

**VRS (Valuation & Research Specialists)**  
Equity Research Team  
Kantas Evangelos, Efstathiadis Anthony  
info@vrs.gr | info@valueinvest.gr

## FOURLIS HOLDINGS S.A.

Listed on Athens Stock Exchange, Greece

[Bloomberg Ticker: FOYRK:GA] [Reuters Ticker: FRLr.AT]

**Business Sector / Industry: Consumer Discretionary / Real Estate**

### Corporate & Investment Highlights

Last company visit made by VRS Research Team to Fourlis Holdings took place on November 7<sup>th</sup>, 2019. VRS met with the Group Finance Director George Alevizos.

- In our estimates (consolidated figures) for the full year 2019, we have broadly used the management's guidance pointing to revenue of €467.3 million, EBITDA of €47.6 million and EBT of €22 million. Concerning FY 2020, we have projected that revenues will further rise to €492.9 million, with EBITDA at €50 million and EBT at €26 million. Fourlis management believes that EBITDA margin of 5% is sustainable, a scenario that we tend to view as quite probable. We also note that the management has delivered good results in the past couple of years in line with guidance offered at the start of each year.
- Another positive trend concerns the Group's capital structure. Since 2015, not only has the Fourlis management succeeded in continuously decreasing its total debt but it also did so in comparison with the Group's equity. In 2014, the consolidated debt had reached €167.7 million and in 2018 it was €134.3 million, while its debt to equity ratio has been below 1.0x and keeps decreasing since 2015. We forecast that the total debt in the end of FY 2019 will reach €133.9 million and in the end of FY 2020 it will be at €123.8 million, while its cash & cash equivalents are estimated at €39.9 million for both years.
- The management has a bond which was issued by Housemarket S.A. which maturity is on the 4<sup>th</sup> of October 2021 and has face value of around 39.5 million euros which it might be refinanced. This bond's interest rate is 5% and its return on maturity is 2.3%. This will allow the Group to have more cash reserves available in order to invest if an investing opportunity arises or to face an unexpected drawback.
- Despite the fact that Fourlis has a leading role in both the Retail Sporting Goods [Intersport and Athlete's Foot] and Retail Home Furnishing [IKEA] sectors, the latter has more impact on the Group's revenues. 64% of the revenues made by Q3 2019 derived from the Retail Home Furnishing sector. It should be noted that the Retail Home Furnishing sector is estimated to expand around 4% to 5% in Greece in 2020.
- IKEA's gross profit was expected by the management to increase at least by 50 basis points in 2020 and 2021. In the same period, Intersport gross profit would gradually increase.
- The Group targets to further expand its activity both in Greece and abroad. In the Retail Home Furnishing, the management aims to open five (5) new medium-size IKEA stores of 5,000 – 12,000 sq.m. and ten (10) small-size stores of 1,000 – 2,000 sq.m the next five years. The first medium size store in Varna Bulgaria and the first small downtown store in Greece will open within the 2nd semester of 2020. In the Retail Sporting Goods sector, the management targets to have more than 160 Intersport shops and 40 Athlete's Foot shops by 2025. However the target of Intersport stores includes the expansion plan in Turkey which at the time has been suspended. Also, the Group is entering the Real Estate market with the formation of Real Estate Investment Company.
- On the CapEx side, Fourlis invested €10.3 million in the 9M of FY2019 an increase of 43.05% when compared to the 9M of 2018 which was €7.2. In the last quarter of FY 2019, more than €4.5 million are expected to be invested in order to acquire, upgrade, and maintain physical assets as the management has disclosed that Capital Expenditure will be around €15 million in the end of FY 2019.
- The Group has invested in its e-commerce sector and in 2020 the 10% of its sales are expected to derive from this channel. Moreover, in the Retail Home Furniture, according to management, 12% of its sales will be from the online shop, which is estimated to have EBITDA margin of 20%.

#### Important Note:

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means. Valuation & Research Specialists (VRS) are the sole creators and distributors of this report.

Share Price (26/02/2020) € 5.17

# of Shares (mn)	52.00
Market Cap (in € mn)	268.87
A.D. Volume (p)	67,044
Beta Co-efficient	0.859

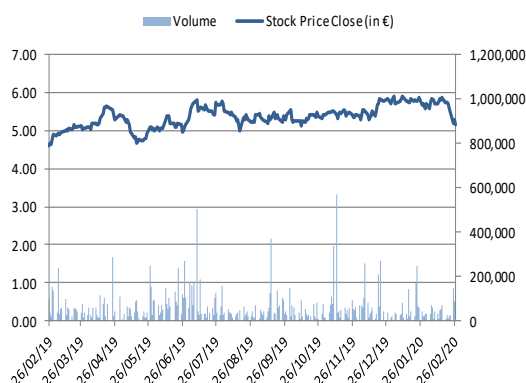
#### Statistical Data

Max 52 week, €	5.90
Min 52 week, €	4.57
1-M Rtn	-11.77%
6-M Rtn	3.40%
12-M Rtn	8.84%

Source: VRS Calculations, Reuters.  
Period as day/month/year.

### Stock Price Performance & Transaction Volume

(1 year, in € and in number of shares)



Note: Share price performance based on share price closes on Stock Exchange.  
Period as day/month/year.

## FOURLIS HOLDINGS S.A.

Listed on Athens Stock Exchange, Greece

[Bloomberg Ticker: FOURK:GA] [Reuters Ticker: FRLr.AT]

**Business Sector / Industry: Consumer Discretionary / Real Estate**

### Corporate & Investment Highlights

- Fourlis S.A. was listed on the Athens Stock Exchange in 1988 and has a leading role in the Retail Home Furnishing, IKEA, and Retail Sporting Goods, Intersport and The Athlete's Foot, sectors in Greece and abroad. Recently, the Group entered the Greek real estate market with the establishment of a Real Estate Investment Company.
- The Group is based in Greece but operates in other four countries, as well. These are Bulgaria, Romania, Cyprus and Turkey. While most of its revenues still derive from the Greek Market, the other markets are continuously gaining importance. The group's increasing e-commerce activity will play a significant role in its growth, as well.

### Consolidated Annual Financial Results (2018 versus 2017, € millions)

(in € mn)	2018	%	2017
Sales	448	3.32%	434
Gross Profit	194	3.32%	188
EBITDA	45	8.43%	42
EBT	18	27.10%	15
EATAM	14	42.96%	10

Source: Company. Note: Fiscal Year ends on December 31<sup>st</sup>.

### 9 M Financial Results (9M 2019 versus 9M 2018, € millions)

(in € mn)	9M 2019	%	9M 2018
Sales	339	4.17%	326
Gross Profit	146	4.95%	140
EBITDA	21	16.67%	18
EBT	8	-16.84%	10
EATAM	6	-21.05%	8

Source: Company.

#### Important Note:

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means. Valuation & Research Specialists (VRS) are the sole creators and distributors of this report.

## FOURLIS HOLDINGS S.A.

Listed on Athens Stock Exchange, Greece

[Bloomberg Ticker: FOURK:GA] [Reuters Ticker: FRLr.AT]

**Business Sector / Industry: Consumer Discretionary / Real Estate**

### BASIC FINANCIAL INDICATORS

(in € mn)	Sales	Gross Profit	EBT	EATAM	P/E (x)	P/BV (x)	EV/EBITDA (x)	DEBT/EQUITY (x)	ROE %
2012	420	23	-12	-11	-23.9	1.5	17.8	1.00	-6%
2013	403	24	-6	-8	-32.4	1.6	16.2	0.88	-5%
2014	413	26	-9	-11	-23.4	1.7	15.5	1.06	-7%
2015	414	31	3	0	1,062.7	1.7	12.7	0.93	0%
2016	428	38	8	6	44.7	1.6	10.0	0.90	4%
2017	434	42	15	10	26.8	1.6	9.0	0.86	6%
2018	448	45	18	14	18.7	1.5	8.0	0.77	8%
2019 E	467	48	22	17	15.7	1.5	7.6	0.77	10%
2020E	493	50	26	20	13.3	1.5	7.1	0.71	12%

Notes: (1) EATAM and equity are calculated excluding minorities. (2) P/E, P/BV and EV/EBITDA are based on current share price and current outstanding number of shares. Source: Official Consolidated Financial Statements, VRS Estimates & Calculations. n/c stands for non calculable.

### Working Capital Ratios

(in € mn)	2015	2016	2017	2018	2019 E	2020 E
Revenues	414	428	434	448	467	493
Cost of Sales	243	246	246	255	265	280
Gross Profit Margin	% 41.28%	42.51%	43.25%	43.25%	43.25%	43.25%
Net Income / Profit	0	6	10	14	17	20
Net Profit Margin	% 0.1%	1.4%	2.3%	3.2%	3.7%	4.1%
Cash & Cash Equivalents	25	34	37	40	40	40

### Stock Days

Days	2015	2016	2017	2018	2019 E	2020 E
Stock Inventory	78	78	77	84	87	92

### Debtors Days

Days	2015	2016	2017	2018	2019 E	2020 E
Debtors - Receivables	4	2	2	3	3	1

### Creditors Days

Days	2015	2016	2017	2018	2019 E	2020 E
Creditors - Suppliers	99	96	100	106	110	116

### Operating Cycle (Days)

Days	2015	2016	2017	2018	2019 E	2020 E
Operating Cycle (Days)	121	117	116	122	122	121

### Cash Cycle (Days)

Days	2015	2016	2017	2018	2019 E	2020 E
Cash Cycle (Days)	-28	-25	-31	-29	-29	-30

Source: Official Consolidated Financial Statements, VRS Estimates & Calculations. Gross profit is calculated by deducting cost of sales (net of depreciation, wherever applicable) from revenues.

#### Important Note:

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means.

Valuation & Research Specialists (VRS) are the sole creators and distributors of this report.

## FOURLIS HOLDINGS S.A.

Listed on Athens Stock Exchange, Greece

[Bloomberg Ticker: FOURK:GA] [Reuters Ticker: FRLr.AT]

**Business Sector / Industry: Consumer Discretionary / Real Estate**

### Shareholders' Structure (Indicative Shareholders)

Dafni Anastasiou Fourli	17.40%
Harris Associates LP	7.30%
Fidelity Management & Research Co.	5.40%
FIL Investment Advisors (UK) Ltd.	5.10%
Capital Research & Management Co. (Global Investors)	4.33%
Amiral Gestion SA	3.66%
The Vanguard Group, Inc.	3.25%
Générali Investments Partners SpA SGR (France)	3.14%
JPMorgan Asset Management (UK) Ltd.	3.01%
Norges Bank Investment Management	2.94%
Others	44.47%
<b>Total</b>	<b>100.00%</b>

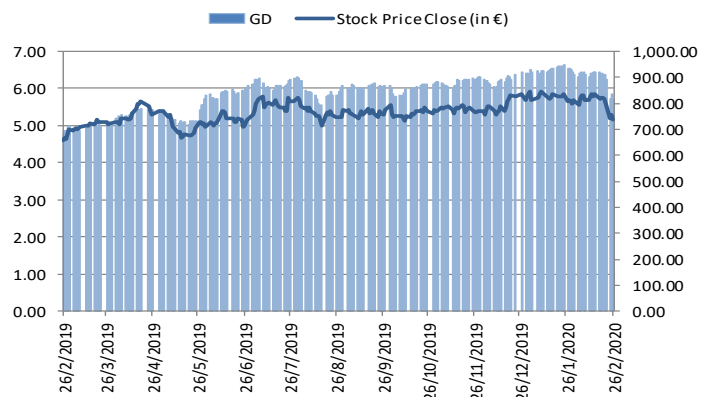
Source: Marketscreener.

### Important Note:

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means.

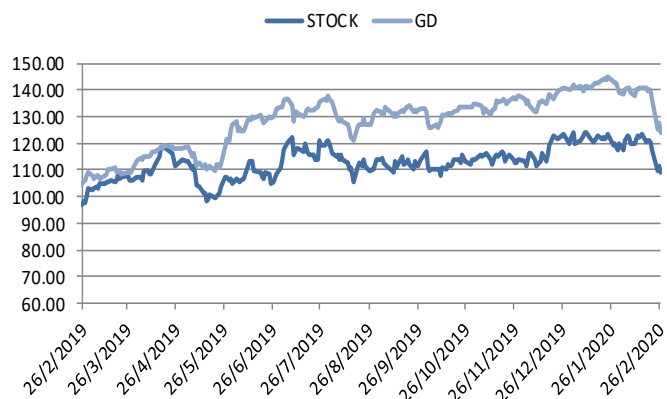
Valuation & Research Specialists (VRS) are the sole creators and distributors of this report.

**Stock versus Index**  
(Last 52 Weeks or since listing, Stock Price in €, Index in points)



Source: Historical Data, Investing.com. Note: Share price performance based on price closes on Stock Exchange.  
Period as day/month/year.

**Stock versus Index**  
(Last 52 Weeks or since listing, Base = 100)



Source: Historical Data, Investing.com. Note: Share price performance based on price closes on Stock Exchange.  
Period as day/month/year.

## FOURLIS HOLDINGS S.A.

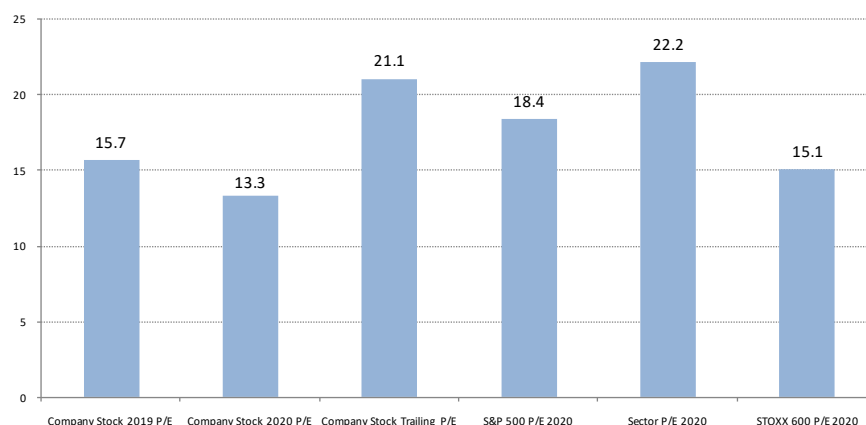
Listed on Athens Stock Exchange, Greece

[Bloomberg Ticker: FOURK:GA] [Reuters Ticker: FRLr.AT]

**Business Sector / Industry: Consumer Discretionary / Real Estate**

	P/E Multiple
Company Stock 2019 P/E	15.7
Company Stock 2020 P/E	13.3
Company Stock Trailing P/E	21.1
S&P 500 P/E 2020	18.4
Sector P/E 2020	22.2
STOXX 600 P/E 2020	15.1

### Company Historic P/E Multiple versus Market P/E Multiples (x)



Source: VRS calculations based on consolidated accounts, FACTSET.

### EPS Estimates

In €	EPS
2017	0.193
2018	0.276
2019 E	0.329
2020 E	0.388

Source: VRS calculations & estimates.

Note: EPS is based on current number of shares.

#### Important Note:

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means. Valuation & Research Specialists (VRS) are the sole creators and distributors of this report.

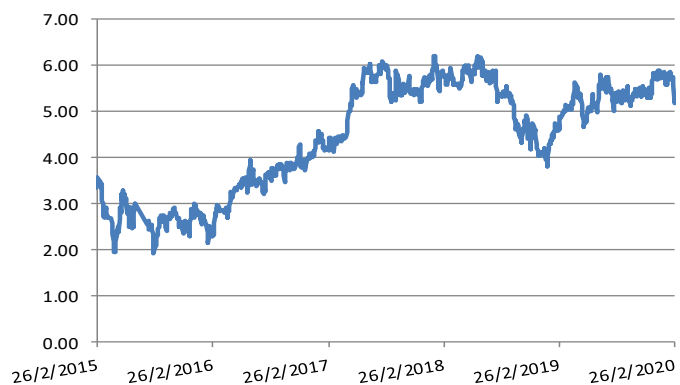
## FOURLIS HOLDINGS S.A.

Listed on Athens Stock Exchange, Greece

[Bloomberg Ticker: FOURK:GA] [Reuters Ticker: FRLr.AT]

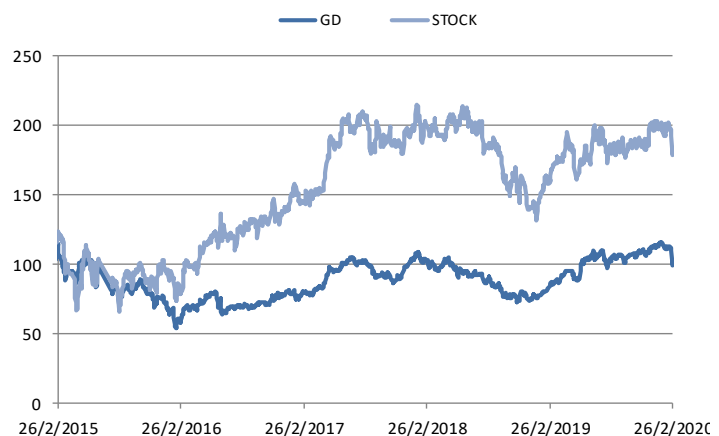
**Business Sector / Industry: Consumer Discretionary / Real Estate**

**Stock Price Performance**  
(Last 5 Years or since listing, Stock Price in €)



Source: Historical Data, Investing.com. Note: Share price performance based on price closes on Stock Exchange.  
Period as day/month/year.

**Stock versus Index**  
(Last 5 Years or since listing, Base = 100)



Source: Historical Data, Investing.com. Note: Share price performance based on price closes on Stock Exchange.  
Period as day/month/year.

### Important Note:

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means.

Valuation & Research Specialists (VRS) are the sole creators and distributors of this report.

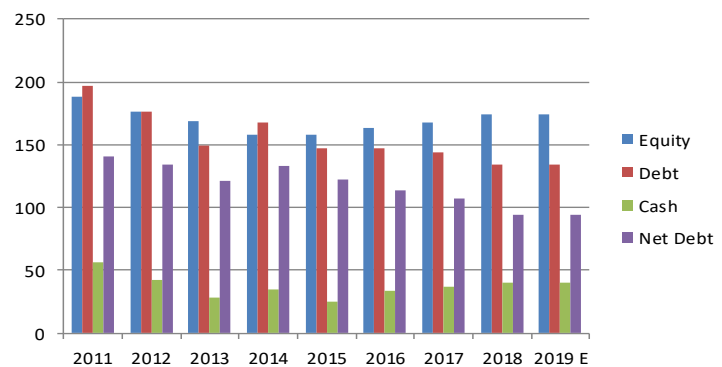
## FOURLIS HOLDINGS S.A.

Listed on Athens Stock Exchange, Greece

[Bloomberg Ticker: FOURK:GA] [Reuters Ticker: FRLr.AT]

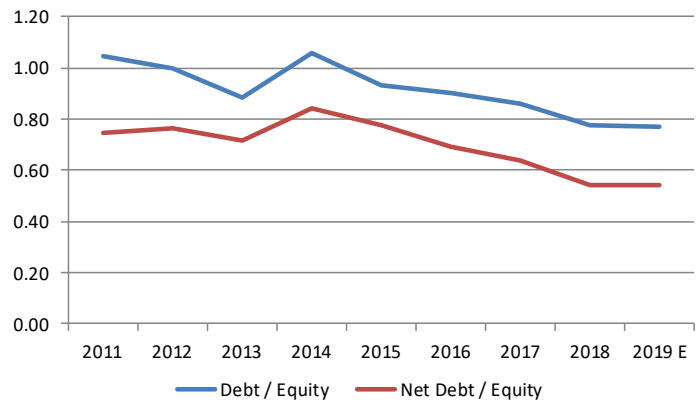
**Business Sector / Industry: Consumer Discretionary / Real Estate**

**Equity, Debt, Cash & Net Debt**  
(in € millions)



Source: Company, VRS estimates

**"Debt/Equity" & "Net Debt/Equity" Ratios**  
(times)



Source: Company, VRS estimates

**Important Note:**

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means. Valuation & Research Specialists (VRS) are the sole creators and distributors of this report.

## FOURLIS HOLDINGS S.A.

Listed on Athens Stock Exchange, Greece

[Bloomberg Ticker: FOURK:GA] [Reuters Ticker: FRLr.AT]

**Business Sector / Industry: Consumer Discretionary / Real Estate**

### Revenue Breakdown 9M 2019 vs 9M 2018

#### Consolidated Revenue Breakdown by Geographic Region (€ millions)

	9M 2019	9M 2018
Greece	203	198
Abroad	136	128
<b>TOTAL</b>	<b>339</b>	<b>326</b>

#### Consolidated Revenue Breakdown by Activity (€ millions)

	9M 2019	9M 2018
Retail Home Furnishings	218	213
Retail Sporting Goods	121	113
Other	0	0
<b>TOTAL</b>	<b>339</b>	<b>326</b>

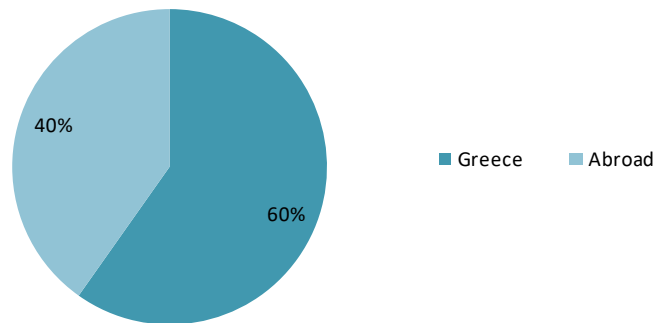
#### Important Note:

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means.

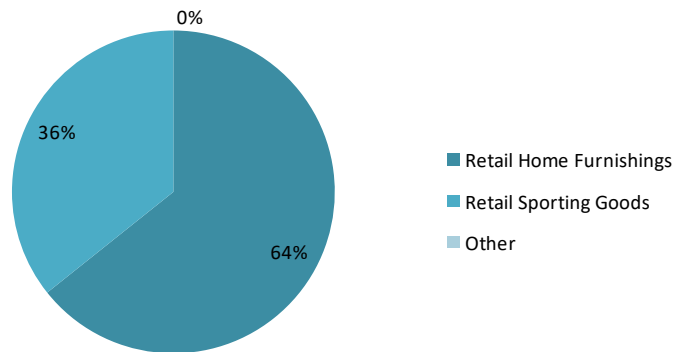
Valuation & Research Specialists (VRS) are the sole creators and distributors of this report.

### Revenue Breakdown, FY 2018 (%)

#### Sales Breakdown by Geographic Region, 9M 2019



#### Sales Breakdown by Activity, 9M 2019



Source: Company

## FOURLIS HOLDINGS S.A.

Listed on Athens Stock Exchange, Greece

[Bloomberg Ticker: FOURK:GA] [Reuters Ticker: FRLr.AT]

**Business Sector / Industry: Consumer Discretionary / Real Estate**

### Consolidated Income Statement (In € millions)

in millions €, except earnings per share in €	2018	2017
<b>Revenue</b>	<b>448.49</b>	<b>434.06</b>
Cost of Goods Sold	-255.73	-246.35
<b>Gross Profit</b>	<b>192.76</b>	<b>187.71</b>
Other operating income	7.55	5.58
Distribution expenses	-147.83	-144.24
Administrative Expenses	-21.29	-20.17
Other operating expenses	-0.96	-0.99
<b>Operating Profit/ (Loss)</b>	<b>30.21</b>	<b>27.89</b>
Total finance cost	-12.83	-13.41
Total finance income	1.01	1.21
Contribution associate companies losses	0.83	-1.16
<b>Profit / (Loss) before Tax</b>	<b>18.47</b>	<b>14.53</b>
Income tax	4.18	-4.49
<b>Net Income/Loss</b>	<b>14.29</b>	<b>10.04</b>
<b>Attributable to:</b>		
Equity holders of the parent	14.29	10.04
<b>Net Income/Loss</b>	<b>14.29</b>	<b>10.04</b>
Basic (Losses)/Earnings per share (in euro)	0.00	0.00
Diluted (Losses)/Earnings per share (in euro)	0.00	0.00

Source: Company

#### Important Note:

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means.

Valuation & Research Specialists (VRS) are the sole creators and distributors of this report.

## FOURLIS HOLDINGS S.A.

Listed on Athens Stock Exchange, Greece

[Bloomberg Ticker: FOURK:GA] [Reuters Ticker: FRLr.AT]

**Business Sector / Industry: Consumer Discretionary / Real Estate**

### Consolidated Balance Sheet (In € millions)

in millions €	2018	2017
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property plant and equipment	209.62	215.22
Investment Property	23.99	21.06
Intangible Assets	9.02	9.17
Investments in affiliates and associates	28.25	22.84
Long Term receivables	4.70	5.35
Deferred Taxes	3.84	4.89
<b>Total non-current assets</b>	<b>279.42</b>	<b>278.53</b>
<b>Current assets</b>		
Inventory	83.86	77.36
Income tax receivable	1.33	2.20
Trade receivables	2.54	2.14
Other receivables	17.13	24.60
Cash & cash equivalent	39.85	36.60
<b>Total Current Assets</b>	<b>144.72</b>	<b>142.90</b>
<b>Total Assets</b>	<b>424.15</b>	<b>421.43</b>
<b>Shareholders Equity</b>		
Share Capital	47.15	50.09
Share premium reserve	13.45	13.06
Reserves	29.52	30.95
Retained earnings	83.63	73.77
<b>Total shareholders equity</b>	<b>173.75</b>	<b>167.87</b>
Non controlling interest	0.00	0.00
<b>Total Equity</b>	<b>173.75</b>	<b>167.87</b>
<b>LIABILITIES</b>		
<b>Non current Liabilities</b>		
Loans and borrowings	113.77	118.50
Employee retirement benefits	4.74	4.36
Deferred Taxes	0.15	0.28
Other non-current liabilities	4.75	4.79
<b>Total non current Liabilities</b>	<b>123.41</b>	<b>127.93</b>
<b>Current Liabilities</b>		
Short term loans for working capital	11.39	16.08
Current portion of non-current loans and borrowings	9.12	9.29
Short-term portion of non-current Lease	0.59	0.56
Income Tax Payable	0.16	0.19
Accounts payable and other current liabilities	105.74	99.53
<b>Total current Liabilities</b>	<b>126.99</b>	<b>125.64</b>
<b>Total Liabilities</b>	<b>250.40</b>	<b>253.56</b>
<b>Total Equity &amp; Liabilities</b>	<b>424.15</b>	<b>421.43</b>

Source: Company

#### Important Note:

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means.

Valuation & Research Specialists (VRS) are the sole creators and distributors of this report.

## FOURLIS HOLDINGS S.A.

Listed on Athens Stock Exchange, Greece

[Bloomberg Ticker: FOURK:GA] [Reuters Ticker: FRLr.AT]

**Business Sector / Industry: Consumer Discretionary / Real Estate**

### Consolidated Cash Flow Statement (In € thousand)

in millions €	2018	2017
<b>Operating Activities</b>		
<b>(Loss)/Profit before taxes</b>	<b>18.47</b>	<b>14.53</b>
Adjustments for:		
Depreciation/Amortization	14.06	13.95
Income on depreciation in fixed subsidy	-0.15	-0.18
Provisions	0.88	0.51
Foreign exchange differences	-0.07	0.84
Results (income, expenses, profit and loss) investment activity	-0.12	-0.35
Interest Expense	11.65	11.85
<b>Plus/less adj for changes in working capital related to the operating activities:</b>		
Decrease/(increase) in inventory	-8.34	-1.42
Decrease/(increase) in trade and other receivables	6.54	-7.81
Decrease/(increase) in liabilities (excluding banks)	4.54	5.77
<b>Less:</b>	0.00	0.00
Interest Paid	-11.77	-12.63
Income taxes paid	-1.77	-3.02
<b>Net Cash generated from operations</b>	<b>33.93</b>	<b>22.04</b>
<b>Investing Activities:</b>		
Purchase or share capital increase of subsidiaries and related companies	-5.33	-0.50
Purchase of tangible and intangible fixed assets	-11.94	-11.66
Proceeds from disposal of tangible and intangible assets	0.04	0.01
Addition of other investments	-0.34	-1.25
Proceeds from the sale of other investments	0.00	1.54
Interest Received	0.12	0.10
Proceeds from dividends	0.00	0.00
<b>Total Inflow/(Outflow) from investing activities</b>	<b>-17.44</b>	<b>-11.77</b>
<b>Financing Activities</b>		
Inflow from share capital increase	0.54	1.04
Outflow from share capital increase	0.00	-0.11
Outflow from share capital returns	-5.16	-5.13
Proceeds from issued loans	32.35	65.92
Repayment of loans	-40.34	-67.95
Repayment of leasing liabilities	-0.56	-1.00
<b>Total Inflow/(Outflow) from financing activities</b>	<b>-13.18</b>	<b>-7.23</b>
<b>Net Increase/(decrease) in cash and cash equivalents for the period</b>	<b>3.31</b>	<b>3.05</b>
Cash and Cash equivalents at the beginning of the period	36.60	33.62
Effect of exchange rate fluctuations on cash held	-0.06	-0.06
<b>Closing balance cash and cash equivalents</b>	<b>39.85</b>	<b>36.60</b>

Source: Company

#### Important Note:

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means.

Valuation & Research Specialists (VRS) are the sole creators and distributors of this report.

---

# VRS (VALUATION & RESEARCH SPECIALISTS)

VRS - vrs.gr Value Invest - www.valueinvest.gr Investment Research & Analysis Journal – www.iraj.gr

---

---

## DISCLOSURE STATEMENT (1)

VRS (VALUATION & RESEARCH SPECIALISTS) is an independent Financial Research & Consulting Firm, with presence and offices in Athens and Luxembourg, providing advanced equity research and valuation reports as well as value-related advisory services to local and international institutions, business entities and individual clients. VRS services include valuations of intangible assets, business enterprises, and fixed assets. VRS's focus business is in providing independent equity research to its institutional and retail clients / subscribers.

**VRS is not a brokerage firm and does not trade in securities of any kind. VRS is not an investment bank and does not act as an underwriter for any type of securities.**

VRS accepts fees from the companies it covers and researches (the "covered companies"), and from major financial institutions. The sole purpose of this policy is to defray the cost of researching small and medium capitalization stocks which otherwise receive little research coverage. In this manner VRS can minimize fees to its clients / subscribers and thus broaden investor's attention to the "covered companies." VRS analysts are compensated on a per-company basis and not on the basis of their recommendations. Analysts are not allowed to solicit prospective "covered companies" for research coverage by VRS and are not allowed to accept any fees or other consideration from the companies they cover for VRS. Analysts are also not allowed to trade in the shares, warrants, convertible securities, or options of companies they cover for VRS.

Furthermore, VRS, its officers, and directors cannot trade in shares, warrants, convertible securities or options of any of the "covered companies." VRS accepts payment for research only in cash and will not accept payment in shares, warrants, convertible securities or options of "covered companies" by no means.

To ensure complete independence and editorial control over its research, VRS follows certain business practices and compliance procedures, which are also applied internationally. Among other things, fees from "covered companies" are due and payable prior to the commencement of research and, as a contractual right, VRS retains complete editorial control over the research process and the final equity analysis report.

Information contained herein is based on data obtained from recognized statistical services, issue reports or communications, or other sources, believed to be reliable. However, such information has not been verified by VRS, and VRS does not make any representation as to its accuracy and completeness. Opinions, estimates, and statements nonfactual in nature expressed in its research represent VRS's judgment as of the date of its reports, are subject to change without notice and are provided in good faith and without legal responsibility. In addition, there may be instances when fundamental, technical and quantitative opinions, estimates, and statements may not be in concert. Neither the information nor any opinion expressed shall constitute an offer to sell or a solicitation of an offer to buy any shares, warrants, convertible securities or options of "covered companies" by no means.

## DISCLOSURE CHECKLIST

Covered Company	Bloomberg	Reuters	Stock Price	Date	Disclosure
FOURLIS HOLDINGS S.A.	FOURK:GA	FRLr.AT	€ 5.17	February 26, 2020	----

1. VRS has acted as financial consultant for the covered company within the past 24 months.
2. VRS has sent the research report to the covered company, prior to publication or dissemination, for factual verification.
3. VRS has changed the contents of the initially sent report, with respect to: factual changes have been made.
4. VRS has received compensation from the covered company for the preparation of this research report.
5. VRS produces research reports for this company on systematic basis.
6. VRS produces research reports for this company on demand basis.
7. VRS has produced a research report for this company within the past 12 months.

---

Please contact **VRS (VALUATION & RESEARCH SPECIALISTS)** for further information on Equity Research Related Fees.

---

# VRS (VALUATION & RESEARCH SPECIALISTS)

VRS - vrs.gr Value Invest - www.valueinvest.gr Investment Research & Analysis Journal – www.iraj.gr

---

---

## DISCLOSURE STATEMENT (2)

The current research report as well as other statements that VRS may proceed with may include future statements, regarding the future financial performance of a company or another entity or product, as well as strategies and expectations. Statements about the future may typically include expressions such as “trend”, “prospect”, “opportunity”, “course”, “believe”, “possibly”, “expect”, “current”, “intention”, “estimate”, “forecast”, “continuation”, “remain”, “maintain”, “target” and other similar expressions or future or hypothetical verbs such as “will”, “must”, “could”, “may be” and other expressions.

VRS (VALUATION & RESEARCH SPECIALISTS) caution that forward-looking statements are subject to numerous assumptions, risks and uncertainties, which change over time. Forward-looking statements speak only as of the date they are made, and VRS assumes no duty to and does not undertake to update forward-looking statements. Actual results could differ materially from those anticipated in forward-looking statements and future results could differ materially from historical performance.

In addition to factors previously disclosed in VRS reports and those identified elsewhere in this communication, the following factors, among others, could cause actual results to differ materially from forward-looking statements or historical performance: (1) the introduction, withdrawal, success and timing of business initiatives and strategies; (2) changes in political, economic or industry conditions, the interest rate environment or financial and capital markets, which could result in changes in demand for products or services or in the value of assets under management; (3) the impact of increased competition; (4) the impact of capital improvement projects; (5) the impact of future acquisitions or divestitures; (6) the unfavorable resolution of legal proceedings; (7) the extent and timing of any share repurchases; (8) the impact, extent and timing of technological changes and the adequacy of intellectual property protection; (9) the impact of legislative and regulatory actions and reforms and regulatory, supervisory or enforcement actions of government agencies; (10) terrorist activities and international hostilities, which may adversely affect the general economy, domestic and local financial and capital markets, as well as specific industries; (11) the ability to attract and retain highly talented professionals; (12) fluctuations in foreign currency exchange rates; (13) the impact of changes to tax legislation and, generally, the tax position of the covered company.

## COMPLIANCE WITH EU DIRECTIVES and GREEK LAWS

VRS prepares its equity research reports in a best effort to comply with the provisions of the EU Directive 2003/6/EK of the European Commission (L 339/73/24.12.2003, L 096/16/2003), the Guidelines 2003/125/EK and the Decision 4/347/12.7.2005 of the Hellenic Capital Markets Committee, as well as with the provisions of article 14, Greek Law 3340/2005, and the relevant clarifications with regard to the legal obligations of equity analysts. VRS analysts are certified by international institutions as well as by the Hellenic Capital Markets Committee. The latter may request from VRS analysts to justify their views and conclusions with regard to this research report.

## ANALYST CERTIFICATION

The views expressed in this report accurately reflect the personal views of the undersigned analyst(s) about the subject issuer and the securities of the issuer. In addition, the undersigned lead analyst(s) has (have) not and will not receive any compensation for providing a specific recommendation or view in this research report.

---

### VRS Equity Research Contributors

Dr. Nicholas Georgiadis, ngeorgiadis@valueinvest.gr  
Dr. Georgios A. Savvakis, gsavvakis@valueinvest.gr  
Dr. John Theodorou, jtheodorou@valueinvest.gr  
Zoe Vassiliou, zvassiliou@valueinvest.gr  
Maria Papadopoulou, mpapadopoulou@valueinvest.gr

### Investment Research & Analysis Journal

Dr. Efstratios Livanis  
Assistant Editor

### Actuarial Studies & Support Services

Dr. Charalampos Fytros  
FHAS, CFA  
Chfytros@valueinvest.gr

---

Please contact **VRS (VALUATION & RESEARCH SPECIALISTS)** for further information on Equity Research Related Fees.

---

# VRS (VALUATION & RESEARCH SPECIALISTS)

VRS - vrs.gr Value Invest - www.valueinvest.gr Investment Research & Analysis Journal – www.iraj.gr

---

---

## DISCLOSURE STATEMENT (3)

### REGULATION (EU) No 596/2014 OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL

VRS (VALUATION & RESEARCH SPECIALISTS) prepares its equity research reports in a best effort to comply with the provisions of Regulation (EU) No 596/2014 (market abuse regulation) of the European Parliament and of the Council. This Regulation establishes a common regulatory framework on insider dealing, the unlawful disclosure of inside information and market manipulation (market abuse) as well as measures to prevent market abuse to ensure the integrity of financial markets in the Union and to enhance investor protection and confidence in those markets. In addition:

- (a) The market abuse regulation (MAR) seeks to ensure that European Union (EU) regulation keeps pace with market developments to combat market abuse on financial markets as well as across commodity and related derivative markets (i.e. markets trading primary products such as gold, wheat, etc., and financial instruments based there upon).
- (2) It explicitly bans the manipulation of benchmarks (such as the London Interbank Offered Rate — known as the LIBOR).
- (3) It reinforces the investigative and sanctioning powers of the regulators appointed by EU countries to ensure the proper functioning of their financial markets.
- (4) It ensures a single EU rulebook while reducing administrative burdens on smaller and medium-sized issuers where possible.

In this regulatory framework, VRS has also been aware of the following: (1) Persons who produce or disseminate investment recommendations or other information recommending or suggesting an investment strategy shall take reasonable care to ensure that such information is objectively presented, and to disclose their interests or indicate conflicts of interest concerning the financial instruments to which that information relates. (2) Public institutions disseminating statistics or forecasts liable to have a significant effect on financial markets shall disseminate them in an objective and transparent way. (3) Regulatory technical standards have been developed in order to determine the technical arrangements for the categories of person in relation to objective presentation of investment recommendations or other information recommending or suggesting an investment strategy and for disclosure of particular interests or indications of conflicts of interest.

---

Please contact **VRS (VALUATION & RESEARCH SPECIALISTS)** for further information on Equity Research Related Fees.