

Consolidated Financials Q1FY19 (IFRS)

- ✓ Fourlis Group, during Q1FY19, realized **sales of € 96,6 million** 0,5% higher vs last year (€ 96,2 mio).
- ✓ Q1FY19 **EBITDA was € 8,1 million** following implementation IFRS 16. The comparable EBITDA was **€ 3,1 million** vs € 3,6 million in Q1FY18.
- ✓ Consolidated **Losses Before Taxes** were **€ 4,1 million**, while on a comparable basis the losses before taxes were **€ 3,4 million** vs losses of € 3,0 million in Q1FY18.
- ✓ The Group realized **Net Loss of € 3,3 million**.

	Sales			EBITDA			PBT		
	Q1FY19	Q1FY18	Index	Q1FY19	Q1FY18	Index	Q1FY19	Q1FY18	Index
Retail Home Furnishings (IKEA)	62,26	61,87	101	4,54	2,79	163	-1,46	-1,20	122
				2,84	2,79	102			
Retail Sporting Goods (INTERSPORT)	34,38	34,31	100	3,89	1,02	381	-2,24	-1,52	148
				0,61	1,02	59			
Holding Company & Consolidation Differences	-0,002	0,003	-52	-0,29	-0,25	116	-0,38	-0,29	130
GROUP	96,64	96,18	100	8,14	3,56	229	-4,09	-3,01	136
				3,11	3,56	87			

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales of € 62,3 million in Q1FY19, increased by 0,6% vs Q1FY18 (€ 61,9 million). Q1FY19 sales in Greece decreased by 2,4% versus Q1FY18, while in the other countries increased by 6% versus Q1FY18.

EBITDA was € 4,5 million in Q1FY19. The comparable EBITDA was € 2,8 million, flat vs Q1FY18. Losses Before Taxes in Q1FY19 were € 1,5 million.

7 IKEA stores operate today (5 in Greece, one in Nicosia, Cyprus and one in Sofia, Bulgaria) and 8 Pick-up Points. Five of them in Greece (Rhodes Island, Patras, Chania, Heraklion and Komotini) and three in Bulgaria (Varna, Burgas and Plovdiv). Two new Pick-up Points will open until the end of June 2019 in Kalamata, Greece and Lemessos Cyprus. 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 € 34,4 million in Q1FY19, 0,2% higher versus Q1FY18 (€ 34,3 million). Sales in Greece decreased by 4,1%. In the other countries sales increased by 5,2% average, while all the countries Romania, Cyprus, Bulgaria and Turkey realized high growth rates in local currency. Q1FY19 EBITDA was € 3,9 million. The comparable EBITDA was € 0,6 million versus € 1,0 million in Q1FY18, while Losses before taxes were € 2,2 million.

FOURLIS Group currently operates a network of 133 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 13 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.