

Consolidated Financials Q1FY17 (IFRS)

- ✓ Fournalis Group, during Q1FY17, realized **sales € 89.1 million** 3,2% lower vs same period last year (€ 92,0 million).
- ✓ Q1FY17 **EBITDA was € 2,8 million** vs € 3,0 million in Q1FY16.
- ✓ Consolidated **Losses Before Taxes** were **€ 4,1 million** vs losses € 4,0 million in Q1FY16.
- ✓ The Group realized **Net Loss € 3,3 million** compared to Net Loss of € 3,2 million in Q1FY16.

	<u>Sales</u>			<u>EBITDA</u>			<u>PBT</u>		
	<u>Q1FY17</u>	<u>Q1FY16</u>	<u>Index</u>	<u>Q1FY17</u>	<u>Q1FY16</u>	<u>Index</u>	<u>Q1FY17</u>	<u>Q1FY16</u>	<u>Index</u>
Retail Home Furnishings (IKEA)	57,05	59,63	96	1,92	2,28	84	-2,31	-2,54	91
Retail Sporting Goods (INTERSPORT)	32,03	32,37	99	1,07	1,40	77	-1,49	-0,76	195
Discontinued Operations	0,00	-0,00	0	0,00	-0,45	0	0,00	-0,45	0
Holding Company & Consolidation Differences	-0,00	-0,01	29	-0,22	-0,21	101	-0,27	-0,27	100
GROUP	89,07	91,99	97	2,78	3,01	92	-4,07	-4,02	101

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales of € 57.1 million in Q1FY17, 4,3% lower vs Q1FY16 year (€ 59,6 million). EBITDA was € 1,9 million versus € 2,3 million in Q1FY16, while losses before taxes were € 2,3 million vs losses € 2,5 million in Q1FY16.

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

Retail Sporting Goods activity (INTERSPORT), realized € 32,0 million sales 1,1% lower versus Q1FY16 (€ 32,4 million). The EBITDA was € 1,1 million compared to € 1,4 million in Q1FY16 and the losses before taxes were € 1,5 vs losses € 0,8 million for the same period last year. Fournalis Group currently operates 113 Intersport stores in the region (50 in Greece, 31 in Romania, 7 in Bulgaria, 21 in Turkey and 4 in Cyprus) compared to 113 stores at the end of 2016 and 9 **The Athlete's Foot stores** (8 in Greece, 1 in Turkey).

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Fournalis Holdings S.A.

I.R. Department