WE CREATE EMOTION

H1-2024 RESULTS

30 SEPTEMBER 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 2023 Financial annual report in chapter 2.9. Other than as required by law, Xilam Animation does not undertake any obligation to update them in light of new information or future developments.

LAUNCH OF VERY PROMISING NEW PRODUCTIONS

STRONG FCF AND FINANCIAL STRUCTURE

€11.6M

SALES OF NEW PRODUCTIONS AND DEVELOPMENTS

€-1.0M

Close to breakeven

NET INCOME GROUP SHARE

€2.5M

NET CASH (2)

€13.9M

TOTAL OPERATING REVENUE

€2.7M
+24%

FREE CASH-FLOW

€76.7M

TOTAL EQUITY

LEADING ANIMATION GROUP

INNOVATOR

DIGITAL PLAYER

GLOBAL OPERATOR

(1) Before self-liquidating financing liabilities

ANTICIPATED DECLINE OF REVENUE

('000 euros)	30.06.2024 (1)	30.06.2023	% Variation
Sales of new productions and developments	9,277	14,431	-36%
Catalogue sales	2,309	3,716	-38%
Total sales	**11,586**	**18,147**	**-36%**
Grants (2)	1,688	2,351	-28%
Total sales and grants	**13,274**	**20,498**	**-35%**
Other current operating revenue (including ATC)	610	797	ns
Total operating revenue	**13,884**	**21,295**	**-35%**

SUCCESS OF THE NEW YOUNG-ADULT SEGMENT

Weight in Total sales:

- **76%** international
- **66%** digital platform, driven by new productions
- **43%** new young-adult segment (54% for new productions alone)

Revenue reflecting the reduction in orders from US streaming platforms in the kids segment

(1) The limited review of the half-year financial information has been finalised
(2) Excluding Audiovisual Tax Credit (ATC)

10 SERIES IN PRODUCTION IN H1-2024 FOR A TOTAL OF 194 HALF-HOURS

10 SERIES IN PRODUCTION

	NUMBER OF PROJECTS	NUMBER OF 1/2H
Non-Kids series	2	30
Kids series	7	138
Preschool series	1	26
Total series in prod.	**10**	**194**

- 5 servicing, of which **4** for digital SVOD platform
  - 2 for adults and 3 for Kids
- 5 proprietary productions
  - 2 renewals and 3 new creations

Proprietary Production

Submarine Jim

26 half hours

Potobot

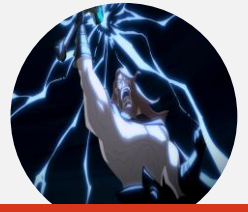
26 half hours

Piggy Builders

26 half hours

Servicing

Twilight of the Gods

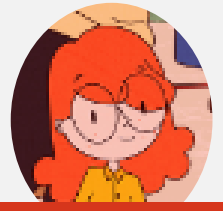


8 half hours

The Doomies

22 half hours

La vie de chateau



6 half hours

NET INCOME GROUP SHARE CLOSE DU BREAKEVEN

('000 euros)	30.06.2024 (1)	30.06.2023	% Variation
Total operating revenue	**13,884**	**21,295**	**-35%**
Operating expenses	(15,195)	(19,140)	-21%
Current operating income	**(1,310)**	**2,155**	**ns**
% Sales and grants	*Ns*	*10,5%*	
Operating income	**(1,450)**	**2,158**	**ns**
Financial income and expenses	(109)	(79)	
Income tax	441	(318)	
Consolidated net income	**(1,119)**	**1,761**	**ns**
% Sales and grants	*ns*	*8,6%*	
Net income attributable to the group	**(956)**	**1,851**	**ns**

CURRENT OPERATING INCOME OF €-1.3M

- Reflecting contraction in production activity, asymmetrical level of catalogue
- Strict control of fixed costs (pooling of resources, grouping of site), a 20% reduction expected over a full year

NET INCOME ATTRIBUTABLE TO THE GROUP OF €-1.0M

- Financial net expenses reflecting very low cost of financial debt, divided by 2
- Income tax being a positive €0.4m

(1) The limited review of the half-year financial information has been finalised

FREE CASH-FLOW OF €2.7M, UP 24% COMPARED TO H1-2023

('000 euros)	30.06.2024 (1)	30.06.2023	Variation
Cash-flow from operating activities before net cost of borrowing and taxes	**3,845**	**8,581**	**(4,736)**
Income tax paid	12	195	(183)
Change in working capital requirement	2,443	4,696	(2,253)
Net cash related to operating activities	**6,300**	**13,472**	**(7,172)**
Capex	(3,559)	(11,402)	7,843
Other net investments	(30)	118	(148)
Free Cash-flow (2)	**2,711**	**2,188**	**523**

NET CASH RELATED TO OPERATING ACTIVITIES DOWN DUE TO REDUCTION IN ROC

- €2.4M cash generated by change in the working capital requirement

FREE CASH-FLOW OF €2.7M

- Intangible capex reduction linked to the lower share of proprietary productions in sales

1) The limited review of the half-year financial information has been finalised.
2) Before interest paid and repayment of lease liabilities

STRONG REDUCTION IN NET FINANCIAL DEBT

('000 euros)	30.06.2024 (1)	31.12.2023	Variation
Cash and cash equivalents	**6,568**	**8,139**	**(1,570)**
Corporate financial liabilities	(4,079)	(4,377)	298
Net Cash (2)	**2,489**	**3,761**	**(1,272)**
Self-liquidating financial liabilities	(4,798)	(11,053)	6,255
Net financial debt (3)	**(2,309)**	**(7,292)**	**4,983**

NET CASH POSITION OF €2.5M

- Reduction of the corporate financial liabilities to €4.1M

STRONG REDUCTION IN NET FINANCIAL DEBT TO €2.3M

- Self-liquidating financial debt down to €4.8M due to the payment of receivables from major international platforms
- €5.0M of debt reduction thanks €1.4M cash generation and €3.6M net capital increase beginning of 2024

(1) The limited review of the half-year financial information has been finalized
(2) Excluding self-liquidating financial liabilities
(3) Net financial debt, excluding rental debt according to IFRS16

SOUND AND SOLID FINANCIAL STRUCTURE

ASSETS ('000 euros)	30.06.2024 (1)	31.12.2023
Goodwill	4,136	4,136
Intangible assets	85,948	86,451
Property, plants and equipment	2,167	2,466
Right-of-use assets	4,212	5,136
Non-current financial assets	250	341
Trade receivables	4	405
Other receivables	980	602
Net deferred tax assets	562	552
Total non-current assets	**98,259**	**100,089**
Current financial assets	14	16
Trade receivables	7,089	12,431
Contract assets	1,626	2,772
Tax receivables	6,707	6,870
Other receivables	6,488	7,783
Cash and cash equivalents	6,620	8,253
Total current assets	**28,544**	**38,125**
Total assets	**126,804**	**138,214**

EQUITY & LIABILITIES ('000 euros)	30.06.2024 (1)	31.12.2023
Equity Groupe share	74,060	71,302
Non-controlling interests	2,614	2,777
Total Equity	**76,674**	**74,079**
Provisions for pensions	804	911
Net deferred tax liabilities	1,661	2,286
Non-current financial liabilities	3,799	5,679
Non-current lease liabilities	2,900	3,733
Other non-current liabilities	5,670	7,590
Total non-current liabilities	**14,835**	**20,200**
Current financial liabilities	5,130	9,864
Current lease liabilities	1,806	2,014
Trade payables	2,389	2,888
Other current liabilities	12,339	13,681
Contract liabilities	1,257	2,543
Deferred revenue	12,374	12,944
Total current liabilities	**35,295**	**43,934**
Total equity and liabilities	**126,804**	**138,214**

(1) The limited review of the half-year financial information has been finalized

AGILITY AND SOLID FOUNDATIONS, TO DELIVER A STRATEGY BASED ON XILAM'S POWERFUL ASSETS

CURRENT MARKET TRENDS

- Demand from platforms is temporarily slowing down, due to significant turbulences in the streaming business model for kids
- Confirmation of the strong streaming platforms' investments for their core audience target (15-35 year-old)
- Kids' content key for major European channel
- New waves of growth expected to pick-up by 2025

XILAM STRATEGY

- Conquest of the young-adult segment: Enthusiastic press following Netflix' worldwide launch of *Twilight of the Gods*
- Redirecting part of the commercial efforts towards the major European channels. Starting production of:
  - *Piggy Builders* with France Télévisions, ZDF and BBC
  - *Submarine Jim* with France Télévisions and Super RTL
- Production start of epic family feature *Lucy Lost* to capitalize on the so successful film *I Lost My Body* a few years ago
- Savings plan already implemented, while maintaining the Group's core expertise

2024: Expected reduction in sales, but forecast of a Current Operating Income close to breakeven

Ambition of a rapid return to profitable growth

SUCCESSFULL LAUNCH OF TWILIGHT OF THE GODS

NOTE IMDb
7,4/10
3,7 k

numerama

La série est un régal de chaque instant pour les yeux, tant l'animation est fluide et l'esthétique sublime
Une animation à couper le souffle made in France

ANIMATION MAGAZINE
The Business, Art & Technology of Animation

Animation allows the audience to experience a thing that's really unexpected and really exciting,

L'INFO TOUT COURT

Pur bonheur que ce Twilight of the Gods
Un soin visuel chatoyant

Télérama.fr

Souffle épique et décors impressionnants

IndieWire

Xilam pushed its ability to combine very stylized design, effects, and a dynamic camera.

l'actu

Un voyage périlleux, traversant des lieux incroyables et livrant des combats sanglants

melty

Un succès retentissant pour la première saison. Les fans attendent avec impatience des nouvelles de la saison 2

JV

une série adulte, très rythmée et spectaculaire

SLANT

The grace of the show's language extends to its animation, which provides lucid, gruesome glimpses at the might of the gods and the near-superhuman determination of Sigrid and her allies

LAUNCH OF 3 VERY PROMISING NEW PROPRIETARY PRODUCTIONS

PIGGY BUILDERS

A CGI series for a preschool audience

- Series secured with 3 strong European broadcasters: France Télévisions, BBC and ZDF

SUBMARINE JIM

An adventure comedy for Kids

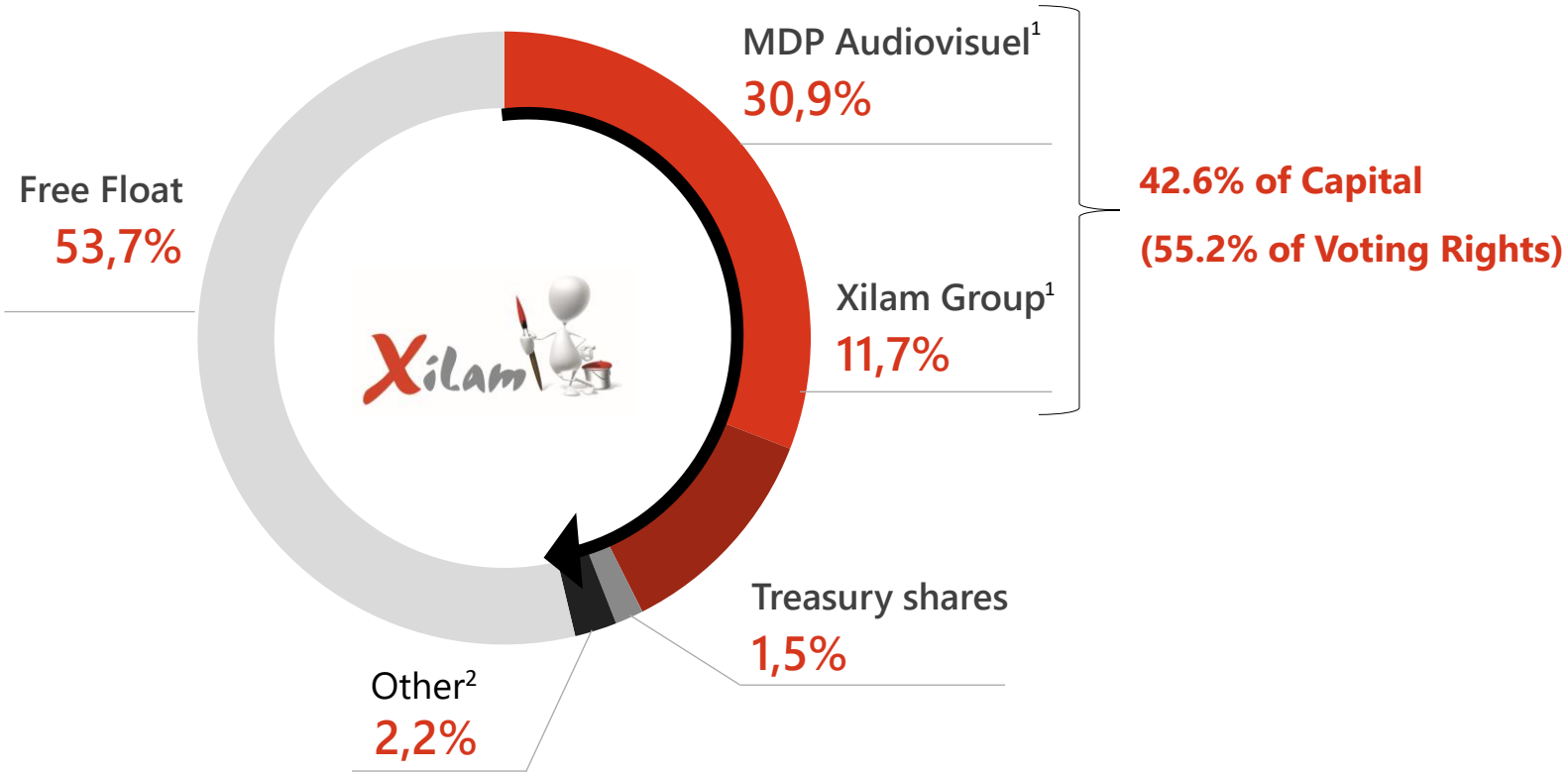
- First pre-sales of the series with European broadcasters France Télévisions and Super RTL

LUCY LOST

Epic Family feature

- Adaptation of Michael Morpurgo's *Listen to the Moon* and directed and co-written by Olivier Clert (*Klaus*)
- Gebeka International, Le Pacte and Canal+ on Board

AN INDEPENDENT GROUP CONTROLLED BY ITS FOUNDER



Successful Capital increase of €3.7M beginning of 2024

XILAM is listed on Euronext Paris Compartment B
PEA - SRD long Eligibility.

ISIN: FR0004034072, Symbol: XIL

September 2024

- **5,893,799 shares**
- **Share price of €4.68**
- **Market Cap. of €27M**

(1) Xilam Group and MDP Audiovisuel are each controlled at 100% by Marc du Pontavice

(2) Employees and other registered shareholders

THANK YOU

Q&A