



### **Consolidated Financials 9MFY20 (IFRS)**

HOUSEMARKET S.A. and its subsidiaries on a consolidated basis, realized **sales € 75,7 million** in Q3FY20, 11,2% lower vs Q3FY19 (€ 85,2 million). During the 9MFY20 period realized **sales € 181,7 million**, 16,7% lower vs 9MFY19 (€ 218,1 million) due to the severe impact of the measures against COVID-19 outbreak.

9MFY20 sales in Greece decreased by 18,6%, while in the other countries sales decreased by 13,4% versus 9MFY19.

**EBITDA** in Q3FY20 was **€ 11,0 million** vs € 13,6 million in Q3FY19, while in the 9MFY20 period, **EBITDA** was **€ 21,3 million** vs € 25,9 million same period previous year.

**Q3FY20 EBIT** was **€ 8,2 million** vs € 9,8 million, while in the 9MFY20 period **EBIT** was **€ 12,8 million** vs € 14,9 million same period previous year.

**Profit Before Taxes** in Q3FY20 was **€ 5,7 million**, while in the 9MFY20, it was **€ 4,7 million**.

**Net Debt** as of 30/09/2020 was **€ 74,5 mio**, vs € 84,2 mio as of 30/09/2019.

8 IKEA stores operate today (5 in Greece, 1 in Cyprus and 2 in Bulgaria) and 9 Pick-up Points. 6 of them in Greece, 2 in Bulgaria and 1 in Cyprus. Finally, IKEA e-commerce realized high growth rates, in all three countries, especially during the lockdown period. The first “medium-size” IKEA store of 8.000 sq.m., in Varna Bulgaria started its operation in the 3rd quarter, while the first “small-size” IKEA store of 2.000 sq.m. in Piraeus, has been scheduled to operate immediately after the recent lockdown in Greece.

Despite the challenging environment, HOUSEMARKET S.A. and its subsidiaries continue to invest in the network expansion, upgrading the information technology systems and the logistic center operation, in order, not only to secure business continuity, but also to make it stronger. To that end, during the course of Q3FY20, the expansion of 7.500 sq.m. of the warehouse for the storage and E-commerce handling, has been concluded in order to improve automation of the services provided. E-commerce sales for the Group in 9MFY20 reached € 32 million, increased by 48% vs € 22 million in 9MFY19.

**November 27, 2020**

**For HOUSEMARKET S.A.**

**Investor Relations Department**