

1<sup>st</sup> quarter 2022

# Revenue

21 April 2022

Investor presentation

# Disclaimer

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# Q1 2022: key highlights

## Good momentum supporting full-year guidance

- ◆ **Q1 2022 revenue up 14% to €0.6bn based on stakes up 10% to €5.1bn**
  - ◆ **Strong growth in POS stakes: +12%, thanks to marketing and commercial initiatives**
  - ◆ **Online: solid underlying performance vs. an exceptional Q1 2021, with stakes reaching €575m (+1%), representing more than 11% of total stakes**
  - ◆ **Good momentum of lottery revenue (+14%) and sports betting revenue (+13%)**
  - ◆ **Q1 2021: c.10% of the retail network (mainly bars) closed and several lottery long cycles**
- ◆ **Rating A1+ Moody's ESG Solutions maintained for the 4<sup>th</sup> consecutive time**

# Continuous focus on extra-financial performance

## Renewed Moody's ESG Solutions A1+

- ◆ **FDJ ranks in the top 5% of companies worldwide**
- ◆ **The continuous improvement of the rating illustrates the Group's commitments**

	2019	2020	2021	2022
Rating	A1+	A1+	A1+	A1+
Score	66/100	66/100	70/100	72/100

**Ranking  
worldwide<sup>(1)</sup>  
15<sup>th</sup>**

**Ranking  
HLGS<sup>(2)</sup>  
1<sup>st</sup>**

<sup>(1)</sup> 5 000 companies

<sup>(2)</sup> Hotel – Leisure Goods & Services (45 companies)

# Q1 2022: key figures

## Revenue

€613m

+14.0%

Lottery: +14.0%  
Sports betting: +13.4%

## Stakes

€5.1bn

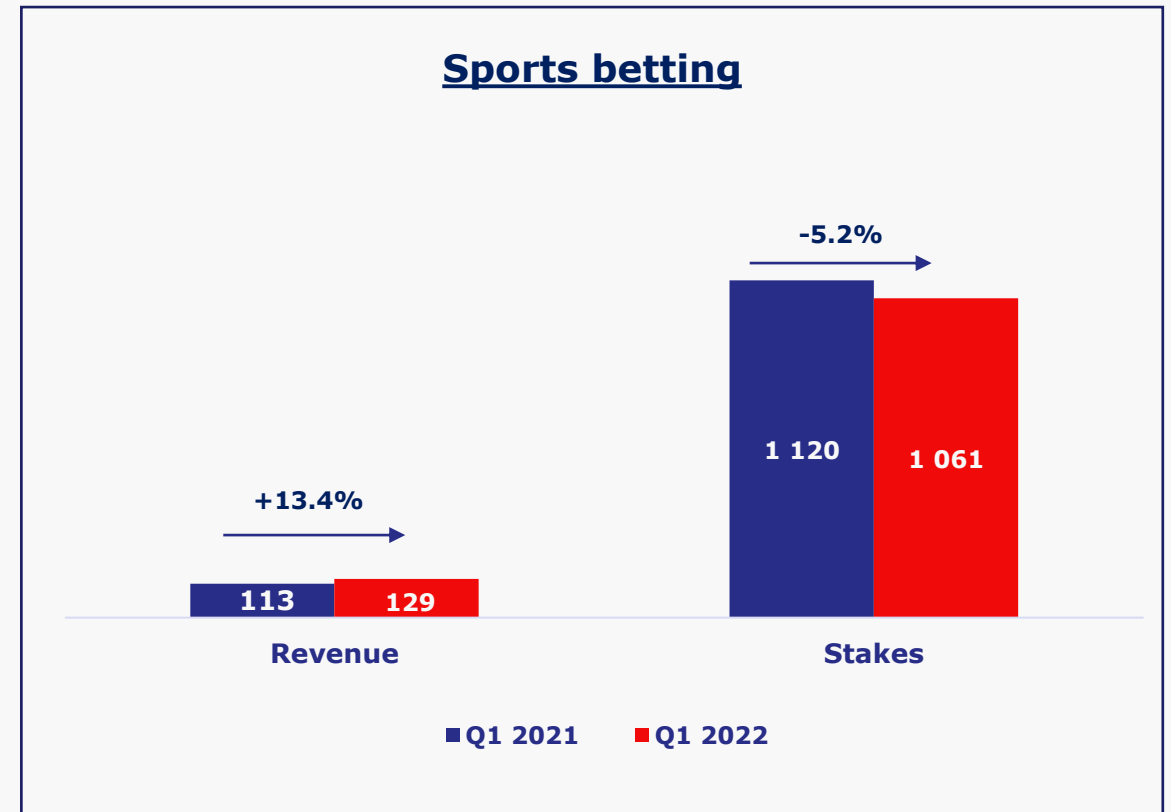
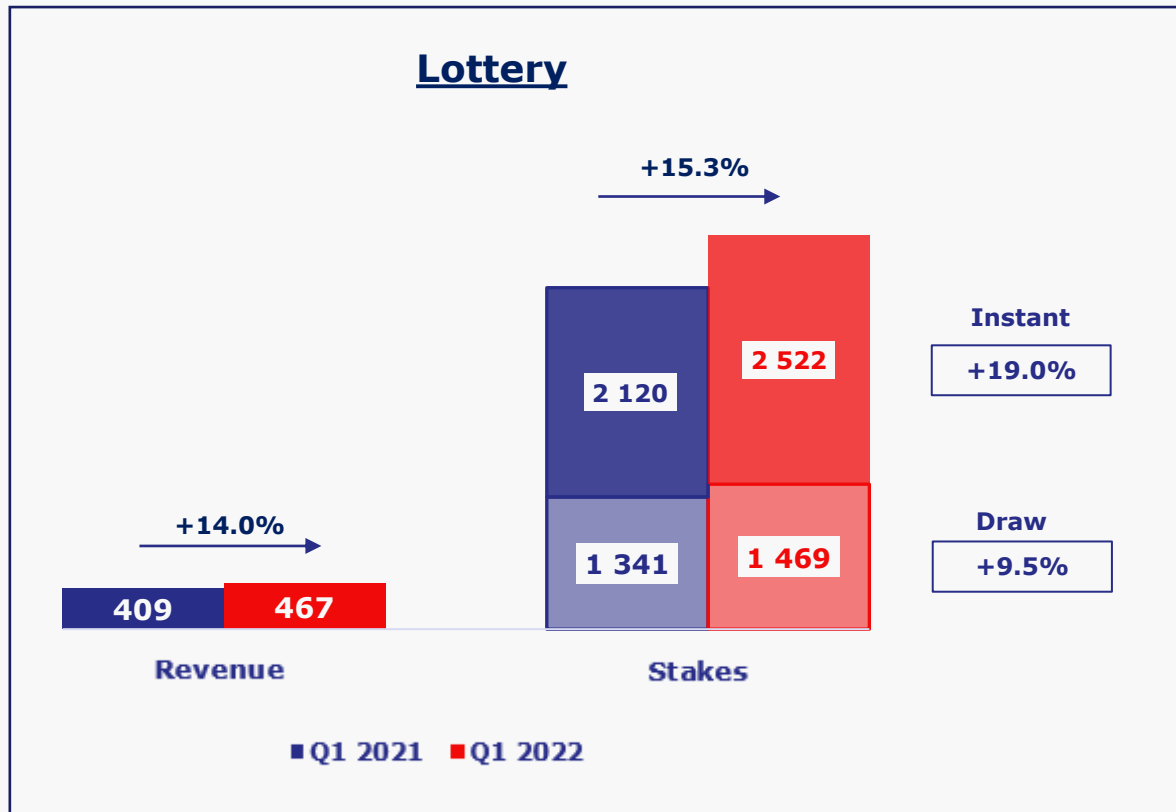
+10.2%

Lottery: +15.3%  
Sports betting: -5.2%

POS: +11.5%  
Online: +1.0%

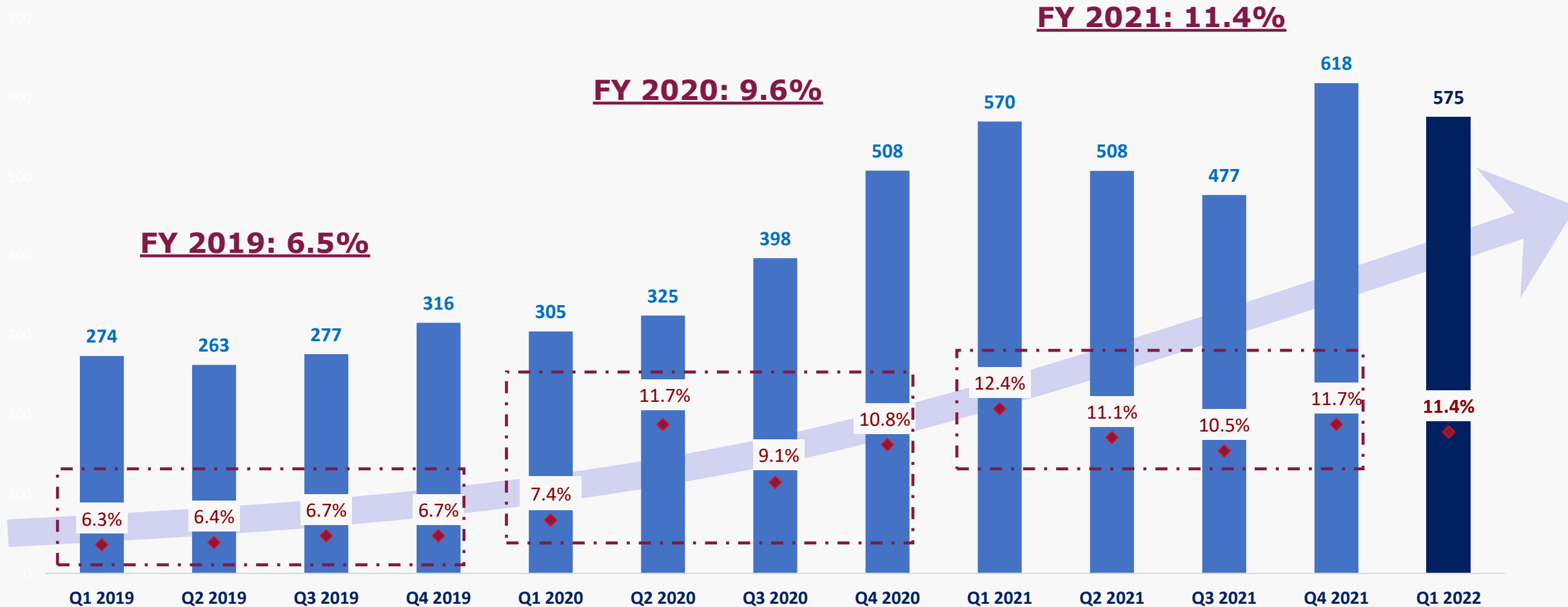
# Revenue – Stakes Q1 2022

€613m revenue; +14% vs. Q1 2021



# Solid underlying performance online

Robust online penetration



# 2022 upcoming communications

- ◆ **Combined general meeting of shareholders**
  - ◆ 26 April, at 2.30pm CET
  - ◆ Dividend of €1.24 per share with payment on 4 May
  
- ◆ **H1 results**
  - ◆ 28 July, after trading hours
  
- ◆ **Q3 revenue**
  - ◆ 13 October, after trading hours





# Q&A

◆ Thank you