



# H1 2022 Results

28 July 2022

Investor presentation

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# H1 2022: key highlights

## Good business momentum

- ◆ **Strong growth in revenue and EBITDA, amplified by a 2021 comparison basis impacted by the health crisis**
  - ◆ c.10 % of points of sale closed in H1 2021
  - ◆ Revenue: €1,212m; +12.1% ;
    - ◆ Stakes: €10,046m; +9.7% - growth driven by both distribution channels
  - ◆ EBITDA: €308m; +18.0% hence a margin of 25.4%, up +130 bps
- ◆ **CSR commitments strengthened**
  - ◆ Excessive and underage gambling prevention beefed-up
  - ◆ FDJ donates €200,000 to the French National Forestry Office (ONF)
  - ◆ "A" carbon rating by Axylia
- ◆ **Acceleration of the development of the Payment and Services business with the acquisitions of Aleda and L'Addition**

# CSR commitments strengthened

## ◆ Strengthening of initiatives to prevent excessive and underage gaming

### ◆ Excessive gaming prevention

#### ◆ New TV information campaign “The player’s rules” launched in April with four films

- ◆ Good gaming practices reminder: be over 18, set a budget & monitor gaming habits, notably thanks to the FDJ tools offered



### ◆ Underage gaming prevention

- ◆ Three priorities : Information for the general public – Training – Retailer sanctions
- ◆ New campaign of unannounced site visits
- ◆ Continued improvement in point-of-sale practices

## ◆ FDJ donates €200,000 to the French National Forestry Office (ONF) to contribute restoring burned forests



## ◆ “A” carbon rating by Axylia

- ◆ Integration within Axylia’s VERITE40 index



# Acceleration in the development of Payment & Services

A growth relay

Our Ambition:

## Become the leading proximity payment and collection network in France



Our assets:



Network



Know-how in transactions



French Treasury contract



Payment institution licence



Brand



## By building loyalty among consumers and merchants

# Become the preferred business partner for merchants

With a complete service offering

A complete service offering enhancing the operational management and development of merchant outlets

Provide the POS system as the cornerstone to develop the service offering

Complement the historical network with cafés/hotels/restaurants to increase competitiveness



Two acquisitions of POS system and service operators

**Aleda**

- ✓ Local trade businesses, notably bars, tobacconists and newsstand
- ✓ 2,500 points of sale
- ✓ Proximity payments (telephone top-ups and prepaid payments)

**l'addition**

- ✓ Cafés, bars, hotels and restaurants
- ✓ 10,000 points of sale
- ✓ Open solution, especially regarding digital payment and customer loyalty

# H1 2022 key figures (vs. H1 2021)

**Revenue**

**€1,212m**

**+12.1%**

**Lottery: +17.1%**

**Sports betting: -4.8%**

**Stakes**

**€10,046m**

**+9.7%**

**Lottery: +16.5%**

**Sports betting: -10.9%**

**POS : +9.8%**

**Online : +9.1%**

**EBITDA\***

**€308m**

**+18.0%**

**25.4% margin  
+130 bps**

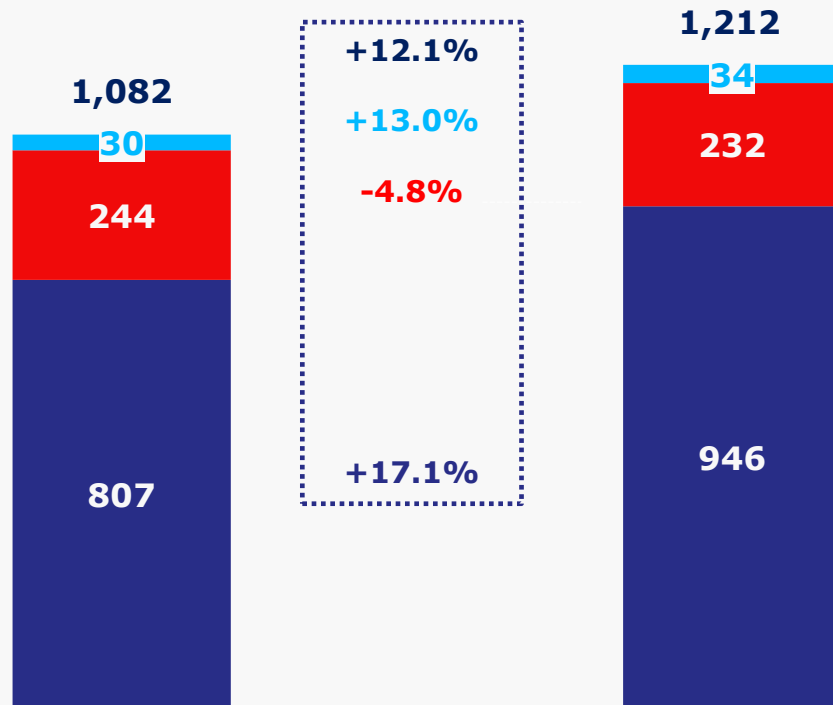
\* EBITDA: recurring operating profit adjusted for depreciation and amortisation

Revenue up +12.1%

Stakes up +9.7%

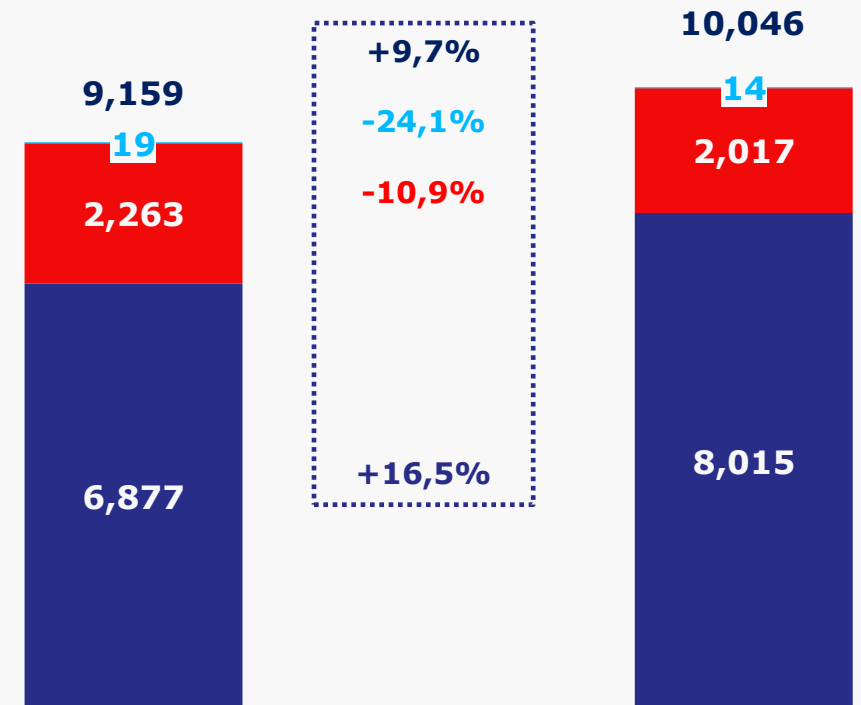
In €m

Revenue



In €m

Stakes



H1 2021

H1 2022

■ Lottery ■ Sports betting ■ ABU

H1 2021

H1 2022

■ Lottery ■ Sports betting ■ ABU

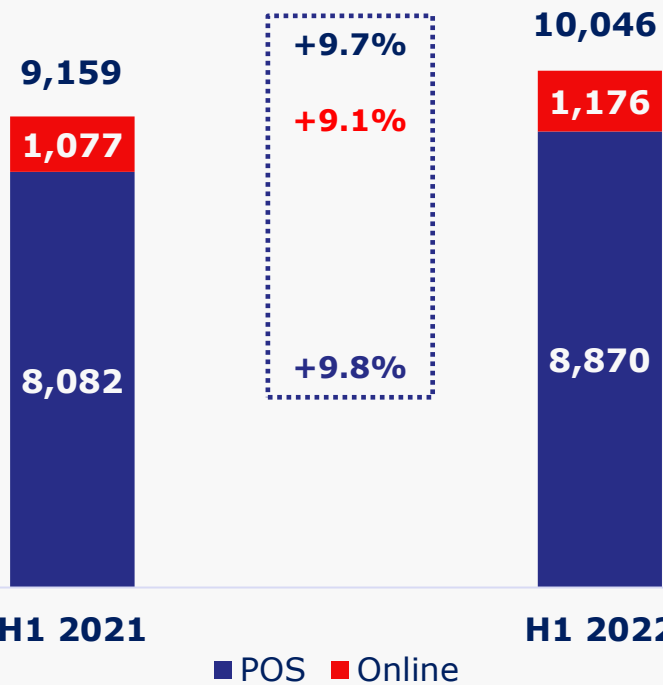


# Stakes growth driven by both distribution channels

Online rebound in Q2: online lottery stakes up +31%

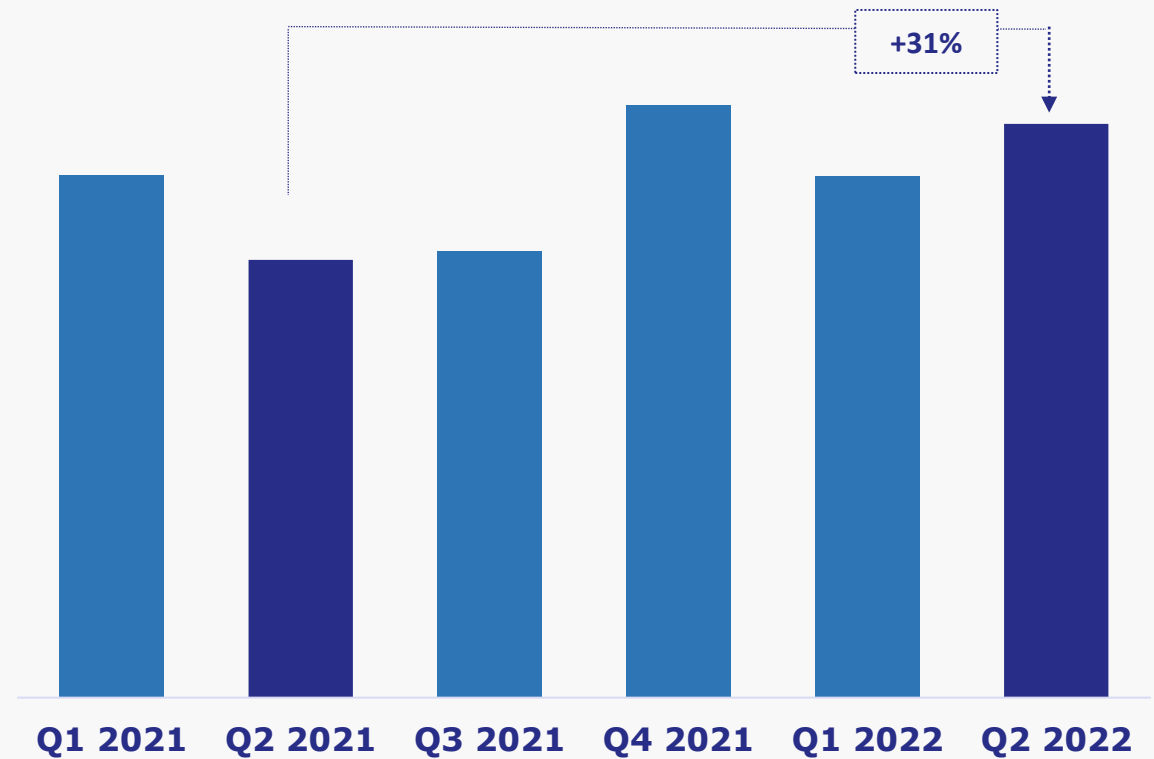
## Stakes by channel

In €m



## Online lottery stakes

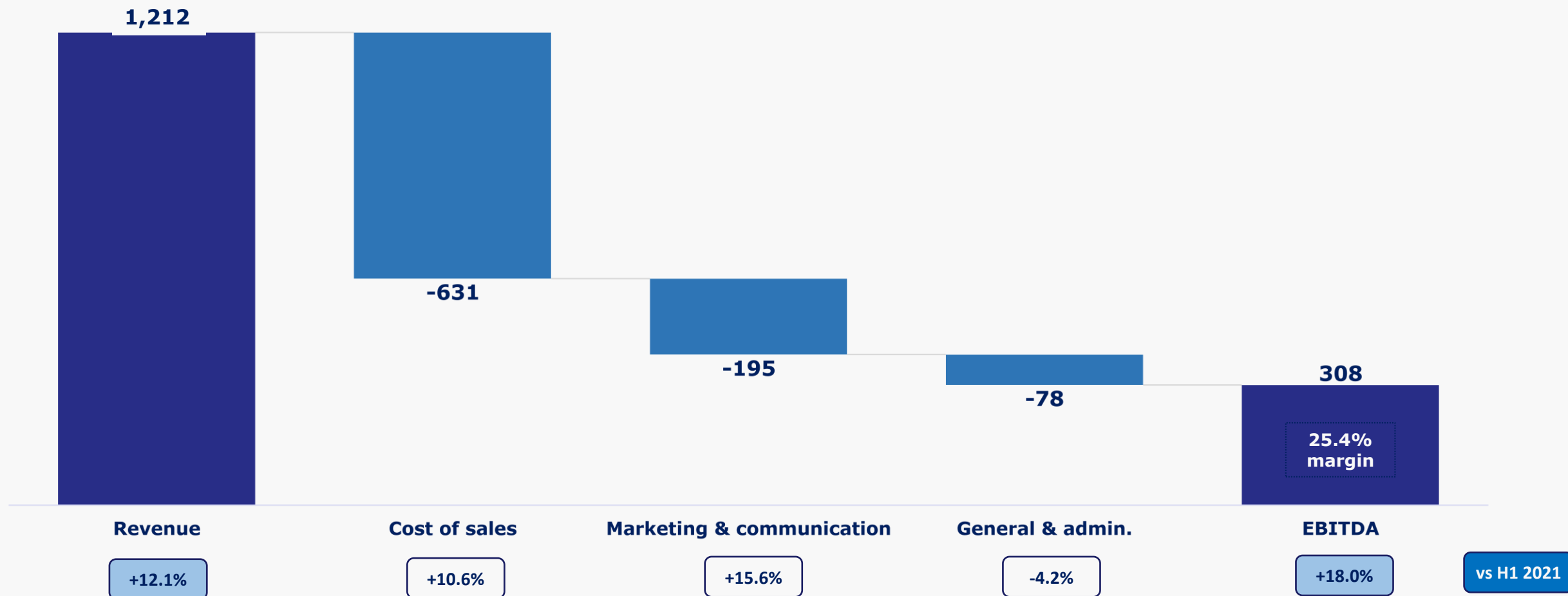
In €m



# EBITDA of €308m; 25.4% margin, up 130 bps

Continued investment in marketing and communication

In €m

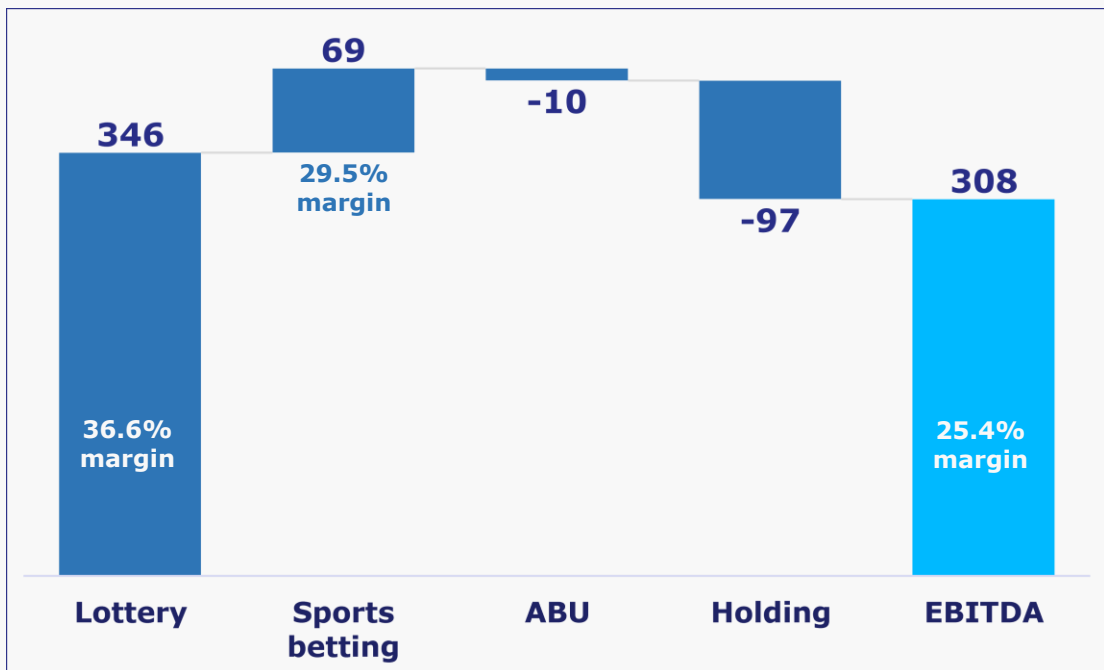


# EBITDA of €308m, up +18%

## EBITDA increase attributable to Lottery

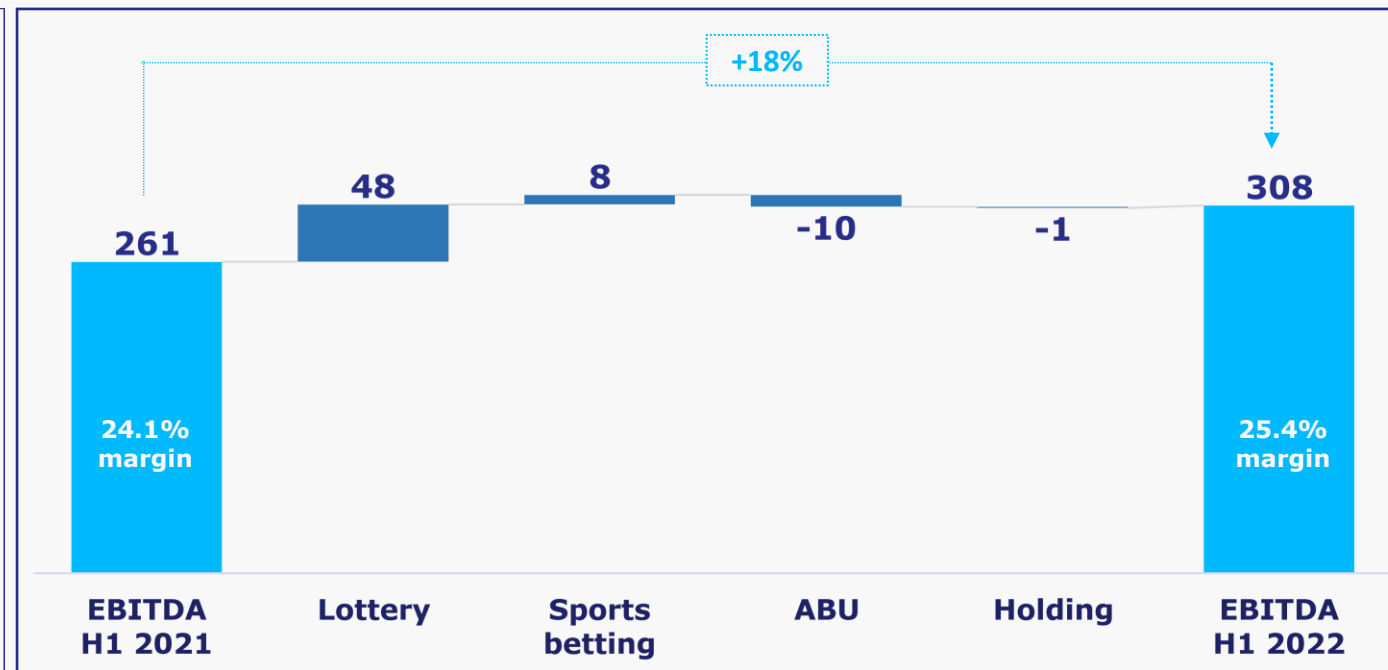
### EBITDA split by business units

In €m



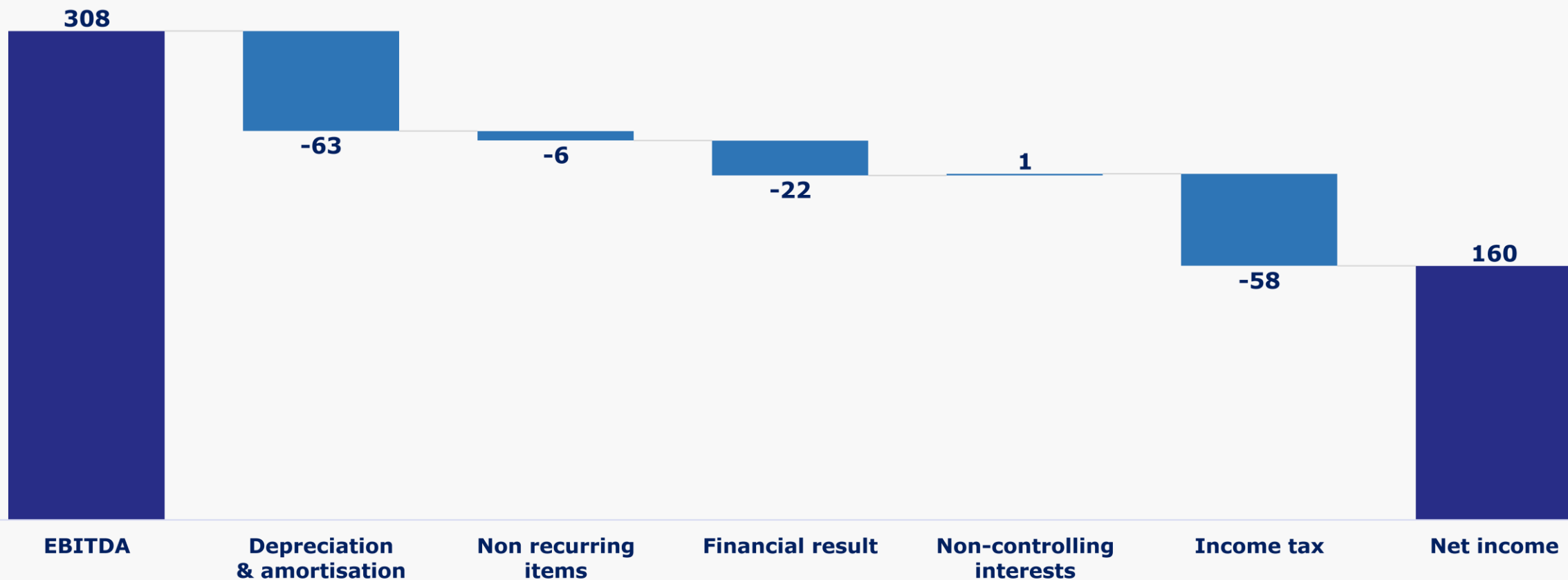
### Year-on-year EBITDA bridge

In €m



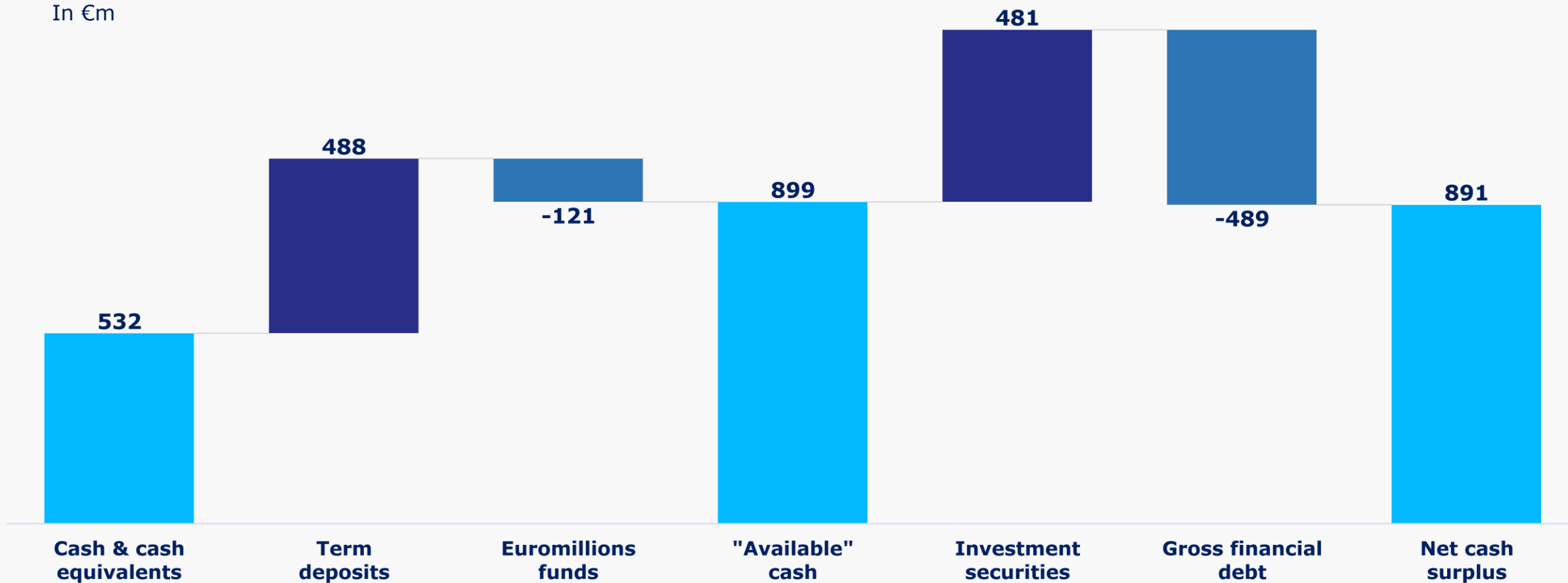
# Net income of €160m, up +9.4%

In €m



# Net cash surplus of nearly €900m

In €m



◆ Thank you!



