

Consolidated Financials FY17 (IFRS)

- ✓ Fourlis Group, during 2017, realized **sales of € 434,1 million** 1,4% higher vs last year (€ 428,1 mio).
- ✓ FY17 **EBITDA was € 41,8 million** vs € 38,4 million in FY16 an **increase of 8.8%**.
- ✓ Consolidated **Profits Before Taxes** were **€ 14,5 million** vs profits of € 7,7 million in FY16 an **increase of 88.9%**.
- ✓ The Group realized **Net Profits of € 10,0 million** compared to Net Profits of € 6,0 million in FY16 an **increase of 67%**.

	<u>Sales</u>			<u>EBITDA</u>			<u>PBT</u>		
	<u>FY17</u>	<u>FY16</u>	<u>Index</u>	<u>FY17</u>	<u>FY16</u>	<u>Index</u>	<u>FY17</u>	<u>FY16</u>	<u>Index</u>
Retail Home Furnishings (IKEA)	291,31	291,34	100	30,98	29,12	106	13,77	6,96	198
Retail Sporting Goods (INTERSPORT)	142,73	136,49	105	11,87	11,86	100	1,86	2,32	-
Discontinued Operations	0,00	0,24	0	0,00	-1,30	0	0,00	-0,13	0
Holding Company & Consolidation Differences	0,01	-0,01	-169	-1,01	-1,24	81	-1,10	-1,46	75
GROUP	434,06	428,07	101	41,84	38,44	109	14,53	7,69	189

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales of € 291,3 million in FY17, flat vs FY16 (€ 291,3 million). FY17 sales in Greece decreased by 4.5% y-o-y, while in the other countries increased by 9.8% y-o-y. EBITDA was € 31,0 million in FY17 versus € 29,1 million in FY16. Profits Before Taxes in FY17 were € 13,8 million vs profits of € 7,0 million in FY16.

7 IKEA stores operate today (5 in Greece, one in Nicosia, Cyprus and one in Sofia, Bulgaria) and 7 Pick-up Points. 5 of them in Greece (Rhodes Island, Patras, Chania, Heraklion and Komotini) and two in Bulgaria (Varna and Burgas). Finally IKEA e-commerce in the three countries Greece, Bulgaria and Cyprus realized high growth rates.

Retail Sporting Goods activity (INTERSPORT), realized sales € 142,7 million 4,6% higher versus FY16 (€ 136,5 million). The EBITDA was € 11,9 million flat vs FY16 (€ 11,9 million). Profits before taxes were € 1,9 million vs € 2,3 million in 2016.

FOURLIS Group currently operates a network of 127 stores of Intersport and The Athlete's Foot (TAF). Today the store network consists of 50 Intersport stores in Greece, 29 in Romania, 23 in Turkey, 7 in Bulgaria and 4 in Cyprus. Respectively, there are 12 The Athlete's Foot stores in Greece and 2 in Turkey. E-sales in Greece realized high growth rates, while the execution of e-commerce in the other countries remains a priority for the Group.

13 March 2018
Fourlis Holdings S.A.
I.R. Department