



FY 2019-20 Results

25th JUNE 2020

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FOCUS HOME INTERACTIVE MANAGEMENT

EXPERIENCED & REINFORCED MANAGEMENT TEAM



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**Jean-François
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CHIEF FINANCIAL
OFFICER



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CHIEF OPERATING
OFFICER



Luc HENINGER
CHIEF PRODUCTION
OFFICER



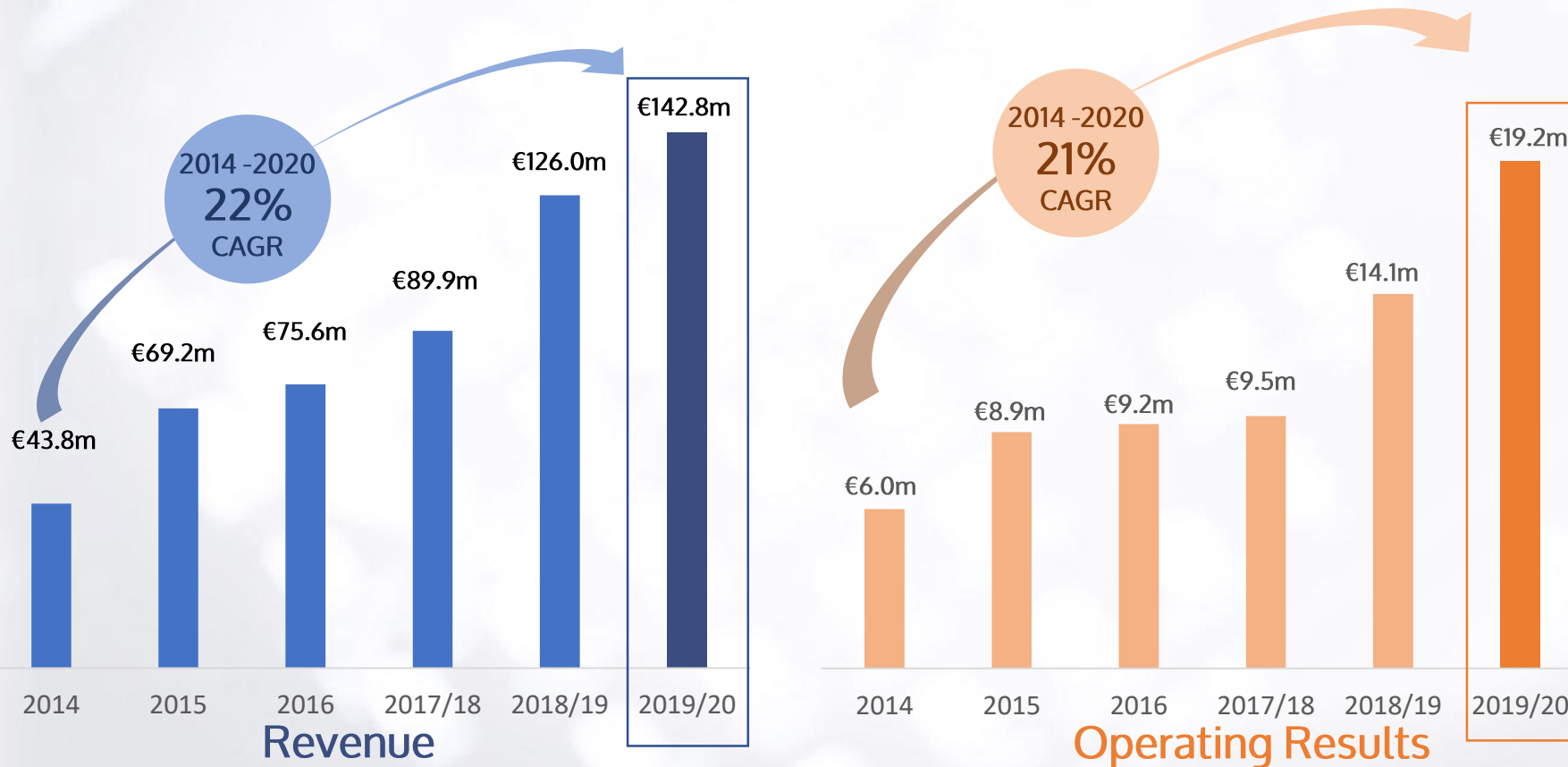
Thomas BARRAU
CHIEF MARKETING
OFFICER

Focus Home Interactive | A long term profitable growth story

Focus Home Interactive ("Focus") is a **leading French player 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 every 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



FOCUS HOME INTERACTIVE | A WELL-ESTABLISHED PUBLISHER

A LEADING FRENCH VIDEO GAMES PUBLISHER

Focus Home Interactive (« Focus ») is one of France's largest publishers. With budgets generally 5 to 10 times lower than that of AAA games, Focus partners with independent studios for the development of premium game titles.

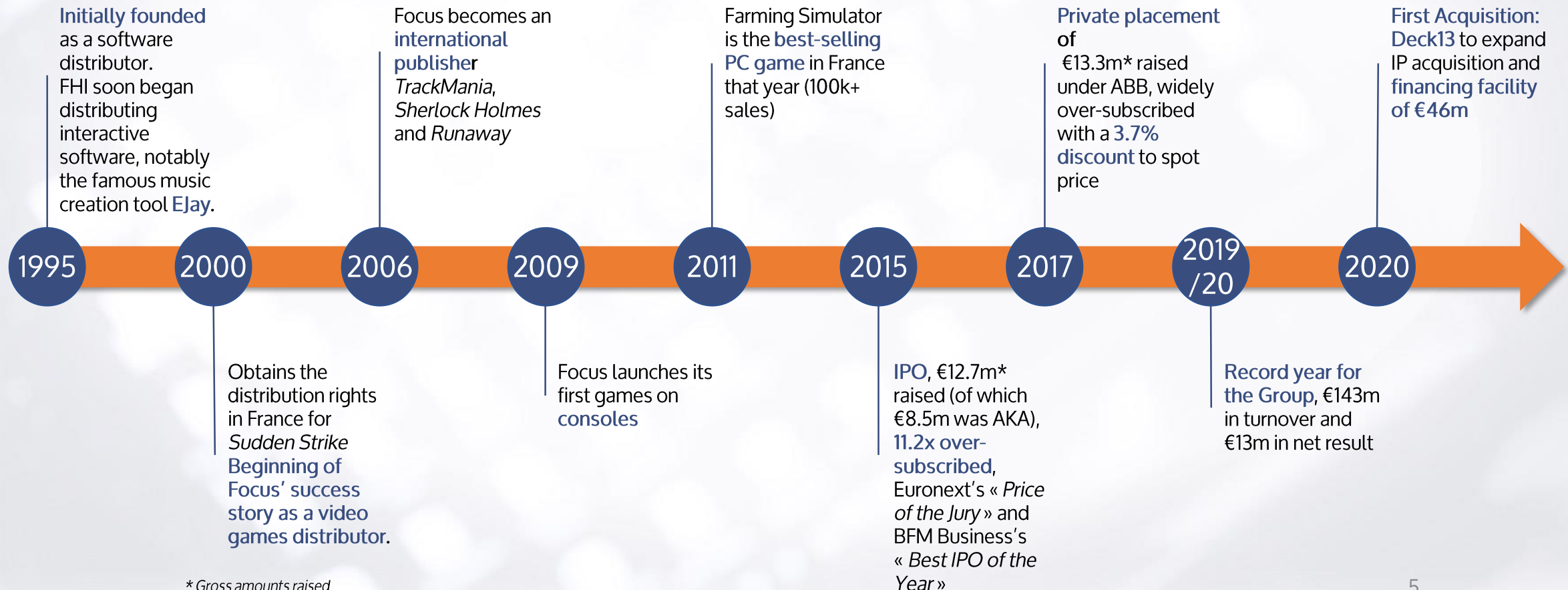


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DEPLOYING FOCUS HOME STRATEGY

MARKET & STRATEGY



2019-2020

A NEW RECORD YEAR FOR THE
GROUP



2020-2021

A TRANSITION YEAR



OUTLOOK

GREAT PERSPECTIVES

Continued execution of our EEE – Strategic Plan

EXPLORE boost the value of our flagship licences

- Major success of our special deal with WWZ
- Release of three titles on Nintendo Switch
- Strong increase in back-catalogue revenue with additional contents and extended product life

EVOLVE M&A strategy to focus on owning intellectual property

- Deck13 acquisition, first step of vertical integration
- 9 games with IP share of 50% or more

ENHANCE Investing in quality content

- A Plague Tale won over 90 awards
- Vampyr was a major commercial success
- Greedfall was also a million seller game



Deck13 Presentation

Based in Frankfurt, Germany, Deck13 is an internationally renowned studio which also operates an indie-publishing service

18 years of
experience

60 experienced
employees



Rationale of the Deal

Reasons to acquire a studio

- Access to IP
- Access to proven software development teams enabling the business to create and rollout games
- Licensing potential to be explored
- Ownership of the value chain

Reasons to acquire Deck13

- A proven as a reliable partner studio
- Debt-free company; positive results
- Unique engine for future developments, to be shared within the Group or resold
- Potential use of German subsidies
- Indie-Services (Spotlight) provide synergies in publishing with increased number of titles

Price of the acquisition

Acquisition

- For a total price of €7.1m (of which €6.5m in cash and €0.6m in treasury shares) and a long-term incentive plan for the managers
- Funding via a new debt facility provided by a pool of banks

Financing facility of up to €46m

Focus Home Interactive set up financing with **FIVE** European banks (plus Bpifrance):

Details:

- multiple credit lines (€23.5m)
- revolving credit facility (€15m)
- two credit lines (€7.5m)

This financing was agreed on favourable terms and conditions and over several years.

➔ **Confirmation of Focus Home Interactive's credibility**

AN EVOLVING MODEL | INCREASING THE PORTFOLIO'S VALUE

DISTRIBUTION



WORLD WAR Z

CO-PUBLISHING CO-PRODUCTION



VAMPYR



A PLAGUE TALE:
INNOCENCE

Currently 9 titles in which
Focus Home own at least
50% or more of the IP

FULL IP CONTROL

...

Soon to
come with
Deck13
acquisition

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OUTLOOK
GREAT PERSPECTIVES



9/10

GAMESPACE



8/10

DAILY MIRROR



8.3/10

GAME INFORMER



8/10

PLAYSTATION
UNIVERSE



8/10

GAMEWATCHER



8/10

GAMESPEW



8/10

TECHRAPTOR



8/10

DAILY STAR



WORLD WAR Z

SALES

3+ million copies sold 11 million players

PLAYERS
STATS

98.5m matches played
1.9Bn minutes played
73Bn zombies killed



N°2 on Twitch (4/16 – 4/22) among new releases

4,554,215 hours watched

135,162 peak viewers

215,797 hours broadcast

44,859 broadcasters

RETENTION
STRATEGY
Season Roadmap





★★★★★
9/10
GAMEBLOG

★★★★★
10/10
GAMEBLOG

★★★★★
9/10
WINDOWS
CENTRAL

★★★★★
8/10
GAMESPOT

★★★★★
9/10
THE SIXTH AXIS

★★★★★
8.5/10
DUAL SHOCKERS

★★★★★
9/10
GAMESPOT

★★★★★
8/10
EXPRESS

A PLAGUE TALE: INNOCENCE

SALES

1+ million copies sold

CRITICALLY ACCLAIMED



TOP CHARTS AT LAUNCH ON:
amazon



94% Positive Reviews

Multiple awards (winning or nomination)

🇩🇪 N°1 | PS4 games

🇫🇷 N°1 | PS4 games

🇺🇸 N°7 | PS4 games

🇬🇧 N°4 | PS4 games

N°2 on Twitch (5/11 – 5/17) among new releases

★★★★★
9/10
GAMECRATE

★★★★★
10/10
DAILY STAR

★★★★★
8.2/10
IGN

★★★★★
8/10
WINDOWS
CENTRAL

★★★★★
9/10
ZTGD

★★★★★
8.6/10
IMPULSE GAMER

★★★★★
8,7/10
SOMOS XBOX

★★★★★
8/10
PLAYSTATION
UNIVERSE



GREEDFALL

SALES

1 million copies sold

TOP CHARTS AT LAUNCH
ON:
amazon

twitch



N°1 | PS4 games



N°6 | PS4 games



N°6 | PS4 games



N°7 | PS4 games

N°4 on Twitch (Release week) among new releases

TRADE SHOWS | THE GAME AWARDS & PAX EAST



THE GAME AWARDS (USA)

7.5m concurrent viewers and 45m livestreams

✓ PLAGUE TALE: BEST NARRATIVE NOMINEE

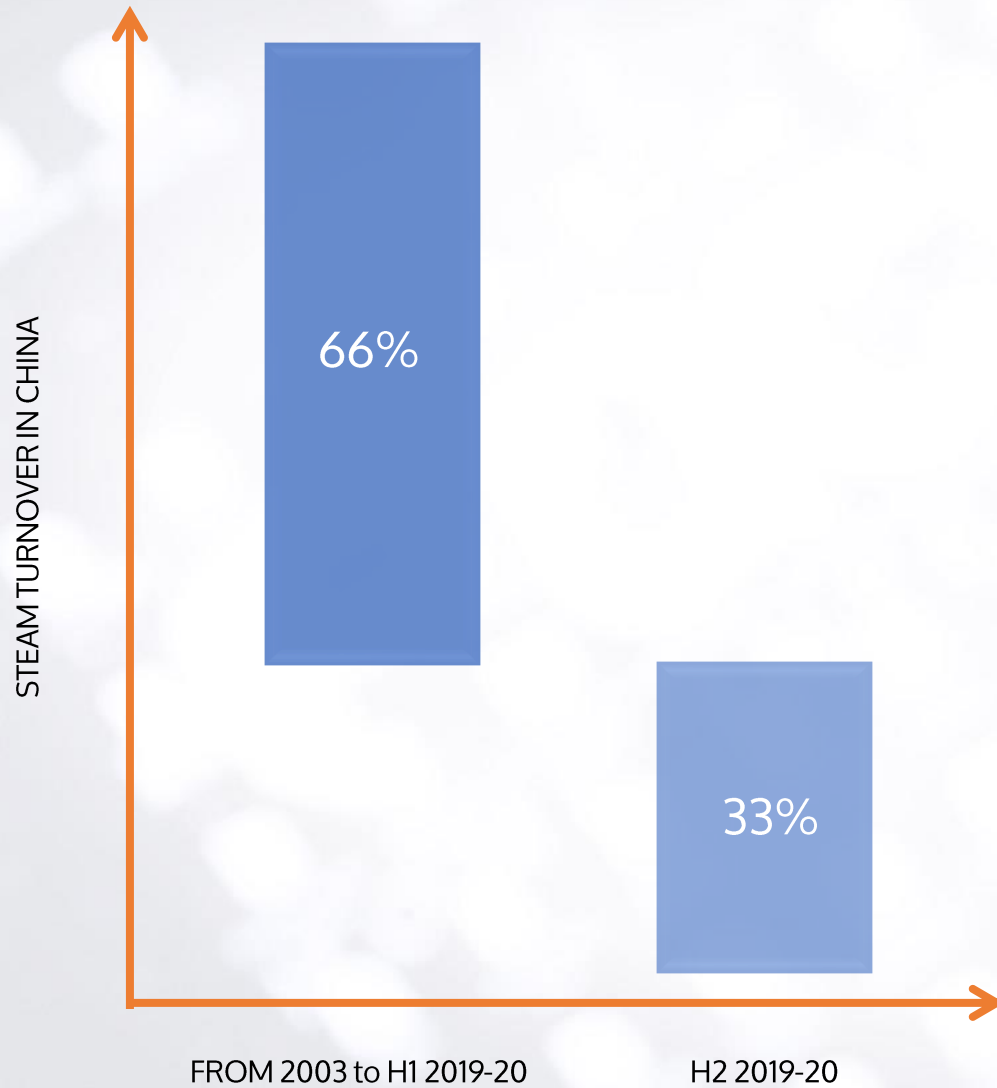


PAX EAST (USA)

2.5m impressions and 45k+ concurrent viewers on the official streams

✓ HARDSPACE: BEST OF SHOW

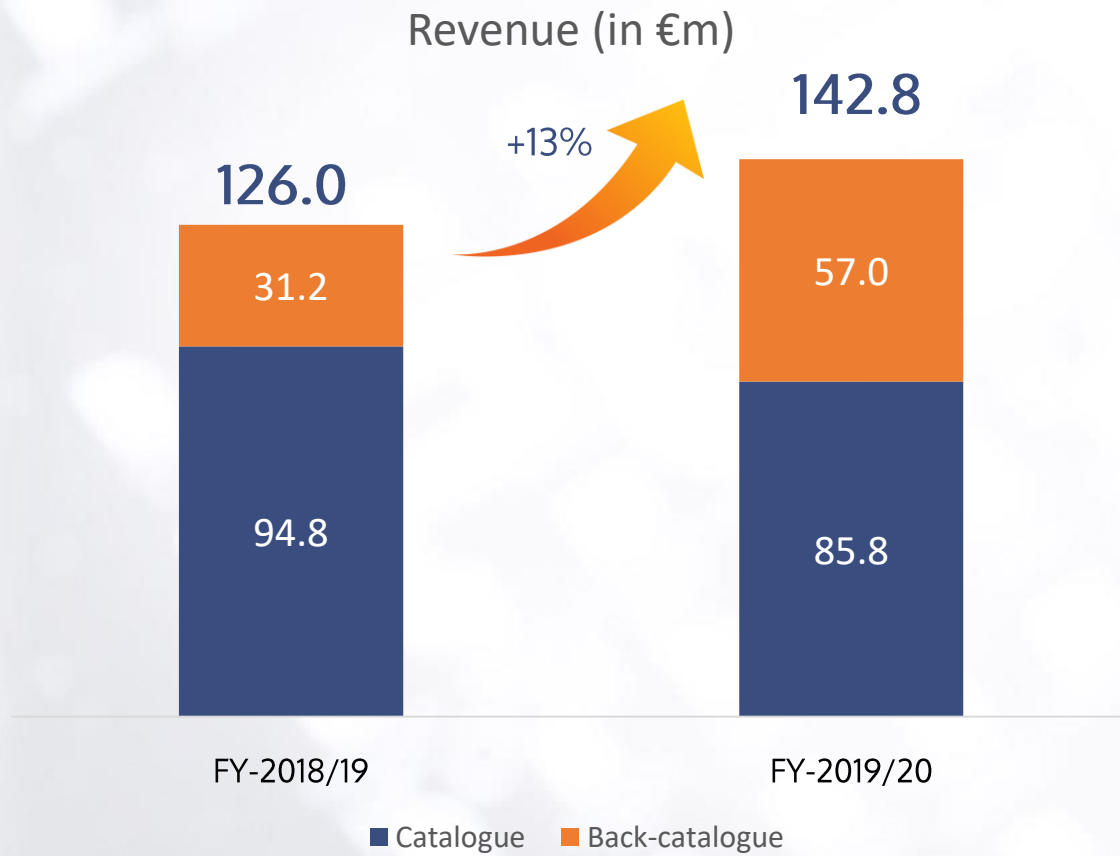
STEAM REVENUE IN CHINA | GREAT RECENT PERFORMANCES



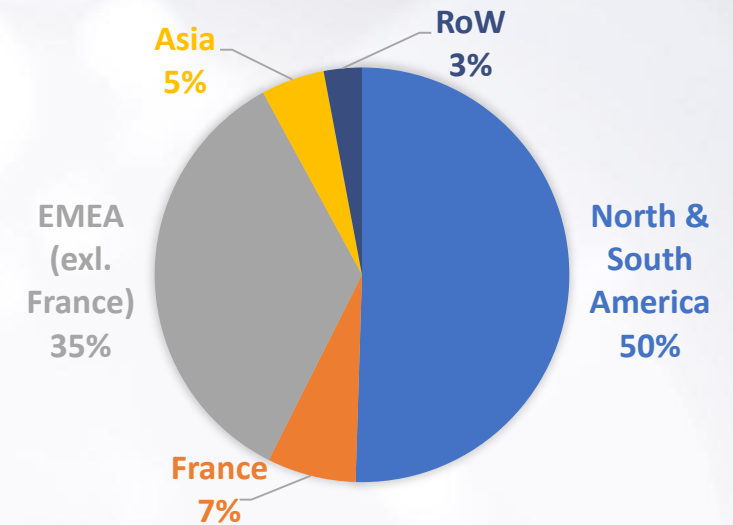
RELEASING GAMES FOR CHINESE PLAYERS PROCESS INTEGRATED

- ✓ GAMES LOCALIZED DAY1
- ✓ ACTIVE SOCIAL NETWORKS
- ✓ ACTIVE COMMUNICATION
- ✓ CHINESE-SPEAKING STAFF
- 📈 PLAGUE TALE: CHINA #2 BEST-SELLING REGION
- 📈 2M VIEWS ON SOCIAL NETWORKS
- 📈 FOCUS RECORD, NB VIEWS IN ONE STREAM (300K)

REVENUE FY 2019-20 | RECORD SALES



Region breakdown



CHANNEL SPLIT

FY-2018/19

DIGITAL PLATFORM
66%

FY-2019/20

DIGITAL PLATFORM
82%

VS

RETAIL
34%

RETAIL
18%

FINANCIAL RESULTS FY - 2019/2020 | P&L

Profit & Loss in €m <i>Consolidated financial statements under French GAAP</i>	31st of March 2020 (12 months*)	31st of March 2019 (12 months)	Variation
Revenue	142.8	126.0	+13%
<i>Studio royalties and investments</i>	-87.4	-73.9	
<i>Manufacturing and ancillary costs</i>	-11.4	-15.5	
Gross margin % of revenue	44.0 31%	36.6 29%	+20%
<i>Personnel expenses</i>	-10.0	-8.3	
<i>Other operating costs</i>	-14.9	-14.2	
Operating income % of revenue	19.2 13%	14.1 11%	+36%
Group net income % of revenue	13.0 9%	8.0 6%	+64%

(*) The audit procedures have been performed. The reports will be issued after finalization of the procedures required for the purposes of the publication of the annual financial report.

FINANCIAL RESULTS FY 2019/2020 | BALANCE SHEET

ASSETS in €m <i>Consolidated financial statements under French GAAP</i>	31st of March 2020 (*)	31st of March 2019	LIABILITIES in €m <i>Consolidated financial statements under French GAAP</i>	31st of March 2020 (*)	31st of March 2019
Fixed Assets	1.0	0.9	Total Equity	54.7	44.6
Inventories and works in progress	0.6	1.0	Provisions	0.6	0.4
Accounts receivable and related accounts	14.5	8.5	Borrowings & financial liabilities	1.7	1.1
Other receivables, prepayments and accrued income	54.1	40.8	Accounts payable & related accounts	21.6	14.6
Cash & short-term investment securities	19.6	20.0	Other payables, accruals & deferred income	11.2	10.5
Total assets	89.8	71.2	Total liabilities	89.8	71.2

(*) The audit procedures have been performed. The reports will be issued after finalization of the procedures required for the purposes of the publication of the annual financial report.

Net Cash Position | AT 31st MARCH 2020

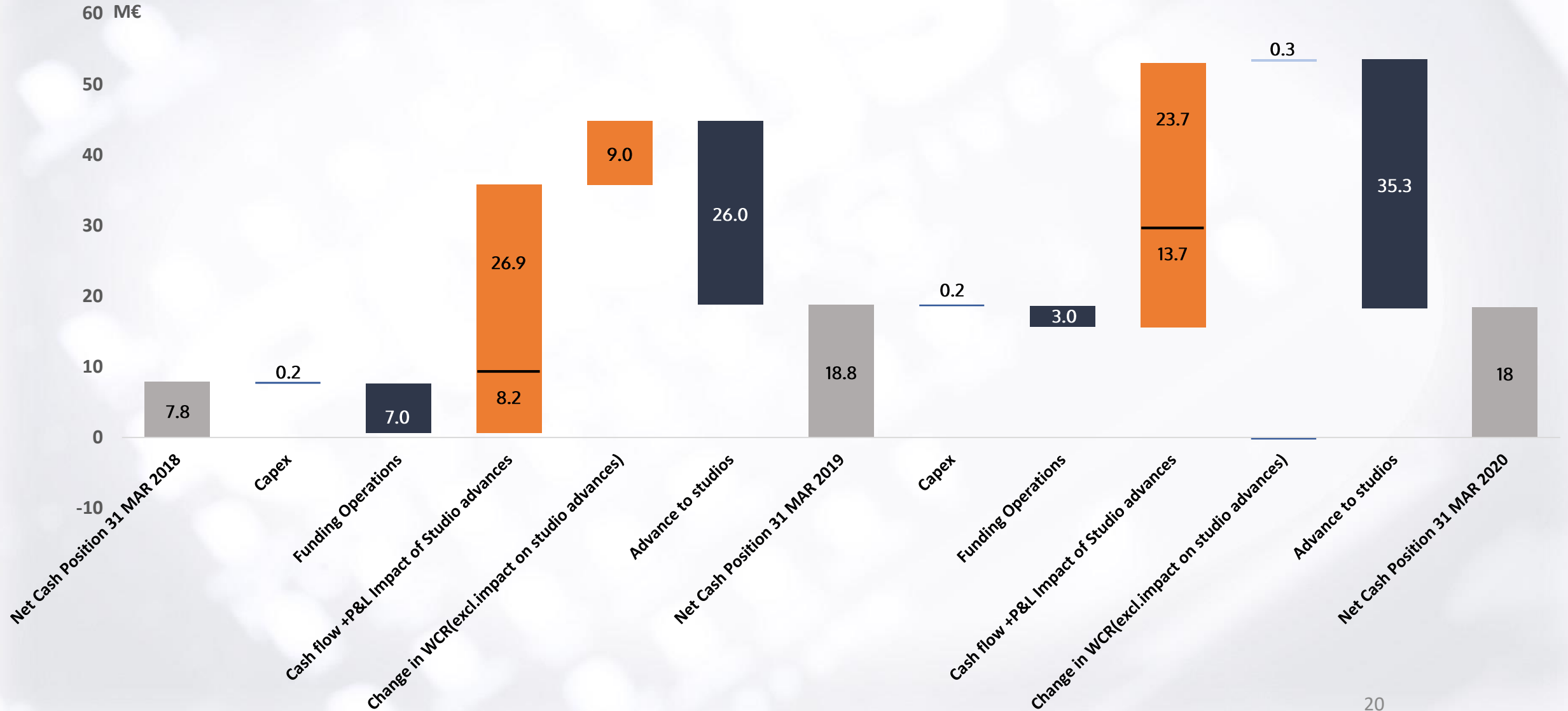


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2019-2020
A NEW RECORD YEAR FOR THE
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2020-2021
A TRANSITION YEAR



OUTLOOK
GREAT PERSPECTIVES

★★★★★
8/10
ScreenRant

★★★★★
8,3/10
Gamers Palace

★★★★★
8/10
PC Invasion

★★★★★
9/10
Shacknews

★★★★★
9,5/10
PlayGround

★★★★★
10/10
ThumbCulture

★★★★★
9/10
GamePitt

★★★★★
8/10
Gameblog

★★★★★
9/10
Windows Central

★★★★★
9/10
The Sixth Axis

★★★★★
8/10
HardcoreGamer

★★★★★
8/10
GameReactor

★★★★★
8/10
IGN

★★★★★
8,3/10
Multiplayer.it

★★★★★
8/10
Jeuxvideo.com

★★★★★
8,5/10
PlayStation Universe

★★★★★
8,5/10
GameSource

★★★★★
8,3/10
PCGamer

★★★★★
9/10
PCGamesN

★★★★★
9/10
FingerGuns

★★★★★
8/10
GamingTrend

SNOW★RUNNER

★★★★★
9.5/10
PLAYGROUND

★★★★★
9/10
THE SITH AXIS

★★★★★
9/10
PC GAMES N

★★★★★
8/10
IGN

★★★★★
8.3/10
PC GAMER

★★★★★
8/10
HARDCORE GAMER

★★★★★
8.5/10
PLAYSTATION
UNIVERSE

★★★★★
8/10
GAME REACTOR




SNOWRUNNER

SALES


1 million copies sold in less than 1 month

TOP#10 AT LAUNCH ON:
amazon

PLATFORMS

 N°3 | PS4 games

 N°4 | PS4 games

 N°3 | PS4 games

 N°6 | PS4 games

PlayStation 4, Xbox One, PC

LONG-TERM FRANCHISE

A global mass-market new simulation IP:



HARDSPACE SHIPBREAKER

"DISASSEMBLING SHIPS IN ZERO-G IS A BLAST"

9/10 GAME WATCHER

"I'M ALREADY MADLY AND DEEPLY IN LOVE"

GAMING TREND

"LIKE NOTHING I'VE EVER PLAYED"

GOD IS A GEEK

"A BREATH OF FRESH AIR FOR THE
[PHYSICS GAMES] GENRE"

GAMESTAR

"OUR NEW SPACE SIM OBSESSION"

ROCK PAPER SHOTGUN

"IMPRESSIVE-LOOKING PHYSICS"

HARDCORE GAMER

"DEEPLY SATISFYING"

US GAMER

"A BLAST"
THE GAMER



HARSDPACE: SHIPBREAKER (Early Access)

SALES

#1 Steam

Top#10 ever since despite extreme competition

GLOBAL TOP SELLERS

All Products

enter search term or tag

Search

Sort by Re

18,884 results match your search. Your content preferences have not been applied to the search results you see here to perform this search again with your preferences applied.



Hardspace: Shipbreaker

16 Jun, 2020



-20%



Sea of Thieves

3 Jun, 2020



Dead By Daylight - Silent Hill Chapter

16 Jun, 2020



Persona 4 Golden

13 Jun, 2020



Desperados III

16 Jun, 2020



USER SCORE

90% user score

COMPETITION DURING RELEASE

Major releases (Desperados 3, Detroit, Persona, Outer Wilds, Titanfall 2...)

Electronic Arts sale

Bandai-Namco sale

E3 activities (online shows)

AWAKE.
REMEMBER.
LEAD.

OTHERCIDE

XCOM MEETS DARK SOULS IN THIS DARK AND
INNOVATIVE TACTICAL RPG GAME

RELEASE WINDOW: 28/07/2020

PLATFORMS: PS4 | XB1 | PC | SWITCH



NECROMUNDA: UNDERHIVE WARS

FACE RIVAL GANGS IN TACTICAL GUNFIGHTS FOR POWER, WEALTH, SURVIVAL, AND HONOR.

RELEASE WINDOW: H1 2020-21

PLATFORMS: PS4 | XB1 | PC



FARMING SIMULATOR: NEW EXPANSION

MORE CONTENT TO ENRICH THE FARMING SIMULATOR 19
EXPERIENCE - HOLYDAY RELEASE IN RETAIL & DIGITAL

RELEASE WINDOW: H2 2020-21

PLATFORMS: PS4 | XB1 | PC



SUMO DIGITAL | UNANNOUNCED TITLE

CO-OPERATE.
OUTWIT.
RECLAIM.

ONLINE COOP GAME IN ULTRA-VIOLENT MEDIEVAL
FANTASY UNIVERSE

RELEASE WINDOW: H2 2020-21

PLATFORMS: PS4 | XB1 | PC | NEW GEN



INSURGENCY: SANDSTORM

EXPERIENCE THE INTENSITY OF MODERN COMBAT

RELEASE WINDOW: 2021 - *already available on PC*

PLATFORMS: PS4 | XB1 | PC | NEW GEN



COLLABORATION CONTINUES WITH OUR PARTNER STUDIOS

DONTNOD

RETURN.
EXPIATE.
UNCOVER.

DONTNOD
X
focus

DECK13

GATHER.
SURPASS.
CONQUER.

DECK13
X
focus

ASOBO

CARE.
RISE.
DEFY.

ASOBO
X
focus

SABER INTERACTIVE

PROTECT.
REDEEM.
PURGE.

SABER
X
focus X GAMES WORKSHOP

ENDURE.
ADAPT.
OUTRUN.

SABER
X
focus

STREUMON

DESCEND.
ASSASSINATE.
COLLECT.

Streumon
X
focus X GAMES WORKSHOP

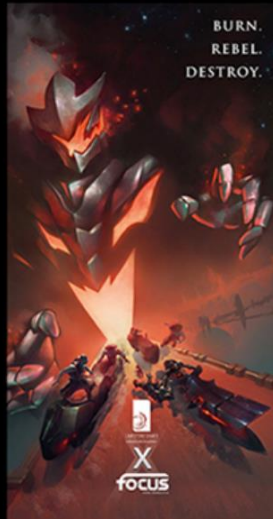
RENEWAL

PARTNERSHIPS WITH NEW, TALENTED STUDIOS

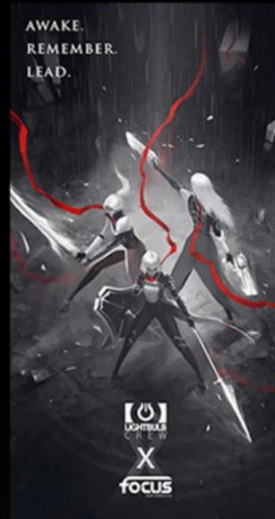
SUMO DIGITAL



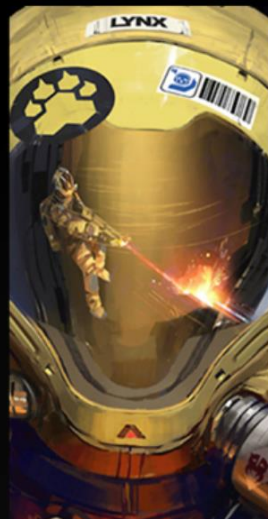
LIMESTONE GAMES



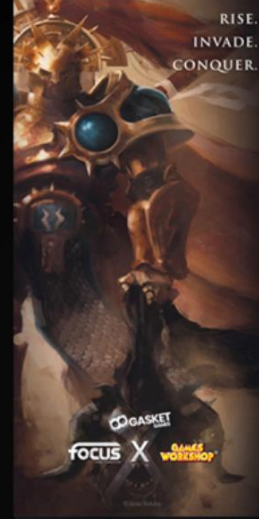
LIGHTBULB CREW



BLACK BIRD INTERACTIVE



GASKET GAMES



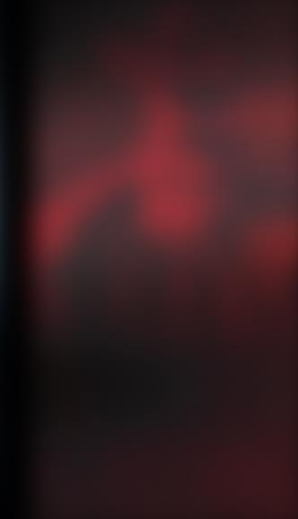
NEW PARTNER



NEW PARTNER



NEW PARTNER



2020-21 | PIPELINE FOR THE YEAR TO COME

Year	STUDIO	GAME	PLATFORM	RELEASE	PARTNERSHIP
2020-21	SABER	SNOWRUNNER	PC / CONS	H1	RENEWAL
2020-21	BLACK BIRD INTERACTIVE	HARDSPACE: SHIPBREAKER (EA)	PC	H1	NEW
2020-21	SABER	WWZ GOTY	CONS	H1	RENEWAL
2020-21	SABER	MUDRUNNER MOBILE	MOBILE	H1	RENEWAL
2020-21	LIGHTBULB CREW	OTHERCIDE	PC / CONS	H1	NEW
2020-21	ROGUE FACTOR	NECROMUNDA UNDERHIVE WARS	PC / CONS	H1	RENEWAL
2020-21	PASSTECH	CURSE OF THE DEAD GODS FULL RELEASE	PC / CONS	H2	RENEWAL
2020-21	ENODO	CITY ARCHITECT (EA)	PC	H2	NEW
2020-21	LIMESTONE	NEW PROJECT	PC / CONS	H2	NEW
2020-21	GIANTS	NEW CONTENT	PC / CONS	H2	RENEWAL
2020-21	NEW PARTNER	NEW PROJECT	PC / CONS	H2	NEW
2020-21	STREUM ON	NEW PROJECT	PC / CONS	H2	RENEWAL
2020-21	NWI	INSURGENCY: SANDSTORM	CONS	H2	RENEWAL
2020-21	GASKET GAMES	NEW PROJECT	PC / CONS	H2	NEW
2020-21	SUMO DIGITAL	NEW PROJECT	PC / CONS	H2	NEW

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GREAT PERSPECTIVES

OUTLOOK

Guidance confirmed

AT END MARCH 2021	REVENUE €110 – 130 MILLION
AT END MARCH 2022	REVENUE €150 – 200 MILLION

UPCOMING EVENTS

2020-21 - 1st quarter revenue:

Thursday 23 July 2020

2019-20 – Annual General Meeting:

Tuesday 22 September 2020

2020-21 – 2nd quarter revenue :

Thursday 22 October 2020

2020-21 – 3rd quarter revenue & HY results:

Thursday 21 January 2021

2020-21 – 4th quarter revenue :

Tuesday 20 April 2021

2020-21 – FY results:

Thursday 24 June 2021

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Q&A