

### Consolidated Financials Q3FY12 (IFRS)

Fourlis Group, during the first nine months of 2012, realized **sales € 303,4 million**, 2,8% lower than the same period last year (€ 312,0 million in continuing operations).

9MFY12 **EBITDA was € 9,5 million** (€ 20,5 million in 9MFY11).

Consolidated **Losses Before Taxes** were **€ 12,4 million** compared to profits € 3,8 million in the same period last year.

The Group realized **Net Loss € 11,4 million** compared to Net Profits of € 1,6 million in 9MFY11.

### Financials by activity (IFRS)

	<u>Sales</u>			<u>EBITDA</u>			<u>PBT</u>		
	9MFY12	9MFY11	Δ%	9MFY12	9MFY11	Δ%	9MFY12	9MFY11	Δ%
Retail Home Furnishings (IKEA)	203,03	221,73	-8,4%	8,91	17,45	-49,0%	-6,74	5,93	-
Retail Sporting Goods (INTERSPORT)	79,86	65,99	21,0%	3,72	2,93	26,8%	-1,26	-1,37	-
Retail Fashion Goods (NEW LOOK)	2,59	0,31	733,9%	-1,19	-0,43	-	-1,63	-0,47	-
Electricals & Electronics	18,24	26,37	-30,8%	-1,25	0,98	-	-1,99	0,20	-
Holding Company & Consolidation Differences	-0,34	-0,08	-	-0,66	-0,46	-	-0,78	-0,46	-
<b>GROUP</b>	<b>303,38</b>	<b>314,32</b>	<b>-3,5%</b>	<b>9,53</b>	<b>20,47</b>	<b>-53,4%</b>	<b>-12,41</b>	<b>3,81</b>	<b>-</b>

Amounts in million EUR

**Retail Home Furnishings activity (IKEA)** realized sales of € 203,0 million in 9MFY12, 8,4% lower than the same period last year, while sales in Greece were 20,0% lower versus same period last year. The EBITDA was € 8,9 million compared to € 17,4 million in 9MFY11 while the losses before taxes for the activity were € 6,7 million vs profits € 5,9 million same period last year . Seven IKEA stores operate today (5 in Greece, one in Cyprus and one in Sofia, Bulgaria). Recently the Group launched the first IKEA ordering point in Rhodes Island, aiming to better serve the inhabitants of the specific area.

**Retail Sporting Goods activity (INTERSPORT),** realized € 79,9 million sales 21,0% higher than the 9MFY11 (€ 66,0 million) mainly due to the new Turkish activity contribution. The EBITDA was € 3,7 million compared to € 2,9 million in 9MFY11 and the losses before taxes were € 1,3 million vs € 1,4 million for the same period last year. Fourlis Group currently operates 84 Intersport stores in the region (39 in Greece, 22 in Romania, 5 in Bulgaria, 16 in Turkey and 2 in Cyprus) compared to 76 stores in the same period last year.

Finally, **the wholesale of electrical and electronics activity,** realized sales € 18,2 million in 9MFY12 and € 2,0 million losses before taxes.

Despite the escalating recession in Greece, Fourlis Group continue to plan for future growth and at the same time, to focus on the operating expenses reduction and sufficient liquidity levels.

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**Fourlis Holdings S.A.**  
**I.R. Department**