



WE CREATE EMOTION

REVENUE FY-2023

14 FEBRUARY 2024



DISCLAIMER

This statement may contain estimated financial data, information on future projects and transactions and future business results/ performance. Such forward-looking data are provided for estimation purposes only. They are subject to market risks and uncertainties and may vary significantly compared with the actual results that will be published. The estimated financial data have been presented to the Board of Directors and have not been audited by the Statutory Auditors. More detailed information on the potential risks that could affect our financial results is included in the 2022 Financial annual report in chapter 2.8. Other than as required by law, Xilam Animation does not undertake any obligation to update them in light of new information or future developments.

**SUCCESSFUL
DEVELOPMENT IN
THE YOUNG-ADULT
SEGMENT
IN 2023**



INCREASE IN REVENUE IN 2023

€30.6M
+21%

**SALES OF NEW
PRODUCTIONS AND
DEVELOPMENTS**

+26%

**XILAM PERIMETER
ALONE**

€39.7M
+11%

TOTAL SALES

**NEW PLATEAU FOR
THE CATALOGUE
AT AROUND €10M**

€48.2M
+3%

**TOTAL OPERATING
REVENUE**

Xilam



**LEADING
ANIMATION
GROUP**

INNOVATOR

**DIGITAL
PLAYER**

**GLOBAL
OPERATOR**

10 SERIES IN PRODUCTION IN 2023 FOR A TOTAL OF 172 HALF-HOURS

10 SERIES IN PRODUCTION

	NUMBER OF PROJECTS	NUMBER OF 1/2H
Non-Kids series	2	30
Kids series	7	116
Preschool series	1	26
Total series in prod.	10	172

- 5 series of continuing seasons
- 4 series for digital SVOD platforms
- 5 series produced as Servicing (Work for Hire) representing **75%** of Sales of new productions and developments (versus 52% in 2022)
- 5 proprietary productions representing **25%**
- 2 CGI series

Proprietary Production

Zig & Sharko 4



26 half hours

Magoo 2



26 half hours

Lupin's Tale 2



26 half hours

Servicing

Twilight of Gods



8 half hours

The Doomies



22 half hours

Chip' n Dale 2

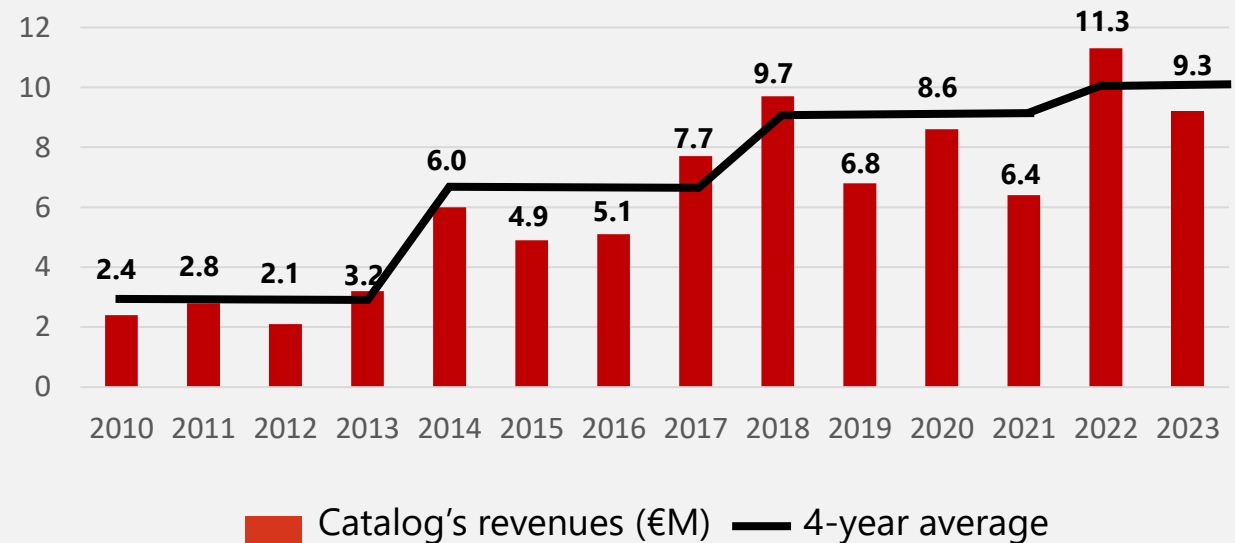


18 half hours

A NEW PLATEAU, AROUND €10M PER YEAR OF CATALOGUE REVENUES

- ➔ Catalog revenues are to be assessed over 4-year periods corresponding to the average duration of broadcasters' rights
- ➔ Revenues are fully recognized when broadcasting rights are opened
- ➔ 62% of the revenue⁽¹⁾ are generated by 3 brands : *Oggy, Zig & Shako & Chicky*. It was 72% in 2022.
- ➔ Solid performance of other series

EVOLUTION OF CATALOG'S REVENUE⁽¹⁾ (€M)



(1) Revenue = sales + grants

TOTAL SALES UP +11% IN 2023

('000 euros)	31.12.2023 ⁽¹⁾	31.12.2022	% variation
Sales of new productions and developments	30,560	25,358	+21%
Sales of catalogue	9,166	10,356	-11%
Total sales	39,726	35,714	+11%
Grants ⁽²⁾	6,006	6,299	-5%
Total sales and grants	45,732	42,013	+9%
Other current operating revenue (including ATC) ⁽³⁾	2,515	4,706	-47%
Total operating revenue	48,247	46,719	+3%

(1) Unaudited data

(2) Total grants (sales and catalogue)

(3) Audiovisual Tax credit (ATC)

SALES GROWTH DRIVEN BY THE NEW YOUNG-ADULT SEGMENT

Weight in Total sales:

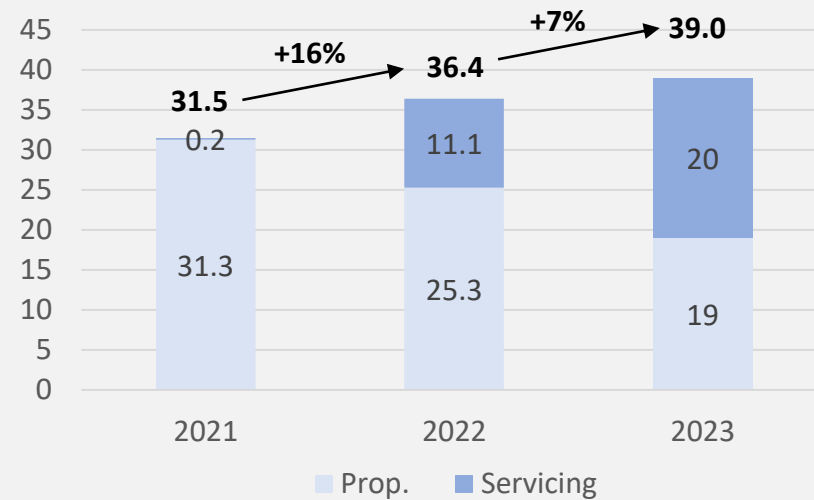
- ➔ **77%** international
(87% for catalogue sales)
- ➔ **68%** digital platform, driven by new productions
(linear TV still the majority for catalogue sales)
- ➔ **40%** new young-adult segment
(versus 14% in 2022), driven by new productions

€39M INVESTED IN PRODUCTION IN 2023

- ➔ Significant growth in production expenditures expected in 2023
- ➔ Mix to remain balanced between proprietary production and servicing

EVOLUTION OF EXPENDITURES IN PROPRIETARY AND WORK FOR HIRE PRODUCTION (€M)

€ million



Prop.: Proprietary WFH: Work For Hire

FIRST CARBON FOOTPRINT DEMONSTRATING STRONG ACHIEVEMENT



First carbon assessment reflecting commitment to the green transition

CARBON FOOTPRINT HALF OF THE SECTOR MEDIAN

- Comprehensive assessment covering Scopes 1, 2 and 3
- 3.9tCO₂ per employee in 2022, -7% compared with 2021
- Service purchasing representing 40% of Group's emissions & Digital (including IT assets and purchasing) being the second-largest source of emissions

EMPLOYEES' ENGAGEMENT

- Mobilization around environmental, social and societal topics

TRAINING OF YOUNG PEOPLE

- 6 apprentices and 37 trainees in 2023

POSITIVE VALUES CARRIED OUT BY XILAM'S CHARACTERS

- Diversity / Gender / Parity
- Benevolence and Perseverance
- Health and Environment
- Freedom to choose
- Open-Mindedness



Strong ESG ratings



NOTE
4,0 stars
(+0,5)

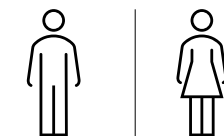


NOTE
68 / 100
(+6 Points)

SECTOR
RANKING
3/78

2023

EMPLOYEES



48% | **52%**

BOARD MEMBERS



50%

INDEPENDENT BOARD MEMBERS



66%

TURBULENCE IN THE KIDS CONTENT MARKET BUT CONFIRMATION OF THE BOOMING DEMAND FOR ADO-ADULT CONTENT

KIDS CONTENTS

- ➔ Demand from platforms is slowing down, due to significant turbulences in the streaming business model

- ➔ New waves of growth expected to pick-up by the end of 2024, when the business model will have successfully shifted

ADO-ADULTS CONTENTS

- ➔ Confirmation of the strong streaming platforms' investments for their core audience target (15-35 year-old)

- ➔ Xilam being positioned to offer innovative contents

- ➔ Developing different formats (series, feature films) and genre

- ➔ Focusing on "ultra premium" content, as it attracts higher budgets and is subject to less competition

THANK YOU

Q&A

