



Press release  
Paris, January 30, 2018

## FOCUS HOME INTERACTIVE

Q4 2017 revenue: €32.1m

12-month turnover: €79.5m; +5%

**FOCUS HOME INTERACTIVE** (FR0012419307 ALFOC), video game publisher, has announced a turnover of €32.1 million for the fourth quarter of 2017-18, down 18% year-on-year. As a reminder, in the last quarter of 2016, the Group had its biggest launch in its history with the release of Farming Simulator 17.

These Q4 numbers exceeded Group projections and allowed FOCUS HOME INTERACTIVE to post a 12-month turnover of €79.5 million, up 5% compared with the same period in 2016. This new increase in activity can be attributed to the excellent performance of Spintires: MudRunner, released at the end of October.

As a reminder, the group has moved its fiscal year to end March 31, 2018 to be more in line with the seasonality of the company's business. On April 26, 2018, the Group will present the 5<sup>th</sup> and final quarter of its 2017-18 business year.

*Review of quarterly and 12-month total turnover*

Period (in €m)	2017	2016	Change
1 <sup>st</sup> quarter	14.0	9.0	+55%
2 <sup>nd</sup> quarter	23.2	18.7	+24%
3 <sup>rd</sup> quarter	10.1	8.6	+18%
4 <sup>th</sup> quarter	32.1	39.3	-18%
12-month total	79.5	75.6	+5%

## Two successful and high-potential new licenses

In the 4<sup>th</sup> quarter, the launch of Spintires: MudRunner was a surprise hit on the market. With over half a million games sold in only two months, the Saber Interactive title has already emerged as one of the new flagship licenses of FOCUS HOME INTERACTIVE. In addition to its strong reception on PC, notably via the Steam platform, the game has seen notably strong sales on consoles, with a particularly favourable reception in the US. This success is another example of the Group's expertise in identifying high-potential licenses and promoting original content globally and on all platforms.

Cédric Lagarrigue, Chairman of the FOCUS HOME INTERACTIVE Management Board, said: *"We are truly proud to have made MudRunner a force on the international market in such a short period of time. With the studio, we have launched new developments that will enable us to release a "MudRunner USA" extension in a few months, integrating official vehicles made by prestige brands and an American environment. The idea is to make MudRunner into a strong video game franchise, as we did with Farming Simulator."*

The end of 2017 was also marked by the launch of a paid extension of the game The Surge titled: "A Walk in the Park". This extension was well received by players and the press, boosting visibility for the Deck13 game. At end December, the game had sold close to 500,000 copies, making it one of the major successes of the year. The German studio Deck13 brought home several awards for The Surge: Best German Game of the Year, Best Studio and Best Graphics. The next phase of the collaboration between the studio and Focus will be unveiled shortly.

Performance for the quarter was also sustained by the continued strong sales of Farming Simulator 17, which benefited from the release of the Platinum version of the game, available on all platforms since November 14, 2017. The release of the game on Switch was well received by players, although the number of installed consoles is still limited, despite the remarkable success of the Nintendo console.

Over 12 months, the back catalogue accounted for 42% of sales. Turnover from online platforms accounted for the majority of the Group's turnover, with digital sales representing 60% of the total turnover. Sales generated internationally accounted for 87% of turnover.

In the end, with two successful new licenses in 2017, FOCUS HOME INTERACTIVE achieved its dual objective of ramping up its Gamer catalogue and promoting original concepts. This dual achievement once again illustrates the pertinence of its model and its positioning in service of value creation.

## 5<sup>th</sup> quarter 2017-18: sustained activity

From January 1<sup>st</sup> to March 31, 2018, growth vectors will remain unchanged, with sales of Spintires: MudRunner remaining particularly robust.

Games in production, a number of which have not yet been unveiled, will be presented to the global press on the occasion of "What's Next for Focus", the annual event organised by the Parisian publisher, which will take place on February 7 and 8, 2018 in Paris.

## Milestone of €100m in turnover in 2018 (January to December)

As previously announced, 2018 should see the Group reaching a new milestone in its growth with the release of major new games such as Call of Cthulhu (Cyanide) and Vampyr (DontNod), which are listed in many rankings among the most anticipated games of the year

published by the largest global media outlets in the field (IGN, Gamespot, Polygon, Kotaku, etc.),

Farming Simulator will also be back in its 19<sup>th</sup> version, with important new features anticipated by the game's fans and a new game engine that will yield visuals close to the best productions on the market. The Group's second simulation game, Mudrunner, will take advantage of the release of its USA extension to relaunch in September in stores and for download in a special edition.

Other anticipated titles such as Insurgency Sandstorm (New World Interactive), BattleFleet Gothic: Armada 2 (Tindalos Interactive) on PC, Space Hulk Deathwing Enhanced Edition (Stream On) and Masters of Anima (Passtech Games) as well as a number of surprises to be unveiled at "What's Next" will complete the release schedule and bolster turnover for 2018, helping to make it an exceptional year for the publisher FOCUS HOME INTERACTIVE.

## About Focus Home Interactive

FOCUS HOME INTERACTIVE is France's third-largest publisher of video games. Its mission is to support development studios in overseeing the production, marketing, sales and financing of their projects. The publisher of successful original titles such as Blood Bowl, Tour de France, Wargame and Farming Simulator, the Group generated revenue of €75.6 million in 2016, an increase of 9.3%. FOCUS HOME INTERACTIVE generates more than 85% of its sales internationally.

## Upcoming events

### Fifth-quarter revenue for fiscal year 2017

April 26, 2018

### Annual results for fiscal year 2017-2018

July 5, 2018

All financial information pertaining to FOCUS HOME INTERACTIVE  
can be found on [www.focus-home.com](http://www.focus-home.com)



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