



2022 Q3 / 9M revenue

13 October 2022

Investor presentation

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Key facts

Good momentum continued

- ◆ **Q3 revenue up 12% to €592m**
 - ◆ Lottery good performance continued :
 - ◆ Revenue up 14% to €478m thanks notably to many high Euromillions jackpots
 - ◆ Sports betting revenue stable at €97m, ahead of FIFA World Cup
 - ◆ Maintained good PoS stakes momentum (+6%) and strong online growth (+35%) reaching 13% of total stakes
- ◆ **9M revenue (at end-September) up 12% to €1,805m**
- ◆ **FY 2022 revenue expected up more than 8% with an EBITDA margin rate close to 24%, above expectations at the beginning of the year**

Key figures

H1 good momentum continued during Q3

Q3 vs 2021

Revenue
€592m
+12.0%

Stakes
€4,945m
+9.0%

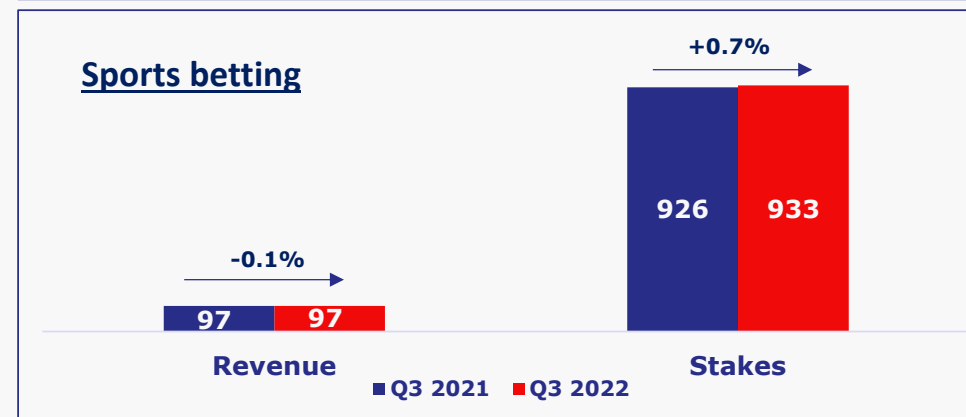
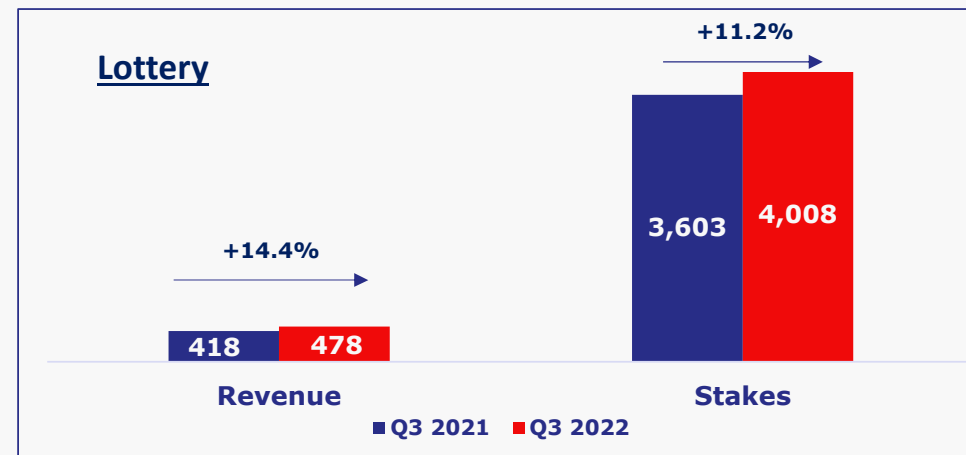
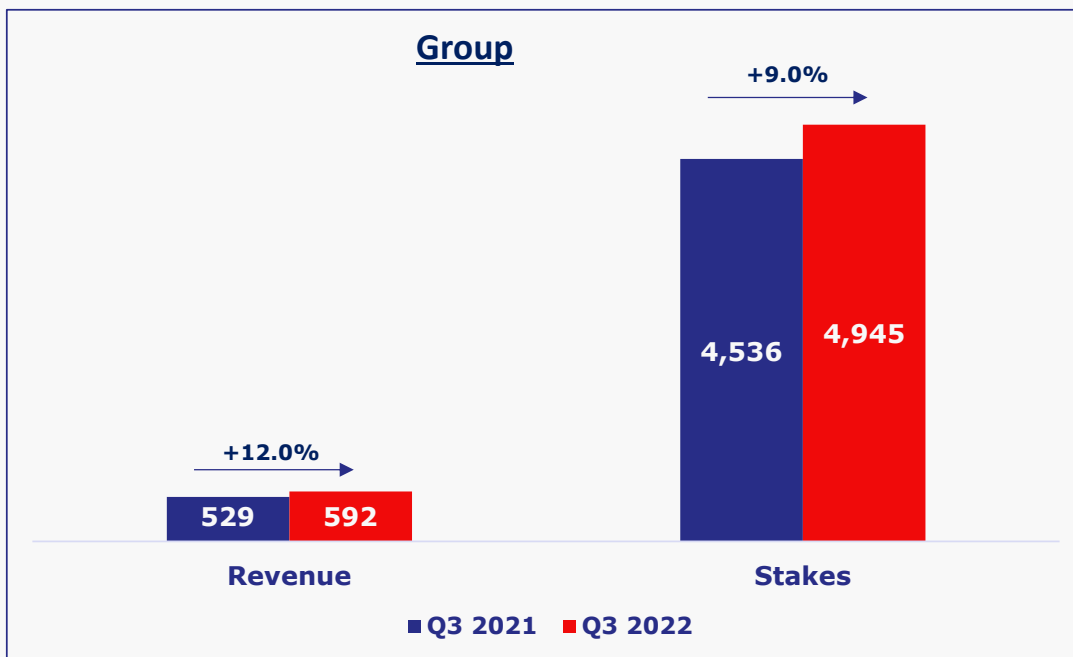
9M vs 2021

Revenue
€1,805m
+12.0%

Stakes
€14,991m
+9.5%

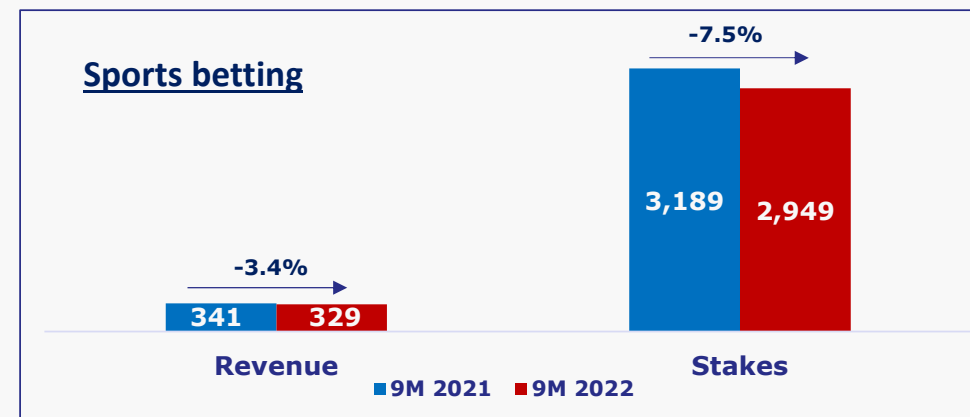
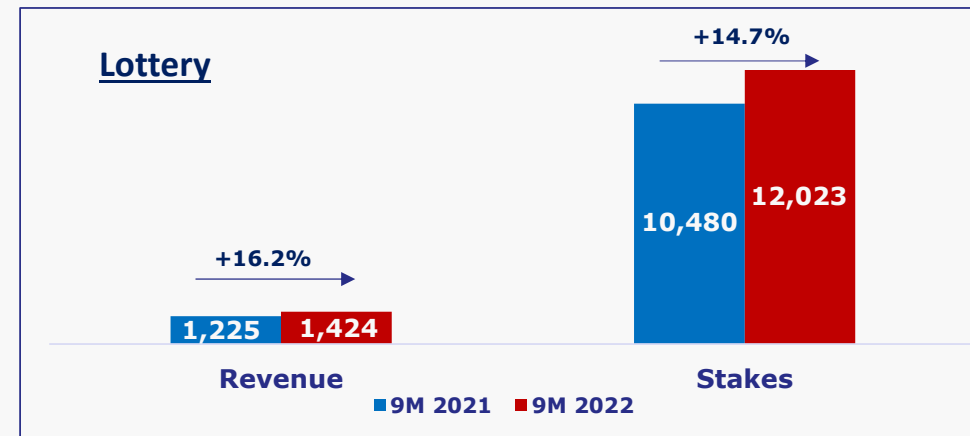
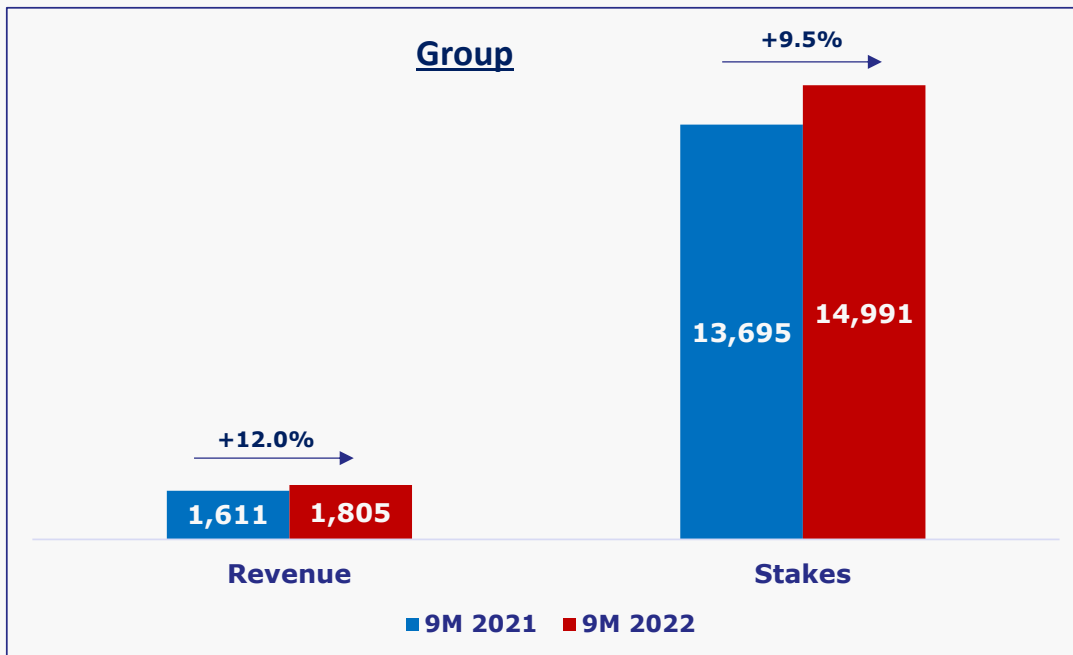
Revenue – Stakes Q3

€592m revenue; +12% vs. Q3 2021



Revenue – Stakes 9M

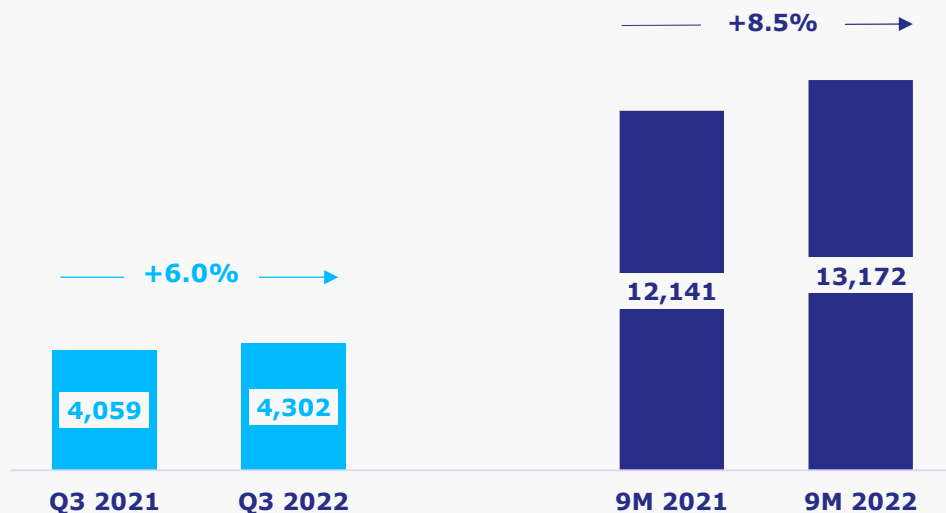
€1,805m revenue; +12% vs. 9M 2021



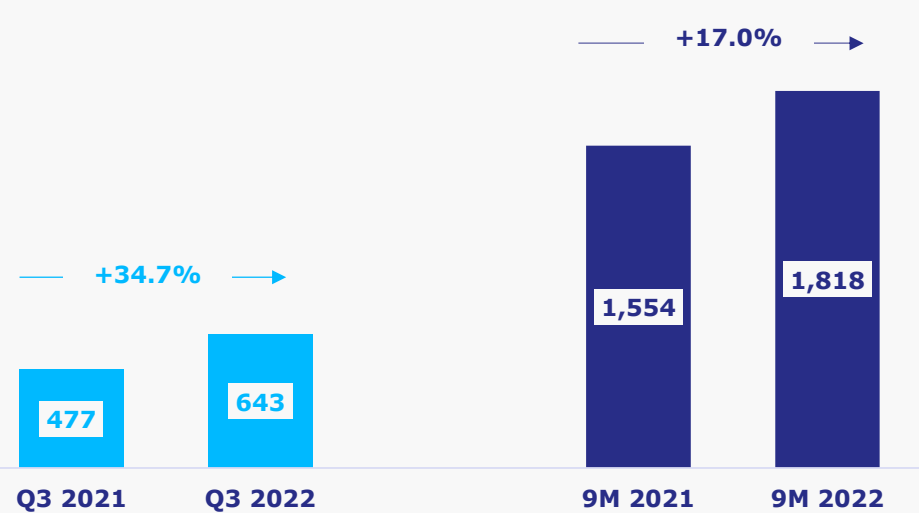
Stakes by channel

Good PoS momentum and strong online growth

PoS stakes (€m)



Online stakes (€m)



2022 outlook

Above expectations at the beginning of the year

**Revenue
growth
c. > +8%
(vs. c. +5%)**

**EBITDA
margin c. 24%
(vs. > 23.5%)**



Q&A