



Corporate Presentation

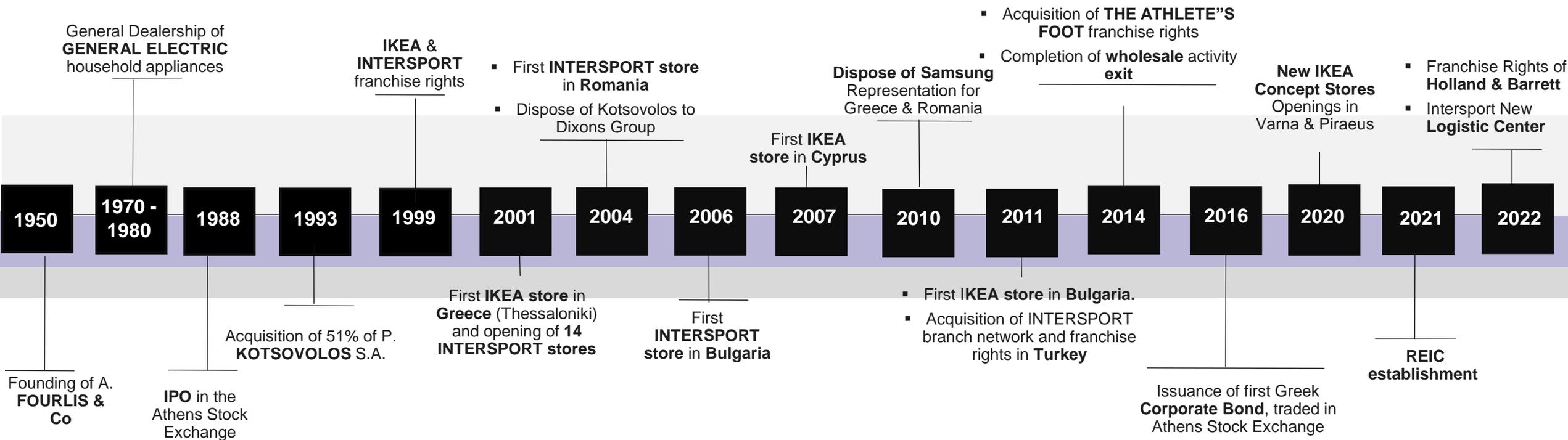
September 2022

FOURLIS
GROUP OF COMPANIES

70
YEARS

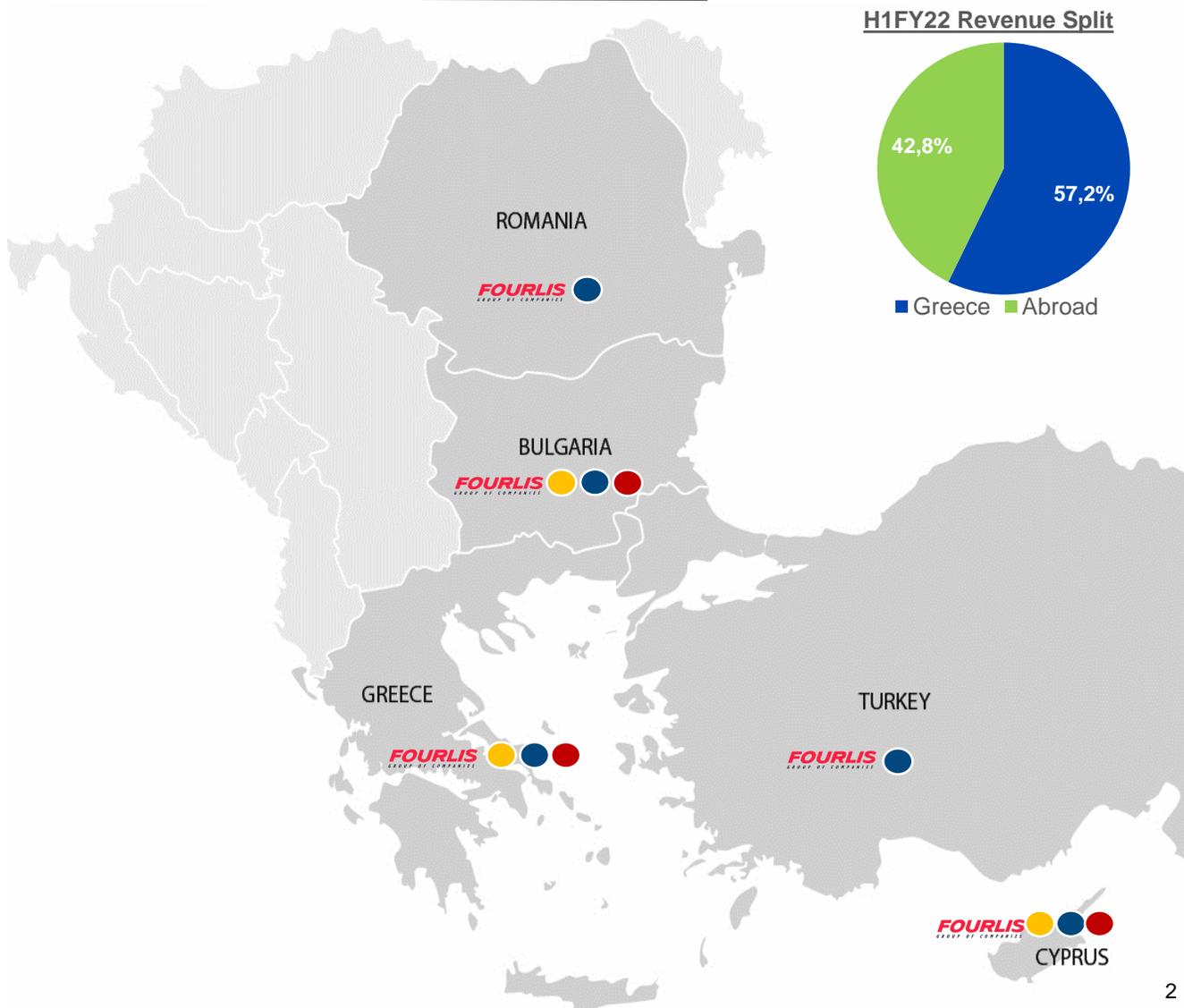
FOURLIS
GROUP OF COMPANIES

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 Home Furnishings



● Retail Sporting Goods

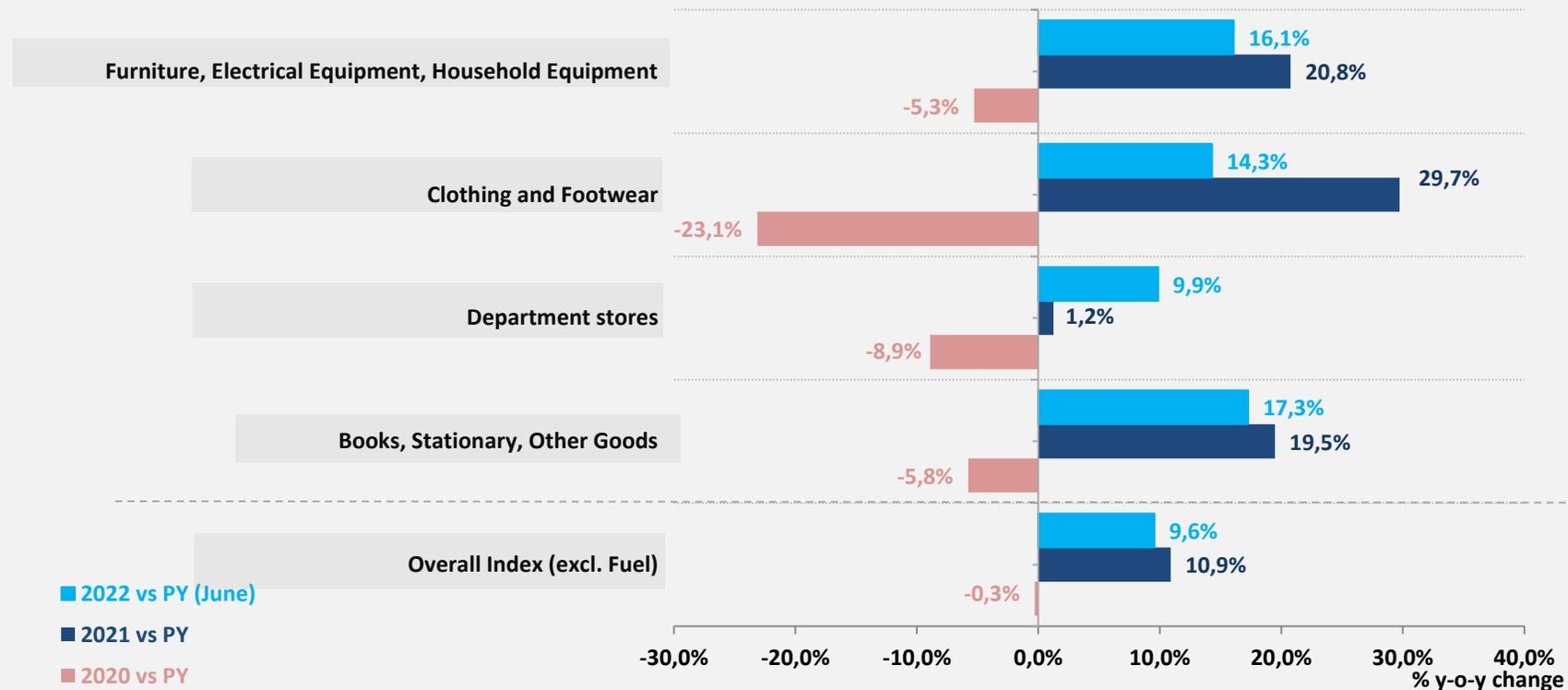


● Real Estate Investment



Retail Sales in Greece

Retail Sales (Turnover Index)



Period: until June 2022

Source: Hellenic Statistical Authority

Executive Summary H1 2022

- ✓ 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.
 - ✓ *Retail Home Furnishings sales in Greece in H1FY22 increased by 21,3 % y-o-y, while in the other countries sales increased by 9,7 % y-o-y.*
 - ✓ *Retail Sporting Goods sales in Greece in H1FY22 increased by 13,1% y-o-y, while in the other countries sales increased by 5,1% y-o-y average.*

- ✓ H1FY22 **EBITDA (OPR)** was € 9,7 million vs € 13,3 million in H1FY21.
- ✓ H1FY22 **Profit Before Taxes** was € 1,2 million 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).
- ✓ CAPEX € 67,8 mio (Retail activity € 9,2 mio and € 58,6 mio investments of the Real Estate activity).

Consolidated Key Financial Figures

Group Consolidated Key Financial
Figures (in €mm)

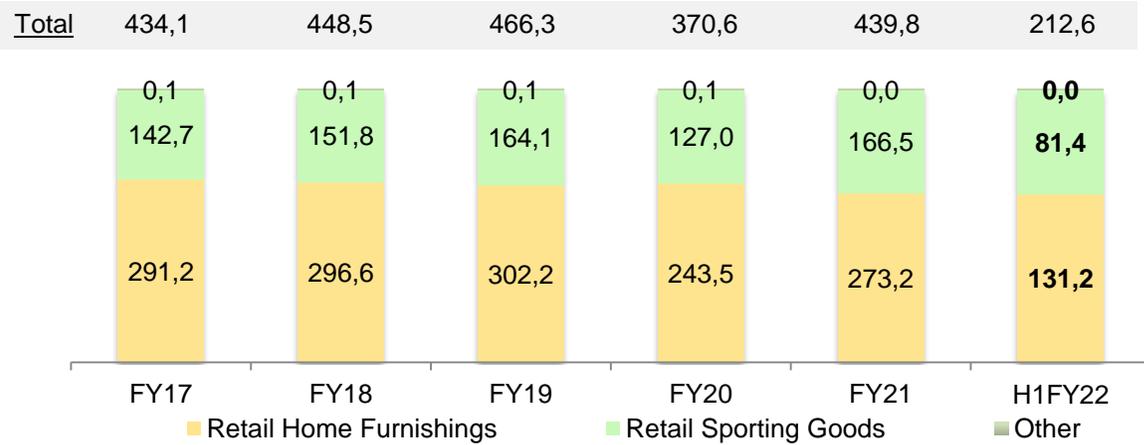
<u>Q2</u>				<u>H1</u>		
CY 22	PY 21	Index		CY 21	PY 20	Index
116,3	110,1	106	Revenue	212,6	185,7	115
54,5	48,3	113	Gross Profit	96,9	81,0	120
46,8%	43,9%		Margin	45,6%	43,6%	
10,4	10,8	96	EBITDA (OPR)	9,7	13,3	73
5,0	-	n/c	Inv. Assets Revaluation (Trade Estates REIC)	5,0	-	n/c
11,9	8,0	149	EBIT	7,8	8,6	91
8,7	4,3	200	PBT	1,2	0,9	145
8,2	3,2	254	NP	2,5	0,6	438

Consolidated Balance Sheet

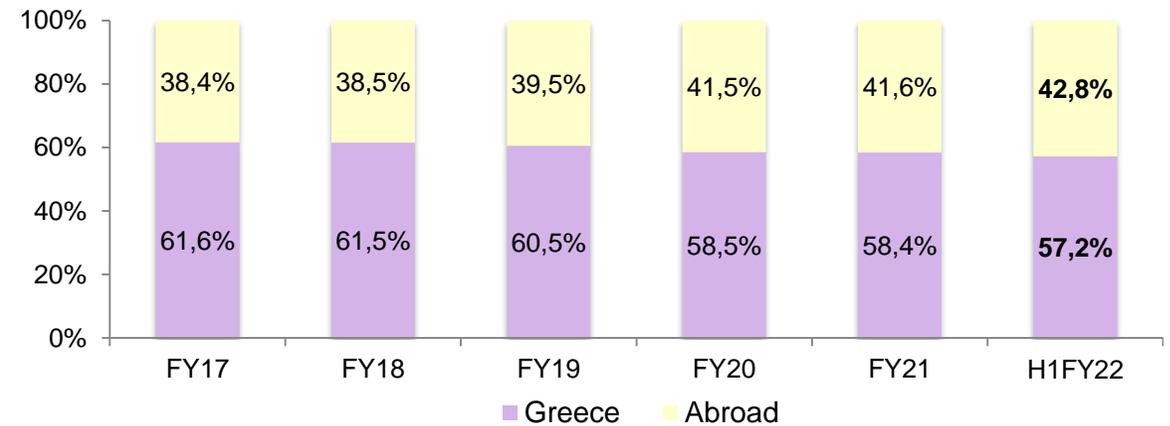
<i>(in € million)</i>	H1 2022	FY 2021	H1 2021
Property, plant & equipment	71,9	70,4	55,9
Right of Use Assets	140,3	121,1	121,7
Other Non Current Assets	51,9	49,5	56,2
Non-current assets	264,1	241,0	233,7
Inventories	89,2	79,2	89,4
Receivables	31,1	22,6	25,6
Cash & Cash Equivalent	74,9	103,5	129,9
Assets Held for Sale	295,9	228,7	185,6
Current assets	491,1	434,0	430,5
Total Assets	755,2	675,0	664,3
Loans and Borrowings	128,3	90,0	129,6
Long Term Lease Liability	119,9	104,1	109,5
Other non-current liabilities	8,3	8,5	7,9
Non-current liabilities	256,6	202,7	247,0
Loans and Borrowings	47,0	135,4	81,2
Short Term Lease Liability	29,4	25,4	19,8
Account Payables	111,6	98,0	127,8
Loans and Borrowings of Assets Held for sale	112,0	13,8	16,3
Liability of Assets Held for Sale	20,9	22,7	3,1
Current liabilities	320,9	295,3	248,2
Shareholders Equity	177,7	177,0	169,1
Shareholders Equity & Liabilities	755,2	675,0	664,3

Consolidated Revenue Breakdown

Revenue Breakdown by Activity (in € mm)



Revenue Breakdown by Geography (in € mm)



Net Debt Structure by Segment

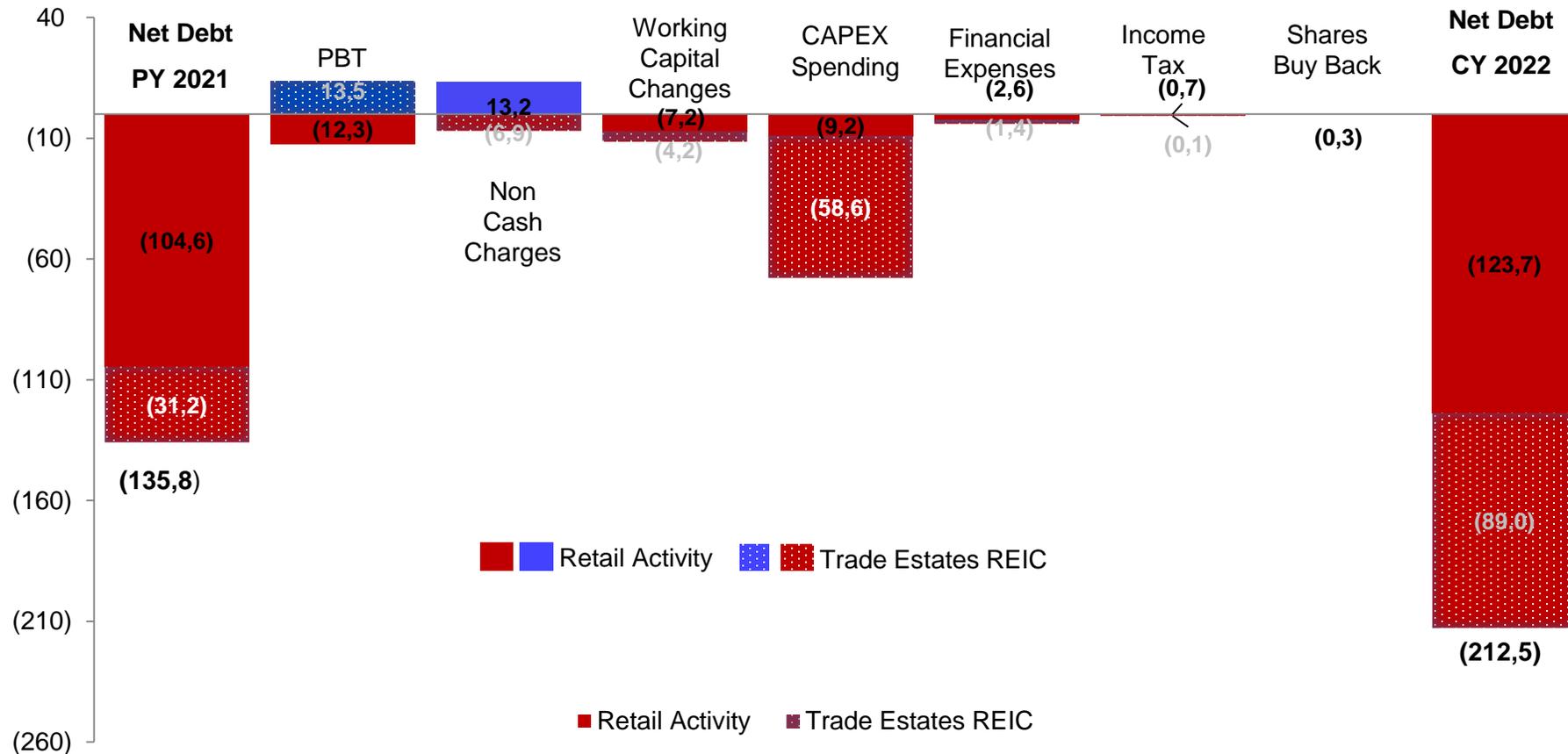


Net Debt Structure by Segment (in € mm)

	30.06.2022	31.12.2021	30.06.2021	Δ vs PY end	Δ vs 30.06.2021
	102,6	84,6	54,7	18,0	47,9
	27	20,1	32,5	6,9	-5,5
	-6,1	-0,2	0,0	-5,9	-6,1
Retail Group Net Debt	123,5	104,6	87,2	19,0	36,3
	89,0	31,2	8,7	57,8	80,3
Total Group Net Debt	212,5	135,8	95,9	76,8	116,6

H1 2022 – Cash Flow Performance

Group Cash Flow (in € mm)



HOUSEMARKET

Number of Stores

Greece

Big Boxes Stores	3
Medium Size Stores	4
Pick Up Points	6

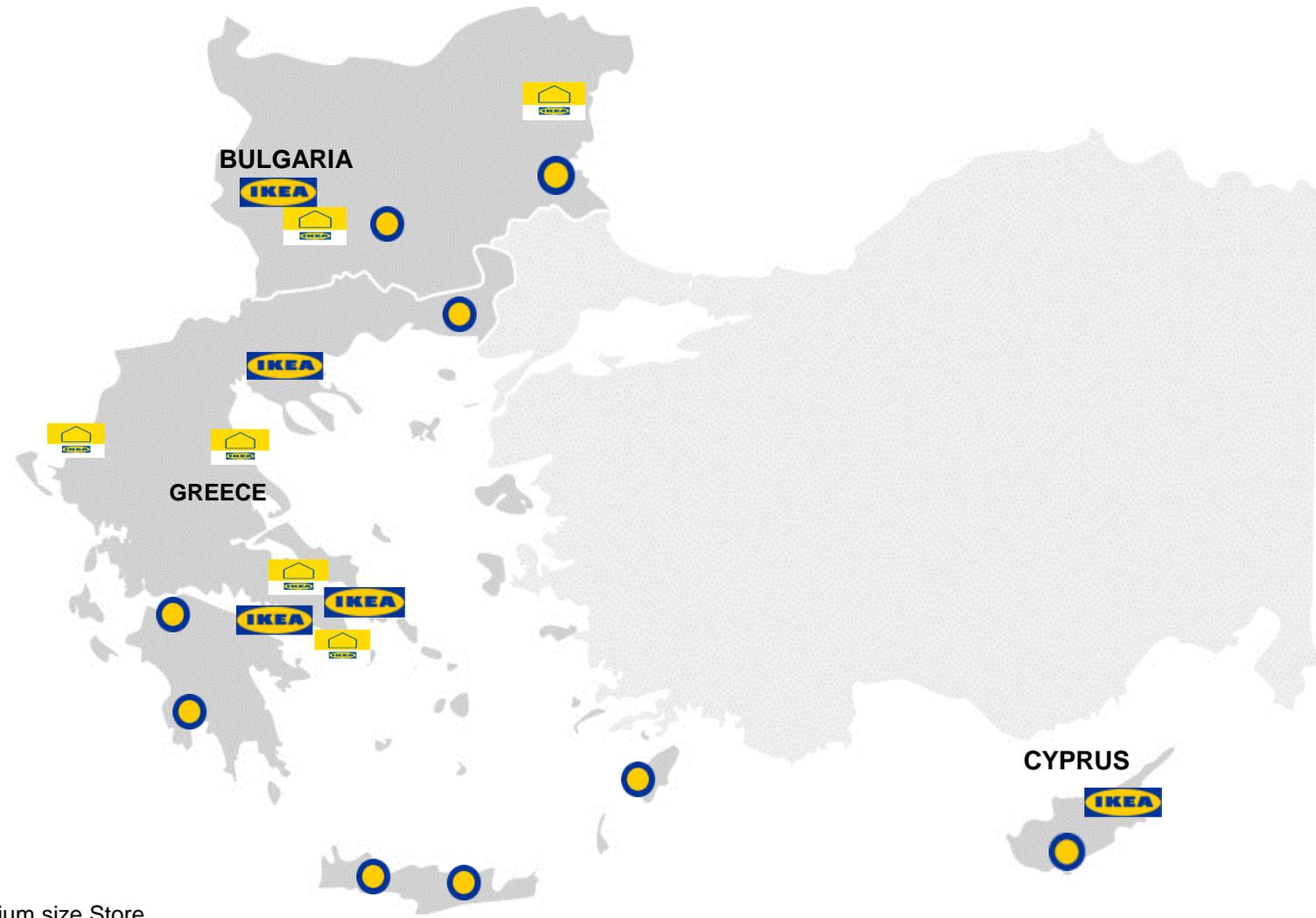
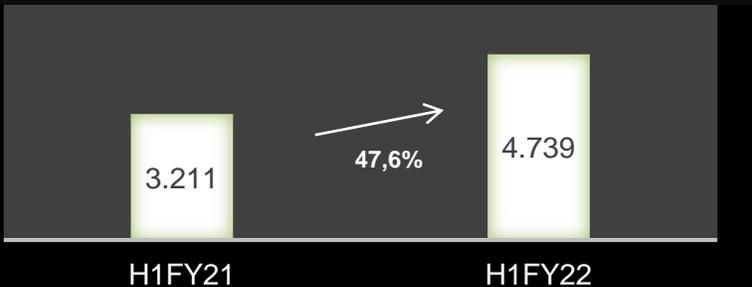
Bulgaria

Big Boxes Stores	1
Medium Size Stores	2
Pick Up Points	2

Cyprus

Big Boxes Stores	1
Pick Up Points	1

IKEA Visitors in 000s



- Medium size Store
- Big Box Store
- Pick Up Point
- E-Commerce in all 3 countries

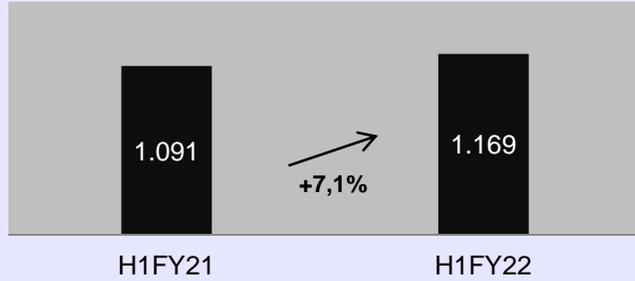
HOUSEMARKET - Financial Performance

<u>Q2</u>				<u>H1</u>		
CY 22	PY 21	Index		CY 21	PY 20	Index
69,8	65,7	106	Revenue	131,6	111,4	118
31,3	27,0	116	Gross Profit	58,3	46,9	124
44,8%	41,1%		Margin	44,3%	42,1%	
5,8	4,0	145	EBITDA (OPR)	7,2	6,6	109
8,9	2,5	357	EBIT	8,6	4,6	188
7,0	0,3	2066	PBT	4,6	0,1	7428

IKEA Key Financial Figures (in €mm)



Intersport Customers in 000's

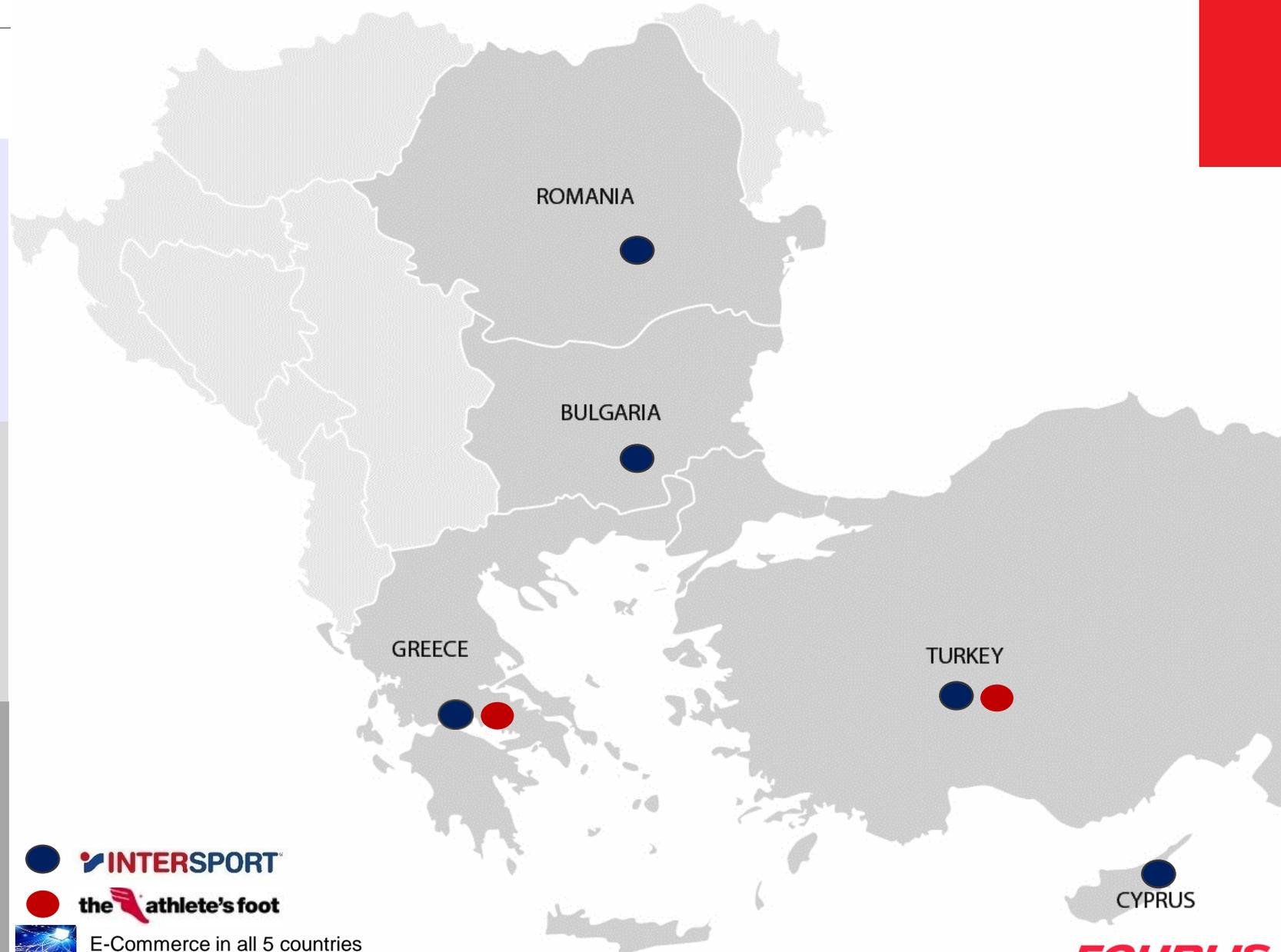
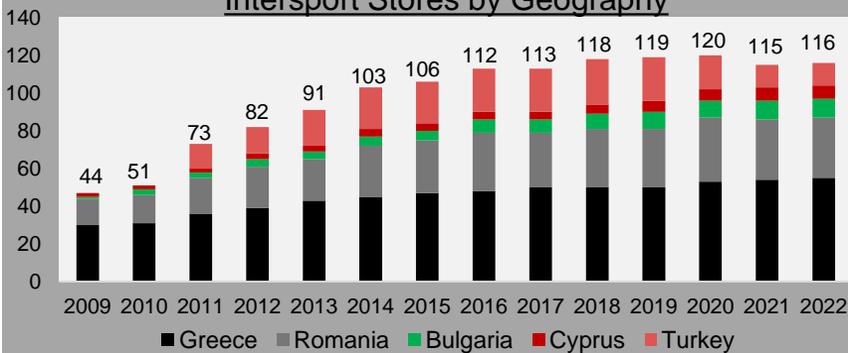


Number of Stores

Greece	
Intersport stores	55
The Athlete's Foot stores	14
Turkey	
Intersport stores	12
The Athlete's Foot stores	3

Romania	
Intersport stores	32
Cyprus	
Intersport stores	7
Bulgaria	
Intersport stores	10

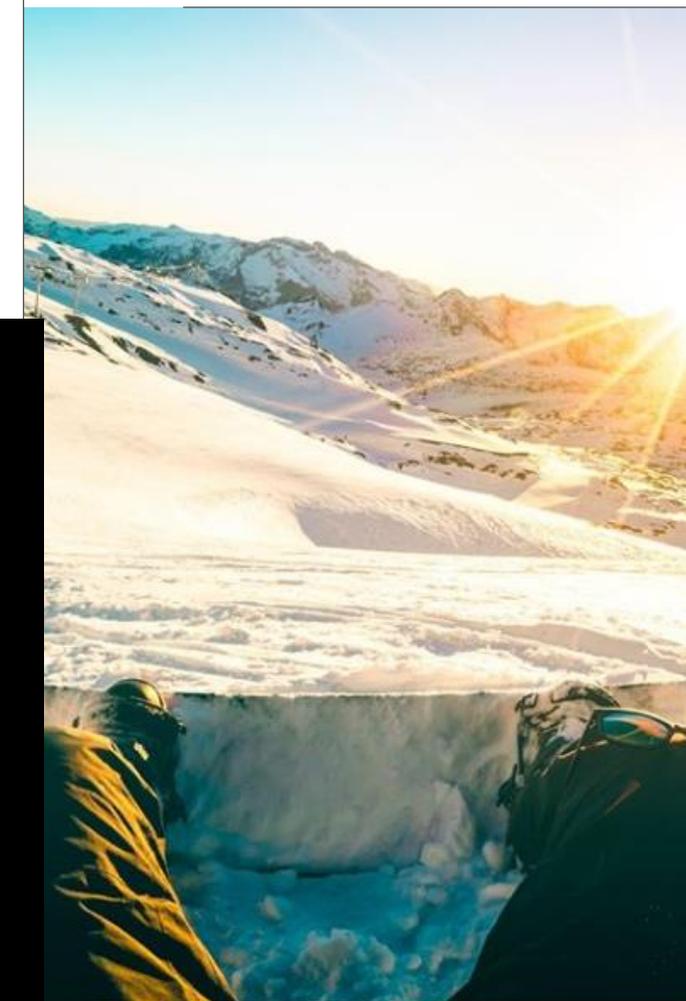
Intersport Stores by Geography



SPORTING GOODS- Financial Performance

<u>Q2</u>				<u>H1</u>		
CY 22	PY 21	Index		CY 21	PY 20	Index
46,6	44,3	105	Revenue	81,2	74,2	109
23,3	21,3	109	Gross Profit	38,7	34,1	114
50,0%	48,1%		Margin	47,7%	45,9%	
5,3	7,4	72	EBITDA (OPR)	3,8	7,8	49
3,7	6,1	60	EBIT	0,6	5,1	12
2,4	4,6	52	PBT	-2,0	1,9	n/c

INTERSPORT Key Financial Figures (in €mm)



TRADE ESTATES REIC

- 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 new retail investment property in Greece (Florida1 Retail Park and Piraeus Retail Park).
- 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 REIC - Facts & Figures

	<u>At Formation</u>	<u>Year End</u>	<u>H1 2022</u>
	12/07/2021	31/12/2021	30/06/2022
GAV*	184,5	215,9	286,1
Net Debt	8,1	31,2	88,9
<i>% on GAV</i>	4,4%	14,4%	31,1%
NAV	173,5	184,9	196,1

*Value of Real Estate Assets



HOLLAND & BARRETT- New Retail Concept



- Furlis Group announced in January 2022 that is entering into a fast growing sector of health and wellness through strategic partnership, with the company Holland & Barrett.
 - The agreed Development Plans for the countries Greece, Bulgaria and Romania include the opening of 100-120 stores
-
- Holland & Barrett is the UK's leader in health & wellness and one of the largest wellness retailers in Europe.
 - It was founded in UK in 1870 and had 150 year anniversary in 2020 and has a retail presence of more than 1600 stores across 18 countries worldwide
 - Holland & Barrett's mission is to make health and wellness a way of life for everyone, through market leading range of own brand, innovative vitamins, supplements, specialist food, sports nutrition and ethical beauty brands.



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 dieticians/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 79 Kindergartens since 2013
 - ❖ Offer of IKEA meals to people in need
 - ❖ Support to MAKE-A –WISH: (131 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

ISS ESG Ratings	
ISS CORPORATE SOLUTIONS	
Governance	5
Environment	5
Social	4



Since 2008 FOURLIS Group is an official member (Signatory) of UN GLOBAL COMPACT and is committed to adopt, support and promote its ten principles on Human Rights, Labor Conditions, Environmental Protection and the fight against Corruption.

A top-down view of a modern, compact living space. The room features a bed with white linens and a grey blanket, a desk with a laptop and books, a kitchen with a sink and stove, and a storage unit with a white cabinet and a red mat. The overall aesthetic is clean and functional.

Thank you!