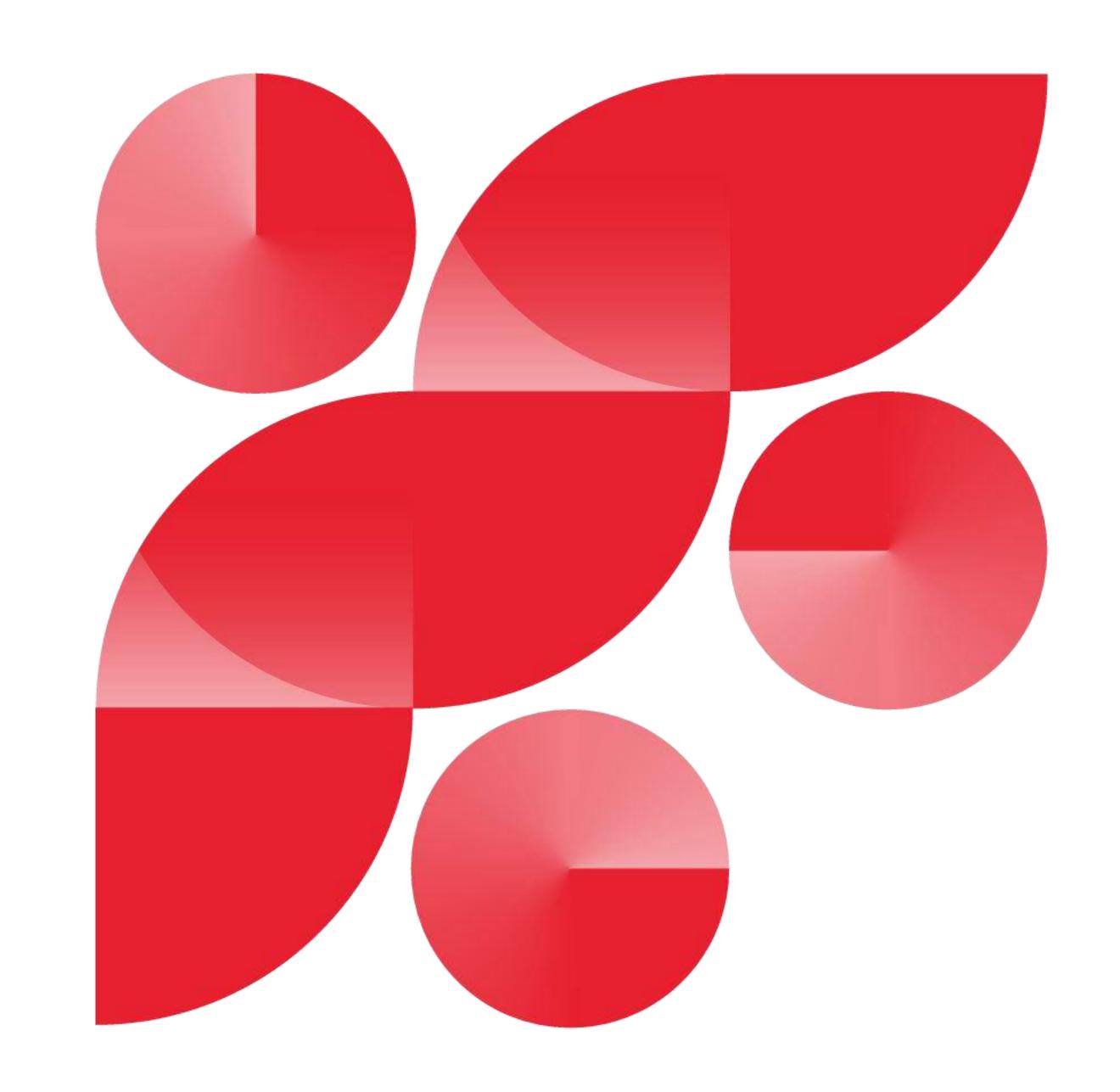
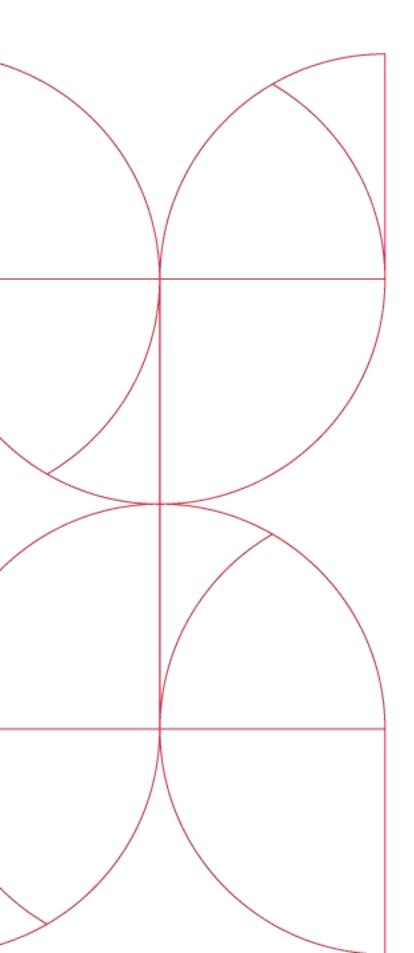
Corporate Presentation
December 2025



Disclaimer



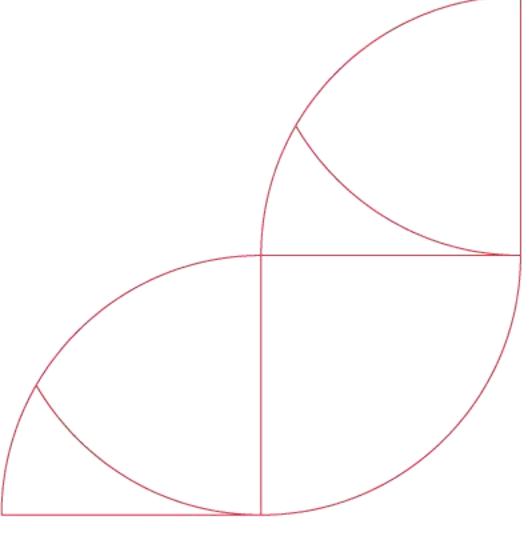
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- 1. Investment Highlights
- 2. Who we are
- 3. Market context, Strategy & Financials
- 4. Business Activities
- 5. Sustainability Strategy



Investment Highlights

A Leading Retail Group in SE Europe

A resilient, multi-brand platform with strong Global Brand Partnerships

Diversified & Expanding Retail Portfolio

Omnichannel Excellence & Scalable Logistics

Sustainability & People as Key Enablers

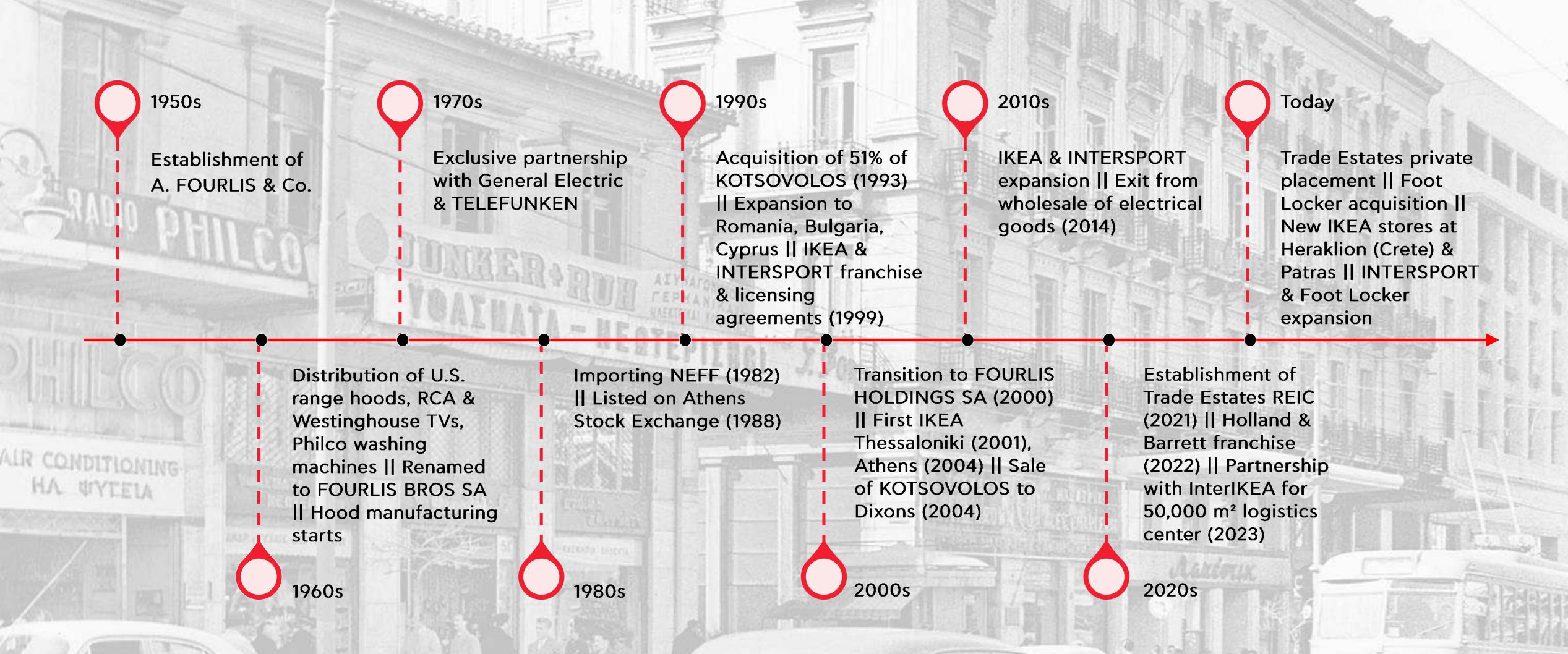
Clear Commitment to Shareholder Value

Strategic Participations Enhancing the Portfolio



Who we are

From wholesale and distribution to a leading multi-brand retail platform.



-

Execution on track and in line with our strategic plan

IKEA

- > New stores opened: Patras (Oct '24), Heraklion (April 2025).
- > A new Plan & Order studio opened in Bulgaria.
- Pipeline: New-generation IKEA stores and Hellinikon store (2028)

Sporting Goods

- Foot Locker: Partnership initiated, 3 new stores in Bulgaria, acquisition of GR & RO operations in April 2025 (3 stores in GR & ecom & 3 stores in RO). 4 new stores after the acquisition (3 in GR & 1 in RO) and 1 ecom in RO.
- ➤ Intersport: 8 stores in 2025 up to now (4 GR & 3 RO & 1 BG) incl. the launch of the world's 1st Intersport Football Club store in Athens and Thessaloniki.

Health & Wellness

> 1 new store in Thes/ki in May '25.

Logistics

> Operation on behalf of INTERIKEA. DC fully operational mid of 2026.



Deconsolidation of Trade Estates

Private placement of 16% of Trade Estates share capital in February 04 2025.

Driving Fourlis group participation in Trade Estates at 47.3%.

Gain of €6.3 mil. for the group.

€29 mil. proceeds from the placement.

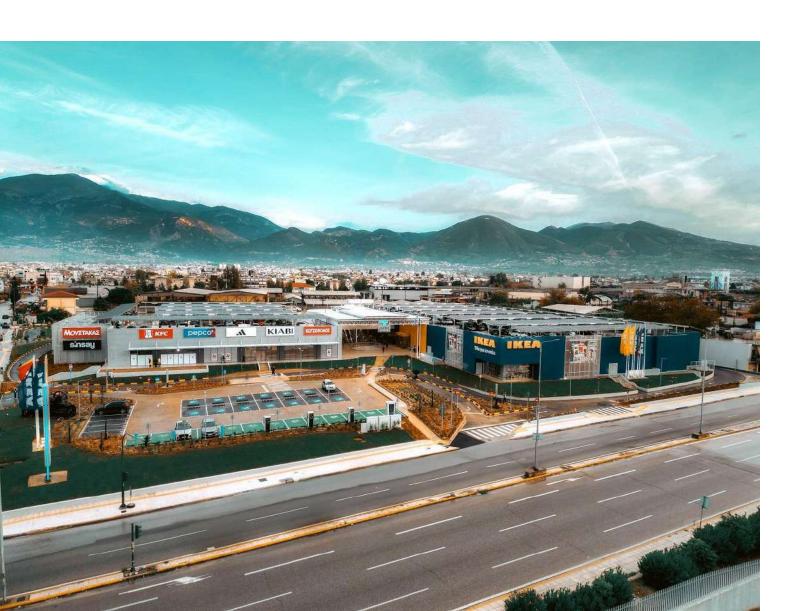
Deleveraged the group's Balance Sheet and strengthened our focus on our retail business strategy

Trade Estates now consolidated as an Associate company (Equity method consolidation).

Estimated effect on group FY'25 PBT more than €10mil.

Dividends for FY '25 around €7 mil.

A key milestone in our strategy, enhancing our financial position and strengthening our focus on our retail business.





A leading multi-brand retail ecosystem

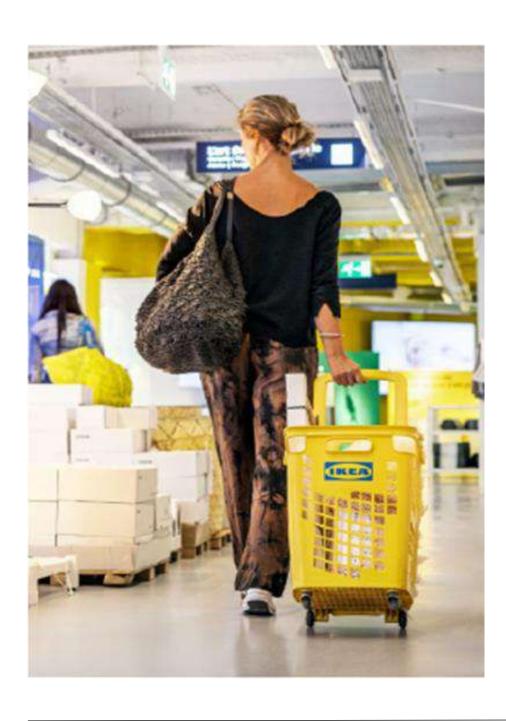
Home Furnishings

Sporting Goods

Health & Wellness

Logistics

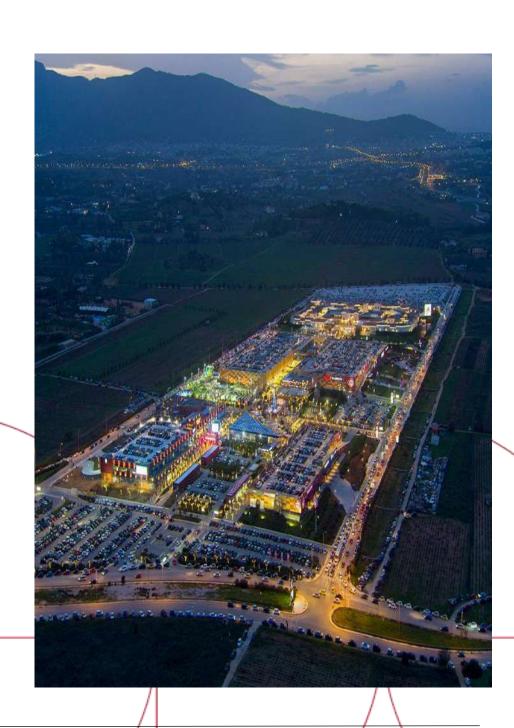
Participations in Associated Companies











The home furnishings leader

Sports retail powerhouse

The wellness destination

The retail supply chain specialist

Specialized REIC in retail

















A leading multi-brand retail ecosystem

Participations in **Associated** Home Furnishings Companies **Sporting Goods** Logistics Health & Wellness Fourlis group owns 47% of TE Agreement signed in 2022 2 DCs covering the group's Presence in GR, BG & CY Intersport and 50% of SSRM. supply chain needs Presence in GR, RO, BG & CY through 22 stores & shops Attractive and fast-Supporting e-commerce through 124 stores In 2025 consolidated as growing sector and physical stores Leading position in the HF **Associate Companies (Equity** No 1 Sports Retailer in market method). One of the largest wellness **Brand awareness & Brand** Further expansion as a retailers in Europe One of the best Equity in GR 3PL TE GAV at €567 mil. / 7% performing partners of annual rental yield / 80-90% 11 stores in total & Operator of the new Interlkea dividend payout international DC of ecommerce **Foot Locker** Interlkea in Greece Growing organically and No1 Global leader in TE FFO +45% at 15.5mil. in covering 6 countries. through network sneakers market 9M'25 expansion. License for 8 SEE countries. TE GAV of €720-760mil. Currently 13 by 2028 stores(GR/BG/RO) & ecom in GR & RO SSRM GAV at €155 mil. Specialized REIC The wellness The home Sports retail The retail supply in retail destination furnishings leader powerhouse chain specialist















...with strong heritage and significant presence in SEE

75 yrs of successful History 25 yrs of trusted Partnerships

Market Leadership Presence in 4 countries

Expanding in 4 new countries

4,400+ employees

40% sales from international activity

...positioning us as one of the most resilient and future proof retail groups in SEE

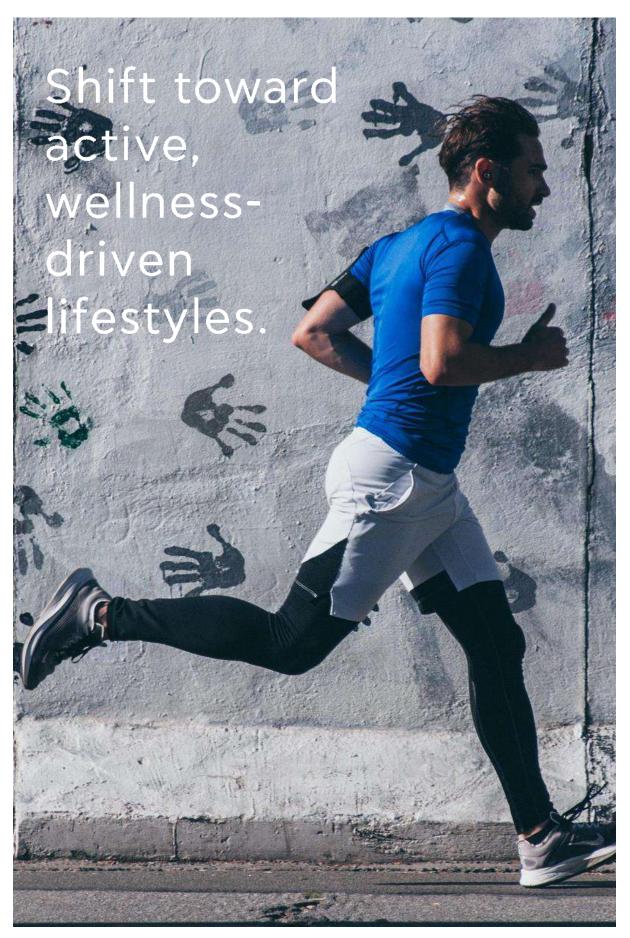


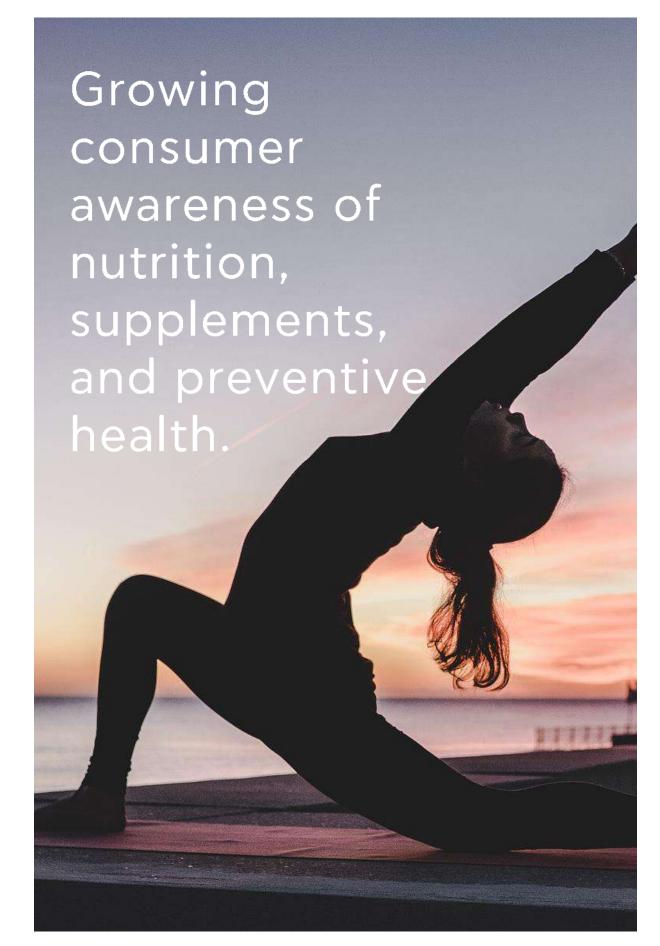
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Market context, Strategy & Financials

Structural consumer trends drive our retail growth in SE Europe









Fourlis group is positioned to outperform

Strong & Exclusive Brand Partnerships.

Diversified & Complementary Portfolio.

Omnichannel & Supply Chain Strength.

Financial Discipline & Focus on value creation.

Strong Heritage & Sustainability culture.

A scalable, multi-brand retail platform combining trusted global partnerships, superior operations, and a track record of sustainable growth in Southeast Europe.

Our Strategic Priorities

Customer Leadership

Accelerating Omnichannel Growth

Digital Transformation

Efficiency & Cashflow Discipline

Expansion & Strategic Partnerships

Sustainability at the Core







Digital upscaling journey 2025-2028

Priorities



Stability, Automation & Security

Driving efficiency, productivity, and scalability through automated operations, real-time incident management, and a proactive security posture.



Digitalization

Accelerating data-driven decision-making, enhancing customer journeys, and improving operational excellence across the Group.

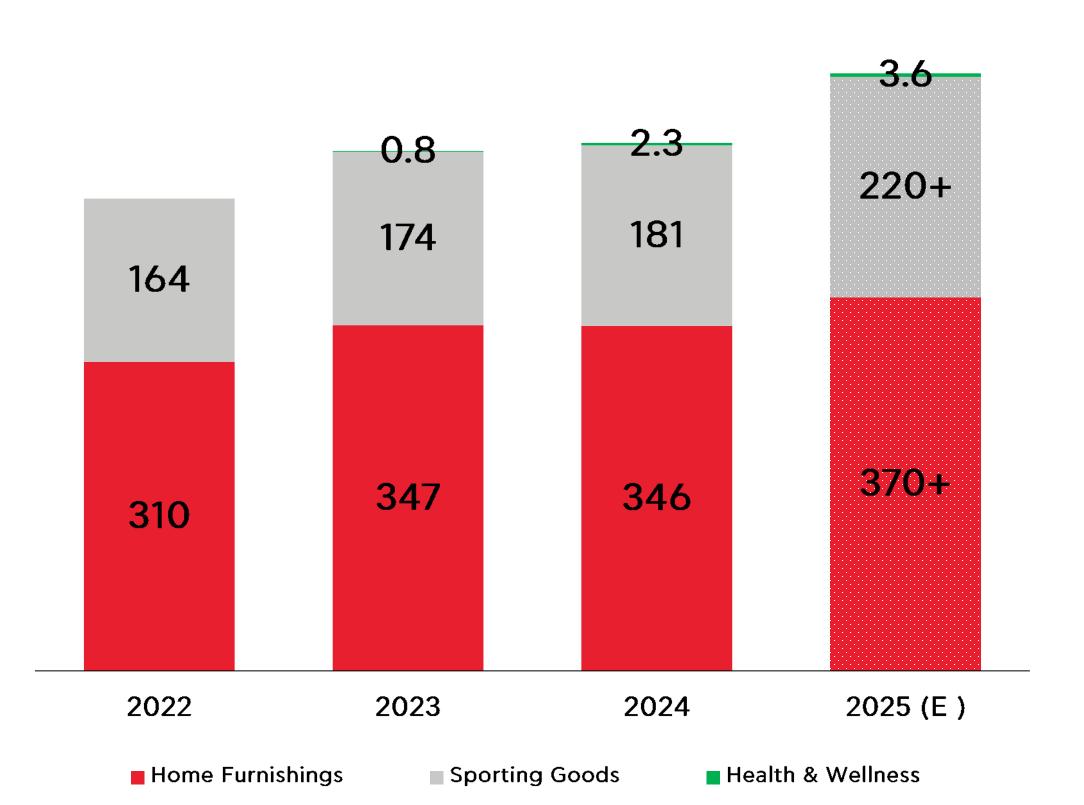


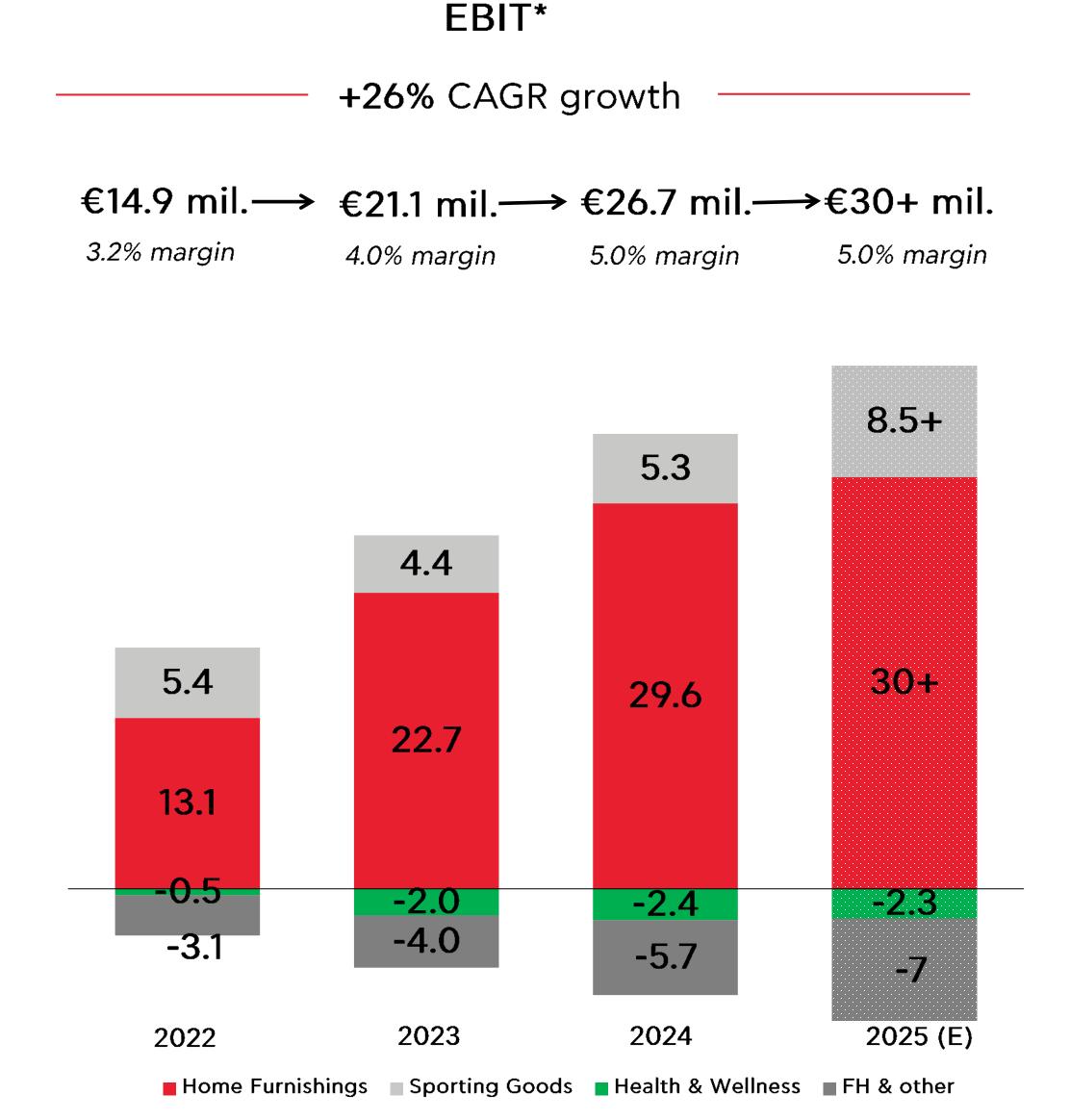
Performance Excellence

Leveraging AI to optimize inventory, personalize the shopping experience, and boost both efficiency and customer satisfaction.

Our strategy is delivering results





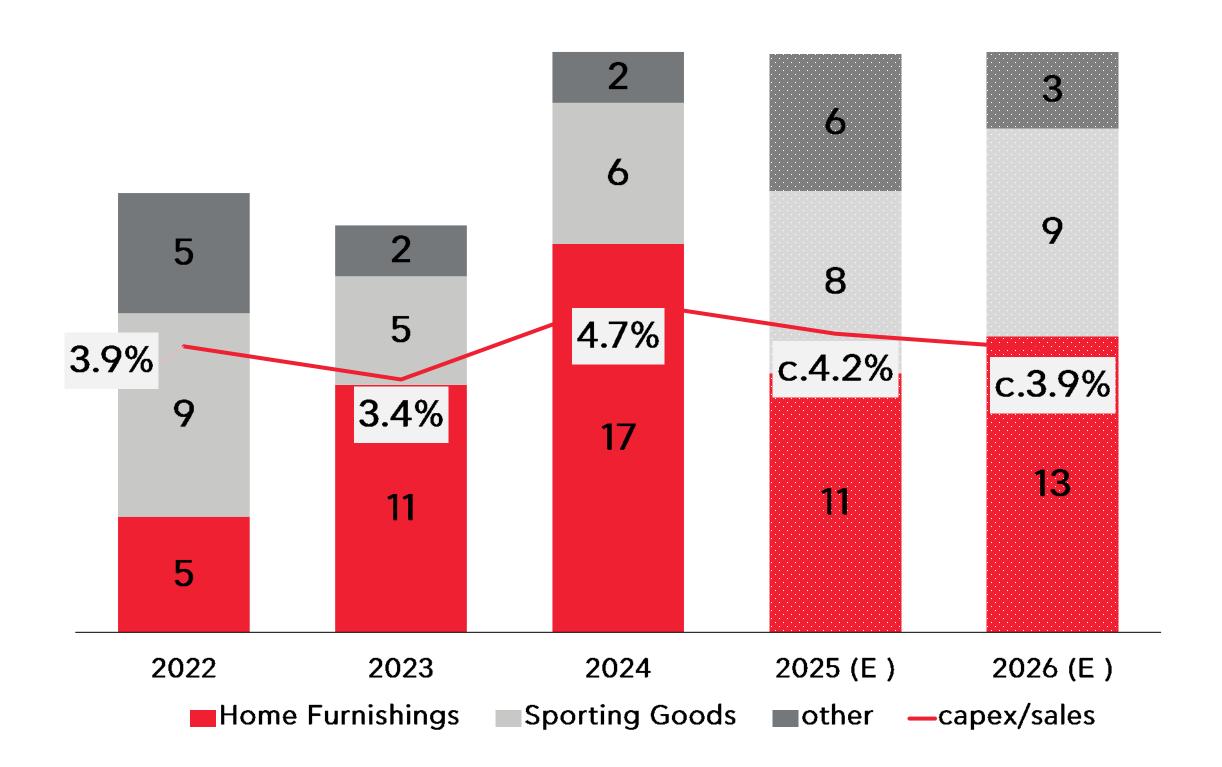


^{*} Excluding Trade Estates.

Supporting investments to fuel profitable growth

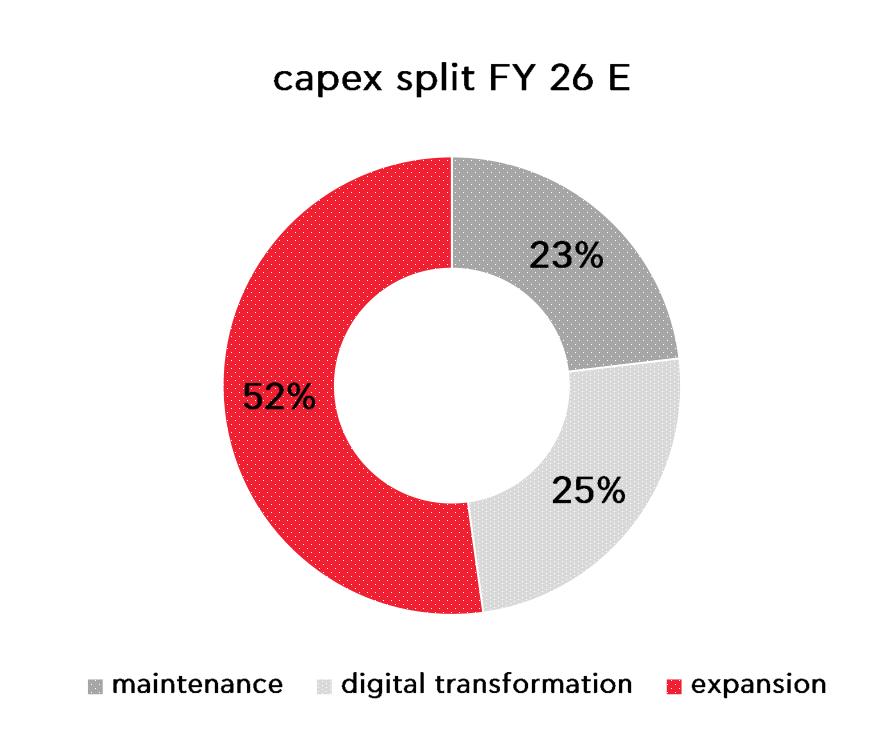
Capex investments

€18.7 m. €17.6 m. €25.1 m. c. €25 m. c. €25 m.



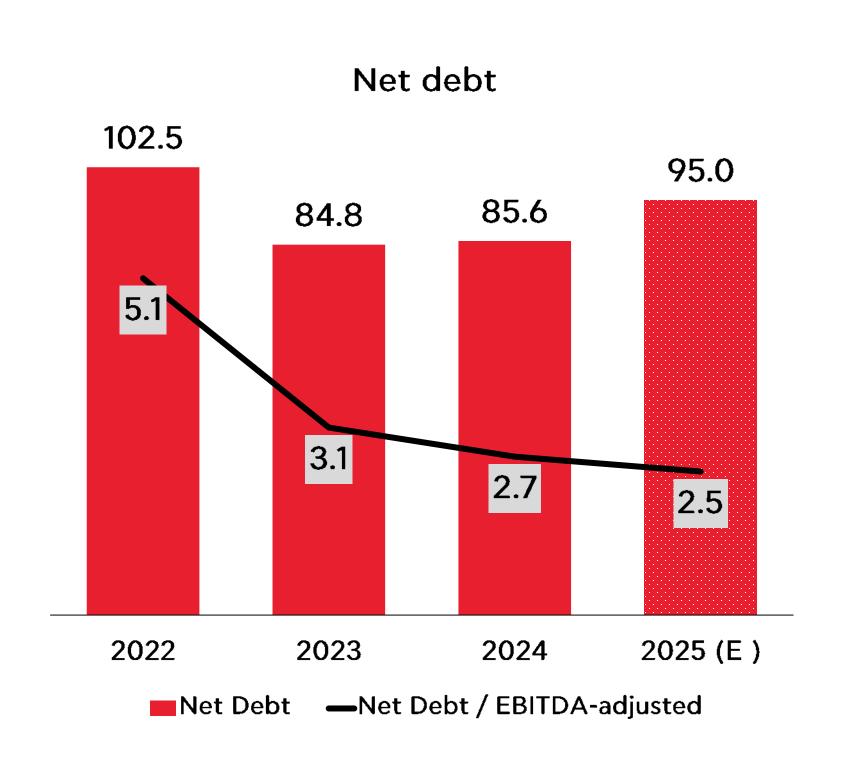
Capex includes maintenance, expansion and technological investments

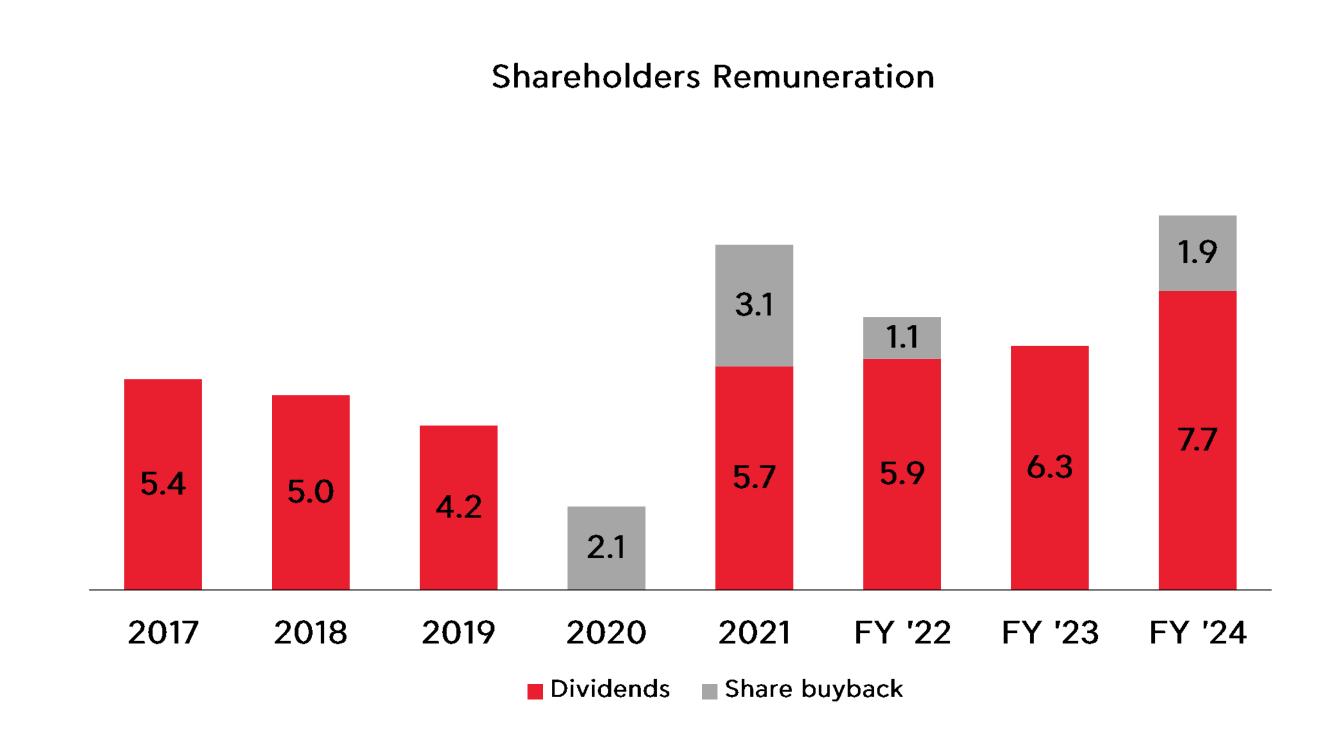
Discipline and prioritization in capex investments





..while also maintaining a healthy balance sheet and delivering enhanced shareholder returns

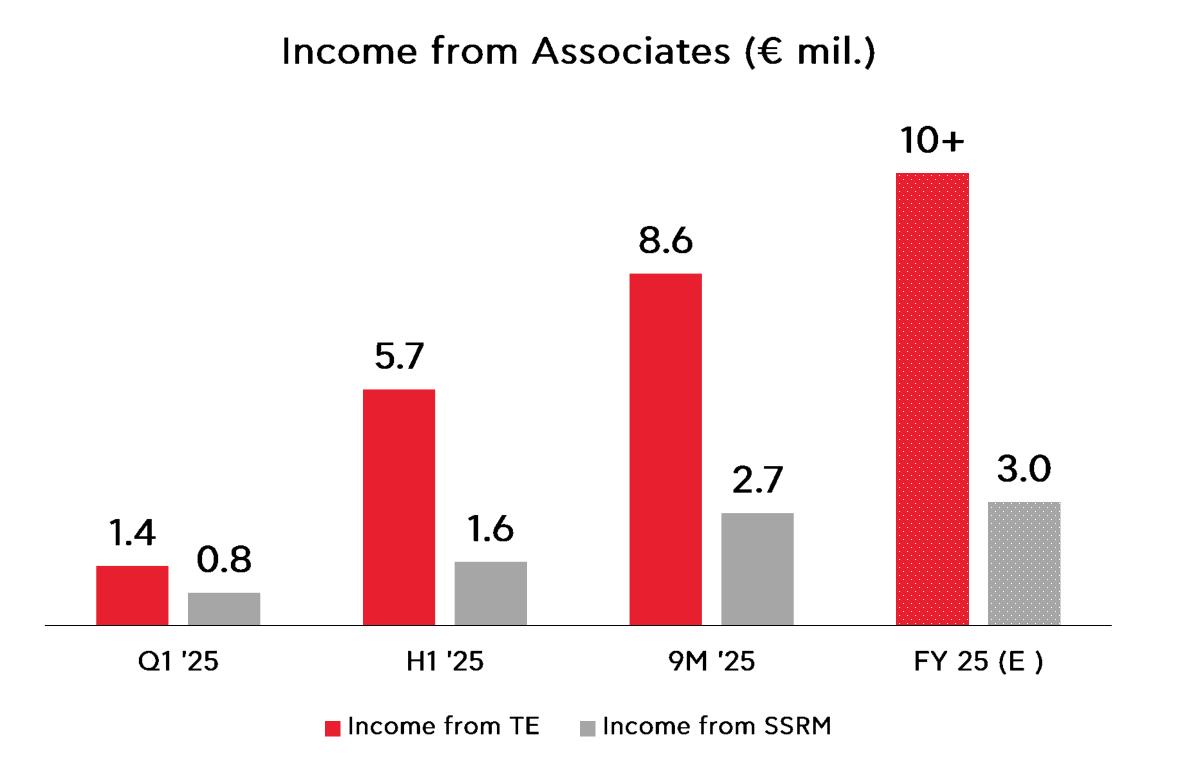




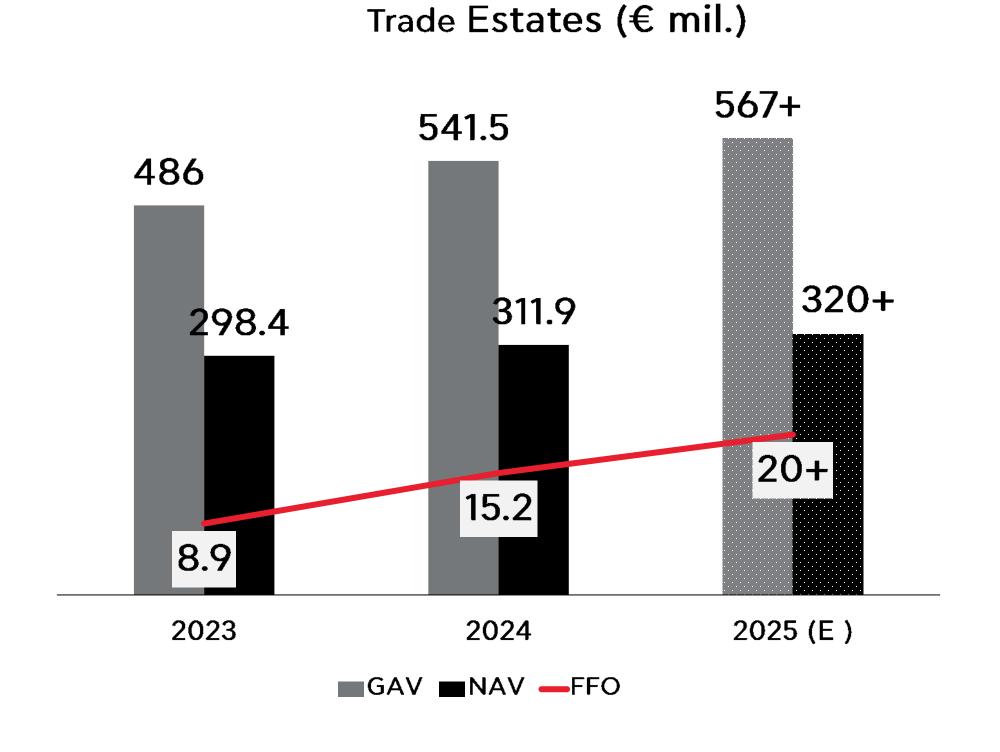


Contribution from associates

Strong returns depicted in our P&L (PBT) from our participations in Associated companies







Estimated dividends for FY '25 for Fourlis Group more than €7 mil.

What to expect in 2026

Sales growth in FY '26 between 7-10% € 645+ mil.

Estimated EBIT in FY '26 at 2025 level € 30+ mil.

What to expect in 2027 and onwards

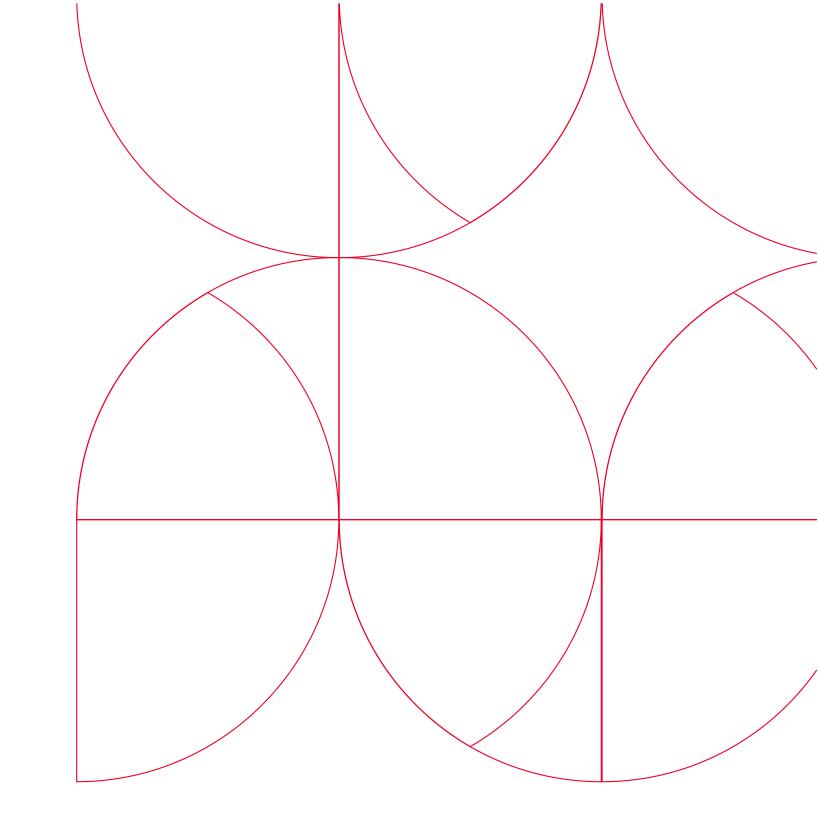
Improvement of 0.5-1% per year from FY '27 onwards leading to EBITDA - adj. margin for FY '29 to 8%.

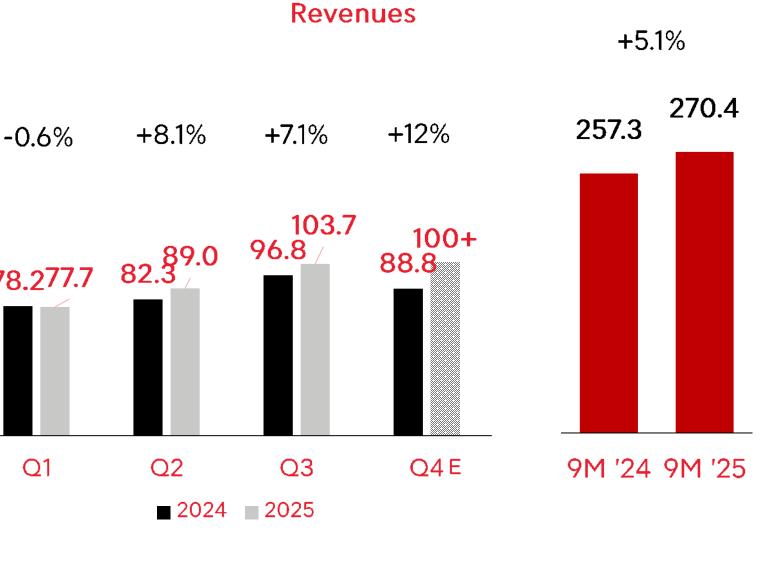
Business Activities

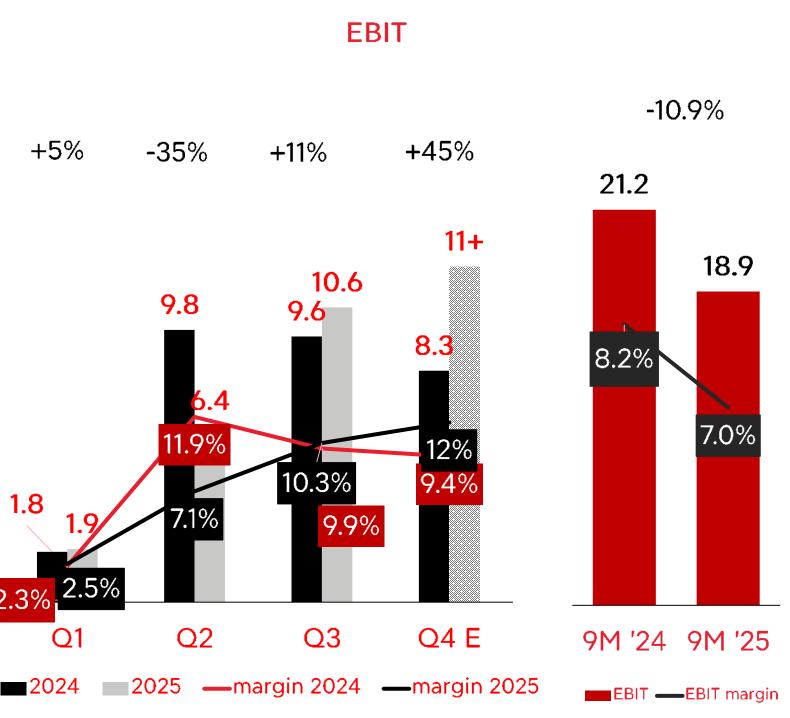


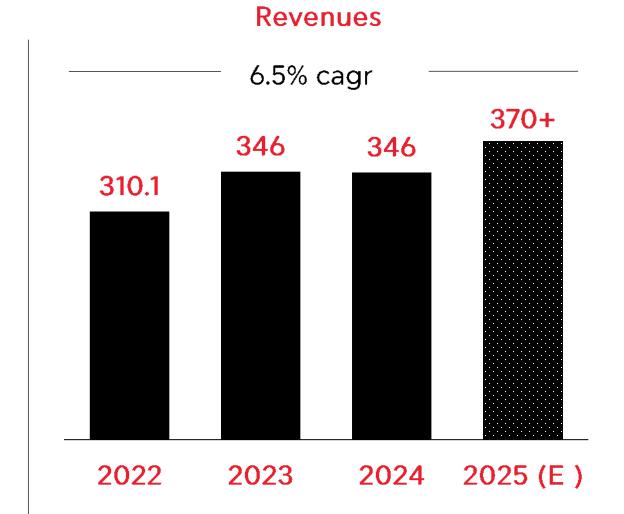
Home Furnishings

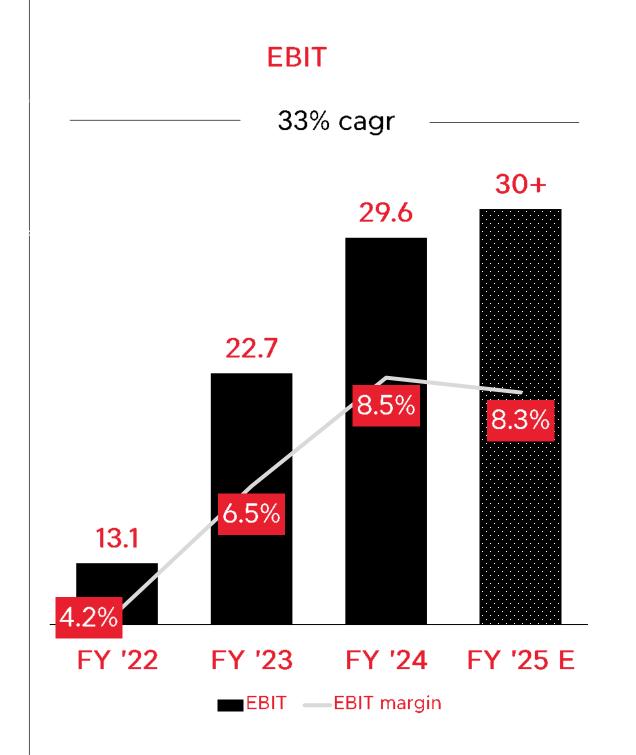
A resilient platform with profitable growth opportunities











IKEA delivers resilient growth, solid margins, accelerating momentum

- Market share gains, higher visitorship and conversion, network expansion.
- Accelerating sales growth.
- Solid gross profit margin at 47.4% thanks to a favorable product mix.
- Gradual normalization of opex in Q3, following the phasing effects of opex and increased investments in H1 '25.
- 2025 outlook in line with guidance.

Execution on track. Key milestones achieved and upcoming openings reinforce IKEA's reach and growth potential.

2024

- ➤ New IKEA Patra store (7.200 sq.m)
 - replaces a Pickup & Order point.
 - increased visitorship as part of Trade Estates Top Parks.
- > Remodeling of the Athens International Airport retail park
 - IKEA resized.
 - 3 additional tenants.

2025

- > New IKEA store at Heraklion (10.000 sq.m)
 - replaces a Pickup & Order point.
 - increased visitorship as part of Trade Estates Top Parks.
- > New Plan & Order studio in Pernik, Bulgaria.
 - Strengthens coverage and accessibility.

Upcoming openings

- > IKEA Ellinikon store (2028)
- > Planning new generation IKEA shops near small cities.



A proven, profitable and digitally enabled platform entering a new expansion phase

25 yrs of partnership

3 counties: Greece, Cyprus and Bulgaria.

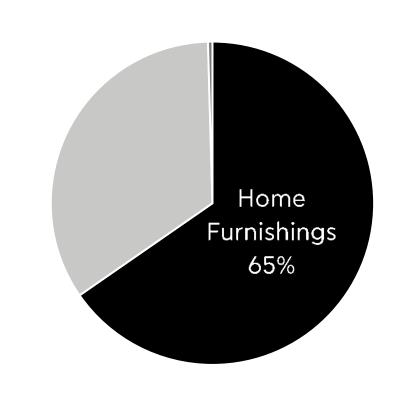
22 IKEA stores of different formats.

Ecommerce in all 3 countries.

Geographical sales breakdown



IKEA sales in total group sales



Network expansion with medium & new-generation stores aligned with Interlkea's expansion strategy.

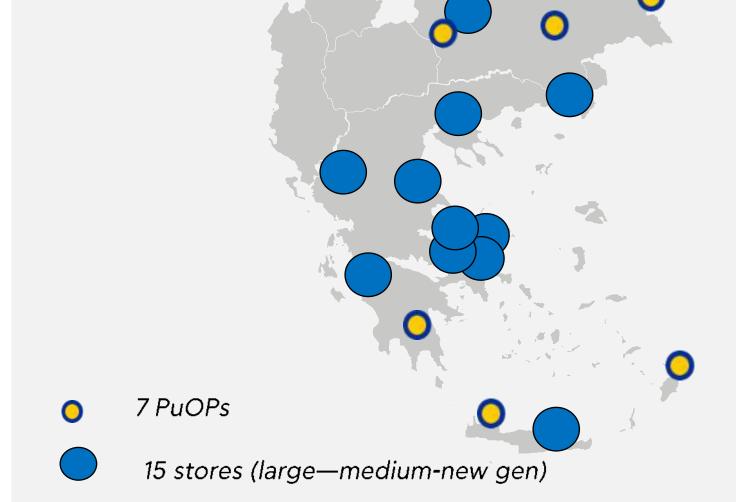
Reinforcing our presence near city-centers in the province.

Focus on omnichannel approach.

Optimize supply chain.



Drive productivity.

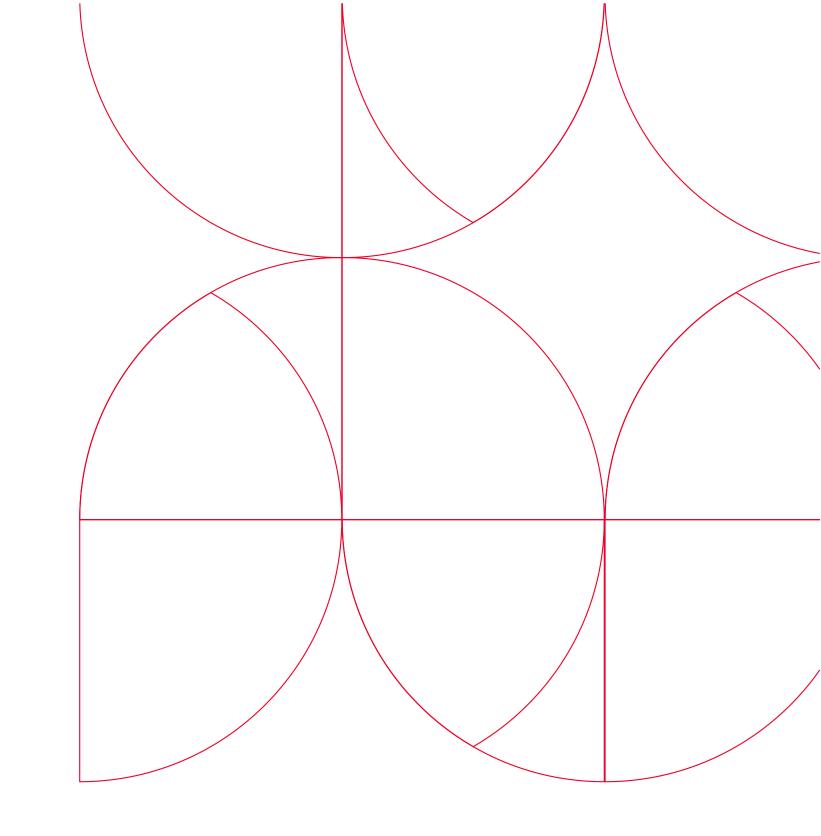


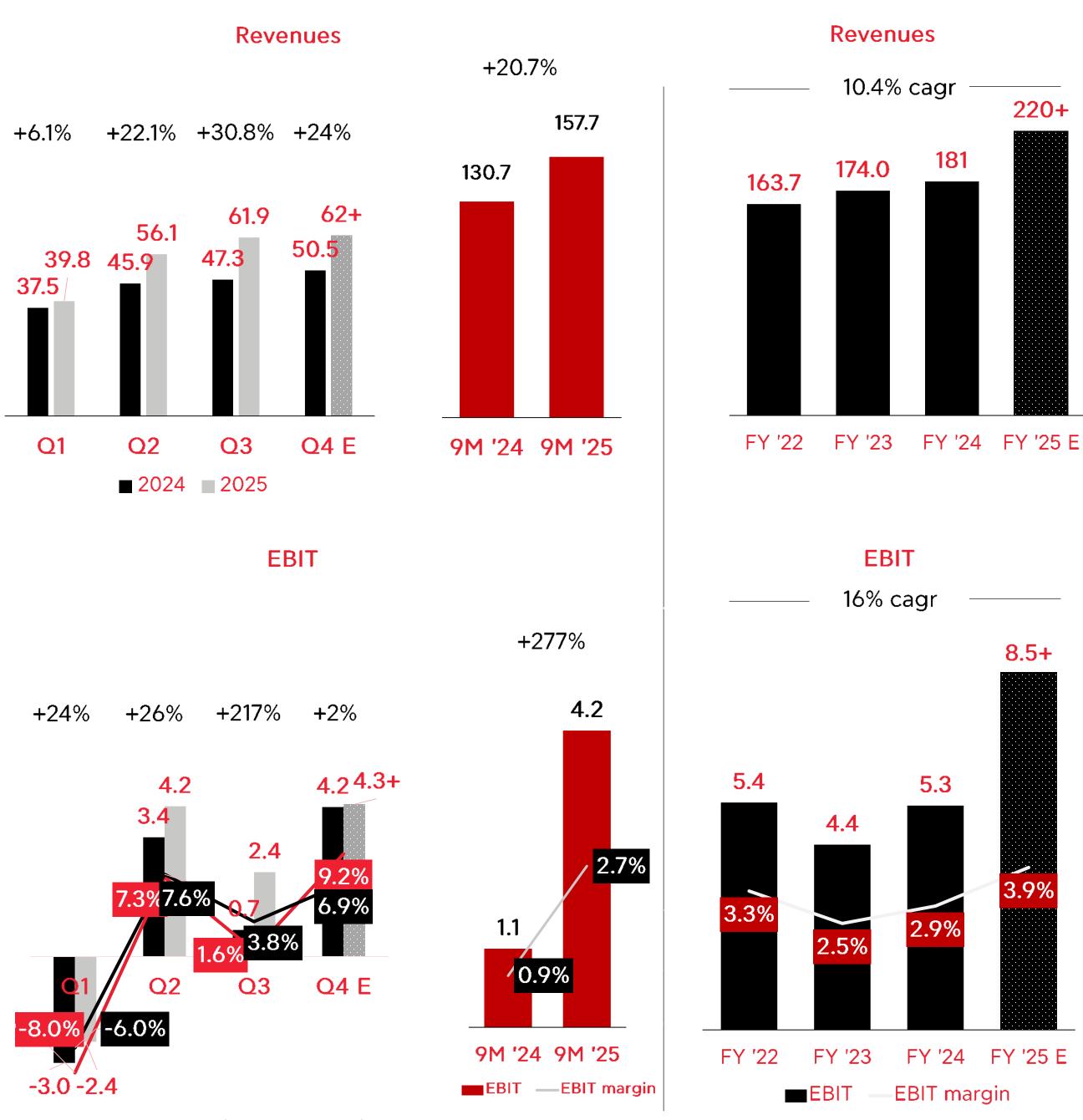




Sporting Goods

A scalable sports retail powerhouse







Strong growth momentum across both Intersport and Foot Locker

- Accelerating sales growth.
- Sales supported by higher conversion, an enriched product range, strengthened brand partnerships, and network expansion.
- Higher GPM on the back of optimized inventory management, favorable product mix, lower cost of goods due to higher purchases, and synergies arising following the group's partnership with Foot Locker.
- Cost discipline and operating efficiencies led to operational improvement.
- 2025 outlook in line with guidance.
- Strong growth momentum maintained with Q4 '25 sales +17% up to 22/11/25.



Our growth is supported by a diversified and scalable Sports Retail platform in SE Europe



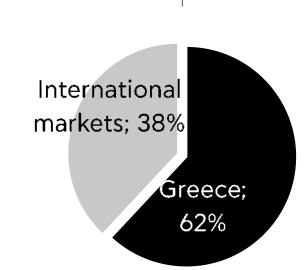
#1 Performance Omni Multi-Branc

25 yrs of partnership

4 counties: Greece, Romania, Cyprus and Bulgaria.

124 Intersport stores (66 in Greece, 40 in Romania, 12 in Bulgaria and 6 in Cyprus)

Ecommerce presence in all 4 countries.





#1 Sneaker Omni Multi-Brand

Exclusive franchise partnership signed in 2024

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

13 Foot Locker stores (6 in Greece/ 3 in Bulgaria / 4 in Romania) in 2025 up to today & ecom In Greece & Romania

Ecommerce will be present in all countries

Innovating retail experience through new formats & concepts

- > 8 news stores within 2025 up to date.
- Launch of the world's first Intersport Football Club store in Athens (March 2025).
- ➤ A 2nd Football store opened in Thessaloniki in Oct'25.
- The new concept leads to high traffic and strong customer engagement



Strong execution discipline to sustain growth

Strengthen our leadership position in sports performance market through profitable market share gains

Profitable expansion in new geographies unlocking omnichannel capabilities

Re-evaluation of current store profitability and action where needed

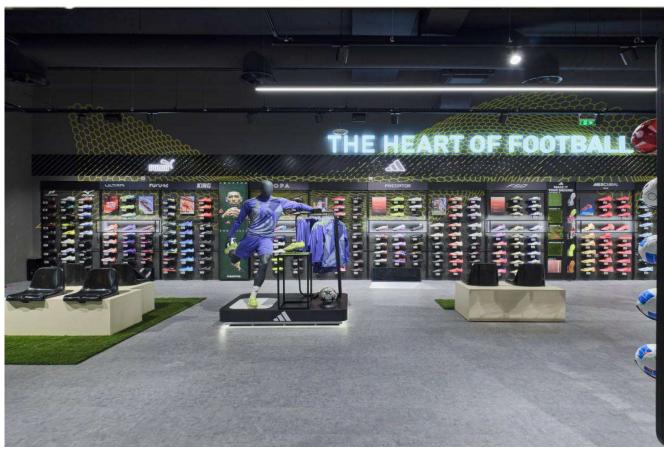
Focus on E-commerce growth within our omnichannel retail platform

Focus on supply chain optimization

Proceed faster with digital transformation to support omnichannel journeys and improve customer experience



























Foot Locker partnership. Expanding into the fast-growing sneaker segment.

- Foot Locker is the No 1 retailer in the sneakers market.
- A game-changing partnership.
- Geographical expansion across 8 Southeast European countries.
- Powerful Forces combined creating a sports retail powerhouse.
- Expected to drive substantial growth in Fourlis group overall sports retail market share, revenue, and customer base.
- Increase the penetration in youth segments, future proofing Fourlis group retail sector.

Delivering integration and expansion.

- The acquisition of the Greek & Romanian operations completed in April 2025 (3 stores in Greece & 1 ecom platform & 3 stores in Romania)
- Foot Locker sets foot in Bulgaria through3 new stores in top-tier retail locations.
- > 4 new FL stores (3 in Greece & 1 Romania).
- > 1 new ecom platform in Romania.
- The first "Reimagined Evolution" concept store in Greece, opened in November in Chalandri, Greece.



Focus on profitable growth

Scale Foot Locker presence across SE Europe through profitable network expansion.

Focus on E-commerce growth within our omnichannel retail platform

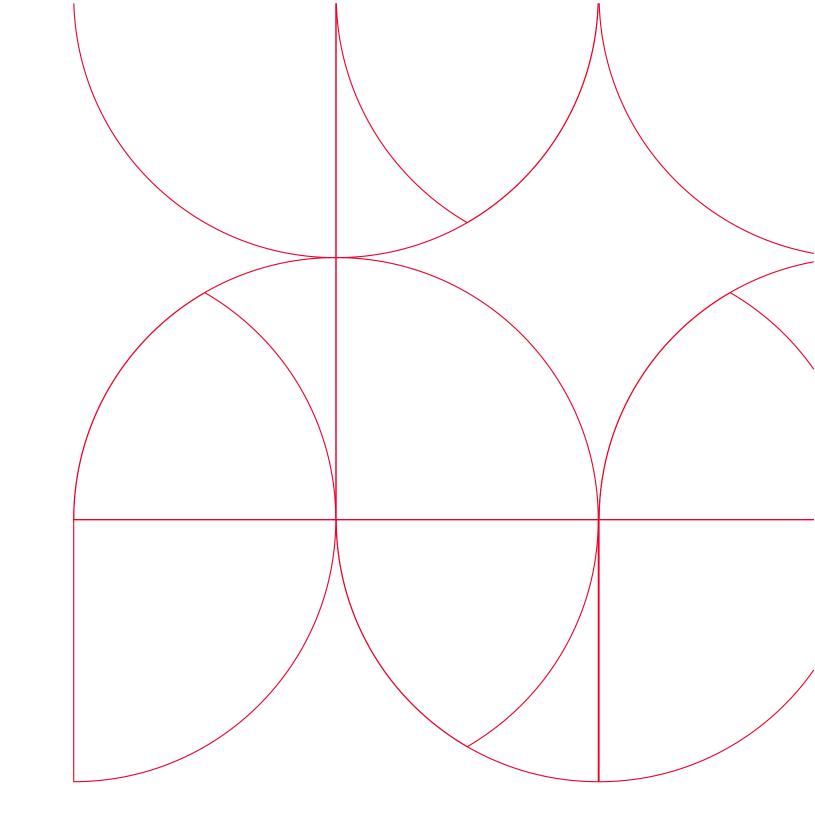
Focus on supply chain optimization

Proceed faster with digital transformation to support omnichannel journeys and improve customer experience

Foot Locker.







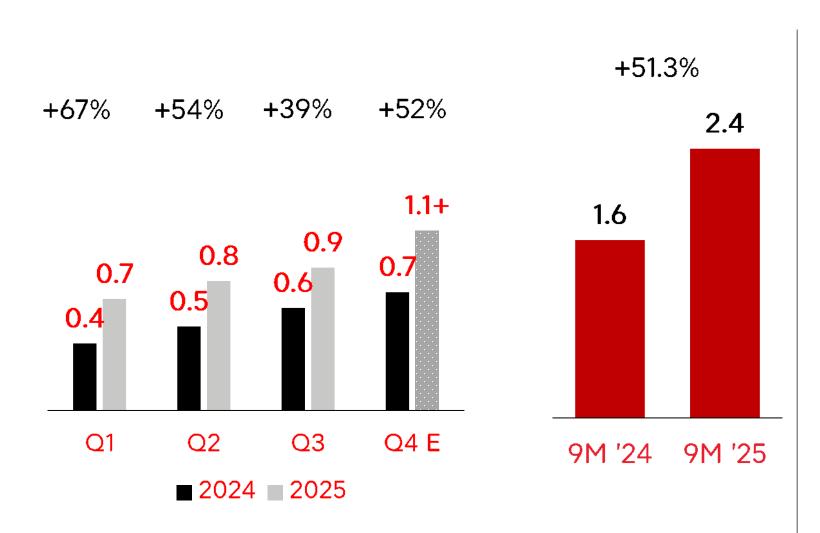


High loyalty and conversion, increasing brand awareness



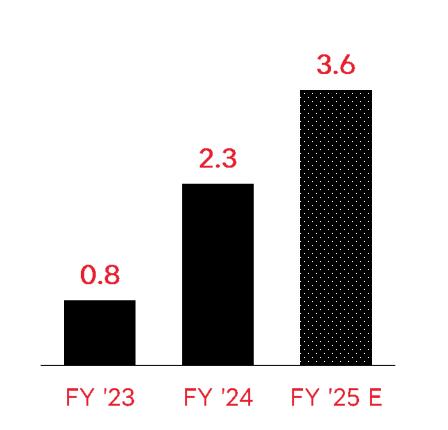
- > 1 new store in Thessaloniki in H1 '25.
- > 11 stores in total & ecommerce shop in Greece.
- > Targeted actions to increase further the awareness.
- Re-visiting supply chain and distribution network to maximize returns.

Revenues

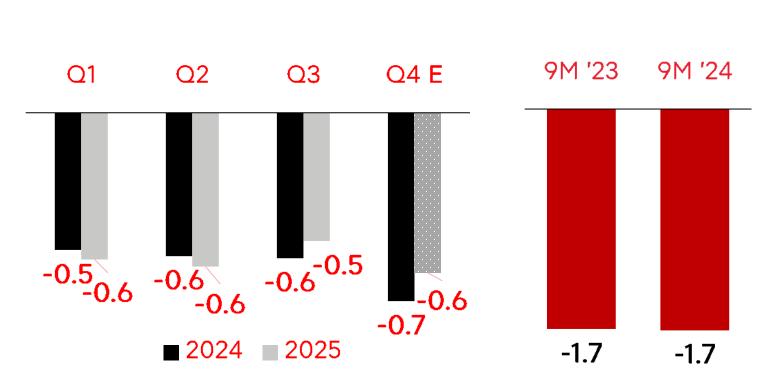


Revenues

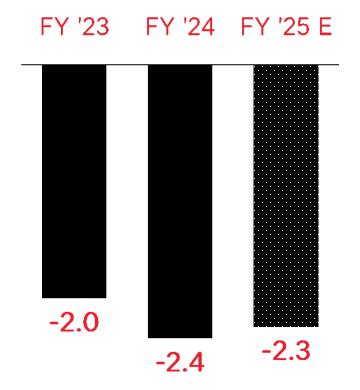
105% cagr



EBIT



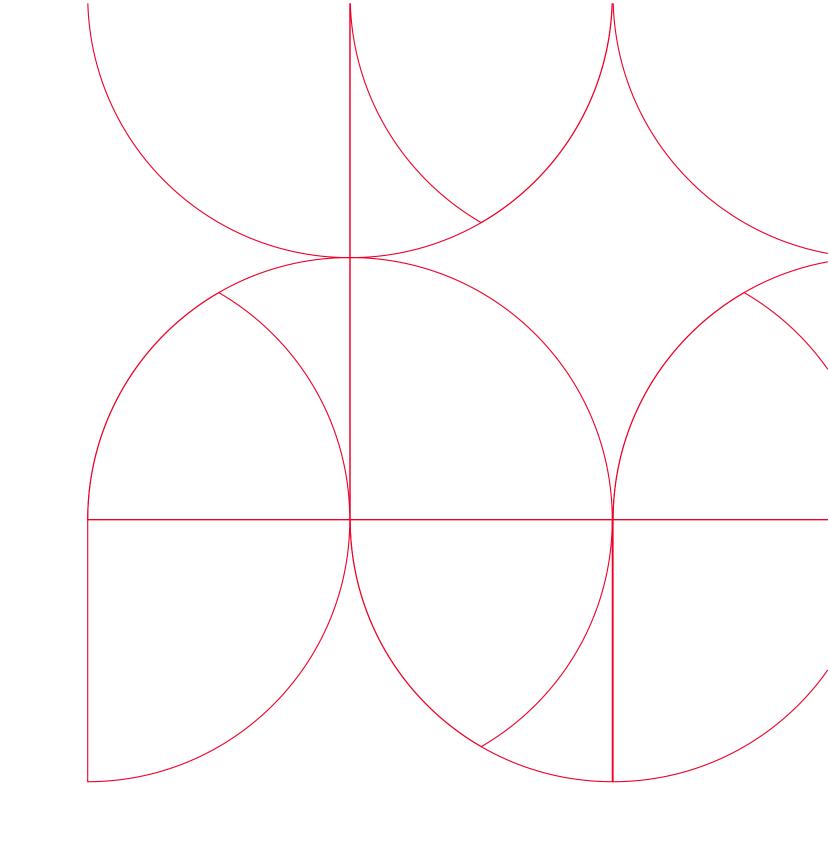
EBIT



Fourlis

Retail Health & Wellness (HOLLAND & BARRETT stores) 9M '25

- 60% customer loyalty and high conversion rates.
- Strong Like-for-like stores growth (above 25%)
- Ecommerce shows a dynamic presence, with its participation in total RHW sales at 15%.
- Ecommerce high participation outside of Athens.
- Awarded with the Gold Award for its customer loyalty program "Rewards for Life."
- Q4 '25 sales +28% up to 22/11/25.



Supply Chain Services



Collaboration of Fourlis and Inter Ikea in the new IKEA regional hub in Greece

- Establishment of a new international distribution center of 50k sq.m for Interikea in Aspropyrgos, supplied through the Port of Piraeus, Greece, serving Eastern Mediterranean countries.
- Strengthening Fourlis Group role as a critical logistics and distribution player in the region.
- Supply Chain Efficiencies for both IKEA and Fourlis group.
- Enhancing operational expertise through automation, AI, and data analysis.
- Long-term growth potential by serving additional markets in the region.



Schimatari

Land: 103,000m² Building: 41,220m²

Serving:

IKEA stores & e-com in Greece

Holland & Barrett stores & e-com in Greece

Trade Logistics



Oinofyta

Land: 69,300m² Building: 25,000m²

Serving:

Intersport stores & e-com in Greece, Cyprus, Romania & Bulgaria

Foot Locker stores in Greece, Romania & Bulgaria and e-com in Greece



Aspropyrgos DC

Land: 111,000m2 Building: 51,100m2

Fully operational by mid of 2026

Serving soon:

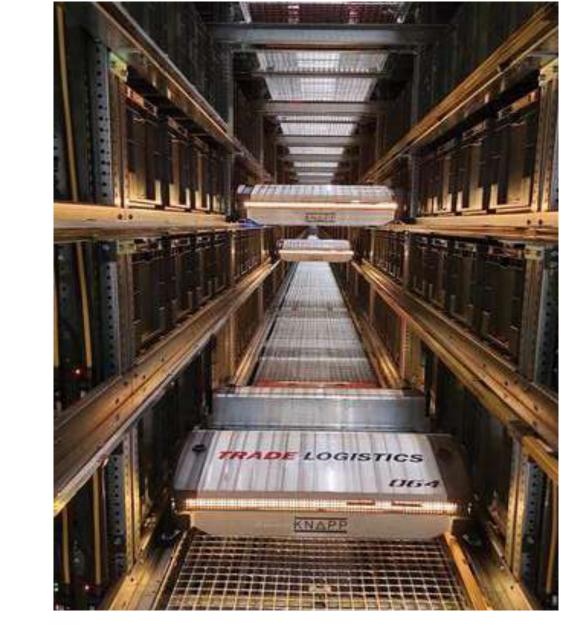
IKEA stores in Greece, Bulgaria, Cyprus, Israel and Jordan.

Trade Logistics Strategic Priorities

Focus on high productivity and excellent customer service

Successfully operate the Interlkea International Distribution Centre in Greece

Transform to a state-of-the-art 3PL company offering supply chain services outside Fourlis group in SE Europe











TRADE LOGISTICS

Sustainability Strategy

- Long-standing ESG Integration
 Sustainability embedded since 2008 with a dedicated ESG department and robust reporting function.
- Full Alignment with Leading
 Standards
 2024 Sustainability Report fully aligned with the
 CSRD Directive, ESRS framework, GRI Standards,
 and the ATHEX ESG Reporting Guide.
- Advanced ESG Reporting
 Infrastructure
 Automated ESG data collection and validation through a dedicated reporting platform.
- Double Materiality Completed
 Comprehensive Double Materiality Assessment conducted in line with CSRD requirements.

ESG Strategy & Oversight

New Sustainability Committee of the BoD.

- ESG under direct strategic oversight
- Integrated with risk, ethics and operations.
- Energy & Emissions
- Waste management
- Working Conditions
- Social Contribution
- Corporate Culture & Governance

Key ESG Performance Highlights – FY 2024



- -12% in Scope 1 emissions in 2024 in comparison to base year (2023)-Gr
- -1.3 in Scope 2 emissions (market based) in 2024 in comparison to base year (2023)-Gr
- 315 MWh from renewable, solar-based energy
- Installation of a new photovoltaic net metering system at the Trade Logistics facility
- IKEA achieved savings in food waste by 40,2t corresponding to 172,8 t CO2e and 100.456 meals, worth € 201.026 (base year Aug '21)
- INTERSPORT Shoe Recycling Initiative over
- 11.2 tons of shoes were collected and recycled from GR, CY, BG, and RO
- IKEA Collaboration with WWF



46% women in managerial positions





(amounts in € mil.)	9M '24	%	9M '25
Revenues	390.0	10.4%	430.7
Gross Profit	180.2	12.5%	202.7
Gross Profit margin	46.2%		47.1%
EBITDA*	50.7	5.9%	53.7
EBITDA margin	13.0%		12.5%
EBIT	16.4	-3.6%	15.8
EBIT margin	4.2%		3.7%
Net Financial Income/(expenses)	-15.8	5.7%	-16.7
Contribution from associates (SSRM)/other	2.0		2.7
Contribution from associates (Trade Estates)	-		8.6
Profit Before Tax	2.6	304.9%	10.4
Profit Before Tax margin	0.7%		2.4%
Tax	-0.41		-1.14
Profit After Tax	2.2	329.5%	9.2
Net Profit After Tax margin	0.6%		2.1%
Contribution from sale of TE stake	-		6.3
Profit after tax from discontinued activities	14.9		1.2
Total profit after tax	17.1	-1.7%	16.8
Minority interest	-5.1		-0.4
Total profit to parent's shareholders	12.0	36.8%	16.4
EBITDA-adjusted *	20.2	-2.7%	10.7
	20.3 5.2%	-2./ 70	19.7 4.6%
	J.Z /0		4.0 /0

9M '25 group results



Accelerated growth and strengthened profitability

- Revenue growth with accelerating momentum. (Q3 '25 +15.1% / Q2'25 +13% yoy / Q1'25 +1.7% yoy)
- Strong Gross Profit margin performance supported largely by improved product mix.
- Contribution from Trade Estates (47.3% stake in the Associated Company Trade Estates - Equity Method consolidation).
- EBIT improving due to the normalization of opex following the phasing effects and front-loaded investments that had impacted the first half of the year.
- H2 '25 In line with 2025 objectives.

YTD Q4 '25 trading update up to 22/11/25

- Group +6%.
- Home Furnishings +1%.
- Sporting Goods +17%.
- Health & Wellness +28%

EBITDA-adjusted used to better reflect underlying operational performance.

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.

	Group		
	9M '24	9M '25	
EBIT	16.4	15.8	
depreciation of Right of Use Assets	22.9	25.2	
depreciation of assets	11.4	12.6	
EBITDA (Reported)	50.7	53.7	
rental costs	- 30.5	-34.0	
EBITDA (adjusted)	20.3	19.7	

	Group		
	9M '24 9M '2		
EBIT	16.4	15.8	
depreciation of assets	11.4	12.6	
EBITDA (OPR)	27.9	28.5	

Calculation

- EBITDA (Reported) = EBIT + depreciation of RoUA + depreciation of assets
- EBITDA (adjusted) = EBITDA (Reported) rental costs
- EBITDA (OPR) = EBIT + depreciation of assets

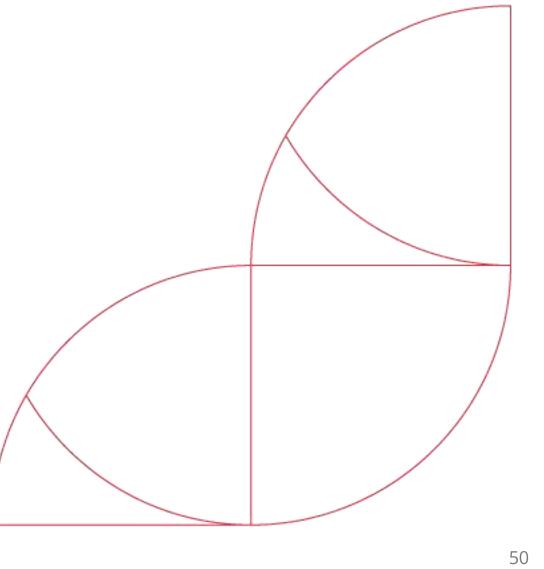
^{*}See Appendix for the EBITDA analysis per Business Unit

Home Furnishings (IKEA stores) 9M '25

(amounts in € mil.)	9M '24	%	9M '25
Revenues	257.3	5.1%	270.4
Gross Profit	119.3	7.5%	128.3
Gross Profit margin	46.4%		47.4%
EBITDA*	38.6	-2.7%	37.5
EBITDA margin	15.0%		13.9%
EBIT	21.2	-10.9%	18.9
EBIT margin	8.2%		7.0%

EBITDA (adjusted)*	21.6	-10.3%	19.4
EBITDA (adjusted) margin	8.4%		7.2%

^{*}See Appendix for further details

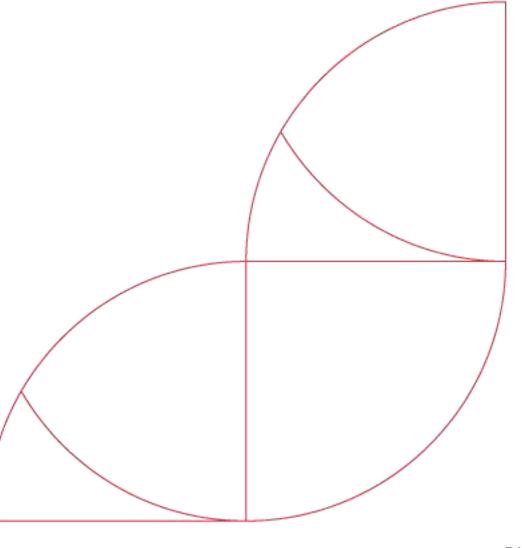


^{*}EBITDA = EBIT + depreciation of RoUA + depreciation of assets. EBITDA (adjusted) = EBITDA - rental costs

Sporting Goods (Intersport & Foot Locker stores) 9M '25

(amounts in € mil.)	9M '24	%	9M '25
Revenue	130.7	20.7%	157.7
Gross Profit	59.7	22.0%	72.9
Gross Profit margin	45.7%		46.2%
EBITDA*	17.2	30.9%	22.6
EBITDA margin	13.2%		14.3%
EBIT	1.1	277.6%	4.2
EBIT margin	0.9%		2.7%

		47.0 0/	7.0
EBITDA (adjusted) *	4.4	67.3%	7.3
EBITDA (adjusted) margin	3.4%		4.7%



^{*}See Appendix for further details

^{*}EBITDA = EBIT + depreciation of RoUA + depreciation of assets. EBITDA (adjusted) = EBITDA - rental costs

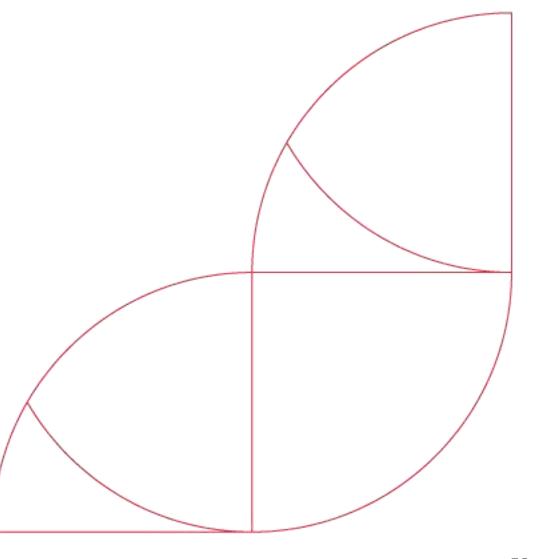
Health & Wellness (HOLLAND & BARRETT stores) 9M '25

(amounts in € mil.)	9M '24		9M '25
Revenue	1.6	51.3%	2.4
Gross Profit	8.0	57.0%	1.2
Gross Profit margin	49.8%		51.7%
EBITDA*	-1.1	9.3%	-1.0
EBIT	-1.7	-0.6%	-1.7

EBITDA (adjusted) *	-1.6	1.2%	-1.5

*See Appendix for further details

*EBITDA = EBIT + depreciation of RoUA + depreciation of assets. EBITDA (adjusted) = EBITDA - rental costs



Net financial Income/(Expenses) of the Retail Business

Group	9M '24	9M '25
Interest & Bank expenses & other	-6.0	-5.4
IFRS16 interest	-9.8	-11.4
Total	-15.8	-16.7

Depreciation Analysis

Group	9M '24	9M '25
Depreciation (assets)	11.4	12.6
Depreciation of Right of Use Assets (RoUA)- IFRS 16	22.9	25.2



Analysis of EBITDA per Business Unit

EBITDA-adjusted used to better reflect underlying operational performance.

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.

	Gro	oup	Home Fu	ırnishings	Sporting	g Goods	Health &	Wellness
	9M '24	9M '25	9M '24	9M '25	9M '24	9M '25	9M '24	9M '25
EBIT	16.4	15.8	21.2	18.9	1.1	4.2	-1.7	-1.7
depreciation of RoUA	22.9	25.2	11.6	12.1	10.7	12.6	0.4	0.4
depreciation of assets	11.4	12.6	5.7	6.5	5.5	5.7	0.2	0.2
EBITDA (Reported)	50.7	53.7	38.6	37.5	17.2	22.6	-1.1	-1.0
rental costs	-30.5	-34.0	-17.0	-18.2	-12.8	-15.2	-0.4	-0.5
EBITDA (adjusted)	20.3	19.7	21.6	19.4	4.4	7.3	-1.6	-1.5

	Group		Home Furnishings		Sporting Goods		Health & Wellness	
	9M '24	9M '25	9M '24	9M '25	9M '24	9M '25	9M '24	9M '25
EBIT	16.4	15.8	21.2	18.9	1.1	4.2	-1.7	-1.7
depreciation of assets	11.4	12.6	5.7	6.5	5.5	5.7	0.2	0.2
EBITDA (OPR)	27.9	28.5	26.9	25.4	6.6	9.9	-1.5	-1.5

Calculation

- EBITDA (Reported) = EBIT + depreciation of RoUA + depreciation of assets
- EBITDA (adjusted) = EBITDA (Reported) rental costs
- EBITDA (OPR) = EBIT + depreciation of assets



Balance Sheet 9M 2025

Balance sheet (€ mil.)	FY '24	9M '25
Property, plant & equipment	83.3	87.2
Right of Use Assets	174.4	378.1
Other Non Current Assets	62.3	224.7
Non-current assets	319.9	690.1
Inventories	98.2	150.3
Receivables	25.6	31.7
Cash & Cash Equivalent	49.4	40.3
Assets Held for Sale	556.9	-
Current assets	730.1	222.3
Total Assets	1,050.1	912.3
Loans and Borrowings	106.7	118.2
Long Term Lease Liability	142.2	382.5
Other non-current liabilities	7.9	8.4
Non-current liabilities	256.8	509.1
Loans and Borrowings	28.3	26.2
Short Term Lease Liability	43.2	28.8
Account Payables & other current liabilities	120.2	144.6
Liability of Assets Held for Sale	297.8	-
Current liabilities	489.6	199.7
Equity	303.7	203.5
Shareholders Equity & Liabilities	1,050.1	912.3

Thankyou

