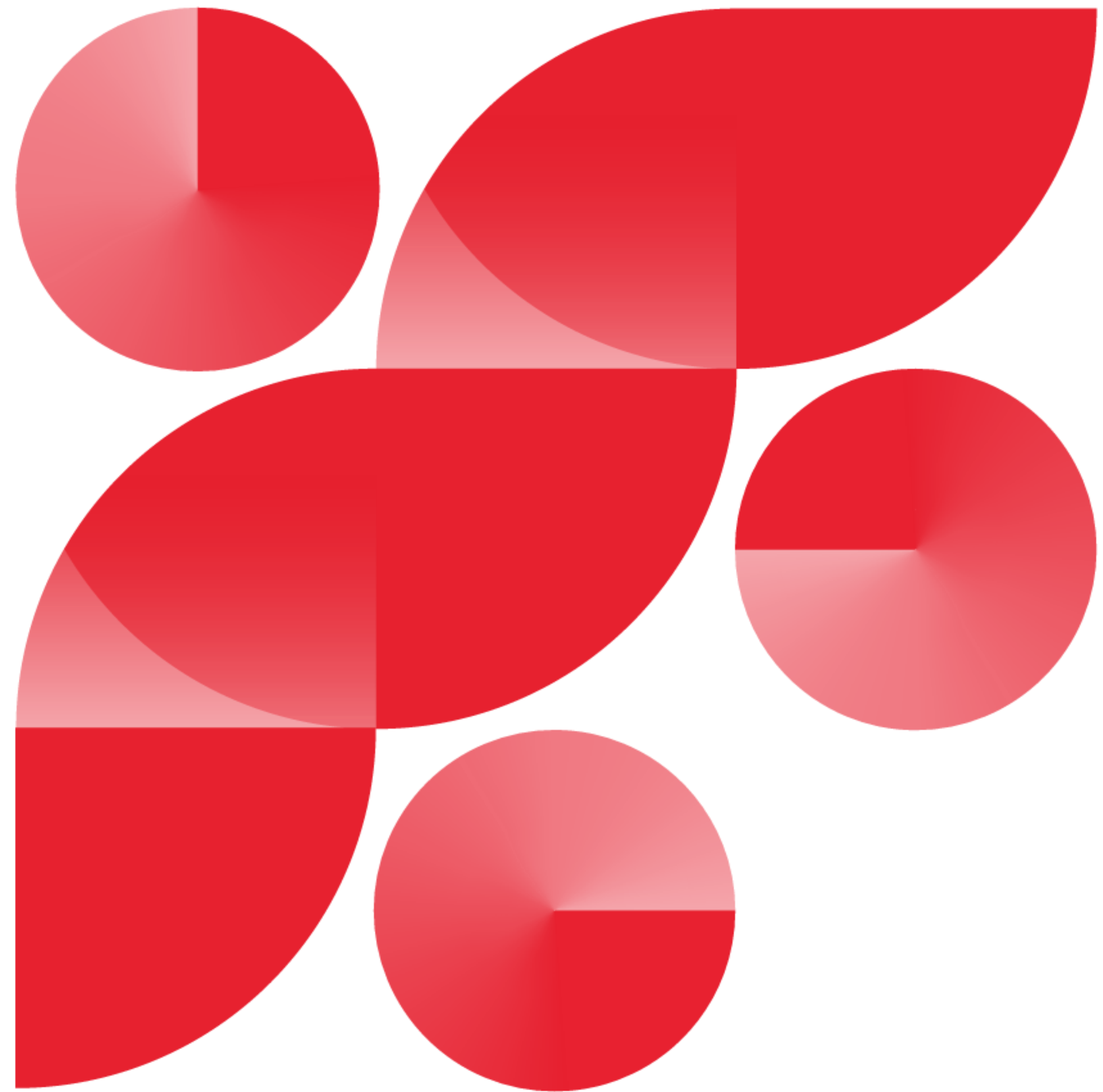


# Fourlis

Corporate Presentation  
9M 2024 results



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This presentation is not intended to be exhaustive or to contain all relevant information concerning the Company. Recipients of this presentation should conduct their own analysis and seek independent financial, legal, and other professional advice before making any investment decisions.

We reinforce the market position of our brands and deliver significant profitability gains.

Building momentum through strategic milestones within 2024.

On Track to Meet FY '24 Guidance

Focus on free cashflow & returning value to shareholders.





## Committed to the execution of our strategic plan

- New IKEA store in Patras (opened on October 30<sup>th</sup> 2024).
- Completed the remodeling of the Athens International Airport (AIA) park with the resizing of IKEA, the opening of Intersport, Holland & Barrett, and Plaisio, a home appliances and technology retailer.
- Tapping into the fast-growing lifestyle & fashion segment of the sportswear market and expanding geographically through the partnership with Foot Locker.
- Foot Locker sets foot in Bulgaria through 3 new stores opening in December.
- Intersport continues its expansion with 7 new stores in 2024 up to now.
- Holland & Barrett 4 new stores within 2024. Expansion in progress.
- New Inter Ikea international DC development progressing according to the plan.
- Trade Estates deconsolidation in progress.





Fourlis group today

Home Furnishings

Sportswear

Health & Wellness

Logistics

Real Estate



The home  
furnishings leader

Sports retail  
powerhouse

The wellness  
destination







The logistics  
specialist

Specialized REIC  
in retail

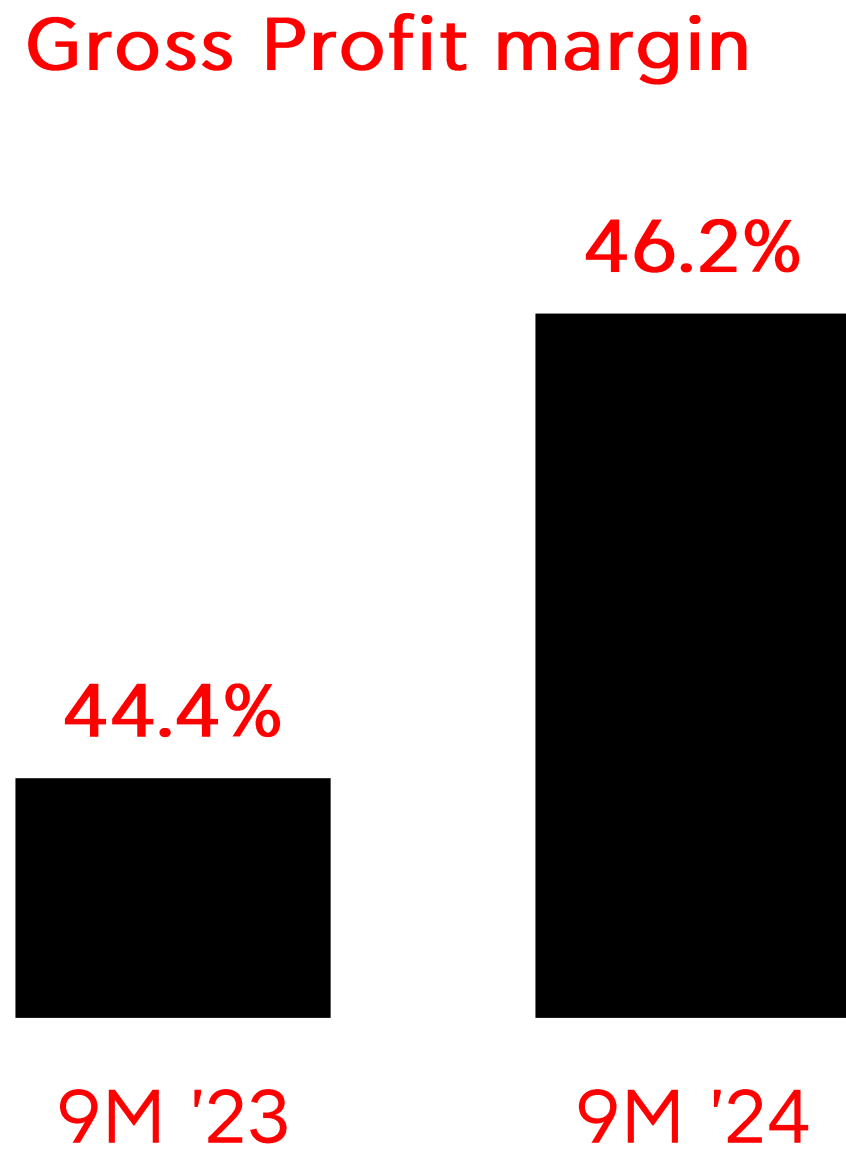
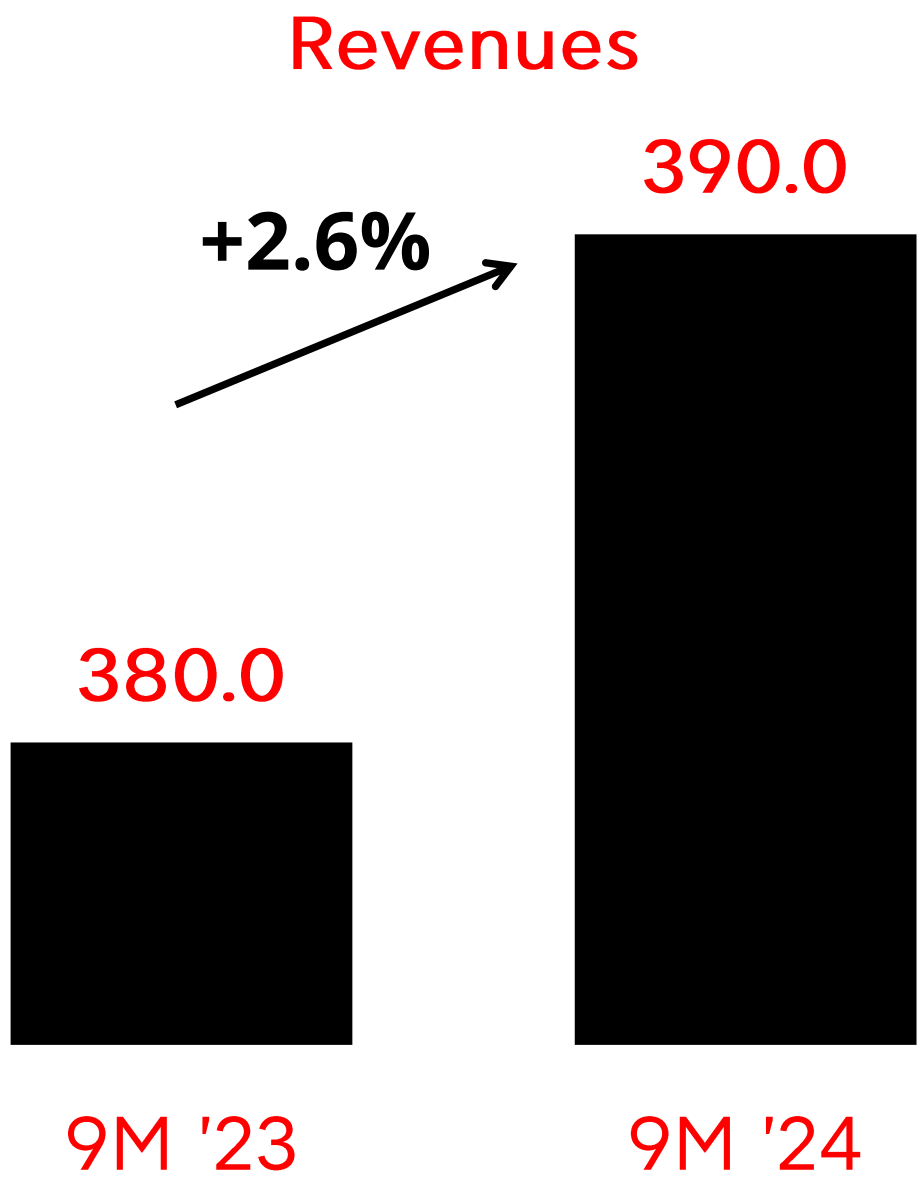




Fourlis group today

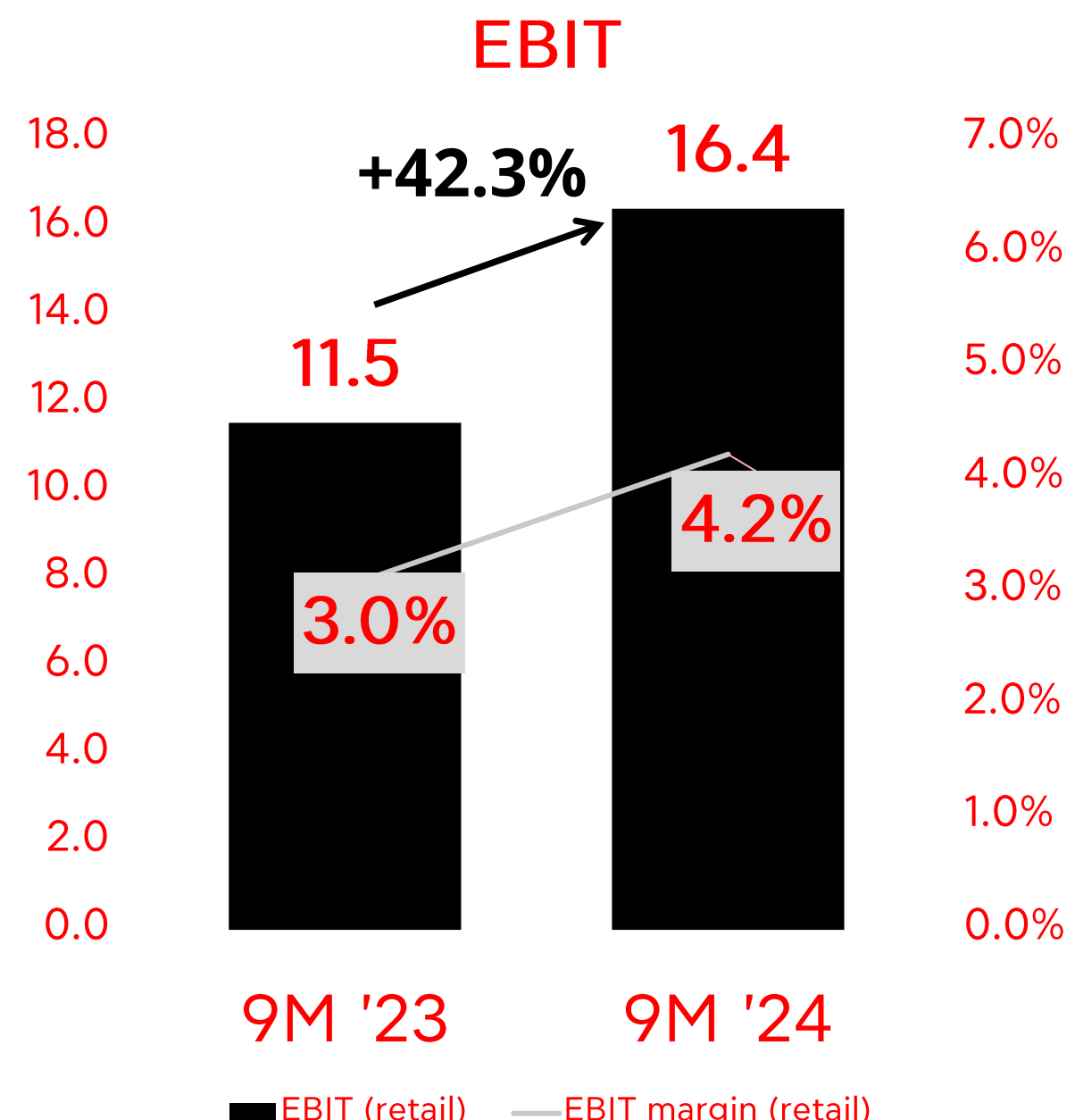
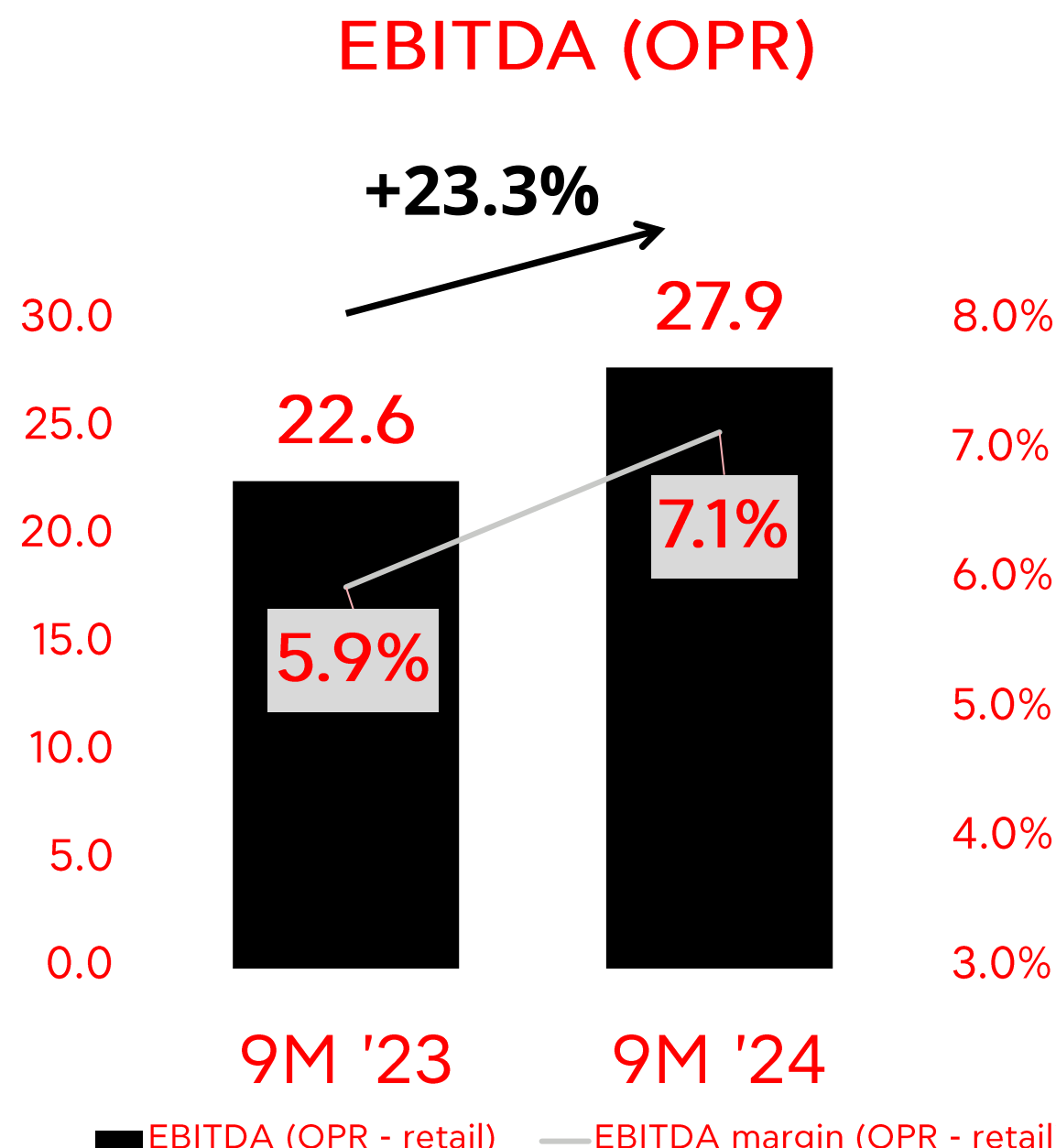
| Home Furnishings   | Sportswear  | Health & Wellness   | Logistics  | Real Estate  |
|--|---|---|--|--|
| <p>Presence in GR, BG and CY through 21 stores &amp; shops</p> <p>Leading position in the HF market</p> <p>One of the best performing partners of Inter Ikea</p> <p>Growing organically and through network expansion.</p> | <p><u>Intersport</u><br/>Presence in GR, RO, BG and CY through 115 stores</p> <p>No 1 Sports Retailer in Brand awareness &amp; Brand Equity in GR</p> <p><u>Foot Locker</u><br/>No1 Global leader in sneakers market<br/>License for 8 SEE countries. (3 GR &amp; 3 RO stores &amp; 1 ecommerce)<br/>Entrance in BG with 3 stores</p> | <p>Agreement signed in 2022</p> <p>Attractive and fast-growing sector</p> <p>One of the largest wellness retailers in Europe</p> <p>10 stores in total &amp; ecommerce</p> <p>Solid network expansion in the coming years</p> | <p>2 DCs covering the Group's logistics needs</p> <p>Supporting e-commerce and physical stores</p> <p>Further expansion in 3PL</p> <p>Operational management of the new international DC of Inter Ikea</p> | <p>Shares listed Nov. 2023</p> <p>GAV at €505mil and NAV at €303 mil. / 7.7% annual rental yield / 80-90% dividend payout</p> <p>Low dependence from dominant tenant &amp; Predictable cash flows driven by high occupancy levels, strong tenant base and long-term inflation adjusted leases</p> <p>Fourlis Group will deconsolidate TE</p> <p>Specialized REIC in retail</p> |
| The home furnishings leader  | Sports retail powerhouse  | The wellness destination  | The logistics specialist   |  |
|   | <br>  |    |   |   |





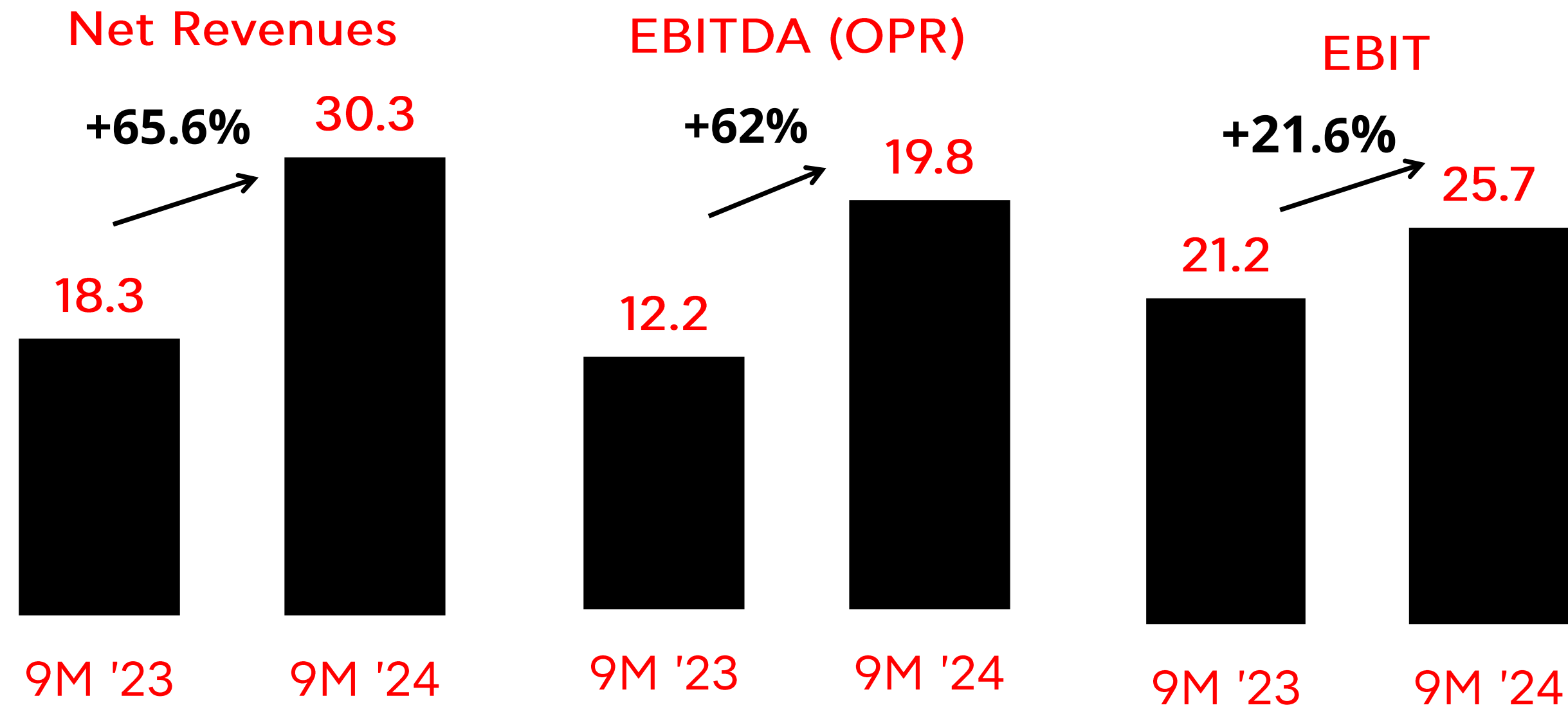
## Fourlis group Retail Business 9M '24

- Revenue growth, driven by volume, on the back of the Group's strong brand equity and market shares, and strategic initiatives, despite subdued and competitive market.
- IKEA stores maintains its market leadership and presents increasing sales volume growth.
- Intersport stores maintaining the positive growth pace.
- Significant improvement in Gross Profit margin, on the back of the Group's SC competitive advantage.
- EBIT presents significant growth, on the back of the improved GPM, operating leverage, optimization and control of operating costs.

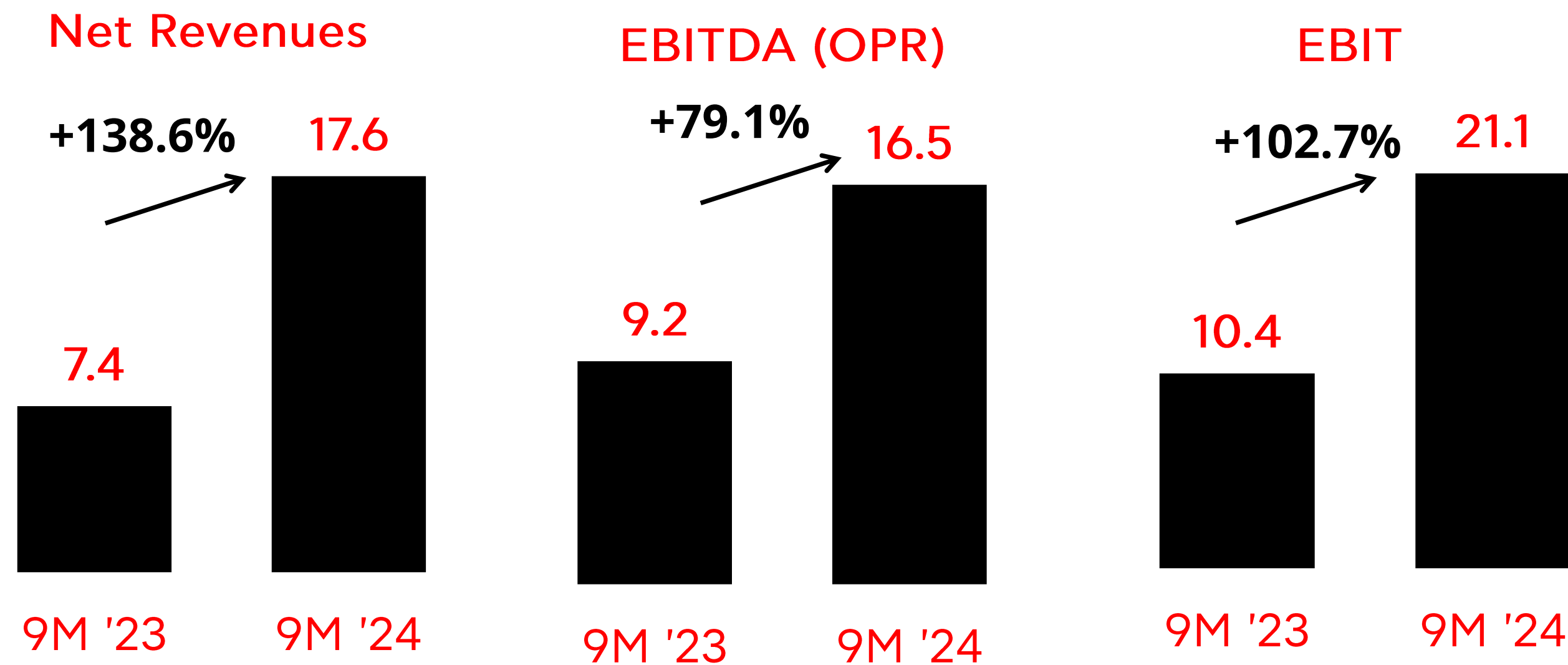


• The financial figures above exclude Trade Estates impact from the Retail Home Furnishings (RHF) segment. For comparability purposes, the figures above also exclude the impact from Intersport Turkey and The Athlete's Foot whose sale was completed within FY 2023.

## Trade Estates - Reported Figures



## Trade Estates - External Business

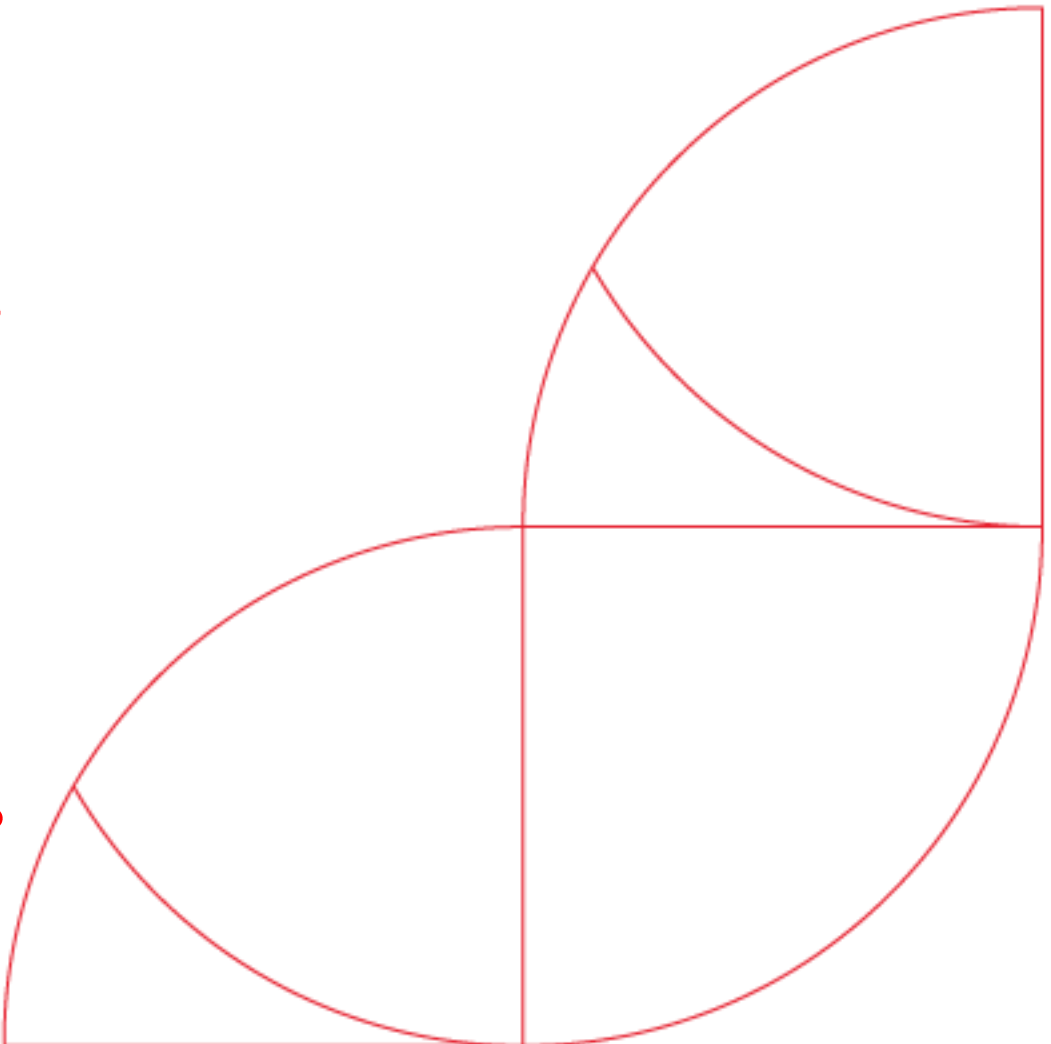
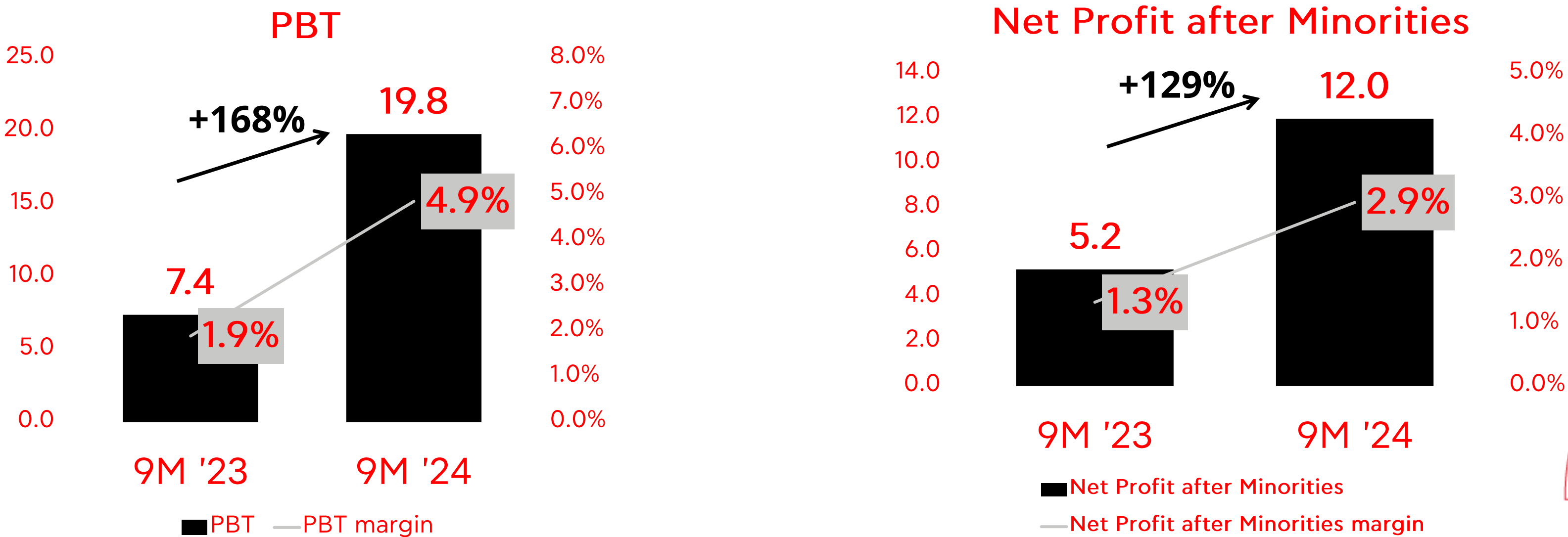
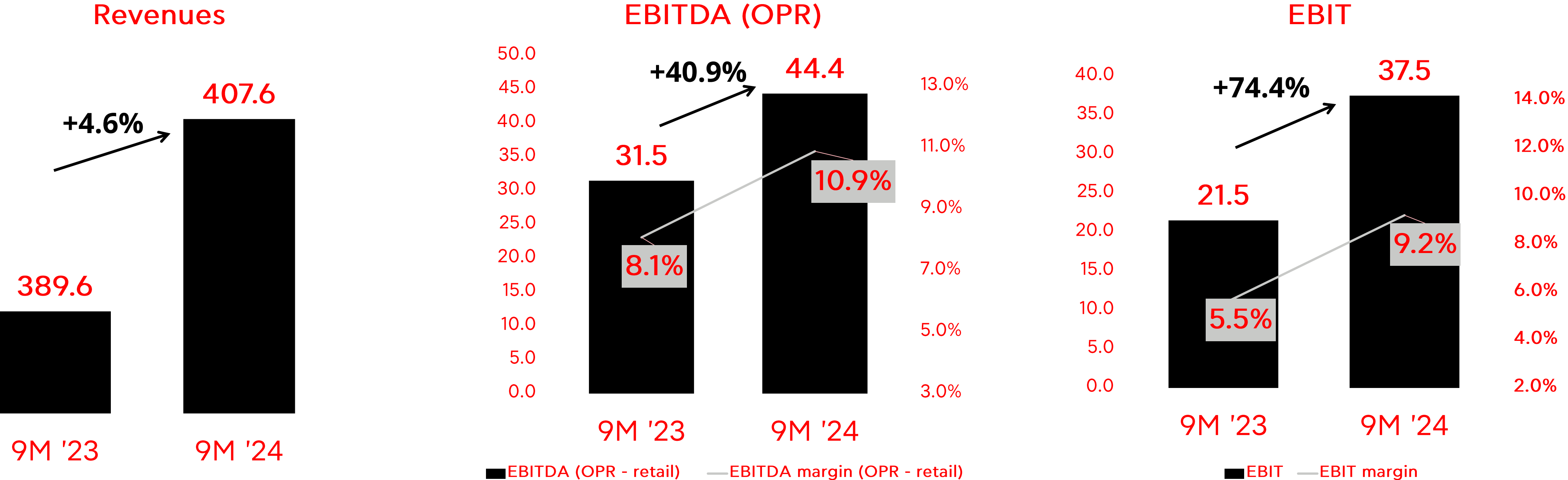


## Trade Estates generates significant value to the group

- Significant growth on the back of its high-yielding and high-quality portfolio of real estate assets.
- **Real Estate Investments at €498 mil.** as of 30/09/24.
- **Net Asset Value at €303.1mil.** (€2.52 per share), as of 30/09/24.
- **Net Revenues +66% in 9M '24.**
- **FFO at €10.7 mil.** in 9M '24 **up by 65%** vs 9M '23.
- 14 income-generating assets, 1 asset under development and 3 projects in maturation stage.
- According to its agreed development plan, by **2027** Trade Estates will have a strong high-yielding property portfolio of c.€720 -740 mil.
- Post de-consolidation, Trade Estates growing portfolio of high-yielding and high-quality real estate assets will provide the Group, a sustainable dividend stream and upside in its profitability through the Group's participation in Trade Estates.



# Fourlis group Consolidated Figures 9M'24



# Cash Flow Performance for 9M '24

| Cash flow (€ mil.)                               | 9M '23 | FY '23 | 9M '24 |
|--|--------|--------|--------|
| Net operating cashflow                           | 20.7   | 49.3   | 36.7   |
| Cash flow from investing activities              | -18.1  | -127.5 | -38.2  |
| Cash flow from financing activities              | -18.9  | 60.5   | 5.6    |
| Increase/(decrease) in cash and cash equivalents | -16.3  | -17.7  | 4.1    |
| Cash and cash equivalents at beginning           | 58.4   | 58.4   | 40.7   |
| Cash and cash equivalents at end                 | 42.1   | 40.7   | 44.7   |

Significant operating cashflow generation, resulting from the increased profitability of the business and the improvement of working capital.

The group follows its expansionary plan and also returns value to its shareholders.

- Dividend of 0.12 euro per share, compared to 0.11 euro per share that was distributed for FY 2022, amounting to c. € 6.3 mil.
- Implementation of the approved share buyback program. Until 30/09/2024, the company holds 1,951,002 shares that correspond to 3.7% of the company's share capital.

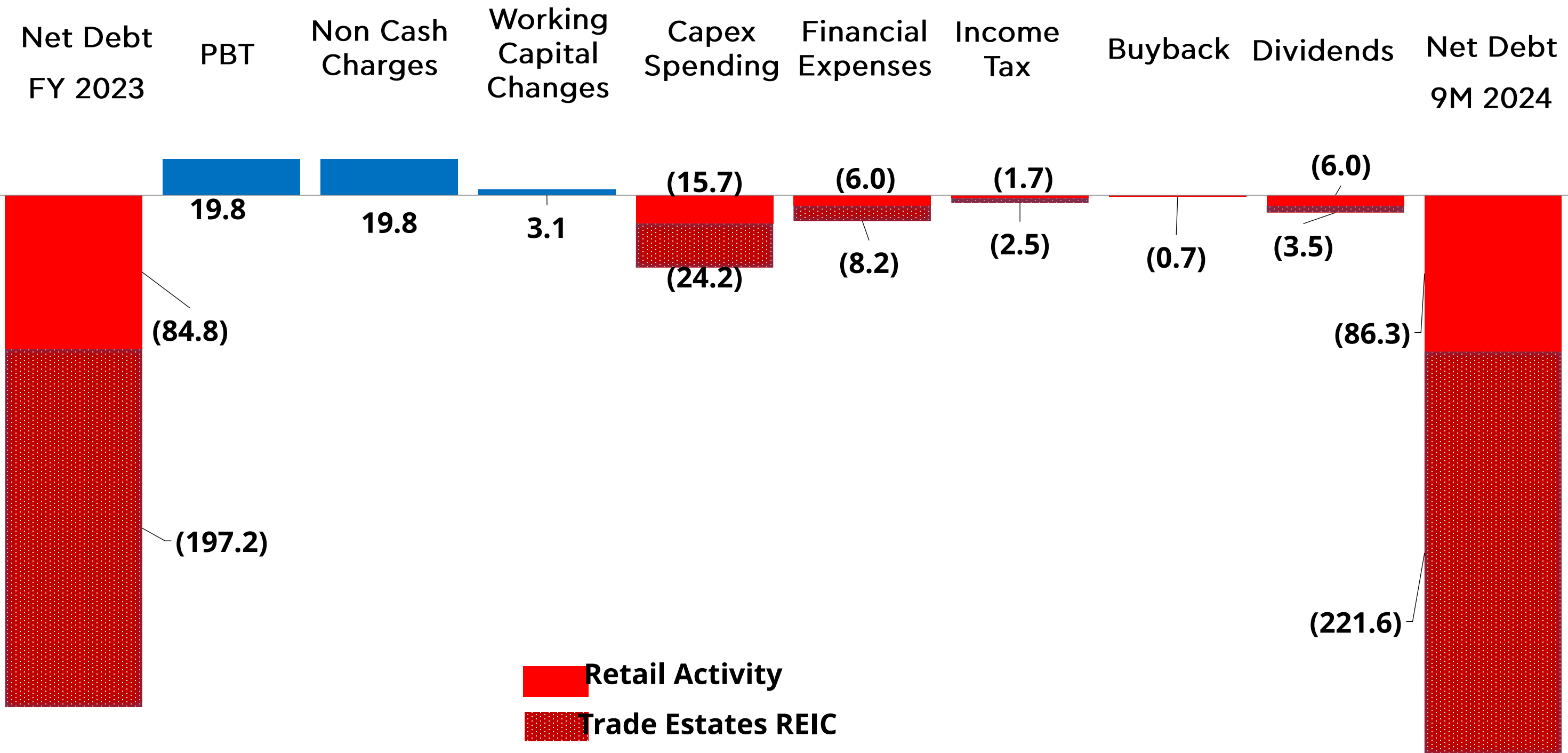
Cashflow from investing activities include :

- Retail business capex of € 15.7 mil. relating to store IKEA & Intersport network expansion and maintenance.
- Trade Estates capex of c. € 24.2 mil. of relating to Trade Estates REIC developments (mainly Patra & Irakleio).



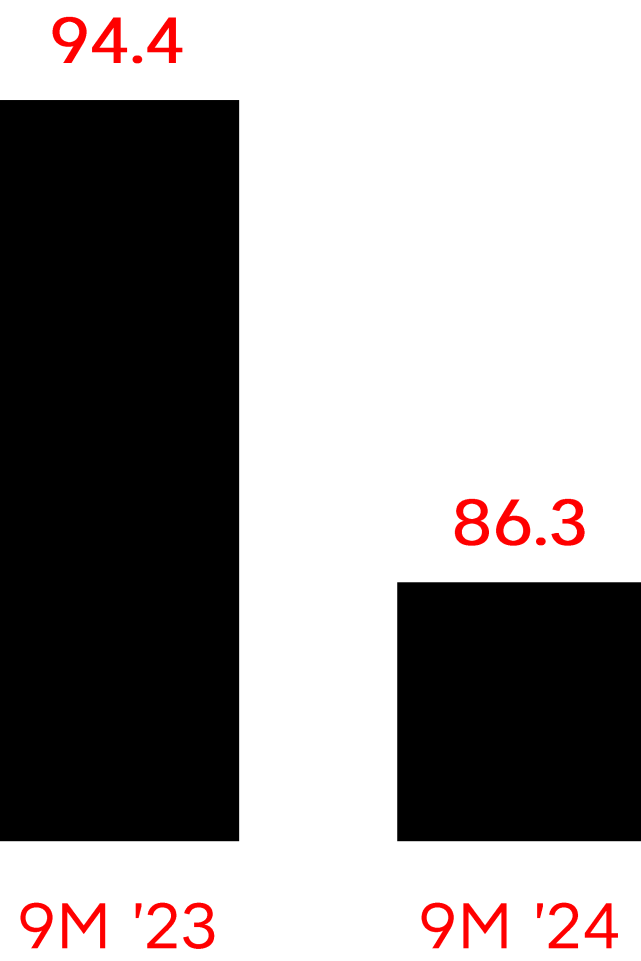
# Cash Flow Performance for 9M '24

- We are committed to reducing further the group's retail Net debt position.
- Retail business Net Debt €8mil. lower compared to 9M '23.
- Foot Locker expansion will be funded mainly through existing profitability and cash proceeds from TE stake sale & future dividend streams from TE.



| Net Debt Structure (€ mil.) |        |        |        |
|-----------------------------|--------|--------|--------|
|                             | 9M '23 | FY '23 | 9M '24 |
| Retail business             | 94.2   | 84.8   | 86.3   |
| Trade Estates               | 126.1  | 197.2  | 221.6  |
| Total Group                 | 220.5  | 282.0  | 307.9  |

Net debt (Retail Business)

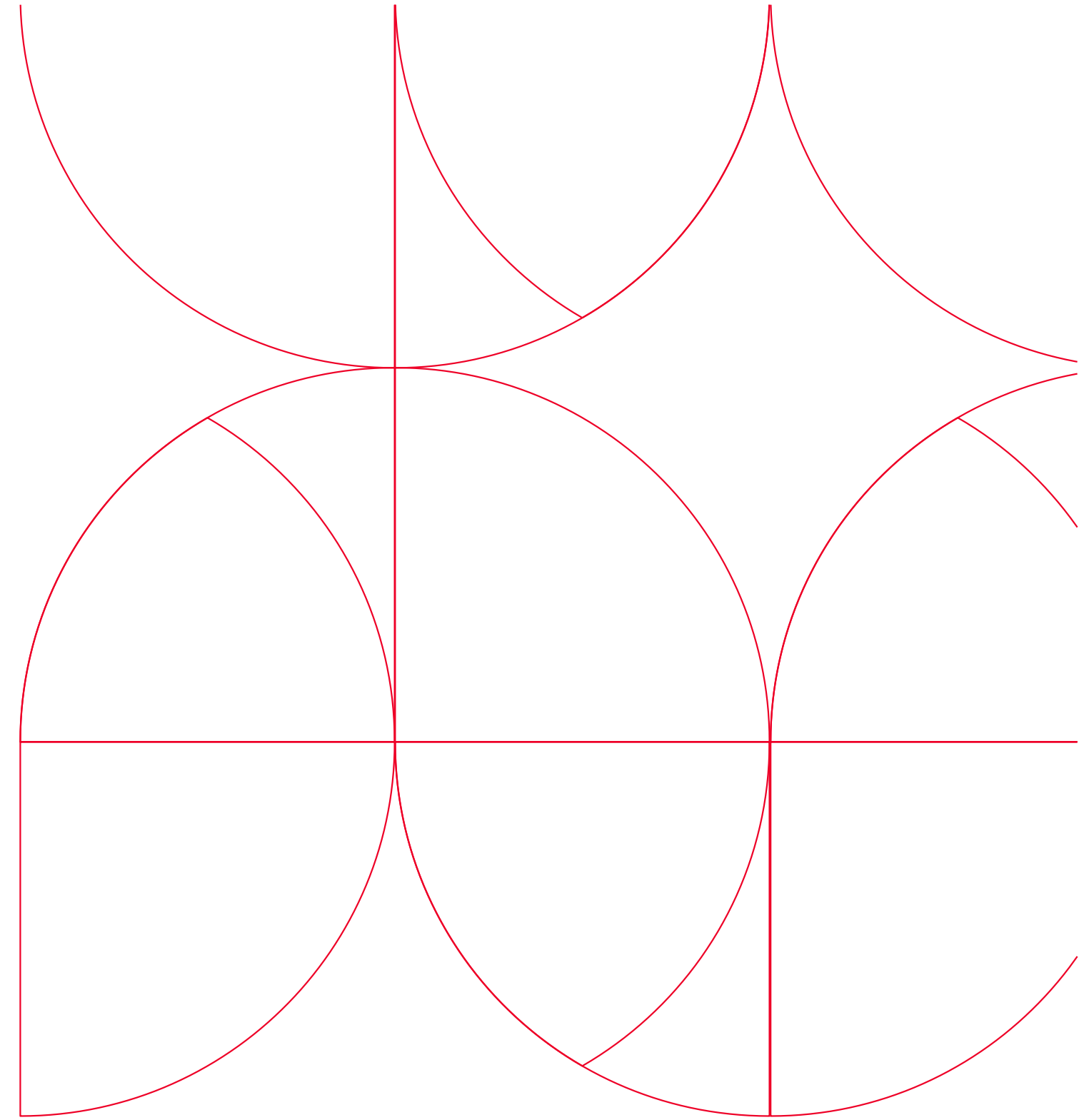






**Furlis**

Home Furnishings





# Progressing with our strategic growth plan for IKEA.

- IKEA Patra opened on October 30<sup>th</sup> 2024 as part of Trade Estates Top Parks, covering of 7.200 sq.meters.
- Remodeling of the Athens International Airport retail park is complete:
  - IKEA resized
  - 2 additional tenants of Fourlis in full operation (Intersport and Holland & Barrett)
  - Plaisio, the last tenant, will open by the end of the year.
- Heraklion under development and operational in mid 2025
- New store at Ellinikon retail park (2027)
- Planning new IKEA shops in small cities.

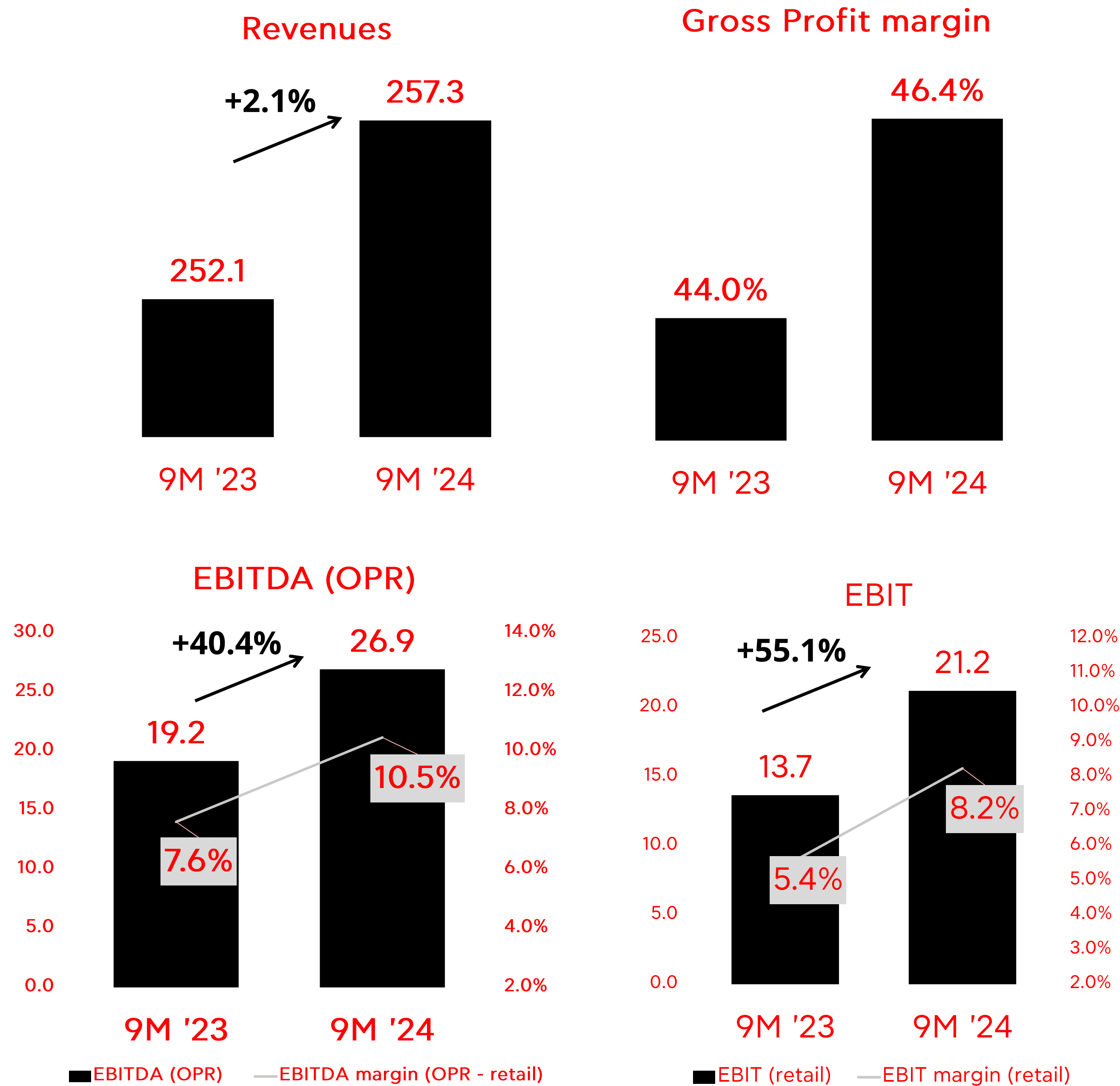
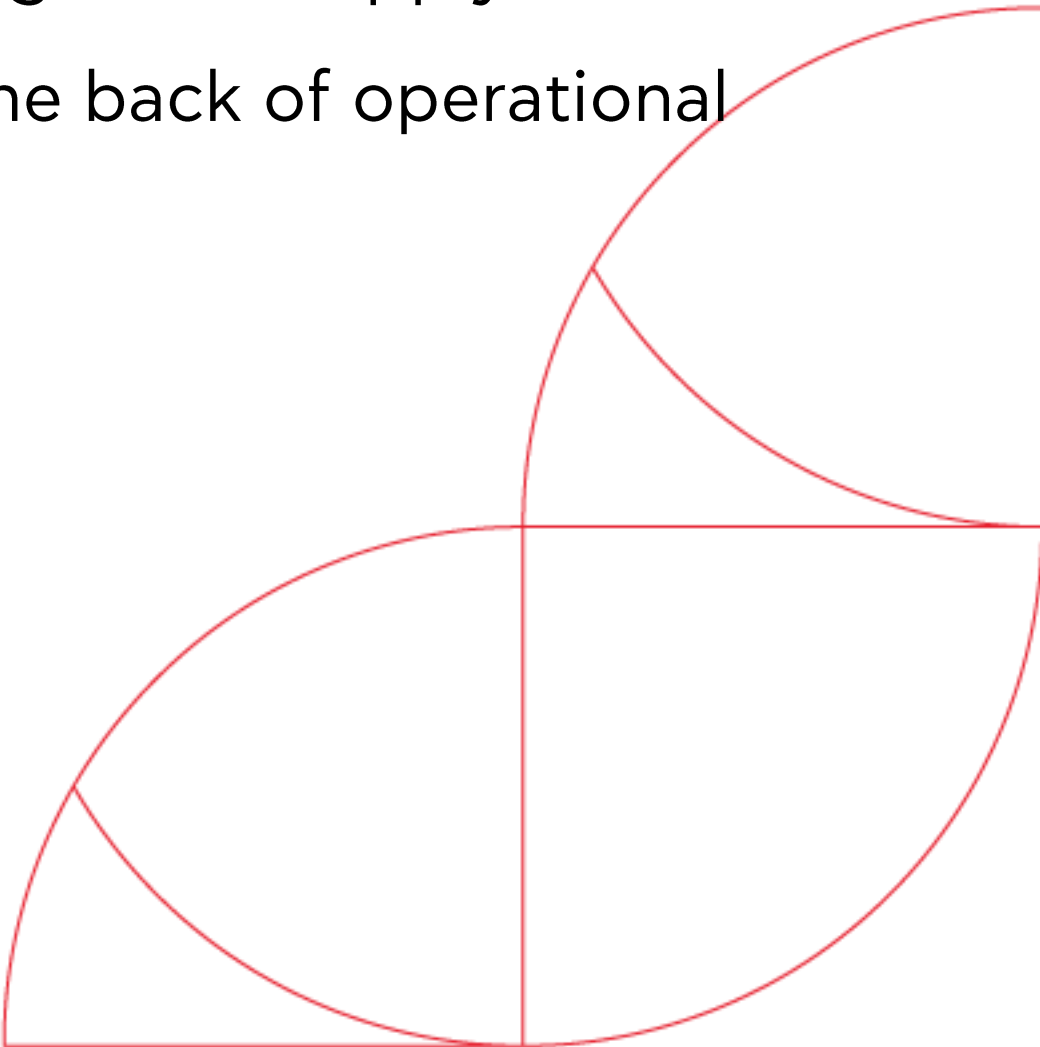


New IKEA store in Patra



# Home Furnishings (IKEA stores) 9M '24

- One of the best performing regions for the Interikea Group.
- Despite subdued home furnishing market growth, IKEA stores maintained their market share.
- Q3 presents increasing sales volume growth momentum. New lower price strategy implemented since March 2024 .
- Significant improvement in gross profit margin thanks to the Group's competitive advantage in its supply chain.
- EBIT significantly improved on the back of operational efficiency and cost control.



| Metric                       | 9M '23 | 9M '24 | % Change |
|------------------------------|--------|--------|----------|
| Revenues                     | 252.1  | 257.3  | +2.1%    |
| Gross Profit margin          | 44.0%  | 46.4%  | +2.4%    |
| EBITDA (OPR)                 | 19.2   | 26.9   | +40.4%   |
| EBITDA margin (OPR - retail) | 7.6%   | 10.5%  | +3.9%    |
| EBIT (retail)                | 13.7   | 21.2   | +55.1%   |
| EBIT margin (retail)         | 5.4%   | 8.2%   | +2.8%    |

The financial figures above present the performance of RHF segment excluding Trade Estates impact.



**Fourlis**

Home Furnishings

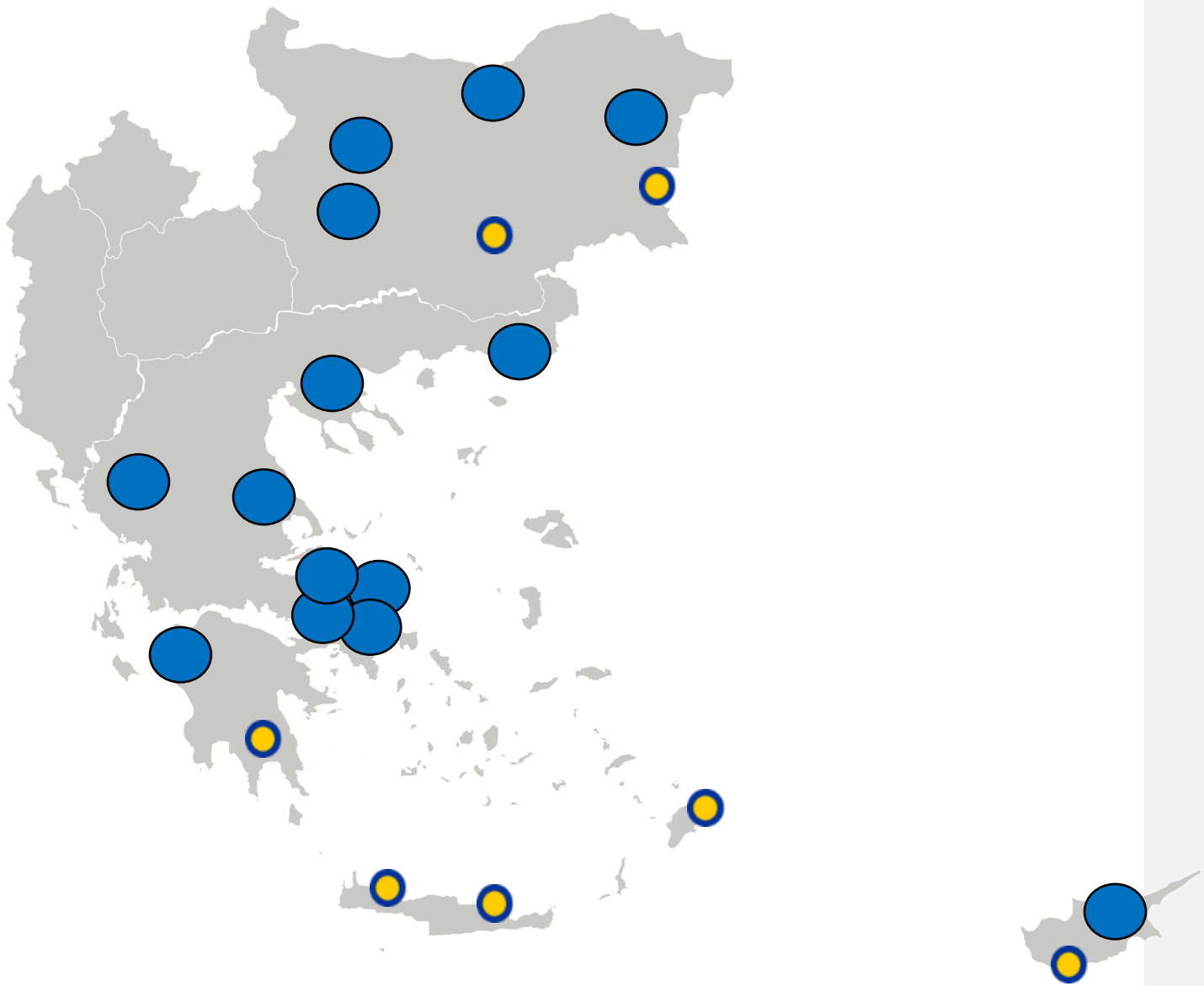
25 yrs of partnership

3 counties: Greece, Cyprus and Bulgaria.

21 IKEA stores of different sizes.

Ecommerce in all 3 countries.

2,100 employees.



Create a better everyday life for the many people

IKEA is the world leader in home furnishings and accessories. It was founded in Sweden in 1943 and today IKEA operates over 460 stores in 62 markets.



# Fourlis

## Home Furnishings Strategic Priorities

Network expansion

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Reinforcing our presence near city-centers  
in the province

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Focus on omnichannel approach

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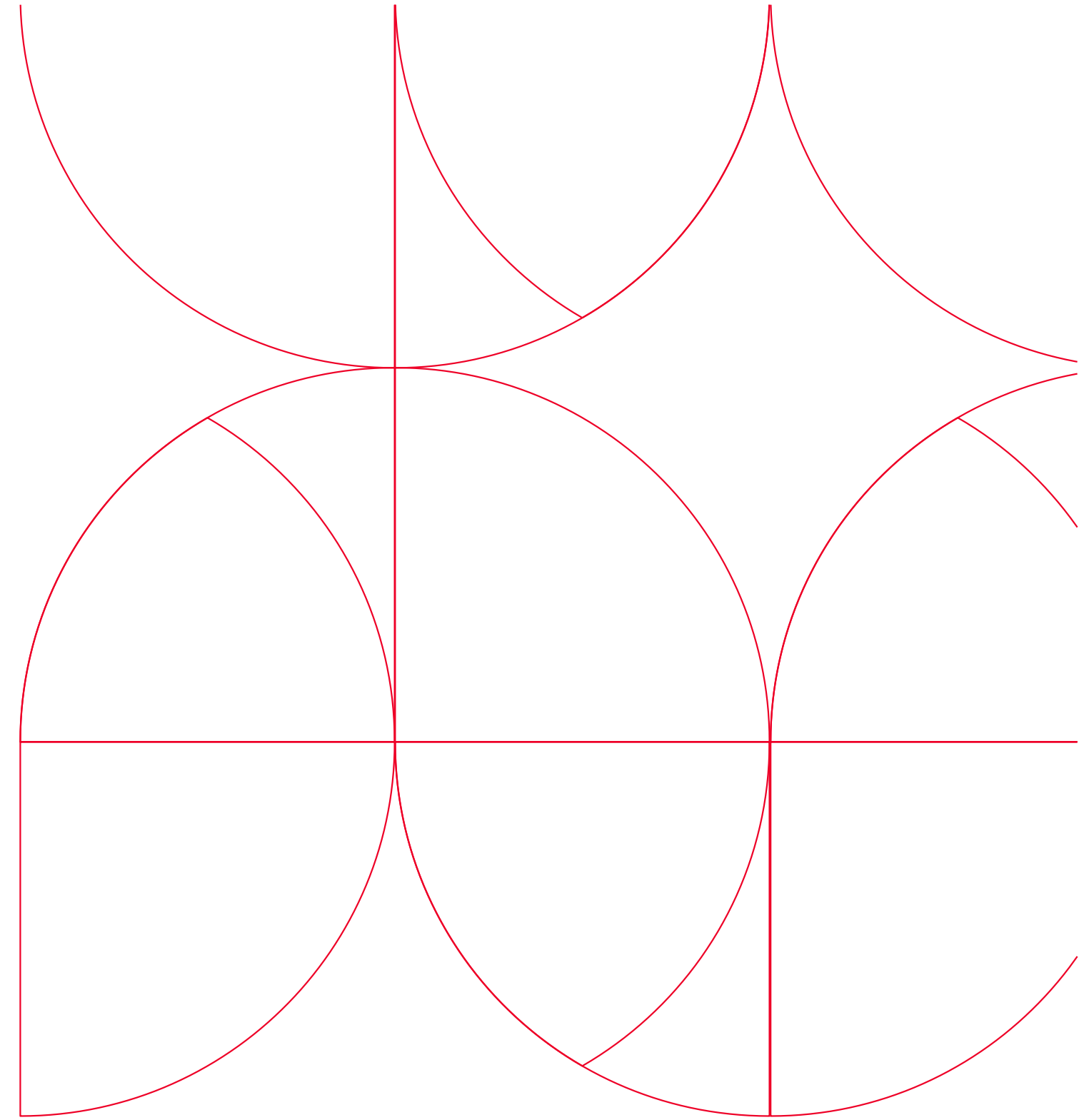
Leverage digitalization





# Fourlis

## Sportswear







# Licensing Agreement with Foot Locker

- Foot Locker is the No 1 in the sneakers market.
- A game-changing partnership.
- Geographical expansion across 8 Southeast European countries.
- High demand for sneakers, underserved growing markets.
- Powerful Forces combine creating a sports retail powerhouse.
- Expected to drive substantial growth in market share, revenue, and customer base.





# Fourlis

Strong forces combine to  
create Fourlis group Sports  
Retail Powerhouse





Making our entrance in the Bulgarian athleisure market with the 3 first-ever Foot Locker stores. Opening in prime locations in Dec '24.

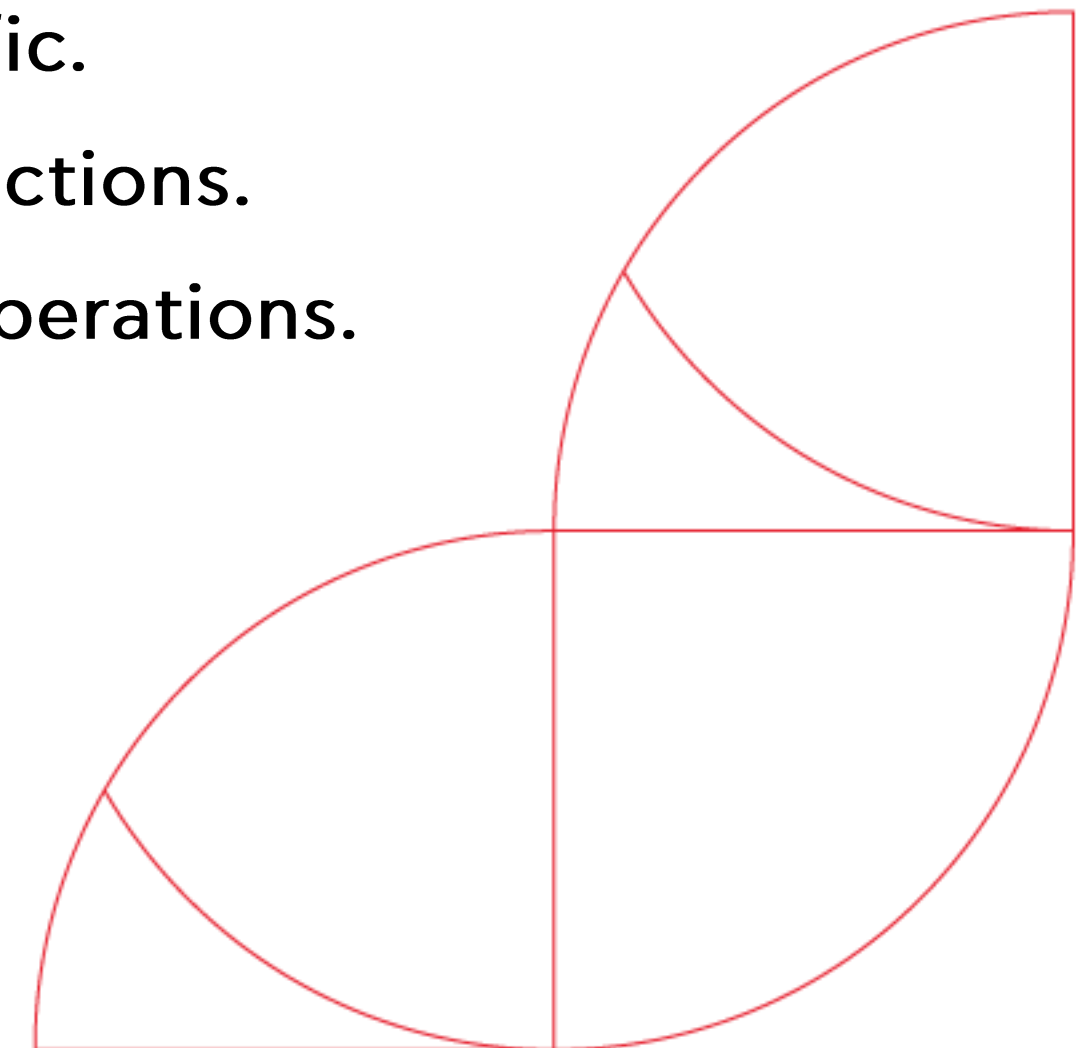




Intersport @ Veliko Tarnovo

# Intersport store network expansion & growth initiatives

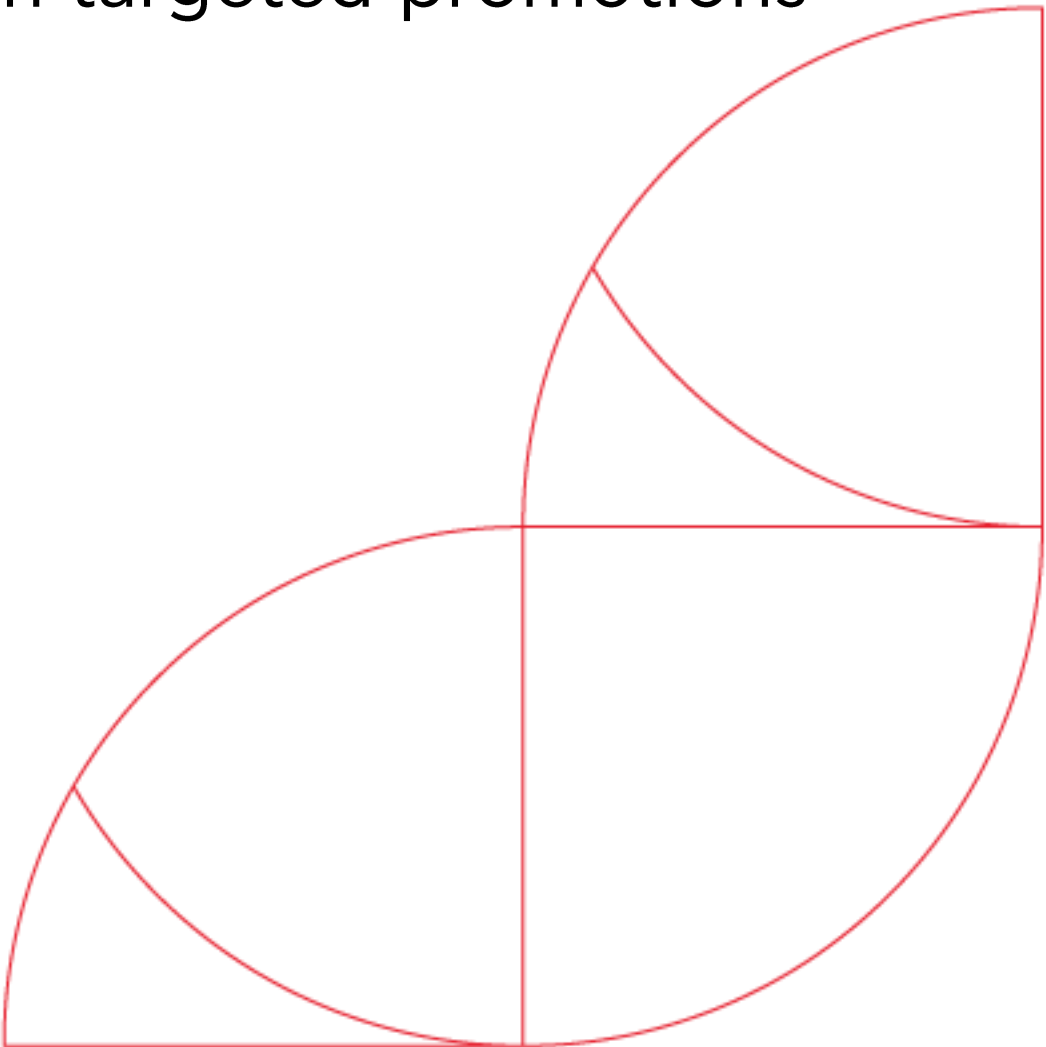
- 7 new stores so far in 2024 : 4 in Romania (Sibiu Prima, Pitesti, Sun Plaza, Orchidea), 2 in Greece (Mitilini and AIA) and 1 in Bulgaria (Veliko Tarnovo).
- Store expansion continues across the region.
- Store renovation in Romania and Bulgaria.
- Activations driving traffic.
- Enhanced ecommerce actions.
- Streamlining logistics operations.



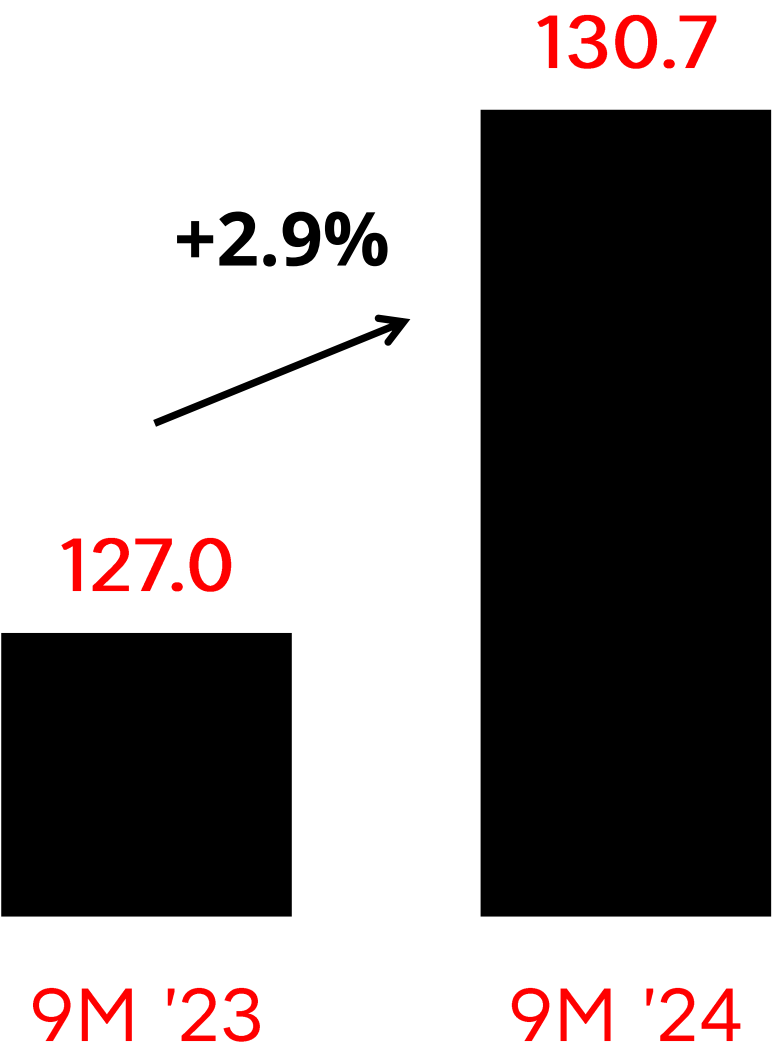


Sportswear 9M '24  
(Intersport stores)

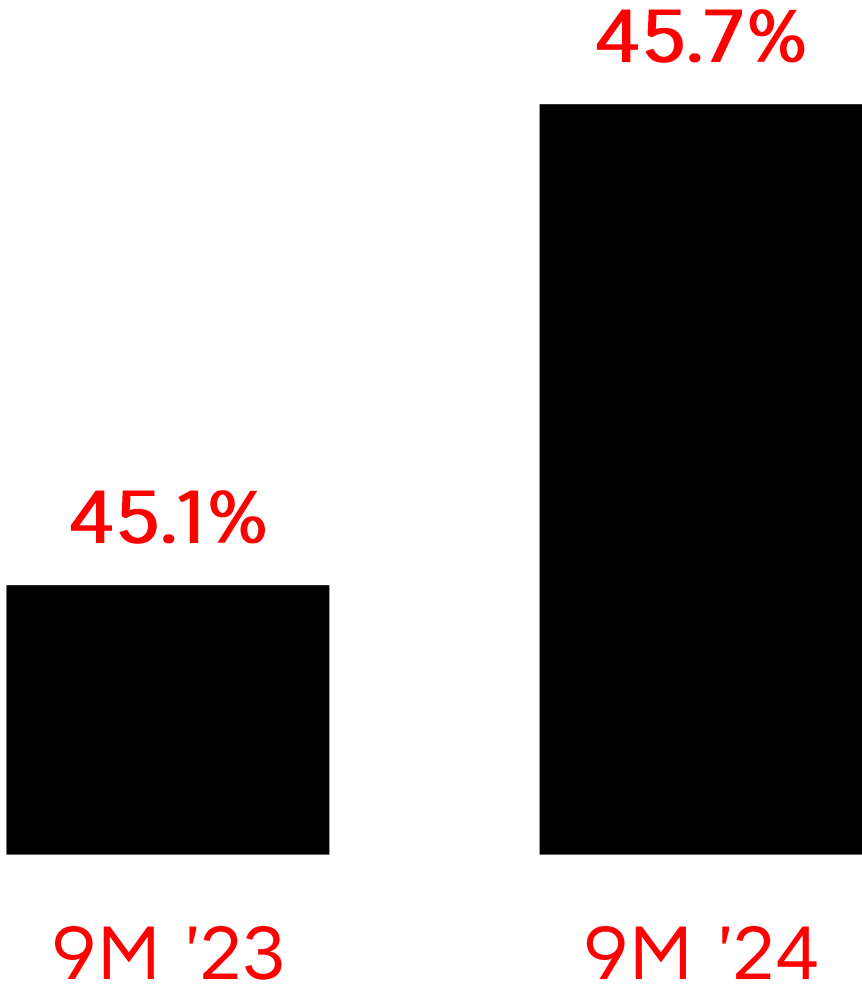
- Leader in the sports performance segment with high brand awareness.
- Positive sales growth momentum continues.
- Gross Profit margin improvement and investments in growth initiatives.
- We follow our strategy and invest in the development of the omnichannel network with targeted promotions



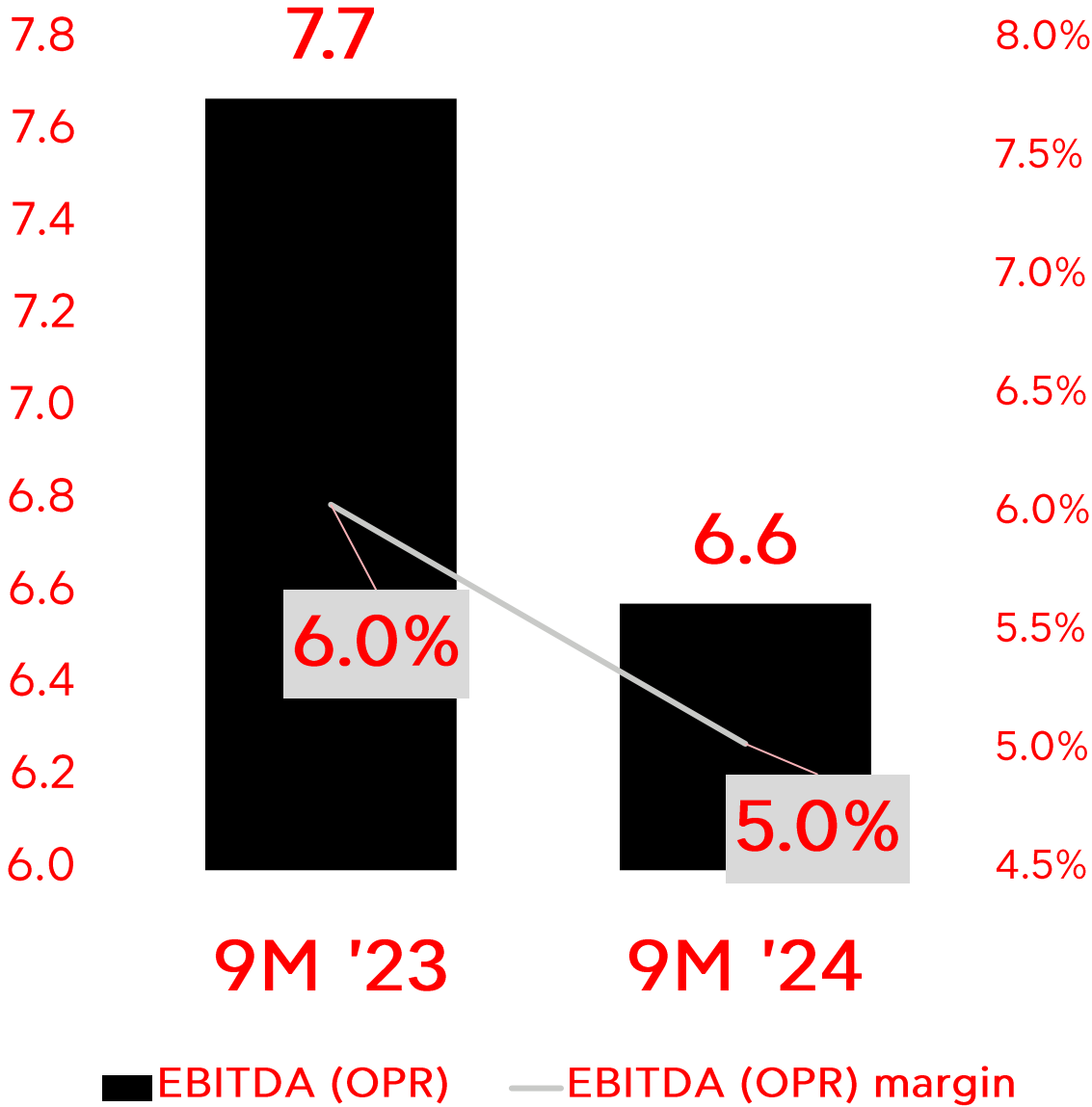
Revenues



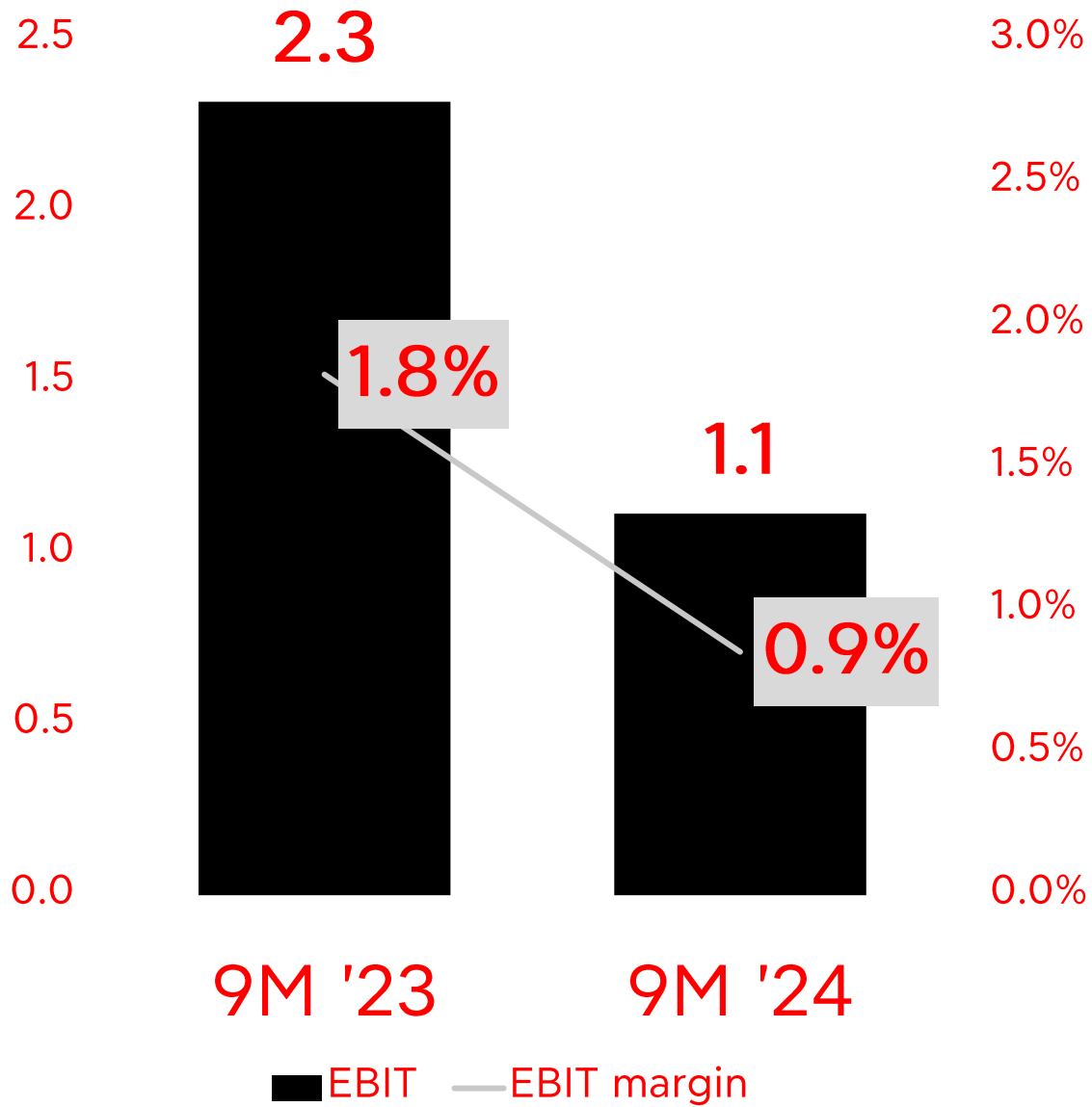
Gross Profit margin



EBITDA (OPR)



EBIT



The financial figures above present the performance of RSG segment excluding the impact from the Intersport Turkey and The Athlete's Foot whose sales was completed within FY '23.



**Furlis**



**#1** Performance Omni Multi-Brand

**24** yrs of partnership

**4** counties: Greece, Romania, Cyprus and Bulgaria.

**115** Intersport stores (61 in Greece, 37 in Romania, 11 in Bulgaria and 6 in Cyprus)

Ecommerce presence in all 4 countries.

**1,500** employees.

## Sportswear



**#1** Sneaker Omni Multi-Brand

Presence since 1974 in 26 countries through 2,454 stores worldwide

**8** counties: Greece, Romania, Cyprus and Bulgaria, Slovenia, Croatia, Bosnia & Herzegovina, Montenegro

**6** existing Foot Locker stores (3 in Greece, 3 in Romania)

**3** new Foot Locker stores in Bulgaria opening in Dec '24.

Ecommerce will be present in all countries



# Fourlis

## Sportswear Strategic Priorities

Enhance our leadership position in sports performance

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Enter dynamically in the sports lifestyle market

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Expand in new geographies

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Focus on synergies between the brands

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Focus on E-commerce growth and omnichannel approach

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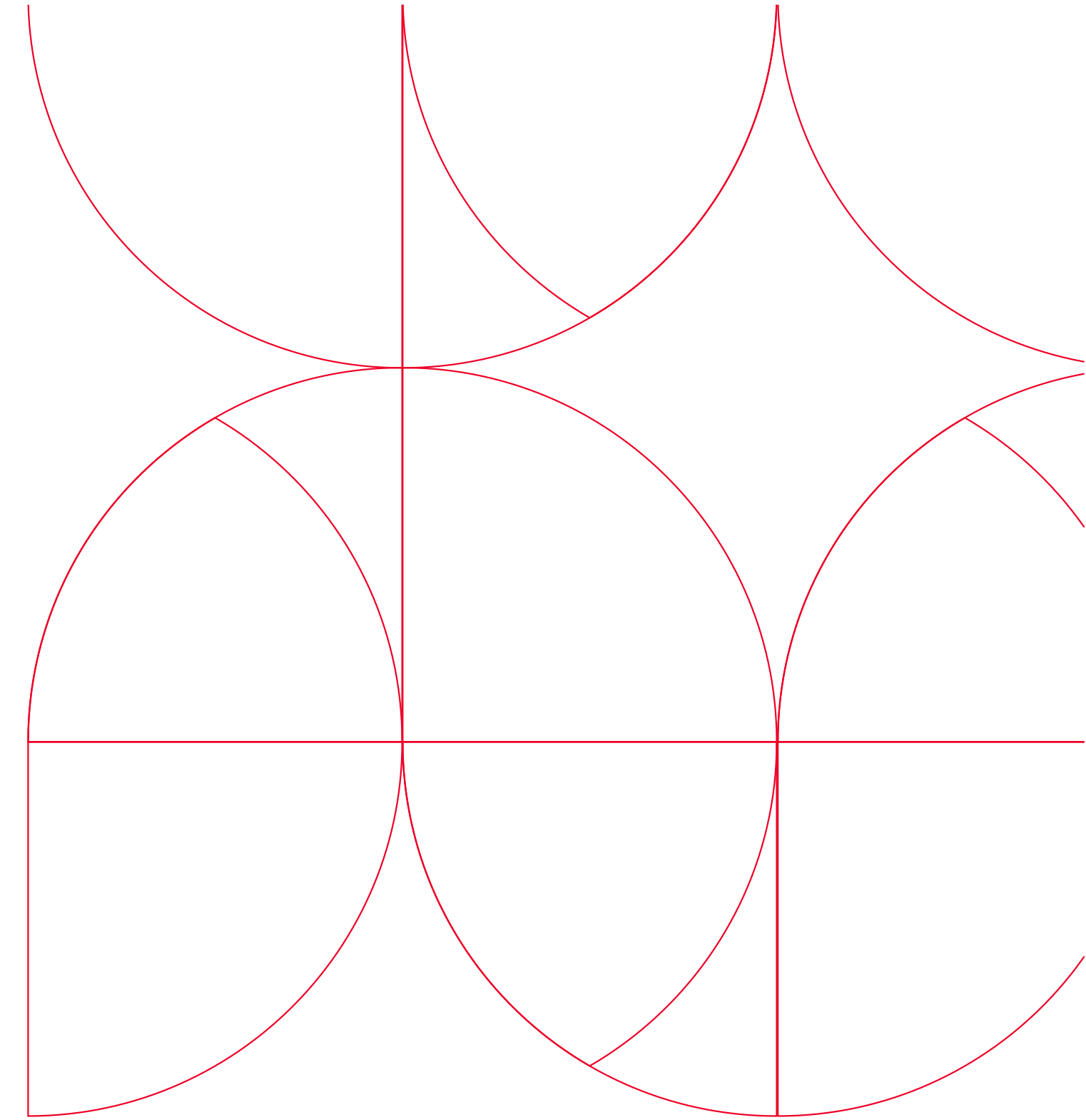
Leverage digitalization





**Furlis**

Health & Wellness



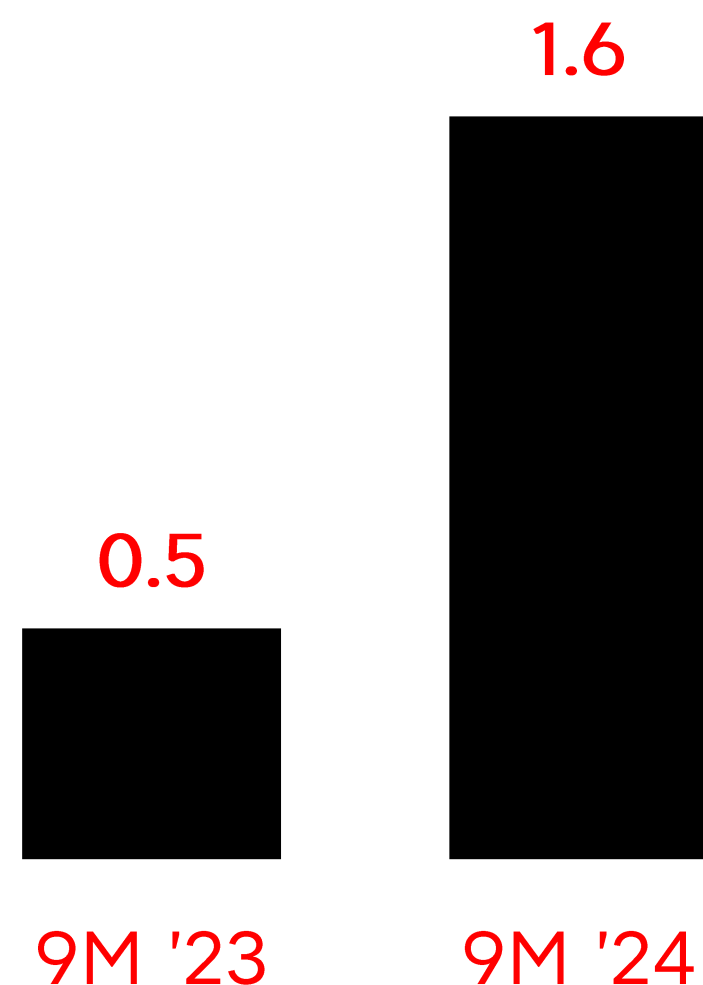


# Holland & Barrett

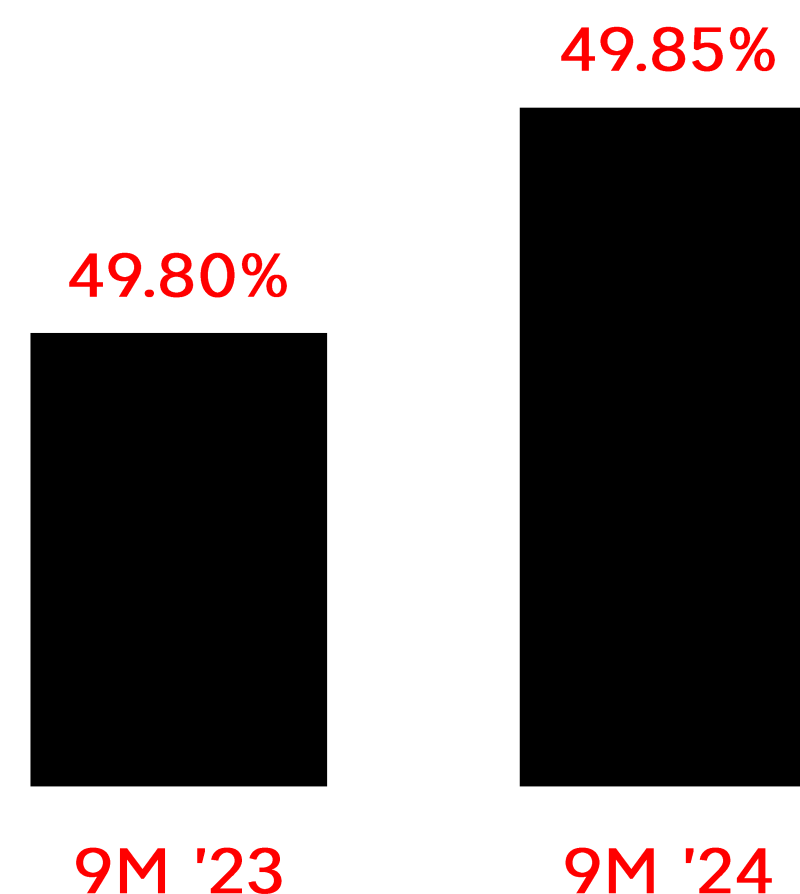
- Within 2024 4 new stores in Athens in line with a 3-tier strategy
- 10 stores in total & ecommerce shop in Greece.
- Examining new opportunities for expansion.
- Preparing our entrance in the Romanian & Bulgarian markets
- Targeted actions to increase further the awareness.



## Revenues



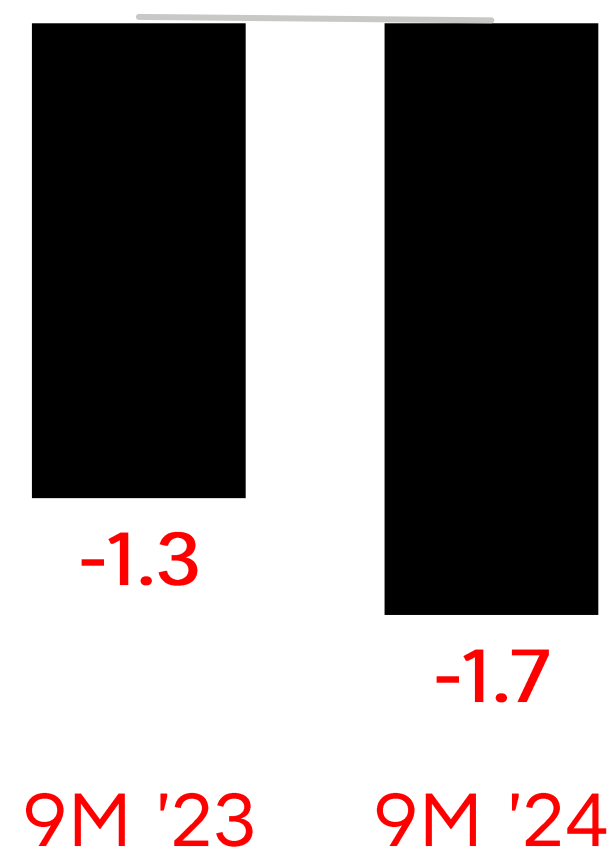
## Gross Profit margin



## Retail Health & Wellness (HOLLAND & BARRETT stores) 9M '24

- Promising performance in the high-growth sector of health & wellness.
- High customer loyalty and conversion rates.
- High rates of new customers.
- Significant increase in Like-for-like stores.
- Ecommerce shows a dynamic presence, with its participation in total RHW sales at 15% in the first year of its operation.
- Ecommerce high participation outside of Athens.
- While the development of Holland & Barrett stores network and infrastructure continues, the existing stores EBIT improved year-on-year.

## EBIT



**+60%** like-for-like sales

**15%** Ecommerce participation in the 1<sup>st</sup> year of its operation



**Fourlis**

## Retail Health & Wellness

**#1** in vitamins & food supplements in the UK

Fourlis Group partnership with Holland & Barrett since **2022.**

Exclusive franchise for **3** countries: Greece, Bulgaria & Romania.

Wide product range covering vitamins, health foods, natural beauty and sports nutrition.

Expert training programme

**10** physical stores

e-commerce platform in Greece.



Holland & Barrett's mission is to make health and wellness a way of life for everyone, adding quality years to life through market

**One of the largest wellness retailers in UK and Europe.**

**150 years of history**

**1,600 stores across 24 countries worldwide.**



# Fourlis

## Health & Wellness Strategic Priorities

Store expansion in Greece

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3-tier strategy in store network development

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Expansion in Romania and Bulgaria

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Focus on omnichannel approach



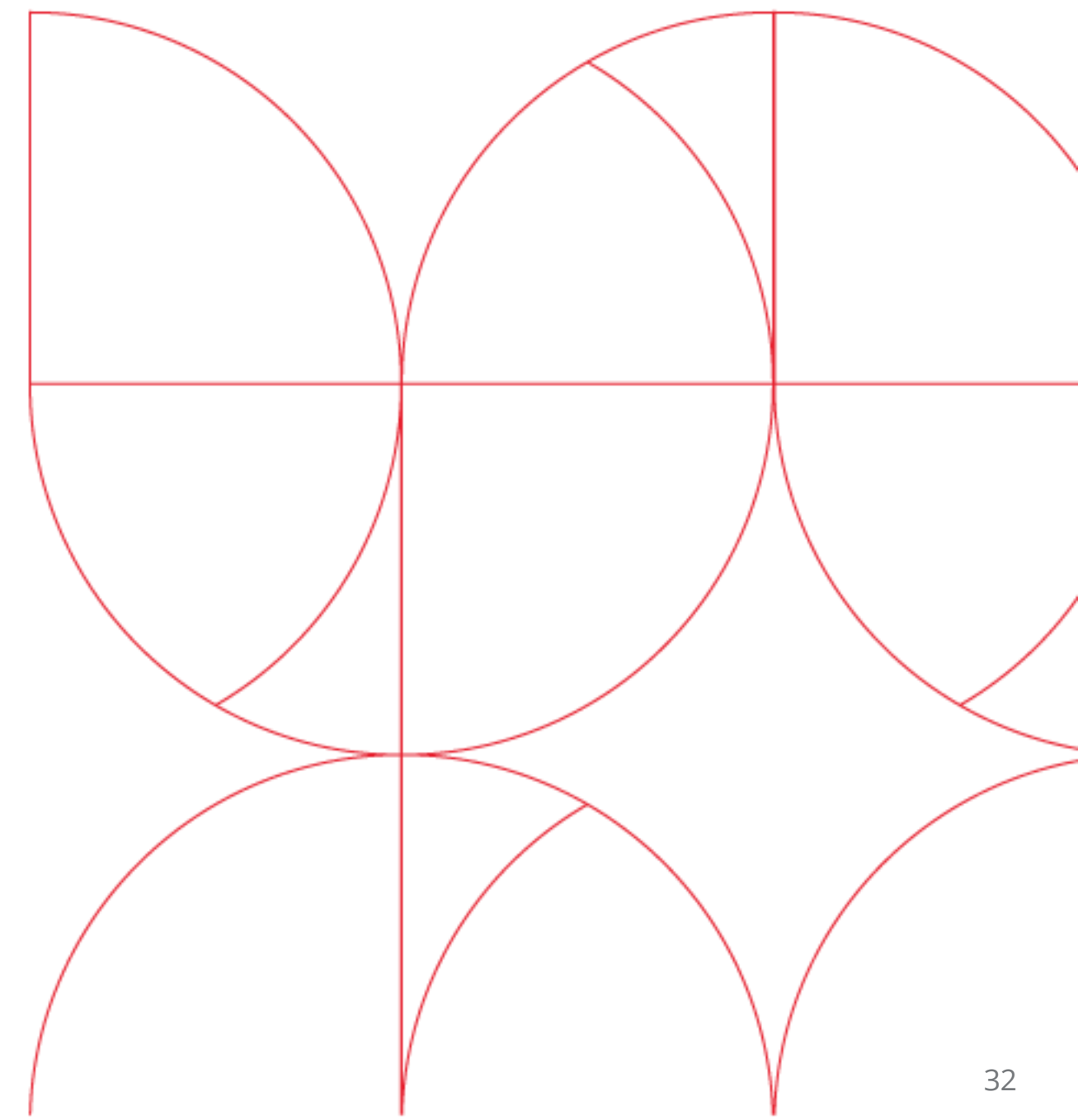
Holland & Barrett  
SINCE 1870







# Appendix



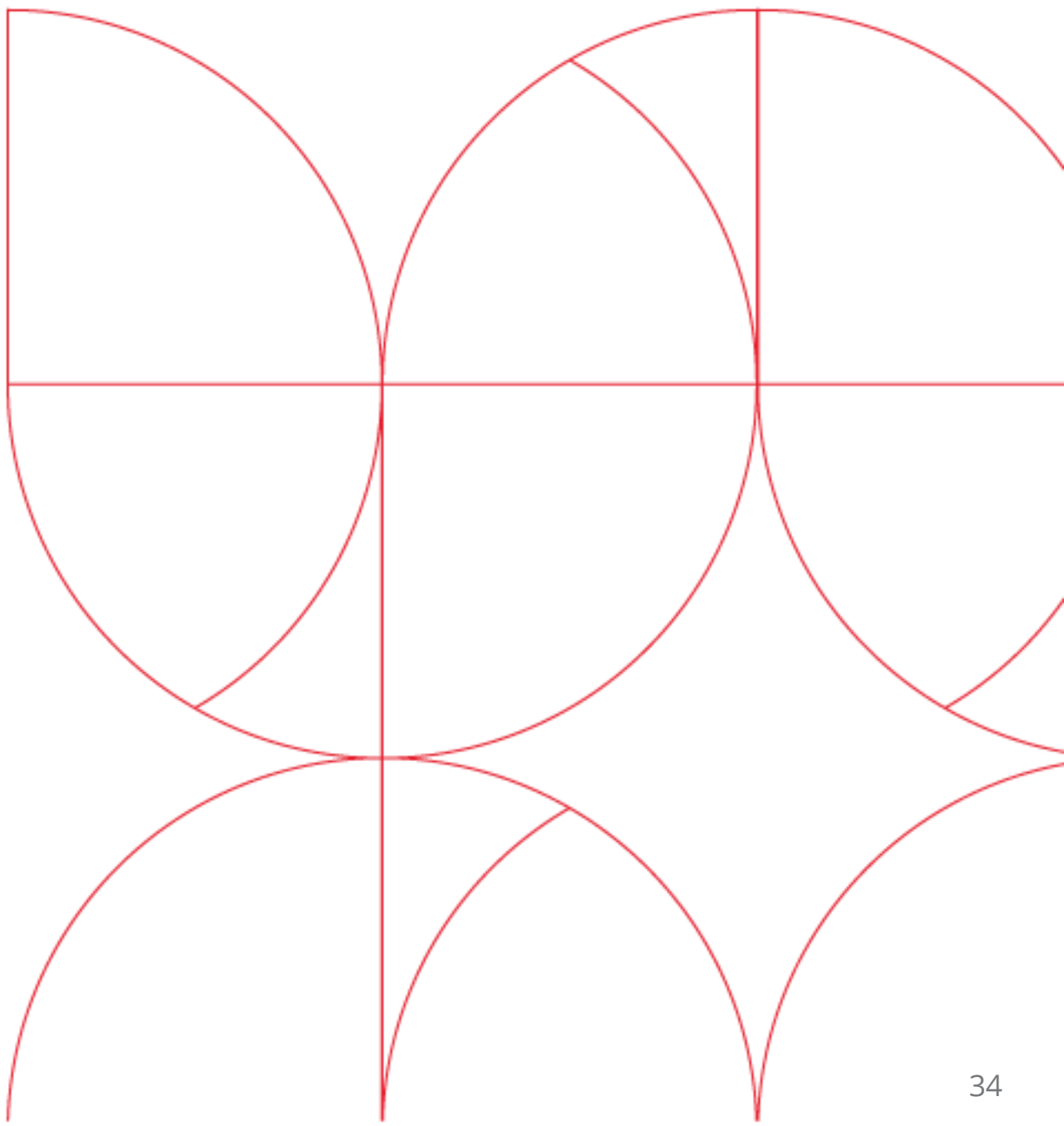


# Consolidated Balance Sheet for 9M '24

| Balance sheet (€ mil.)                       | 9M '23       | FY '23       | 9M '24         |
|--|--------------|--------------|----------------|
| Property, plant & equipment                  | 69.1         | 73.4         | 78.4           |
| Right of Use Assets                          | 135.4        | 134.2        | 176.2          |
| Other Non Current Assets                     | 59.1         | 60.4         | 62.9           |
| <b>Non-current assets</b>                    | <b>263.7</b> | <b>268.0</b> | <b>317.6</b>   |
| Inventories                                  | 104.7        | 89.7         | 106.2          |
| Trade Receivables                            | 4.6          | 4.7          | 5.0            |
| Other receivables                            | 35.8         | 22.3         | 27.4           |
| Cash & Cash Equivalent                       | 42.1         | 40.7         | 44.7           |
| Assets Held for Sale                         | 328.1        | 477.5        | 505.9          |
| <b>Current assets</b>                        | <b>515.2</b> | <b>634.8</b> | <b>689.2</b>   |
| <b>Total Assets</b>                          | <b>778.9</b> | <b>902.7</b> | <b>1,006.8</b> |
| Loans and Borrowings                         | 30.1         | 26.0         | 82.9           |
| Long Term Lease Liability                    | 110.2        | 110.1        | 146.2          |
| Other non-current liabilities                | 9.9          | 8.1          | 8.5            |
| <b>Non-current liabilities</b>               | <b>150.3</b> | <b>144.2</b> | <b>237.6</b>   |
| Loans and Borrowings                         | 94.2         | 80.4         | 32.3           |
| Short Term Lease Liability                   | 38.0         | 37.6         | 40.7           |
| Account Payables & other current liabilities | 128.1        | 113.4        | 140.0          |
| Loans and Borrowings of Assets Held for sale | 138.2        | 216.2        | 237.5          |
| Liability of Assets Held for Sale            | 19.6         | 24.4         | 24.2           |
| <b>Current liabilities</b>                   | <b>418.1</b> | <b>472.1</b> | <b>474.6</b>   |
| <b>Shareholders Equity</b>                   | <b>210.5</b> | <b>286.5</b> | <b>294.6</b>   |
| <b>Shareholders Equity &amp; Liabilities</b> | <b>778.9</b> | <b>902.7</b> | <b>1,006.8</b> |



# Reconciliation tables between Consolidated Fourlis group figures and Fourlis group retail business figures





# P&L – 9M '24

## Fourlis group - Consolidated

| (amounts in € mil.)                | 9M '23 | %      | 9M '24 |
|------------------------------------|--------|--------|--------|
| Revenue                            | 389.6  | 4.6%   | 407.6  |
| Gross Profit                       | 176.9  | 11.8%  | 197.8  |
| Gross Profit margin                | 45.4%  |        | 48.5%  |
| EBITDA (OPR)*                      | 31.5   | 40.9%  | 44.4   |
| EBITDA (OPR) margin                | 8.1%   |        | 10.9%  |
| Inv.Assets revaluation             | 1.3    | 271.0% | 4.8    |
| EBIT                               | 21.5   | 74.4%  | 37.5   |
| EBIT margin                        | 5.5%   |        | 9.2%   |
| Net Financial Income/(expenses)    | -16.1  | 20.5%  | -19.4  |
| Contribution from associates       | 2.0    | -15.8% | 1.6    |
| PBT                                | 7.4    | 168.1% | 19.8   |
| PBT margin                         | 1.9%   |        | 4.9%   |
| Profit After Tax                   | 5.9    | 191.1% | 17.1   |
| Net Profit After Tax margin        | 1.5%   |        | 4.2%   |
| Minority interest                  | -0.6   |        | -5.1   |
| Net Profit after Minorities        | 5.2    | 129.1% | 12.0   |
| Net Profit after Minorities margin | 1.3%   |        | 2.9%   |

## Fourlis group Retail Business

| (amounts in € mil.)             | 9M '23 | %      | 9M '24 |
|---------------------------------|--------|--------|--------|
| Revenues                        | 380.0  | 2.6%   | 390.0  |
| Gross Profit                    | 168.8  | 6.8%   | 180.2  |
| Gross Profit margin             | 44.4%  |        | 46.2%  |
| EBITDA (OPR)*                   | 22.6   | 23.3%  | 27.9   |
| EBITDA margin (OPR)             | 5.9%   |        | 7.1%   |
| EBIT                            | 11.5   | 42.3%  | 16.4   |
| EBIT margin                     | 3.0%   |        | 4.2%   |
| Net Financial Income/(expenses) | -15.2  | 3.9%   | -15.8  |
| Contribution from associates    | 1.4    |        | 2.0    |
| Dividends from Trade Estates    | 6.6    | -7.5%  | 6.1    |
| PBT                             | 4.3    | 101.0% | 8.7    |
| PBT margin                      | 1.1%   |        | 2.2%   |

## Retail Business Sold ITR/TAF

| (amounts in € mil.)   | 9M '23 |
|-----------------------|--------|
| Revenues              | 2.2    |
| Gross Profit          | 0.7    |
| EBITDA (OPR)*         | -0.3   |
| EBIT                  | -0.4   |
| Net Financial expense | 0.3    |
| PBT                   | -0.2   |

## Trade Estates group

| (amounts in € mil.)              | 9M '23     | Intercompany | 9M '23     | 9M '24     | Intercompany | 9M '24     |
|----------------------------------|------------|--------------|------------|------------|--------------|------------|
|                                  | (Reported) | Elim.        | (external) | (Reported) | Elim.        | (external) |
| Net Revenues                     | 18.3       | -10.9        | 7.4        | 30.3       | -12.6        | 17.6       |
| Gross Profit                     | 18.3       | -10.9        | 7.4        | 30.3       | -12.6        | 17.6       |
| EBITDA (OPR)*                    | 12.2       | -3.0         | 9.2        | 19.8       | -3.3         | 16.5       |
| Inv. Assets revaluation          | 9.0        | -7.7         | 1.3        | 6.1        | -1.3         | 4.8        |
| EBIT                             | 21.2       | -10.7        | 10.4       | 25.7       | -4.6         | 21.1       |
| Net Financial Income/(expense)   | -4.8       | 4.0          | -0.8       | -7.8       | 4.3          | -3.5       |
| Income from associated companies | 0.3        | -0.1         | 0.2        | -0.3       | 0.0          | -0.3       |
| Dividends to retail business**   | -          | -6.6         | -6.6       | -          | -6.1         | -6.1       |
| PBT                              | 16.6       | -13.4        | 3.2        | 17.6       | -6.4         | 11.1       |

\* Due to IFRS16 adjustments / \*\* eliminations



# Analysis of Net financial Income/(Expenses) for the Consolidated group and the Retail Business

|                       | 9M '23 | 9M '24 |
|-----------------------|--------|--------|
| Total group           |        |        |
| Interest              | -10.3  | -12.5  |
| Bank expenses & other | -1.3   | -1.1   |
| IFRS16 interest       | -4.5   | -5.8   |
| Total                 | -16.1  | -19.4  |

|                       | 9M '23 | 9M'24 |
|-----------------------|--------|-------|
| Total Retail          |        |       |
| Interest              | -6.0   | -5.1  |
| Bank expenses & other | -1.1   | -1.0  |
| IFRS16 interest       | -8.2   | -9.8  |
| Total                 | -15.2  | -15.8 |



RHF Segment

| (amounts in € mil.)         | 9M '23 | %     | 9M '24 |
|-----------------------------|--------|-------|--------|
| Revenue                     | 260.1  | 6.2%  | 276.1  |
| Gross Profit                | 118.8  | 16.2% | 138.1  |
| Gross Profit margin         | 45.7%  |       | 50.0%  |
| EBITDA (OPR)*               | 29.0   | 49.8% | 43.4   |
| EBITDA (OPR) margin         | 11.1%  |       | 15.7%  |
| Inv.Assets (TE) revaluation | 1.3    |       | 4.8    |
| EBIT                        | 24.4   | 73.5% | 42.3   |
| EBIT margin                 | 9.4%   |       | 15.3%  |

\*Alternative Performance Measures, as defined in the Management Report of the Board of Directors for the period 1/1-30/06/2024.

Home Furnishings business (IKEA stores)

| (amounts in € mil.) | 9M '23 | %     | 9M '24 |
|---------------------|--------|-------|--------|
| Revenues            | 252.1  | 2.1%  | 257.3  |
| Gross Profit        | 110.8  | 7.6%  | 119.3  |
| Gross Profit margin | 44.0%  |       | 46.4%  |
| EBITDA (OPR)*       | 19.2   | 40.4% | 26.9   |
| EBITDA margin (OPR) | 7.6%   |       | 10.5%  |
| EBIT                | 13.7   | 55.1% | 21.2   |
| EBIT margin         | 5.4%   |       | 8.2%   |

The financial figures below present the performance of RHF segment excluding Trade Estates impact, that is excluding the investments in real estate assets of Trade Estates that are currently consolidated within the RHF segment.

Trade Estates group

| (amounts in € mil.)     | 9M '23<br>(Reported) | Intercompany<br>Elim. | 9M '23<br>(external) | 9M '24<br>(Reported) | Intercompany<br>Elim. | 9M '24<br>(external) |
|-------------------------|----------------------|-----------------------|----------------------|----------------------|-----------------------|----------------------|
| Net Revenues            | 18.3                 | -10.9                 | 7.4                  | 30.3                 | -12.6                 | 17.6                 |
| Gross Profit            | 18.3                 | -10.9                 | 7.4                  | 30.3                 | -12.6                 | 17.6                 |
| EBITDA (OPR)*           | 12.2                 | -3.0                  | 9.2                  | 19.8                 | -3.3                  | 16.5                 |
| Inv. Assets revaluation | 9.0                  | -7.7                  | 1.3                  | 6.1                  | -1.3                  | 4.8                  |
| EBIT                    | 21.2                 | -10.7                 | 10.4                 | 25.7                 | -4.6                  | 21.1                 |



RSG Segment

| (amounts in € mil.) | 9M '23 | %      | 9M '24 |
|---------------------|--------|--------|--------|
| Revenue             | 129.3  | 1.1%   | 130.8  |
| Gross Profit        | 58.1   | 3.0%   | 59.8   |
| Gross Profit margin | 44.9%  |        | 45.7%  |
| EBITDA (OPR)*       | 6.5    | -1.2%  | 6.5    |
| EBITDA (OPR) margin | 5.1%   |        | 4.9%   |
| EBIT                | 1.4    | -27.1% | 1.0    |
| EBIT margin         | 1.1%   |        | 0.8%   |

\*Alternative Performance Measures, as defined in the Management Report of the Board of Directors for the period 1/1-30/06/2024.

Sportswear (Intersport stores)

| (amounts in € mil.) | 9M '23 | %      | 9M '24 |
|---------------------|--------|--------|--------|
| Revenue             | 127.0  | 2.9%   | 130.7  |
| Gross Profit        | 57.3   | 4.2%   | 59.7   |
| Gross Profit margin | 45.1%  |        | 45.7%  |
| EBITDA (OPR)*       | 7.7    | -14.3% | 6.6    |
| EBITDA (OPR) margin | 6.0%   |        | 5.0%   |
| EBIT                | 2.3    | -51.9% | 1.1    |
| EBIT margin         | 1.8%   |        | 0.9%   |

The financial figures present the performance of RSG segment excluding the impact from the Intersport Turkey and The Athlete’s Foot that were sold.

Retail Business Sold ITR/TAF

| (amounts in € mil.) | 9M '23 |
|---------------------|--------|
| Revenues            | 2.2    |
| Gross Profit        | 0.7    |
| EBITDA (OPR)*       | -0.3   |
| EBIT                | -0.4   |



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**Thank you**

