

Consolidated Financials Q2FY15 (IFRS)

- ✓ Fourlis Group, during H1FY15, realized **sales € 183,1 million** 2,3% higher vs same period last year (€ 179,0 mio).
- ✓ H1FY15 **EBITDA was € 7,0 million** vs € 6,4 million in H1FY14.
- ✓ Consolidated **Losses Before Taxes** were **€ 7,5 million** vs losses € 7,2 million in H1FY14.
- ✓ The Group realized **Net Loss € 6,5 million** compared to Net Loss of € 5,8 million in H1FY14.

	Sales			EBITDA			PBT		
	<u>H1FY15</u>	<u>H1FY14</u>	<u>Δ%</u>	<u>H1FY15</u>	<u>H1FY14</u>	<u>Δ%</u>	<u>H1FY15</u>	<u>H1FY14</u>	<u>Δ%</u>
Retail Home Furnishings (IKEA)	117,50	111,19	5,7%	5,04	4,49	12,1%	-5,43	-5,28	2,9%
Retail Sporting Goods (INTERSPORT)	62,07	56,83	9,2%	3,82	3,57	6,8%	0,08	0,54	-85,8%
Retail Fashion Goods (NEW LOOK)	1,11	1,71	-35,3%	-0,78	-0,55	42,4%	-0,74	-0,92	-19,7%
Electricals & Electronics	2,41	9,28	-74,0%	-0,64	-0,75	-14,8%	-0,76	-1,13	-32,9%
Holding Company & Consolidation Differences	-0,03	-0,05	-45,6%	-0,41	-0,34	21,3%	-0,68	-0,43	57,7%
GROUP	183,05	178,96	2,3%	7,02	6,43	9,2%	-7,54	-7,22	4,4%

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales of € 117,5 million in H1FY15, 5,7% higher vs H1FY14. EBITDA was € 5,0 million versus € 4,5 million in H1FY14, while losses before taxes were € 5,4 million vs losses € 5,3 million in H1FY14.

During the course of H1FY15 the sales trend continued to improve, reaching the level of +4,0% y-o-y.

7 IKEA stores operate today (5 in Greece, one in Cyprus and one in Sofia, Bulgaria) and 6 Pick-up Points. 5 of them in Greece (Rhodes Island, Patras, Chania, Heraklion and Komotini) and one in Varna, Bulgaria since July 2015. Finally IKEA e-commerce is fully operational in the three countries Greece, Bulgaria and Cyprus.

Retail Sporting Goods activity (INTERSPORT), realized € 62,1 million sales 9,2% higher versus H1FY14 (€ 56,8 million). The EBITDA was € 3,8 million compared to € 3,6 million in H1FY14 improved by 6,8%. The Profits before taxes were € 0,1 million vs € 0,5 million for the same period last year. Fourlis Group currently operates 106 Intersport stores in the region (47 in Greece, 28 in Romania, 5 in Bulgaria, 22 in Turkey and 4 in Cyprus) compared to 98 stores at the end of H1FY14.

Following the agreement for the franchise rights to develop **The Athlete's Foot store** network in Greece and Turkey, the first 3 stores (2 in Athens and 1 in Istanbul) are already open with promising results.

Last but not least, the discontinuation of the retail fashion activity (NEWLOOK) was completed, by closing NEWLOOK network in Romania.

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Fourlis Holdings S.A.
I.R. Department