

FOCUS HOME INTERACTIVE

Q5 2017-18 revenue: €10.4m Fifteen-month FY 2017/18 revenue: €89.9m

FOCUS HOME INTERACTIVE (FR0012419307 ALFOC), video game publisher, announced revenues of €10.4 million for the fifth quarter (January-March 2018) of its 2017-18 exceptional 15-month financial year. The year was extended until March 31 to match the company's seasonal pattern of trading.

Q5 was boosted by strong continuing sales of the Group's flagship licenses and backcatalogue, which allowed it to post full-year revenue for fiscal 2017-18 of €89.9m.

With no major releases in the quarter, revenue was down by 25% against prior calendar year (January-March 2017), largely due to a challenging comparison base. Q1 2017 was particularly strong, driven by continuing very high sales of **Farming Simulator 17** and the launch of **Styx: Shards of Darkness**.

Sustained sales from the gamer back-catalogue and the Group's flagship licenses

MudRunner came out late in 2017 and is rapidly closing in on a million sales. Its excellent sales path endorses the Group's strategy and has made MudRunner a key title for the Group in just a few months.

Sales of **The Surge** also remained significant over the quarter. This Deck 13 title, launched in May 2017, got a boost from quality new content to lock in its fans and attract ever more new players. This backing confirms the game's as a commercial hit with more than half a million

copies sold worldwide. **The Surge 2** is under development and was announced in February at What's Next.

Note too, during the 15-month 2017-18 fiscal year, the major contribution of **Farming Simulator 17 Platinum Edition** and its Nintendo Switch version, which came out late in 2017, which boosted the brand's reach ahead of a new version launch planned for late this year.

For the full 15-month fiscal year, the back-catalogue of strong titles and successful licenses (**Blood Bowl**, **Divinity Original Sin**, etc.), contributed 42% of total sales. As Focus moves upmarket, 88% of sales are now made internationally and digital revenue accounts for 64% of the total.

2018-19: a high-potential catalogue

Calendar year 2018 kicked off with the fourth What's Next, the Group's annual trade show which this year was held in Paris on February 1 and 2.

The event benefits from increasing exposure and allowed the Group to showcase its ambitious upcoming catalogue for the French and international media, with exclusive game presentations by all the partner studios of Focus Home Interactive. 16 games, 10 studios, nearly 300 journalists and international partners met at What's Next 2018.

The current fiscal year's first big release will be on June 5, with RPG **Vampyr** (DontNod). It is already being eagerly anticipated by gamers and the specialist press across the world.

Insurgency: Sandstorm (New World Interactive) comes out this summer. The title has enormous sales potential based on its community of 3 million players loyal to this realistic and competitive title.

MudRunner gets a "**USA Extension**" late in the year, to pull in the ever-growing community of American gamers.

Other titles like, **Fear The Wolves**, a post-apocalyptic Battle Royal from Vostok Games, **BattleFleet Gothic: Armada 2** (Tindalos Interactive), and the much-anticipated **Call of Cthulhu** are the other scheduled releases.

Finally, **Farming Simulator 19** will offer all its fans and sim game enthusiasts throughout the world the best-ever farming experience, the most complete and richest ever from the Giants team.



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