

Consolidated Financials Q4FY14 (IFRS)

- ✓ Fournalis Group, during 2014, realized **sales € 413,4 million** 2,5% higher vs same period last year (€ 403,3 mio).
- ✓ Q4FY14 was the third consecutive quarter for IKEA stores with y-o-y revenue growth since 2011
- ✓ FY14 **EBITDA was € 25,9 million** 1,9% up vs FY13 (€ 25,4 million).
- ✓ Consolidated **Losses Before Taxes** were **€ 9,1 million** (profit €0,3 million excluding the one-off expenses and impairment) vs losses € 5,8 million in FY13.
- ✓ The Group realized **Net Loss € 11,5 million** compared to Net Loss of € 8,3 million in FY13.

	Sales			EBITDA			PBT		
	FY14	FY13	Index	EBITDA (adjusted)			PBT (adjusted)		
				FY14	FY13	Index	FY14	FY13	Index
Retail Home Furnishings (IKEA)*	267,74	266,36	101	19,67	21,31	92	-1,07	1,08	-
							0,63	1,08	58
Retail Sporting Goods (INTERSPORT)	122,35	111,02	110	10,83	7,57	143	4,31	-1,80	-
Retail Fashion Goods (NEW LOOK)	3,62	3,86	94	-1,06	-1,02	103	-3,81	-1,82	210
Electricals & Electronics	19,78	22,28	89	-2,80	-1,51	185	-3,46	-2,17	159
Holding Company & Consolidation Differences	-0,12	-0,25	49	-0,74	-0,92	80	-5,11	-1,13	451
GROUP	413,37	403,27	103	25,91	25,42	102	-9,14	-5,84	156
				27,51	25,42	108	0,32	-5,84	-

Amounts in million EUR

*Adjusted figures are net of records related to one-off expenses and impairment

Retail Home Furnishing and Accessories activity (IKEA) realized sales of € 267,7 million in FY14, 0,5% higher vs FY13. EBITDA was € 19,7 million 7,7% lower versus FY13 (€ 21,3 million), while profit before taxes was € 0,6 million vs € 1,1 million in FY13.

Q4FY14 was the fourth consecutive quarter with y-o-y revenue growth since 2011.

7 IKEA stores operate today (5 in Greece, one in Cyprus and one in Sofia, Bulgaria) and 5 Pick-up Points in Greece (Rhodes Island, Patras, Chania, Heraklion and Komotini). Finally IKEA e-commerce in Greece operates since September 2014

Retail Sporting Goods activity (INTERSPORT), realized € 122,4 million sales 10,2% higher versus FY13 (€ 111,0 million). The EBITDA was € 10,8 million compared to € 7,6 million in FY13 improved by 43,2%. The profits before taxes were € 4,3 million vs losses € 1,8 million for the same period last year. Fourlis Group currently operates 103 Intersport stores in the region (45 in Greece, 27 in Romania, 5 in Bulgaria, 22 in Turkey and 4 in Cyprus) compared to 91 stores at the end of 2013. As it has been announced, Intersport obtained the franchise rights to develop **The Athlete's Foot store** network in Greece and Turkey. The first stores will open within 2015.

Finally, the discontinuation of **the wholesale of Home Electrical Appliances activity** is in progress.,

24 February 2015
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I.R. Department