

Consolidated Financials Q1FY21 (IFRS)

- ✓ Fourlis Group, during Q1FY21, realized **sales of € 75,6 million**, 10,5% lower vs Q1FY20 (€ 84,5 mio), due to the impact of the measures against COVID-19 outbreak.
- ✓ **E-Commerce sales** for the Group in Q1FY21 reached **€ 23,8 million** vs € 9,8 million in Q1FY20, increased by 142,2%.
- ✓ Q1FY21 **EBITDAR (Earnings Before Interest, Taxes, Depreciation & Rents)** was **€ 4,5 million** vs € 5,4 million in Q1FY20.
- ✓ Q1FY21 **EBITDA(OPR)** was **€ 2,5 million** vs € 0,4 million in Q1FY20.
EBITDA(OPR)= EBITDAR minus Leases excluded from IFRS16 minus Right of use Depreciation (IFRS16)
- ✓ Q1FY21 Consolidated **Losses Before Taxes** were **€ 3,5 million** vs Losses before Taxes of € 6,0 million in Q1FY20.
- ✓ The Group realized **Net Loss of € 2,7 million** in Q1FY21.
- ✓ Fourlis Group **Net Debt** as of 31/03/2021 was **€ 110,8 million**, vs € 121,2 million as of 31/03/2020 and € 105,4 million as of 31/12/2020.

	Sales			EBITDA(OPR)]			PBT		
	Q1FY21	Q1FY20	Index	Q1FY21	Q1FY20	Index	Q1FY21	Q1FY20	Index
Retail Home Furnishings (IKEA)	45,69	53,99	85	2,74	1,76	155	-0,12	-1,59	8
Retail Sporting Goods (INTERSPORT)	29,90	30,53	98	0,21	-0,90	n/c	-2,91	-3,97	73
Holding Company & Consolidation Differences	0,01	-0,02	n/c	-0,41	-0,41	100	-0,45	-0,45	101
GROUP	75,60	84,51	89	2,53	0,45	566	-3,49	-6,00	58

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales € 45,7 million in Q1FY21, 15,4% lower vs Q1FY20 (€ 54,0 million). Q1FY21 sales in Greece decreased by 34,1%, while in the other countries sales increased by 15,6% versus Q1FY20. EBITDA(OPR) in Q1FY21 was € 2,7 million vs € 1,8 million in Q1FY20. Losses Before Taxes in Q1FY21 were € 0,1 million. 9 IKEA stores operate today (6 in Greece, 1 in Cyprus and 2 in Bulgaria) and 9 Pick-up Points. 6 of them in Greece, 2 in Bulgaria and 1 in Cyprus. Finally, IKEA e-commerce realized high growth rates, in all three countries, especially during the lockdown period. The first “medium-size” IKEA store of 8.000 sq.m., in Varna Bulgaria started its operation in the 3rd quarter 2020, while the first “small-size” IKEA store of 1.850 sq.m., started its operation at the beginning of 2021 in Piraeus City. The results for this

new type of IKEA stores are promising and the next opening for this type of store will take place in the center of Sofia, Bulgaria the summer of 2021.

Retail Sporting Goods activity (INTERSPORT & THE ATHLETE'S FOOT), realized sales € 29,9 million in Q1FY21, 2,1% lower versus Q1FY20 (€ 30,5 million). Q1FY21 sales in Greece decreased by 11,9%, while in the other countries, sales increased by an average of 9,0% versus Q1FY20.

Q1FY21 EBITDA(OPR) was € 0,2 million vs € -0,9 million in Q1FY20. Q1FY21 Losses before Taxes were € 2,9 million.

FOURLIS Group currently operates a network of 134 stores of Intersport and The Athlete's Foot (TAF). Today the store network consists of 53 Intersport stores in Greece, 34 in Romania, 15 in Turkey, 9 in Bulgaria and 6 in Cyprus. Respectively, there are 14 The Athlete's Foot stores in Greece and 3 in Turkey. The electronic sales channel (e-commerce) realized high growth rates in Greece, while e-commerce is fully operational in all the countries that the Group is active.

May 18, 2021
Fourlis Holdings S.A.
I.R. Department