

FAIS GROUP

Press Release

Financial Performance for the Year 2025

Strong organic growth with significant improvement in working capital and profitability

Athens – 30 April 2026 – **Fais Group S.A.** announces the consolidated financial results of the Group for the year 2025. Despite the subdued performance of retail in Greece in 2025, the Fais Group managed to improve its performance across key financial indicators. The maintenance of strong EBITDA margins, the reduction of debt obligations and the improvement in working capital confirm the Group's financial resilience and effective strategy.

Key Financial Highlights 2025

- **Comparable consolidated sales increased by 7%**

Published sales for 2025 amounted to €226m vs €210.6m of comparable¹ figures from the prior year 2024, representing an increase of approximately 7%.

- The **gross profit margin** reached 45.3% compared to 45.4% in 2024 on a comparable¹ basis.
- Comparable **EBITDA**¹² amounts to **€45.1m** from €41.4m in 2024, **an increase of 9%**
- Adjusted **Net Profit After Tax**³ for 2025 amounts to **€15.6m** vs €14m, **an increase of 11%**

€ mn	Adjusted ^{1, 2}		
	2025	2024	cng %
Revenues	226,0	210,5	7%
Gross margin %	45,3%	45,4%	
a-EBITDA ²	45,1	41,4	9%
% margin	19,9%	19,7%	
a-EAT ²	15,6	14,0	11%

1. For the 2024 fiscal year: includes extraordinary income of €5.5 million, gross profit and EBITDA of approximately €500 thousand, which relates to a non-recurring delivery and invoicing of a luxury yacht from a brand with which the cooperation has been terminated.

2. For the 2025 fiscal year: Excluding non-operating results, namely, the loss of €1.9 million from a cost provision for the free share distribution program to Group executives, as well as advertising expenses related to the Company's public offering amounting to €0.8 million. For the 2024 fiscal year, excluding from the comparable period the EBITDA profit of approximately €500 thousand from the yacht invoicing, as well as an extraordinary expense of €630 thousand from a cost provision for the free share distribution program to Group executives.

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Segment Analysis

2025 was characterised by strong performances across the Group's core business segments:

The **apparel & footwear** segment recorded a 5% increase in sales in 2025, with revenues reaching €168.2m. This segment's contribution to total Group sales was 74.4%. The **cosmetics** segment grew by 11%, reaching €30.2m, contributing 13.4% to Group sales. **Real estate** revenues increased by 32% to €13.7m, representing 6.1% of Group sales. This growth was mainly driven by: (a) increased turnover at ONE OUTLET S.A. of approximately 7% or €0.5m, and (b) increased turnover at L.S. SANTORINI KAMARI HOTEL S.A. of €3.7m, as its results were consolidated for a full year compared to the prior year where they were included from the acquisition date of 30/9/2024 (i.e. for only three months). Finally, sales from **other activities**¹ amounted to €13.9m, from €13.3m, contributing 6.2% to Group sales.

Segmental revenues			
in € mn.	2025	2024	% chg
Apparel & Footwear	168.2	159.8	5%
<i>% as of sales</i>	74,4%	75,9%	
Cosmetics	30.2	27.1	11%
<i>% as of sales</i>	13,4%	12,9%	
Real estate operations	13.7	10.4	32%
<i>% as of sales</i>	6,1%	4,9%	
Other Activities ^{1,2}	13.9	13.3	5%
<i>% as of sales</i>	6,2%	6,3%	
Total	226	210.6	7%

With their respective comparable EBIDTA

Segmental EBIDTA			
in € mn.	2025	2024	% Δ
Apparel & Footwear	29.6	26.2	13%
<i>% margin</i>	18%	16%	
Cosmetics	6	6.8	-12%
<i>% margin</i>	20%	25%	
Real estate operations	5.3	4.5	18%
<i>% margin</i>	38,7%	43,3%	
Other Activities ^{1,2}	4.1	3.9	5%
<i>% margin</i>	29,5%	29,3%	
Total	45.1	41.4	9,0%

Network Development

In 2025, the Group operated a total of **141 points of sale**, of which:

- **131 physical stores & Shop-in-Shop (SIS)** (up from 118 at end of 2024)
- **10 e-commerce stores** (up from 8 at end of 2024)

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Financial Position

2025 was a year of further strengthening of the Group's capital structure and liquidity. Key metrics are described below:

Balance Sheet items (in € mn.)	FY 2025	FY 2024	chn ^g (in € mn.)	Effect
Assets	345.2	333.6	11.6	✓ Positive
Equity	117.9	71.8	46.1	✓ Positive
Net Debt	64.5	86.5	-22	✓ Positive
Working Capital	36	-12.9	48.9	✓ Positive
a-Working Capital (excl IFRS16)	46.9	12.9	34	✓ Positive

The Company has decided to distribute a dividend of **€0.155 per share** before withholding tax (in accordance with tax legislation). The dividend yield based on the closing price of 30 April 2026 corresponds to almost **4.3%**. The proposed distribution is subject to approval by the General Meeting of Shareholders with the requisite majority required by applicable law.

Statement by the Chair and CEO

Ms Lou Fais, Chair of the Board of Directors, and Mr Sam Fais, Chief Executive Officer of Fais Group, issued the following joint statement:

“Despite the subdued retail environment in Greece in 2025, the Group recorded improvements across key financial indicators, with sales exceeding €225m and comparable EBITDA reaching approximately €45m. The maintenance of strong EBITDA margins and the strengthening of working capital are clear evidence of our financial resilience and confirm the stability and robustness of our business model. As we stated at the time of our stock exchange listing, we have proceeded with corporate transformations, acquired minority stakes we did not fully own, merged Group companies and reduced our bank debt. During the year we made significant investments that reinforce our presence in both the domestic and international markets. At City Link, the Chloé as well as the Jimmy Choo boutiques and the new KALOGIROU opened, while we accelerated the Kiko Milano rollout plan with a total of 11 new stores, including at Designer Outlet, at the Mall of Cyprus in Nicosia and at My Mall in Limassol, Romania, while we entered the Czech Republic with two new stores in Prague.

In September, the new Harley-Davidson dealership-workshop opened, enhancing the diversification of our portfolio, while we concluded an agreement with ERGON for the lease, management and maintenance of Modiano Market. We also recently announced the sale of the hotel in Santorini for €28.3m, a move that further strengthens the Group's financial position and frees up resources to pursue our growth objectives.

The capital inflows from the stock exchange listing and the investments made by the Group during 2025 are already reflected in the financial results, contributing to its further development. We remain committed to executing our strategy with transparency, consistency and dedication. Our objective is to create long-term value for our shareholders, partners and employees.”

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Appendices

- Appendix A – Consolidated Income Statement (Published)

	For the Year Ended December 31,	
	2025	2024
<i>(amounts in € '000)</i>		
Revenues	225,958	216,062
COGS	-123,541	-120
Gross profit	102,417	95,985
Admin & Selling exp.	-81,014	-70,008
Other income/ loss	2,768	-0,612
Gains/(Losses) from measurement at fair value	2,103	1,571
Operating income	26,274	26,936
Net finance costs	-8,774	-9,517
Other income/ loss	0,032	2,171
Profit before tax	17,532	19,590
Income Taxes	-4,430	-5,825
Profit for the year	13,102	13,765
EBITDA comperable	45,073	41,387
a-EAT	15,600	14,000

- Appendix B – Consolidated Statement of Financial Position

Consolidated Statement of Financial Position

	31.12.2025	31.12.2024
<i>(amounts in € '000)</i>		
ASSETS		
Non current Assets	209.827,9	198.597,0
Inventories	57.366,4	48.999,5
Trade receivables	45.472,0	50.950,1
Cash and cash equivalents	17.950,0	13.492,6
Other current Assets	14.571,0	21.610,2
Total assets	345.187,3	333.649,4
EQUITY		
Equity	117.323,8	68.631,6
Non-controlling interests	566,5	3.207,0
Total equity	117.890,3	71.838,6
LIABILITIES		
Bank loans	82.455,5	100.021,0
Lease liabilities	64.859,6	63.025,5
Trade and notes payables	47.612,3	54.662,0
Other non current liabilities	8.979,0	9.874,9
Other current liabilities	23.390,6	34.227,5
Total liabilities	227.297,0	261.810,8
EQUITY & LIABILITIES	345.187,3	333.649,4

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- Appendix C – Consolidated Cash Flows

Statement of Cash Flows

	FY	
	2025	2024
<i>(amounts in € '000)</i>		
Cash flows from operating activities	20.613	28.397
Cash flows from investing activities	-16.595	-9.986
Cash flows from financial activities	439	-18.143
Net increase in cash and cash equivalents	4.457	267
Cash and cash equivalents at the beginning of the period from continuing operations	13.492	12.307
Cash and cash equivalents from absorbed companies and new acquisitions	0	924
Foreign exchange differences on cash and cash equivalents	0	-6
Cash and cash equivalents on 31 December	17.949	13.492

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