

Consolidated Financials FY18 (IFRS)

- ✓ Fourlis Group, during 2018, realized **sales of € 448,5 million** 3,3% higher vs last year (€ 434,1 mio).
- ✓ FY18 **EBITDA was € 44,3 million** vs € 41,8 million in FY17, an **increase of 5,8%**.
- ✓ Consolidated **Profits Before Taxes** were **€ 18,5 million** vs profits of € 14,5 million in FY17, an **increase of 27,1%**.
- ✓ The Group realized **Net Profits of € 14,3 million** compared to Net Profits of € 10,0 million in FY17, an **increase of 42,4%**.

	<u>Sales</u>			<u>EBITDA</u>			<u>PBT</u>		
	<u>FY18</u>	<u>FY17</u>	<u>Index</u>	<u>FY18</u>	<u>FY17</u>	<u>Index</u>	<u>FY18</u>	<u>FY17</u>	<u>Index</u>
Retail Home Furnishings (IKEA)	296,70	291,31	102	32,13	30,98	104	15,78	13,77	115
Retail Sporting Goods (INTERSPORT)	151,79	142,73	106	13,53	11,87	114	3,91	1,86	210
Holding Company & Consolidation Differences	0,001	0,012	8	-1,40	-1,01	138	-1,22	-1,10	111
GROUP	448,49	434,06	103	44,27	41,84	106	18,47	14,53	127

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales of € 296,7 million in FY18, increased by 1,8% vs FY17 (€ 291,3 million). FY18 sales in Greece increased by 0,6% y-o-y, while in the other countries increased by 4,1% y-o-y. EBITDA was € 32,1 million in FY18 versus € 31 million in FY17. Profits Before Taxes in FY18 were € 15,8 million vs Profits of € 13,8 million in FY17.

7 IKEA stores operate today (5 in Greece, one in Nicosia, Cyprus and one in Sofia, Bulgaria) and 8 Pick-up Points. 5 of them in Greece (Rhodes Island, Patras, Chania, Heraklion and Komotini) and three in Bulgaria (Varna, Burgas and Plovdiv). Finally, IKEA e-commerce in the three countries Greece, Bulgaria and Cyprus, continue to realize high growth rates.

Retail Sporting Goods activity (INTERSPORT & THE ATHLETE'S FOOT), realized sales € 151,8 million in FY18, 6,3% higher versus FY17 (€ 142,7 million). In Greece sales increased by 9,5%. In the other countries sales increased by 2,7% average, while all the countries Romania, Cyprus, Bulgaria and Turkey realized high growth rates in local currency. FY18 EBITDA was € 13,5 million, increased by 14,1% million vs FY17 (€ 11,9 million). Profits before taxes increased into € 3,9 million vs € 1,9 million in 2017.

FOURLIS Group currently operates a network of 132 stores of Intersport and The Athlete's Foot (TAF). Today the store network consists of 50 Intersport stores in Greece, 31 in Romania, 24 in Turkey, 8 in Bulgaria and 5 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. Within 2019, e-commerce will be fully operational in all the countries that the Group has activity.

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Fourlis Holdings S.A.
I.R. Department