

Consolidated Financials H1FY20 (IFRS)

- ✓ Fourlis Group, during H1FY20, realized **sales of € 159,5 million**, 23,0% lower vs H1FY19 (€ 207,3 mio), due to the severe impact of the measures against COVID-19 outbreak.
- ✓ H1FY20 **EBITDA** was **€ 15,9 million** vs € 23,2 million in H1FY19.
- ✓ H1FY20 **EBIT** was **€ 0,9 million** vs € 7,3 million in H1FY19.
- ✓ Consolidated **Losses Before Taxes** were **€ 8,3 million** vs Losses of € 1,0 million in H1FY19.
- ✓ The Group realized **Net Loss of € 7,2 million**.

	Sales			EBITDA			PBT		
	<u>H1FY20</u>	<u>H1FY19</u>	<u>Index</u>	<u>H1FY20</u>	<u>H1FY19</u>	<u>Index</u>	<u>H1FY20</u>	<u>H1FY19</u>	<u>Index</u>
Retail Home Furnishings (IKEA)	105,99	132,91	80	10,24	12,37	83	-1,00	0,69	n/c
Retail Sporting Goods (INTERSPORT)	53,55	74,38	72	6,48	11,45	57	-6,32	-0,95	668
Holding Company & Consolidation Differences	-0,02	-0,01	185	-0,78	-0,59	133	-0,95	-0,79	120
GROUP	159,52	207,28	77	15,93	23,22	69	-8,27	-1,04	791

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales € 106,0 million in H1FY20, decreased by 20,3% vs H1FY19 (€ 132,9 million). H1FY20 sales in Greece decreased by 21,0%, while in the other countries sales decreased by 19,0% versus H1FY19.

EBITDA was € 10,2, million in H1FY20 versus € 12,4 million in H1FY19. H1FY20 EBIT was € 4,5 million vs € 5,1 million in H1FY19. Losses Before Taxes were € 1,0 million.

7 IKEA stores operate today (5 in Greece, one in Cyprus and one in Sofia, Bulgaria) and 10 Pick-up Points. 6 of them in Greece, 3 in Bulgaria and 1 in Cyprus. Finally, IKEA e-commerce realized high growth rates, in all three countries Greece, Bulgaria and Cyprus, especially during the lockdown period. The first “medium-size” IKEA store of 8.000 sq. m. approx., in Varna Bulgaria and the first “small-size” 2.000 sq. m. approx., in Piraeus, have been scheduled to operate in the 3rd and 4th quarter of 2020 respectively.

Retail Sporting Goods activity (INTERSPORT & THE ATHLETE’S FOOT), realized sales € 53,6 million, 28,0% lower versus H1FY19 (€ 74,4 million). Sales in Greece decreased by 15,8%, while in the other countries sales decreased by 41,5% average.

H1FY20 EBITDA was € 6,5 million versus € 11,5 million in H1FY19. EBIT was € -2,7 million vs € 3,0 million in H1FY19. Losses before Taxes were € 6,3 million.

FOURLIS Group currently operates a network of 138 stores of Intersport and The Athlete’s Foot (TAF). Today the store network consists of 51 Intersport stores in Greece, 33 in Romania, 22 in Turkey, 9 in Bulgaria and 6 in Cyprus. Respectively, there are 14 The Athlete’s Foot stores in Greece and 3 in Turkey. The electronic sales (e-commerce) realized high growth rates in Greece, while e-commerce has started its operation in all the other countries that the Group is active.