

Consolidated Financials Q3FY14 (IFRS)

- ✓ Fourlis Group, during the first nine months of 2014, realized **sales € 295,6 million** 2,4% higher vs same period last year (€ 288,6 mio).
- ✓ Q3FY14 was the second consecutive quarter for IKEA stores with positive y-o-y revenue growth since 2011
- ✓ 9MFY14 **EBITDA was € 14,3 million** 0,9% up vs 9MFY13 (€ 14,2 million).
- ✓ Consolidated **Losses Before Taxes** were **€ 9,3 million** (€6,2 excluding the impact from the wholesale discontinuation) vs losses € 9,2 million in 9MFY13.
- ✓ The Group realized **Net Loss € 10,2 million** (€5,4 excluding the impact from the wholesale discontinuation) compared to Net Loss of € 8,8 million in 9MFY13.

| | <u>Sales</u> | | | <u>EBITDA</u> | | | <u>PBT</u> | | |
|---|--------------------------|---------------|--------------|-----------------------|---------------|--------------|---------------|---------------|--------------|
| | <u>EBITDA (adjusted)</u> | | | <u>PBT (adjusted)</u> | | | | | |
| | <u>9MFY14</u> | <u>9MFY13</u> | <u>Index</u> | <u>9MFY14</u> | <u>9MFY13</u> | <u>Index</u> | <u>9MFY14</u> | <u>9MFY13</u> | <u>Index</u> |
| Retail Home Furnishings (IKEA) | 187,69 | 187,20 | 100 | 10,78 | 11,95 | 90 | -4,12 | -3,25 | 127 |
| Retail Sporting Goods (INTERSPORT) | 91,31 | 81,98 | 111 | 6,59 | 4,46 | 148 | 1,85 | -2,53 | - |
| Retail Fashion Goods (NEW LOOK) | 2,61 | 2,76 | 95 | -0,81 | -0,84 | 97 | -1,39 | -1,44 | 97 |
| Electricals & Electronics | 14,07 | 16,76 | 84 | -1,71 | -0,67 | 253 | -2,31 | -1,17 | 197 |
| | | | | -1,23 | -0,67 | 183 | -1,84 | -1,17 | 157 |
| Holding Company & Consolidation Differences | -0,09 | -0,08 | 112 | -0,50 | -0,68 | 74 | -3,27 | -0,76 | 432 |
| GROUP | 295,58 | 288,61 | 102 | 14,35 | 14,22 | 101 | -9,25 | -9,15 | 101 |
| | | | | 14,82 | 14,22 | 104 | -6,16 | -9,15 | 67 |

Amounts in million EUR

Adjusted figures are net of Wholesale activity discontinuation:

€0,5 mio expenses in EBITDA, €2,6 mio goodwill write-off as accelerated depreciation and €1,7 mio deferred tax asset write-off.

Retail Home Furnishing and Accessories activity (IKEA) realized sales of € 187,7 million in 9MFY14, 0,3% higher vs 9MFY13. EBITDA was € 10,8 million 9,8% lower versus 9MFY13 (€ 11,9 million), while the losses before taxes were € 4,1 million vs losses € 3,3 million in 9MFY13.

7 IKEA stores operate today (5 in Greece, one in Cyprus and one in Sofia, Bulgaria) and 5 Pick-up Points in Greece (Rhodes Island, Patras, Chania, Heraklion and Komotini). Finally IKEA e-commerce in Greece operates since September 2014

Retail Sporting Goods activity (INTERSPORT), realized € 91,3 million sales 11,4% higher versus 9MFY13 (€ 82,0 million). The EBITDA was € 6,6 million compared to € 4,5 million in 9MFY13 improved by 47,7%. The profits before taxes were € 1,8 million vs € losses 2,5 million for the same period last year. Furlis Group currently operates 98 Intersport stores in the region (44 in Greece, 25 in Romania, 5 in Bulgaria, 20 in Turkey and 4 in Cyprus) compared to 90 stores at the end of 2013.

Finally, the discontinuation of **the wholesale of Home Electrical Appliances activity** is in progress and it will be completed before the year end.

The Group also announced that it has obtained the franchise rights to develop **The Athlete's Foot** store network in Greece and Turkey.

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Furlis Holdings S.A.

I.R. Department