

**Consolidated Financials 9MFY19 (IFRS)**

- ✓ Fourlis Group, during the nine months of 2019, realized **sales of € 339,4 million** 4,2% higher vs last year (€ 325,8 mio).
- ✓ 9MFY19 **EBITDA was € 44,4 million** following implementation IFRS 16. The comparable EBITDA was **€ 29,2 million** vs € 28,5 million in 9MFY18.
- ✓ Consolidated **Profit Before Taxes was € 7,9 million**, while on a comparable basis the profit before taxes was **€ 10,1 million** vs profit of € 9,5 million in 9MFY18.
- ✓ The Group realized **Net Profit of € 6,0 million**.

	Sales			EBITDA			PBT		
	9MFY19	9MFY18	Index	EBITDA (IFRS 16 adjusted)			PBT (IFRS 16 adjusted)		
				9MFY19	9MFY18	Index	9MFY19	9MFY18	Index
<b>Retail Home Furnishings (IKEA)</b>	218,12	213,07	102	25,93	20,25	128	8,10	8,80	92
				<b>20,78</b>	<b>20,25</b>	<b>103</b>			
<b>Retail Sporting Goods (INTERSPORT)</b>	121,25	112,69	108	19,39	9,08	214	1,01	1,71	59
				<b>9,51</b>	<b>9,08</b>	<b>105</b>			
<b>Holding Company &amp; Consolidation Differences</b>	<b>-0,02</b>	0,00	<b>-696</b>	<b>-0,97</b>	<b>-0,86</b>	112	<b>-1,26</b>	<b>-0,98</b>	128
<b>GROUP</b>	339,35	325,76	104	44,36	28,46	156	7,85	9,52	82
				<b>29,17</b>	<b>28,46</b>	<b>102</b>	<b>10,13</b>	<b>9,52</b>	<b>106</b>

Amounts in million EUR

**Retail Home Furnishing and Accessories activity (IKEA)** realized sales of € 218,1 million in 9MFY19, increased by 2,4% vs 9MFY18 (€ 213,1 million). 9MFY19 sales in Greece increased by 0,8%, while in the other countries sales increased by 5,3% versus 9MFY18.

EBITDA was € 25,9 million in 9MFY19. The comparable EBITDA was € 20,8 million vs € 20,3 in 9MFY18. Profit Before Taxes was € 8,1 million.

7 IKEA stores operate today (5 in Greece, one in Cyprus and one in Sofia, Bulgaria) and 10 Pick-up Points. Six of them in Greece, three in Bulgaria and one in Cyprus. Finally, IKEA e-commerce in the three countries Greece, Bulgaria and Cyprus, continue to realize high growth rates.

**Retail Sporting Goods activity (INTERSPORT & THE ATHLETE'S FOOT)**, realized sales € 121,2 million, 7,6% higher versus 9MFY18 (€ 112,7 million). Sales in Greece increased by 6,1%. In the other countries sales increased by 9,3% average, while all the countries realized high growth rates. 9MFY19 EBITDA was € 19,4 million. The comparable EBITDA was € 9,5 million versus € 9,1 million in 9MFY18. Profit before taxes was € 1,0 million.

FOURLIS Group currently operates a network of 135 stores of Intersport and The Athlete's Foot (TAF). Today the store network consists of 50 Intersport stores in Greece, 31 in Romania, 23 in Turkey, 9 in Bulgaria and 6 in Cyprus. Respectively, there are 13 The Athlete's Foot stores in Greece and 3 in Turkey. The electronic sales (e-commerce) in Greece realized high growth rates. Within 2019, e-commerce will be fully operational in all the countries that the Group has activity.