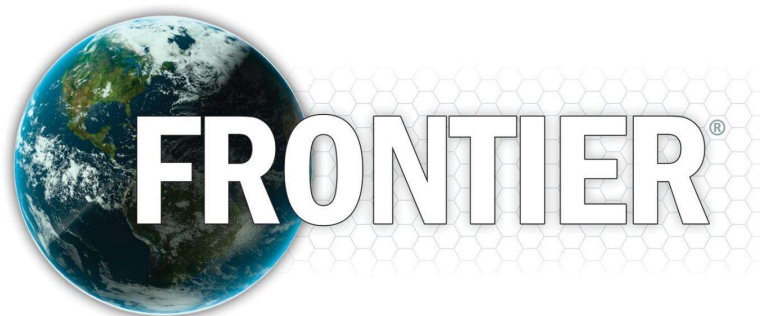




**CREATING.  
NURTURING.  
GROWING.**

H1 FY22 FINANCIAL RESULTS





## FRONTIER DEVELOPMENTS PLC H1 FY22 FINANCIAL RESULTS

**DAVID BRABEN**  
FOUNDER AND CEO

**ALEX BEVIS**  
CFO



# H1 FY22 FINANCIAL HIGHLIGHTS

## Revenue up 33% vs. H1 FY21

- **Revenue grew to £49.1m**
  - *Jurassic World Evolution 2* released successfully in Nov'21
  - Strong ongoing performance of our existing portfolio, including 14% growth for *Planet Zoo*
- **EBITDA and operating cashflow reduced vs. H1 FY21**
  - Lower gross profit margin percentage – IP royalties and console discs for *Jurassic World Evolution 2*
  - Higher marketing costs
- **Small operating loss through exceptional costs**
  - Unrealised forex losses on forward contracts
  - One-off amortisation costs
- **Net cash of £33.6m at period end**
  - Reduced £8.8m during the period due to working capital

	H1 FY22 (6 months to 30 November 2021)	H1 FY21 (6 months to 30 November 2020)
Revenue	<b>£49.1m</b>	£36.9m
EBITDA*	<b>£14.1m</b>	£15.5m
Operating cash flow**	<b>£0.7m</b>	£3.1m
Operating (loss)/profit	<b>(£1.3m)</b>	£6.9m
Operating margin %	<b>(3%)</b>	19%
EPS (basic)	<b>(4.2p)</b>	15.0p
Net cash balance	<b>£33.6m</b>	£34.9m

\* Earnings before interest, tax, depreciation and amortisation

\*\* EBITDA excluding non-cash items less investments in game developments and Frontier's game technology

## H1 FY22 OPERATIONAL & STRATEGIC HIGHLIGHTS

### Another successful addition to a strong portfolio

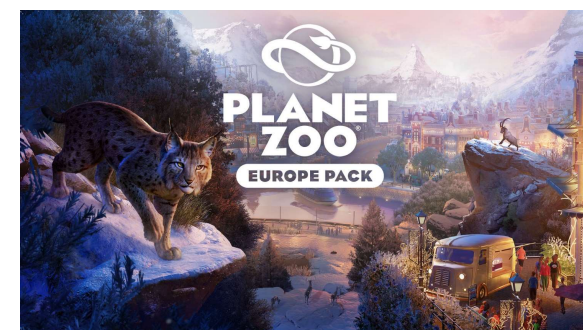
- *Jurassic World Evolution 2* released as planned on 9 November 2021 on PC via Steam and the Epic Games Store, PlayStation®5, Xbox Series X|S, PlayStation®4 and Xbox One, with both digital and physical formats available to PlayStation and Xbox players from day one
- The innovative Chaos Theory story mode enables players to engage with “what if” scenarios from all five films. Visually and technically the game really shines, running in 4K on PlayStation 5 and Xbox Series S|X, and pushing boundaries, with dinosaurs clambering on top of each other; something only possible with a real-time physics-based animation system
- Reception from launch has been very positive - the scores compiled by Openritic show 67 reviews providing a Top Critic Average score of 78
- The game is already very successful, with nearly 1 million base game units sold across all platforms and on all formats after 9 weeks from release
- PDLC is an important element of our strategy as part of our proven launch and nurture approach. Two well-received PDLC packs have already been released to date, with the Deluxe Upgrade pack available at release and the Early Cretaceous Pack launching a month later on 9 December 2021
- The *Jurassic World Dominion* film releases on 10 June 2022 and will provide a great opportunity for our game with the publicity that will come from the film. Multiple exciting PDLC packs are planned for 2022



# H1 FY22 OPERATIONAL & STRATEGIC HIGHLIGHTS

## Our launch and nurture strategy continues to deliver

- *Planet Coaster*, *Planet Zoo* and *Jurassic World Evolution* all continue to entertain existing players whilst attracting new ones, with each title delivering material contributions to sales throughout calendar 2021
- In H1 FY22 *Planet Zoo* delivered growth over the comparative period, with revenue growing 14% through sales of new and existing PDLC as well as sales of the base game
- *Planet Coaster* and *Jurassic World Evolution* each delivered solid sales performances in H1 FY22 against a tough comparative period which included major new platform releases for each title
- *Elite Dangerous* experienced a difficult calendar 2021 following the disappointing launch of the major *Odyssey* expansion in May 2021. We continue to support the game and our passionate players with development updates, and we have seen an upturn in player sentiment as a result
- December is always an important month for sales in the games industry, and we were pleased to achieve our highest ever December revenue in 2021, as expected. *Jurassic World Evolution 2* delivered a strong second month of sales following its release in November 2021, and our existing portfolio of established titles all provided solid contributions





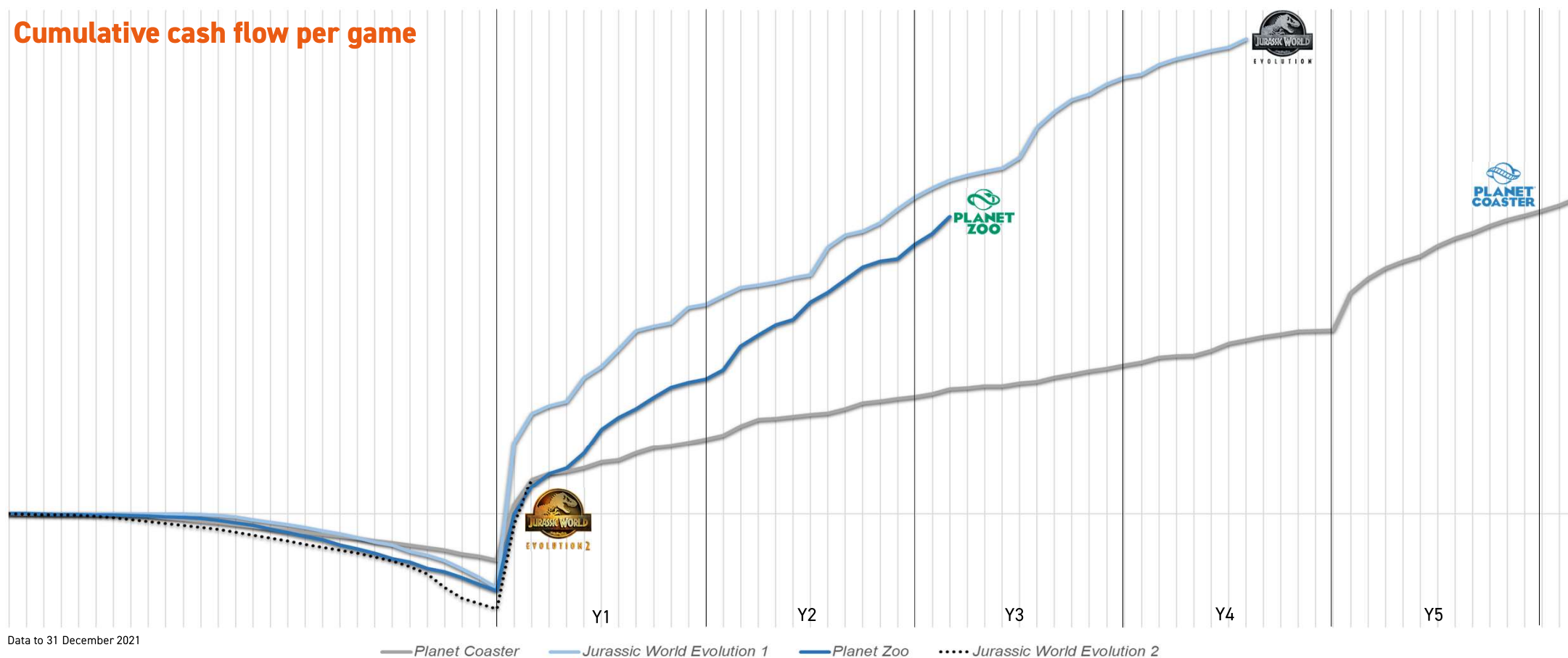
## OUR LAUNCH AND NURTURE STRATEGY CONTINUES TO DELIVER

FRONTIER DEVELOPMENTS PLC  
H1 FY22 FINANCIAL RESULTS

5

- We reduce risk by identifying opportunities to create genre-leading games that build on our strengths and unique track record.
- Post-launch, we nurture our games for many years through community engagement and additional content.

### Cumulative cash flow per game



Data to 31 December 2021

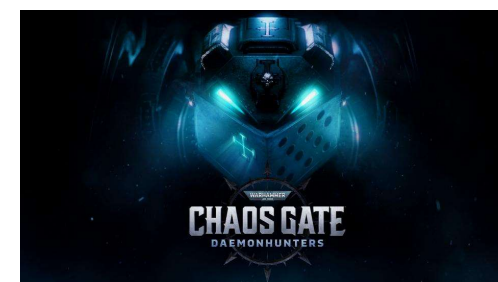
STRICTLY PRIVATE AND CONFIDENTIAL

© 2022 FRONTIER DEVELOPMENTS PLC. ALL RIGHTS RESERVED

## H1 FY22 OPERATIONAL & STRATEGIC HIGHLIGHTS

### Two more games to come from Frontier Foundry in FY22

- Frontier Foundry is our own games label for third-party publishing
- In September 2021 we launched innovative strategic shooter *Lemnis Gate*. Despite strong initial engagement and good review coverage, the ongoing number of active players has not lived up to expectations, which is challenging for a online competitive game
- We have two more titles coming in FY22 with *FAR: Changing Tides* (now confirmed for release on 1 March 2022) and *Warhammer 40,000: Chaos Gate – Daemonhunters*
- We have at least three more titles coming in FY23, with a number of exciting additional titles in discussion
- Frontier Foundry is set to become a material part of our business



# H1 FY22 OPERATIONAL & STRATEGIC HIGHLIGHTS

FRONTIER DEVELOPMENTS PLC  
H1 FY22 FINANCIAL RESULTS

7

## Well positioned for the future

- Our team continues to grow, with over 250 people joining us during 2021, taking us to a total headcount of 745 as at 31 December 2021
- Our amazing people continue to operate positively through the challenges posed by Coronavirus and, in particular, in adapting so well to remote and hybrid working during the last 18 months
- This calendar year will see us enter the incredible world of Formula 1 – a truly global sport – with the first release for our annual F1 management game franchise
- In June 2022 we will see the release of Universal's hugely anticipated *Jurassic World Dominion* film, and the corresponding benefit to *Jurassic World Evolution 2*
- The next twelve months will also see Foundry continuing to build momentum to become a material contributor to the business
- Our *Warhammer Age of Sigmar* IP real-time strategy game planned for release during calendar 2023 will now release later in that calendar year, falling in FY24. This will improve the quality and longevity of the game, and overall make it more successful





# H1 FY22 FINANCIAL RESULTS

## Income Statement

FRONTIER DEVELOPMENTS PLC  
H1 FY22 FINANCIAL RESULTS

8

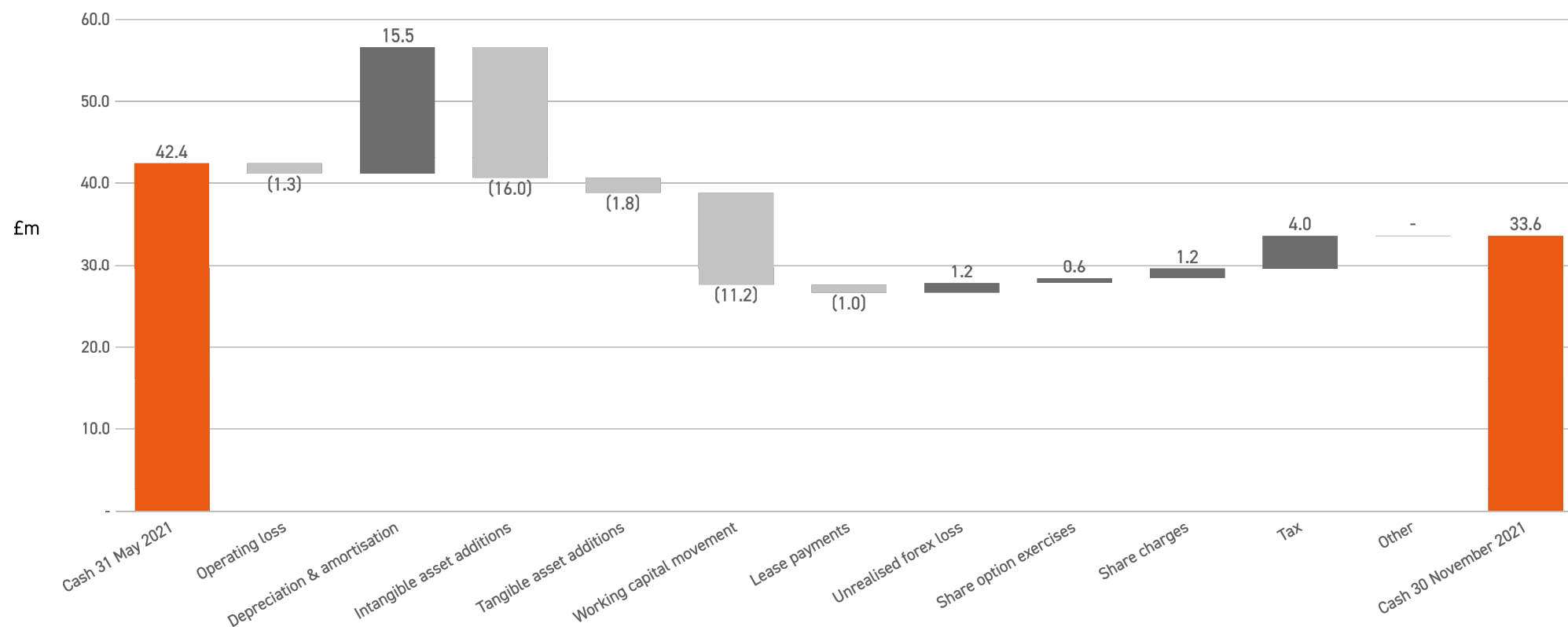
£m	H1 FY22	H1 FY21	% change
Revenue	<b>49.1</b>	36.9	<b>33%</b>
Cost of sales	<b>(18.3)</b>	(10.7)	<b>71%</b>
Gross profit	<b>30.8</b>	26.2	<b>18%</b>
GM%	<b>63%</b>	71%	<b>(8pp)</b>
Gross R&D	<b>22.2</b>	15.8	<b>41%</b>
Capitalised costs (game dev & tech)	<b>(15.8)</b>	(13.1)	<b>21%</b>
% of gross R&D capitalised	<b>71%</b>	83%	<b>(12pp)</b>
Amortisation (game dev & tech)	<b>12.2</b>	7.0	<b>74%</b>
Net R&D	<b>18.6</b>	9.7	<b>92%</b>
S&M	<b>7.5</b>	3.4	<b>121%</b>
G&A	<b>6.0</b>	6.1	<b>(2%)</b>
Total Opex	<b>32.1</b>	19.3	<b>66%</b>
Operating (loss)/profit	<b>(1.3)</b>	6.9	<b>n/a</b>
Op. margin %	<b>(3%)</b>	19%	<b>n/a</b>
Interest & tax	<b>(0.3)</b>	(1.1)	<b>(73%)</b>
(Loss)/Profit after tax	<b>(1.7)</b>	5.8	<b>n/a</b>
Basic EPS (pence)	<b>(4.2)</b>	15.0	<b>n/a</b>

# H1 FY22 FINANCIAL RESULTS

## Cashflow

FRONTIER DEVELOPMENTS PLC  
H1 FY22 FINANCIAL RESULTS

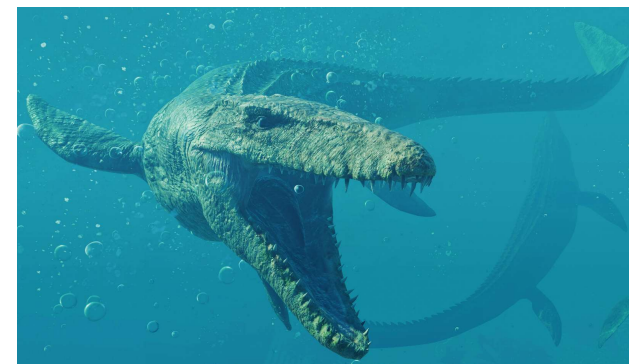
9



## SUMMARY AND OUTLOOK

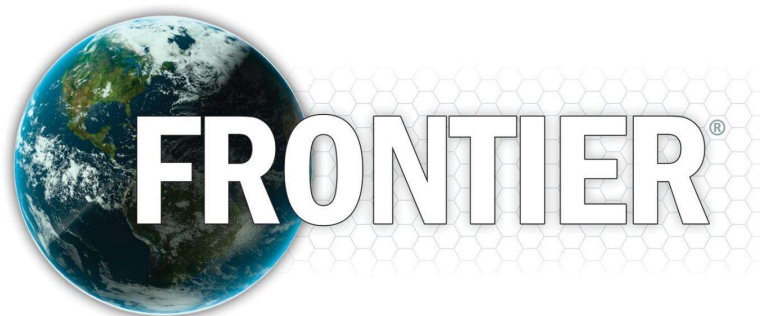
### H1 revenue up 33%. Well set for future growth

- H1 FY22 revenue grew 33% to £49.1m through the successful release of *Jurassic World Evolution 2* in November 2021 and the ongoing performance of our existing portfolio of games
- We achieved record December revenue in 2021, and start calendar 2022 in great shape
- Projected revenue range of £100 million to £120 million for FY22, based on revenue recorded to date, ongoing contributions from all existing games in the remaining five months of the financial year, and revenue from two new Frontier Foundry titles: *FAR: Changing Tides* and *Warhammer: Chaos Gate – Daemonhunters*
- We have exciting plans for FY23:
  - Our first release from our annual F1 management game franchise during the 2022 F1 season
  - New PDLC for *Jurassic World Evolution 2* throughout FY22, together with the audience awareness benefits of the launch of Universal's hugely anticipated *Jurassic World Dominion* film at the start of the financial year in June 2022
  - New PDLC for *Planet Zoo* to add to the popular roster of existing packs
  - Multiple games from Frontier Foundry
- The projected revenue range for FY23 is £130 million to £160 million, implying 18% to 45% annual growth from the mid-point of FY22 guidance
- Looking further ahead into FY24, we have two major new internally developed game launches planned, with our second F1 management title during the 2023 F1 season and our *Warhammer: Age of Sigmar* real-time strategy game



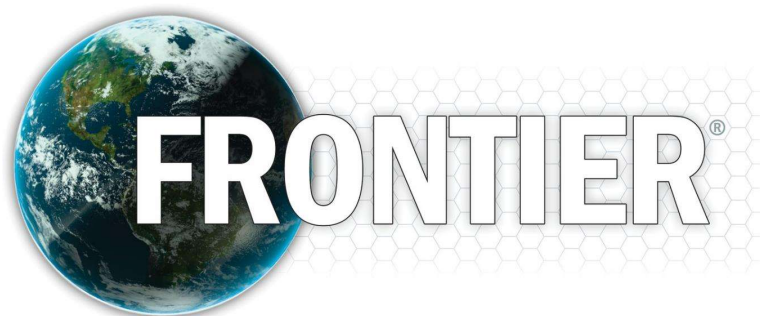
**Our goal is to be the most respected entertainment company in the world**





## QUESTIONS





## Appendix



# H1 FY22 FINANCIAL RESULTS

## Balance Sheet

FRONTIER DEVELOPMENTS PLC  
H1 FY22 FINANCIAL RESULTS

13

	30 November 2021 £m	31 May 2021 £m
Intangible and tangible assets	80.5	77.4
Right of use asset (building lease)	20.3	21.1
Receivables and other short term assets	27.8	13.7
Tax assets	2.9	6.9
Cash	33.6	42.4
<b>Total assets</b>	<b>165.1</b>	161.5
Payables	(29.0)	(24.0)
Deferred income	(1.3)	(2.2)
Lease liability	(21.4)	(22.2)
<b>Total liabilities</b>	<b>(51.8)</b>	(48.4)
<b>Net assets</b>	<b>113.3</b>	113.2



# DISCLAIMER

The information contained in this confidential document ("Presentation") has been prepared by Frontier Developments plc (the "Company").

This Presentation has not been approved by an authorised person in accordance with Section 21 of the Financial Services and Markets Act 2000 ("FSMA") and therefore it is being delivered for information purposes only to a very limited number of persons and companies who are persons who have professional experience in matters relating to investments and who fall within the category of person set out in Article 19 of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "Order") or are high net worth companies within the meaning set out in Article 49 of the Order or are otherwise permitted to receive it.

Any other person who receives this Presentation should not rely or act upon it. By accepting this Presentation and not immediately returning it, the recipient represents and warrants that they are a person who falls within the above description of persons entitled to receive the Presentation. This Presentation is not to be disclosed to any other person or used for any other purpose.

The securities referred to in this Presentation have not been registered under the Securities Act of 1933, as amended (the "Securities Act"), or the securities laws of any state of the United States, and may not be offered or sold within the United States or to, or for

the account or benefit of, U.S. Persons (as defined in the Securities Act) except pursuant to an exemption from the registration requirements of the Securities Act and applicable state securities laws.

Neither the Securities and Exchange Commission nor any state securities commission has approved or disapproved of these securities or passed upon the adequacy or accuracy of this Presentation. Any representation to the contrary is a criminal offence.

This Presentation does not constitute an offer, or any solicitation of an offer to subscribe for or purchase, any securities in the Company. Such an offer will be made only by delivery of an offering memorandum and subscription agreement.

While the information contained herein has been prepared in good faith, neither the Company nor any of its shareholders, directors, officers, agents, employees or advisers give, have given or have authority to give, any representations or warranties (express or implied) as to, or in relation to, the accuracy, reliability or completeness of the information in this Presentation, or any revision thereof, or of any other written or oral information made or to be made available to any interested party or its advisers (all such information being referred to as "Information") and liability therefore is expressly disclaimed. Accordingly, neither the Company nor any of its shareholders, directors, officers, agents, employees

or advisers take any responsibility for, or will accept any liability whether direct or indirect, express or implied, contractual, tortious, statutory or otherwise, in respect of, the accuracy or completeness of the Information or for any of the opinions contained herein or for any errors, omissions or misstatements or for any loss, howsoever arising, from the use of this Presentation. This Presentation has not been fully verified and is subject to material updating, revision and further amendment.

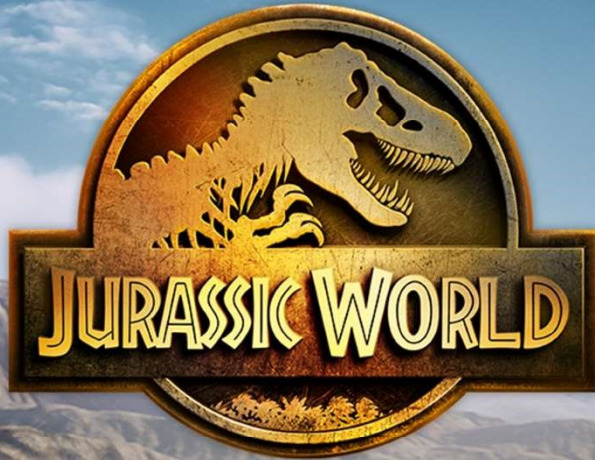
This Presentation may contain forward-looking statements that involve substantial risks and uncertainties, and actual results and developments may differ materially from those expressed or implied by these statements. These forward-looking statements are statements regarding the Company's intentions, beliefs or current expectations concerning, among other things, the Company's results of operations, financial condition, prospects, growth, strategies and the industry in which the Company operates. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. These forward-looking statements speak only as of the date of this Presentation and the Company does not undertake any obligation to update or revise these forward-looking statements to reflect events or circumstances after the date of this Presentation.

This Presentation should not be considered as the giving of investment advice by the Company or any of its

shareholders, directors, officers, agents, employees or advisers. Each party to whom this Presentation is made available must make its own independent assessment of the Company after making such investigations and taking such advice as may be deemed necessary. In particular, any estimates or projections or opinions contained herein necessarily involve significant elements of subjective judgment, analysis and assumptions and each recipient should satisfy itself in relation to such matters.

Neither this Presentation nor any copy of it may be (a) taken or transmitted into Australia, Canada, Japan, the Republic of Ireland, the Republic of South Africa or the United States of America (each a "Restricted Territory"), their territories or possessions; (b) distributed to any U.S. person (as defined in Regulation S under the Securities Act) or (c) distributed to any individual outside a Restricted Territory who is a resident thereof in any such case for the purpose of offer for sale or solicitation or invitation to buy or subscribe any securities or in the context where its distribution may be construed as such offer, solicitation or invitation, in any such case except in compliance with any applicable exemption. The distribution of this document in or to persons subject to other jurisdictions may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions. Any failure to comply with these restrictions may constitute a violation of the laws of the relevant jurisdiction.

**“THE MOST GORGEOUS DINOSAURS EVER  
MADE IN A GAME”**



**EVOLUTION 2**

PCGAMESN

**8/10**

PUSH SQUARE

**9/10**

PLAYGROUND.RU

**9/10**

THE SIXTH AXIS

**8/10**

GAME INFORMER

**95/100**

GAMING TREND

**80/100**

GAMESTAR

**“BIGGER, BETTER AND BOLDER”**

THE SIXTH AXIS



THE GAMER