

PRESS RELEASE

Presentation of the FY22 Financial Results to the Hellenic Fund and Asset Management Association

According to the Financial Calendar of 2023, today March 22, 2023, 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), presented the FY22 financials of the Group to the Hellenic Fund and Asset Management Association.

- ✓ Fourlis Group, during FY22 realized **sales of € 501,4 million**, 14,0% higher vs FY21 (€ 439,8 mio).
- ✓ **E-Commerce sales** for the Group in FY22 reached **€ 69,7 million** vs € 77,8 million in FY21.
- ✓ **EBITDA(OPR)** was **€ 39,6 million** vs € 38,1 million in FY21.
- ✓ **Profit Before Taxes** was **€ 20,0 mio** vs € 12,1 million in FY21.
- ✓ The Group realized **Net Profit of € 19,8 million increased by 71,4%** vs prior year (€ 11,5 mio).
- ✓ Fourlis Group **Net Debt** as of 31/12/2022 was **€ 201,3 million**. **€ 102,5 million** (€104,6 million as of 31/12/2021) is related to the Retail activities of the Group and **€ 98,8 million** (€ 31,2 million as of 31/12/2021) is related to the Real Estate activity (Trade Estates REIC).

	Sales			EBITDA(OPR)]			PBT		
	FY22	FY21	Index	FY22	FY21	Index	FY22	FY21	Index
Retail Home Furnishings (IKEA)	317,6	273,4	116	30,5	25,8	118	23,8	12,1	197
Retail Sporting Goods (INTERSPORT)	184,3	166,6	111	12,4	14,2	87	-0,4	2,1	n/c
Holding Company & Consolidation Differences	-0,4	-0,2	235	-3,3	-1,9	170	-3,5	-2,1	167
GROUP	501,4	439,8	114	39,6	38,1	104	20,0	12,1	166

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales € 317,6 million in FY22, 16,2% higher vs FY21 (€ 273,4 million). FY22 sales in Greece increased by 15,2%, while in the other countries sales increased by 17,4% versus FY21.

EBITDA(OPR) in FY22 was € 30,5 million vs € 25,8 million in FY21. Profit Before Taxes in FY22 was € 23,8 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 process or construction and the target is to start their operation in the next 2-3 years.

Retail Sporting Goods activity (INTERSPORT), realized sales € 184,3 million in FY22 , 10,6% higher versus FY21 (€ 166,6 mio). FY22 sales in Greece increased by 10,8%, while in the other countries, sales increased by an average of 10,4% vs FY21.

FY22 EBITDA(OPR) was € 12,4 million vs € 14,2 million in FY21. FY22 Losses before Taxes were € 0,4 million.

FOURLIS Group currently operates a network of 105 Intersport stores. Today the store network consists of 57 stores in Greece, 32 in Romania, 10 in Bulgaria and 6 in Cyprus.

The implementation of the upgrading program of the current network is in progress, an investment of € 8,8 million in 2022.

Fourlis Group's investment in the health and wellness products sector began with the operation of the first 3 **"HOLLAND & BARRETT"** retail stores, while the company's website will soon be up and running. The goal is to operate 100-120 physical stores in Greece, Romania and Bulgaria in the next five years.

Regarding the issues that directly affected the international supply chain system and the availability of products, mainly in the home furnishing and accessories activity, there has been a significant improvement at all levels, with availability indicators approaching gradually normal levels.

The energy cost for the operation of the store network and the warehouses of the Group, was affected by the severe cost increases realized globally. The energy cost was 5,4% of FY22 operating expenses versus 4,5% in FY21.

The **Trade Estates REIC** , a subsidiary of Fourlis Group, owns properties with a gross asset value (**GAV**) of **€ 300 million** and a net asset value (**NAV**) of **€ 211 million**. The company continues the implementation of its investment plan through a pipeline of acquisitions and development of commercial parks and logistics with a value of more than € 250 million. The initial public offering (IPO) of the company to the Athens Stock Exchange, within the current year, remains a key goal.

March 22, 2023
Fourlis Holdings S.A.
I.R. Department