

Presentation at the Hellenic Fund and Asset Management Association

According to the financial Calendar 2017, today March 15, 2015, Mr A. Petalas, CEO of FOURLIS Holdings S.A. and Mr. G. Alevizos, Finance Manager (Treasury, IR and Risk Management) presented the FY16 financials of the Group, at the Hellenic Fund and Asset Management Association.

- ✓ Fournalis Group, during 2016, realized **sales of € 428,1 million** 3,3% higher vs last year (€ 414,4 mio).
- ✓ FY16 **EBITDA was € 38,4 million** vs € 32,6 million in FY15 an **increase of 17,9%**.
- ✓ Consolidated **Profits Before Taxes** were **€ 7,7 million** vs profits of € 2,5 million in FY15.
- ✓ The Group realized **Net Profits of € 6,0 million** compared to Net Profits of € 0,25 million in FY15.

	<u>Sales</u>			<u>EBITDA</u>			<u>PBT</u>		
	<u>FY16</u>	<u>FY15</u>	<u>Index</u>	<u>FY16</u>	<u>FY15</u>	<u>Index</u>	<u>FY16</u>	<u>FY15</u>	<u>Index</u>
Retail Home Furnishings (IKEA)	291,34	279,55	104	29,12	25,55	114	6,96	4,58	152
Retail Sporting Goods (INTERSPORT)	136,49	129,23	106	11,86	10,93	109	2,32	2,84	82
Discontinued Operations	0,24	5,71	4	-1,30	-3,05	43	-0,13	-3,85	3
Holding Company & Consolidation Differences	-0,01	-1,18	1	-1,24	-0,12	1.035	-1,46	-0,17	881
GROUP	428,07	414,44	103	38,44	32,61	118	7,69	2,52	306

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales of € 291,3 million in FY16, 4,2% higher vs FY15 (€ 279,5 million). EBITDA was € 29,1 million versus € 25,6 million in FY15, an increase of 14,0%, while Profits Before Taxes were € 7,0 million vs profits of € 4,6 million in FY15.

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), one in Varna, Bulgaria and since October 2016 one in Burgas in Bulgaria. Finally IKEA e-commerce is fully operational in the three countries Greece, Bulgaria and Cyprus.

Retail Sporting Goods activity (INTERSPORT), realized € 136,5 million sales 5,6% higher versus FY15 (€ 129,2 million).

The EBITDA was € 11,9 million compared to € 10,9 million in FY15 an increase of 8,5%. The Profits before taxes were € 2,3 million vs € 2,8 million in 2015.

Fourlis Group currently operates 113 Intersport stores in the region (48 in Greece, 31 in Romania, 7 in Bulgaria, 23 in Turkey and 4 in Cyprus) compared to 106 stores at the end of FY15 and 8 **The Athlete's Foot stores** (7 in Greece, 1 in Turkey) versus 6 at the end of 2015.

March 15, 2017

Fourlis Holdings S.A.

I.R. Department