

Consolidated Financials Q3FY13 (IFRS)

Fourlis Group, during the first nine months of 2013, realized **sales € 288,6 million**, 4,9% lower vs same period last year.

9MFY13 **EBITDA was € 14,2 million** 49,2% up vs same period of 2012 (€ 9,5 million).

Consolidated **Losses Before Taxes** were **€ 9,2 million** vs losses € 12,4 million in 9M2012.

The Group realized **Net Loss € 8,8 million** compared to Net Loss of € 11,4 million in 9M2012.

	Sales			EBITDA			PBT		
	9MFY13	9MFY12	Δ%	9MFY13	9MFY12	Δ%	9MFY13	9MFY12	Δ%
Retail Home Furnishings (IKEA)	187,20	203,03	-7,8%	11,95	8,91	34,2%	-3,25	-6,74	-
Retail Sporting Goods (INTERSPORT)	81,98	79,86	2,7%	4,46	3,72	19,9%	-2,53	-1,26	-
Retail Fashion Goods (NEW LOOK)	2,76	2,59	6,7%	-0,84	-1,19	-	-1,44	-1,63	-
Electricals & Electronics	16,76	18,24	-8,2%	-0,67	-1,25	-	-1,17	-1,99	-
Holding Company & Consolidation Differences	-0,08	-0,34	-	-0,68	-0,66	-	-0,76	-0,78	-
GROUP	288,61	303,38	-4,9%	14,22	9,53	49,2%	-9,15	-12,41	-

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales of € 187,2 million in 9MFY13, 7,8% lower than 9MFY12. EBITDA was € 11,9 million versus € 8,9 million the same period last year, while the losses before taxes for the activity were € 3,3 million vs losses € 6,7 million in 9MFY12. Seven IKEA stores operate today (5 in Greece, one in Cyprus and one in Sofia, Bulgaria). Following the opening of 3 more IKEA ordering points, today there are 4 in Greece, in Rhodes Island, in Patras, in Chania and in Heraklion.

Retail Sporting Goods activity (INTERSPORT), realized € 82,0 million sales 2,7% higher than the 9MFY12 (€ 79,9 million). EBITDA was € 4,5 million compared to € 3,7 million in 9MFY12 and the losses before taxes were € 2,5 million vs € 1,3 million for the same period last year. Although the good performance on EBITDA level, losses on PBT level increased due to foreign exchange differences coming from the operation in Turkey.

Fourlis Group currently operates 89 Intersport stores in the region (41 in Greece, 24 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 € 16,8 million vs 18,2 million same period last year and € 1,2 million losses before taxes vs 2,0 million losses last year.

26 November 2013
Fourlis Holdings S.A.
I.R. Department