

9M 2024 revenue

17 October 2024



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9M 2024 highlights



- **9M revenue of €2,097m: up 12% and up 6% at constant perimeter***
 - Gaming revenue in France** up 8%
 - Lottery revenue up 7% and up 9% excl. Amigo
 - Strong dynamic for Sports betting & Online gaming open to competition with revenue up 13%
 - PoS revenue up 9%, and 3% in France
 - Online revenue up 39%, and 25% at constant perimeter, representing 15% of total revenue
- **FDJ 2024 targets adjusted upwards**
 - Revenue growth close to 9%, ow. >5% gaming revenue in France
 - Recurring EBITDA margin of c.25%
- **Success of FDJ's tender offer for Kindred**
- **Moody's reiterates FDJ's ESG very good ranking**

A proven extra-financial performance

**71/100
mark**

Moody's score

■ Recognition of ESG commitment and strategy implementation

- In the top 1% of companies worldwide*
- #1 Hotel, Leisure Goods & Services sector**

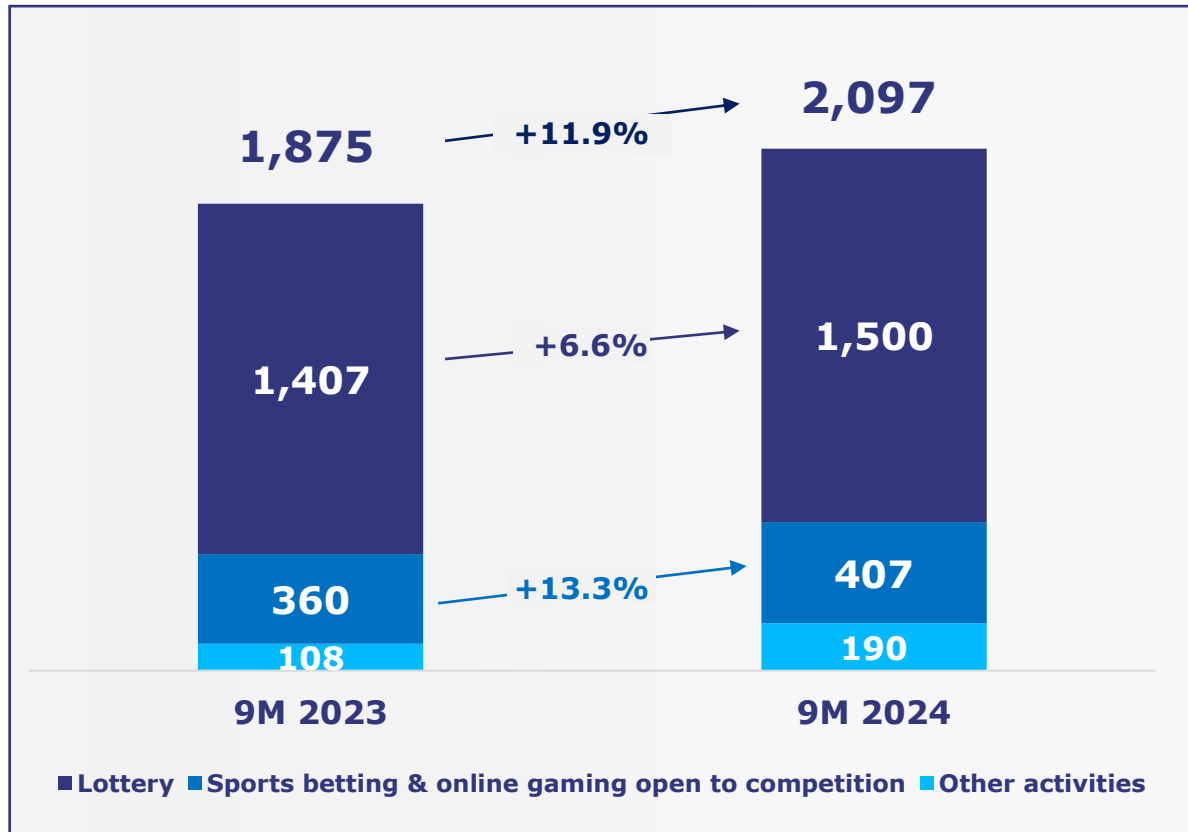
* ~4 500 companies

** 39 companies

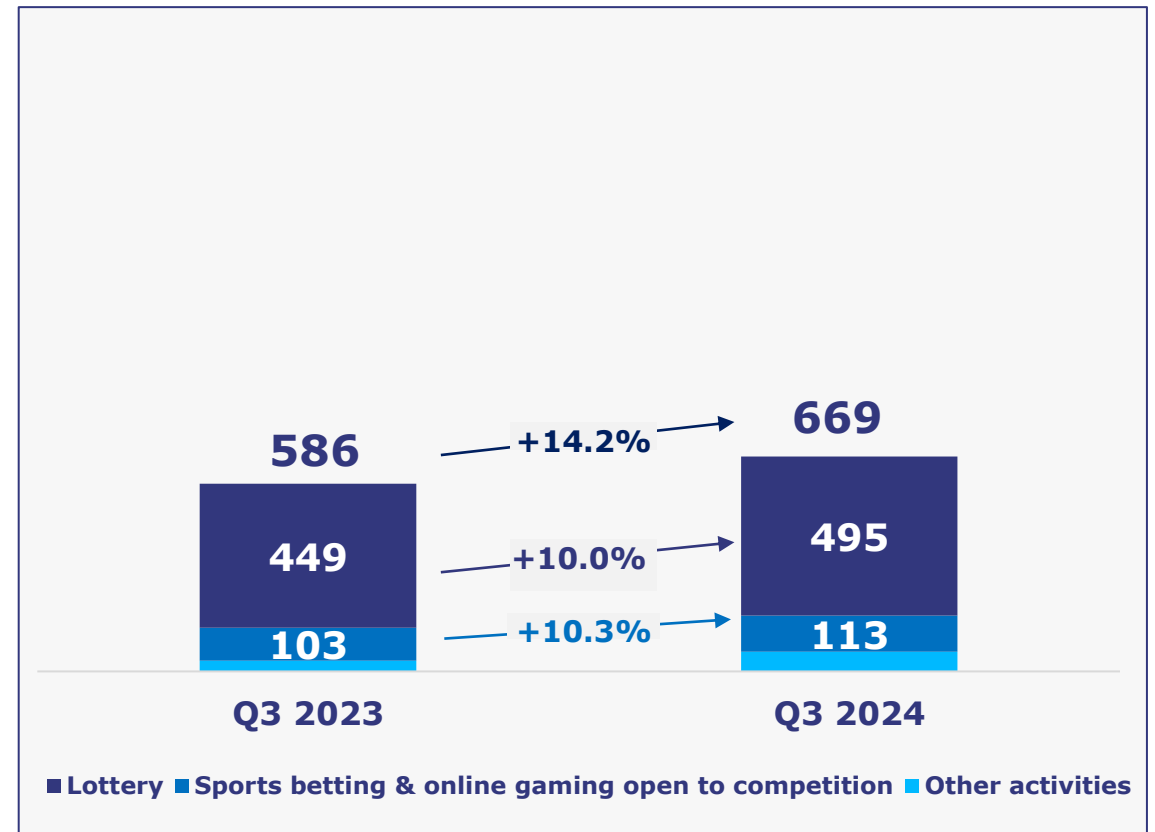
2019	2020	2021	2022	2023	2024
66/100	66/100	70/100	72/100	72/100	71/100

9M revenue: +11.9% reported basis - Q3 revenue: +14.2% reported basis

9M: +5.8% at constant perimeter



Q3: +8.0% at constant perimeter



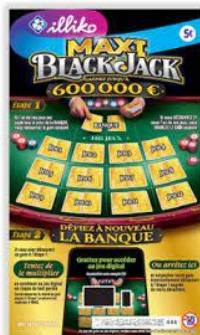
Solid underlying business momentum

€1,907m gaming revenue in France, up +8%



Lottery: revenue +7% (+9% excl. Amigo)

Instant games +8%

- Successful portfolio animation



Draw games +5%

-  **EUROMILLIONS MY MILLION** attractive jackpots
-  **amigo** back to growth since early June

Sports betting & online gaming: revenue +13% (+5% at constant perimeter)

- Sports betting margin lower vs. H1 as expected

Strong underlying business momentum

15% digital penetration

Dynamic online revenue growth: +39%
+25% at constant perimeter

- **Online Lottery France strong momentum: +24%**
- **Online Betting and Gaming: +28% at constant perimeter**
 - Successful cross-sell: c.20% of online sports betting players also play poker

Global PoS revenue: +9%
France: +3%



2024 targets adjusted upwards



Revenue growth: c.9%
and >+5% for gaming revenue in France

Recurring EBITDA margin c.25%

Success of FDJ's tender offer for kindred



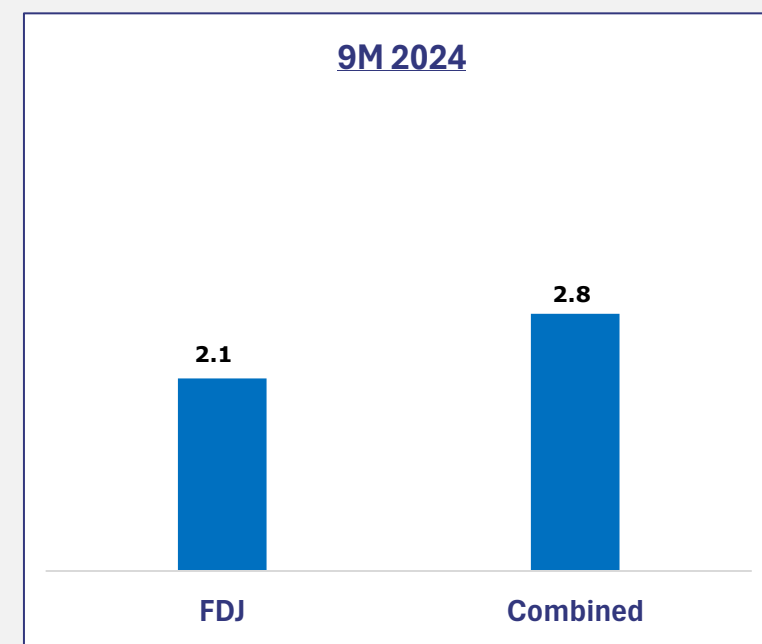
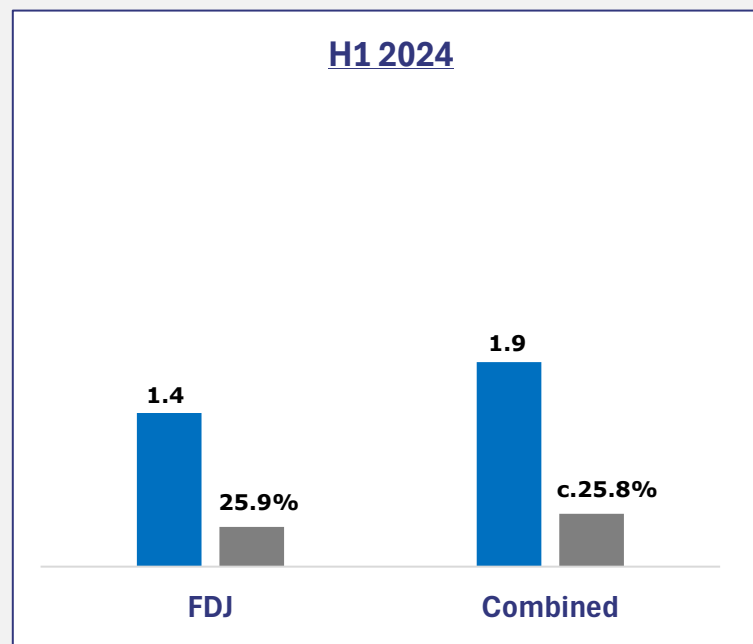
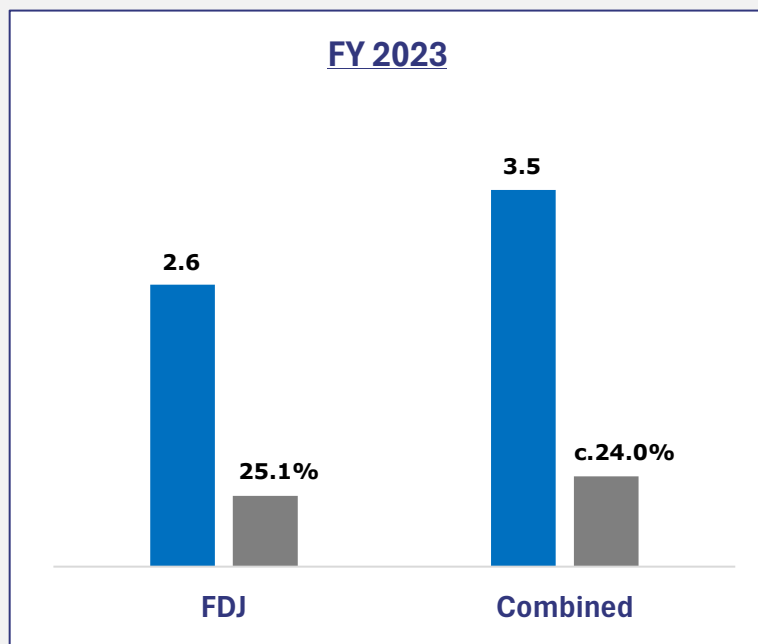
■ 11 October: FDJ owns 91.77% of Kindred capital*

- Will reach 100% in the coming weeks, thanks to offer extension until 18 October 2024 and squeeze-out
- Delisting expected to take place before the end of 2024

■ 14 October: in accordance with the commitment made by FDJ when the acquisition was announced, Kindred's Board decided to cease operating activities before the end of the year in markets that are not locally regulated or on the path of becoming regulated

* Excluding treasury stock

Combined group (FDJ + Kindred) figures*

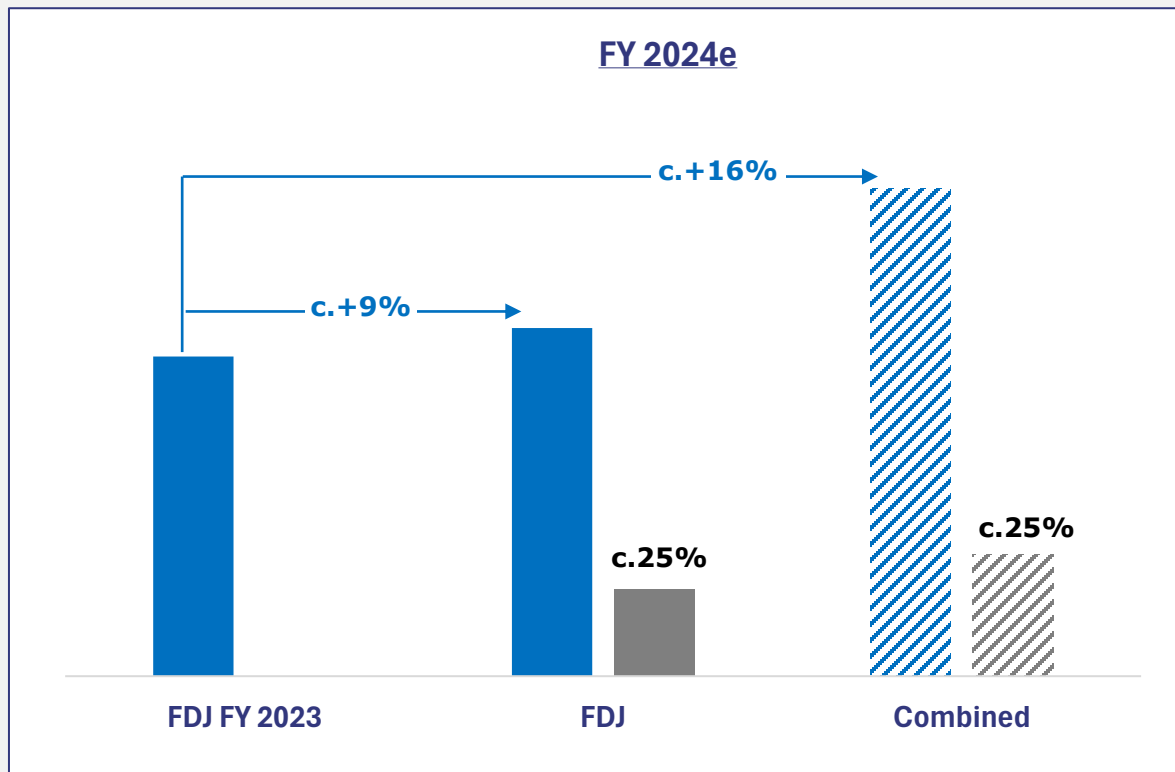


■ Revenue (€bn)

■ Recurring EBITDA – Recurring EBITDA margin (%)

* FDJ has estimated the combined revenue and EBITDA for 2023, the first half of 2024 and the first nine months of 2024, in order to illustrate the significant effects that the Kindred acquisition would have had on the FDJ Group if it had occurred respectively on 1 January 2024 and 1 January 2024, and on the basis of the scope that would be retained by FDJ (Norway and other .com sites). Kindred has also announced its gradual exit from the US market, completed by the end of the first half of 2024. As Kindred has not published any financial information on those markets in the scope of consolidation that the Group has announced it will not retain, FDJ has estimated Kindred's revenue and EBITDA in this consolidation scope without taking into account potential synergies and exit costs and using a consistent presentation of revenue. The average EUR/GBP rate used is 0.865675 for 2023, 0.854647 for the 1st half of 2024 and 0.851351 for the 9M

FY 2024 reported combined group (FDJ + Kindred) figures*



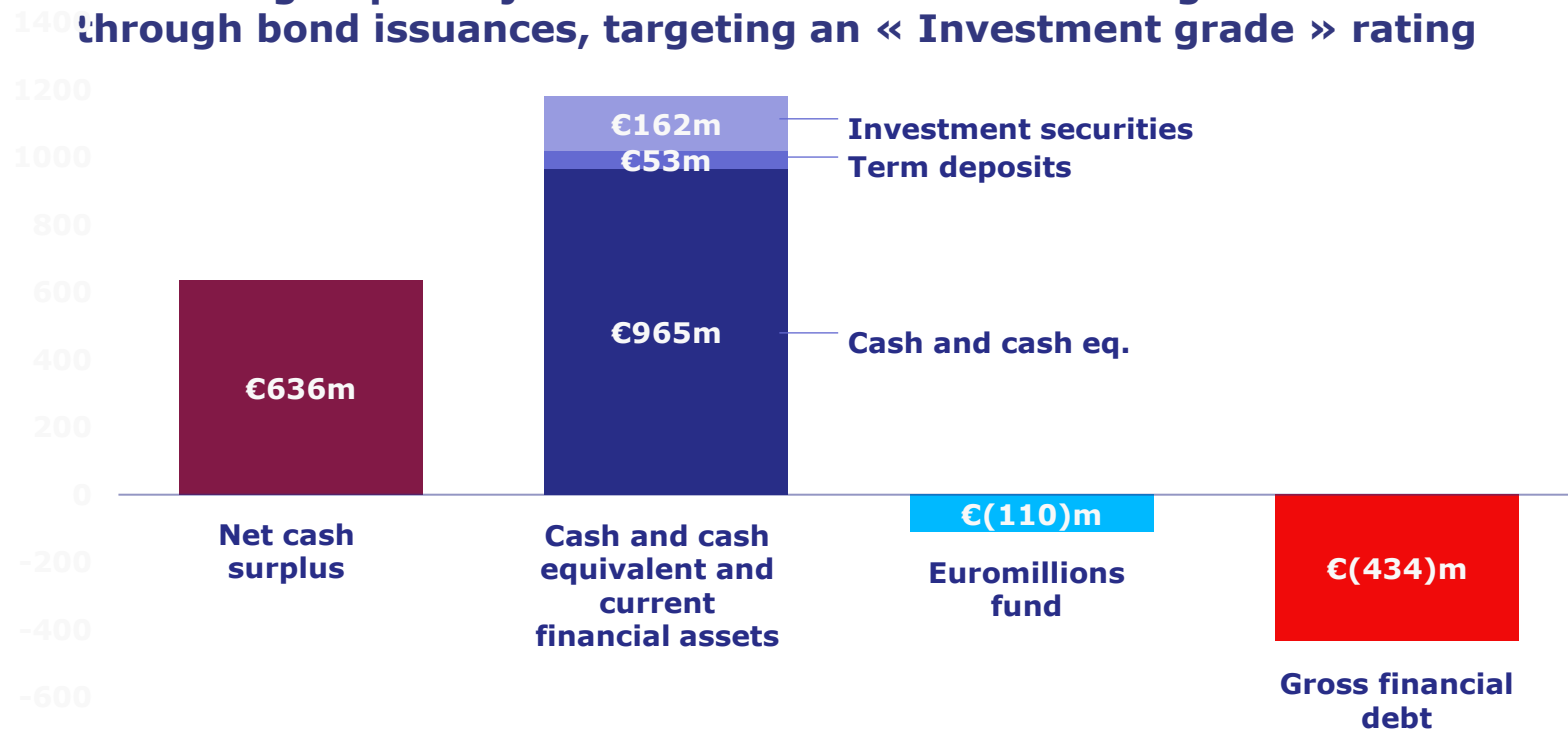
- Revenue
- Recurring EBITDA – Recurring EBITDA margin (%)

* Based on the scope that would be retained by FDJ (planned exit of Norway and other .com sites, and excluding the US)

With Kindred consolidated from October 11 based on activities retained by FDJ

Debt & Net Cash Position post Kindred bridge financing

- FDJ financed the acquisition of Kindred shares using a large part of its available cash and through a bridge loan from leading French and international banks
- The FDJ group's objective is to refinance the bridge loan on attractive market terms, in particular through bond issuances, targeting an « Investment grade » rating



October 7, 2024:

- €2,000m bridge loan drawn
- to be refinanced

