

Consolidated Financials H1FY19 (IFRS)

- ✓ Fourlis Group, during H1FY19, realized **sales of € 207,3 million** 2,6% higher vs last year (€ 202,1 mio).
- ✓ H1FY19 **EBITDA was € 23,2 million** following implementation IFRS 16. The comparable EBITDA was **€ 13,1 million** vs € 12,8 million in H1FY18.
- ✓ Consolidated **Losses Before Taxes** were **€ 1,0 million**, while on a comparable basis the profit before taxes were **€ 0,6 million** vs profit of € 0,3 million in H1FY18.
- ✓ The Group realized **Net Loss of € 1,1 million**.

	<u>Sales</u>			<u>EBITDA</u>			<u>PBT</u>		
	<u>EBITDA (IFRS 16 adjusted)</u>			<u>PBT (IFRS 16 adjusted)</u>			<u>H1FY19</u>	<u>H1FY18</u>	<u>Index</u>
	<u>H1FY19</u>	<u>H1FY18</u>	<u>Index</u>	<u>H1FY19</u>	<u>H1FY18</u>	<u>Index</u>			
Retail Home Furnishings (IKEA)	132,91	130,84	102	12,37	8,82	140	0,69	1,20	58
				8,94	8,82	101			
Retail Sporting Goods (INTERSPORT)	74,38	71,24	104	11,45	4,53	253	-0,95	-0,30	318
				4,89	4,53	108			
Holding Company & Consolidation Differences	-0,01	0,00	-236	-0,59	-0,55	107	-0,79	-0,63	125
GROUP	207,28	202,09	103	23,22	12,80	182	-1,04	0,27	-391
				13,14	12,80	103	0,56	0,27	209

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales of € 132,9 million in H1FY19, increased by 1,6% vs H1FY18 (€ 130,8 million). H1FY19 sales in Greece decreased by 0,3% versus H1FY18, while in the other countries sales increased by 4,9% versus H1FY18.

EBITDA was € 12,4 million in H1FY19. The comparable EBITDA was € 8,9 million vs € 8,8 in H1FY18. Profit Before Taxes in H1FY19 were € 0,7 million.

7 IKEA stores operate today (5 in Greece, one in Cyprus and one in Sofia, Bulgaria) and 10 Pick-up Points. Six of them in Greece, three in Bulgaria and one in Cyprus, with Kalamata and Limassol recently started their operation. 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 € 74,4 million in H1FY19, 4,4% higher versus H1FY18 (€ 71,2 million). Sales in Greece increased by 3,6%. In the other countries sales increased by 5,4% average, while all the countries Romania, Cyprus, Bulgaria and Turkey realized high growth rates in local currency. H1FY19 EBITDA was € 11,5 million. The comparable EBITDA was € 4,9 million versus € 4,5 million in H1FY18. Losses before taxes were € 0,9 million.

FOURLIS Group currently operates a network of 134 stores of Intersport and The Athlete's Foot (TAF). Today the store network consists of 50 Intersport stores in Greece, 31 in Romania, 23 in Turkey, 8 in Bulgaria and 6 in Cyprus. Respectively, there are 13 The Athlete's Foot stores in Greece and 3 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.