

Consolidated Financials 9MFY21 (IFRS)

- ✓ Fourlis Group, during 9MFY21, realized **sales of € 316,5 million**, 13,3% higher vs 9MFY20 (€ 279,3 mio).
- ✓ **E-Commerce sales** for the Group in 9MFY21 reached **€ 60,2 million** vs € 39,0 million in 9MFY20, increased by 54,4%.
- ✓ 9MFY21 **EBITDA(OPR)** was **€ 26,7 million** vs € 17,3 million in 9MFY20, increased by 53,9%.
- ✓ 9MFY21 Consolidated **Profit Before Taxes** was **€ 7,4 million** vs Losses before Taxes of € 3,0 million in 9MFY20.
- ✓ The Group realized **Net Profit of € 8,0 million** in 9MFY21.
- ✓ Fourlis Group **Net Debt** as of 30/09/2021 was **€ 100,9 million**, vs € 113,9 million as of 30/09/2020 and € 105,4 million as of 31/12/2020. € 94,6 million Net Debt is related to the operating activities of the Group, while € 6,3 million Net Debt is related to the Real Estate activity.

	Sales			EBITDA(OPR)]			PBT		
	9MFY21	9MFY20	Index	9MFY21	9MFY20	Index	9MFY21	9MFY20	Index
Retail Home Furnishings (IKEA)	193,87	181,66	107	17,24	15,60	111	7,19	4,66	154
Retail Sporting Goods (INTERSPORT)	122,73	97,68	126	10,76	2,92	368	1,61	-6,37	n/c
Holding Company & Consolidation Differences	-0,08	-0,05	177	-1,35	-1,21	111	-1,38	-1,32	105
GROUP	316,52	279,29	113	26,66	17,31	154	7,41	-3,02	n/c

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales € 193,9 million in 9MFY21, 6,7% higher vs 9MFY20 (€ 181,7 million). 9MFY21 sales in Greece were flat, while in the other countries sales increased by 18,3% versus 9MFY20.

EBITDA(OPR) in 9MFY21 was € 17,2 million vs € 15,6 million in 9MFY20. Profit Before Taxes in 9MFY21 was € 7,2 million.

In the context of the plan to open “new generation” IKEA stores, following Varna, Bulgaria opening, Piraeus and recently in the “Sofia Mall”, Sofia, Bulgaria, one more “new generation” IKEA store will open in the “the Athens Mall”, Maroussi, Attiki in December 2021

10 IKEA stores operate today (6 in Greece, 1 in Cyprus and 3 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 10.000 sq. m. each, are under design and implementation procedures for Athens and the Province.

Retail Sporting Goods activity (INTERSPORT & THE ATHLETE'S FOOT), realized sales € 122,7 million in 9MFY21, 25,7% higher versus 9MFY20 (€ 97,7 mio). 9MFY21 sales in Greece increased by 18,2%, while in the other countries, sales increased by an average of 36,0% versus 9MFY20.

9MFY21 EBITDA(OPR) was € 10,8 million vs € 2,9 million in 9MFY20. 9MFY21 Profit before Taxes was € 1,6 million.

FOURLIS Group currently operates a network of 132 stores of Intersport and The Athlete's Foot (TAF). Today the store network consists of 54 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.

During the course of 2022 and 2023, an upgrading program of the current network will be implemented. In January, the new fully automated logistic center of Intersport will begin its operations, which is considered the most contemporary logistic center in Greece. It will serve 120 stores and the e-commerce of the company, as well.

Regarding the international supply chain problems, their current impact on the Group is relatively low, 3%-4% on sales, mainly due to the efficient organizational supply chain structure of IKEA international.

The energy cost for the operation of the stores and warehouses of the Group, is affected by the severe cost increases, realized globally. However, it is a relatively small part of the operating cost of the Group (4,1% of the 9MFY21 operating expenses).

The preparation for the initial public offering (IPO) of the **Trade Estates REIC**, subsidiary of the Group, is under way. With € 190 million current Gross Asset Value and a pipeline of acquisitions and development approximately € 250 million, Trade Estates REIC aims to play an important role in its sector.

The Group is establishing a **New Technologies Business Development Department**, aiming to utilize the opportunities in the new shaped landscape. The department is staffed with Greek Professionals with international background in the field of digital technologies.

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Fourlis Holdings S.A.
I.R. Department