



FOCUS HOME INTERACTIVE

H1 revenue for fiscal 2018/19 up 33% at €44.3m

Record H1 driven by sales of *Vampyr* and the back catalogue's excellent performance

Strategic promotion of key talent to support the Group in its long-term evolution

French video games publisher **FOCUS HOME INTERACTIVE** (FR0012419307 ALFOC) has reported its first-half revenues for FY 2018/2019 (April-September). Over the first six months of its fiscal year, FOCUS HOME INTERACTIVE generated record revenues* of €44.3m.

Excellent H1 2018/2019

After the successful launch of *Vampyr* where the game topped the charts in France, the UK, Germany and in many other countries, Dontnod's game enjoyed tremendous success throughout the second quarter. With praise heaped on it for its production and script, *Vampyr* is a further confirmation, after *MudRunner* and *The Surge* in 2017, of the Group's ability to create a major event with games that combine unprecedented concepts and high-potential universes.

The good H1 sales were also driven by the growth of the back catalogue, up €11.1m compared to the same period in 2017 (April to September 2017), illustrating the breadth of the video game catalogue with titles enjoying long lifespans. Its proportion of H1 sales was stable at 45% of total sales vs. 46% a year earlier.

FOCUS has also successfully renewed its partnerships for "FOCUS Publisher Weeks", during which Steam and Microsoft promoted FOCUS HOME INTERACTIVE, enabling the Group to sell hundreds of thousands of copies of its games. At end-September, digital sales accounted for 65% of revenues for the period and international sales amounted to more than 90%.

Q3 2018/2019: a new direction in the Group's growth

In Q3, the Group will continue to maximise the potential of the **Vampyr** licence. After the game's impressive success on PC, Xbox One and PS4, it will be Nintendo Switch's turn to welcome the DontNod title to reach an even wider audience.

MudRunner, the million-seller which was released at end-2017 on consoles and PC, benefited on 23 October from the release of a major extension: **American Wilds**. In addition to offering a richer off-road driving experience in unique American environments, the franchise has for the first time attracted prestigious vehicle brands, with partners such as Ford, General Motors, Hummer, Chevrolet, etc.. From its release the extension was ranked in the Top 10 of best sales on the Steam platform.

Call of Cthulhu, another major title to appear on consoles and PC on 30 October was presented to the press during the 2018 Gamescom. Journalists from around the world had the opportunity to preview the first three hours of the game and praised the title's unique atmosphere and narrative. The Focus teams are actively working on the launch of this high-potential title, eagerly awaited by gamers around the world.

With a community of more than 5 million gamers, **Insurgency: Sandstorm** (follow-up of the successful title "Insurgency") will be a major event. While the title will be available on 12 December, **Insurgency: Sandstorm** has already beaten the historical record of pre-orders generated by any Focus game on PC consequently fuelling big ambitions for the title's release in a few weeks.

Finally, the company's most famous franchise, **Farming Simulator**, will offer a complete overhaul of its graphics engine to allow all players the most successful, complete and rich "Farming" experience ever produced by the Giants Software team. **Farming Simulator 19** will be available on 20 November 2018.

FOCUS HOME INTERACTIVE will be present at the Paris Games Week which will take place 26-30 October 2018. With a "John Deere" - tractor at the Focus stand situated in the central aisle will be, easily visible for any players visiting. They can preview the new **Farming Simulator** opus as well as testing a playable version of **Call of Cthulhu**.

Strategic promotion of key talent to support the Group in its long-term evolution

FOCUS HOME INTERACTIVE has announced promotions for key people to secure its ongoing long-term growth.

John Bert has been named Chief Operating Officer (COO). John held the position of Business Director for many years. His considerable management experience and his extensive

knowledge of the market have always been major assets for the Group. With his team, John Bert has been a key contributor to the internationalisation of Focus and the marketing of titles on all distribution media (retail, digital, streaming, etc.) while participating in the development and consolidation of partnerships with Focus' key studios. The appointment of John Bert as COO represents a real continuity in the Group's skills and expertise.

Longstanding Group members, Aurélie Rodrigues will now take on the position of Sales Director, while Vincent Chataignier will manage the Business Development team (Business Development Director). The Management team also has the pleasure of announcing Dessil Basmadjian with his new position as the Group's Creative Director. He previously was in charge of the video division.

Jürgen Goeldner, Chairman of the Management Board said as a result of these new promotions: *"The appointment of John Bert as the Group's Chief Operating Officer is an excellent signal to our business partners, the FOCUS teams and the Group's shareholders. His special relations with the studios, his commercial skills and his ability to identify the sector's fundamental trends make him a key element in assisting the Group with regards to new strategic areas and its future operational priorities. FOCUS is a Group that has always been able to work with the best talents to achieve its high objectives."*

Multi-year commitment of management to support the Group

The first phase of a new management package for top and middle management as well as key talent has been approved by the Supervisory Board. Ultimately, the plan will consist of 25,000 stock options and 54,800 free shares over a 3-year period.

The Group will arrange a meeting with its partners, investors and analysts on 27 November to set out its strategic vision and its next operational priorities.

** : not audited*

About Focus Home Interactive

FOCUS HOME INTERACTIVE is a French 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 Vampyr, Mudrunner, The Surge and Farming Simulator, the Group generated revenues of €89.9m in 2017. FOCUS HOME INTERACTIVE generates more than 90% of its sales internationally.

Upcoming events

Presentation of the Group's new strategy

27 November 2018

2018/2019 H1 results & 2018/2019 Q3 revenues

24 January 2019

All financial information pertaining to FOCUS HOME INTERACTIVE
can be found on www.focus-home.com



Financial communications contacts

FOCUS HOME INTERACTIVE

Deborah Bellangé

Tel.: + 33 (0) 1 55 26 85 00

email: dirgen@focus-home.com

Investor Relations – ACTIFIN

Benjamin Lehari

Tel.: + 33 (0) 1 56 88 11 25

email: blehari@actifin.fr

Press Relations – ACTIFIN

Jennifer Jullia

Tel.: + 33 (0) 1 56 88 11 19

email: jjullia@actifin.fr