

PRESS RELEASE

Consolidated Financials Q1FY23

- ✓ Fournalis Group, during Q1FY23 realized sales of **€ 116,6 million**, 21,1% higher vs Q1FY22 (€ 96,3 mio).
- ✓ **E-Commerce sales** for the Group in Q1FY23 reached **€ 16,3 million**.
- ✓ **EBITDA(OPR)** was **€ 2,6 million** vs € - 0,7 million in Q1FY22.
- ✓ **Losses Before Taxes** were **€ 5,8 mio** vs € losses of €7,4 million in Q1FY22.
- ✓ The Group realized **Net Loss** of **€ 4,3 million** vs net loss of € 5,7 million in Q1FY22.
- ✓ Fournalis Group **Net Debt** as of 31/03/2023 was **€ 220,6 million**. **€ 123,0 million** (€122,0 million as of 31/03/2022) is related to the Retail activities of the Group and **€ 97,6 million** (€ 86,5 million as of 31/03/2022) is related to the Real Estate activity (Trade Estates REIC).

	<u>Sales</u>			<u>EBITDA(OPR)]</u>			<u>PBT</u>		
	<u>Q1FY23</u>	<u>Q1FY22</u>	<u>Index</u>	<u>Q1FY23</u>	<u>Q1FY22</u>	<u>Index</u>	<u>Q1FY23</u>	<u>Q1FY22</u>	<u>Index</u>
Retail Home Furnishings (IKEA)	77,3	61,8	125	5,2	1,4	367	-0,0	-2,4	1
Retail Sporting Goods (INTERSPORT)	39,3	34,6	114	-1,5	-1,5	99	-5,1	-4,4	116
Holding Company, Retail Health & Wellness (H&B) & Consolidation Differences	0,0	-0,1	n/c	-1,1	-0,6	185	-0,6	-0,7	94
GROUP	116,6	96,3	121	2,6	-0,7	n/c	-5,8	-7,4	77

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales € 77,3 million in Q1FY23, 25,1% higher vs Q1FY22 (€ 61,8 million). Q1FY23 sales in Greece increased by 23,4%, while in the other countries sales increased by 27,3% versus Q1FY22.

EBITDA(OPR) in Q1FY23 was € 5,2 million vs € 1,4 million in Q1FY22, while the Profits Before Taxes in Q1FY23 were flat.

5 IKEA Big Box stores operate today (3 in Greece, 1 in Cyprus and 1 in Bulgaria), 6 medium size stores (4 in Greece and 2 in Bulgaria) and 8 Pick-up Points (5 of them in Greece, 2 in Bulgaria and 1 in Cyprus).

Furthermore, 3 new medium size IKEA stores in Greece are either under design process or construction and the target is to start their operation in the next 2-3 years.

Retail Sporting Goods activity (INTERSPORT), realized sales € 39,3 million in Q1FY23 , 13,6% higher versus Q1FY22 (€ 34,6 mio). Q1FY23 sales in Greece increased by 26,1%, while in the other countries, sales decreased by an average of 1,3% vs Q1FY22.

Q1FY23 EBITDA(OPR) was € -1,5 million , same vs Q1FY22. Q1FY23 Losses before Taxes were € 5,1 million, including € 0,5 million operating non recurring losses from the “The Athlete’s Foot” and “Intersport Turkey”, the dispose of which was concluded within Q1FY23.

FOURLIS Group currently operates a network of 106 Intersport stores. Today the store network consists of 58 stores in Greece, 32 in Romania, 10 in Bulgaria and 6 in Cyprus.

The implementation of the upgrading program of the current network is in progress and it is expected to conclude within 2023.

Fourlis Group's investment in the health and wellness products sector began with the operation of the first 3 **"HOLLAND & BARRETT"** retail stores, while the e-commerce is at final stage. The goal is to operate approximately 100 physical stores in Greece, Romania and Bulgaria in the next five years.

The **Trade Estates REIC** , a subsidiary of Fourlis Group, owns properties with a gross asset value **(GAV) of € 300 million** and a net asset value **(NAV) of € 213 million**. The company continues the implementation of its investment plan through a pipeline of acquisitions and development of commercial parks and logistics with a value of more than € 250 million. The initial public offering (IPO) of the company to the Athens Stock Exchange, within the current year, remains a key goal.

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Fourlis Holdings S.A.
I.R. Department