

FOURLIS
GROUP OF COMPANIES

Corporate Presentation

November 2019



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Company Profile

- FOURLIS GROUP is a **leading retail group of companies** of quality consumer goods in Southeast Europe. The company was established in 1950.
- The Group is active in **retail sector**:
 - **Retail Home Furnishings** through the franchise of **IKEA** stores in Greece, Cyprus and Bulgaria,
 - **Retail Sporting Goods** through the franchise of **INTERSPORT** stores in Greece, Cyprus, Romania, Bulgaria and Turkey along with **THE ATHLETE'S FOOT** stores in Greece and Turkey.
- The Group is entering into Real Estate Investment sector, through the formation of a **Real Estate Investment Company (TRADE ESTATES REIC)**

Our Business Activities

Retail Home Furnishings



Retail Sporting Goods

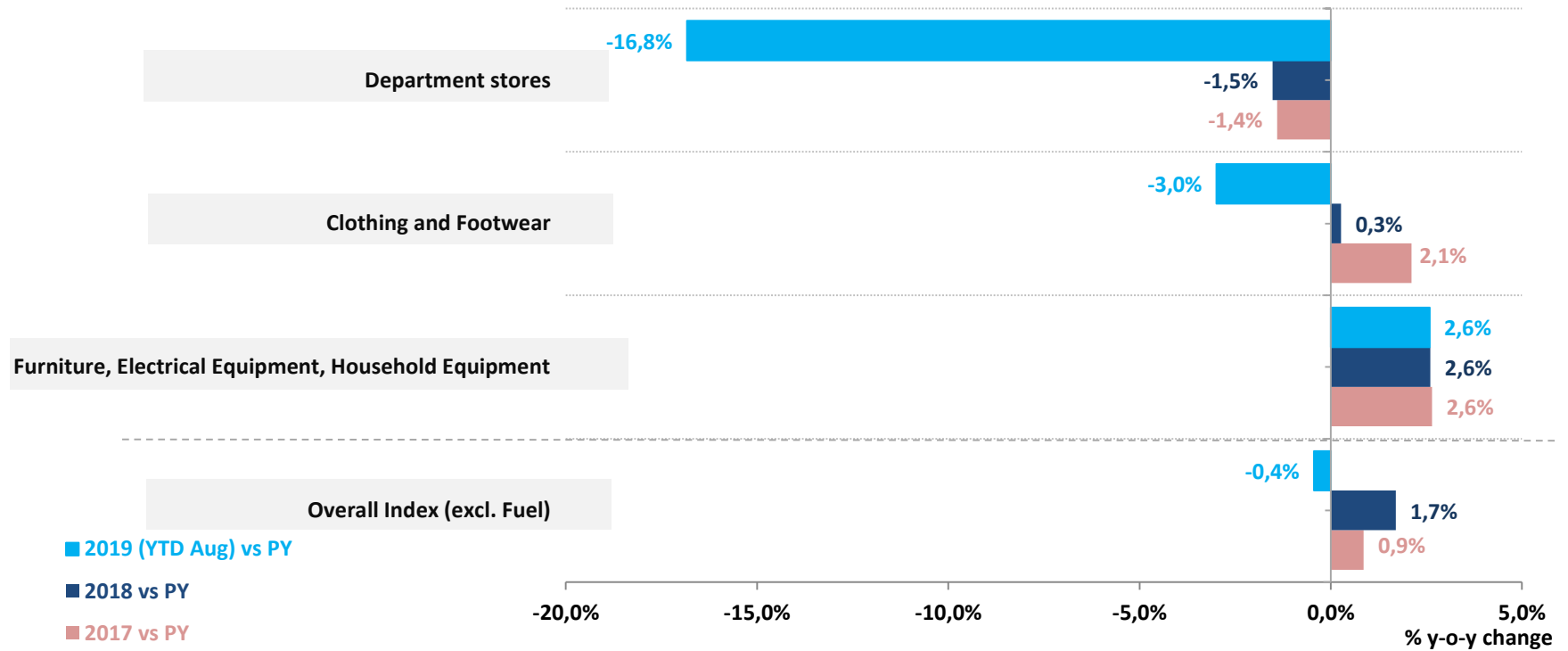


Real Estate Investment



Retail Sales in Greece

Retail Sales (Turnover Index)



Source: Hellenic Statistical Authority

Executive Summary 9M 2019

- FOURLIS Group, during 9M 2019 realized **sales € 339,4 million 4,2% higher** vs same period last year (€ 325,8 mio).
 - Retail Home Furnishings sales in Greece for 9M 2019 increased by 0,8 % y-o-y, while in the other countries sales increased by 5,3 % y-o-y.
 - Retail Sporting Goods sales in Greece for 9M 2019 increased by 6,1 % y-o-y, while in the other countries sales increased by 9,3 % y-o-y average.
- **9M 2019 EBITDA was € 44,4 million** following implementation IFRS 16. The comparable EBITDA was **€ 29,2 million** vs € 28,5 million in 9M 2018.
- Consolidated **Profit Before Taxes was € 7,9 million**, while on a comparable basis Profit before taxes was **€ 10,1 million** vs Profit of € 9,5 million in 9M 2018.
- The Group realized **Net Profit of € 6,0 million**.
- **Net Debt € 116 million** vs € 107 million in 9M 2019 and € 95 million in FY 2018.
- **CAPEX € 10,3 mio**.

Consolidated Key Financial Figures

Group Consolidated Key Financial Figures (in €mm)

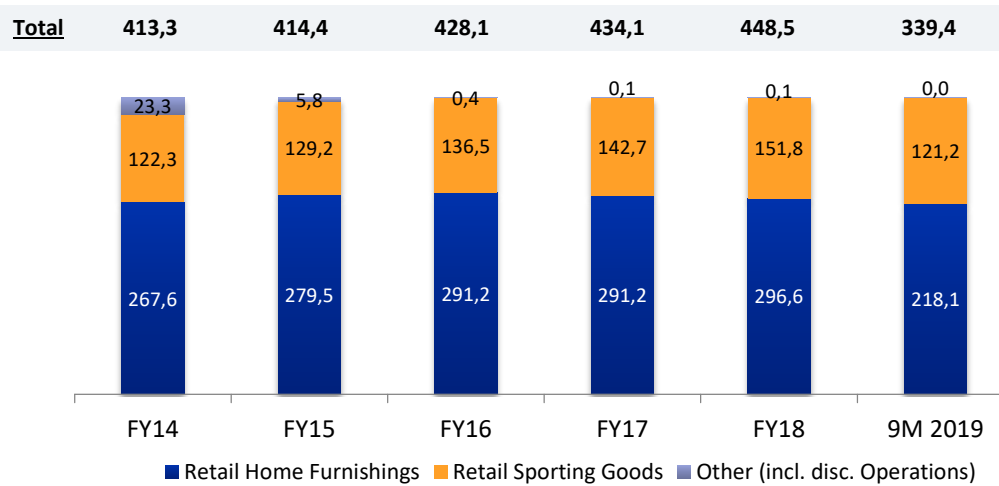
<u>Q3</u>				<u>9M</u>		
CY 19	PY 18	Index		CY 19	PY 18	Index
132,1	123,7	107	Revenue	339,4	325,8	104
56,7	53,1	107	Gross Profit	146,4	139,5	105
42,9%	42,9%		Margin	43,2%	42,8%	
21,1	15,7	135	EBITDA	44,4	28,5	156
16,0%	12,7%		Margin	13,1%	8,7%	
16,0	15,7	102	comparable EBITDA	29,2	28,5	102
13,0	12,2	107	EBIT	20,3	18,3	111
8,9	9,3	96	PBT	7,9	9,5	82
9,6	9,3	103	comparable PBT	10,1	9,5	106
7,1	7,2	99	NP	6,0	7,6	79

Consolidated Balance Sheet

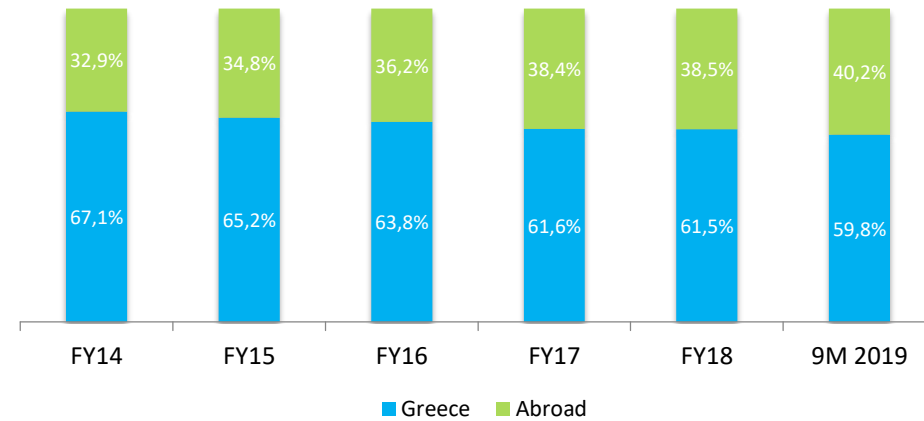
<i>(in € million)</i>	Q3 2019	Q3 2018	Q4 2018
<i>Property, plant & equipment</i>	208,9	208,4	209,6
<i>Right of Use Assets</i>	114,8	0,0	0,0
<i>Other Non Current Assets</i>	70,5	71,0	69,8
Non-current assets	394,3	279,3	279,4
Inventories	100,3	94,2	83,9
Receivables	29,8	27,9	21,0
Cash & Cash Equivalent	36,9	32,2	39,9
Current assets	167,0	154,3	144,7
Total Assets	561,2	433,7	424,1
Loans and Borrowings	122,4	117,1	113,8
Long Term Lease Liabilities	102,2	0,0	0,0
Other non-current liabilities	10,1	9,5	9,6
Non-current liabilities	234,7	126,6	123,4
Loans and Borrowings	30,8	22,2	21,1
Short Term Lease Liability	14,9	0,0	0,0
Account Payables	106,7	119,3	105,9
Current liabilities	152,4	141,4	127,0
Shareholders Equity	174,1	165,7	173,7
Shareholders Equity & Liabilities	561,2	433,7	424,1

Consolidated Key Financial Figures

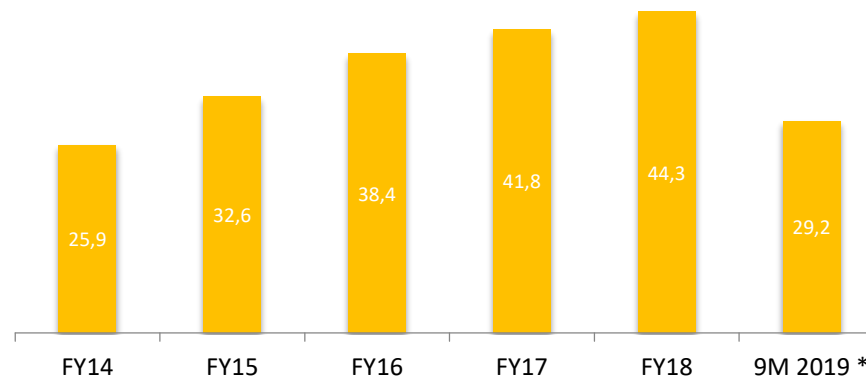
Revenue Breakdown by Activity (in € mm)



Revenue Breakdown by Geography (in € mm)






EBITDA (in € mm)

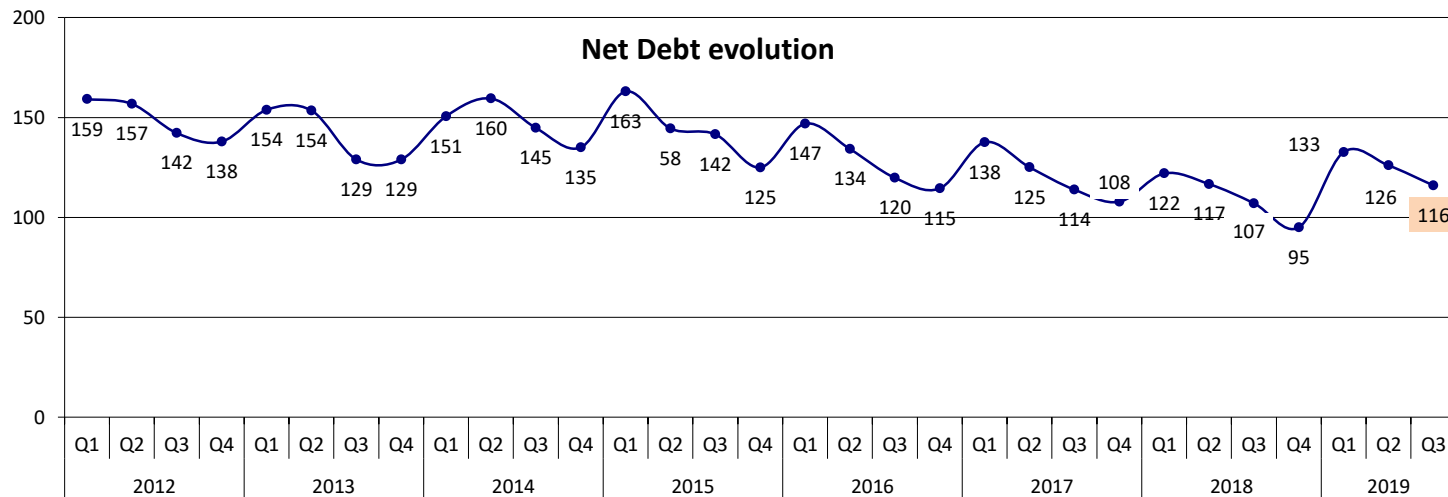


*Comparable (IFRS16 adjusted)

Net Debt Structure by Segment & Evolution

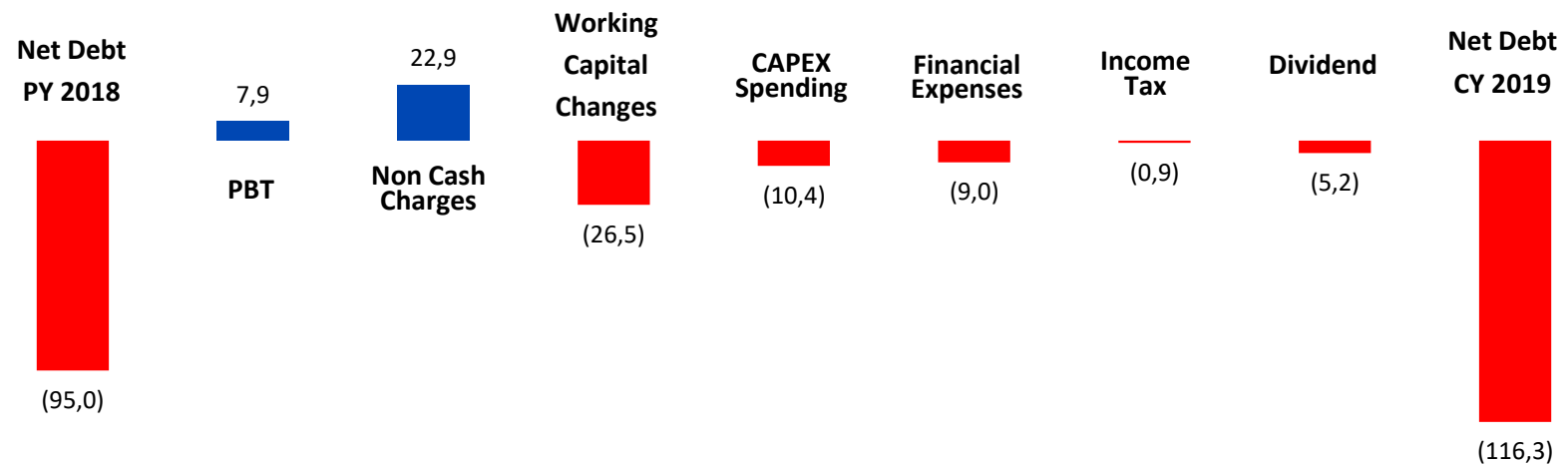
Net Debt Structure by Segment - € mm

	31.12.2018	30.9.2018	30.9.2019	Δ vs PY end	Δ vs 30.9.2018
	67,8	74,5	84,2	16,4	9,7
	28,7	34,2	32,5	3,8	-1,7
	-1,5	-1,6	-0,4	1,1	1,2
Total	95,0	107,1	116,3	21,3	9,2



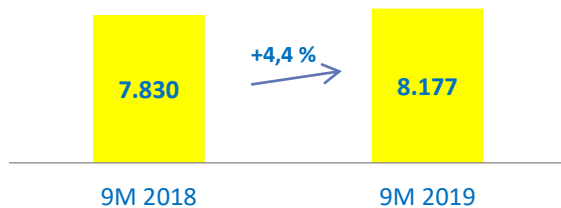
9M 2019 – Cash Flow Performance

Group Cash Flow (in € mm)





IKEA visitors (in 000's)



E-Commerce in all three countries

HOUSEMARKET – Financial Performance



IKEA Key Financial Figures (in €mm)

Q3				9M		
CY19	PY18	Index		CY19	PY 18	Index
85,2	82,2	104	Revenue	218,1	213,1	102
36,1	34,1	106	Gross Profit	91,0	87,4	104
42,3%	41,5%		Margin	41,7%	41,0%	
13,6	11,4	119	EBITDA	25,9	20,3	128
15,9%	13,9%		Margin	11,9%	9,5%	
11,8	11,4	104	comparable EBITDA	20,8	20,3	103
9,8	9,2	107	EBIT	14,9	14,0	107
7,4	7,6	97	PBT	8,1	8,8	92
7,7	7,6	102	comparable PBT	9,1	8,8	104



Greece 	
Intersport stores	50
The Athlete's Foot stores	13

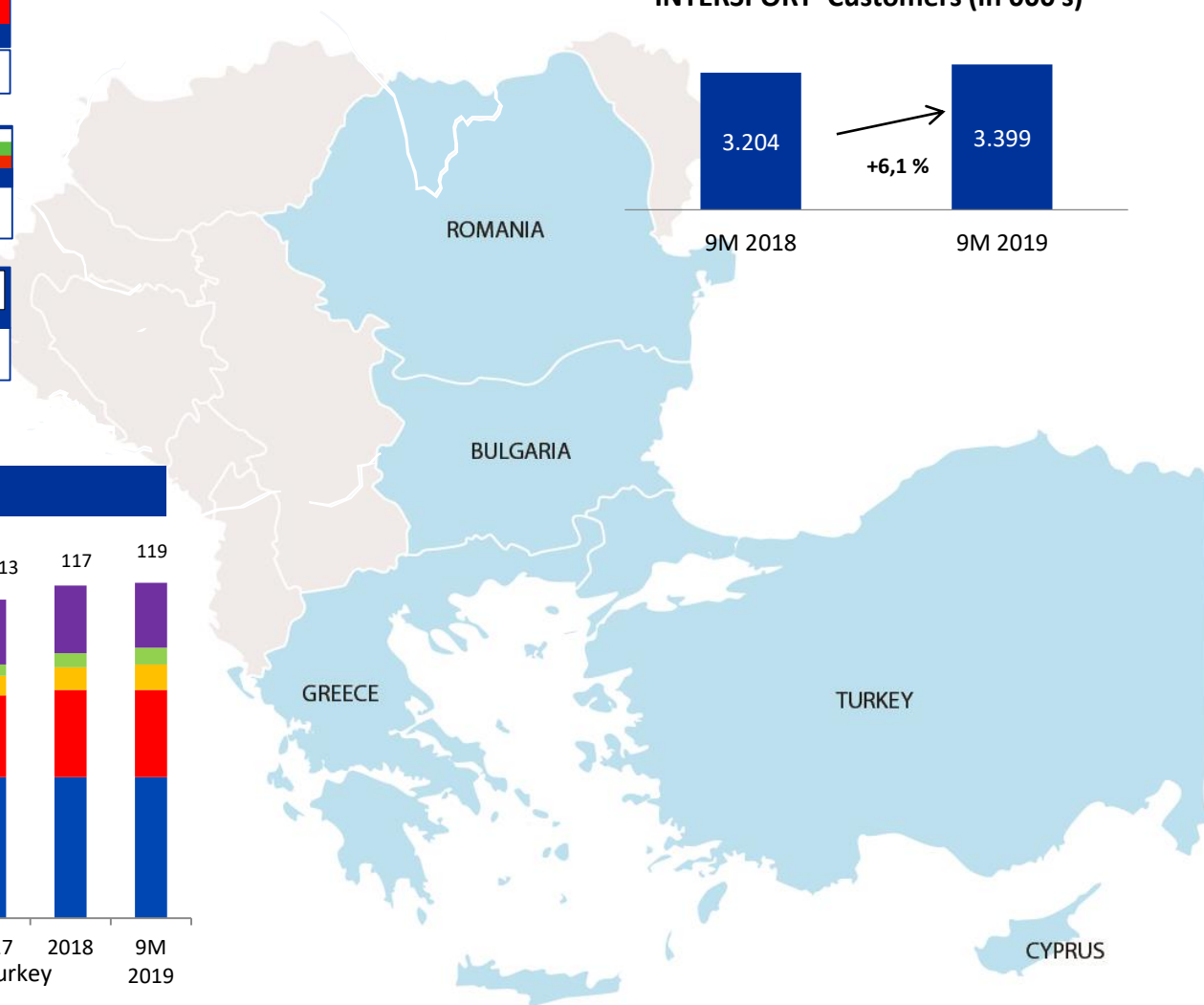
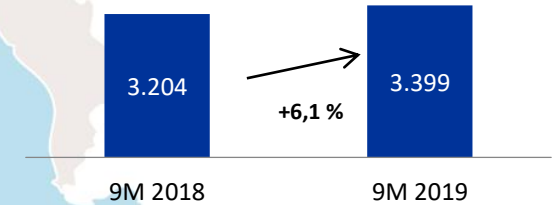
Romania 	
Intersport stores	31

Turkey 	
Intersport stores	23
The Athlete's Foot stores	3

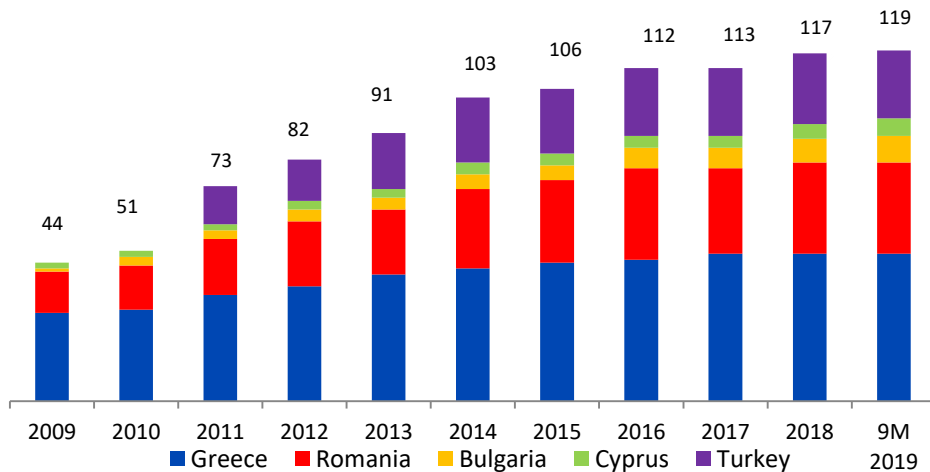
Bulgaria 	
Intersport stores	9

Cyprus 	
Intersport stores	6

INTERSPORT Customers (in 000's)



Intersport Stores by geography



A Target of 160+ Stores

Greece

now 50 stores → 55 stores

Cyprus

now 6 stores → 6 stores

Bulgaria

now 9 stores → 10 stores

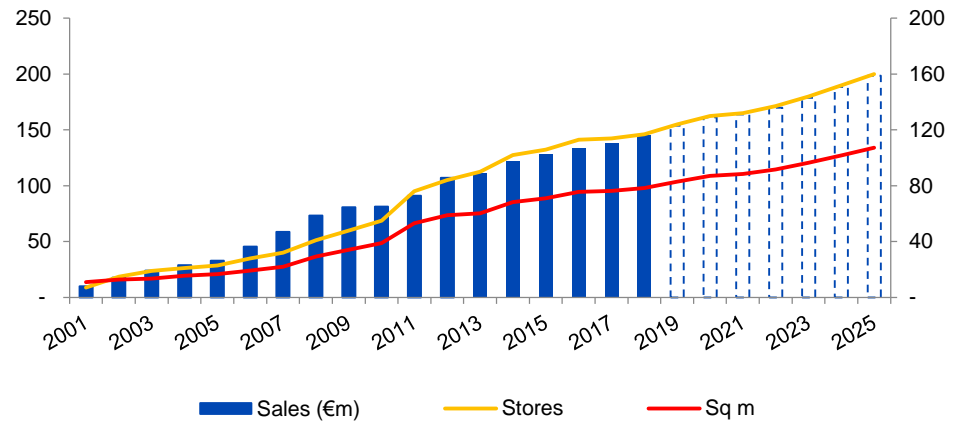
Romania

now 31 stores → 40 stores

Turkey*

now 23 stores → 55 stores

Expansion Plan



* Expansion plan will be re-evaluated based on macro economic environment



- A global retailer for fashionable athletic footwear and apparel.
- 518 stores in 29 countries.
- Carrying some of the world's most renowned brands.
- Sport with style.
- Furlis Group has the franchise rights to develop **The Athlete's Foot** store network in the five countries (currently Greece & Turkey)
- Today operates 13 stores in Greece and 3 stores in Turkey.
- A target of 40 stores in Greece & Turkey in the next 3 to 5 years

INTERSPORT Key Financial Figures (in €mm)

<u>Q3</u>				<u>9M</u>		
CY19	PY18	Index		CY19	PY 18	Index
46,9	41,4	113	Revenue	121,2	112,7	108
20,6	19,0	109	Gross Profit	55,5	52,1	106
44,0%	45,8%		Margin	45,8%	46,2%	
7,9	4,5	175	EBITDA	19,4	9,1	214
17,0%	11,0%		Margin	16,0%	8,1%	
4,6	4,5	101	comparable EBITDA	9,5	9,1	105
3,7	3,3	112	EBIT	6,6	5,3	125
2,0	2,0	98	PBT	1,0	1,7	59
2,3	2,0	114	comparable PBT	2,2	1,7	131

- The Hellenic Capital Market Commission during its meeting held at 838/28.02.2019 resolved on **granting a license** to the company under formation **“TRADE ESTATES REAL ESTATES INVESTMENT COMPANY”**.
- Fourlis Group subsidiaries will contribute to TRADE ESTATES REIC **a gross value of real estate assets €179 million approximately**
- Trade Estates REIC will invest purely in **quality retail properties and E-Commerce infrastructure**
- Trade Estates REIC, **will grow by acquiring new retail assets from the market**, which along with the existing Fourlis assets, will represent a high quality retail property portfolio.
- Fourlis Group aims to maximize flexibility in accessing real estate equity, improving overall returns on assets, centralizing ownership and management, streamlining tax planning.

