

Consolidated Financials H1FY16 (IFRS)

- ✓ Fourlis Group, during H1FY16, realized **sales € 193,7 million** 5,8% higher vs same period last year (€ 183,1 mio).
- ✓ H1FY16 **EBITDA was € 11,9 million** vs € 7,0 million in H1FY15.
- ✓ Consolidated **Losses Before Taxes** were **€ 4,0 million** vs losses € 7,5 million in H1FY15.
- ✓ The Group realized **Net Loss € 3,3 million** compared to Net Loss of € 6,5 million in H1FY15.

	<u>Sales</u>			<u>EBITDA</u>			<u>PBT</u>		
	H1FY16	H1FY15	Δ%	H1FY16	H1FY15	Δ%	H1FY16	H1FY15	Δ%
Retail Home Furnishings (IKEA)	127,61	117,50	8,6%	7,90	5,04	56,8%	-3,53	-5,43	-
Retail Sporting Goods (INTERSPORT)	65,86	62,07	6,1%	5,15	3,82	35,0%	0,78	0,08	907,3%
Retail Fashion Goods (NEW LOOK)	0,00	1,11	-100,0%	0,00	-0,78	-100,0%	0,00	-0,91	-100,0%
Electricals & Electronics	0,22	2,41	-90,7%	-0,71	-0,64	10,2%	-0,71	-0,76	-6,3%
Holding Company & Consolidation Differences	0,00	-0,03	-91,5%	-0,46	-0,41	12,0%	-0,57	-0,51	11,7%
GROUP	193,69	183,05	5,8%	11,89	7,02	69,4%	-4,04	-7,54	-

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales of € 127,6 million in H1FY16, 8,6% higher vs H1FY15. EBITDA was € 7,9 million versus € 5,0 million in H1FY15, while losses before taxes were € 3,5 million vs losses € 5,4 million in H1FY15.

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

Retail Sporting Goods activity (INTERSPORT), realized € 65,9 million sales 6,1% higher versus H1FY15 (€ 62,1 million). The EBITDA was € 5,2 million compared to € 3,8 million in H1FY15 and the profits before taxes were € 779 thousand vs profits € 77 thousand for the same period last year. Fourlis Group currently operates 111 Intersport stores in the region (48 in Greece, 29 in Romania, 7 in Bulgaria, 23 in Turkey and 4 in Cyprus) compared to 106 stores at the end of 2015 and 7 **The Athlete's Foot stores** (5 in Greece, 2 in Turkey).