

# PRESS RELEASE

## Analysts, institutional investors and investment community briefing for the FY21 Financial Results through a conference call

According to the Financial Calendar of 2022, yesterday March 23, 2022, Mr Vasileios Fourlis, Chairman of the Board of Directors of FOURLIS HOLDINGS S.A., Mr Apostolos Petalas, CEO of the Company and Mr. George Alevizos, Group Finance Director (Treasury, IR and Risk Management) of FOURLIS HOLDINGS S.A. presented the FY21 financials of the Group, to the analysts, the institutional investors and to the investment community through a conference call.

- ✓ Fourlis Group, during FY21, realized **sales of € 439,8 million**, 18,7% higher vs FY20 (€ 370,6 mio).
- ✓ **E-Commerce sales** for the Group in FY21 reached **€ 77,8 million** vs € 60,1 million in FY20, increased by 29,4%.
- ✓ FY21 **EBITDA(OPR)** was **€ 38,1 million** vs € 20,4 million in FY20.
- ✓ FY21 **Consolidated Profit Before Taxes** improved by € 23,1 mio vs 2020 at **€ 12,1 million** vs Losses before Taxes of € 11,0 million in FY20.
- ✓ The Group realized **Net Profit** of **€ 11,5 million** in FY21.
- ✓ **Proposed dividend to the shareholders € 0,11 per share**, subject to the approval of the Ordinary General Assembly of 2022.
- ✓ Fourlis Group **Net Debt** as of 31/12/2021 was **€ 135,8 million**, vs € 105,4 million as of 31/12/2020. **€ 104,6 million** Net Debt is related to the operating activities of the Group, while **€ 31,2 million** Net Debt is related to the Real Estate activity.

	Sales			EBITDA(OPR)]			PBT		
	FY21	FY20	Index	FY21	FY20	Index	FY21	FY20	Index
Retail Home Furnishings (IKEA)	273,37	243,63	112	25,90	22,67	114	12,09	3,86	313
Retail Sporting Goods (INTERSPORT)	166,58	127,00	131	13,75	-0,56	n/c	1,51	-13,61	n/c
Holding Company & Consolidation Differences	-0,19	-0,05	388	-1,51	-1,73	88	-1,51	-1,24	122
GROUP	439,77	370,58	119	38,14	20,39	187	12,08	-10,99	n/c

Amounts in million EUR

**Retail Home Furnishing and Accessories activity (IKEA)** realized sales € 273,4 million in FY21, 12,2% higher vs FY20 (€ 243,6 million). FY21 sales in Greece increased by 11,8%, while in the other countries sales increased by 12,6% versus FY20.

EBITDA(OPR) in FY21 was € 25,9 million vs € 22,7 million in FY20. Profit Before Taxes in FY21 was € 12,1 million.

5 IKEA Big Boxes stores operate today (3 in Greece, 1 in Cyprus and 1 in Bulgaria), 6 medium size stores (4 in Greece and 2 in Bulgaria) and 9 Pick-up Points (6 of them in Greece, 2 in Bulgaria and 1 in Cyprus).

Furthermore, 3 new medium size IKEA stores in Greece are under design and the target is to start their operation in the next 2-3 years.

**Retail Sporting Goods activity (INTERSPORT & THE ATHLETE'S FOOT)**, realized sales € 166,6 million in FY21, 31,2% higher versus FY20 (€ 127,0 mio). FY21 sales in Greece increased by 31,7%, while in the other countries, sales increased by an average of 30,4% vs FY20.

FY21 EBITDA(OPR) was € 13,8 million vs € -0,6 million in FY20. FY21 Profit before Taxes was € 1,5 million.

FOURLIS Group currently operates a network of 132 stores of Intersport and The Athlete's Foot (TAF). Today the store network consists of 54 Intersport stores in Greece, 32 in Romania, 12 in Turkey, 10 in Bulgaria and 7 in Cyprus. Respectively, there are 14 The Athlete's Foot stores in Greece and 3 in Turkey.

The implementation of the upgrading program of the current network is in progress. The new fully automated logistic center of Intersport started its operations, which is considered the most contemporary logistic center in Greece. It will serve 120 stores and the e-commerce of the company, as well.

The international supply chain problems have a manageable impact on the Group.

The energy cost for the operation of the store network and the warehouses of the Group, is affected by the severe cost increases, realized globally. However, it is a relatively small part of the operating cost of the Group (4,7% of the FY21 operating expenses).

The preparation for the initial public offering (IPO) of the **Trade Estates REIC**, subsidiary of the Group, is under way. With € 270 million current Gross Asset Value and a pipeline of acquisitions and development approximately € 250 million, Trade Estates REIC aims to play an important role in its sector.

**March 24, 2022**

**Fourlis Holdings S.A.**

**I.R. Department**