

# **FULL-YEAR 2024 RESULTS**

13 February 2025



## **FULL-YEAR 2024 HIGHLIGHTS**





## **STRONG GROUP PERFORMANCE IN 2024**

| ( <b>€</b> m)                 | 2023    | 2024    | Change   |
|-------------------------------|---------|---------|----------|
| Revenue                       | 8,081   | 8,942   | +8.5%(1) |
| Recurring EBIT <sup>(2)</sup> | 520     | 593     | +14%     |
| EBITA <sup>(2)</sup>          | 405     | 498     | +23%     |
| Free cash flow <sup>(2)</sup> | 261     | 423     | +62%     |
| Net debt at end of year(2/3)  | (2,043) | (1,855) |          |
| Leverage ratio                | 3.0x    | 2.4x    |          |

- Sustained growth with revenue up 8.5%<sup>(1)</sup> to close to €9bn
- Record recurring EBIT at €593m
- Sound FCF generation with an increase to €423m
- Net debt: a €188m decrease

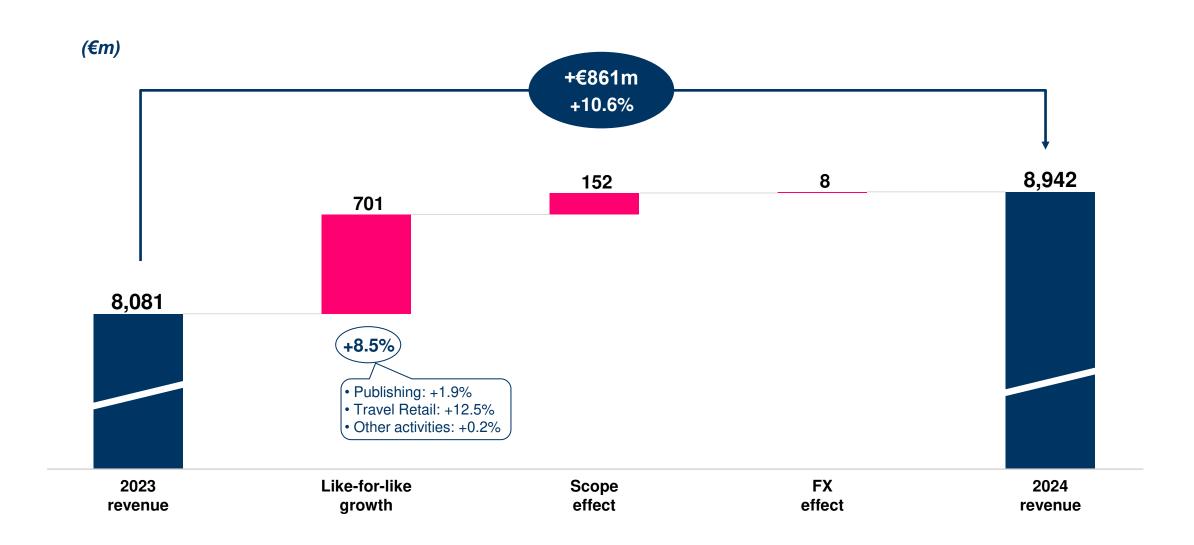
<sup>(1)</sup> On a like-for-like basis

<sup>(2)</sup> Alternative Performance Measure (APM)

<sup>(3) 2023</sup> restated – Change in the definition of net debt (see Glossary)



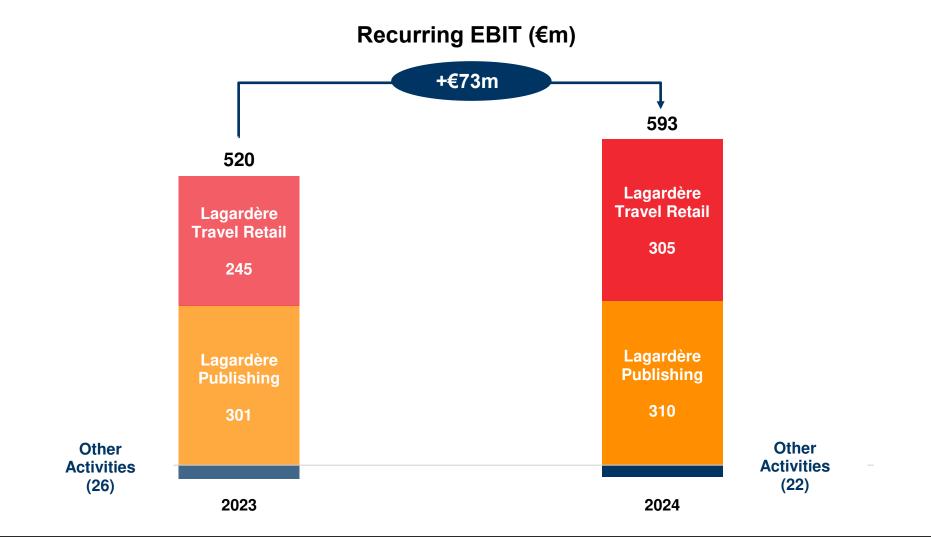
## **GROWTH IN ALL ACTIVITIES**





## **€593M RECURRING EBIT SUPPORTED EQUALLY BY THE TWO MAIN ACTIVITIES**

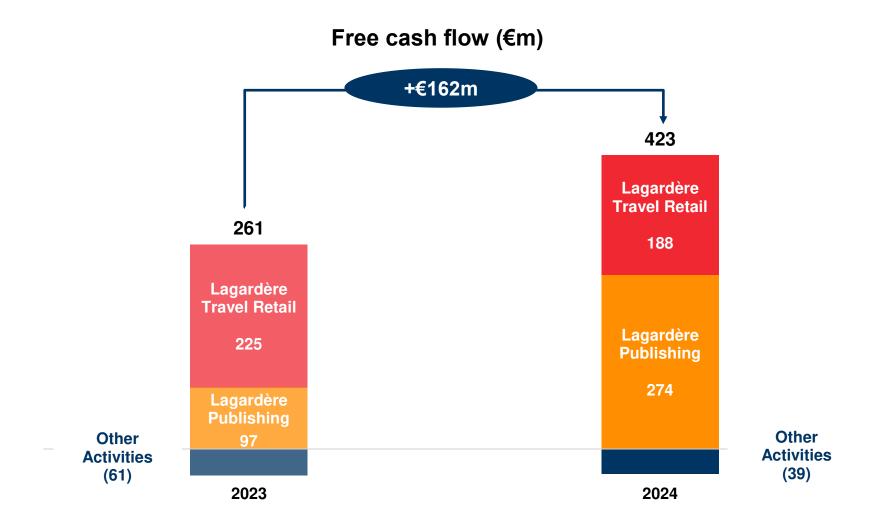
Both Lagardère Publishing and Lagardère Travel Retail achieved recurring EBIT in excess of €300m





## SOUND FREE CASH FLOW PERFORMANCE

€162m increase in free cash flow, mainly driven by operating performances, and despite higher capex at Lagardère Travel Retail designed mainly to fuel organic growth

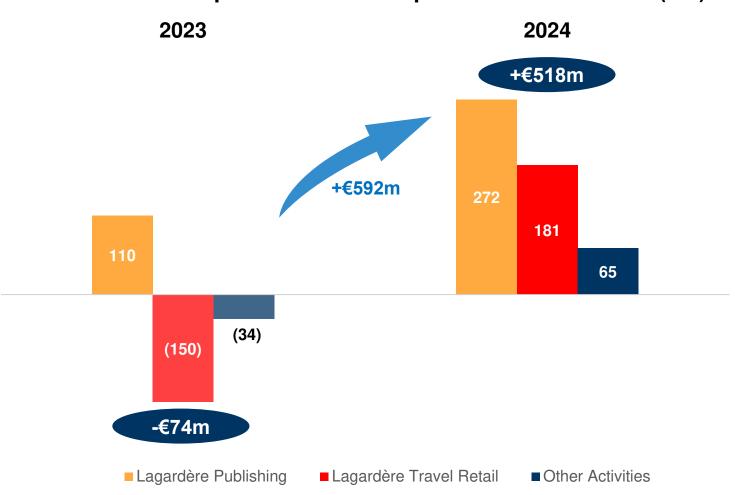




## **CASH GENERATION EVEN BETTER AFTER M&A IMPACTS**

Our 3 businesses generated a net *Cash from operations and investing activities* of €518m in 2024 (compared to a €74m cash outflow in 2023)

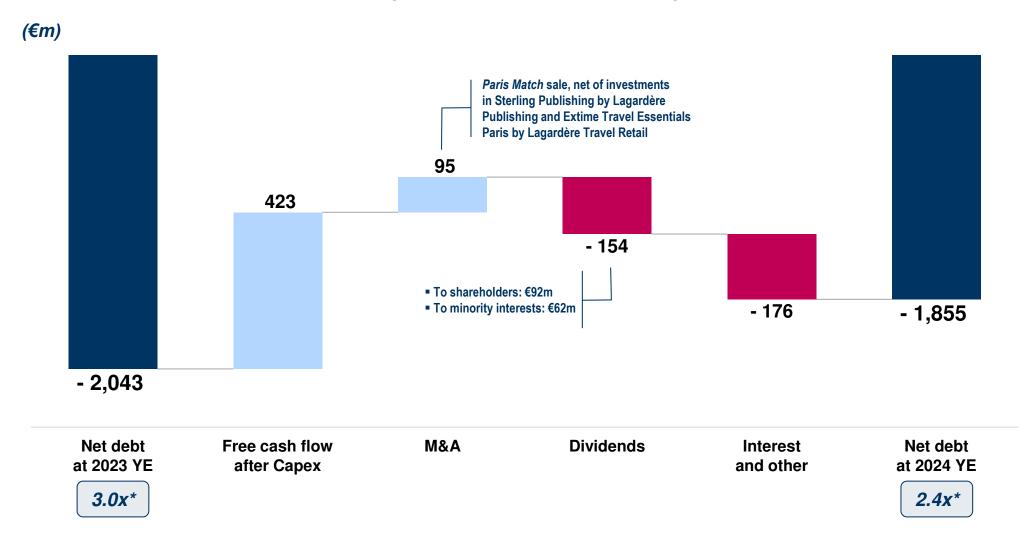
## Free cash flow after purchases and disposals of investments (€m)





## **POWERING STRONG DELEVERAGING**

## Change in net debt and leverage ratio<sup>(1)</sup>





## PERFORMANCE BY DIVISION





## LAGARDERE PUBLISHING

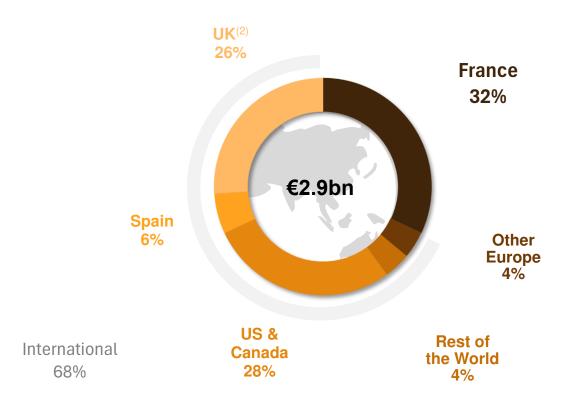
# **FULL-YEAR 2024 PERFORMANCE**





## INTERNATIONAL REVENUE REPRESENTING 2/3 OF PUBLISHING ACTIVITY

#### 2024 revenue by geographic area<sup>(1)</sup>



- Well balanced activity between three main regions:
   France, the UK and the US
- Sustained revenue growth of 1.9%<sup>(3)</sup> driven by strong trends in the US and the UK
- Strong market positions









<sup>(1)</sup> By origin

<sup>(2)</sup> Including Ireland, Australia and New Zealand

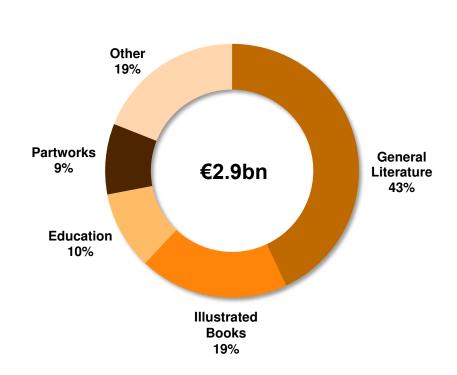
<sup>(3)</sup> On a like-for-like basis

<sup>(4)</sup> In Trade only



# WELL BALANCED AND DIVERSIFIED ACTIVITIES, GROWTH OF DIGITAL AND DIVERSIFICATION

#### 2024 revenue by activity

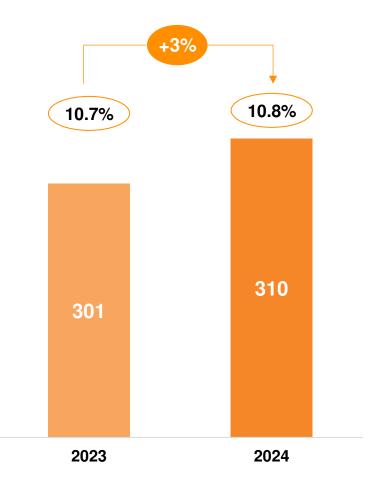


- General Literature (43% of total sales) was notably boosted by growth in digital formats (audio and e-books):
  - Downloadable audiobooks and e-books represented 14% of revenue in 2024 (vs 12% in 2023)
  - Strong momentum, particularly in the US
- Education was impacted in 2024 by the lack of curriculum reform in France and the end of the national reform in Spain
- Other activities notably included Board Games, with an exceptional year (revenue up 22% vs 2023)



## STRONG AND RECURRING PROFITABILITY

# Recurring EBIT (€m) and operating margin (%)



- Recurring EBIT up 3% at €310m
- Steady level of profitability at 10.8%
  - Favorable sales mix in the US and the UK
  - Growth in digital sales
  - Cost saving measures in France



# LAGARDERE TRAVEL RETAIL

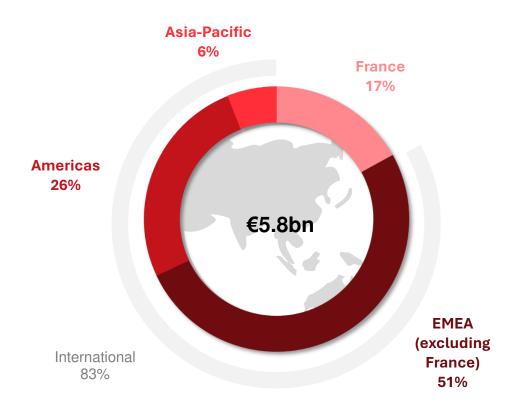
# **FULL-YEAR 2024 PERFORMANCE**





## **ANOTHER YEAR OF STRONG GROWTH (+12.5%)**

#### 2024 revenue by geographic area<sup>(1)</sup>

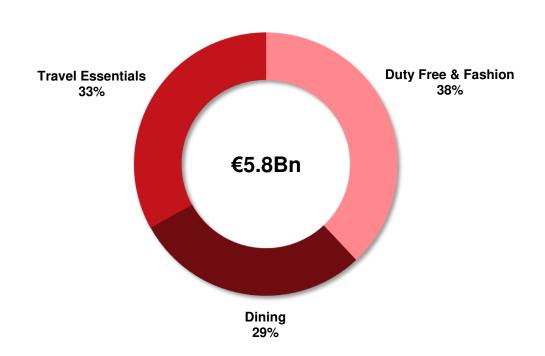


- Growth of 12.5%<sup>(2)</sup> mainly led by EMEA:
  - Sustainable growth in EMEA: up 20%, benefitting from strong traffic, concept modernisations, innovations and new contracts
  - Leading positions in France: up 15%, thanks to higher air traffic, the success of our JVs with Group ADP, stores modernisation and commercial initiatives
  - Activity in the Americas remained dynamic: up 6%, in a context of air traffic trends normalizing
  - Asia-Pacific: down 13%, due to lower activity and store closures in North Asia, hit by the slowdown in the Chinese economy
- International activity represented more than 80% of revenue



## WELL-BALANCED PORTFOLIO OF ACTIVITIES

#### 2024 revenue by activities

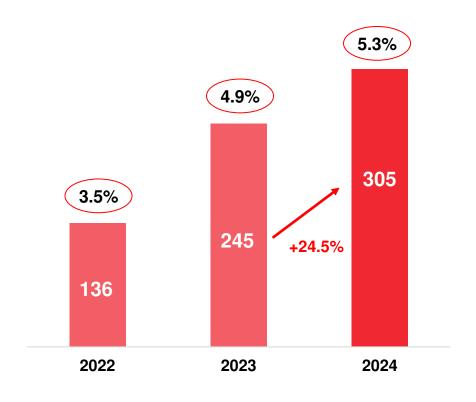


- Capitalising on our successful 3 business lines model to develop holistic shopping experiences
- Business line mix slightly different vs 2023, with continuous growth in Dining (up 2 points) driven by the full impact of the Tastes On The Fly acquisition in November 2023



## RECORD €305M RECURRING EBIT AND 5.3% MARGIN

## Recurring EBIT (€m) and operating margin (%)



- All-time high recurring EBIT and record profitability thanks to:
  - Improvement of international and domestic traffic
  - Focus on organic profitable growth
  - Strong cost control and margins improvements
  - Successful integration of Marché, Costa and Tastes On The Fly



# OTHER ACTIVITIES

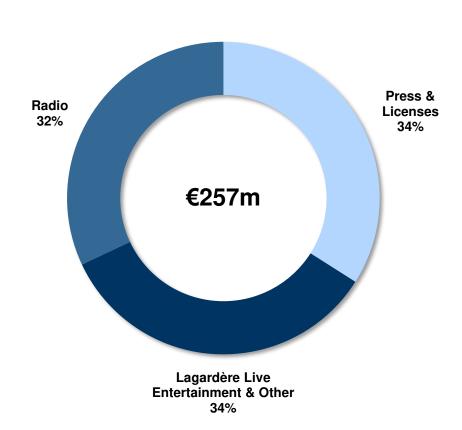
# **FULL-YEAR 2024 PERFORMANCE**



## Lagardère

## OTHER ACTIVITIES

#### 2024 revenue<sup>(1)</sup> by activity



- Other Activities revenue increased to €257m (+0.2%<sup>(1)</sup>)
- Radio: up 3%<sup>(1)</sup>, driven by audience growth at Europe 1
- Press & Licenses: down 5%<sup>(1)</sup>, due to lower advertising revenues. International Elle licenses were up 2% compared to 2023
- Lagardère Live Entertainment: up 2%<sup>(1)</sup>, with very good performances from all activities, notably the Folies Bergère in Paris
- Improved recurring EBIT at a negative €22m (€4m improvement)

(1) On a like-for-like basis



## **ESG PERFORMANCE**





#### **ESG PERFORMANCE IN 2024**

Limiting the environmental impact of products and services



#### ~32% Teq CO<sub>2</sub>/FTE<sup>(1)</sup> emissions since 2019<sup>(1)</sup>

(scope 1 & 2 emissions & scope 3 related to employee travel) vs. ~21% in 2023

#### Significant scope 3

to be published in our first CSRD sustainability report (covering more than 90% of our activities)

#### **New Circular Economy** objectives:

-25% of plastic use for Lagardère Publishing by 2030

75% of Lagardère Travel Retail shops with 100% rPET water bottles by end of 2025

Placing people at the heart of the Group's strategy



46%(1)

of women top executives (vs. 46% in 2023)

#### 81%

of employees trained to prevent all harassment behaviors

**SUSTAINALYTICS** 

a Morningstar company

**Ensuring ethical and** responsible governance



60%(1)

of the riskiest suppliers' expenditure assessed by Ecovadis (vs. 53% in 2023)

#### 87%

of employees trained with anti-corruption



Lagardère ranked "Low Risk" with a score of 14.3, improved by 2.1 points

Sharing the social and cultural diversity of activities with as many people as possible



26.029

of audiobooks available in the Lagardère Publishing catalogue at 2024 YE (vs. 23,594 in 2023)

of e-books available in ePub3 formatlevel 2 (for people with disabilities) among new textbooks in the Lagardère Publishing catalogue at 2024 YE (vs 84% in 2023)

#### 29 projects

supported by the Foundation "Hachette pour la lecture" since 2022 (+8 in 2024)

#### 373 prize-winners

received a grant from the "Jean-Luc Lagardère Foundation" since 1990 (+9 in 2024)



# 





## 2025

## Annual General Meeting of 29 April 2025

The Board of Directors has decided to propose to the Annual General Meeting of 29 April 2025 to approve an ordinary dividend of €0.67 per share for 2024. The ex-dividend date is expected to be 30 April 2025, with a payment date as from 5 May 2025

#### **2025**

After a solid performance in 2024, the Lagardère group is confident in its ability to consolidate its leading positions on its markets

The Group intends to maintain its efforts to continue to grow, improve profitability and balance the allocation of capital between investing to develop the business, paying a reasonable level of dividends and improving debt leverage



# APPENDICES TO THE CONSOLIDATED FINANCIAL STATEMENTS





## **CHANGES IN SCOPE: 2024 MAIN ITEMS**

- Lagardère Publishing
- Acquisition of Sterling Publishing
- Lagardère Travel Retail
- None
- Other Activities
- Disposal of Paris Match

## **Q4 REVENUE**

| (€m)                    | Q4 2024 | Consolidated change | Consolidated change (%) | Like-for-like change <sup>(1)</sup> (%) |
|-------------------------|---------|---------------------|-------------------------|-----------------------------------------|
| Lagardère Publishing    | 799     | +4                  | +0.4%                   | -0.2%                                   |
| Lagardère Travel Retail | 1,468   | +169                | +13.1%                  | +11.6%                                  |
| Other Activities        | 65      | -8                  | -11.0%                  | -0.2%                                   |
| Total                   | 2,332   | +165                | +7.6%                   | +6.9%                                   |

(1) At constant scope and exchange rates



## **SUMMARY OF PERFORMANCE BY DIVISION – 2024**

#### Revenue

| (€m)                    | 2024  | Consolidated change | Consolidated change (%) | Like-for-like change <sup>(1)</sup> (%) |
|-------------------------|-------|---------------------|-------------------------|-----------------------------------------|
| Lagardère Publishing    | 2,873 | +64                 | +2.2%                   | +1.9%                                   |
| Lagardère Travel Retail | 5,812 | +794                | +15.8%                  | +12.5%                                  |
| Other Activities        | 257   | +3                  | +1.3%                   | +0.2%                                   |
| Total                   | 8,942 | +861                | +10.6%                  | +8.5%                                   |

## Recurring EBIT

| (€m)                    | 2024 | Consolidated change | Consolidated change (%) |
|-------------------------|------|---------------------|-------------------------|
| Lagardère Publishing    | 310  | +9                  | +3.0%                   |
| Lagardère Travel Retail | 305  | +60                 | +24.5%                  |
| Other Activities        | -22  | +4                  | N/A                     |
| Total                   | 593  | +73                 | +14.0%                  |

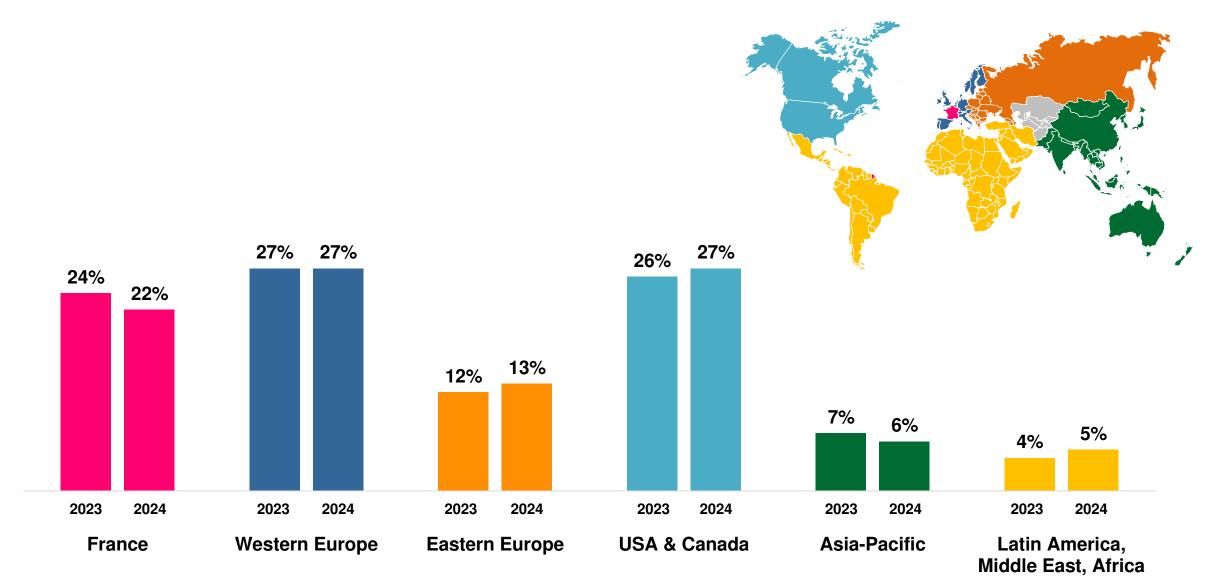
#### EBITA

| ( <b>€</b> m)           | 2024 | Consolidated change | Consolidated change (%) |
|-------------------------|------|---------------------|-------------------------|
| Lagardère Publishing    | 295  | +76                 | +34.7%                  |
| Lagardère Travel Retail | 258  | +17                 | +7.1%                   |
| Other Activities        | (54) | +2                  | N/A                     |
| Total                   | 498  | +93                 | +23.0%                  |

(1) At constant scope and exchange rates



## **REVENUE BY GEOGRAPHIC AREA**(1) - 2024





## **ANALYSIS OF NON-RECURRING/NON-OPERATING ITEMS**

| (€m)                                                                                         | Lagardère<br>Publishing | Lagardère<br>Travel Retail | Other<br>Activities | Total<br>2024 | Total<br>2023 |
|----------------------------------------------------------------------------------------------|-------------------------|----------------------------|---------------------|---------------|---------------|
| Recurring EBIT <sup>(1)</sup>                                                                | 310                     | 305                        | (22)                | 593           | 520           |
| Income (loss) from equity-accounted companies                                                | 1                       | (1)                        | -                   | -             | (1)           |
| Restructuring costs                                                                          | (16)                    | (35)                       | (21)                | (72)          | (75)          |
| Gains (losses) on disposals on PP&E and intangible assets                                    | -                       | (1)                        | -                   | (1)           | (1)           |
| Impairment losses on PP&E and intangible assets                                              | -                       | (11)                       | (14)                | (25)          | (38)          |
| Gains (losses) on real-estate leases and other                                               | -                       | 1                          | 2                   | 3             | -             |
| EBITA <sup>(1)</sup>                                                                         | 295                     | 258                        | (54)                | 498           | 405           |
| Gains (losses) on disposals of businesses                                                    | -                       | (2)                        | 116                 | 114           | 6             |
| Impairment losses on acquisition-related intangible assets                                   | -                       | (3)                        | -                   | (3)           | (9)           |
| Amortisation of acquisition-related intangible assets and other acquisition-related expenses | (15)                    | (113)                      | 1                   | (127)         | (112)         |
| IFRS 16 impact on concession agreements                                                      | -                       | 96                         | -                   | 96            | 144           |
| Profit before finance costs and tax                                                          | 280                     | 236                        | 62                  | 578           | 434           |

(1) Alternative Performance Measure (APM) – See Glossary



## **ADJUSTED PROFIT – GROUP SHARE**

| (€m)                                                                                                 | 2023 | 2024 |
|------------------------------------------------------------------------------------------------------|------|------|
| Profit for the period                                                                                | 175  | 202  |
| Restructuring costs                                                                                  | +75  | +72  |
| Gains/losses on disposals                                                                            | -10  | -114 |
| Impairment losses on goodwill, PP&E, intangible assets and investments in equity-accounted companies | +47  | +28  |
| Amortisation of acquisition-related intangible assets and other acquisition-related expenses         | +117 | +130 |
| IFRS 16 impact on concession agreements                                                              | -68  | -    |
| Tax effects on the above transactions                                                                | -39  | -17  |
| Profit (loss) from discontinued operations                                                           | -5   | -    |
| Adjusted profit <sup>(1)</sup>                                                                       | 292  | 301  |
| Attributable to minority interests                                                                   | -40  | -48  |
| Adjusted profit – Group share <sup>(1)</sup>                                                         | 252  | 253  |



## **GROUP RECURRING EBIT TO ADJUSTED PROFIT – GROUP SHARE**

| (€m)                                                                                  | 2023 | 2024 |
|---------------------------------------------------------------------------------------|------|------|
| Group recurring EBIT                                                                  | 520  | 593  |
| Loss from equity-accounted companies <sup>(1)</sup>                                   | -1   | +1   |
| Interest expense on lease liabilities – buildings and other leases                    | -13  | -12  |
| Finance costs, net                                                                    | -97  | -137 |
| Income tax expense excluding tax adjustments on non-recurring and non-operating items | -117 | -144 |
| Adjusted loss attributable to minority interests                                      | -40  | -48  |
| Adjusted profit – Group share                                                         | 252  | 253  |

(1) Before impairment losses

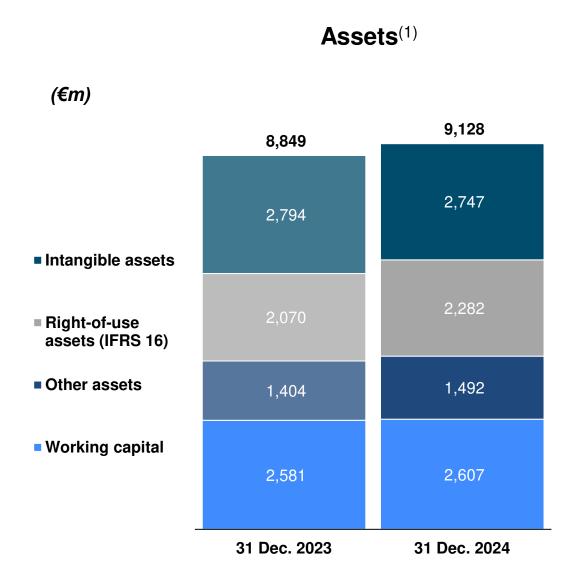


## FREE CASH FLOW RECONCILIATION

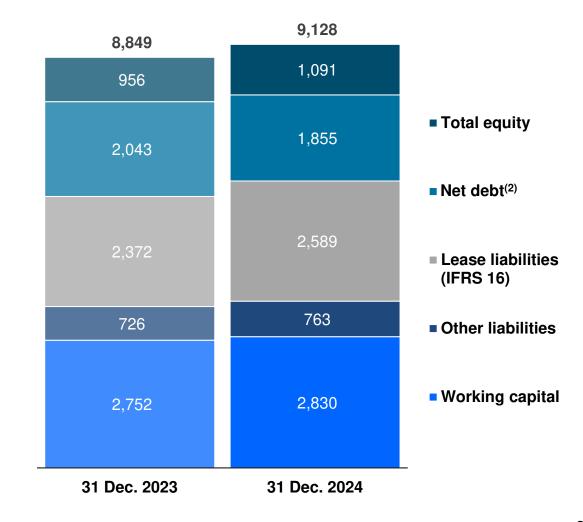
| (€m)                                                                  | 2023  | 2024  |
|-----------------------------------------------------------------------|-------|-------|
| Cash flow from operating activities before changes in working capital | 1,070 | 1,353 |
| Repayment of lease liabilities                                        | (354) | (454) |
| Interest paid on lease liabilities                                    | (99)  | (119) |
| Changes in working capital of lease liabilities                       | (6)   | (4)   |
| Cash flow from operations before changes in working capital           | 611   | 776   |
| Changes in working capital                                            | (14)  | 20    |
| Income taxes paid                                                     | (70)  | (81)  |
| Capex                                                                 | (266) | (292) |
| Free cash flow                                                        | 261   | 423   |



## **CONSOLIDATED BALANCE SHEET (1/2)**



## **Equity and liabilities**





## **CONSOLIDATED BALANCE SHEET (2/2)**

| (€m)                                      | 31 Dec. 2023 | 31 Dec. 2024 |                                                      |
|-------------------------------------------|--------------|--------------|------------------------------------------------------|
| Non-current assets                        | 6,063        | 6,321        |                                                      |
| Investments in equity-accounted companies | 158          | 166          |                                                      |
| Current assets                            | 2,628        | 2,641        |                                                      |
| Short-term investments and cash           | 467          | 393          | ←                                                    |
| TOTAL ASSETS                              | 9,316        | 9,521        |                                                      |
| Total equity                              | 956          | 1,091        |                                                      |
| Non-current liabilities                   | 2,531        | 2,715        |                                                      |
| Non-current debt excl. put options(1)     | 326          | 1,768        | ←                                                    |
| Current liabilities                       | 3,319        | 3,467        |                                                      |
| Current debt excl. put options(2)         | 2,184        | 480          | Net debt of €1,855m<br>(vs. €2,043m at 31 Dec. 2023) |
| TOTAL EQUITY AND LIABILITIES              | 9,316        | 9,521        | (, 1 1 , 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1             |



## **RECURRING EBITDA – OVER 12 ROLLING MONTHS**

| (€m)                                                                               | 2023  | 2024  |
|------------------------------------------------------------------------------------|-------|-------|
| Group recurring EBIT <sup>(1)</sup>                                                | 520   | 593   |
| Depreciation and amortisation of property, plant & equipment and intangible assets | 177   | 196   |
| Adding back fixed rental expense – building and other items                        | (85)  | (88)  |
| Cancelling of depreciation of right-of-use – building and other items              | 68    | 70    |
| Dividends received from equity-accounted companies                                 | 6     | 18    |
| Recurring EBITDA Tastes on the Fly (Jan. to Oct. 2023)                             | 20    | -     |
| Recurring EBITDA <sup>(1)</sup>                                                    | 706   | 789   |
| Net debt, including put on non-controlling interests                               | 2,099 | 1,913 |
| Leverage ratio                                                                     | 2.97x | 2.4x  |

## Lagardère

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Although Lagardère SA believes that the expectations reflected in such forward-looking statements are reasonable, such statements are not guarantees of future performance. Actual results may differ materially from the forward-looking statements as a result of a number of risks and uncertainties, many of which are outside our control, including without limitations:

- general economic conditions (uncertainty related to geopolitics fueled by recent US elections, growing impact of climate change);
- legal, regulatory, financial and governmental risks related to the businesses;
- certain risks related to the media industry (including, without limitation, technological risks, particularly generative AI);
- the cyclical nature of some of the businesses.

These risk factors and uncertainties are further developed in the "risk factors" section of the Universal Registration Document and its Amendment (the current versions and available on the website of Lagardère SA, in the Shareholders and Investors' section, and on the AMF's website).

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## GLOSSARY (1/3)

Lagardère uses alternative performance measures which serve as key indicators of the Group's operating and financial performance. These indicators are tracked by the Executive Committee in order to assess performance and manage the business, as well as by investors in order to monitor the Group's operating performance, along with the financial metrics defined by the IASB. In the context of the first-time application of IFRS 16 – Leases, effective 1 January 2019, the Group has elected to retain its existing alternative performance measures with certain modifications, in particular the neutralisation of pure accounting effects and distortions created by the new standard on the concession's businesses. From 1 January 2019, these indicators are monitored by the Executive Committee to assess operating performance and manage the business, along with the financial metrics defined by the IASB. These indicators are calculated based on accounting items taken from the consolidated financial statements prepared under IFRS and a reconciliation with those items is provided in this presentation, in the press release or in the notes to the consolidated financial statements. A dedicated presentation relating to the impacts of IFRS 16 on the alternative performance indicators was held on 12 February 2019 and is available on the Lagardère website

(http://www.lagardere.com/fichiers/fckeditor/File/Relations investisseurs/Publications/2019/IFRS16/2019 Session IFRS 16.pdf)

Recurring EBIT. The Group's main performance indicator is recurring operating profit of fully consolidated companies, which is calculated as follows:

**Profit before finance costs and tax** excluding:

- Income (loss) from equity-accounted companies before impairment losses
- Gains (losses) on disposals of assets
- Impairment losses on goodwill, property, plant and equipment, intangible assets and investment in equity-accounted companies
- Net restructuring costs
- Items related to business combinations:
  - Acquisition-related expenses
  - Gains and losses resulting from purchase price adjustments and fair value adjustment due to changes in control
  - Amortisation of acquisition-related intangible assets
- Specific major disputes unrelated to the Group's operating performance
- Items related to leases and finance sub-leases:
  - Cancellation of fixed rental expense<sup>(1)</sup> on concession agreements
  - Depreciation of right-of-use assets on concession agreements
  - Gains and losses on leases

(see reconciliation in appendices)



## GLOSSARY (2/3)

- The like-for-like change in revenue is calculated by comparing:
  - 2024 and 2023 revenue based on 2023 exchange rates
  - 2024 revenue to exclude companies consolidated for the first time during the period, and 2023 revenue to exclude companies divested in 2024 (see reconciliation in section VIII Appendices of the full-year 2024 results press release)
- Operating margin is calculated by dividing recurring EBIT of fully consolidated companies (recurring EBIT) by revenue
- Adjusted earnings before interest and income taxes (EBITA) corresponds to EBIT before gains or losses arising on disposals of businesses and
  acquisition-related costs, the amortisation of intangible assets acquired through business combinations and the impairment on goodwill and other intangible
  assets acquired through business combinations, other income and charges related to transactions with shareholders as well as items related to concession
  agreements (IFRS 16) / (see reconciliation in appendices)
- Recurring EBITDA over a rolling 12-month period is calculated as recurring operating profit of fully consolidated companies (Group recurring EBIT) plus dividends received from equity-accounted companies, less depreciation and amortisation charged against property, plant and equipment and intangible assets, amortisation of the cost of obtaining contracts, and the cancellation of fixed rental expense<sup>(1)</sup> on property and other leases, plus recurring EBITDA from discontinued operations (see reconciliation in appendices)
- Free cash flow is calculated as cash flow from operations before changes in working capital, the repayment of lease liabilities and related interest paid, changes in working capital and interest paid plus net cash flow relating to acquisitions and disposals of property, plant and equipment and intangible assets / (see reconciliation in appendices)
- **Net debt** is calculated as the sum of the following items: short-term investments and cash and cash equivalents, financial instruments designated as hedges of debt, non-current debt and current debt excluding liabilities related to minority put options / (see reconciliation **in appendices**)



## GLOSSARY (3/3)

Adjusted profit – Group share is calculated on the basis of profit for the period, excluding non-recurring/non-operating items, net of the related tax and
of minority interests, as follows:

#### Profit for the period excluding:

- · Gains (losses) on disposals of assets
- Impairment losses on goodwill, property, plant and equipment, intangible assets and investments in equity-accounted companies
- Net restructuring costs
- Items related to business combinations:
  - Acquisition-related expenses
  - Gains and losses resulting from purchase price adjustments and fair value adjustments due to changes in control
  - Amortisation of acquisition-related intangible assets
- Specific major disputes unrelated to the Group's operating performance
- Tax effects of the above items
- Non-recurring changes in deferred taxes
- · Items related to leases and finance sub-leases:
  - Cancellation of fixed rental expense<sup>(1)</sup> on concession agreements
  - Depreciation of right-of-use assets on concession agreements
  - Interest expense on lease liabilities under concession agreements
  - Gains and losses on leases
- · Adjusted profit attributable to minority interests: profit attributable to minority interests adjusted for minorities' share in the above items

(see in appendices for reconciliation with profit for the period)



# IMPACT OF IFRS 16 ON THE CONSOLIDATED FINANCIAL STATEMENTS





## **IMPACT OF IFRS 16 ON P&L AND RELATED INDICATORS**

| (€m)                                                                 | 2023  | 2024  |
|----------------------------------------------------------------------|-------|-------|
| Recurring EBITDA <sup>(1)</sup>                                      | (5)   | (3)   |
| Group recurring EBIT <sup>(1)</sup>                                  | +12   | +16   |
| Income from equity-accounted companies(2)                            | (6)   | -     |
| Non-recurring/non-operating items                                    | +141  | +85   |
| Of which cancellation of fixed rental expense(3) – concession stores | +361  | +485  |
| Of which depreciation of right-of-use assets – concession stores     | (311) | (391) |
| Of which restructuring costs and impairment of right-of-use assets   | (3)   | (14)  |
| Of which gains and losses on leases                                  | +94   | +5    |
| Total Profit before finance costs and tax                            | +147  | +101  |
| Of which impact from concession stores                               | +138  | +95   |
| Of which impact from buildings and other                             | +9    | +6    |
| Finance costs, net                                                   | -     | (1)   |
| Lease interest expense                                               | (89)  | (111) |
| Of which impact from concession stores                               | (76)  | (99)  |
| Of which impact from buildings and other                             | (13)  | (12)  |
| Profit before tax                                                    | 58    | (11)  |
| Income tax expense                                                   | (5)   | +3    |
| Profit for the period                                                | 53    | (8)   |
| Of which impact from concession stores                               | 57    | (3)   |
| Of which impact from buildings and other                             | (4)   | (5)   |
| Attributable to minority interests                                   | -     | -     |
| Profit – Group share                                                 | 53    | (8)   |
| Adjusted profit – Group share <sup>(1)</sup>                         | (4)   | +3    |

<sup>(1)</sup> Alternative Performance Measure (APM) – see Glossary / (2) Before impairment losses (3) Cancellation of fixed rental expense is equal to the repayment of the lease liability, the associated change in working capital and interest paid in the statement of cash flows



## **IMPACT OF IFRS 16 ON CASH FLOWS AND DEBT**

| (€m)                                                                  | 2023  | 2024  |
|-----------------------------------------------------------------------|-------|-------|
| Cash flow from operating activities before changes in working capital | 452   | 570   |
| Repayment of lease liabilities                                        | (354) | (454) |
| Interest paid on lease liabilities                                    | (99)  | (119) |
| Changes in working capital from lease liabilities                     | (6)   | (4)   |
| Cash flow from operations before changes in working capital           | (7)   | (7)   |
| Changes in working capital                                            | 7     | 7     |
| Income taxes paid                                                     | -     | -     |
| Cash flow from operations                                             | -     | -     |
| Purchases of property, plant & equipment and intangible assets        | -     | -     |
| Disposals of property, plant & equipment and intangible assets        | -     | -     |
| Free cash flow <sup>(1)</sup>                                         | -     | -     |
| Purchases of investments                                              | -     | -     |
| Disposals of investments                                              | -     | -     |
| Cash flow from operations and investing activities                    | -     | -     |
| Dividend paid and other                                               | -     | -     |
| Net cash from discontinued operations                                 | -     | -     |
| Interest paid                                                         | -     | -     |
| Change in net debt                                                    | -     | -     |
| Net debt <sup>(1)</sup>                                               | -     | -     |

(1) Alternative Performance Measure (APM) – see Glossary



## IMPACT OF IFRS 16 ON THE CONSOLIDATED BALANCE SHEET

| ( <b>€</b> m)                                | 31 Dec. 2023 | 31 Dec. 2024 | <i>(€m)</i>      |
|----------------------------------------------|--------------|--------------|------------------|
| Non-current assets                           |              |              | Total            |
|                                              | 2,145        | 2,355        | Non-c            |
| Right-of-use asset                           | 2,070        | 2,282        | Leas             |
| o/w concession stores                        | 1,743        | 2,007        | o/v              |
| o/w buildings and other                      | 327          | 275          | o/v              |
|                                              |              |              | Defe             |
| Deferred tax asset                           | 67           | 71           | Non-c            |
| Other non-current assets                     | 20           | 15           | Curre            |
|                                              | 20           | 10           | Leas             |
| Investments in equity-accounted<br>Companies | (12)         | (13)         | o/v              |
|                                              | ( )          | ( - )        | o/v              |
| Current assets                               | 4            | 3            | Othe             |
| Short-term investments and cash              | -            | -            | Curre            |
| Assets held for sale                         | _            | _            | Liabil<br>held f |
| TOTAL ASSETS                                 | 2,149        | 2,358        | TOTA             |

| ( <b>€</b> m)                                    | 31 Dec. 2023 | 31 Dec. 2024 |
|--------------------------------------------------|--------------|--------------|
| Total equity                                     | (200)        | (211)        |
| Non-current liabilities                          | 1,954        | 2,111        |
| Lease liability – non-current                    | 1,947        | 2,105        |
| o/w concession stores                            | 1,614        | 1,831        |
| o/w buildings and other                          | 333          | 274          |
| Deferred tax liabilities                         | 6            | 5            |
| Non-current debt                                 | -            | -            |
| Current liabilities                              | 395          | 458          |
| Lease liability – current                        | 425          | 484          |
| o/w concession stores                            | 349          | 398          |
| o/w buildings and other                          | 76           | 86           |
| Other current liabilities                        | (30)         | (26)         |
| Current debt                                     | -            | -            |
| Liabilities associated with assets held for sale | -            | -            |
| TOTAL EQUITY AND LIABILITIES                     | 2,149        | 2,358        |