

**Press Release**

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

Today, September 5<sup>th</sup> 2018, Fourlis Group management presented at the Hellenic Fund and Asset Management Association, the first half 2018 financial results as well as the Fourlis Group prospective.

The executive chairman Mr Vassilis Fourlis, mentioned that the Group will invest € 8 million in logistics and further expansion of e-commerce of the athletic goods activity up until 2020. Furthermore, he also made special reference on the immaterial impact on the consolidated figures of the Group from the activity of the athletic goods in Turkey, due to the recent devaluation of the local currency. On the contrary, as Mr Fourlis mentioned, the market in Turkey has a lot of opportunities for INTERSPORT, due to its size, the demographics and the competition structure.

As regards the 2025 medium term strategy of the Group, a stable target remains the geographical expansion with the existing brands IKEA and INTERSPORT, as well as a new retail concept introduction, which will strengthen further the Group and it will accelerate growth.

**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.

**5 September 2018**  
**Fourlis Holdings S.A.**  
**I.R. Department**