



Corporate Presentation

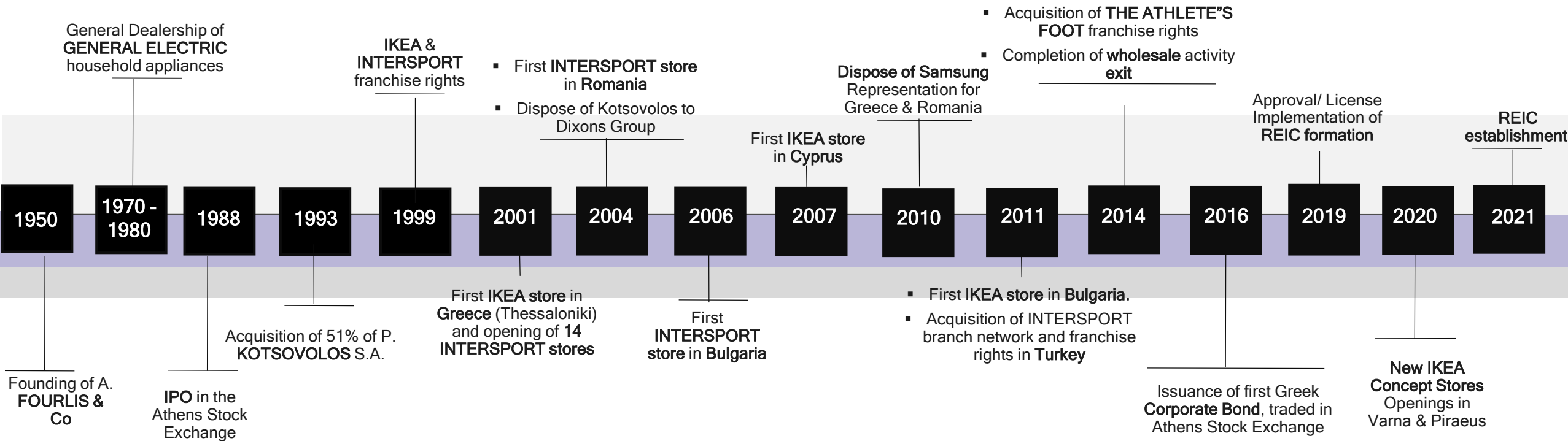
November 2021

FOURLIS
GROUP OF COMPANIES

70
YEARS

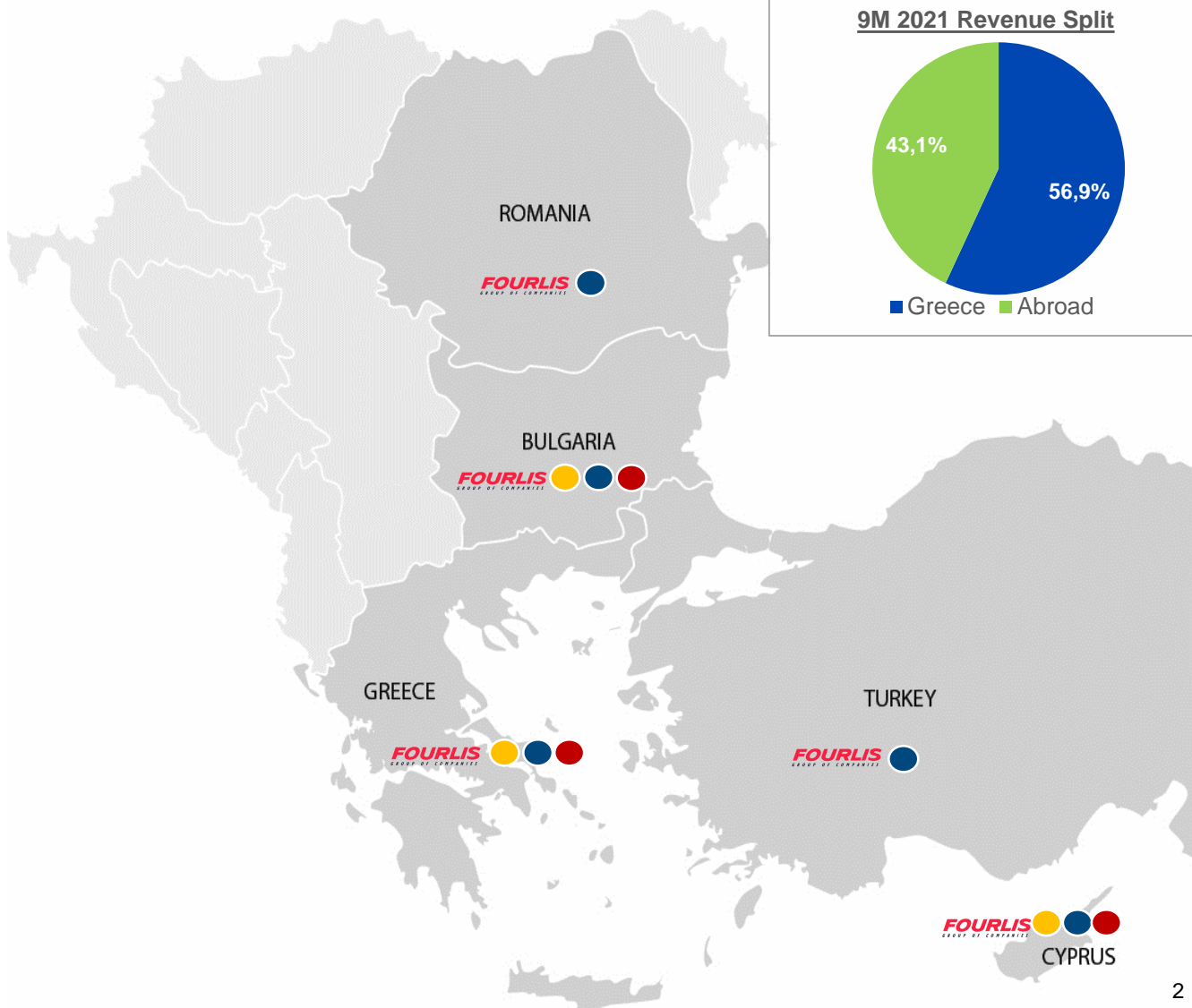
FOURLIS
GROUP OF COMPANIES

Group's History at a glance



Company Profile

Our Presence



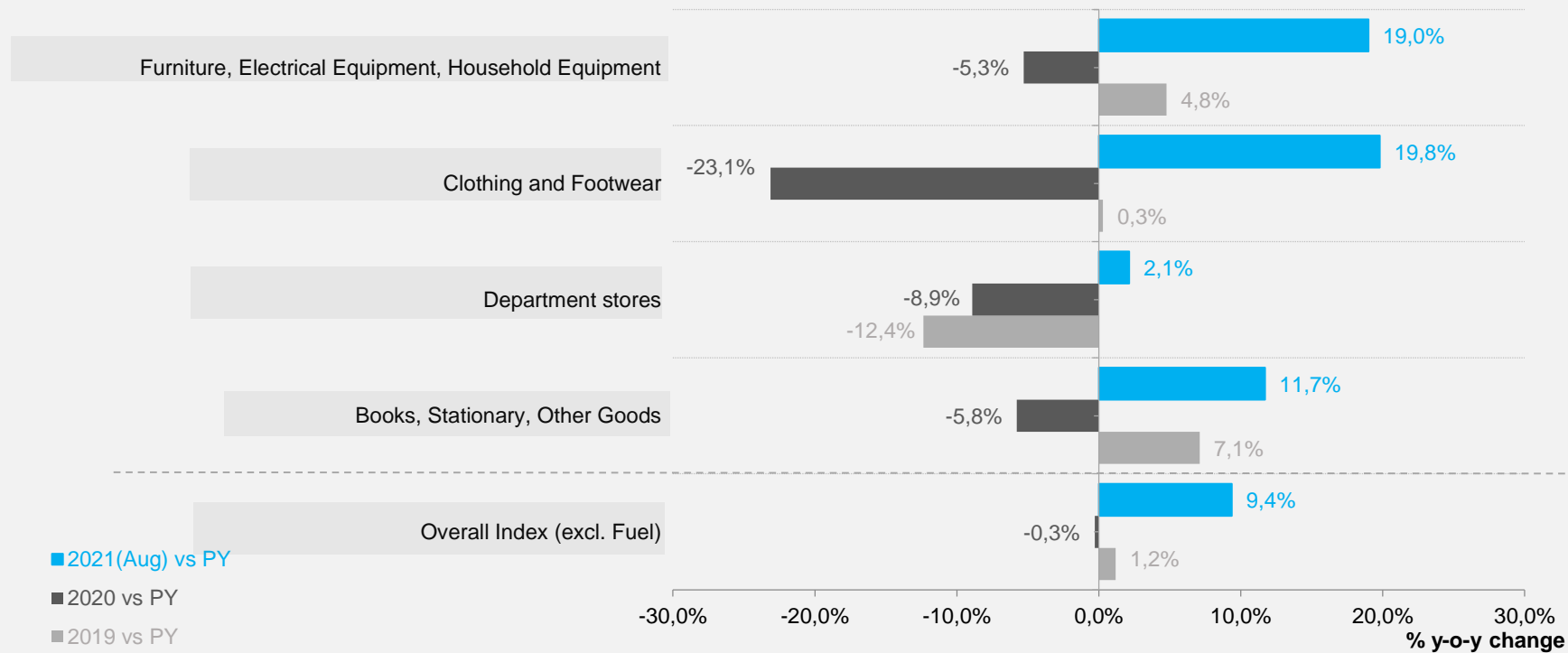
- ✓ FOURLIS GROUP is a **leading retail group of companies** of quality consumer goods in Southeast Europe.
- ✓ The company was founded in 1950.
- ✓ The Group is active in retail sector:
 - ❖ **Retail Home Furnishings** through the franchise of IKEA stores in Greece, Cyprus and Bulgaria.
 - ❖ **Retail Sporting Goods** through the franchise of INTERSPORT stores in Greece, Cyprus, Romania, Bulgaria and Turkey along with THE ATHLETE'S FOOT stores in Greece and Turkey.
- ✓ The Group entered into **Real Estate Investment sector**, through the establishment of a Real Estate Investment Company (TRADE ESTATES REIC).

Our Business Activities



Retail Sales in Greece

Retail Sales (Turnover Index)



Period: until August 2021

Source: Hellenic Statistical Authority

Executive Summary 9M 2021

- ✓ Fournalis Group, during 9MFY21, realized **sales of € 316,5 million**, 13,3% higher vs 9MFY20 (€ 279,3 mio).
- ✓ **E-Commerce sales** for the Group in 9MFY21 reached **€ 60,2 million** vs € 39,0 million in 9MFY20, increased by 54,4%
 - ✓ *Retail Home Furnishings 9MFY21 sales in Greece were flat, while in the other countries sales increased by 18,3 % y-o-y.*
 - ✓ *Retail Sporting Goods sales in Greece in 9MFY21 increased by 18,2% y-o-y, while in the other countries sales increased by 36,0% y-o-y average.*
- ✓ 9MFY21 **EBITDA (OPR)** was **€ 26,7 million** vs € 17,3 million in 9MFY20, increased by 53,9%.
- ✓ 9MFY21 Consolidated **Profit Before Taxes** was **€ 7,4 million** vs Losses before Taxes of € 3,0 million in 9MFY20.
- ✓ The Group realized **Net Profit of € 8,0 million** in 9MFY21.
- ✓ Fournalis Group **Net Debt** as of 30/09/2021 was **€ 100,9 million**, vs € 113,9 million as of 30/09/2020 and € 105,4 million as of 31/12/2020. **94,6 million Net Debt** is related to the operating activities of the Group, while **€ 6,3 million Net Debt** is related to the Real Estate activity.
- ✓ **CAPEX € 18,9 mio.**

Consolidated Key Financial Figures

Group Consolidated Key Financial
Figures (in €mm)

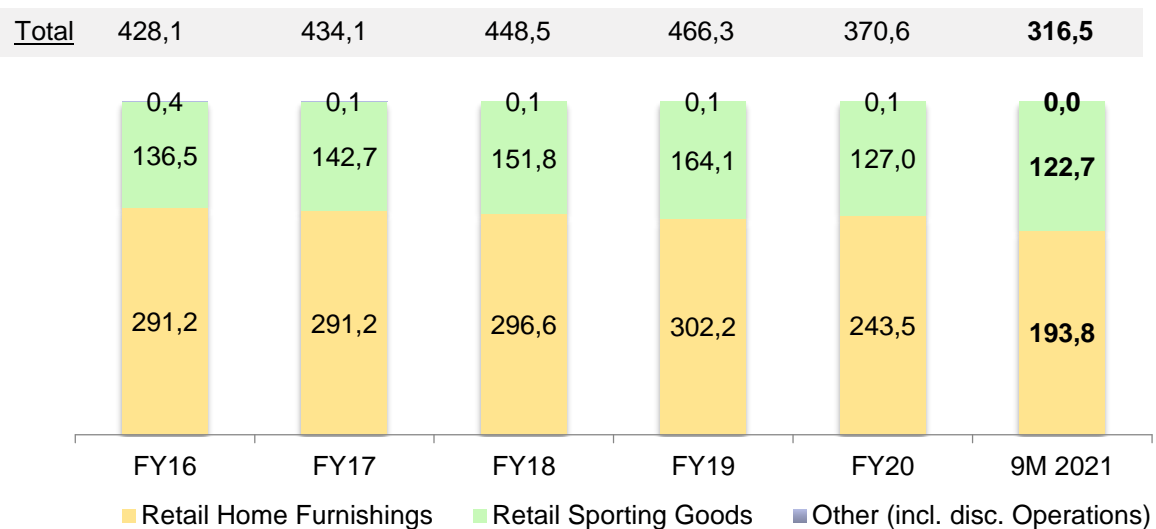
| Q3 | | | 9M | | | |
|-------|-------|-------|--------------|-------|-------|-------|
| CY 21 | PY 20 | Index | | CY 21 | PY 20 | Index |
| 130,8 | 119,8 | 109 | Revenue | 316,5 | 279,3 | 113 |
| 55,7 | 50,1 | 111 | Gross Profit | 134,0 | 117,4 | 114 |
| 42,6% | 41,8% | | Margin | 42,3% | 42,0% | |
| 13,3 | 12,0 | 111 | EBITDA (OPR) | 26,7 | 17,3 | 154 |
| 10,2 | 9,2 | 111 | EBIT | 18,7 | 8,7 | 217 |
| 6,6 | 5,2 | 125 | PBT | 7,4 | -3,0 | n/c |
| 7,5 | 4,2 | 179 | NP | 8,0 | -3,1 | n/c |

Consolidated Balance Sheet

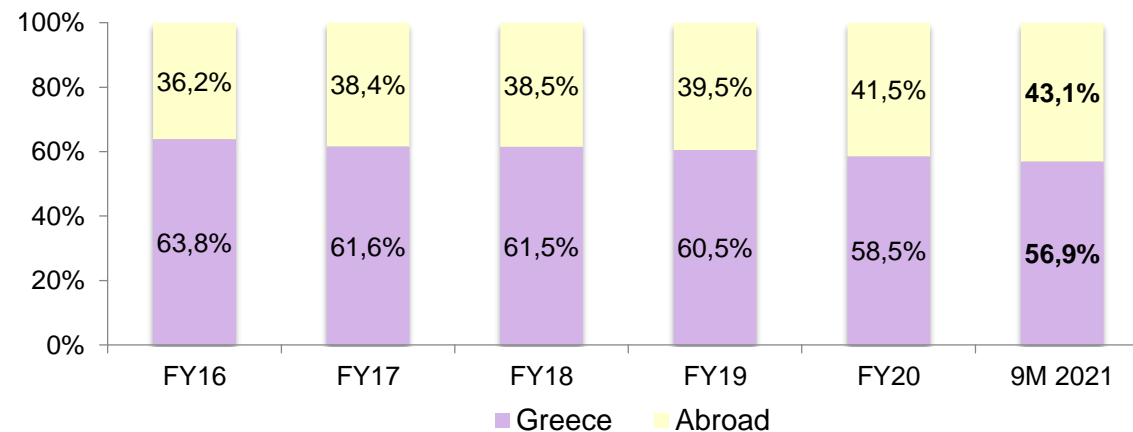
| <i>(in € million)</i> | Q3 2021 | FY 2020 | Q3 2020 |
|--|--------------|--------------|--------------|
| Property, plant & equipment | 59,3 | 56,9 | 56,9 |
| Right of Use Assets | 120,3 | 123,3 | 125,5 |
| Other Non Current Assets | 53,9 | 51,8 | 48,5 |
| Non-current assets | 233,4 | 232,0 | 230,8 |
| Inventories | 89,9 | 91,0 | 94,4 |
| Receivables | 32,6 | 16,6 | 35,5 |
| Cash & Cash Equivalent | 160,0 | 115,4 | 100,5 |
| Assets Held for Sale | 188,9 | 182,3 | 183,2 |
| Current assets | 471,5 | 405,3 | 413,6 |
| Total Assets | 704,9 | 637,4 | 644,4 |
| Loans and Borrowings | 119,9 | 136,4 | 172,4 |
| Long Term Lease Liability | 105,3 | 111,6 | 113,0 |
| Other non-current liabilities | 7,9 | 7,9 | 6,7 |
| Non-current liabilities | 233,1 | 255,8 | 292,1 |
| Loans and Borrowings | 126,0 | 68,2 | 30,6 |
| Short Term Lease Liability | 23,1 | 19,1 | 18,0 |
| Account Payables | 126,7 | 104,8 | 107,0 |
| Loans and Borrowings of Assets Held for sale | 15,1 | 16,3 | 17,5 |
| Liability of Assets Held for Sale | 4,3 | 4,4 | 4,4 |
| Current liabilities | 295,2 | 212,8 | 177,5 |
| Shareholders Equity | 176,6 | 168,8 | 174,9 |
| Shareholders Equity & Liabilities | 704,9 | 637,4 | 644,4 |

Consolidated Revenue Breakdown

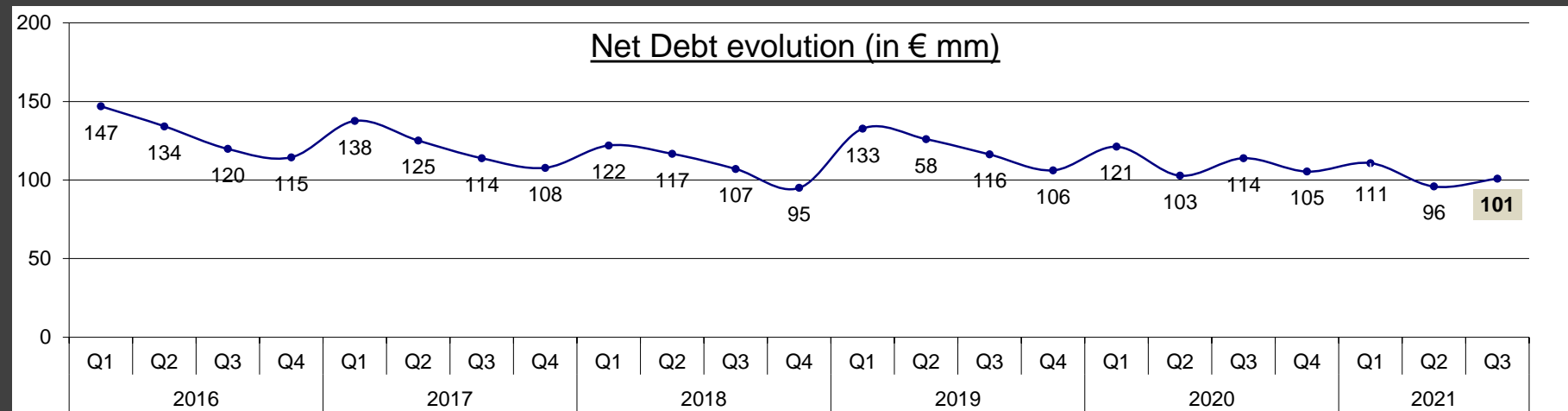
Revenue Breakdown by Activity (in € mm)



Revenue Breakdown by Geography (in € mm)



Net Debt Structure by Segment & Evolution

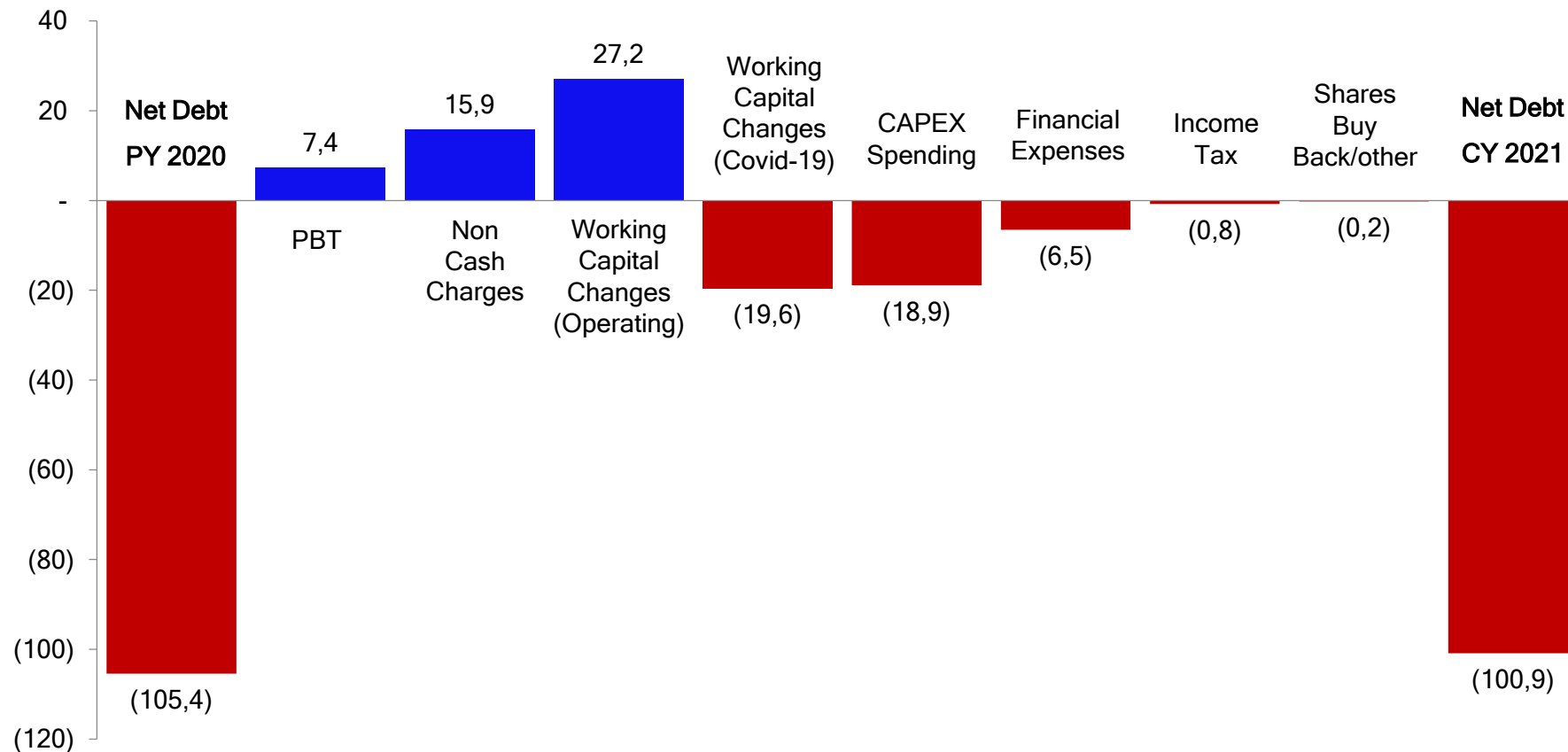


Net Debt Structure by Segment (in € mm)

| | 31.12.2020 | 30.09.2020 | 30.09.2021 | Δ vs PY end | Δ vs 30.09.2020 |
|---|------------|------------|------------|-------------|-----------------|
| IKEA | 52,8 | 61,9 | 71,8 | 19,0 | 9,9 |
| INTERSPORT | 42,2 | 39,7 | 23,0 | -19,2 | -16,7 |
| FOURLIS <small>GROUP OF COMPANIES</small> | -0,5 | -0,3 | -0,1 | 0,4 | 0,2 |
| Total Group (Real Estate Sector excluded) | 94,5 | 101,3 | 94,6 | 0,1 | -6,6 |
| TradeEstates | 10,9 | 12,6 | 6,3 | -4,6 | -6,4 |

9M 2021 - Cash Flow Performance

Group Cash Flow (in € mm)



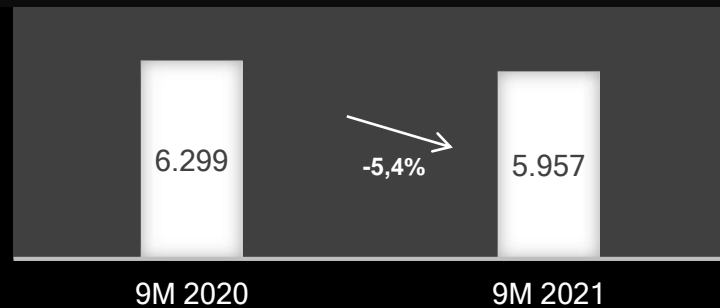
HOUSEMARKET

Number of Stores

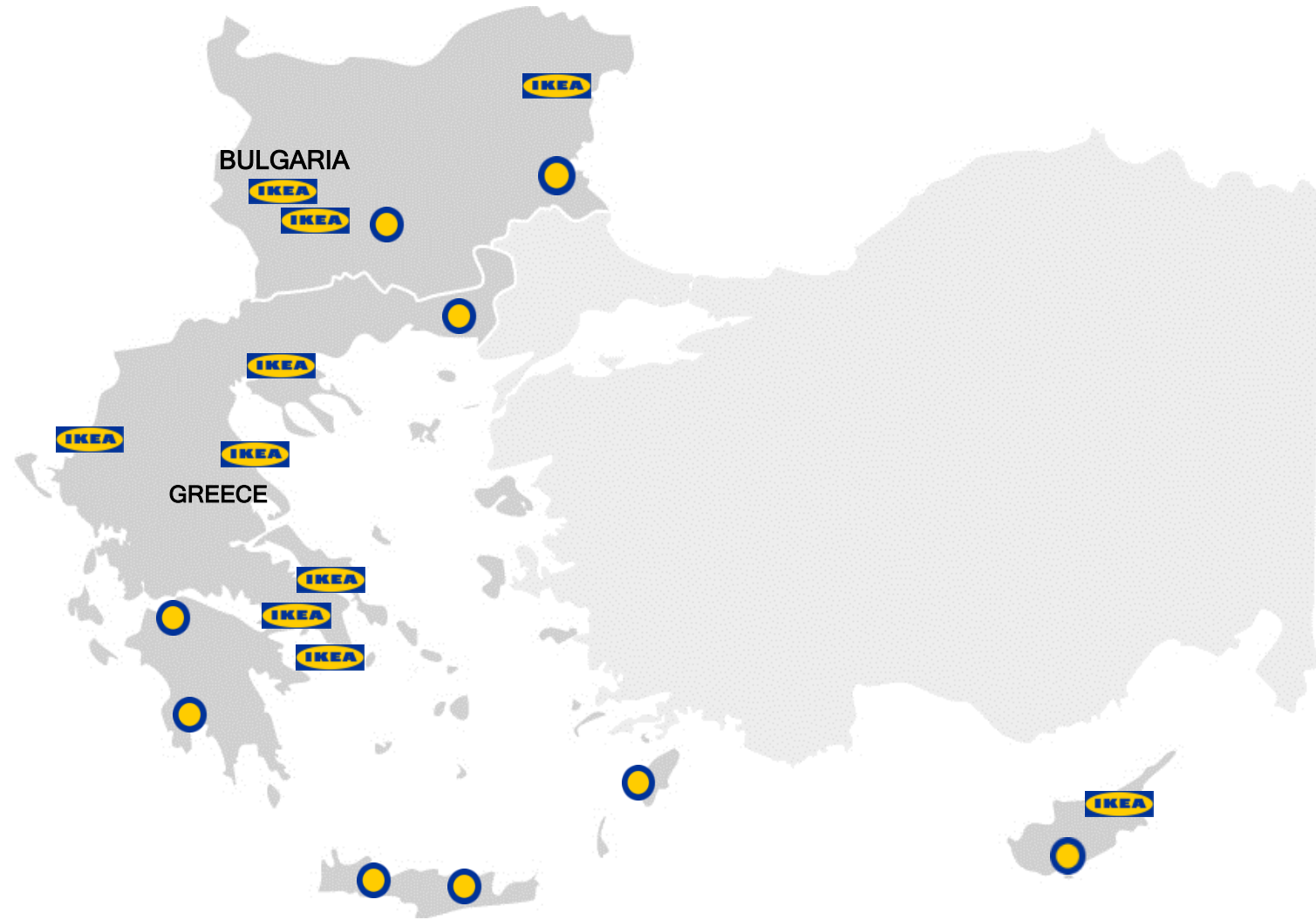
| Greece | | Cyprus | |
|----------------|---|----------------|---|
| Stores | 6 | Stores | 1 |
| Pick Up Points | 6 | Pick Up Points | 1 |

| Bulgaria | |
|----------------|---|
| Stores | 3 |
| Pick Up Points | 2 |

IKEA Visitors in 000s



- Store
- Pick Up Point
- E-Commerce in all 3 countries



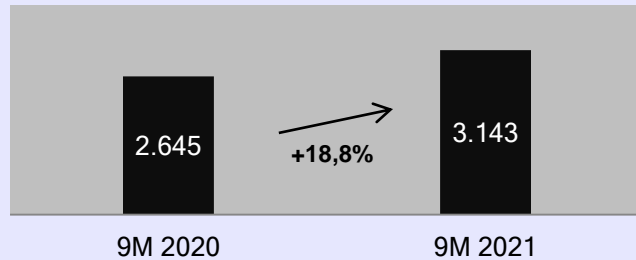
HOUSEMARKET - Financial Performance

| Q3 | | | 9M | | | |
|-------|-------|-------|--------------|-------|-------|-------|
| CY 21 | PY 20 | Index | | CY 21 | PY 20 | Index |
| 82,4 | 75,7 | 109 | Revenue | 193,9 | 181,7 | 107 |
| | | | | | | |
| 34,9 | 31,6 | 110 | Gross Profit | 80,0 | 75,5 | 106 |
| 42,3% | 41,8% | | Margin | 41,3% | 41,5% | |
| | | | | | | |
| 10,4 | 9,1 | 114 | EBITDA (OPR) | 17,2 | 15,6 | 111 |
| | | | | | | |
| 8,9 | 7,6 | 116 | EBIT | 13,7 | 11,1 | 123 |
| | | | | | | |
| 6,8 | 5,7 | 121 | PBT | 7,2 | 4,7 | 154 |

IKEA Key Financial Figures (in €mm)



Intersport Customers in 000's



Number of Stores

| Greece | |
|---------------------------|----|
| Intersport stores | 54 |
| The Athlete's Foot stores | 14 |

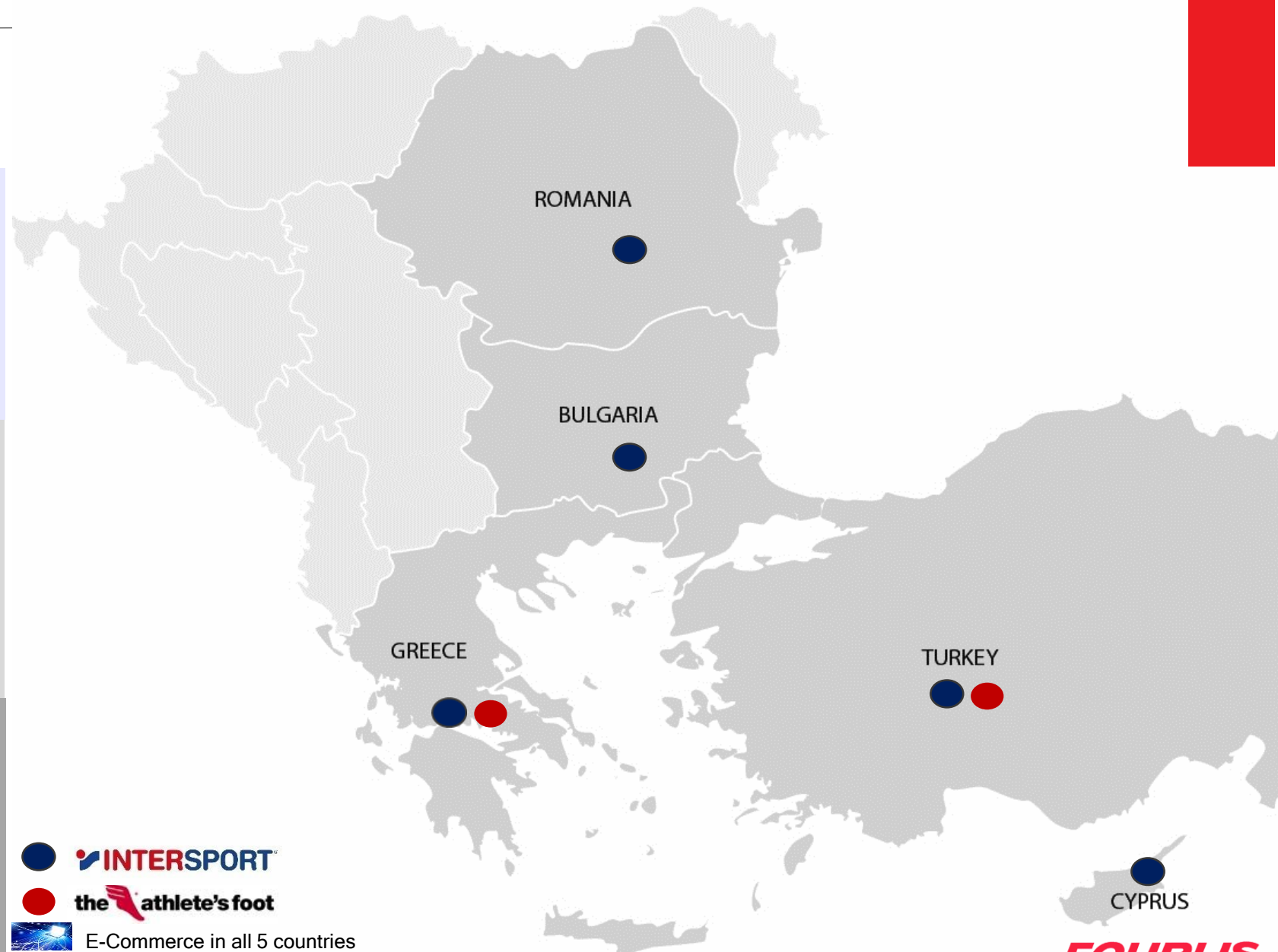
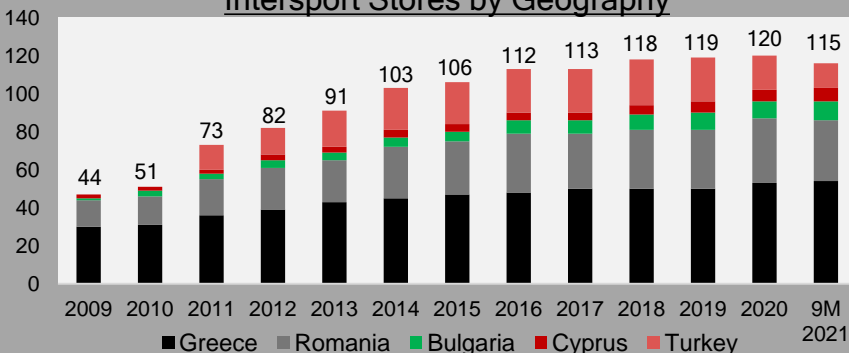
| Romania | |
|-------------------|----|
| Intersport stores | 32 |

| Cyprus | |
|-------------------|---|
| Intersport stores | 7 |

| Turkey | |
|---------------------------|----|
| Intersport stores | 12 |
| The Athlete's Foot stores | 3 |

| Bulgaria | |
|-------------------|----|
| Intersport stores | 10 |

Intersport Stores by Geography



THE ATHLETE'S FOOT

- A global retailer for fashionable athletic footwear and apparel.
- 560 stores in 30 countries.
- Carrying some of the world's most renowned brands.
- Sport with style.

- Furlis Group has the franchise rights to develop The Athlete's Foot store network in the five countries (currently Greece & Turkey)
- Today operates 14 stores in Greece and 3 stores in Turkey.



SPORTING GOODS- Financial Performance

| Q3 | | | | 9M | | |
|-------|-------|-------|--------------|-------|-------|-------|
| CY 21 | PY 20 | Index | | CY 21 | PY 20 | Index |
| 48,5 | 44,1 | 110 | Revenue | 122,7 | 97,7 | 126 |
| 21,0 | 18,5 | 113 | Gross Profit | 54,1 | 42,0 | 129 |
| 43,2% | 41,9% | | Margin | 44,1% | 43,0% | |
| 3,3 | 3,3 | 101 | EBITDA (OPR) | 10,8 | 2,9 | 368 |
| 1,7 | 1,9 | 89 | EBIT | 6,5 | -1,2 | n/c |
| 0,0 | 0,0 | n/c | PBT | 1,6 | -6,4 | n/c |

INTERSPORT Key Financial Figures (in €mm)



TRADE ESTATES

➤ Serving Physical & Digital Retail



- The Group entered into Real Estate Investment sector, through the establishment of TRADE ESTATES REAL ESTATE INVESTMENT COMPANY SOCIETE ANONYME (TRADE ESTATES REIC) on July 12, 2021, approved by the Ministry of Development and Investment.
 - The register share capital of the company is € 173,5 mio
 - The real estate portfolio of TRADE ESTATES REIC includes all the existing private owned properties of the Group, which are used for the operation of RHF (IKEA), the logistic centers in Schimatari and Oinofyta, as well as a retail investment property in Greece.
-
- Trade Estates REIC will invest purely in quality retail properties and E-Commerce infrastructure.
 - Trade Estates REIC, will grow by acquiring or develop new retail assets from the market, which along with the existing Fournalis assets, will represent a high quality retail property portfolio.
 - Fournalis Group aims to maximize flexibility in accessing real estate equity, improving overall returns on assets, centralizing ownership and management, streamlining tax planning.

TRADE ESTATES - Initial Portfolio



Big Box Retail
Thessaloniki, Greece

- ❖ GLA: 24.000m²
- ❖ Asset Value: € 45,3 mio
- ❖ Annual Rent: € 3,1 mio



Big Box Retail
Ioannina, Greece

- ❖ GLA: 29.000m²
- ❖ Asset Value: € 12,9 mio
- ❖ Annual Rent: € 1,0 mio



Big Box Retail
Nicosia, Cyprus

- ❖ GLA: 20.630m²
- ❖ Asset Value: € 32,1 mio
- ❖ Annual Rent: € 3,1 mio



Big Box Retail
Sofia, Bulgaria

- ❖ GLA: 20.300m²
- ❖ Asset Value: € 44,4 mio
- ❖ Annual Rent: € 3,3 mio



Commercial Center
Rentis Attica, Greece

- ❖ GLA: 6.600m²
- ❖ Asset Value: € 16,0 mio
- ❖ Annual Rent: € 0,9 mio



Logistics Center
Schimatari, Greece

- ❖ GLA: 46.600m²
- ❖ Asset Value: € 25,3 mio
- ❖ Annual Rent: € 2,0 mio



Logistics Center
Oinofyta, Greece

- ❖ GLA: 30.200m²
- ❖ Asset Value: € 8,8 mio
- ❖ Annual Rent: € 0,7 mio (estimated)

Asset Portfolio

| | |
|------------------------|--------------------|
| 7 | € 184,7 mio |
| Properties | GAV |
| 177.330 m ² | 99,80% |
| GLA | Occupancy Rate |
| € 13,5 mio | 7,3% |
| Rental Income | Gross Rental Yield |

Corporate Social Responsibility

FOURLIS Group CSR Department was established in **2008** and since then it implements actions and programs driven by the Group's Values

"Integrity, Respect, Efficiency" focused on 3 basic axes:

PEOPLE



- ✓ Well-being (EF ZIN) program
 - ❖ Mediterranean diet menu,
 - ❖ sessions with dietitians/nutritionists,
 - ❖ online pilates sessions,
 - ❖ counselling and psychological support line,
 - ❖ psychology e-seminars
- ✓ Scholarships
- ✓ Lending libraries
- ✓ Diversity Charter Signatory

SOCIETY



Donations

- ✓ **IKEA**
 - ❖ Stations of Joy: Refurbishment of 77 Kindergartens since 2013
 - ❖ Offer of IKEA meals to people in need
 - ❖ Support to MAKE-A -WISH: (101 wishes granted since 2013)
- ✓ **INTERSPORT**
 - ❖ Womanism: a women's empowerment action
- ✓ **GROUP**
 - ❖ Support of the society in cases of emergency (covid-19 pandemic, fires, earthquakes, floods)
 - ❖ Corporate Volunteerism

ENVIRONMENT



- ✓ Responsible Energy Management
 - ❖ Photovoltaic Systems
 - ❖ GHG Emissions' calculation
- ✓ Proper Waste Management
 - ❖ Recycling Programs
 - ❖ organic waste composting
- ✓ Responsible Water Consumption
- ✓ Sustainable Products

MISSION



- ✓ Creation of value for Customers, People, Shareholders and the Society



Thank you!