

**Consolidated Financials FY16 (IFRS)**

- ✓ Fourlis Group, during 2016, realized **sales of € 428,1 million** 3,3% higher vs last year (€ 414,4 mio).
- ✓ FY16 **EBITDA was € 38,4 million** vs € 32,6 million in FY15 an **increase of 17,9%**.
- ✓ Consolidated **Profits Before Taxes** were **€ 7,7 million** vs profits of € 2,5 million in FY15.
- ✓ The Group realized **Net Profits of € 6,0 million** compared to Net Profits of € 0,25 million in FY15.

	<u>Sales</u>			<u>EBITDA</u>			<u>PBT</u>		
	<u>FY16</u>	<u>FY15</u>	<u>Index</u>	<u>FY16</u>	<u>FY15</u>	<u>Index</u>	<u>FY16</u>	<u>FY15</u>	<u>Index</u>
Retail Home Furnishings (IKEA)	291,34	279,55	104	29,12	25,55	114	6,96	4,58	152
Retail Sporting Goods (INTERSPORT)	136,49	129,23	106	11,86	10,93	109	2,32	2,84	82
Discontinued Operations	0,24	5,71	4	-1,30	-3,05	43	-0,13	-3,85	3
Holding Company & Consolidation Differences	-0,01	-1,18	1	-1,24	-0,12	1.035	-1,46	-0,17	881
<b>GROUP</b>	<b>428,07</b>	<b>414,44</b>	<b>103</b>	<b>38,44</b>	<b>32,61</b>	<b>118</b>	<b>7,69</b>	<b>2,52</b>	<b>306</b>

Amounts in million EUR

**Retail Home Furnishing and Accessories activity (IKEA)** realized sales of € 291,3 million in FY16, 4,2% higher vs FY15 (€ 279,5 million). EBITDA was € 29,1 million versus € 25,6 million in FY15, an increase of 14,0%, while Profits Before Taxes were € 7,0 million vs profits of € 4,6 million in FY15.

7 IKEA stores operate today (5 in Greece, one in Cyprus and one in Sofia, Bulgaria) and 6 Pick-up Points. 5 of them in Greece (Rhodes Island, Patras, Chania, Heraklion and Komotini), one in Varna, Bulgaria and since October 2016 one in Burgas in Bulgaria. Finally IKEA e-commerce is fully operational in the three countries Greece, Bulgaria and Cyprus.

**Retail Sporting Goods activity (INTERSPORT)**, realized € 136,5 million sales 5,6% higher versus FY15 (€ 129,2 million).

The EBITDA was € 11,9 million compared to € 10,9 million in FY15 an increase of 8,5%. The Profits before taxes were € 2,3 million vs € 2,8 million in 2015.

Fourlis Group currently operates 113 Intersport stores in the region (48 in Greece, 31 in Romania, 7 in Bulgaria, 23 in Turkey and 4 in Cyprus) compared to 106 stores at the end of FY15 and 8 **The Athlete's Foot stores** (7 in Greece, 1 in Turkey) versus 6 at the end of 2015.

**14 March 2017**

**Fourlis Holdings S.A.**

**I.R. Department**