

Consolidated Financials Q1FY18 (IFRS)

- ✓ Fourlis Group, during Q1FY18, realized sales of € 96,2 million 8% higher vs same period last year last year (€ 89,1 mio).
- ✓ Q1FY18 EBITDA was € 3,6 million vs € 2,8 million in Q1FY17, an increase of 28,1 %.
- ✓ Consolidated Losses Before Taxes were € 3,0 million vs losses € 4,1 million in Q1FY17.
- ✓ The Group realized Net Loss € 2,3 million compared to Net Loss of € 3,3 million in Q1FY17.

	Sales			EBITDA			PBT		
	Q1FY18	Q1FY17	Index	Q1FY18	Q1FY17	Index	Q1FY18	Q1FY17	Index
Retail Home Furnishings (IKEA)	61,87	57,05	108	2,79	1,92	145	-1,20	-2,31	52
Retail Sporting Goods (INTERSPORT)	34,31	32,03	107	1,02	1,07	95	-1,52	-1,49	102
Holding Company & Consolidation Differences	0,00	-0,00	-193	-0,25	-0,22	118	-0,29	-0,27	110
GROUP	96,18	89,07	108	3,56	2,78	128	-3,01	-4,07	74

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales of € 61,9 million in Q1FY18, increased by 8,4% vs Q1FY17 (€ 57,1 million). Q1FY18 sales in Greece increased by 6,2% versus Q1FY17, while in the other countries increased by 12,7% versus Q1FY17. EBITDA was € 2,8 million in Q1FY18 versus € 1,9 million in Q1FY17, while Losses Before Taxes in Q1FY18 were € 1,2 million vs losses € 2,3 million in Q1FY17.

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 € 34,3 million 7,1% higher versus Q1FY17 (€ 32,0 million). The increase is mainly attributed to the Greek operation, since Greece increased by 16,2%, while the other countries realized marginal increase. Both EBITDA and Losses Before Taxes remained flat y-o-y. Specifically, EBITDA at €1,0 mio in Q1FY18 while losses before taxes at € 1,5 mio.

FOURLIS Group currently operates a network of 128 stores of Intersport and The Athlete's Foot (TAF). Today the store network consists of 50 Intersport stores in Greece, 29 in Romania, 24 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.