

Consolidated Financials H1FY18 (IFRS)

- ✓ Fourlis Group, during H1FY18, realized **sales of € 202,1 million, 5,6%** higher vs same period last year last year (€ 191,3 mio).
- ✓ H1FY18 **EBITDA was € 12,8 million** vs € 11,1 million in H1FY17, an **increase of 15,1 %**.
- ✓ Consolidated **Profit Before Taxes** were **€ 0,3 million** vs losses € 2,4 million in H1FY17.
- ✓ The Group realized **Net Profit € 0,4 million** compared to Net Loss of € 2,1 million in H1FY17.

	Sales			EBITDA			PBT		
	H1FY18	H1FY17	Index	H1FY18	H1FY17	Index	H1FY18	H1FY17	Index
Retail Home Furnishings (IKEA)	130,84	124,73	105	8,82	7,27	121	1,20	-1,33	n/c
Retail Sporting Goods (INTERSPORT)	71,24	66,59	107	4,53	4,34	104	-0,30	-0,46	64
Holding Company & Consolidation Differences	0,00	0,00	100	-0,55	-0,49	113	-0,63	-0,60	106
GROUP	202,09	191,31	106	12,80	11,12	115	0,27	-2,38	n/c

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales of € 130,8 million in H1FY18, increased by 4,9% vs H1FY17 (€ 124,7 million). H1FY18 sales in Greece increased by 3%, while in the other countries increased by 8,2% versus H1FY17. EBITDA was € 8,8 million in H1FY18 versus € 7,3 million in H1FY17. Profits before Taxes in H1FY18 were € 1,2 million vs losses € 1,3 million in H1FY17.

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 continue to realize high growth rates.

Retail Sporting Goods activity (INTERSPORT), realized sales € 71,2 million 7% higher versus H1FY17 (€ 66,6 million). In Greece sales increased by 11,4%. In the other countries sales increased by 2,4% average, while all the countries Romania, Cyprus, Bulgaria and Turkey realized high growth rates in local currency. EBITDA was € 4,5 million in H1FY18 versus € 4,3 million in H1FY17 (increase 4,4%) Losses Before Taxes decreased into € 0,3 million vs losses € 0,5 million in H1FY17

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. The electronic sales (e-commerce) in Greece realized high growth rates, while the execution of e-commerce in the other countries will start within the next months.

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Fourlis Holdings S.A.
I.R. Department