

# 2021 Q3 / 9M revenue

14 October 2021

Investor presentation

# Disclaimer

**This document may contain certain forward-looking statements which are based on estimations and forecasts. By their nature, these forward-looking statements are subject to important risks and uncertainties and factors beyond our control or ability to predict, in particular those described in FDJ Registration Document which is available on the website**

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**In this presentation, 2019 figures have been adjusted for the new regulatory/fiscal regime in force as of 01 January 2020 and the acquisition of Sporting Group on a full-year basis but they are not adjusted from exceptionally long lottery cycles.**

# Key facts

## H1 good momentum continued

- ◆ **Market conditions normalized since mid-June**
  - ◆ Offline rebound confirmed
    - ◆ 30,000-POS network fully opened from early June
  - ◆ Online growth normalized
    - ◆ Online lottery growth driven by player base enlargement
- ◆ **Confirmed 2021 guidance**

**In this presentation, Q3 variations are reported vs. 2020  
while 9M variations are reported vs. 2019**

# Key figures

H1 good momentum continued

**Q3**  
**vs.**  
**2020**

**Revenue**  
**€529m**  
**+5.1%**

**PPO**  
**68.9%**  
**-30 bp**

**Stakes**  
**€4.5bn**  
**+3.6%**

**9M**  
**vs.**  
**2021**

**Revenue**  
**€1611m**  
**+7.5%**

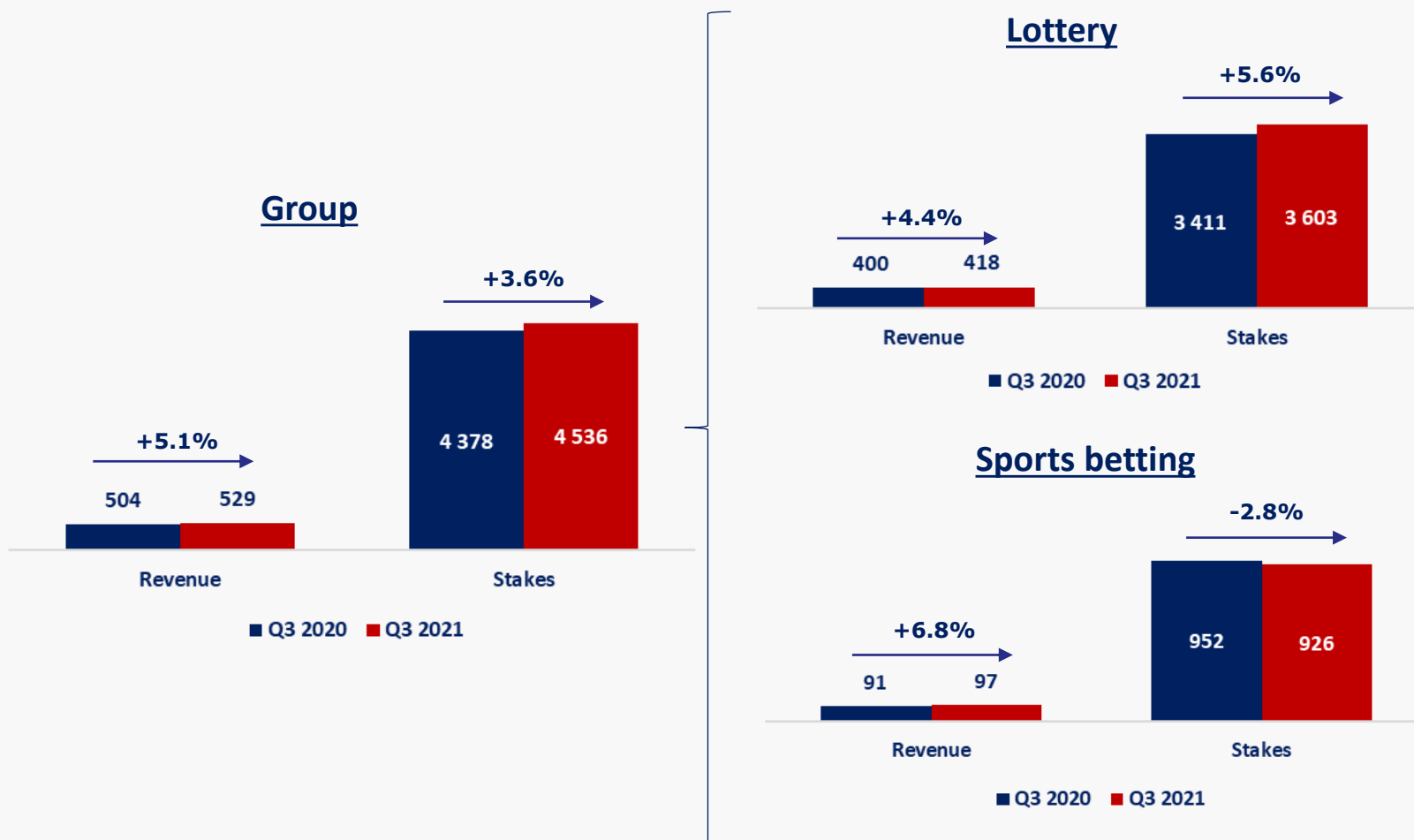
**PPO**  
**68.8%**  
**+60 bp**

**Stakes**  
**€13.7bn**  
**+8.9%**

2019 data adjusted for new fiscal regime and Sporting Group acquisition on a full-year basis

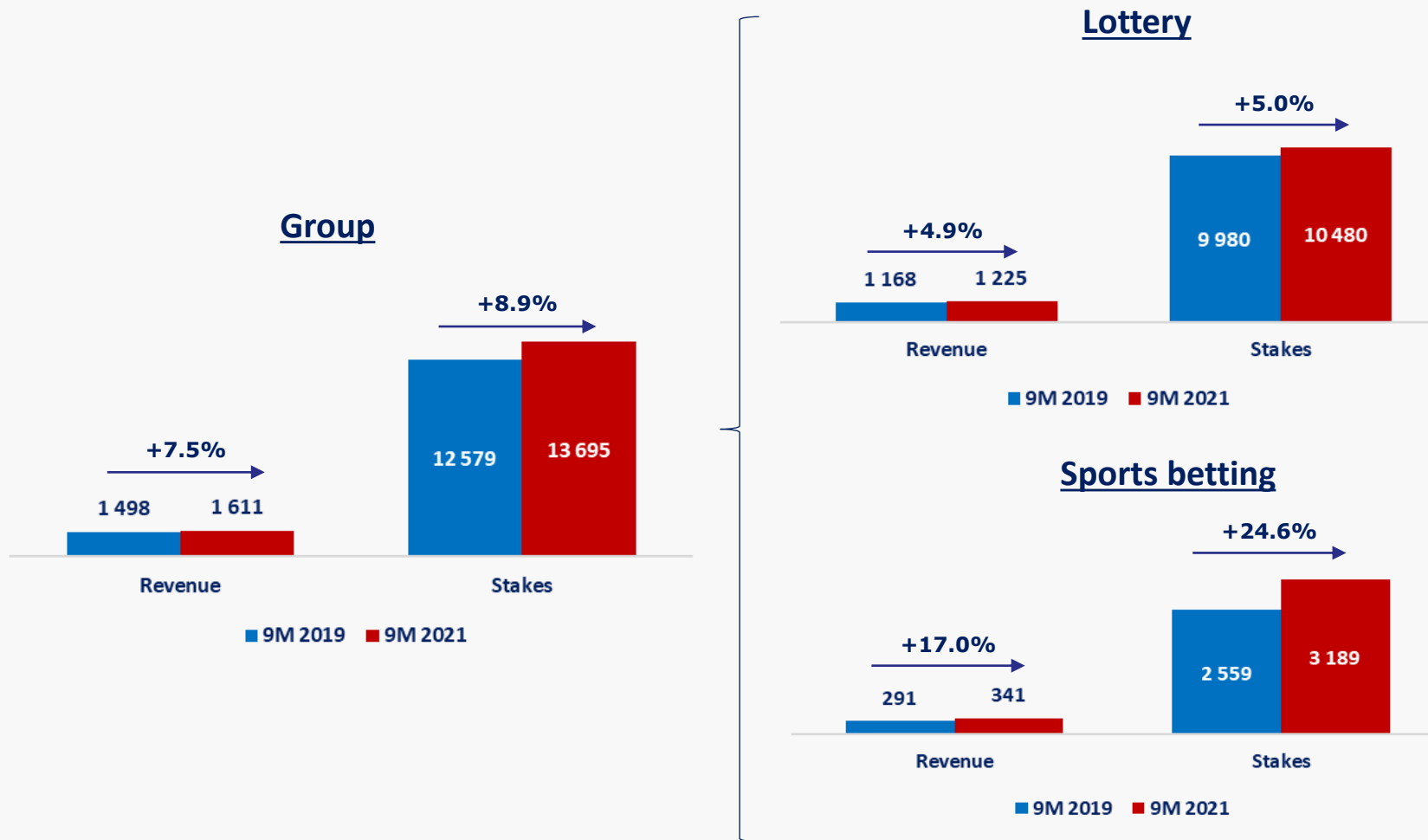
# Revenue – Stakes Q3

€529m revenue; +5% vs. Q3 2020



# Revenue – Stakes 9M

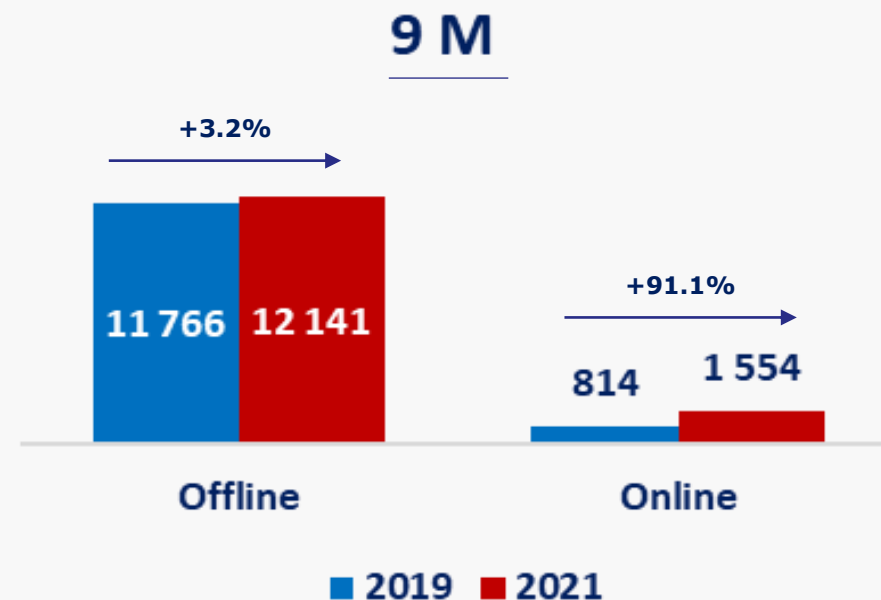
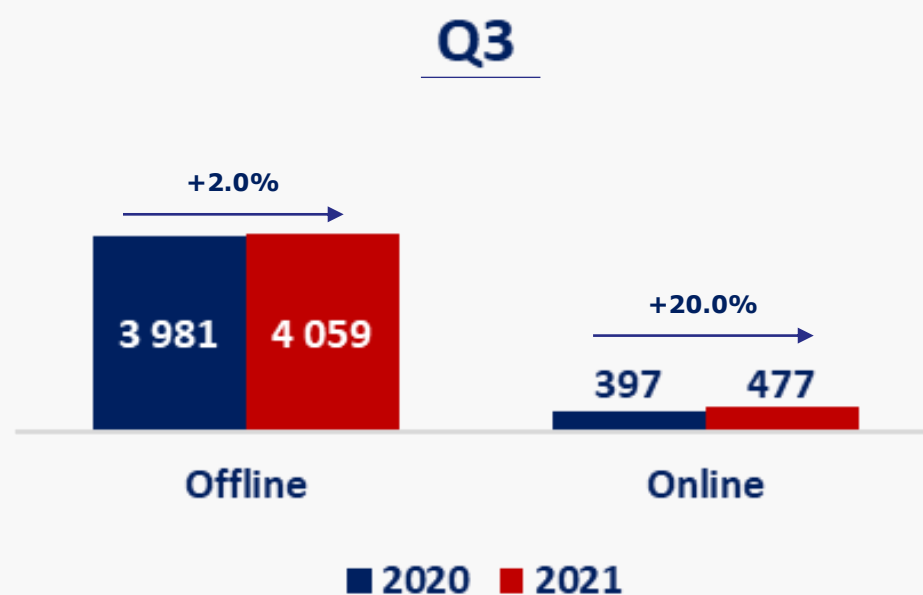
€1 611m revenue, +8% vs. 9M 2019



2019 data adjusted for new fiscal regime and Sporting Group acquisition on a full-year basis

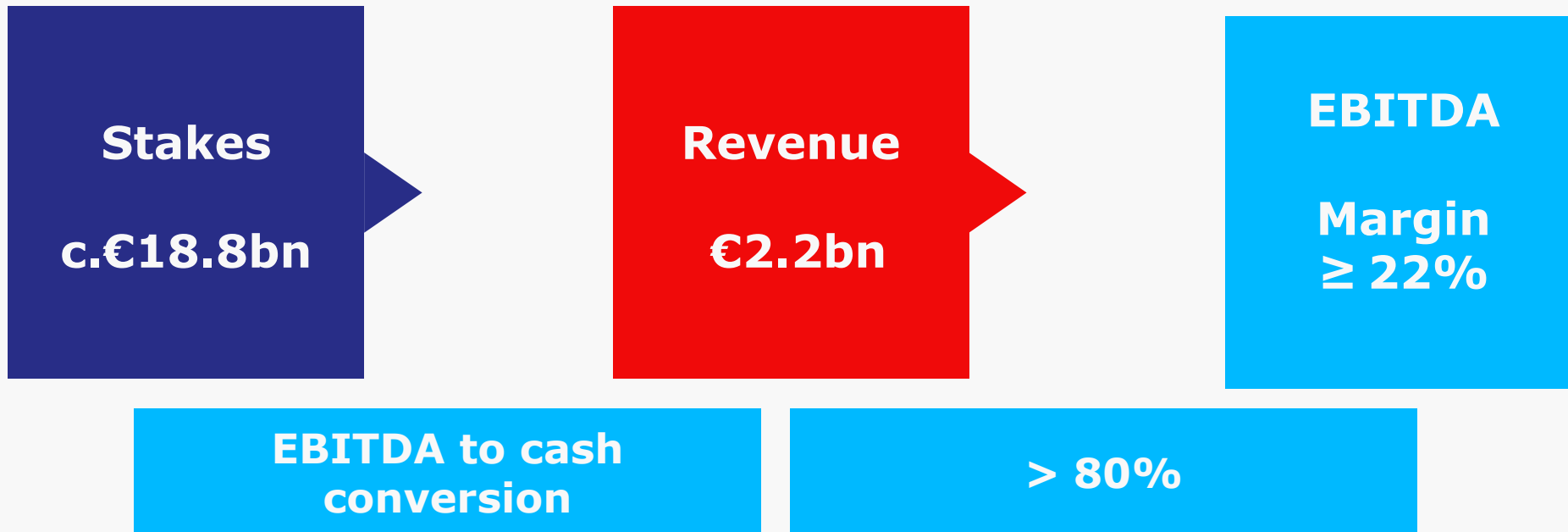
# Stakes by channel

Offline rebound confirmed and online growth normalized



# Confirmed 2021 outlook

H2 2021: good momentum and acceleration in investments

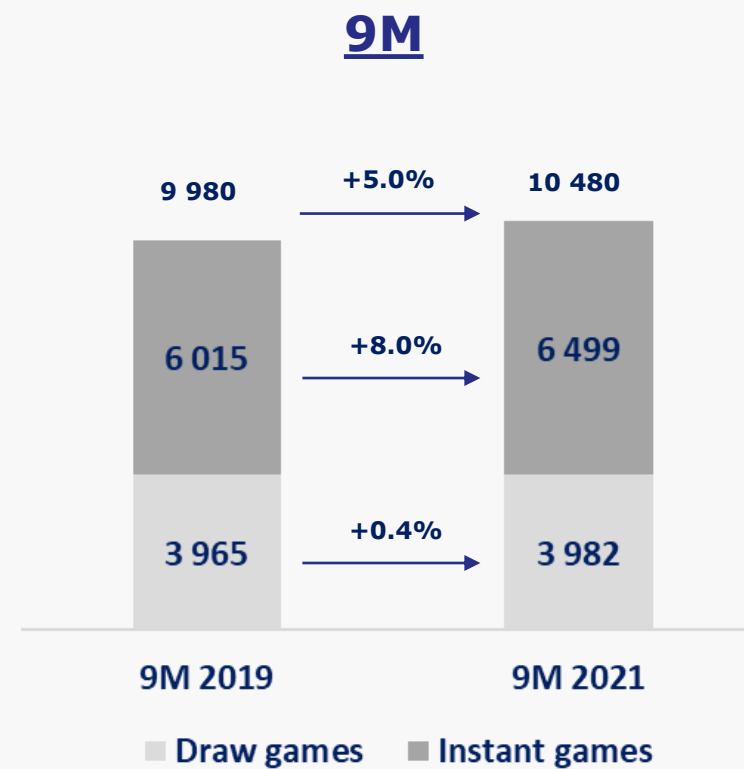
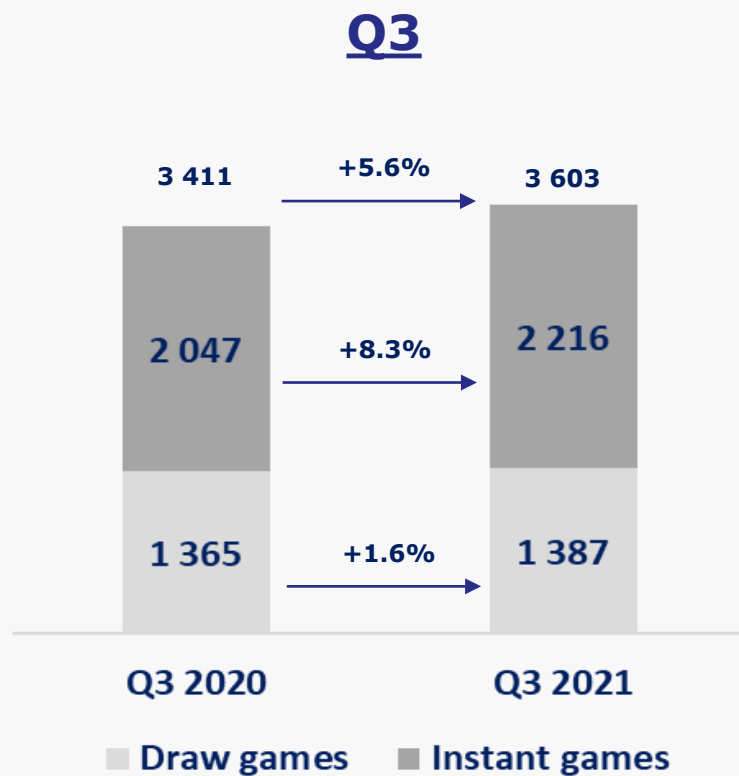






# Appendix

# Lottery Stakes





# Q&A