

**Consolidated Financials FY13 (IFRS)**

- ✓ Fourlis Group, during 2013, realized **sales € 403,3 million**, vs € 420,3 same period last year.
- ✓ FY13 **EBITDA was € 25,4 million** 26,6% up vs FY12 (€ 20,1 million).
- ✓ Consolidated **Losses Before Taxes** were **€ 5,8 million** vs losses € 11,7 million in 2012.
- ✓ The Group realized **Net Loss € 8,3 million** compared to Net Loss of € 11,3 million in 2012. The net result of the group was negatively affected by, € 1,3 million due to a tax provision on non-tax reserves, according to the new applicable tax Law 4172/2013 and € 2,0 million negative foreign exchange differences from the operation in Turkey.

	<u>Sales</u>			<u>EBITDA</u>			<u>PBT</u>		
	<u>FY13</u>	<u>FY12</u>	<u>Δ%</u>	<u>FY13</u>	<u>FY12</u>	<u>Δ%</u>	<u>FY13</u>	<u>FY12</u>	<u>Δ%</u>
Retail Home Furnishings (IKEA)	266,36	286,48	-7,0%	21,31	18,10	17,8%	1,08	-1,97	-
Retail Sporting Goods (INTERSPORT)	111,02	106,32	4,4%	7,57	6,15	23,1%	-1,80	-0,95	-
Retail Fashion Goods (NEW LOOK)	3,86	3,78	2,2%	-1,02	-1,39	-	-1,82	-2,01	-
Electricals & Electronics	22,28	24,06	-7,4%	-1,51	-1,94	-	-2,17	-2,89	-
Holding Company & Consolidation Differences	-0,25	-0,38	35,6%	-0,92	-0,83	-	-1,13	-3,89	-
<b>GROUP</b>	<b>403,27</b>	<b>420,25</b>	<b>-4,0%</b>	<b>25,42</b>	<b>20,09</b>	<b>26,6%</b>	<b>-5,84</b>	<b>-11,70</b>	<b>-</b>

Amounts in million EUR

**Retail Home Furnishing and Accessories activity (IKEA)** realized sales of € 266,4 million in FY13, 7,0% lower than 2012. EBITDA was € 21,3 million 17,8% higher versus 2013 (€ 18,1 million), while the profits before taxes were € 1,1 million vs losses € 2,0 million in 2012. 7 IKEA stores operate today (5 in Greece, one in Cyprus and one in Sofia, Bulgaria) and 4 Pick up Points in Greece (Rhodes Island, Patras, Chania and Heraklion).

**Retail Sporting Goods activity (INTERSPORT)**, realized € 111,0 million sales 4,4% higher versus FY12 (€ 106,3 million). The EBITDA was € 7,6 million compared to € 6,1 million in FY12 improved by 23,1%. The losses before taxes were € 1,8 million vs € 951 thousand for the same period last year. Despite the good performance on EBITDA level, PBT was affected negatively by € 2,0 million of foreign exchange differences, from the operation in Turkey.

Fourlis Group currently operates 90 Intersport stores in the region (41 in Greece, 25 in Romania, 4 in Bulgaria, 17 in Turkey and 3 in Cyprus) compared to 84 stores at the end of 2012.

Finally, the **wholesale of Home Electrical Appliances activity**, realized sales € 22,3 million vs 24,1 million same period last year and € 2,2 million losses before taxes vs 2,9 million losses last year.

**25 February 2014**

**Fourlis Holdings S.A.**

**I.R. Department**