITDA</u> | | | <u>PBT</u> | | |
|---|--------------|-------------|--------------|---------------|-------------|--------------|-------------|-------------|--------------|
| | <u>FY15</u> | <u>FY14</u> | <u>Index</u> | <u>FY15</u> | <u>FY14</u> | <u>Index</u> | <u>FY15</u> | <u>FY14</u> | <u>Index</u> |
| Retail Home Furnishings (IKEA) | 279,55 | 267,74 | 104 | 25,55 | 19,67 | 130 | 4,58 | -1,07 | - |
| Retail Sporting Goods (INTERSPORT) | 129,23 | 122,35 | 106 | 10,93 | 10,83 | 101 | 2,84 | 4,31 | 66 |
| Retail Fashion Goods (NEW LOOK) | 1,18 | 3,62 | 33 | -0,71 | -1,06 | 67 | -0,71 | -3,81 | 19 |
| Electricals & Electronics | 4,53 | 19,78 | 23 | -2,34 | -2,80 | 84 | -2,98 | -3,46 | 86 |
| Holding Company & Consolidation Differences | -0,05 | -0,12 | 41 | -0,82 | -0,74 | 112 | -1,21 | -5,11 | 24 |
| GROUP | 414,44 | 413,37 | 100 | 32,61 | 25,91 | 126 | 2,52 | -9,14 | - |

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales of € 279,5 million in FY15, 4,4% higher vs FY14 (€ 267,7 million). EBITDA was € 25,6 million versus € 19,7 million in FY14, while Profits Before Taxes were € 4,6 million vs losses € 1,1 million in FY14.

Despite the impact of the crisis in Greece, during the course of Q4FY15, sales were 6,8% positive versus Q4FY14.

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 € 129,2 million sales 5,6% higher versus FY14 (€ 122,4 million).

Q4FY15 sales were 4,6% higher vs Q4FY14 in the 5 countries that Intersport has presence for Fourlis Group. The EBITDA was € 10,9 million compared to € 10,8 million in FY14. The Profits before taxes were € 2,8 million vs € 4,3 million in 2014.

Fourlis Group currently operates 106 Intersport stores in the region (47 in Greece, 28 in Romania, 5 in Bulgaria, 22 in Turkey and 4 in Cyprus) compared to 103 stores at the end of FY14 and 6

The Athlete's Foot stores (4 in Greece, 2 in Turkey).

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Fourlis Holdings S.A.
I.R. Department