

**Q3 2022/23 SALES : 41.1 M€**  
**2022/23 CUMULATIVE (9 MONTH) : 118.7 M€ (-4.5%)**

NACON (ISIN FR0013482791) today releases its consolidated sales for the first 9 months of its Financial Year 2022-23 (from April 1, 2022 to December 31, 2022).

IFRS – M€ Sales	2022-23	2021-22	Change in %
1 <sup>st</sup> quarter (April - June)	42.4	33.7	+25.8%
2 <sup>nd</sup> quarter (June – September)	35.1	39.3	-10.7%
<b>3<sup>rd</sup> Quarter (Oct. - Dec.)<sup>(1)</sup></b>	<b>41.1</b>	<b>51.2</b>	<b>-19.6%</b>
<i>Games</i>	19.1	14.3	+33.6%
<i>Of which: Catalogue</i>	10.2	8.7	+17.2%
<i>Back catalogue</i>	8.8	5.5	+59.5%
<i>Accessories</i>	20.4	34.9	-41.5%
<i>Others<sup>(2)</sup></i>	1.6	2.0	-17.3%
<b>Cumulative 9 months (Apr. – Dec.)<sup>(1)</sup></b>	<b>118.7</b>	<b>124.2</b>	<b>-4.5%</b>
<i>Games</i>	66.1	41.6	+59.0%
<i>Of which: Catalogue</i>	35.6	19.8	+80.1%
<i>Back catalogue</i>	30.4	21.8	+39.7%
<i>Accessories</i>	49.0	78.7	-37.8%
<i>Others<sup>(2)</sup></i>	3.6	4.0	-8.9%

(1) Non audited data

(2) Mobile and Audio sales

**NACON posted 41.1 M€ sales in Q3 2022-23**

Over the period, sales of video games and accessories were impacted by the worldwide shortage of consoles and drastic stock management by distributors.

**VIDEO GAMES:** Catalogue sales (new games) rose by 17.2% to 10.2 M€. Sales for the quarter were boosted by games released in the first half of the year (*Vampire The Masquerade® - Swansong*, *Pro Cycling Manager 2022*, *Tour De France 2022*, *Steelrising™* and *Session Skate Sim™*) and by the release of *WRC Generations* on 3 November, which outperformed its predecessor, WCR10, in the first two months following release.

The Back catalogue (games released during previous financial years) once again achieved an excellent performance. Its sales were up 59.5% over the quarter to 8.8 M€.

**ACCESSORIES:** Sales of accessories came to 20.4 M€, down 41.5% over the quarter. Since the beginning of the year, the shortage of new generation consoles has caused a sharp decline in the global accessories market, leading retailers to be very cautious in their sourcing policy.

**Expected trends for the 4th quarter and 2022/23 targets**

New publishing releases for the 4th quarter will be sustained with the launch of four games:

- *Chef Life* and the highly anticipated *Blood Bowl®3* will be released on 23 February 2023.
- *Clash and Transport Fever 2 Console Edition* are scheduled for release on 9 March 2023.

As for Accessories, the end of the console shortages should lead to an improvement in sales over the next few months.

For the whole financial year, despite the later release of several major games, a decline in the Accessories business and the tensions encountered in the supply of new consoles, NACON expects sales and current operating income to be slightly up on the previous year.

## **Outlook for FY 2023-2024**

In FY 2023-2024, NACON will have a wide range of new releases with about twenty games to be launched during the year, including :

- *The Lord of the Rings Gollum™*, which will be released in the first half of FY 2023-24,
- *RoboCop: Rogue City*,
- *Gangs of Sherwood*,
- *TestDrive Unlimited Solar Crown*.

At the same time, the games released in FY 2022-23 will feed the back catalogue and will mechanically accelerate growth.

The accessories market should rebound thanks to a growing installed, base of new generation consoles and a more favourable base effect.

In view of the above, NACON reaffirms its confidence in its FY 2023-2024 prospects.

## **Next event:**

### **Q4 2022-2023 sales, 24 April 2023**

*Press release after close of the Euronext Paris stock exchange*

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<b>ABOUT NACON</b>	
<b>2021-22 ANNUAL SALES</b> 155.9 M€	NACON is a company of the BIGBEN Group founded in 2019 to optimize its know-how through strong synergies in the video game market. By bringing together its 16 development studios, the publishing of AA video games, the design and distribution of premium gaming devices, NACON focuses 30 years of expertise at the service of players. This new unified business unit strengthens NACON's position in the market, enables it to innovate by creating new unique competitive advantages.
<b>HEADCOUNT</b> Over 900 employees	
<b>INTERNATIONAL</b> 23 subsidiaries and a distribution network across 100 countries <a href="https://corporate.nacongaming.com/">https://corporate.nacongaming.com/</a>	Company listed on Euronext Paris, compartment B ISIN : FR0013482791 ; Reuters : NACON.PA ; Bloomberg : NACON:FP
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