

**Annual Analysts Update Athens Exchange,  
15 May 2025**

# FAIS GROUP

*One Group. Infinite Possibilities*

**FAIS GROUP S.A.**

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**Company Presentation**



45

years of solid experience of the company's shareholders in retail and wholesale operations



4

different sectors of activity (business units)



5

presence in 5 countries of Southeast and Central Europe <sup>(1)</sup>



15+

Long-term cooperations with 15+ famous international brand houses in apparel & footwear / cosmetics



100+

brands



126

118 physical and 8 digital active points of sales



700+

wholesale customers



1,200+

employees

1. In process of expanding operations of the cosmetics business unit in Czech Republic and Slovakia

€216,1<sub>mn</sub>

consolidated turnover  
FY 2024

+13% vs FY 2023

€96<sub>mn</sub>

consolidated gross profit  
FY 2024

+12% vs FY 2023

€41,3<sub>mn</sub>

consolidated EBITDA  
FY 2024

+6% vs FY 2023

€334<sub>mn</sub>

Total Assets FY 2024

+9% vs FY 2023

€71,9<sub>mn</sub>

Equity FY 2024

+24% vs FY 2023

€86,7<sub>mn</sub>

a-Net Debt FY 2024 <sup>(2)</sup>

-1% vs FY 2023

1. Equity including non-controlling interests (NCI)

2. Adjusted Net Debt (a-Net Debt): Net debt plus restricted cash



83%

of 12M 2024 turnover  
generated in Greece

17%

of FY 2024 turnover generated  
abroad



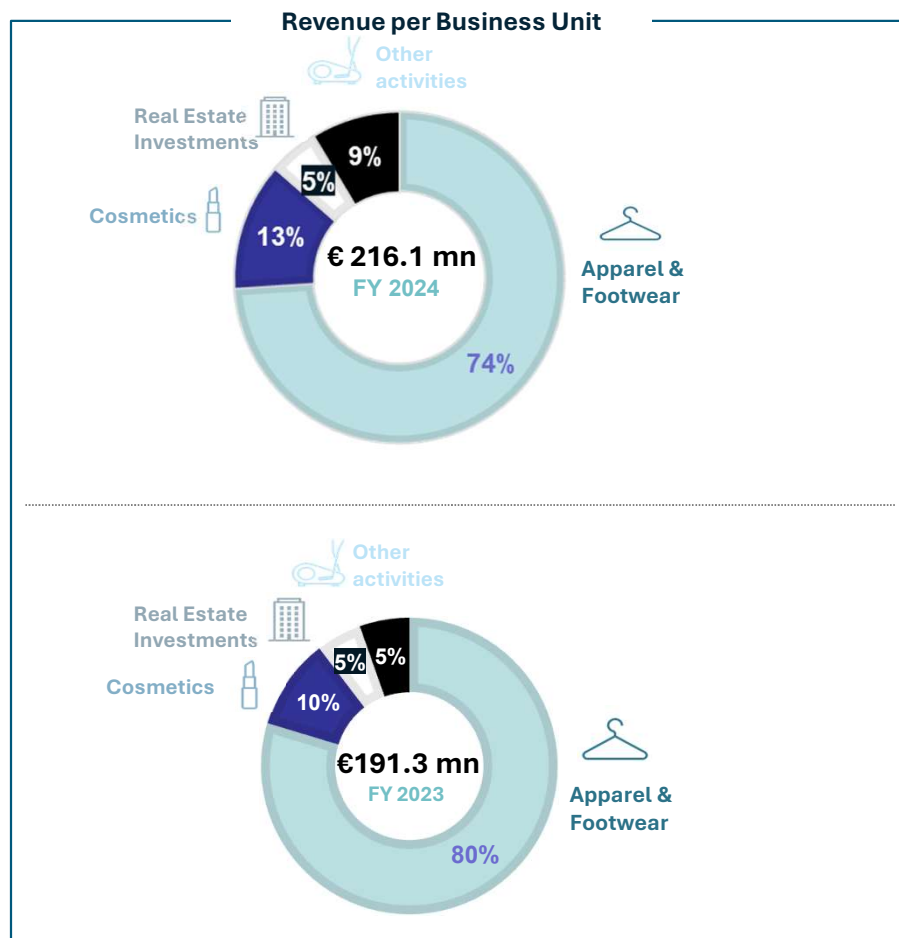
Countries already present



Countries in process of expanding operations of the cosmetics  
business unit (incl. other countries relating to yachting sales from  
discontinued brand cooperation)

Very broad, differentiated and well-balanced brand portfolio, comprising of best-in-class assortment of major brands capturing current trends

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## Brand Portfolio

Wholesale and/or retail distribution contracts or franchise contracts

### LUXURY FASHION

FERRAGAMO



HOGAN



### LIFESTYLE FASHION

MICHAEL KORS

UGG

DKNY

MANGO

Levi's

PLEIN SPORT

fittlop Dr. Martens

### Own brands

KALOGIROU HARALAS

### Other indicative brands<sup>(1)</sup>

Chloe, Dolce & Gabbana, Jacquemus, Jimmy Choo, Miu Miu, Prada, Stuart Weitzman

Apparel & Footwear

Cosmetics

Real Estate Investments

Other activities

KIKO MILANO

one SALONICA OUTLET MALL

Radisson ZAFFRON RESORT SANTORINI



### SPORTS EQUIPMENT

TECHNOGYM

Wilson

### MOTORCYCLES

HARLEY-DAVIDSON

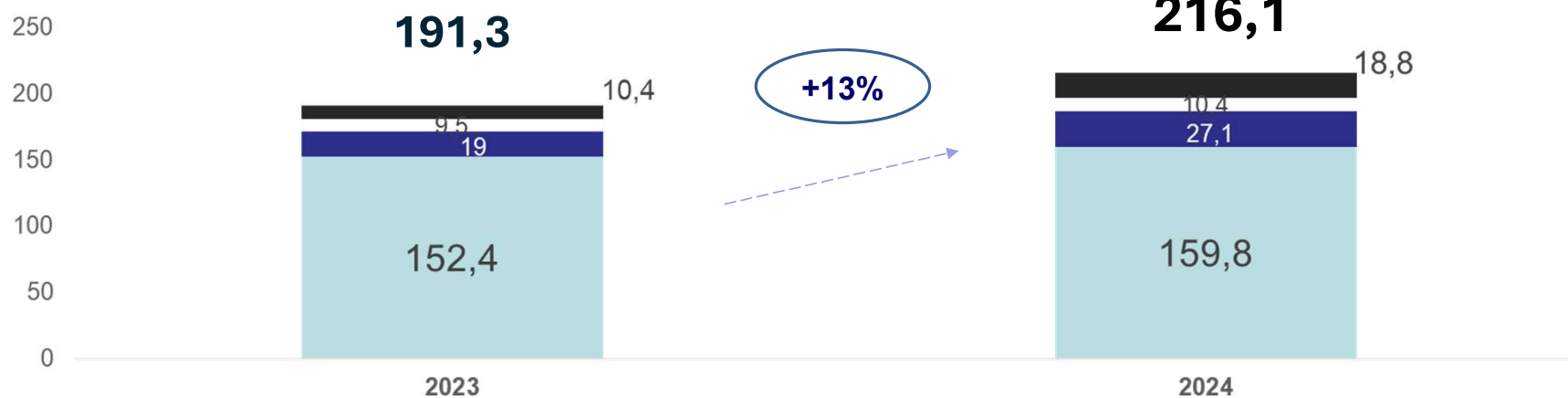
Indian MOTORCYCLE

1. Numerous brands' products are distributed through KALOGIROU S.A. by multi-brand stores "KALOGIROU" and "HARALAS", procured under purchase orders from Greek and foreign suppliers

## Steady growth, fueled by the expansion of operations in apparel & footwear and cosmetics business units

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Revenue evolution (€ mn)



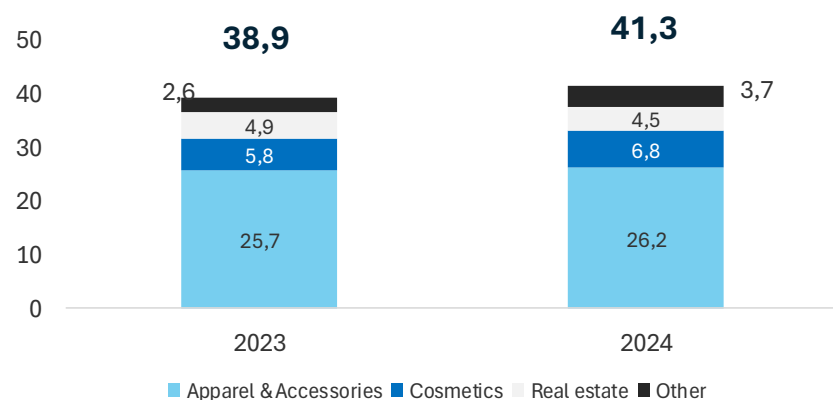
Gross Profit (€ mn)



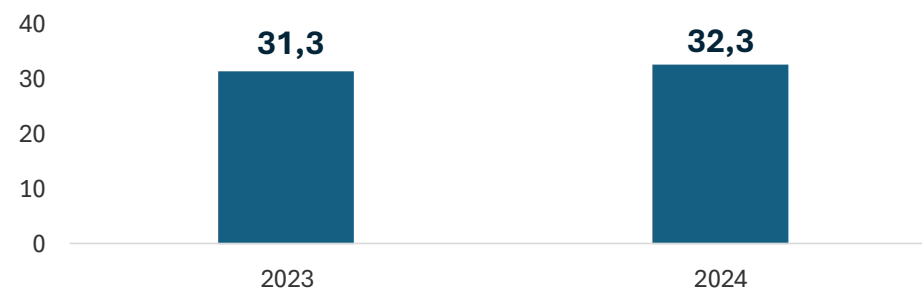
## Increased profitability mainly driven by the increased revenues and higher margins of the cosmetics business unit

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EBITDA per Business Unit (€ mn)



Adjusted EBITDA <sup>(1)</sup> (€ mn)



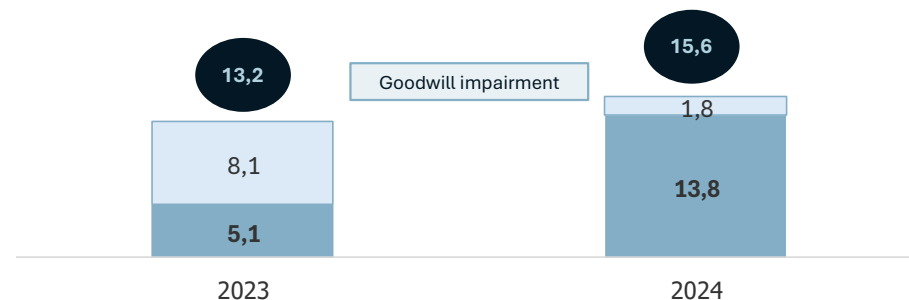
Adjustment (€ mn)



EBITDA Margin per Business Unit

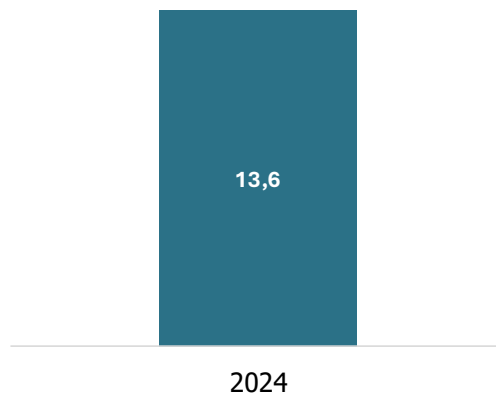
	2023	2024
Apparel & Footwear	16.8%	16.4%
Cosmetics	30.2%	25%
Real estate	51.6%	43%
Other	25%	20%
<b>Blended</b>	<b>20.3%</b>	<b>19.1%</b>

Profit after tax (€ mn)



1. Adj. EBITDA: EBITDA minus depreciation of rights of use

**Capex 2024 (€ mn)**



Mainly:

**Sales network:**

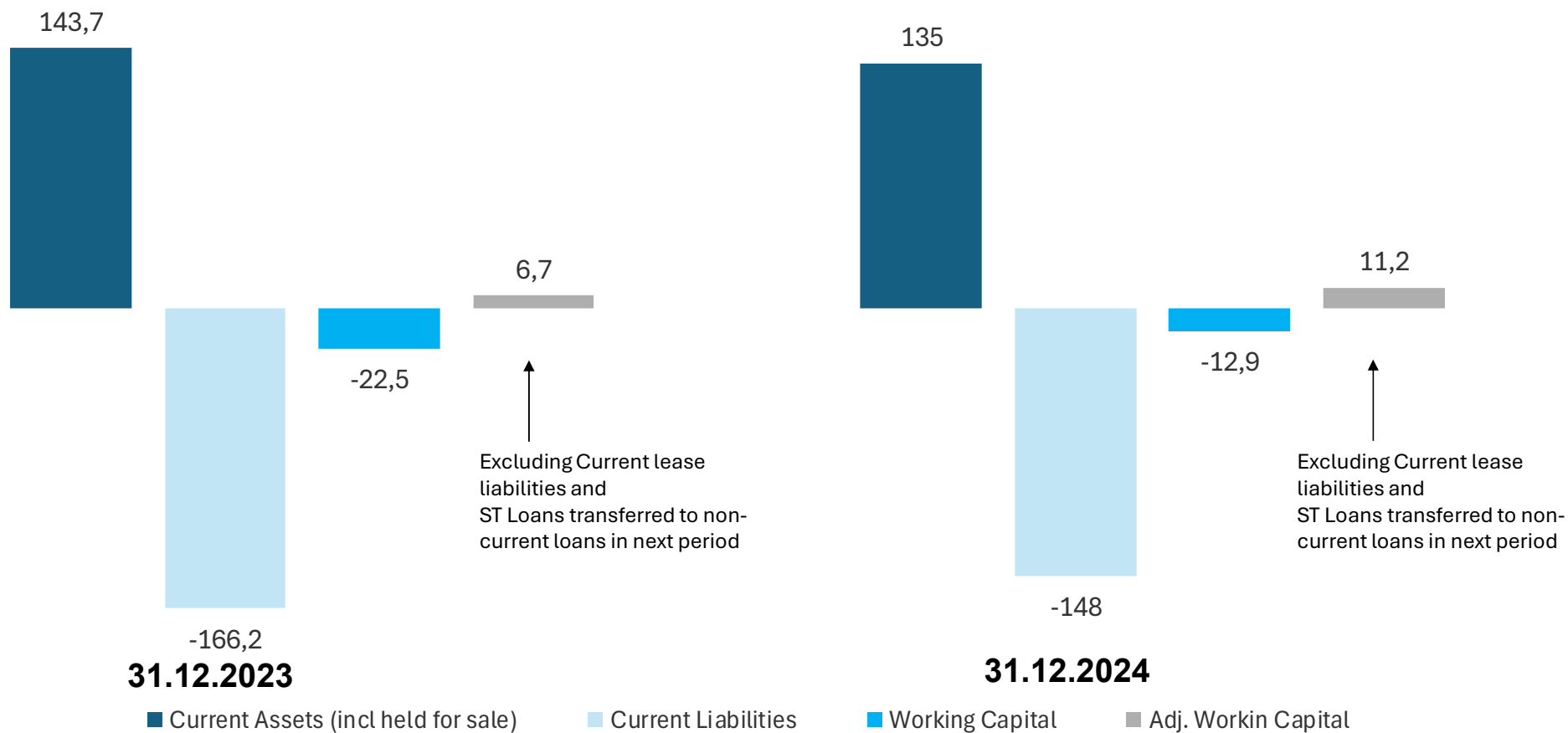
- Opening of 12 new KIKO points of sale, 1 Michael Kors, 1 Levi's, 1 Under Armour, FOP Kalogirou
- 2 stores were renovated (Under Armour flagship store in Glyfada and Kalogirou Piraeus)
- Acquisition of property (building) in Mykonos for a consideration of €5 mn (will be converted to Kalogirou store)



## Continuous improvement in adjusted working capital, enhances the Group's liquidity

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Working Capital and Adjusted Working Capital (€ mn)



# USE OF FUNDS post IPO

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## A. Purchase of remaining stakes in subsidiaries for a total consideration of €9,7mn.

- Payment of 3,5 mn euro for the 93,3% of **LS Santorini S.A.** ✓
- purchase of remaining stake for 600k euro for **LS Santorini S.A.** completed (now 100% owned by Fais Group) ✓
- Payment of remaining 1 mn euro for **ONE OUTLET S.A.** ✓
- 500k euro for Capital increase in **Sportswind S.A.** for the Harley Davidson brand ✓
- purchase of remaining stake for 4,6 mn euro for **Kalogirou S.A.** completed (now 100% owned by Fais Group) ✓

## B. Opening, renovation and under construction of stores

- Opening of new store in Irakleio Crete (**KIKO MILANO**) ✓
- Opening of new store in Mykonos (**KIKO MILANO**) ✓
- POP UP store in Romania (**KIKO MILANO**) ✓
- Opening of new store in the Mall Of Athens (**PUMA**) ✓
- Opening in Agia Paraskevi (**Under Armour**) ✓
- Renovation of **Kalogirou** store in Limasol, Cyprus
- Under construction of **KIKO MILANO** store in Makariou Str, Cyprus
- Under construction for **Michael Kors** in Thessaloniki
- Under construction for **KIKO MILANO** in Burgas in Bulgaria
- Under construction for **KIKO MILANO** in Designers Outlet
- Under construction for **Levi's** in Factory Outlet Pireos

**C. Purchase of office building already in use by Kalogirou and Puma in Peristeri**

- Waiting for final signatures for a total consideration of 1,6 mn euro

**D. Payment of existing loans of 14,1 mn euro ✓**

**E. Software, IT security and tech equipment**

- In progress for certification of ISO 27001, an International data safety standard
- Already established an **MFA (Multi Factor Approval)**, a multi-step account login process that requires users to enter more information than just a password

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