



Corporate Presentation

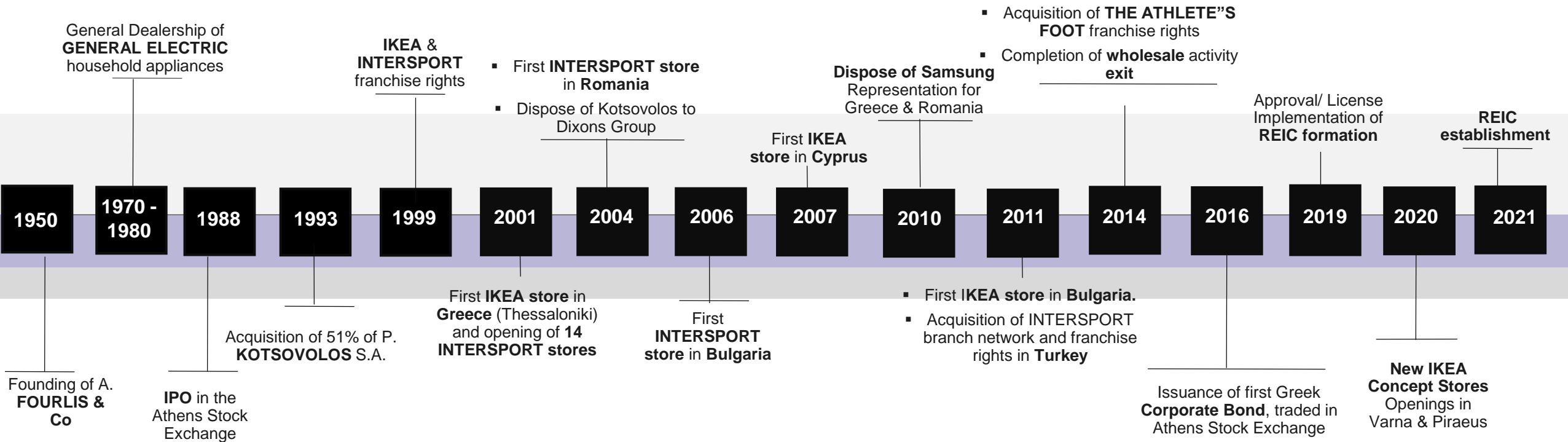
August 2021

FOURLIS
GROUP OF COMPANIES

70
YEARS

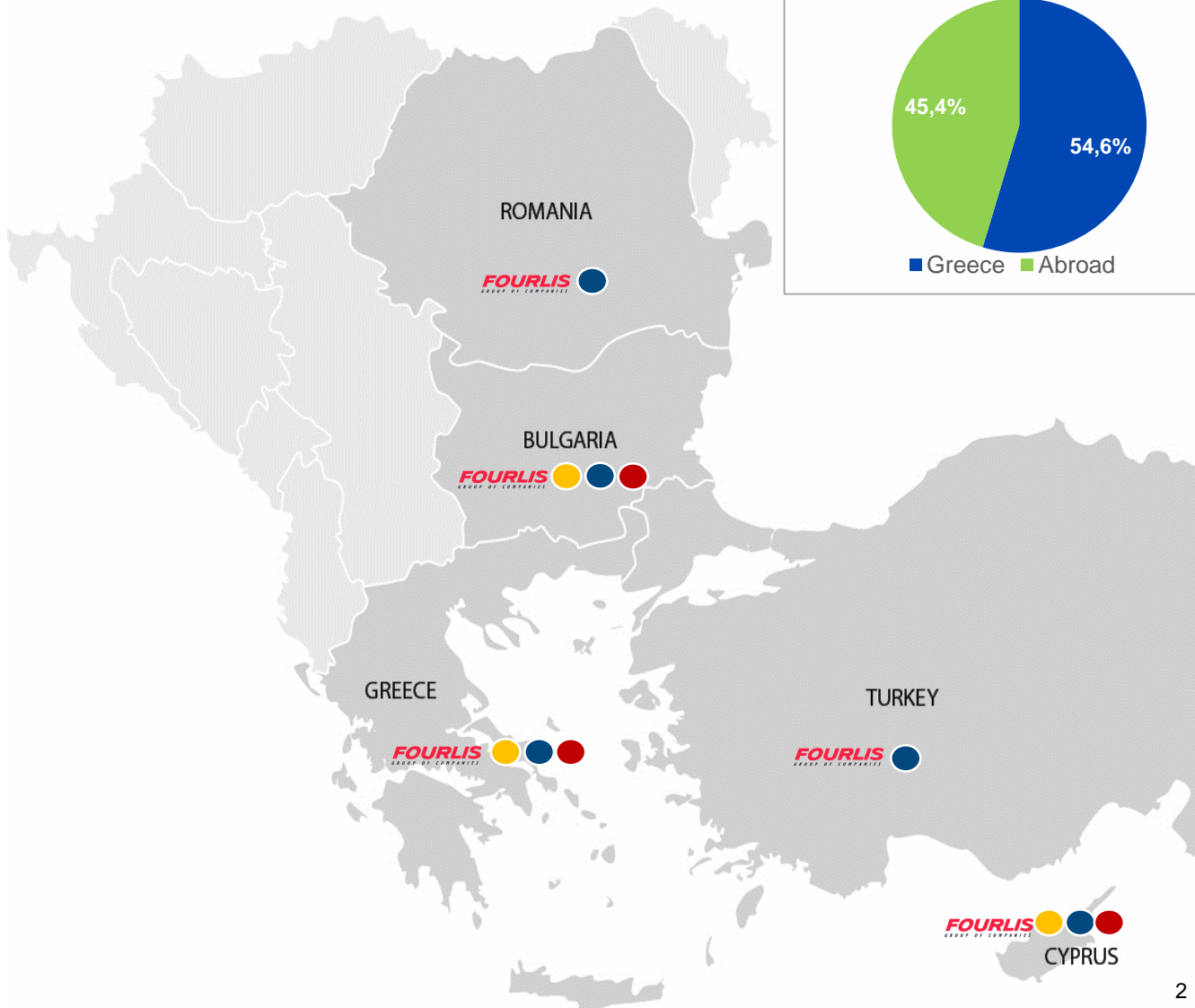
FOURLIS
GROUP OF COMPANIES

Group's History at a glance



Company Profile

Our Presence



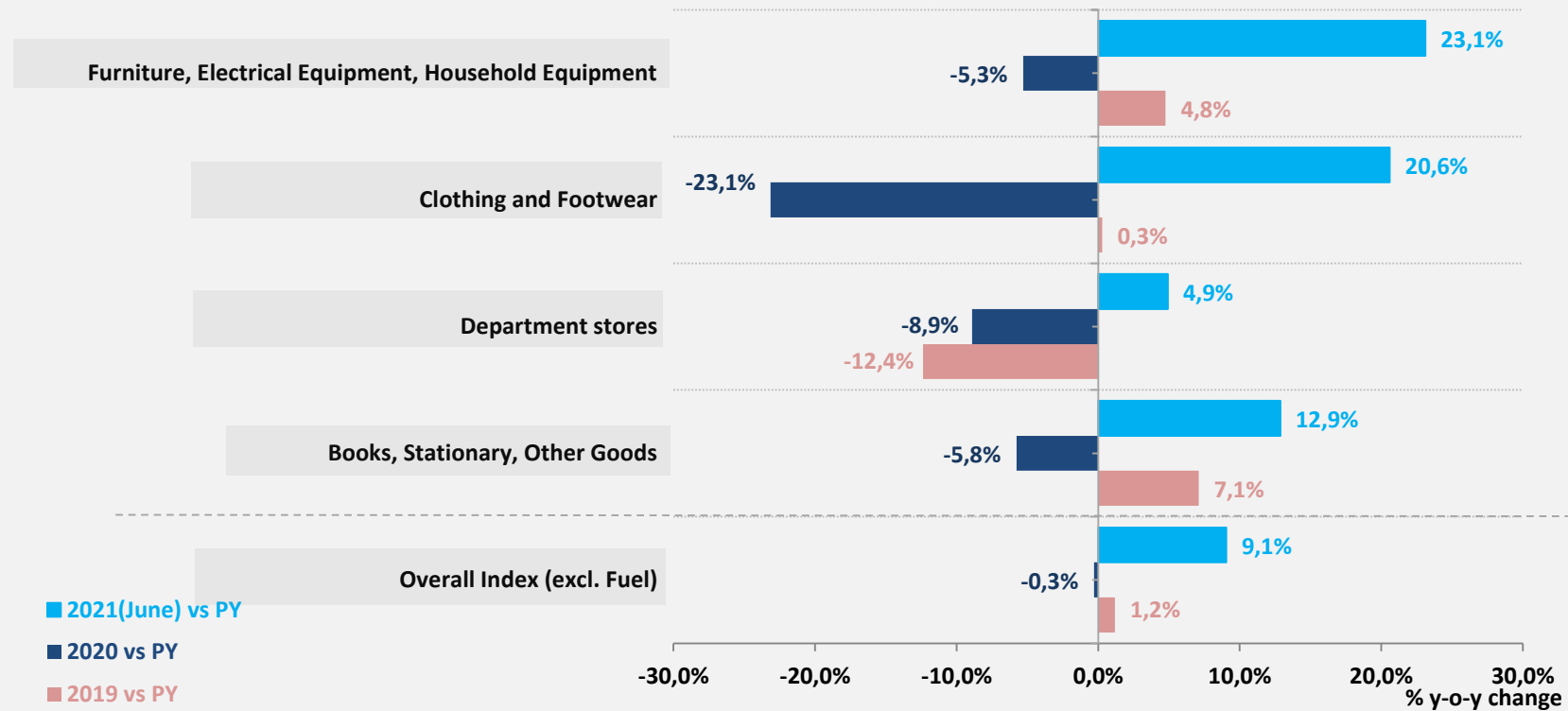
- ✓ FOURLIS GROUP is a **leading retail group of companies** of quality consumer goods in Southeast Europe.
- ✓ The company was founded in 1950.
- ✓ The Group is active in retail sector:
 - ❖ **Retail Home Furnishings** through the franchise of IKEA stores in Greece, Cyprus and Bulgaria.
 - ❖ **Retail Sporting Goods** through the franchise of INTERSPORT stores in Greece, Cyprus, Romania, Bulgaria and Turkey along with THE ATHLETE'S FOOT stores in Greece and Turkey.
- ✓ The Group entered into **Real Estate Investment sector**, through the establishment of a Real Estate Investment Company (TRADE ESTATES REIC).

Our Business Activities

 Retail Home Furnishings 	 Retail Sporting Goods 	 Real Estate Investment 
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Retail Sales in Greece

Retail Sales (Turnover Index)



Period: until June 2021

Source: Hellenic Statistical Authority

Executive Summary H1 2021

- ✓ Furlis Group, during H1FY21, realized **sales of € 185,7 million**, 16,5% higher vs H1FY20 (€ 159,5 mio).
- ✓ **E-Commerce sales** for the Group in H1FY21 reached **€ 43,5 million** vs € 27,8 million in H1FY20, increased by 57%
 - ✓ *Retail Home Furnishings sales in Greece in H1FY21 decreased by 6,5% y-o-y, while in the other countries sales increased by 24,6 % y-o-y.*
 - ✓ *Retail Sporting Goods sales in Greece in H1FY21 increased by 20,6% y-o-y, while in the other countries sales increased by 67,4% y-o-y average.*

- ✓ H1FY21 **EBITDA (OPR)** was **€ 13,3 million** vs € 5,3 million in H1FY20, increased by 155%.
(EBITDA(OPR) does not include financial expenses related with IFRS16 impact)
- ✓ H1FY21 Consolidated **Profit Before Taxes** was **€ 0,9 million** vs Losses before Taxes of € 8,3 million in H1FY20.

- ✓ The Group realized **Net Profit of € 0,6 million** in H1FY21.
- ✓ Furlis Group **Net Debt** as of 30/06/2021 was **€ 95,9 million**, vs € 102,8 million as of 30/06/2020 and € 105,4 million as of 31/12/2020.
- ✓ **CAPEX € 11,9 mio.**

Consolidated Key Financial Figures

Group Consolidated Key Financial Figures (in €mm)

<u>Q2</u>				<u>H1</u>		
CY 21	PY 20	Index		CY 21	PY 20	Index
110,1	75,0	147	Revenue	185,7	159,5	116
47,0	31,8	148	Gross Profit	78,2	67,3	116
42,7%	42,4%		Margin	42,1%	42,2%	
10,8	4,8	224	EBITDA (OPR)	13,3	5,3	253
8,0	2,0	402	EBIT	8,6	-0,5	n/c
4,3	-2,3	n/c	PBT	0,9	-8,3	n/c
3,2	-2,1	n/c	NP	0,6	-7,2	n/c

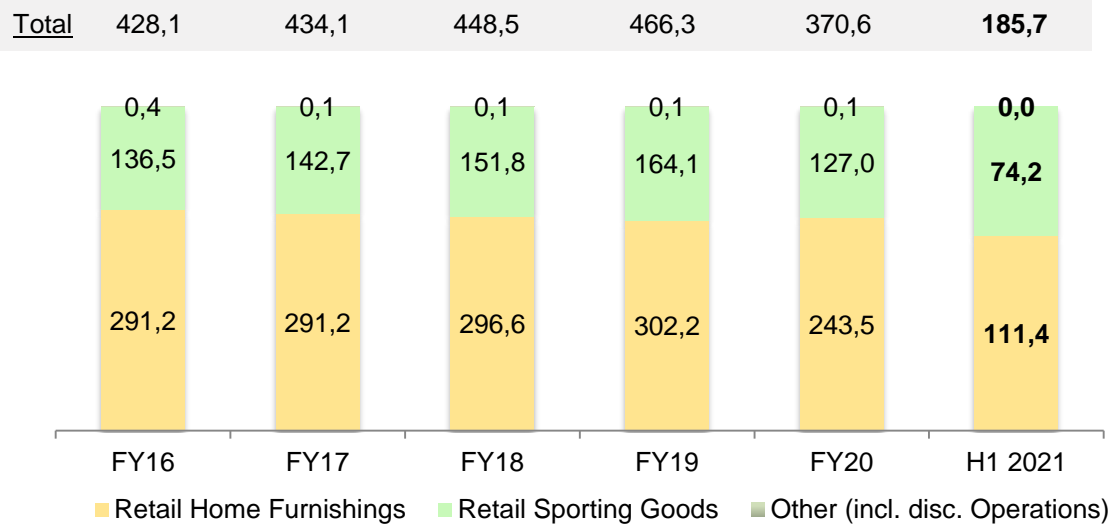
* EBITDA(OPR) does not include financial expenses related with IFRS16 impact

Consolidated Balance Sheet

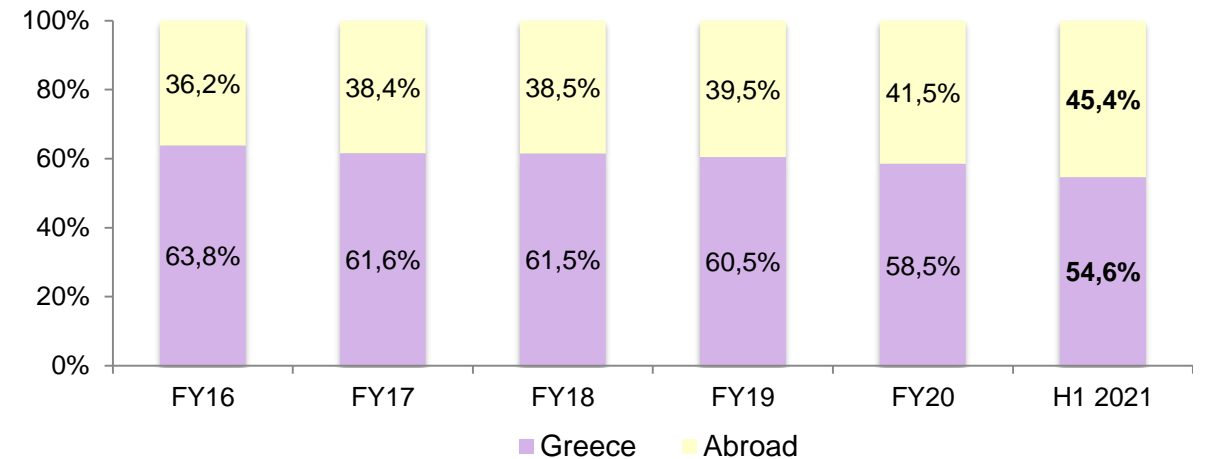
<i>(in € million)</i>	H1 2021	FY 2020	H1 2020
Property, plant & equipment	55,9	56,9	57,2
Right of Use Assets	121,7	123,3	124,3
Other Non Current Assets	56,2	51,8	49,1
Non-current assets	233,7	232,0	230,6
Inventories	89,4	91,0	91,1
Receivables	25,6	16,6	28,0
Cash & Cash Equivalent	129,9	115,4	102,1
Assets Held for Sale	185,6	182,3	180,2
Current assets	430,5	405,3	401,5
Total Assets	664,3	637,4	632,1
Loans and Borrowings	129,6	136,4	98,8
Long Term Lease Liability	109,5	111,6	111,7
Other non-current liabilities	7,9	7,9	6,5
Non-current liabilities	247,0	255,8	217,0
Loans and Borrowings	81,2	68,2	94,8
Short Term Lease Liability	19,8	19,1	17,2
Account Payables	127,8	104,8	110,2
Loans and Borrowings of Assets Held for sale	15,1	16,3	17,5
Liability of Assets Held for Sale	4,3	4,4	4,4
Current liabilities	248,2	212,8	244,1
Shareholders Equity	169,1	168,8	171,0
Shareholders Equity & Liabilities	664,3	637,4	632,1

Consolidated Revenue Breakdown

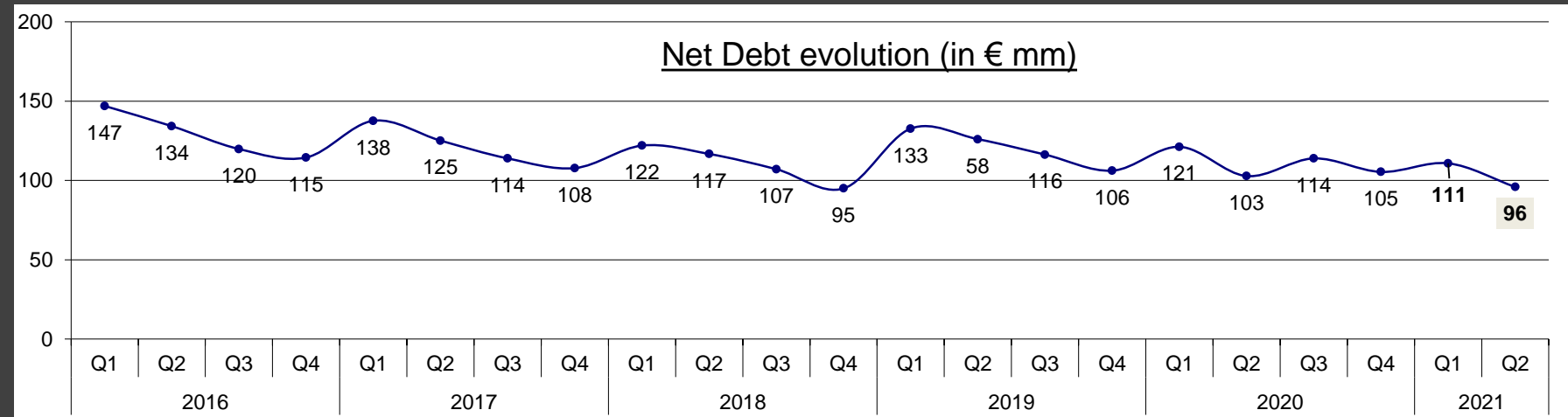
Revenue Breakdown by Activity (in € mm)



Revenue Breakdown by Geography (in € mm)



Net Debt Structure by Segment & Evolution

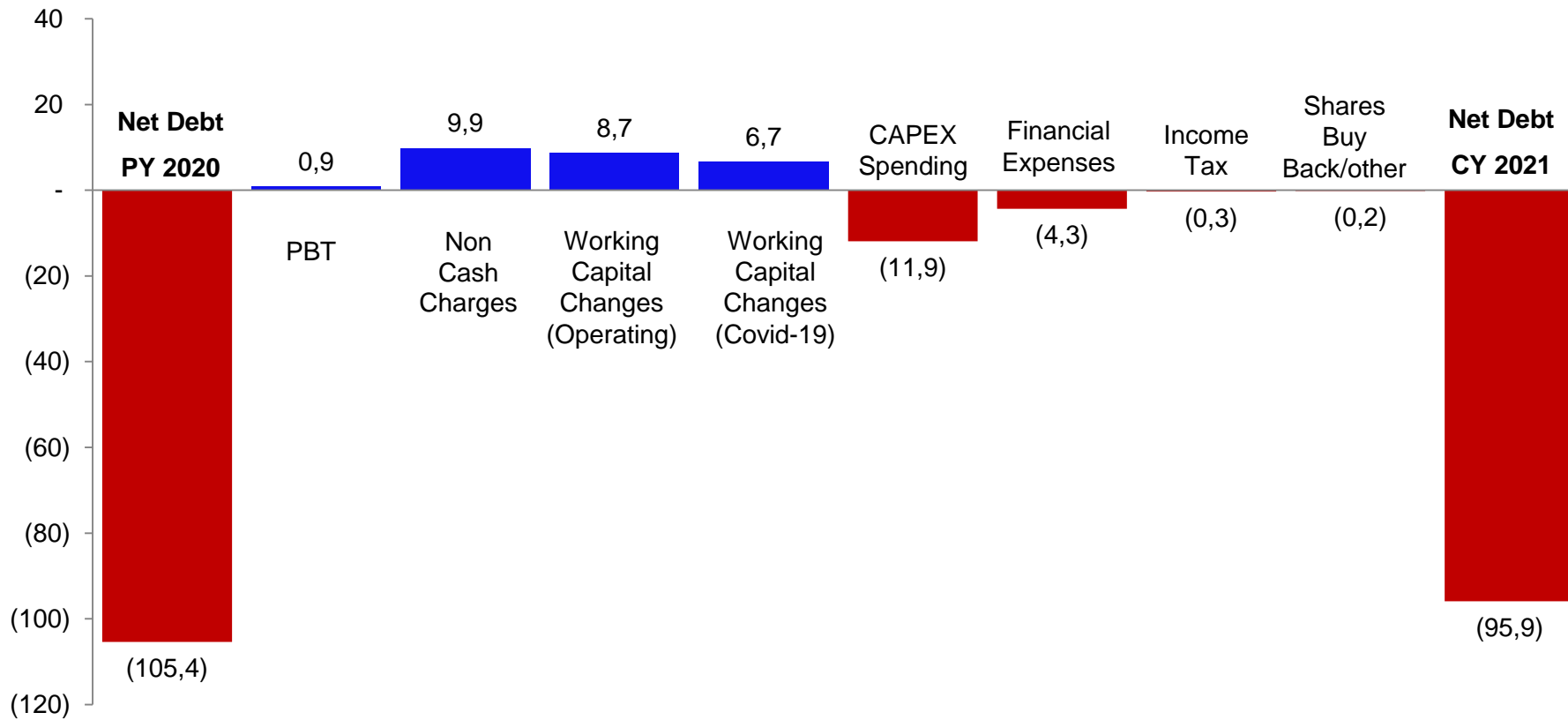


Net Debt Structure by Segment (in € mm)

	31.12.2020	30.06.2020	30.06.2021	Δ vs PY end	Δ vs 31.06.2020
IKEA	63,7	57,3	63,4	-0,3	6,1
INTERSPORT	42,2	45,6	32,5	-9,7	-13,1
FOURLIS <small>GROUP OF COMPANIES</small>	-0,5	0,0	0,0	0,5	0,0
Total Group	105,4	102,8	95,9	-9,5	-6,9

H1 2021 – Cash Flow Performance

Group Cash Flow (in € mm)



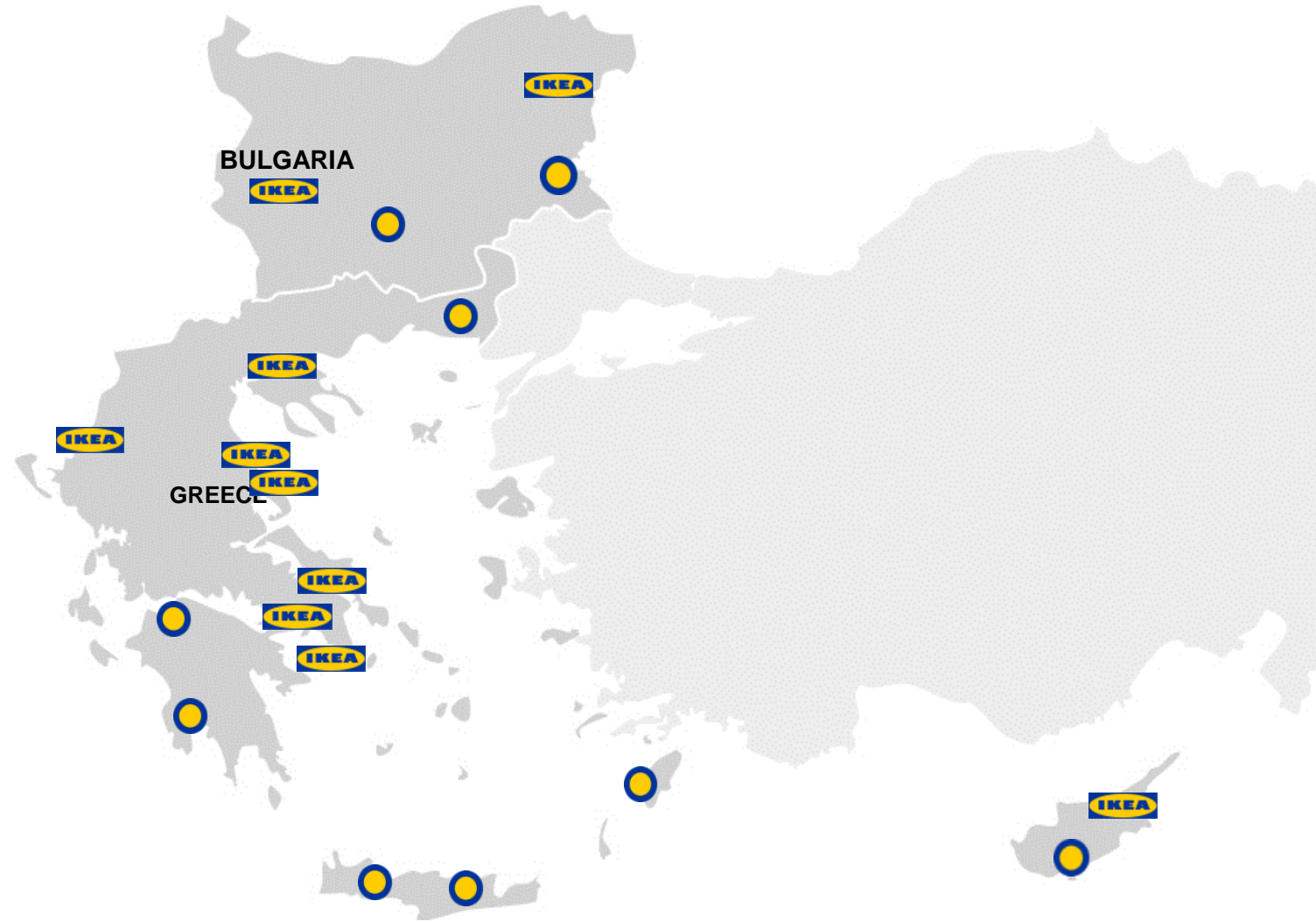
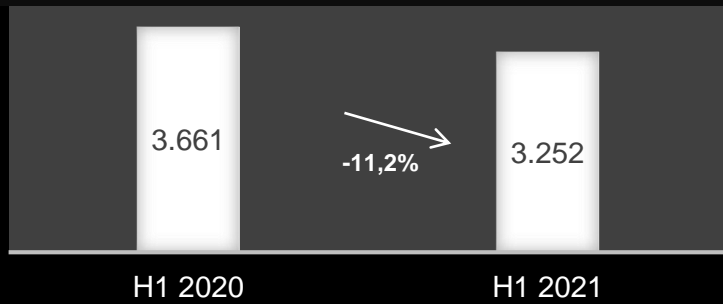
HOUSEMARKET

Number of Stores

Greece		Cyprus	
Stores	6	Stores	1
Pick Up Points	6	Pick Up Points	1

Bulgaria	
Stores	2
Pick Up Points	2

IKEA Visitors in 000s



- Store
- Pick Up Point
- E-Commerce in all 3 countries

HOUSEMARKET – Financial Performance

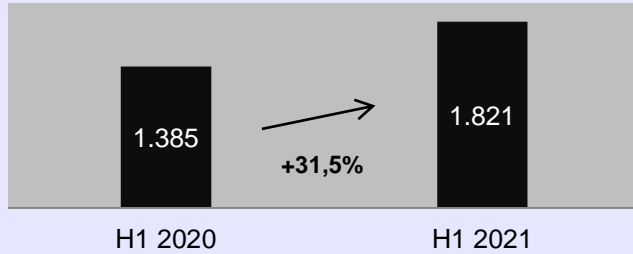
<u>Q2</u>				<u>H1</u>		
CY 21	PY 20	Index		CY 21	PY 20	Index
65,7	52,0	126	Revenue	111,4	106,0	105
26,1	21,4	122	Gross Profit	45,1	43,9	103
39,7%	41,1%		Margin	40,5%	41,4%	
4,1	4,7	87	EBITDA (OPR)	6,9	6,5	106
2,6	3,2	82	EBIT	4,9	3,5	139
0,5	0,6	79	PBT	0,3	-1,0	n/c

IKEA Key Financial Figures (in €mm)



* EBITDA(OPR) does not include financial expenses related with IFRS16 impact

Intersport Customers in 000's



Number of Stores

Greece	
Intersport stores	54
The Athlete's Foot stores	14

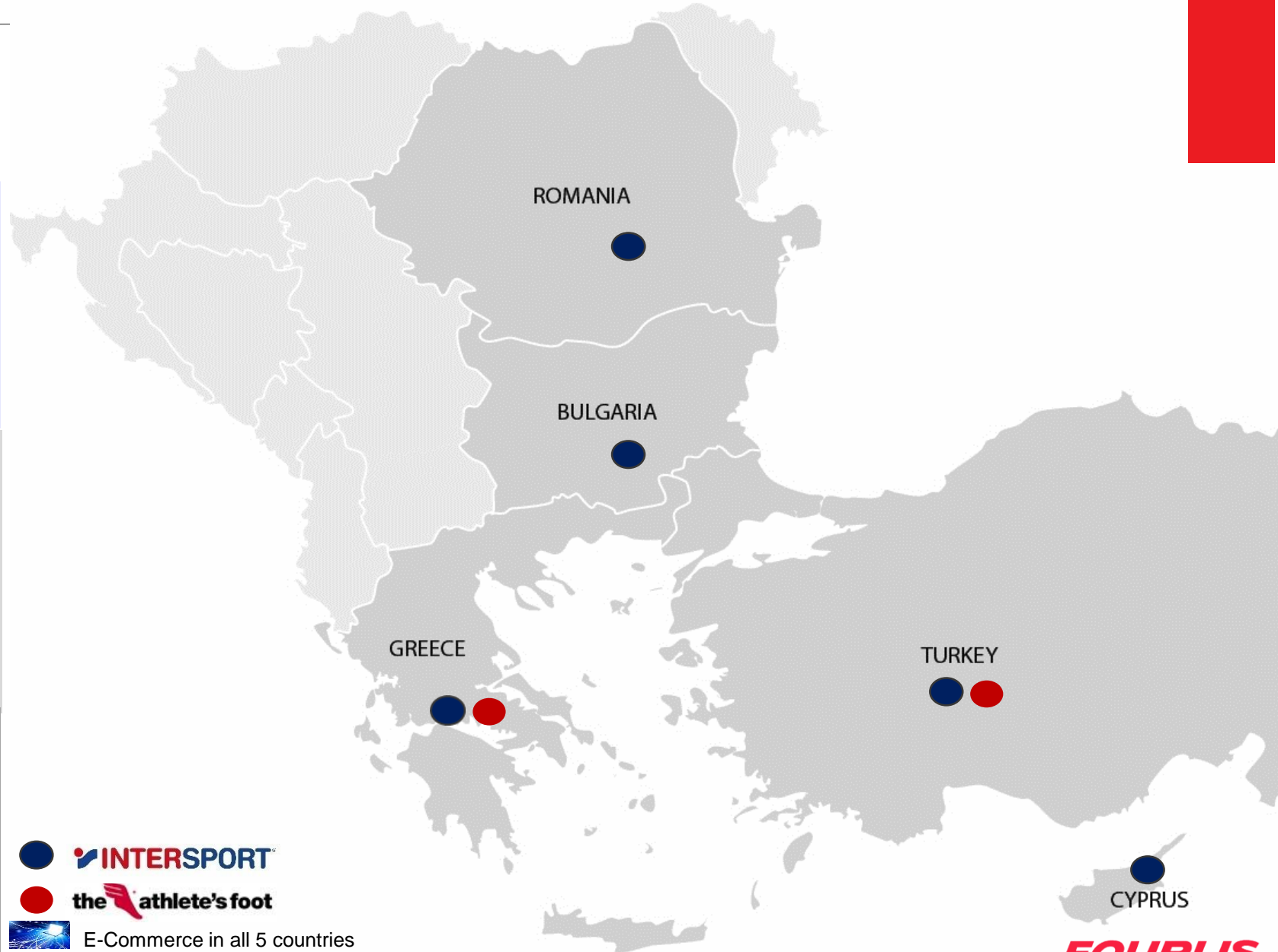
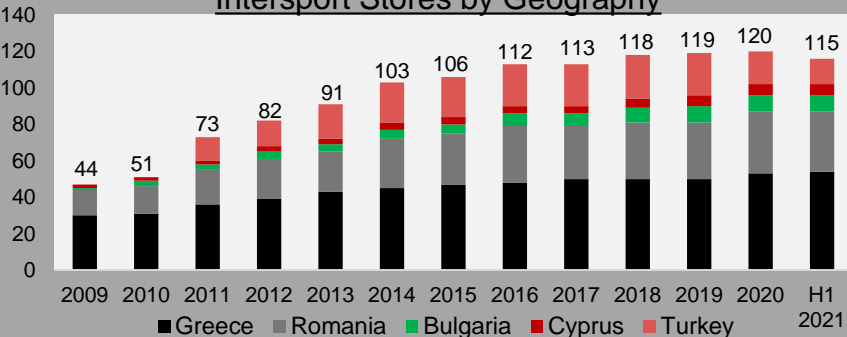
Turkey	
Intersport stores	13
The Athlete's Foot stores	3

Romania	
Intersport stores	33

Cyprus	
Intersport stores	6

Bulgaria	
Intersport stores	9

Intersport Stores by Geography



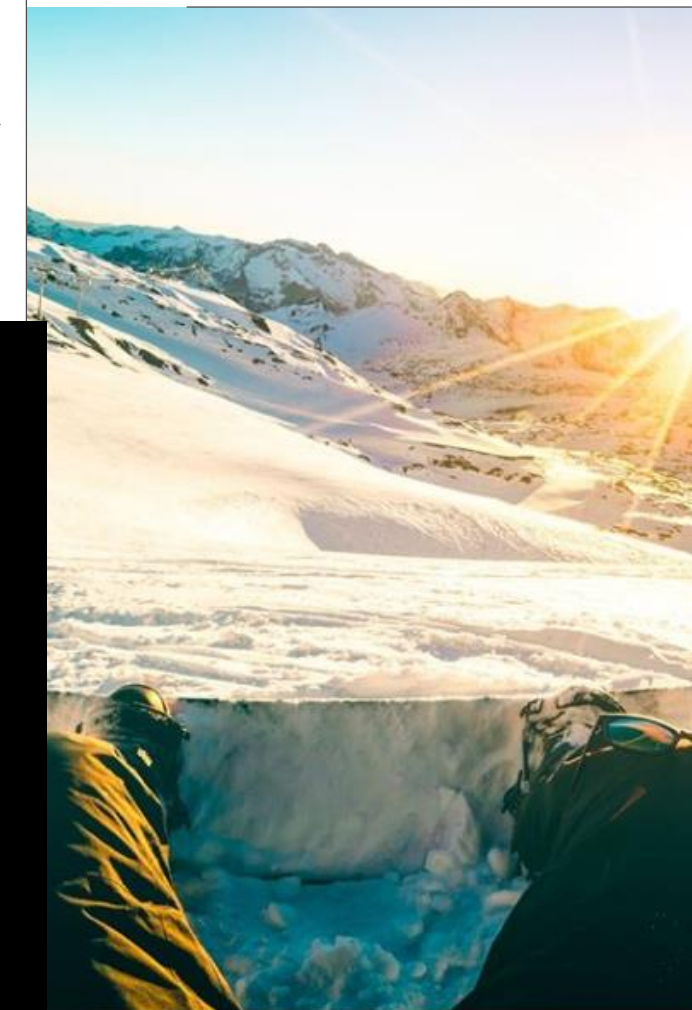
THE ATHLETE'S FOOT

- A global retailer for fashionable athletic footwear and apparel.
- 560 stores in 30 countries.
- Carrying some of the world's most renowned brands.
- Sport with style.

- Furlis Group has the franchise rights to develop The Athlete's Foot store network in the five countries (currently Greece & Turkey)
- Today operates 14 stores in Greece and 3 stores in Turkey.



SPORTING GOODS- Financial Performance



INTERSPORT Key Financial Figures (in €mm)

<u>Q2</u>				<u>H1</u>		
CY 21	PY 20	Index		CY 21	PY 20	Index
44,3	23,0	193	Revenue	74,2	53,6	139
20,8	10,4	200	Gross Profit	33,1	23,5	141
47,0%	45,3%		Margin	44,6%	43,9%	
7,3	0,6	1301	EBITDA (OPR)	7,5	-0,3	n/c
5,9	-0,8	n/c	EBIT	4,8	-3,1	n/c
4,5	-2,4	n/c	PBT	1,6	-6,3	n/c

* EBITDA(OPR) does not include financial expenses related with IFRS16 impact

TRADE ESTATES

➤ Serving Physical & Digital Retail



- The Group entered into Real Estate Investment sector, through the establishment of TRADE ESTATES REAL ESTATE INVESTMENT COMPANY SOCIETE ANONYME (TRADE ESTATES REIC) on July 12, 2021, approved by the Ministry of Development and Investment.
- The register share capital of the company is **€ 173,5 mio**
- The real estate portfolio of TRADE ESTATES REIC includes all the existing private owned properties of the Group, which are used for the operation of RHF (IKEA), the logistic centers in Schimatari and Oinofyta, as well as a retail investment property in Greece.

- Trade Estates REIC will invest purely in quality retail properties and E-Commerce infrastructure.
- Trade Estates REIC, will grow by acquiring or develop new retail assets from the market, which along with the existing Fournalis assets, will represent a high quality retail property portfolio.
- Fournalis Group aims to maximize flexibility in accessing real estate equity, improving overall returns on assets, centralizing ownership and management, streamlining tax planning.

TRADE ESTATES – Initial Portfolio



Big Box Retail
Thessaloniki, Greece

- ❖ GLA: 24.000m²
- ❖ Asset Value: € 45,3 mio
- ❖ Annual Rent: € 3,1 mio



Big Box Retail
Ioannina, Greece

- ❖ GLA: 29.000m²
- ❖ Asset Value: € 12,9 mio
- ❖ Annual Rent: € 1,0 mio



Big Box Retail
Nicosia, Cyprus

- ❖ GLA: 20.750m²
- ❖ Asset Value: € 32,1 mio
- ❖ Annual Rent: € 3,1 mio



Big Box Retail
Sofia, Bulgaria

- ❖ GLA: 20.300m²
- ❖ Asset Value: € 44,4 mio
- ❖ Annual Rent: € 3,4 mio



Commercial Center
Rentis Attica, Greece

- ❖ GLA: 6.600m²
- ❖ Asset Value: € 16,0 mio
- ❖ Annual Rent: € 0,9 mio



Logistics Center
Schimatari, Greece

- ❖ GLA: 46.600m²
- ❖ Asset Value: € 25,3 mio
- ❖ Annual Rent: € 2,0 mio



Logistics Center
Oinofyta, Greece

- ❖ GLA: 30.200m²
- ❖ Asset Value: € 8,8 mio
- ❖ Annual Rent: € 0,7 mio (estimated)

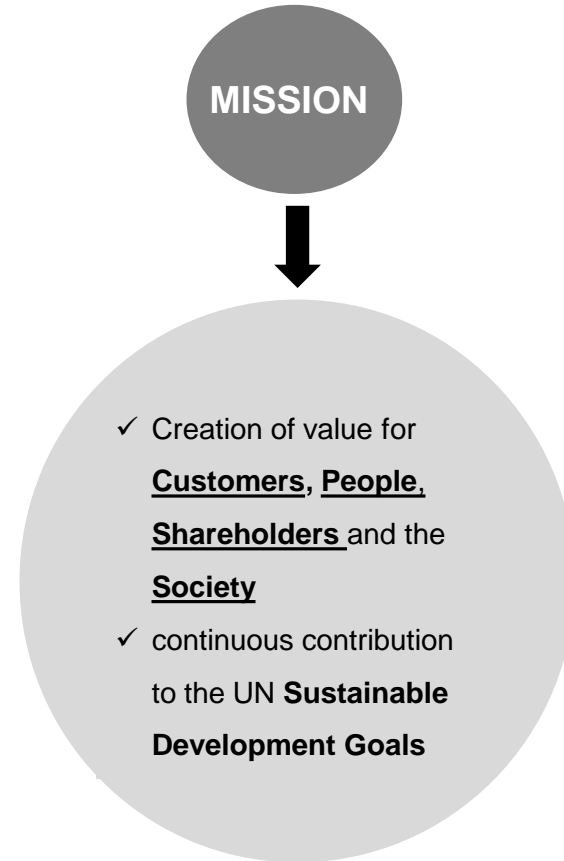
Asset Portfolio	
7	€ 184,7 mio
Properties	GAV
177.450 m ²	99,80%
GLA	Occupancy Rate
€ 13,5 mio	7,3%
Rental Income	Gross Rental Yield

Corporate Social Responsibility

FOURLIS Group CSR Department was established in **2008** and since then it implements actions and programs driven by the Group's Values

“**Integrity, Respect, Efficiency**” focused on 3 basic axes:

<p>PEOPLE</p> 	<p>SOCIETY</p> 	<p>ENVIRONMENT</p> 
<ul style="list-style-type: none"> ✓ Health-Wellbeing Programs ✓ Scholarships ✓ Counselling and Psychological Support Line ✓ Lending libraries 	<p><u>Donations</u></p> <ul style="list-style-type: none"> ✓ IKEA→ 77 Kindergarten Refurbishments through 2013-2020, Offer of IKEA meals to people in need ✓ INTERSPORT→ Offer Sport Equipment to 28.000 students in 9 year period ✓ GROUP→ Products to reference hospitals for the battle against Covid-19, Volunteer days 	<ul style="list-style-type: none"> ✓ Responsible Energy Management (Photovoltaic Systems, GHG Emissions calculation) ✓ Proper Waste Management (Recycling Programs) ✓ Responsible Water Consumption ✓ Sustainable Products



Since 2008 FOURLIS Group is an official member (Signatory) of UN GLOBAL COMPACT and is committed to adopt, support and promote its ten principles on Human Rights, Labor Conditions, Environmental Protection and the fight against Corruption.



FOURLIS Group supports the UN Sustainable Development Goals



Thank you!