

**FINANCIAL RESULTS** 

**SPORTING RESULTS** 

NEWS AND OUTLOOK

# FIRST-HALF RESULTS 2009/10

Thursday, 18 February 2010

H1 2009/10

- CONSOLIDATED NET LOSS €8.7M (-€2.4M in H1 2008/09)
- CONCERTED ACTION TO REDUCE OPERATING EXPENSES
- ► EBITDA WELL INTO POSITIVE TERRITORY: €13.6M (€15.2M IN H1 2008/09)
- STRUCTURAL AND EXTRAORDINARY ITEMS THAT EXPLAIN THESE RESULTS



H1 2009/10

#### **UNCERTAIN ECONOMIC CLIMATE**

- An economic climate that impacts consumption and sponsorship
- An ambitious sporting strategy in a more uncertain European and French football environment
  - indebtedness of European clubs ⇒UEFA financial fair play
  - reduction in revenues of French clubs
  - increase in player investment (€76.5m) ⇒ 7 amortisation





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H1 2009/10

#### **EXTRAORDINARY ITEMS**

- Champions League qualifiers in 2009 ⇒ > international media rights
- >> 6<sup>th</sup> place in Ligue 1 as of 31/12/2009 ⇒ > domestic media rights
- On-line betting bill postponed 

  BetClic revenues
- Departure of Umbro ⇒ arrival of Adidas ⇒ €4M indemnity
- Early termination of Accor contract
- Construction (work on metro) in Gerland stadium area 🖈 😉 attendances

### OL: A STRONG POSITION IN FRENCH AND EUROPEAN FOOTBALL

#### SPORTING RESULTS

- 11 consecutive top-three finishes in Ligue 1
- 15 trophies won in last 10 years
- 10<sup>th</sup> place in UEFA club rankings, 1<sup>st</sup> amongst French clubs
- · 7<sup>th</sup> consecutive qualification for the knock-out stage of the Champions League along with Arsenal, Chelsea and Real Madrid
- 5<sup>th</sup> title as best French youth football club (in last 7 years)
- Best French women's team in last 3 years: (3 French championships and 2 consecutive semi-finals in Women's Champions League)



#### ORGANISATIONAL STRUCTURE

- A very successful training centre (owned by OL)
- Construction of a 5-star football academy (owned by OL)
- A world class sports management team: Bernard Lacombe, Claude Puel, Georges Prost, Farid Benstiti
- High-quality business organisation (brand and international development)
- New stadium will drive growth in revenue

## OL: A STRONG POSITION IN FRENCH AND EUROPEAN FOOTBALL

#### FINANCIAL POSITION

- Equity amongst the highest of European clubs (€157m as of 31/12/09).
- Significant profitability over 5 years:
  - EBITDA: €246m
  - Profit from ordinary activities: €107m
  - Net profit: €71m
  - Successful player registration trading:
    - Realized capital gains over 5 years: €181m
    - Potential capital gain as of 31/12/09: €85m
- No net financial debt
- Strong liquidity position:
  - Cash investments as of 12/02/10: €67m including €31m in credit lines
- ► A financial situation consistent with DNCG standards

## OL: A STRONG POSITION IN FRENCH AND EUROPEAN FOOTBALL

#### OPERATING STRENGTHS FOR THE FUTURE

- A new young team that is fully financed
- New sponsorship prospects for 2010/11: BetClic, other partnerships
- An ambitious partnership with Adidas (merchandising, image, international)
- New stadium is a key item for the future (↗ revenue)
- A more and more positive image
- An ambitious strategy rendered credible by management experience

# SITUATION OF FRENCH FOOTBALL LFP 2008/09 ANNUAL REPORT



# LOWER CUMULATIVE NET RESULTS: -€30.1M IN 2009/10 (+€33.4M IN 2007/08)



Source: LPP 2008/09 annual report (as of 30/06/09)



#### LFP 2008/09 ANNUAL REPORT

#### **OL: LEADING FRENCH CLUB**

- REVENUE FROM BUSINESSES EXCLUDING PLAYER TRADING
- ➤ NET PROFIT/(LOSS)
- **■** EQUITY

#### REVENUE FROM BUSINESSES EXCLUDING SALES OF PLAYER REGISTRATIONS



Source: LFP 2008/09 annual report (as of 30/06/09)

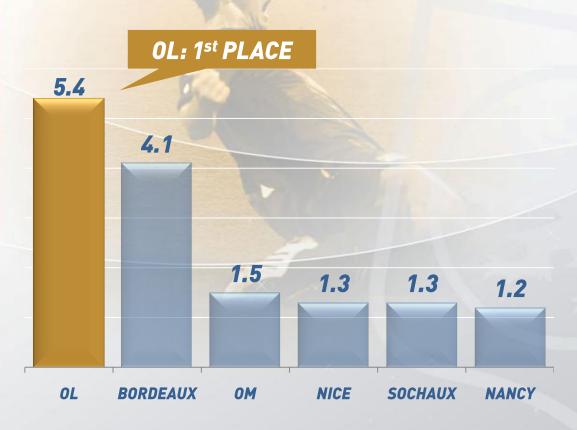


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#### **NET PROFIT**



Source: LFP 2008/09 annual report (as of 30/06/09)





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**EQUITY** 

167.8

48% of L1 TOTAL *LIGUE 1 TOTAL* **€347.2m** 

INCLUDING €71M OF CUMULATIVE NET PROFIT OVER 5 YEARS

26.5 23.2

3.2 22.4

21.9

17.1

OL

OM

LILLE

**BORDEAUX AUXERRE** 

NANCY

Source: LFP 2008/09 annual report (as of 30/06/09)

68.3

OTHER 14 CLUBS

# OL GROUPE FINANCIAL RESULTS H1 2009/10

#### THE FIRST HALF WAS MARKED BY:

- Very uncertain economic conditions for football
- Weaker sporting results in Ligue 1 than last year (6<sup>th</sup> place in standings compared to 1<sup>st</sup>)
- European sporting results in line with our expectations (won Champions League qualifying round and advanced to the first round knockout stage)
- Early termination of the Accor contract
- Successive postponements in vote for on-line gambling and betting law, penalising revenue from partnerships (BetClic sponsorship)
- Early termination of the partnership with Umbro with financial compensation (€4m) and amortisation of a player registration (€0.8m)
- Optimisation of various expenses
- Significantly positive EBITDA
- Net loss
- Sound fundamentals and key financial advantages for the future

#### **TICKETING**

In €m

- MATCH ATTENDANCE DOWN SLIGHTLY
- DIP IN SPORTING RESULTS
- AN ADDITIONAL MATCH (Champions League qualifying round)
- LYON METRO CONSTRUCTION WORK MADE STADIUM ACCESS DIFFICULT



H1 2008/09

H1 2009/10

LFP information: Attendance fell by 4% in H1 2009/10 in Ligue 1





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#### PARTNERSHIPS - ADVERTISING

In €m

- EARLY TERMINATION OF THE ACCOR CONTACT
- UNFAVORABLE IMPACT OF SUCCESSIVE POSTPONEMENTS OF THE VOTE ON THE NEW ON-LINE BETTING AND GAMBLING LAW
  - > Law prohibits the publicising of the BetClic contract
- SPONSORSHIP MARKET IMPACTED BY THE ECONOMIC CRISIS (-€4m compared to 2008/09)







**SPORTING RESULTS** 

**NEWS AND OUTLOOK** 

MEDIA RIGHTS: €38.4m (€45.1m in 2008/09)





H1 2008/09

H1 2009/10



H1 2008/09

H1 2009/10

#### **DOMESTIC RIGHTS**

1st 6th LIGUE 1 1<sup>st</sup> place in H1 worth ⇒+€4.5m

**CHAMPIONS TROPHY** 

H1 2008/09 H1 2009/10 €0.2m

#### INTERNATIONAL RIGHTS

	H1 2008/09	H1 2009/10
CHAMPIONS LEAGUE	Group stage	Group stage + qualifying round
LIGUE 1 FINISH IN PREVIOUS SEASON	<b>1</b> st	3 <sup>rd</sup>
NUMBER OF POINTS	11	13
PARTICIPATING FRENCH CLUBS	3	3



**SPORTING RESULTS** 

**NEWS AND OUTLOOK** 





€17.8m



**DERIVATIVE PRODUCTS** 

**OL IMAGES** 

**REVENUE FROM** SUBSIDIARIES, Sportfive & other



H1 2008/09

HI 2009/10

- REVENUE FROM DERIVATIVE PRODUCTS IMPACTED BY THE RECESSION: DOWN €1.3M



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#### REVENUE FROM PLAYER REGISTRATION SALES

JULY /AUGUST 2009		Club	Amount	Capital gain
KEITA	Int.	Galatasaray	8.4	
GROSSO 💮	Int.	Juventus	2.0	
MOUNIER	Int.	Nice	2.5	The I
SUNDRY & INCENTIVES			1.6	
TOTAL H1 2009/10			14.5	3.7
NB: JULY /AUGUST 2008		Club	Amount	Capital gain
NB: JULY /AUGUST 2008 SQUILLACI	Int.	Club Sevilla	Amount 5.6	Capital gain
	Int.	ALCOHOLD AND ALCOH		Capital gain
SQUILLACI		Sevilla	5.6	Capital gain
SQUILLACI BAROS	Int.	Sevilla Galatasaray	5.6 4.7	Capital gain

In Em

#### TOTAL REVENUE FROM BUSINESSES: -10.5%

	H1 2008/09	H1 2009/10	Change in €m
TICKETING	11.8	11.4	-0.4
PARTNERSHIPS - ADVERTISING	10.3	7.8	-2.5
MEDIA RIGHTS	45.1	38.4	-6.7
BRAND-RELATED REVENUE	18.8	17.8	-1.0
REVENUE EXCLUDING PLAYER TRADING	86.0	75.4	-10.6
REVENUE FROM SALE OF PLAYER REGISTRATIONS	14.4	14.5	+0.1
TOTAL REVENUE FROM BUSINESSES	100.4	89.9	-10.5





#### HALF-YEAR CONSOLIDATED POSITION

	H1 2008/09	H1 2009/10
REVENUE FROM BUSINESSES	100.4	89.9
PROFIT FROM ORDINARY ACTIVITIES EXCLUDING PLAYER TRADING	5.8	4.0
LOSS FROM ORDINARY ACTIVITIES FOR PLAYER TRADING	-10.4	-16.8
EBITDA	15.2	13.6
NET PROFIT (GROUP SHARE)	-2.4	-8.7



#### CONSOLIDATED INCOME STATEMENT

	H1 2008/09	H1 2009/10	
REVENUE FROM BUSINESSES	100.4	89.9	-10.5%
- PERSONNEL EXPENSES	-54.2	-47.3	-12.7%
- OTHER EXPENSES	-31.0	29.0	-6.5%
EBITDA	15.2	13.6	
- AMORTISATION EXPENSE	-18.3	-21.6	×
- UMBRO TERMINATION INDEMNITY	- X -	-4.0	
- OTHER REVENUE AND EXPENSES	-1.5	-0.7	
PROFIT (LOSS) FROM ORDINARY ACTIVITIES	-4.7	-12.8	
NE T FINANCIAL INCOME / (EXPENSE)	0.9	-0.4	
NET PROFIT / (LOSS), GROUP SHARE	-2.4	-8.7	

In Em

#### PLAYER INVESTMENT AND SALES 2009 SUMMER TRANSFERS

Net investment less sales: €24.1m

PLAYER REGISTRATION INVESTMENT	Club	Amount
LOPEZ	Porto	25.8
BASTOS CONTRACTOR OF THE PROPERTY OF THE PROPE	Lille	20.7
CISSOKHO CONTRACTOR CO	Porto	15.8
GOMIS	St Etienne	14.2
TOTAL INVESTMENT		76.5
PLAYER REGISTRATION SALES		
PAILLOT	Grenoble	1.0 [1]
BENZEMA	Real Madrid	35.3 <sup>(1)</sup>
KEITA	Galatasaray	8.4
GROSSO	Juventus	2.0
MOUNIER	Nice	2.5
SUNDRY & INCENTIVES		3.3
TOTAL SALES		52.4

January 2010 investment

Lovren from Dinamo Zagreb for €9.4m ⇒ net balance as of 31/01/10: €33.5m

(1) Recognised in 2008/09 financial statements



#### FINANCIAL STRUCTURE

In €m

	31/12/08	31/12/09
EQUITY (including minorities)	159.8	157.3
CASH AND CASH EQUIVALENTS		
FINANCIAL LIABILITIES	-45.6	-35.8
TOTAL TREASURY AND PLEDGED MUTUAL FUNDS	101.3	75.1
FINANCIAL ASSETS AND NET TREASURY	<i>55.</i> 8	39.3
PLAYER REGISTRATION INDEBTEDNESSURS		
PAYABLES ON PURCHASE OF PLAYER REGISTRATIONS	-40.0	-63.6
RECEIVABLES ON SALE OF PLAYER REGISTRATIONS	35.6	40.9
NET RECEIVABLES / PAYABLES ON PLAYER REGISTRATIONS	-4.4	-22.7

Impact of major investment during period



#### SUMMARY BALANCE SHEET

n	€	m

ASSETS	31/12/08	31/12/09
PLAYER REGISTRATIONS	96.8	124.7
OTHER ASSETS	22.7	24.4
DEFERRED TAXES	0.4	2.4
OPERATING RECEIVABLES	75.3	<b>55.2</b> <sup>(1)</sup>
FINANCIAL ASSETS	0.5	<b>20.2</b> <sup>(2)</sup>
CASH	101.3	55.5

EQUITY AND LIABILITIES	31/12/08	31/12/09
EQUITY (Including minorites)	159.8	157.3
MEDIUM-TERM BORROWINGS	41.4	24.3
SHORT-TERM BORROWINGS	4.1	11.6
NET LIABILITIES ON PLAYER REGISTRATIONS	4.4	22.7
OPERATING LIABILITIES	87.3	64.5

<sup>(1)</sup> Media rights, Sportfive, etc.

<sup>(2)</sup> Including €19.6m of pledged mutual funds



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#### PLAYER REGISTRATION ASSETS

In €m

TRANSFERMARKT VALUATION

POTENTIAL CAPITAL GAIN

BALANCE SHEET NET BOOK VALUE

213.1

116.3 of which Benzema: 27.5

96.8

209.5

84.8

124.7

31/12/2008

31/12/2009



# SPORTING RESULTS

#### SPORTING RESULTS AS OF 31/12/2009

# FRENCH LIGUE 1 6th PLACE UEFA CHAMPION'S LEAGUE QUALIFIED FOR LAST-16 ROUND REAL MADRID

Matches on 16/02 and 10/03

#### **WOMEN'S TEAM**

- FRENCH CHAMPIONSHIP DIVISION 1
   2<sup>nd</sup> PLACE
- UEFA WOMEN'S CHAMPIONS LEAGUE

  QUARTER-FINAL QUALIFIED

  (pending decision of CAS on 25/02/2010)

#### CFA TEAM

1st PLACE IN GROUP

#### YOUTH TEAMS

U19: **7**th **PLACE**U17: **1**st **PLACE** 

#### MEN'S PROFESSIONAL SQUAD (as of 31/01/2010)



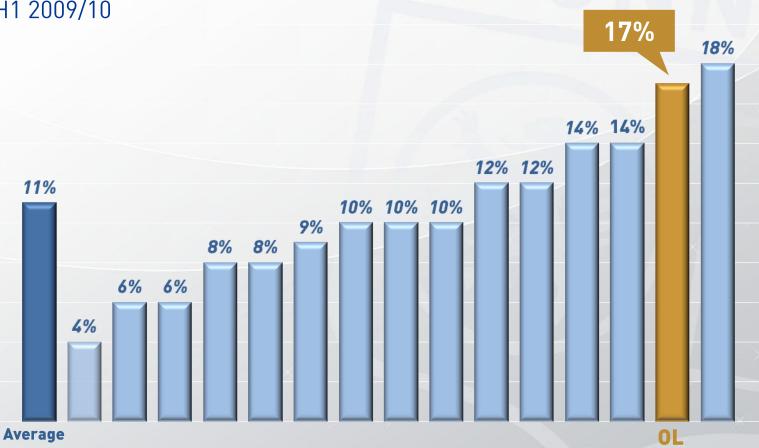
28 PROFESSIONAL PLAYERS
(30 in 2008/09)
INCLUDING 27 INTERNATIONALS

20 EXPERIENCED PLAYERS

8 PRO 2 GROUP PLAYERS

#### PLAYER ABSENCES (AS A %) BY EUROPEAN CLUB

(in all competitions) H1 2009/10



Source: UEFA



#### WOMEN'S SQUAD



27 PROFESSIONAL PLAYERS
INCLUDING 26 INTERNATIONAL

# NEWS AND OUTLOOK



#### SUMMER TRANSFER WINDOW

A very active market

#### 2009 TOTAL: €1.9 bn - 2008 TOTAL: €1.8 bn





2009 €532m

**2008** €613m

**2007** €740m



**Spain** 



€469m

€285m

€474m



Italy

€452m

€500m

€185m



**France** 

€230m

€244m

€199m



**Germany** 

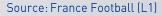


€226m

€151m

€200m







#### PLAYER INVESTMENT WINTER TRANSFER WINDOW

(IFRS excl. incentives)

Club

**Amount** 

LOVREN



Dinamo Zagreb

9.4

In Em

## **NEW PARTNERSHIPS**

## OL JOINS THE TOP-6 MAJOR CLUB GROUP





CHELSEA



**AC MILAN** 



**REAL MADRID** 



LIVERPOOL



**MARSEILLE** 



**OLYMPIQUE LYONNAIS** 

ADIDAS, A GLOBAL LEADER: exclusive supplier of sports equipment to OL beginning from 2010/11 for a period of 10 years

TOTAL ESTIMATED AMOUNT: €80m to €100m

depending on sporting results

STRENGTH OF DISTRIBUTION CHANNELS IN FRANCE AND INTERNATIONALLY

EXPECTED GROWTH IN MERCHANDISING OVER THE SHORT AND MEDIUM TERM

## SHORT- AND MEDIUM-TERM OUTLOOK

- Voting into law of the on-line gambling and gaming act (French Senate session at the end of February 2010)
  - Full implementation of the BetClic contract
- Development of shirt partnerships
  - Prospects with new advertisers
- Objective to reduce number of full professional players
- Continuation of the commitment to train young players



## **OL** GROUPE

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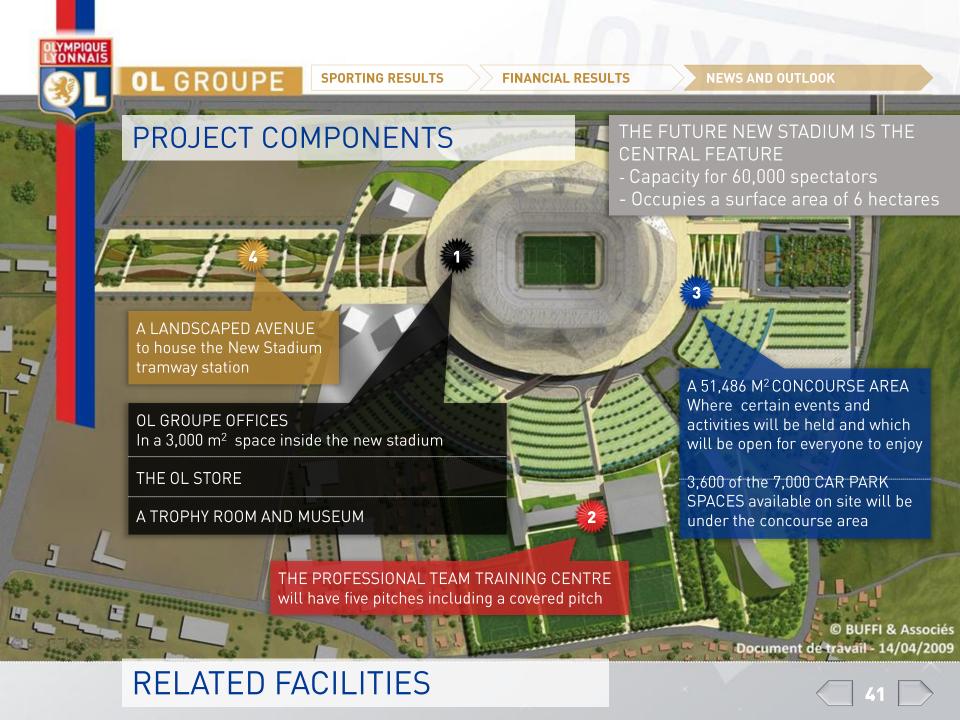
# NEW STADIUM PROJECT



## **NEW STADIUM**

### WHY A NEW STADIUM?

- Strategy to increase resources by optimising of all OL Groupe businesses (Ticketing, Merchandising, Sponsorships, Catering, Seminars, etc.)
- A new stadium that meets the standards of new European facilities (capacity, spectator comfort, VIP reception, state-of-the-art technologies and sustainable development)
- Create a legacy community facility accessible to everyone
- Host major sporting and cultural events
- Support France's bid for Euro 2016
- Boost the standing of Lyon and the Rhône-Alpes region







## NEW STADIUM – Main events since the start of the financial year

- 06/07/2009 > Favourable vote by Greater Lyon on the land use plan
- 20/07/2009 > The Development and Modernisation of Tourism Services Act enabling major sporting facilities to be declared as "general interest equipment" comes into effect
- 21/10/2009 > An Ipsos survey confirms that a large majority of residents in the Greater Lyon area are still favourable towards the project (74% in 2009 compared to 76% in 2007)
- 11/11/2009 > FFF announces the 12 stadiums selected for France's candidature to host Euro 2016 and confirms the selection of the new stadium in Décines
- 13/11/2009 > Launch of the Support Committee for Lyon's candidature to host Euro 2016
- **02/12/2009** > French government announces aid of €150m for stadium projects including €20m for the Olympique Lyonnais project

## NEW STADIUM – Main events since the start of the financial year

- 17/12/2009 ➤ Vote by Greater Lyon (101 votes for and 31 against) for the launch of studies relating to services for a total of €23m
- 11/01/2010 > The Greater Lyon votes for the launch of a new amendment to the land use plan (following the cancellation on 10/12/2009 by the Administrative Appeal Court of the decision by Greater Lyon on 09/07/2007 in favour of an amendment to the Décines land use plan)
- **26/01/2010** > Signature of a contract between OL, UEFA and FFF relating to stadium specifications for Euro 2016
- 04/02/2010 > Launch of a project to optimise the financial and economic model with a major international consulting firm
- 15/02/2010 > Final date for official submission of France's candidacy to host Euro 2016

### **NEW STADIUM**

## EXEMPLARY EUROPEAN PROJECT IN TERMS OF SUSTAINABLE DEVELOPMENT AND CORPORATE CITIZENSHIP

#### PROMOTION OF RENEWABLE ENERGIES:

Solar panels (13,000 m², the largest stadium surface area in Europe), low-energy light bulbs, heat pumps, etc.

#### PRESERVATION OF THE ENVIRONMENT:

Storage of rainwater for reuse on site (watering, toilets, fire protection), protection of the water table (use of non-polluting products), waste restriction and processing, noise protection measures.

<u>CARBON AUDIT</u> provided for in the multi-year framework agreement signed on 12 December 2008 with ADEME (French Environment and Energy Management Agency). Being put in place.

**CORPORATE CITIZENSHIP:** creation of jobs, including entry level, infrastructure for people with reduced mobility.

### **NEW STADIUM**

## PROJECT WILL CREATE EMPLOYMENT

- ▶ 1,500 BUILDING JOBS DURING CONSTRUCTION PHASE
- 1,500 TO 2,000 TEMPORARY JOBS
- **800 PERMANENT POSITIONS**





#### PROVISIONAL CALENDAR FOR THE NEXT STAGES OF THE PROJECT

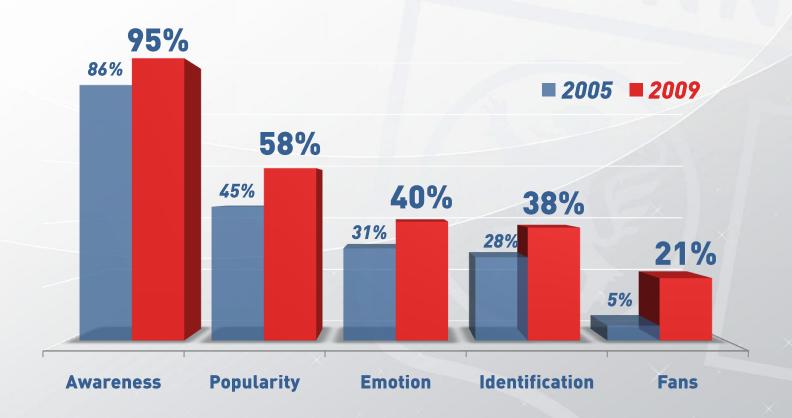
THE REST OF THE REST

Acquisition of land	During 2010
File construction permit application	Q1 2011
Preliminary studies	Up until 2011
Construction work	From mid-2011
Targeted delivery of stadium	H2 2013

UEFA's final date for delivery of stadiums in relation to	0
Euro 2016	

30 June 2014

## OL'S SUCCESSFUL BRAND-BUILDING STRATEGY



Source: Sportfive's European Football 2009 survey, basis: French people 15 years and over and interested in football (1,000 people surveyed)

# SHAREHOLDER BREAKDOWN As of 31/12/2009

	Number of shares	% capital	% of voting rights
ICMI	4,524,008	34.17%	42.21%
PATHÉ + OJEJ (1)	3,164,683	23.90%	28.85%
BOARD MEMBERS [2]	584,984	4.41%	3.88%
AMIRAL GESTION (3)	1,248,553	9.43%	5.28%
GL EVENTS	313,652	2.37%	1.46%
ND INVESTISSEMENT	149,341	1.13%	0.69%
TREASURY SHARES (4)	320,723	2.42%	NA
FREE FLOAT	2,935,343	22.17%	17.63%
TOTAL	13,241,287	100%	100 %

- (1) Pathé and Société civile OJEJ are companies controlled by Jérôme Seydoux, a member of the Board of Olympique Lyonnais Groupe
- (2) Excluding ICMI and GL EVENTS, which are shown separately
- (3) Based on a Bearer Share Identification inquiry as of 30 September 2009
- (4) Treasury shares held as part of a market making agreement and buyback programme

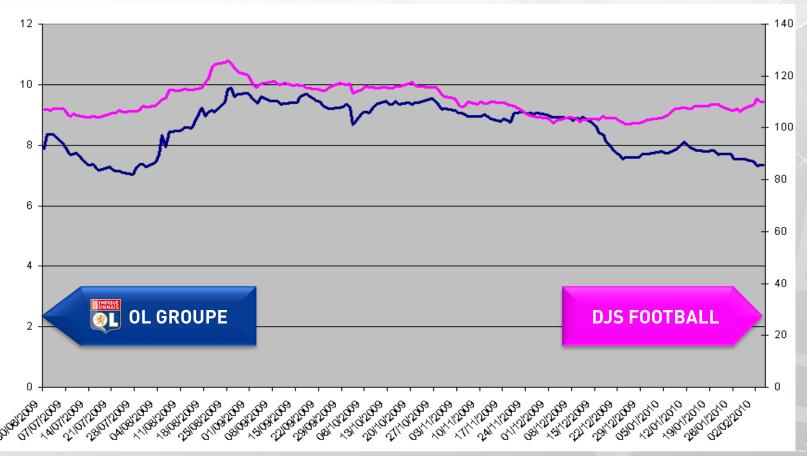
## SHARE PRICE

Media sector comparison (01/01/2009 - 10/02/2010)



## SHARE PRICE

Trend of the Dow Jones STOXX® Football index (01/01/2009 to 10/02/2010)



## **OUR BUSINESS: SPORTAINMENT**



## THE OL MODEL IS BASED ON 3 FUNDAMENTAL PILLARS

- A STRONG ECONOMY
- CONTINUING AND INDIVIDUALISED TRAINING
- ETHICS JUSTIFYING THE VALUES DEVELOPPED WITHIN THE CLUB AND THE COMPANY