

**PRESS RELEASE**

**Consolidated Financials 9MFY22**

- ✓ Fournalis Group, during 9MFY22, realized **sales of € 352,5 million**, 11,4% higher vs 9MFY21 (€ 316,5 mio).
- ✓ **E-Commerce sales** for the Group in 9MFY22 reached **€ 50,7 million** vs € 60,2 million in 9MFY21.
- ✓ 9MFY22 **EBITDA(OPR)** was **€ 24,4 million** vs € 26,7 million in 9MFY21.
- ✓ 9MFY22 **Profit Before Taxes** was **€ 9,3 mio** vs € 7,4 million in 9MFY21.
- ✓ The Group realized **Net Profit** of **9,2 million**.
- ✓ Fournalis Group **Net Debt** as of 30/09/2022 was **€ 200,7 million**. **€ 107,6 million** (€94,7 million as of 30/09/2021) is related to the Retail activities of the Group and **€ 93,1 million** (€ 6,3 million as of 30/09/2021) is related to the Real Estate activity (Trade Estates REIC).

	Sales			EBITDA(OPR)]			PBT		
	9MFY22	9MFY21	Index	9MFY22	9MFY21	Index	9MFY22	9MFY21	Index
Retail Home Furnishings (IKEA)	221,3	193,9	114	19,0	16,9	113	13,0	6,8	189
Retail Sporting Goods (INTERSPORT)	131,5	122,7	107	7,4	11,1	67	-1,5	2,0	n/c
Holding Company & Consolidation Differences	-0,3	-0,1	359	-2,1	-1,3	158	-2,2	-1,4	154
<b>GROUP</b>	<b>352,5</b>	<b>316,5</b>	<b>111</b>	<b>24,4</b>	<b>26,7</b>	<b>92</b>	<b>9,3</b>	<b>7,4</b>	<b>125</b>

Amounts in million EUR

**Retail Home Furnishing and Accessories activity (IKEA)** realized sales € 221,3 million in 9MFY22, 14,1% higher vs 9MFY21 (€ 193,9 million). 9MFY22 sales in Greece increased by 15,4%, while in the other countries sales increased by 12,1% versus 9MFY21.

EBITDA(OPR) in 9MFY22 was € 19,0 million vs € 16,9 million in 9MFY21. Profit Before Taxes in 9MFY22 was € 13,0 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 € 131,5 million in 9MFY22, 7,2% higher versus 9MFY21 (€ 122,7 mio). 9MFY22 sales in Greece increased by 8,5%, while in the other countries, sales increased by an average of 5,6% vs 9MFY21.

9MFY22 EBITDA(OPR) was € 7,4 million vs € 11,1 million in 9MFY21. 9MFY22 Losses before Taxes were € 1,5 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 6,5% of 9MFY22 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 at a mature stage, with a target to be implemented in the first semester of 2023, depending on market conditions. With € 286 million current Gross Asset Value and a pipeline of acquisitions and development approximately € 200 million, Trade Estates REIC continues the implementation of the investment pipeline.

**November 22, 2022**  
**Fourlis Holdings S.A.**  
**I.R. Department**