

# 1<sup>st</sup> quarter 2021

## Stakes and revenue

15 April 2021

Investor presentation

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# Q1 2021: key highlights

Good momentum despite the impact of the health crisis

## Health crisis impact over the entire 1<sup>st</sup> quarter of 2021 vs. the 2<sup>nd</sup> half of March 2020

- ◆ **c.10 % of the retail network closed (on average in Q1 2021)**
  - ◆ Bars and points of sale in shopping centres of over 10,000 sqm
    - ◆ Amigo game particularly impacted; in 2020, Amigo was halted by FDJ on 19 March
- ◆ **Curfew – lockdown**
  - ◆ Curfew from 6pm then 7pm
  - ◆ Journey restriction measures (nationwide since 20 March)
- ◆ **Usual schedule of sporting events**
  - ◆ In 2020, sports betting events started to wane on 07 March before a near-complete halt mid March

# Q1 2021: key highlights

Good momentum despite the impact of the health crisis

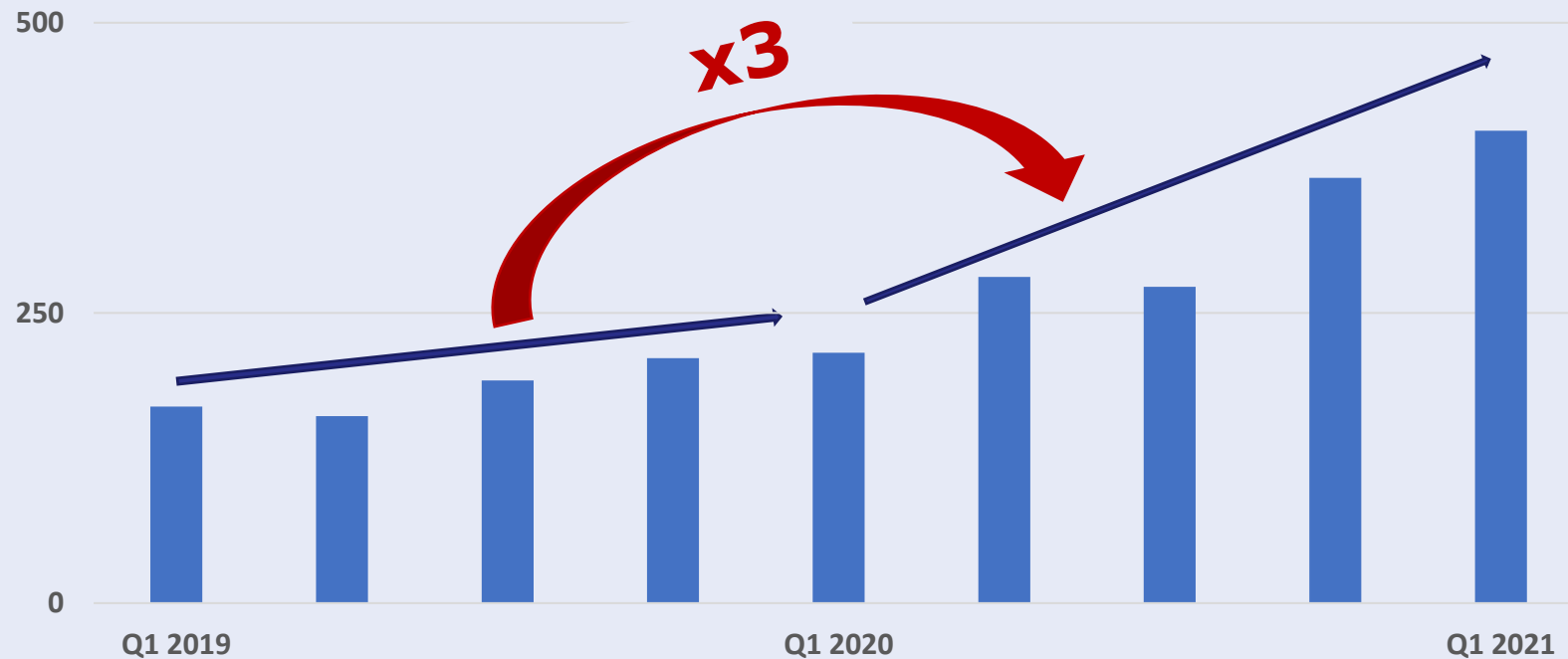
## Good momentum

- ◆ **Compared with Q1 2019: stakes up 6% and revenue up 4%**
- ◆ **Compared with Q1 2020: stakes up 12% to €4.6bn and revenue up 5% to €0.5bn**
  - ◆ **Growth across all game ranges and all channels**
    - ◆ Continuation of the strong growth in online stakes: +87% to €0.6bn; 12% of total stakes vs. 7% in Q1 2020
    - ◆ POS activity preserved despite health measures impact: +6%
    - ◆ Sports betting momentum confirmed: +46%
    - ◆ Good performance of Loto and Euromillions: +24%
    - ◆ Instant games growth: +5%

# Lottery: strong growth in online stakes

In Q1 2021, online lottery benefits from the enrichment of its offering and the widening of its customer base in 2020

Quarterly online lottery stakes (€m)



# Q1 2021: key figures

**Stakes**

**€4.6bn**

**+11.8%**

**Lottery: +3.8%**  
**Sports betting: +46.1%**

**POS: +5.7%**  
**Online: +87.2%**

**PPO\***

**68.7%**

**+117bps**

**Revenue**

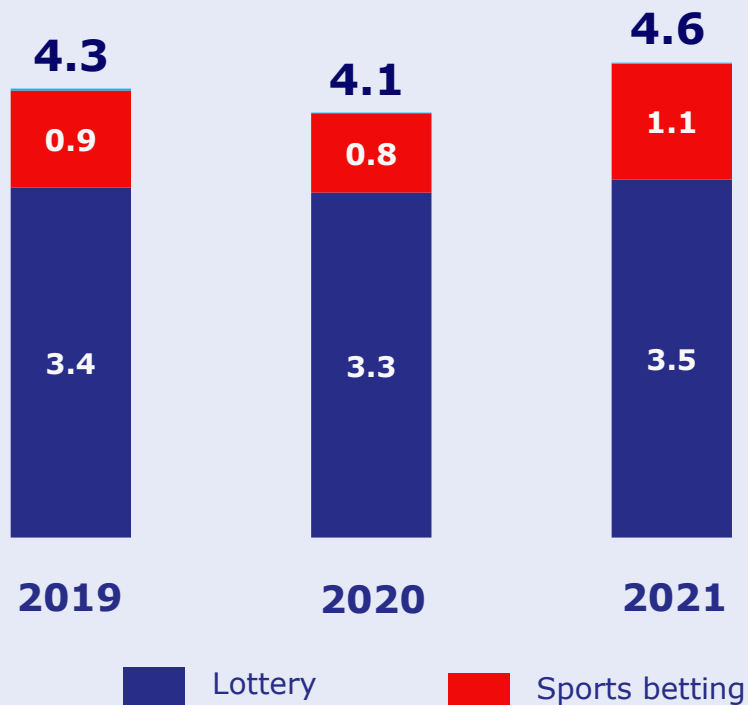
**€538m**

**+5.2%**

\* PPO = player pay-out ratio

# +11.8% growth in stakes

In €bn



## Q1 2021 vs. Q1 2020 (vs. Q1 2019)

**FDJ: +11.8% (+5.8%)**

**Lottery: +3.8% (+2.2%)**

- Draw games : +2.6%
- Instant games: +4.6%
- Online lottery: +88.5%

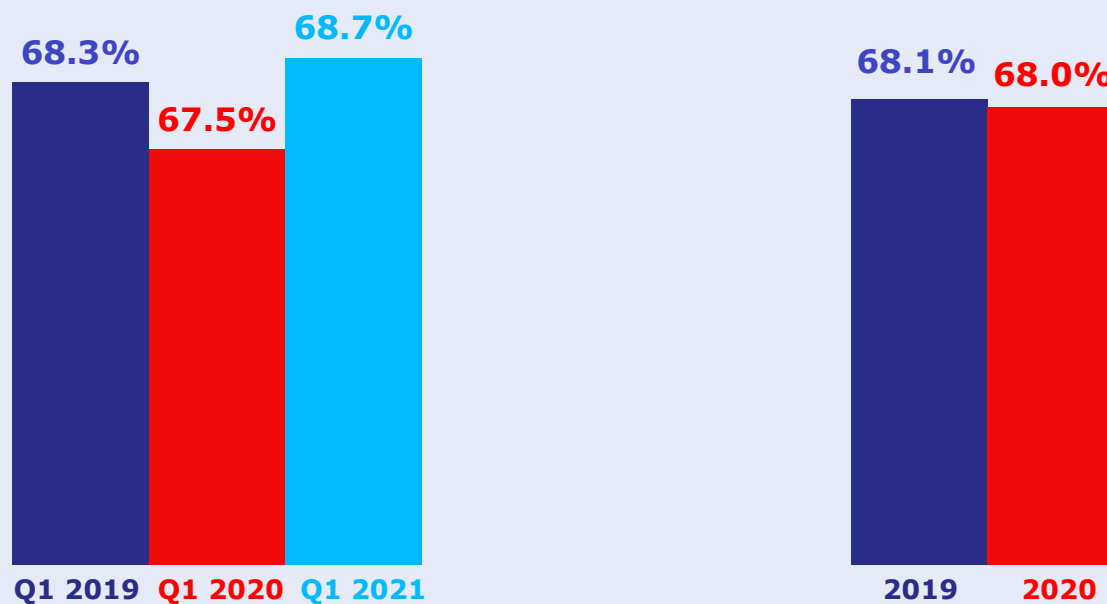
**Sports betting: +46.1% (+19.7%)**

**POS: +5.7 % (-1.1%)**

**Online: +87.2 % (+108%)**

# Player payout ratio (PPO)

Q1: 68.7% in 2021 vs. 67.5% in 2020





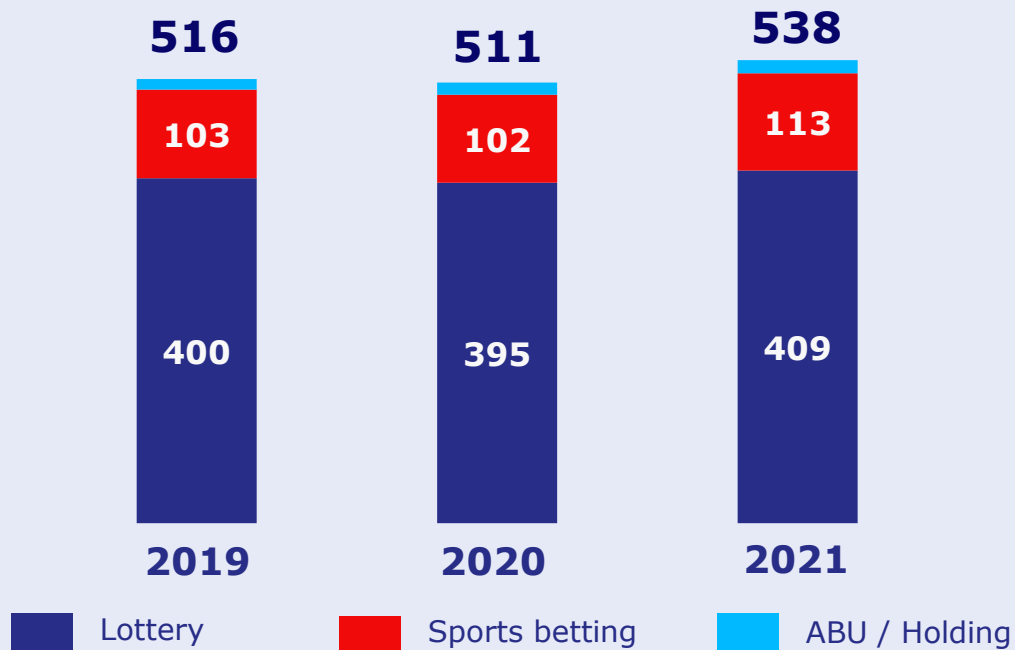
# +5.2% revenue growth

In €m

Stakes  
**+11.8%**

**PPO: 68.7% in 2021  
vs. 67.5% in 2020**

Revenue  
**+5.2 %**



**T1 2021 vs T1 2020 (vs T1 2019) :**  
**FDJ : +5.2 % (+4.3 %)**



# Q&A