

Consolidated Financials 9MFY20 (IFRS)

- ✓ Fourlis Group, during Q3FY20, realized **sales of € 119,8 million**, 9,3% lower vs Q3FY19 (€ 132,1 mio). During the 9MFY20 period, the Group realized **sales of € 279,3 million**, 17,7% lower vs 9MFY19 (€ 339,4 mio), due to the severe impact of the measures against COVID-19 outbreak.
- ✓ Q3FY20 **EBITDA** was **€ 17,5 million** vs € 21,1 million in Q3FY19. For the 9MFY20 period, **EBITDA** was **€ 33,4 million** vs € 44,4 million in 9MFY19.
- ✓ Q3FY20 **EBIT** was **€ 10,1 million** vs € 13,0 million in Q3FY19, while in the 9MFY20 period **EBIT** was **€ 10,9 million** vs € 20,3 million in 9MFY19.
- ✓ Q3FY20 Consolidated **Profit Before Taxes** was **€ 5,2 million** vs Profit of € 8,9 million in Q3FY19, while in the 9MFY20 period the Group realized **Losses Before Taxes € 3,0 million** vs Profits € 7,9 million in 9MFY19.
- ✓ The Group realized **Net Profit of € 4,2 million** in Q3FY20, while in the 9MFY20 period the Group realized **Net Loss € 3,1 million**.
- ✓ Fourlis Group **Net Debt** as of 30/09/2020 was **€ 113,9 mio**, vs € 116,3 mio as of 30/09/2019.

	<u>Sales</u>			<u>EBITDA</u>			<u>PBT</u>		
	<u>9MFY20</u>	<u>9MFY19</u>	<u>Index</u>	<u>9MFY20</u>	<u>9MFY19</u>	<u>Index</u>	<u>9MFY20</u>	<u>9MFY19</u>	<u>Index</u>
Retail Home Furnishings (IKEA)	181,66	218,12	83	21,28	25,93	82	4,66	8,10	58
Retail Sporting Goods (INTERSPORT)	97,68	121,25	81	13,22	19,39	68	-6,37	1,01	n/c
Holding Company & Consolidation Differences	-0,05	-0,02	263	-1,08	-0,97	111	-1,32	-1,26	105
GROUP	279,29	339,35	82	33,43	44,36	75	-3,02	7,85	n/c

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales € 75,7 million in Q3FY20, 11,2% lower vs Q3FY19 (€ 85,2 million). During the 9MFY20 period the Group realized sales € 181,7 million, 16,7% lower vs 9MFY19 (€ 218,1 million). 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 in Q3FY19, 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.

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.

Retail Sporting Goods activity (INTERSPORT & THE ATHLETE’S FOOT), realized sales € 44,1 million in Q3FY20, 5,9% lower versus Q3FY19 (€ 46,9 million). In the 9MFY20 period, the Group realized sales € 97,7 million, 19,4% lower versus 9MFY19 (€ 121,2 million). 9MFY20 sales in Greece decreased by 10,9%, while in the other countries, sales decreased by an average of 28,9%.

Q3FY20 EBITDA was € 6,7 million vs € 7,9 million in Q3FY19. In the 9MFY20 period, EBITDA was € 13,2 million vs € 19,4 million same period previous year.

Q3FY20 EBIT was € 2,2 million vs € 3,7 million in Q3FY19. In the 9MFY20 period, EBIT was € -0,5 million vs € 6,6 million same period previous year.

Q3FY20 Profits before Taxes were zero, while in the 9MFY20 period the activity realized Losses before Taxes € 6,4 million.

FOURLIS Group currently operates a network of 139 stores of Intersport and The Athlete's Foot (TAF). Today the store network consists of 53 Intersport stores in Greece, 34 in Romania, 20 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.

Despite the challenging environment, Fournalis Group continues to invest in the network expansion, upgrading the information technology systems and the logistic centers 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 € 39 million, increased by 56% vs € 25 million in 9MFY19.

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Fournalis Holdings S.A.
I.R. Department