

Presentation at the Hellenic Fund and Asset Management Association

According to the Financial Calendar of 2019, today March 20, 2019, Mr Vasileios Furlis, Chairman of the Board of Directors of FOURLIS HOLDINGS S.A., Mr Apostolos Petalas, CEO of FOURLIS HOLDINGS S.A. and Mr. George Alevizos, Group Finance Director (Treasury, IR and Risk Management) of FOURLIS HOLDINGS S.A. presented the FY18 financials of the Group, at the Hellenic Fund and Asset Management Association.

- ✓ Furlis 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.