

### Consolidated Financials 9MFY18 (IFRS)

- ✓ Fourlis Group, during the nine months of 2018, realized **sales of € 325,8 million, 3,8% higher** vs same period last year last year (€ 313,7 mio).
- ✓ 9MFY18 **EBITDA was € 28,5 million** vs € 26,5 million in 9MFY17, an **increase of 7,3 %**.
- ✓ Consolidated **Profit Before Taxes were € 9,5 million** vs Profit € 6,1 million in 9MFY17.
- ✓ The Group realized **Net Profit € 7,6 million** compared to Net Profit of € 4,3 million in 9MFY17.

	Sales			EBITDA			PBT		
	9MFY18	9MFY17	Index	9MFY18	9MFY17	Index	9MFY18	9MFY17	Index
Retail Home Furnishings (IKEA)	213,07	207,91	102	20,25	19,36	105	8,80	6,42	137
Retail Sporting Goods (INTERSPORT)	112,69	105,80	107	9,08	7,95	114	1,71	0,57	299
Holding Company & Consolidation Differences	0,003	0,002	117	-0,86	-0,77	-112	-0,98	-0,93	-106
<b>GROUP</b>	<b>325,76</b>	<b>313,72</b>	<b>104</b>	<b>28,46</b>	<b>26,54</b>	<b>107</b>	<b>9,52</b>	<b>6,06</b>	<b>157</b>

Amounts in million EUR

**Retail Home Furnishing and Accessories activity (IKEA)** realized sales of € 213,1 million in 9MFY18, increased by 2,5% vs 9MFY17 (€ 207,9 million). In Greece sales increased by 0,8%, while in the other countries increased by 5,7% versus 9MFY17. EBITDA was € 20,3 million in 9MFY18 versus € 19,4 million in 9MFY17. Profits before Taxes in 9MFY18 were € 8,8 million vs Profits € 6,4 million in 9MFY17.

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). A new Pick-up Point will open soon in Plovdiv, Bulgaria. 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 € 112,7 million 6,5% higher versus 9MFY17 (€ 105,8 million). In Greece sales increased by 10,9%. In the other countries sales increased by 1,9% average, while all the countries Romania, Cyprus, Bulgaria and Turkey realized high growth rates in local currency. EBITDA was € 9,1 million in 9MFY18 versus € 7,9 million in 9MFY17 (increase 14,2%) Profits Before Taxes increased into € 1,7 million vs profits € 0,6 million in 9MFY17

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. 4 more Intersport stores are expected to open until the end of the year. 2 in Romania 1 in Bulgaria and 1 in Cyprus. 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**