



H1 2019-20 Results
3Q 2019-20 Revenues
21st JANUARY 2020

CONTACTS

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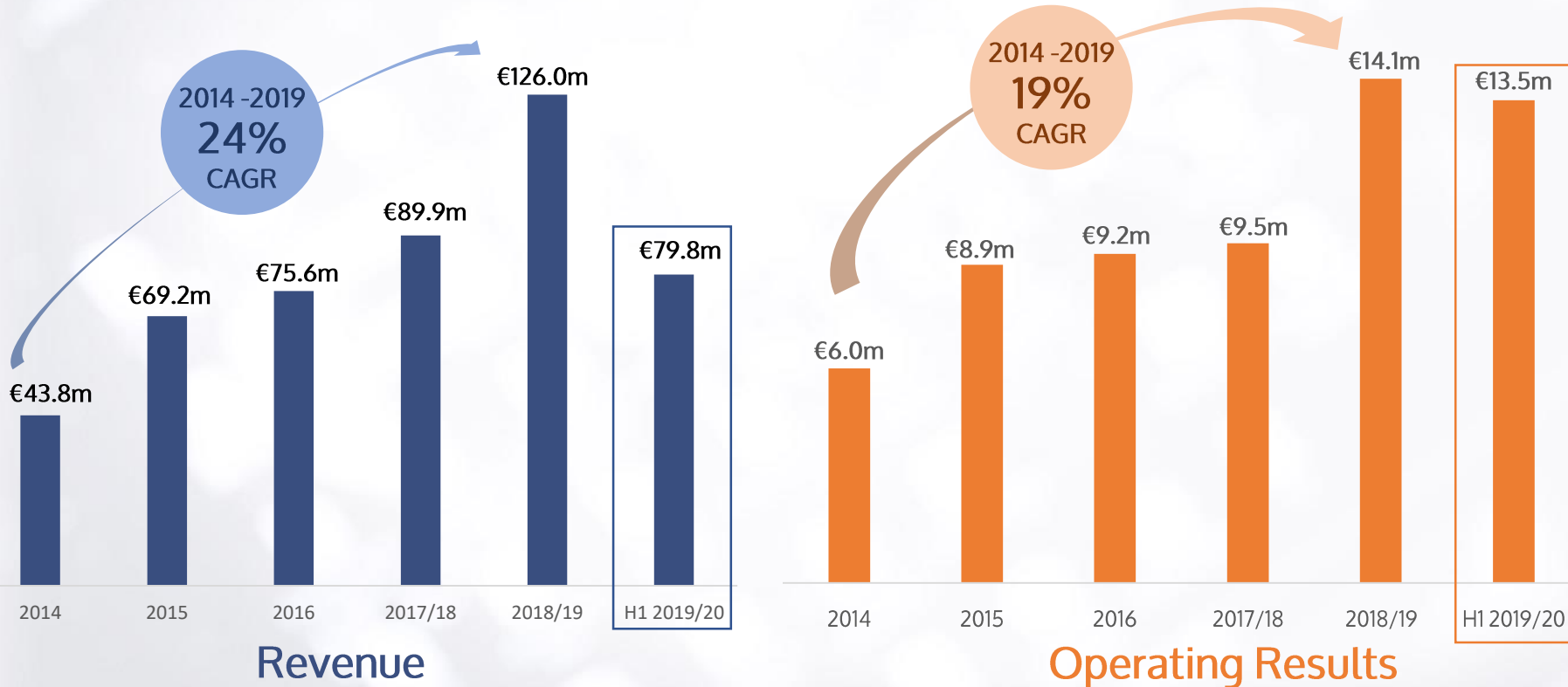
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Focus Home Interactive | A long term profitable growth story

Focus Home Interactive ("Focus") is a leading French actor in the video games publishing industry. It sources, finances, markets and distributes video games.

It collaborates worldwide with independent studios and with more than 100 distributors: via retail and on-line platforms.

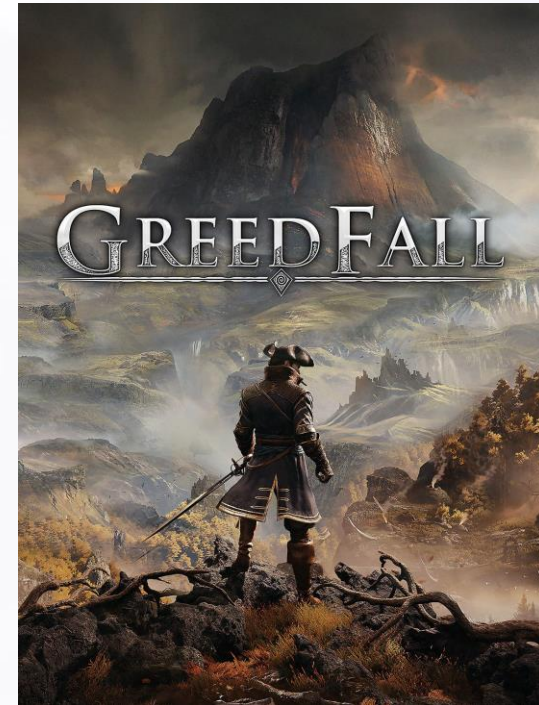
Focus' games cover diverse segments of the video games market: adventure, simulation, FPS, narratives... for all main platforms (PC, PS4, X-Box, etc.).



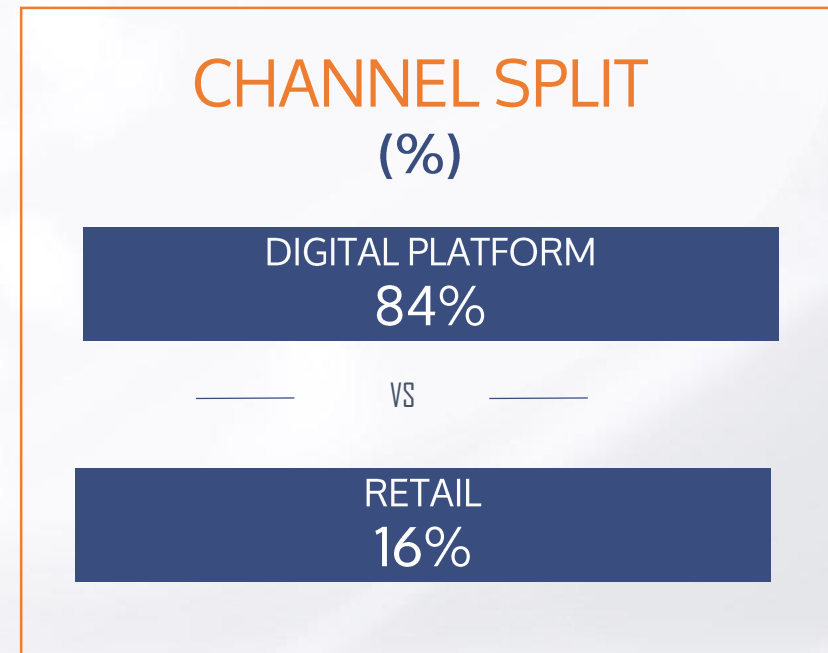
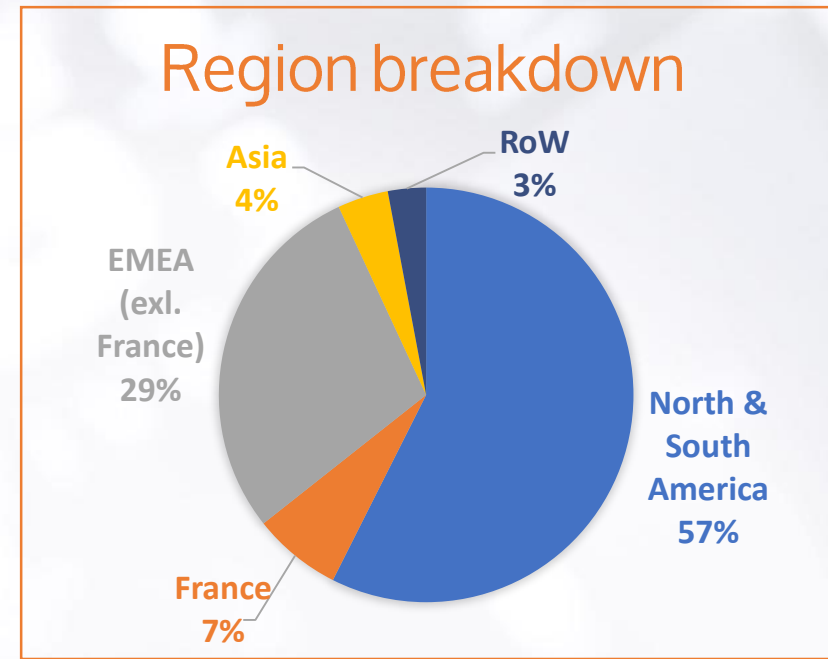
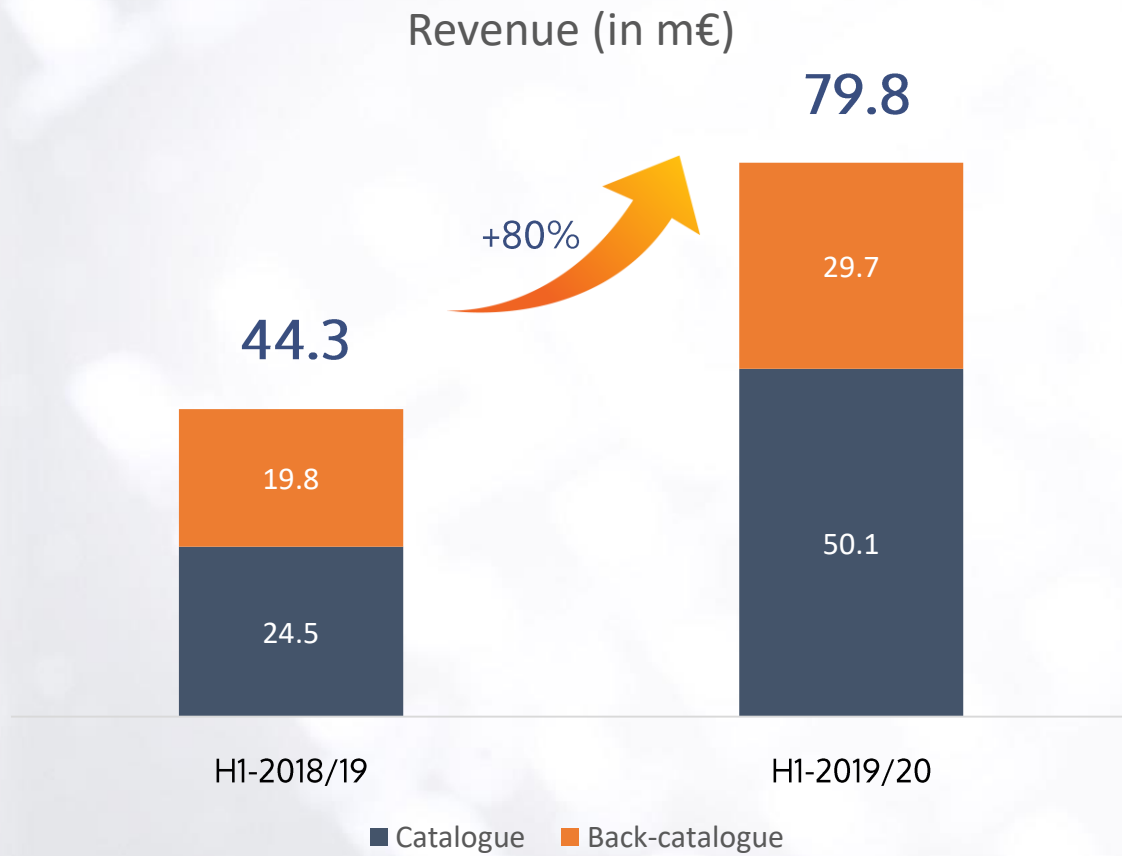
*Fiscal year end changed from 12/31 to 03/31 in 2018. Full year 2017/18 is 15 months long



2019-20 FIRST SUCCESSES



REVENUE H1 - 2019-20 | RECORD SALES



FINANCIAL RESULTS H1 - 2019/2020 | P&L

Profit & Loss in €m <i>Consolidated financial statements under French GAAP</i>	30 Sept. 2019 <i>(6 months limited review*)</i>	30 Sept. 2018 <i>(6 months limited review*)</i>	Variation
Revenue	79.8	44.3	+80%
<i>Studio costs</i>	<i>-46.6</i>	<i>-23.2</i>	
<i>Manufacturing and ancillary costs</i>	<i>-4.9</i>	<i>-4.8</i>	
Gross margin <i>% of revenue</i>	28.3 35%	16.4 37%	+72%
<i>Personnel expenses</i>	<i>-5.1</i>	<i>-3.8</i>	
<i>Other operating costs</i>	<i>-9.8</i>	<i>-5.6</i>	
Operating income <i>% of revenue</i>	13.5 17%	7.0 16%	+92%
Group net income <i>% of revenue</i>	9.2 12%	3.3 7%	+178%

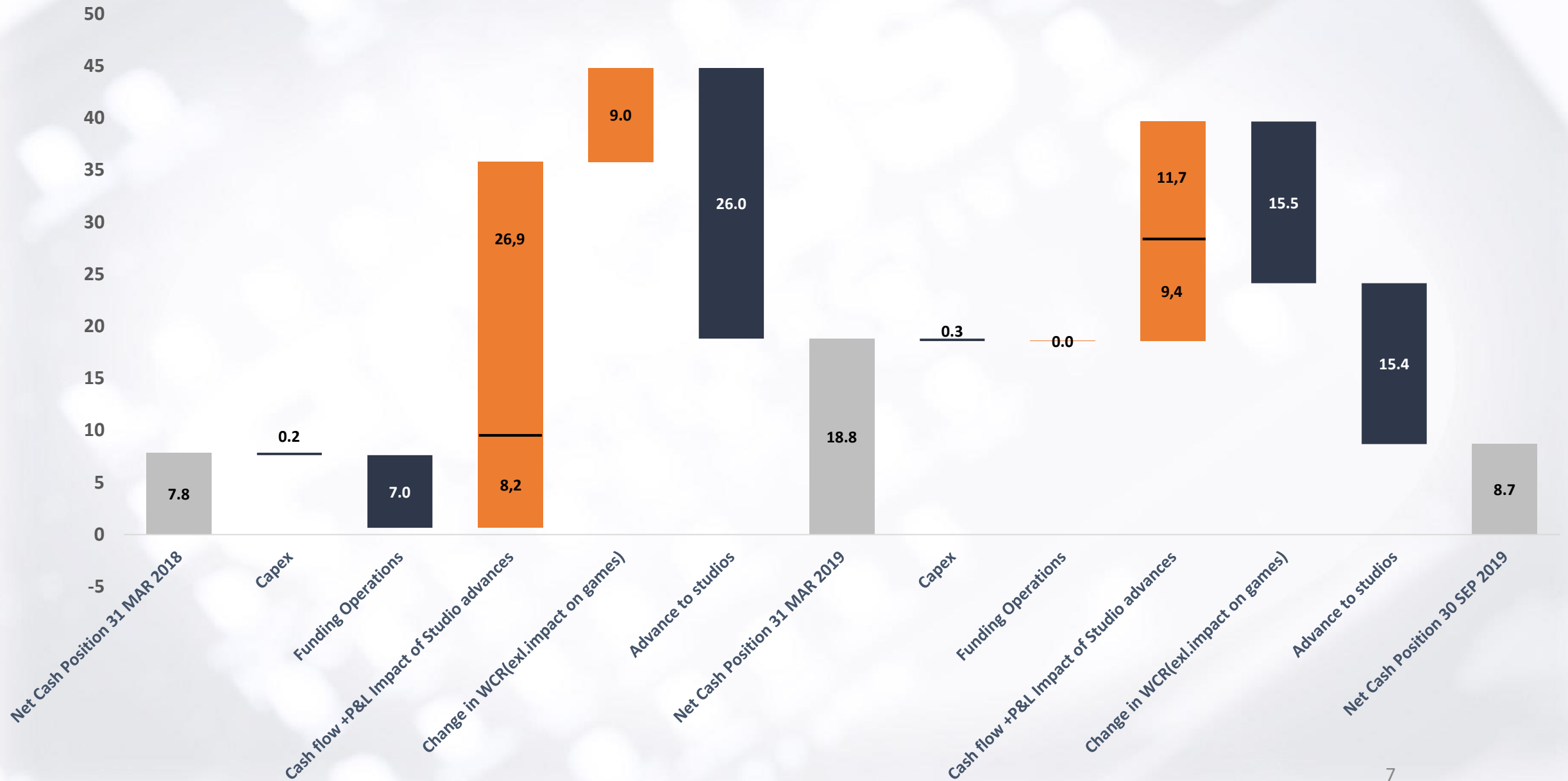
(*) The interim financial statements, for the period ended 30 September, were subject to a limited review

FINANCIAL RESULTS H1 2019/2020 | BALANCE SHEET

ASSETS in €m <i>Consolidated financial statements under French GAAP</i>		30 Sept. 2019 (*)	LIABILITIES in €m <i>Consolidated financial statements under French GAAP</i>		30 Sept. 2019 (*)
Fixed Assets		1.0	Total Equity		50.3
Inventories and works in progress		2.5	Provisions		0.7
Accounts receivable and related accounts		44.7	Borrowings & financial liabilities		0.8
Other receivables, prepayments and accrued income		46.0	Accounts payable & related accounts		35.0
Cash & short-term investment securities		9.5	Other payables, accruals & deferred income		16.9
Total assets		103.7	Total liabilities		103.7

**The interim financial statements, for the period ended 30 September 2019, were subject to a limited review.*

Net Cash Position | AT 30 SEPTEMBER 2019



17% GROWTH AT THE END OF DECEMBER

- Successful performance of Greedfall
- Continued strength in back-catalogue

Unaudited In millions of euros	Q3 2019/20	Q3 2018/19	Var.	9M 2019/20	9M 2018/19	Var.
Catalogue	24.5	51.2	-52%	74.6	75.8	-2%
Back-catalogue	14.4	5.9	+145%	44.2	25.7	+72%
Group	38.9	57.1	-32%	118.8	101.5	+17%

2020-21 | STRONG PIPELINE FOR THE YEAR TO COME

Year	STUDIO	GAME	PLATFORM	RELEASE	PARTNERSHIP
2020/21	SABER	NEW CONTENT	CONS	H1	RENEWAL
2020/21	SABER	SNOWRUNNER	PC / CONS	H1	RENEWAL
2020/21	NWI	ISS	CONS	H1	RENEWAL
2020/21	BLACK BIRD INTERACTIVE	NEW PROJECT	PC	H1	NEW
2020/21	SABER	MDR MOBILE	MOBILE	H1	RENEWAL
2020/21	ENODO	CITY ARCHITECT EA	PC	H1	NEW
2020/21	LIGHTBULB CREW	NEW PROJECT	PC / CONS	H1	NEW
2020/21	ROGUE FACTOR	NECROMUNDA UNDERHIVES WAR	PC / CONS	H1	RENEWAL
2020/21	PASSTECH	CURSE OF THE DEAD GODS FULL RELEASE	PC / CONS	H1	RENEWAL
2020/21	LIMESTONE	NEW PROJECT	PC / CONS	H1	NEW
2020/21	GIANTS	NEW CONTENT	PC / CONS	H2	RENEWAL
2020/21	TBA	NEW PROJECT	CONS	H2	NEW
2020/21	TBA	NEW PROJECT	PC / CONS	H2	NEW
2020/21	STREUM ON	NEW PROJECT	PC / CONS	H2	RENEWAL
2020/21	GASKET GAMES	NEW PROJECT	PC / CONS	H2	NEW
2020/21	SABER	NEW CONTENT	CONS PORTABLE	H2	RENEWAL
2020/21	SUMO DIGITAL	NEW PROJECT	PC / CONS	H2	NEW

OUTLOOK

Guidance

AT END MARCH 2021

REVENUE
€110 – 130 MILLION

AT END MARCH 2022

REVENUE
€150 – 200 MILLION

UPCOMING EVENTS

2019-20 4TH quarter revenue:

Tuesday 21 April 2020

Annual 2019-20 results:

Thursday 25 June 2020

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Q&A
