



# FY 2020-21 RESULTS

**JUNE 2021**

## CONTACTS

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**Focus Home Interactive**  
A Group structured to change dimension

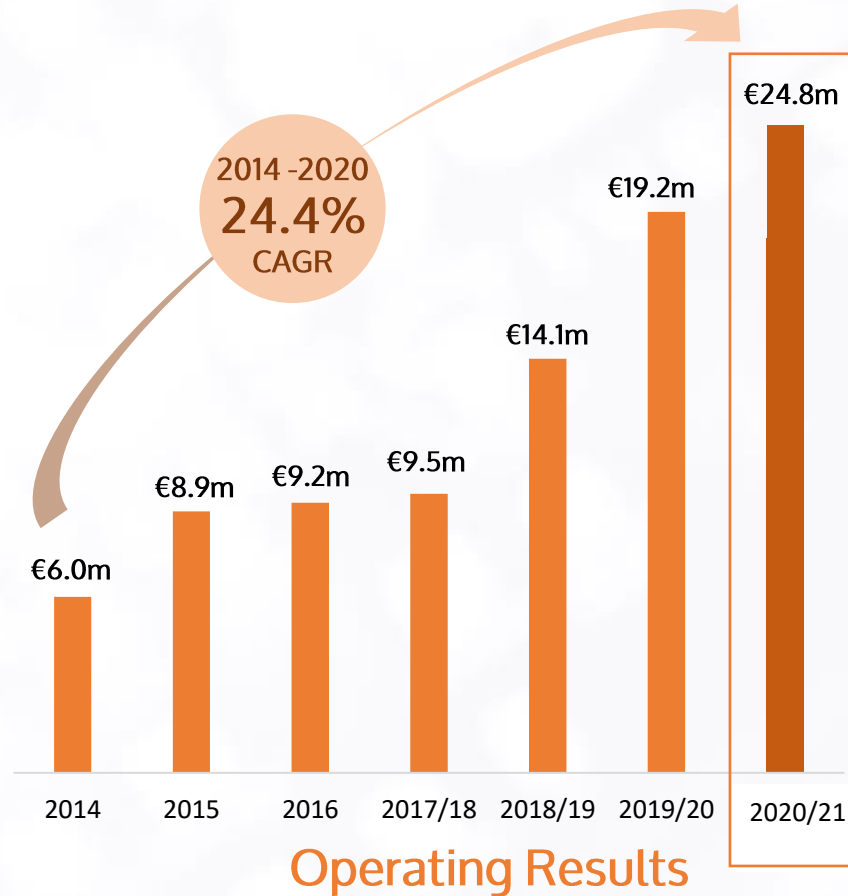
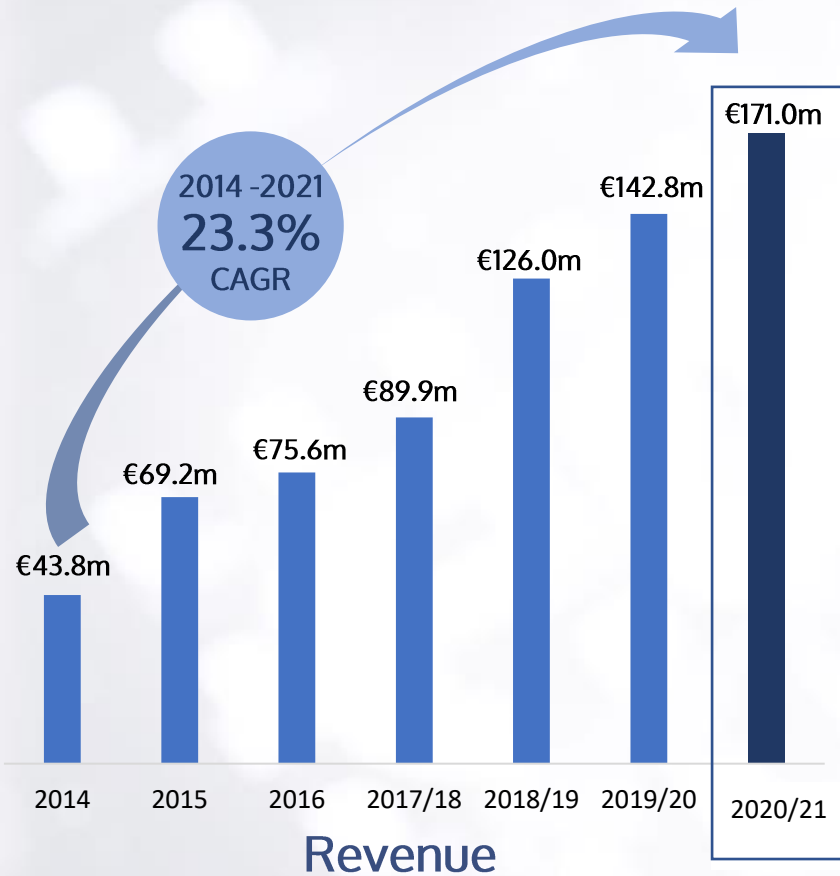
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**Financial performance**  
A profitable growth story

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**Upcoming 2021 Highlights**  
to accelerate growth

# FOCUS | A LONG-TERM PROFITABLE GROWTH STORY



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





# FOCUS HOME INTERACTIVE | MANAGEMENT BOARD



**John BERT**  
MANAGING  
DIRECTOR



**Christophe Nobileau**  
CHIEF EXECUTIVE OFFICER



**Philippe PERTHUIS**  
GENERAL SECRETARY &  
CHIEF BUSINESS MODEL  
OFFICER



**Jean-François  
BUSNEL**  
CHIEF FINANCIAL OFFICER



**Luc HENINGER**  
CHIEF COORDINATION  
AND INTEGRATION  
OFFICER



**Thomas BARRAU**  
CHIEF MARKETING  
OFFICER



**Jürgen GOELDNER**  
M&A ADVISOR

# FOCUS HOME INTERACTIVE | SUPERVISORY BOARD



**Fabrice Larue**  
PRESIDENT OF THE  
SUPERVISORY BOARD



**Tanguy de Francieu**  
SUPERVISORY BOARD  
MEMBER



**Thiphanie Lamy**  
SUPERVISORY BOARD  
MEMBER



**Denis Thébaud**  
SUPERVISORY BOARD  
MEMBER



**Thaima Samman**  
INDEPENDENT MEMBER  
OF THE SUPERVISORY  
BOARD



**Louise Tringström**  
INDEPENDENT MEMBER OF  
THE SUPERVISORY BOARD



**Thaima Samman**  
INDEPENDENT MEMBER  
OF THE SUPERVISORY  
BOARD

- Partner-lawyer, member of the Paris and Brussels Bars, founder of SAMMAN, Head of the Digital Affairs Department of FIPRA.
- Former General Counsel and Public Affairs Director for large companies, including Microsoft.
- Member of the team of Claude Bartolone, former Minister and President of the French National Assembly.
- Founders of the European Network for Women in Leadership (WIL)



**Louise Tringström**  
INDEPENDENT MEMBER OF  
THE SUPERVISORY BOARD

- High-level strategic and financial communications consultant.
- Former special advisor on strategy and financial communications to the CEO of UniCredit
- Ranked amongst MergerMarket's Top 5 M&A communications advisers worldwide for more than ten years.
- A Swedish national, Louise is also fluent in English, French and Italian.





FIRST 100% INTEGRATED STUDIO  
IN THE HISTORY OF FOCUS



HISTORICAL PARTNER  
THE SURGE + ONGOING  
PROJECT



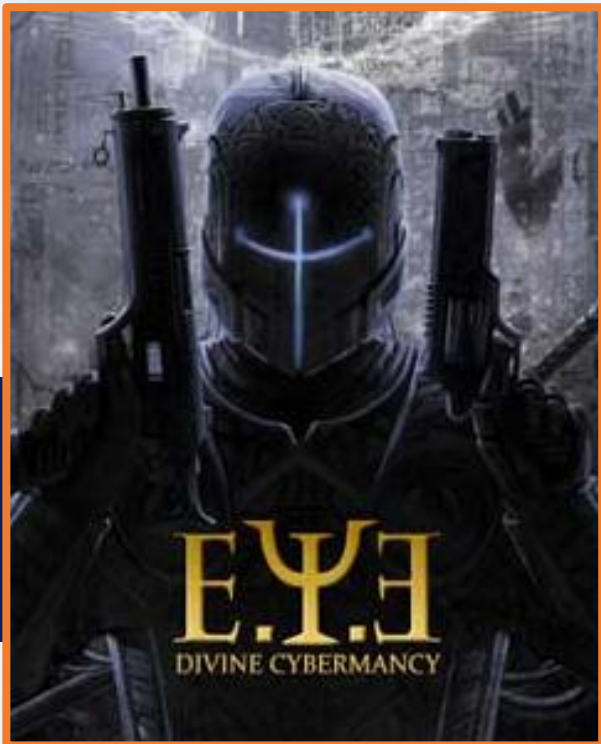
CONSOLIDATED  
FINANCIAL RESULTS  
FROM 1 JULY



SPOTLIGHT  
PUBLISHING STRUCTURE  
SPECIALISING IN INDIE GAMES

60 PEOPLE IN FRANKFURT  
+ NEW STUDIO IN MONTREAL





2ND INTEGRATED STUDIO  
IN THE HISTORY OF FOCUS  
OWNER OF E.Y.E. IP



HISTORICAL PARTNER  
SPACE HULK: DEATHWING



CONSOLIDATED  
FINANCIAL RESULTS  
FROM 1 APRIL



NECROMUNDA: HIRED GUN  
JUNE 2021

20 PEOPLE IN PARIS  
Working on a new project



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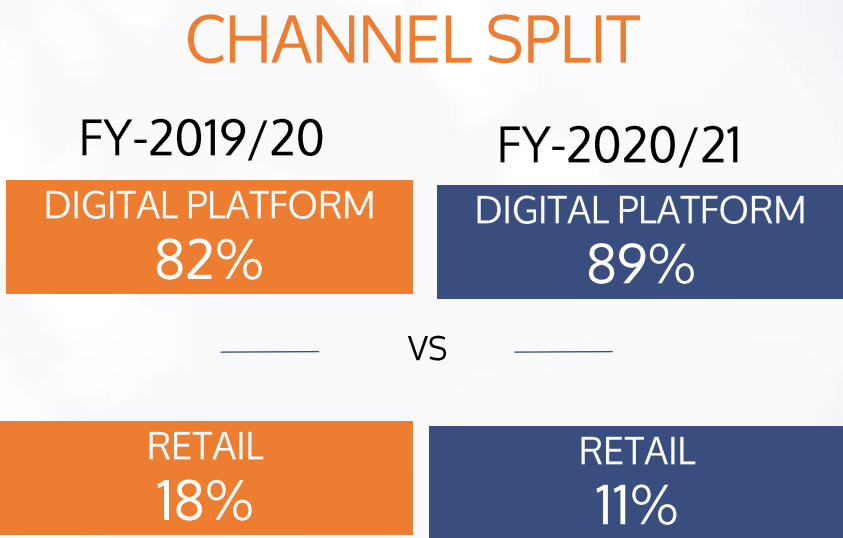
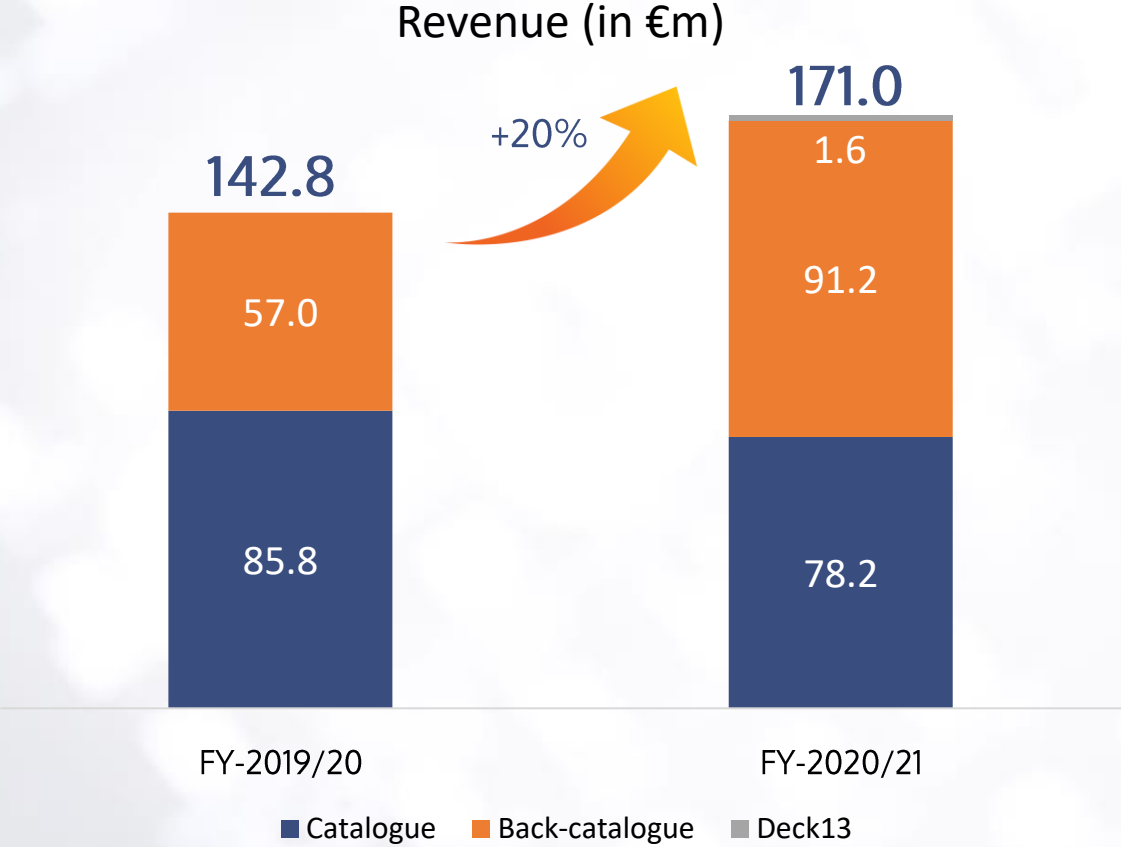


**Financial performance**  
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# REVENUE FY 2020-21 | RECORD SALES



# FINANCIAL RESULTS FY – 2020/21 | P&L

<b>Profit &amp; Loss in €m</b> Consolidated financial statements under French GAAP	<b>31 March 2021</b> (12 months*)	<b>31 March 2020</b> (12 months)	<b>Variation</b>
<b>Revenue</b>	<b>171.0</b>	<b>142.8</b>	<b>+20%</b>
<b>Gross margin</b>	<b>51.1</b>	<b>44.0</b>	<b>+16%</b>
% of revenue	30%	31%	
<b>EBITDA</b>	<b>50.5</b>	<b>43.1</b>	<b>+17%</b>
% of revenue	30%	30%	
<b>Operating income</b>	<b>24.8</b>	<b>19.2</b>	<b>+29%</b>
% of revenue	15%	14%	
Exceptional results/losses	(3.0**)	0.0	n/a
<b>Group net income</b>	<b>13.3</b>	<b>13.0</b>	<b>+2%</b>
% of revenue	8%	9%	

(\*) The review procedures were performed on the interim financial statements for the six months ended 30 September

(\*\*) This amount includes the fine from the European Commission



# FINANCIAL RESULTS FY – 2020/21 | BALANCE SHEET

In million of euros	31/03/2021			31/03/2020		Net Variation
	Brut	Amt / Depreciati on	Net	Net restated	Net published	
Goodwill on acquisition	6.3	(0.1)	6.2			6.2
Intangible fixed assets	94.1	(26.5)	67.7	48.3	0	67.7
Property, plant and equipment	2.1	(1.4)	0.7	0.7	0.7	0
Financial fixed assets	1.4		1.4	0.3	0.3	1.1
<b>Total Fixed Assets</b>	<b>104.0</b>	<b>(28.0)</b>	<b>76.0</b>	<b>49.2</b>	<b>1.0</b>	<b>75.0</b>
Stocks and work-in- progress	1.8	(0.2)	1.5	0.6	0.6	0.9
Trade receivables	15.4		15.4	14.5	14.5	0.9
Other receivables	6.7		6.7	5.9	54.1	(47.3)
Availabilities	19.5		19.5	19.6	19.6	(0.2)
<b>Total Assets</b>	<b>147.4</b>	<b>(28.2)</b>	<b>119.2</b>	<b>89.8</b>	<b>89.8</b>	<b>29.3</b>

In millions d'euros	31/03/2021	31/03/2020	Net Variation
Capital	6.4	6.4	
Capital-related premiums	22.4	22.3	0.1
Bookings	26.5	13.0	13.5
Profit for the year	13.3	13.0	0.2
<b>Total shareholders' equity</b>	<b>68.5</b>	<b>54.7</b>	<b>13.9</b>
Provisions	1.7	0.6	1.1
Borrowings and financial debts	12.5	1.7	10.8
Suppliers and related accounts	23.4	21.6	2.3
Other liabilities and prepayments	13.0	11.2	1.2
<b>Total Liabilities</b>	<b>119.2</b>	<b>89.8</b>	<b>29.3</b>

# FINANCIAL RESULTS FY – 2020/21 | CASH-FLOW STATEMENT

In millions euros	31/03/2021	Restated 31/03/2020	Published 31/03/2020
<b>Net income of consolidated companies</b>	<b>13.3</b>	<b>13.0</b>	<b>13.0</b>
Net changes in depreciation, amortisation and provisions	25.8	25.0	0.4
Others	(0.4)	0,2	0.2
<b>Cash flow from operations</b>	<b>38.7</b>	<b>38.2</b>	<b>13.7</b>
Change in operating working capital	(1.7)	0.8	11.3
<b>Net operating cash flow</b>	<b>37.0</b>	<b>39.0</b>	<b>2.4</b>
Acquisitions of intangible assets	(40.5)	(36.9)	(0.3)
Others	(1.1)	0	0
Investment in consolidated securities	(6.2)	0	0
<b>Net investment flows</b>	<b>(47.8)</b>	<b>(36.9)</b>	<b>(0.3)</b>
Dividends paid	0	(2.8)	(2.8)
Loan issues and repayment	10.9	0.5	0.5
Liquidity contracts	0	(0.2)	(0.2)
<b>Net financing flows</b>	<b>10.9</b>	<b>(2.5)</b>	<b>(2.5)</b>
Impact of exchange rate differences	(0.2)	(0)	(0)
<b>Change in cash and cash equivalents</b>	<b>(0.1)</b>	<b>(0.4)</b>	<b>(0.4)</b>
Cash and cash equivalents at the beginning of the period	19.6	20.0	20.0
Cash and cash equivalents at the end of the period	19.5	19.6	19.6
<b>Change in cash and cash equivalents</b>	<b>(0.1)</b>	<b>(0.4)</b>	<b>(0.4)</b>

AT END MARCH 2022

REVENUE  
€150 – 200 MILLION



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RELEASES | FIRST RELEASE IN 2021

HOOD: OUTLAWS & LEGENDS  
SUMO DIGITAL

MAY 10  
CROSS-PLAY  
PS5, XSX, PS4, X1, PC





# HOOD | A BLASTING RELEASE

**#3 BEST RELEASE IN FOCUS HISTORY**  
AFTER *FARMING SIMULATOR 19* & *WWZ*

Top Sellers - Top 20

Game Title	Developer/Publisher	Price
Rocket League*	Psyonix LLC	Free
Hood: Outlaws & Legends	Available 05/10/2021	Pre-Purchase €29.99
Grand Theft Auto V: Premium Edition	Rockstar Games	€29.99
Idle Champions of the Forgotten Realms	Codename Entertainment   Codena...	Free
Assassin's Creed: Valhalla	Ubisoft Montreal   Ubisoft	€59.99

#2 BEST-SELLER EPIC GAME STORE

GLOBAL TOP SELLERS

Game Title	Developer	Price
Resident Evil Village	Capcom	59.99€
Hood: Outlaws & Legends	10 May, 2021	29.99€
Hood: Outlaws & Legends - Year 1 Edition	10 May, 2021	49.99€
Resident Evil Village Deluxe Edition		71.52€
Arma 3 Creator DLC: S.O.G. Prairie Fire	6 May, 2021	22.99€
Resident Evil Village & Resident Evil 7 Complet...	7 May, 2021	79.99€
Mass Effect™ Legendary Edition	15 May, 2021	59.99€
It Takes Two	26 Mar, 2021	39.99€
Valheim	2 Feb, 2021	16.79€
Call of Duty®: Black Ops III	6 Nov, 2015	59.99€

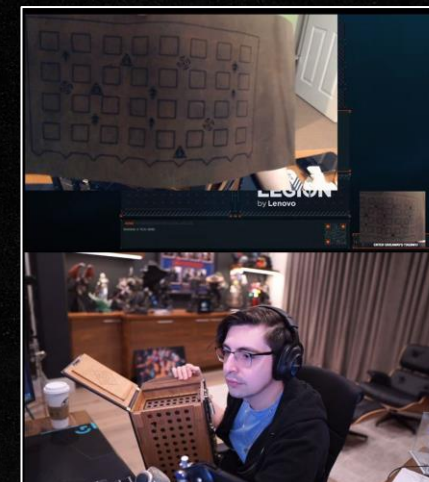
#2 BEST-SELLER STEAM



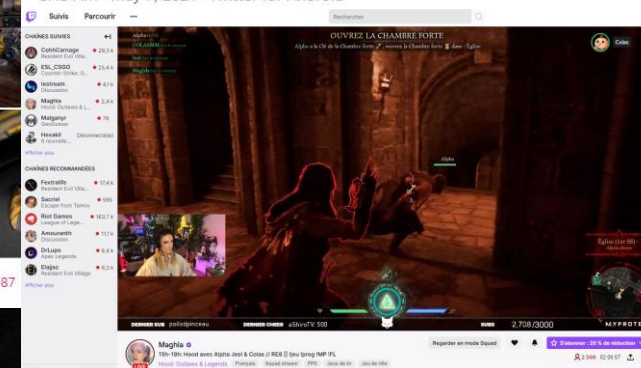
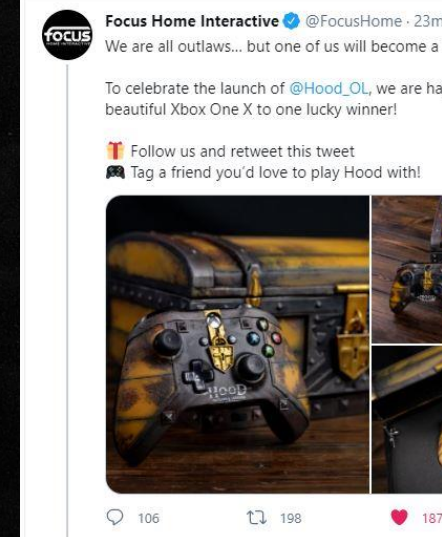


@D10 = 3,000,000 hours broadcast!

Dozens of Out-Of-The-Box influencer/partner activations  
(AMD, Win10, IGN, ASMR, custo consoles, Major Nelson...)

[Translate Tweet](#)

8:45 AM · May 7, 2021 · Twitter for Android





# HOOD | AN AMBITIOUS LIVEOPS PLAN



## YEAR 1 ROADMAP

PS5 | PS4 | X1 | XS | PC

PRE-ORDER & PLAY EARLY MAY 7



SUMO  
NEWCASTLE

FOCUS  
GAMES

### FREE CONTENT FOR ALL PLAYERS

SEASON 0: LITHA			SEASON 1: SAMHAIN			SEASON 2: YULE			SEASON 3: OSTARA		
NEW MAP MOUNTAIN	NEW GAME MODE	SEASONAL & COMMUNITY EVENTS	NEW CHARACTER	SEASONAL & COMMUNITY EVENTS	FREE COSMETICS	MAJOR GAMEPLAY ADDITION	SEASONAL & COMMUNITY EVENTS	FREE COSMETICS	MAJOR GAMEPLAY ADDITION	SEASONAL & COMMUNITY EVENTS	FREE COSMETICS

### PREMIUM CONTENT

INCLUDED IN YEAR 1 EDITION OR SOLD SEPARATELY			BATTLE PASS 1: SAMHAIN			BATTLE PASS 2: YULE			BATTLE PASS 3: OSTARA		
			OUTFITS	WEAPON SKINS	BANNERS	OUTFITS	WEAPON SKINS	BANNERS	OUTFITS	WEAPON SKINS	BANNERS



# RELEASES | GAMES THAT WILL MAKE THE NEWS IN 2021

## SNOWRUNNER | LIVE OPS PLAN SABER INTERACTIVE

May 2021  
PC Steam, Nintendo Switch,

Year 2 (4 seasons)  
To be released












# STORMGROUND & HIRED GUN | BLASTING RELEASES

#1 STEAM Best-Seller

## MEILLEURES VENTES MONDIALES

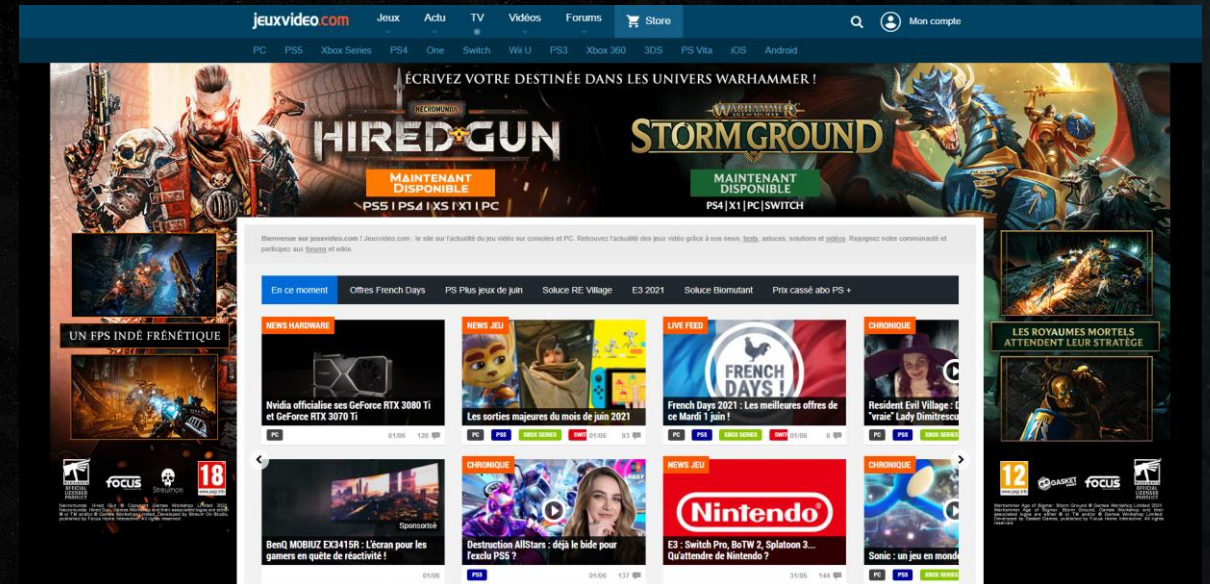
Tous les produits

terme ou tag à rechercher	Recherche	Trier par	Pertinence
23,158 résultats correspondent à votre recherche. 945 titres ont été exclus selon vos préférences. Cependant, aucun de ces titres ne serait apparu en première page des résultats.			
	Necromunda: Hired Gun	1 juin 2021	-15% 39,99€ 33,99€
	Grand Theft Auto V : Édition Premium		14,80€
	ARK: Survival Evolved	27 août 2017	-80% 54,99€ 10,99€
	Days Gone	18 mai 2021	49,99€
	Mass Effect™ Édition Légendaire	14 mai 2021	59,99€
	It Takes Two		
	Dying Light Platinum Edition		
	ARK: Ultimate Survivor Edition		
	The Elder Scrolls Online - Blackwood		
	Dying Light 2 Stay Human		



CROSS PROMO

StormGround VS Hired Gun, for a biggest impact



**SKULL THRONES** organized by Games Workshop on all platforms (Steam, Xbox, PlayStation) where the entire WarHammer catalog is discounted. Both StormGround & Hired Gun benefited from a tier-1 visibility



# INSURGENCY

SANDSTORM

OPERATION EXODUS  
— UPDATE —





# GREEDFALL | GOLD EDITION, NEWGEN AND 4K UHD



COMING THIS SUMMER



**GOLD EDITION INCLUDES:**

AVAILABLE JUNE 30<sup>TH</sup>

BASE GAME	EXPANSION	EXCLUSIVE BONUSES FOR THE PHYSICAL VERSION
		3 LITHOGRAPHS
		DOUBLE POSTER
		STICKER SHEET

18 PEGI 18

PS5 XBOX SERIES X/S

WWW.GREEDFALL.COM

FOCUS SPIDERS

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**NEW GEN VERSION** PlayStation 5 and Xbox Series X/S  
**4K UHD / 60FPS** for the first time on consoles  
**NEW EXPANSION** with new content and storyline





# RELEASES | GAMES THAT WILL MAKE THE NEWS IN 2021

**ALIENS: FIRETEAM ELITE**  
**COLD IRON**

SUMMER 2021  
PS5, XSX, PS4, X1, PC





## INSURGENCY: SANDSTORM | CONSOLES NEW WORLD INTERACTIVE

2019: PC

2021: PS5, XSX, PS4, X1





# RELEASES | GAMES THAT WILL MAKE THE NEWS IN 2021

EVIL WEST  
FLYING WILD HOG

2021  
PS5, XSX, PS4, X1, PC





RELEASES |

# HARDSPACE SHIPBREAKER

## HIGHLIGHTS OF 2020

**"BRYANT FRANCIS' TOP 10 GAMES"**  
**GAMASUTRA**

**"BEST PC GAMES"**  
**DEN OF GEEK**

**"BEST OF 2020"**  
**AVCLUB**

**"TOP 25"**  
**POLYGON**

**"JEFF GRUBB'S TOP 10 GAMES"**  
**VENTURE BEAT**

**"GAME AND TOY AWARD"**  
**POPULAR MECHANICS**

**"BEST PC GAMES"**  
**GAME WATCHER**

**"TOP 10"**  
**GAMASUTRA**





E3 2021 | WORLD PREMIERE REVEAL



Exclusive Partnership for a reveal during Xbox Conference  
FIRST TIME IN FOCUS HISTORY

# A PLAGUE TALE —REQUIEM—

AMAZING COVERAGE

**XBOX CONFERENCE** | 2M+ viewers in live only on Twitch

**PRESS COVERAGE** | 1500+ press articles about Plague in 24h

**TRAILER VIEWS** | 5M+ views after a few days (conference) and  
2M+ views of Requiem trailer alone





# A PLAGUE TALE INNOCENCE | NEWGEN AND 4K UHD

COMING THIS SUMMER

4K UHD, 60FPS, 3D AUDIO SUPPORT



PS5 XBOX SERIES X



NINTENDO SWITCH

CLOUD VERSION