

Presentation at the Hellenic Fund and Asset Management Association

According to the financial Calendar 2016, today March 9, 2016, Mr. V. Fourlis, Executive Chairman of the BoD of Fourlis Holdings S.A. and Mr A. Petalas, CEO of FOURLIS Holdings S.A. presented the FY15 financials of the Group, at the Hellenic Fund and Asset Management Association.

- ✓ 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 Fournalis 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.

Fournalis 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).

March 9, 2016
Fournalis Holdings S.A.
I.R. Department