



## Fourlis group presentation at the Annual General Shareholders Meeting & guidance for FY 2025 and strategic goals for 2027

Athens, Greece – June 20, 2025 – FOURLIS HOLDINGS S.A. (Bloomberg: FOYRK:GA - Reuters: FRLr.AT - ISIN: GRS096003009) announces that during the Company's Annual General Shareholders Meeting, which took place on Friday June 20<sup>th</sup> 2025, the Management presented the group's performance, strategic priorities, financial guidance for FY 2025, and its strategic goals for 2027.

Significant strategic milestones were achieved in 2024 and early 2025, including the deconsolidation of Trade Estates, demonstrating the group's disciplined execution and growth momentum across all business units.

### Key highlights presented include:

#### Continued network expansion and brand strengthening

- Two new IKEA stores opened recently in Patra (October 2024) and Heraklion (April 2025), with further openings and new-generation urban stores planned.
- INTERSPORT grew with multiple new stores and launched the world's first INTERSPORT Football Club store in Athens.
- Strategic entry into the athleisure segment through the partnership with Foot Locker giving the opportunity of expansion in 8 SEE countries.
- Acquisition of Foot Locker operations in Greece and Romania, and further expansion in Bulgaria.
- Growth of the Holland & Barrett network continued with new store openings and partnerships (Shop-in-Shop stores and wholesale business).

#### Logistics

Trade Logistics is preparing to manage Inter IKEA's new International Distribution Center in Greece, which remains on track to become operational within 2025, strengthening the Group's logistics capabilities.

#### Trade Estates

Deconsolidation completed in early 2025, unlocking €29 million in liquidity and providing greater financial flexibility for strategic growth, while Trade Estates continues its expansion in the real estate sector.

#### Progress in digital transformation and sustainability

New committees at Board level have been established to drive initiatives in data, innovation, and responsible business practices, reinforcing the group's commitment to sustainable value creation.

FOURLIS HOLDINGS S.A.  
25 Ermou Str.  
GR 145 64 Kifissia, Athens Greece

+30.210.6293.000  
info@fourlis.gr  
fourlis.gr



## FY '25 Guidance and goals for FY '27

For FY '25, the group expects:

- **Revenue growth of 13.3% year-on-year**, reaching approximately **€600 mil.**, up from €530 million in FY '24.
- Sales growth to be driven by the continued execution of its strategic plan, including network expansion, organic growth, and further strengthening of the omnichannel and e-commerce model.
- Improved operational efficiency and cost control to support increased profitability.
- **EBITDA-adjusted<sup>1</sup>** is expected to reach **€38 mil. in FY '25**, up by 20% from €31.7 mil. in FY '24.
- It is noted that Fourlis group maintains a 47.3% participation in Trade Estates REIC and a 50% participation in South Sofia Ring Mall. The **NAV of Trade Estates** is estimated to reach **€330 mil. in FY'25** and the **NAV of South Sofia Ring Mall** is estimated at approximately **€ 70 mil. in FY '25**.

Looking ahead, the Group's strategic goals for FY '27 include:

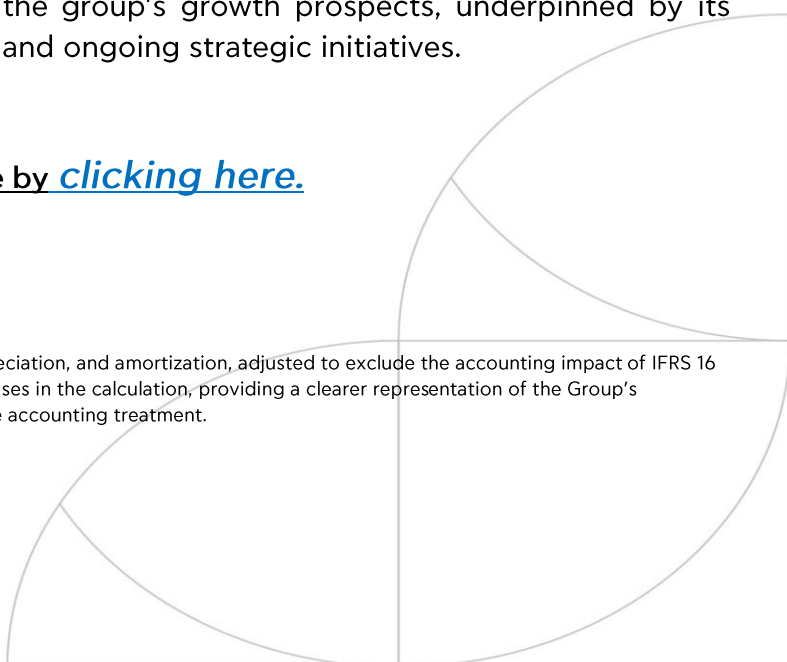
- Achieving revenue of approximately **€750 mil.** by FY '27.
- Reaching **EBITDA-adjusted of €60 mil.**, corresponding to an **EBITDA-adjusted margin of 8%**.
- The **NAV of Trade Estates** is estimated to reach **€350 mil. in FY'27** and the **NAV of South Sofia Ring Mall** is estimated at approximately **€ 70 mil. in FY '27**.

The Management remains confident in the group's growth prospects, underpinned by its resilient business model, trusted brands, and ongoing strategic initiatives.

The AGM 2025 presentation is available by [clicking here](#).

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<sup>1</sup> EBITDA-adjusted reflects earnings before interest, taxes, depreciation, and amortization, adjusted to exclude the accounting impact of IFRS 16 lease-related expenses. EBITDA-adjusted reinstates lease expenses in the calculation, providing a clearer representation of the Group's underlying profitability and cost structure, independent of lease accounting treatment.





#### **About Fournalis Group**

*Boasting a rich history of 75 years, Fournalis group is a leader in the retail sector in Greece and Southeastern Europe. Headquartered in Athens, the group is already active in Greece, Romania, Bulgaria and Cyprus, while it will gradually develop its network in Slovenia, Croatia, Bosnia & Herzegovina and Montenegro, bringing the total number of countries to 8. The group's brands are leading omnichannel retail companies in Home Furnishings (IKEA franchise), Sportswear (INTERSPORT and Foot Locker licenses), and Health & Wellness (HOLLAND & BARRETT franchise). The group also has a presence in the logistics sector through its subsidiary Trade Logistics and maintains a participation in TRADE ESTATES real estate investment company.*

*For Fournalis group, the values of respect, integrity and efficiency are at the core of every action. By placing people at the centre of attention, the group offers modern, high-quality solutions, tailored to the needs of consumers, cultivating a culture that encourages innovation and collaboration.*

*As a proud member of the United Nations Global Compact since 2008, the group remains steadfast in its commitment to responsible business practices, constantly improving the shopping experience and services, with the aim of creating value for all.*

#### **Information**

Elena Pappa

Investor Relations & Corporate Affairs Director

Tel.: +30 210 6293254

Email: [Elena.Pappa@fournalis.gr](mailto:Elena.Pappa@fournalis.gr)

FOURLIS HOLDINGS S.A.  
25 Ermou Str.  
GR 145 64 Kifissia, Athens Greece

+30.210.6293.000  
[info@fournalis.gr](mailto:info@fournalis.gr)  
[fournalis.gr](http://fournalis.gr)

