

### Presentation at the Hellenic Fund and Asset Management Association

According to the financial Calendar 2018, today March 14, 2018, Mr A. Petalas, CEO of FOURLIS Holdings S.A. and Mr. G. Alevizos, Finance Manager (Treasury, IR and Risk Management) presented the FY17 financials of the Group, at the Hellenic Fund and Asset Management Association.

- ✓ 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>		
	FY17	FY16	Index	FY17	FY16	Index	FY17	FY16	Index
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.