

### Presentation at the Hellenic Fund and Asset Management Association

According to the financial Calendar 2015, today February 25, 2015, Mr Apostolos Petalas, CEO of Fournalis Group presented the FY14 financials of the Group, at the Hellenic Fund and Asset Management Association.

- ✓ 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.

	<u>Sales</u>			<u>EBITDA</u>			<u>PBT</u>		
	<u>FY14</u>	<u>FY13</u>	<u>Index</u>	<u>FY14</u>	<u>FY13</u>	<u>Index</u>	<u>FY14</u>	<u>FY13</u>	<u>Index</u>
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.,

**25 February 2015**  
**Fourlis Holdings S.A.**  
**I.R. Department**