

### Consolidated Financials Q3FY16 (IFRS)

- ✓ Fourlis Group, during the nine months of 2016, realized **sales of € 311,9 million** 5,5% higher vs same period last year (€ 295,6 mio).
- ✓ 9MFY16 **EBITDA was € 25,6 million** vs € 18,3 million in 9MFY15 an increase of 39,5%.
- ✓ Consolidated **Profits Before Taxes** were **€ 2,5 million** vs losses € 4,0 million in 9MFY15.
- ✓ The Group realized **Net Profits € 1,3 million** compared to Net Loss of € 3,6 million in 9MFY15.

	<u>Sales</u>			<u>EBITDA</u>			<u>PBT</u>		
	9MFY16	9MFY15	Δ%	9MFY16	9MFY15	Δ%	9MFY16	9MFY15	Δ%
Retail Home Furnishings (IKEA)	208,99	194,09	7,7%	18,67	13,63	36,9%	2,47	-2,04	-
Retail Sporting Goods (INTERSPORT)	102,71	96,75	6,2%	8,47	6,81	24,4%	1,80	0,62	191,2%
Discontinued Operations	0,24	4,82	-95,0%	-0,90	-1,53	-41,1%	-0,91	-1,85	-50,9%
Holding Company & Consolidation Differences	-0,01	-0,04	-64,1%	-0,68	-0,60	13,7%	-0,85	-0,76	11,4%
<b>GROUP</b>	<b>311,93</b>	<b>295,62</b>	<b>5,5%</b>	<b>25,56</b>	<b>18,32</b>	<b>39,5%</b>	<b>2,51</b>	<b>-4,03</b>	<b>-</b>

Amounts in million EUR

**Retail Home Furnishings activity (IKEA)** realized sales of € 209,0 million in 9MFY16, 7,7% higher vs 9MFY15. EBITDA was € 18,7 million versus € 13,6 million in 9MFY15, an increase of 40,0%, while profits before taxes were € 2,5 million vs losses € 2,0 million in 9MY15.

7 IKEA stores operate today (5 in Greece, one in Cyprus and one in Sofia, Bulgaria) and 7 Pick-up Points in Greece and Bulgaria (Rhodes Island, Patras, Chania, Heraklion, Komotini, Varna and Burgas which is the latest addition, inaugurated in October 2016). Finally IKEA e-commerce is fully operational in the three countries Greece, Bulgaria and Cyprus.

**Retail Sporting Goods activity (INTERSPORT)**, realized € 102,7 million sales 6,2% higher versus 9MFY15 (€ 96,8 million). The EBITDA was € 8,5 million compared to € 6,8 million in 9MFY15 an increase of 24,4% and the profits before taxes were € 1,8 million vs profits € 0,6 million for the same period last year. Fourlis Group currently operates 112 Intersport stores in the region (48 in Greece, 30 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).

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