

PRESS RELEASE

Consolidated Financials H1FY22

- ✓ Fournalis Group, during H1FY22, realized sales of € 212,6 million, 14,5% higher vs H1FY21 (€ 185,7 mio).
- ✓ E-Commerce sales for the Group in H1FY22 reached € 28,1 million vs € 36,3 million in H1FY21.
- ✓ H1FY22 EBITDA(OPR) was € 9,7 million vs € 13,3 million in H1FY21.
- ✓ H1FY22 Profit Before Taxes was € 1,2 mio vs € 0,9 million, including € 5,8 million profit from revaluation of real estate assets (Trade Estates REIC).
- ✓ The Group realized Net Profit of € 2,5 million in H1FY22.
- ✓ Fournalis Group Net Debt as of 30/06/2022 was € 212,5 million. € 123,5 million (€ 87,2 million as of 30/06/2021) is related to the Retail activities of the Group and € 89,0 million (€ 8,7 million as of 30/06/2021) is related to the Real Estate activity (Trade Estates REIC).

	Sales			EBITDA(OPR)]			PBT		
	H1FY22	H1FY21	Index	H1FY22	H1FY21	Index	H1FY22	H1FY21	Index
Retail Home Furnishings (IKEA)	131,6	111,4	118	7,2	6,6	109	4,6	0,1	7428
Retail Sporting Goods (INTERSPORT)	81,2	74,2	109	3,8	7,8	49	-2,0	1,9	n/c
Holding Company & Consolidation Differences	-0,2	0,0	n/c	-1,3	-1,0	131	-1,4	-1,1	131
GROUP	212,6	185,7	115	9,7	13,3	73	1,2	0,9	145

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales € 131,6 million in H1FY22, 18,1% higher vs H1FY21 (€ 111,4 million). H1FY22 sales in Greece increased by 21,3%, while in the other countries sales increased by 9,7% versus H1FY21.

EBITDA(OPR) in H1FY22 was € 7,2 million vs € 6,6 million in H1FY21. Profit Before Taxes in H1FY22 was € 4,6 million.

5 IKEA Big Box 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 either under design or construction 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 € 81,2 million in H1FY22, 9,4% higher versus H1FY21 (€ 74,2 mio). H1FY22 sales in Greece increased by 13,1%, while in the other countries, sales increased by an average of 5,1% vs H1FY21.

H1FY22 EBITDA(OPR) was € 3,8 million vs € 7,8 million in H1FY21. H1FY22 Losses before Taxes were € 2,0 million.

FOURLIS Group currently operates a network of 133 stores of Intersport and The Athlete's Foot (TAF). Today the store network consists of 55 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.

Regarding the issues that directly affect the international supply chain system and the availability of products, mainly in the home furnishing and accessories activity, continue to have an impact on the Group, however at an improving trend.

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. The energy cost is 5,6% of H1FY22 operating expenses versus 4,7% in FY21).

The preparation for the initial public offering (IPO) of the **Trade Estates REIC**, subsidiary of the Group, is under way with a target to be implemented in the near future, depending on market conditions. With € 286 million current Gross Asset Value and a pipeline of acquisitions and development approximately € 250 million, Trade Estates REIC continues the implementation of the investment pipeline.

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Fourlis Holdings S.A.
I.R. Department