# 2022/2023 FIRST HALF RESULTS

MAY 23, 2023







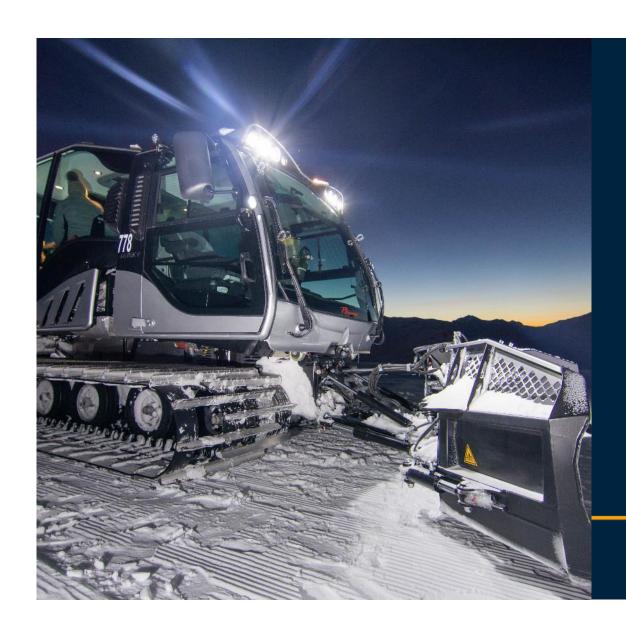
This document contains forward-looking statements regarding the prospects and growth strategies of Compagnie des Alpes and its subsidiaries (the "Group"). These statements include indications of the Group's intentions, strategies, growth prospects, and trends in its operating results, financial situation, and cash position. Although these statements are based on data, assumptions, and estimates that the Group believes are reasonable, they are subject to numerous risk factors and uncertainties that could cause actual results to differ materially from those anticipated or implied by such statements. These factors include, but are not limited to, those described in the documents filed with the Autorité des marchés financiers (AMF) and available on the Compagnie des Alpes website (www.compagniedesalpes.com). The forward-looking information contained in this document reflects the guidance given by the Group as of the date of this document. Except as required by law, the Group expressly disclaims any obligation to update these forward-looking statements in light of new information or future developments.

# OUTLINE

- 1. Highlights and key figures
- 2. Operational business review
- 3. 2022/23 1st half results
- 4. Strategic challenges
- 5. Mission Statement
- 6. 2022/23 outlook
- 7. Additional information







1 – OPERATING HIGHLIGHTS AND KEY FIGURES

### 2022/23 FIRST HALF HIGHLIGHTS



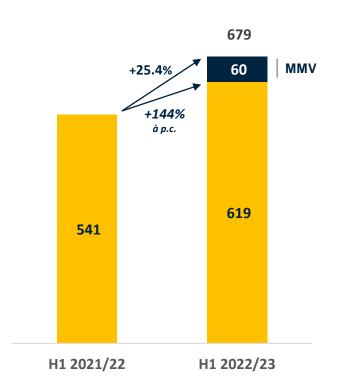
- Very strong sales with growth of 25.4% on a reported basis (14.4% on a comparable basis)
- Confirmation of the Group's ability to absorb the rise in energy costs over the first half of the year
- ✓ Secured refinancing, with CSR KPIs from 2023 onwards
- Adoption of the Group's Mission Statement and definition of monitoring KPIs in progress
- Annual outlook unchanged

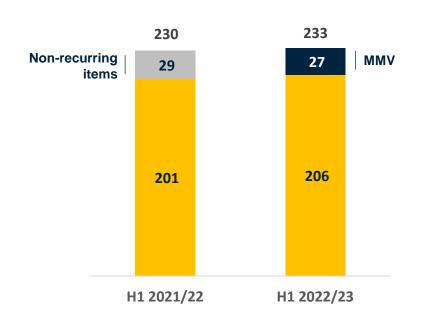


Sales: €679 million





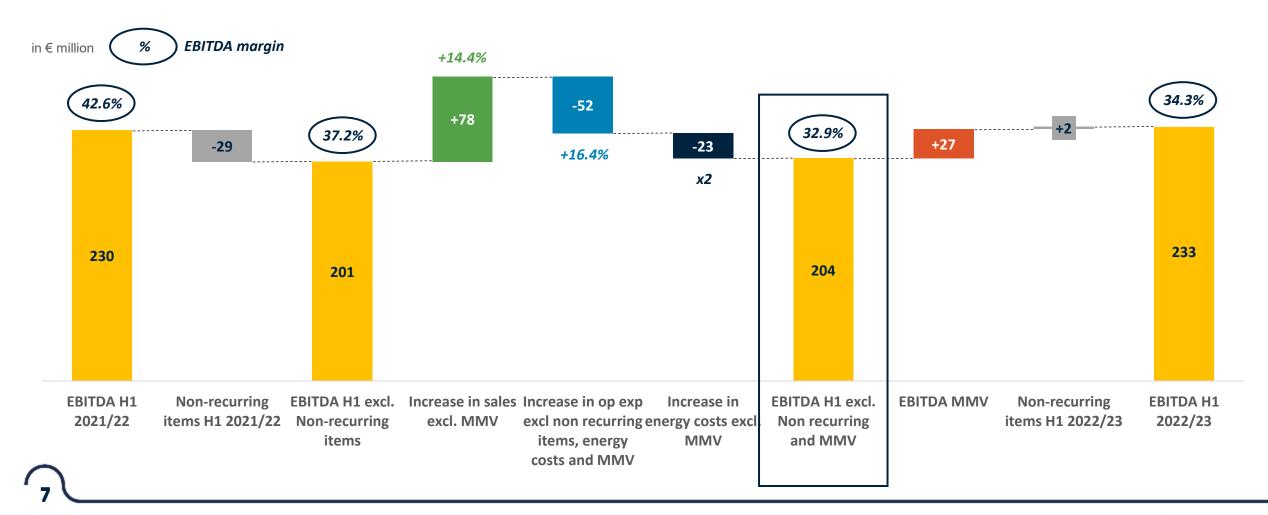






### **CHANGE IN EBITDA**



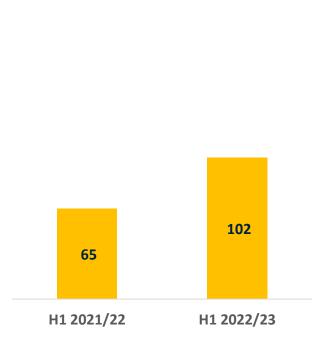


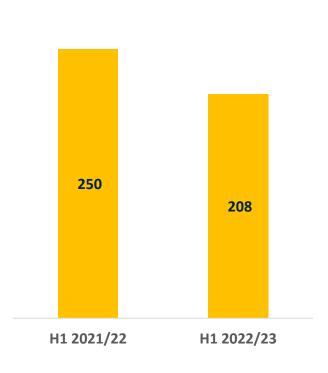


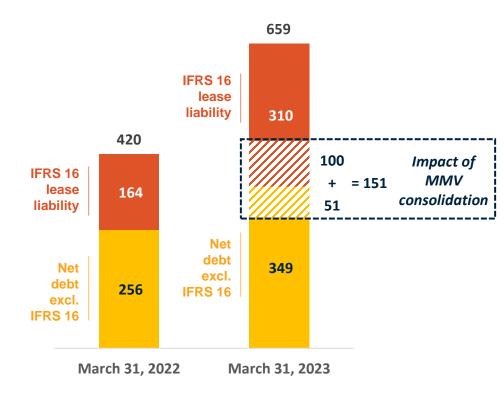
**Net CAPEX: €102 million** 

Free cash flow from operations<sup>(1)</sup>: €208 million

Net financial debt<sup>(2)</sup>: €349 million







(1) Cash flow from operating activities - net capital expenditures

(2) Excluding lease liabilities under IFRS 16





2 – OPERATIONAL BUSINESS REVIEW

# SKI AREAS AND OUTDOOR ACTIVITIES: OPERATING PERFORMANCES





### Good half-year thanks to high-altitude positioning

Revenue per Skier-day: +5.9%.

Number of Skier-days: +4.1

Ski lift sales: +10.1%.

 Partial impact of rising electricity costs on package prices

- A positive performance in skierdays in a contracting national market
  - Return of the British, groups and T.O. from Eastern Europe

- Sales agility
  - Offerings tailored to the diversity of demand
  - ✓ Ski à la carte: 67 K subscribers (+35%)
- Good momentum in business excluding ski lifts
  - ✓ Evolution 2 sales: +39%



World Alpine Ski Championships at Méribel

February 6-9, 2023









# SKI AREAS AND OUTDOOR ACTIVITIES: OPERATING DATA AND INVESTMENTS





**Highly seasonal:** H1 historically accounts for almost 90% of annual sales and 70% of costs

in <b>€</b> M	H1 2022/23	H1 2021/22	Change
Sales	434.8	392.6	+10.7%
Operating expenses and corporate services	-227.0	-182.8	+24.2%
Including energy costs	-39.8	-18.3	+118%
Including non-recurring items (1)	-	+6.6	n/a
EBITDA (2)	207.8	209.9	-1.0%
EBITDA / REVENUE	47.8%	53.5%	-5.7pts
Net industrial investments	-43.3	-32.0	+35.5%

Ski Areas and Outdoor Activities business includes ski lifts and slope maintenance, Evolution2, Ingélo and, where applicable, land sales.

- Sales up by more than 10%.
- → Operating expenses impacted by rising energy costs
  - Energy costs up by €21.5 million, including an increase of €20 million in electricity costs alone
    - Excluding energy costs, operating expenses rose by more than 9% (on a H1 2021/22 basis, excluding non-recurring items).
- **✓ EBITDA up slightly, excluding non-recurring items**
  - Up 2.2%
- **✓ EBITDA** margin down 4 points, excluding non-recurring items
  - Decrease due to rising energy costs
- Capital expenditure in line with annual guidance
  - Up more than 35% compared with H1 2021/22



- (1) Non-recurring items = financial aid and exemptions from government payables
- EBITDA presented after corporate services

#### **DISTRIBUTION & HOSPITALITY: OPERATING PERFORMANCES**





#### Good momentum across all business lines

# Sales: x3.4 on a reported basis, up 24% on a comparable basis

Integration of MMV, 2<sup>nd</sup> largest operator in the French Alps with 20 residences and club villages

- → MMV: Hosting sales net of commissions +13%.
  - ✓ Occupancy rate: 83%
  - ✓ Satisfaction rate: 86%
  - √ 1 new residence in Samoëns

- ✓ Tour Operator: Sales +25%
  - ✓ Travelfactory group = Travelski + Yoonly
  - ✓ Nearly 170 K clients (PAX) for the Group
  - ✓ Growth for Yoonly driven by foreign clientele
  - ✓ Travelski Express
    - 2<sup>nd</sup> season: London => Bourg Saint-Maurice
    - Launching departure from Paris this season

- ✓ Real estate agencies: Sales +21%
  - ✓ Commercial agility
  - Creation of a single "maison haute" brand
  - √ 1 acquisition in Val d'Isère



MMV Residence in Tignes



Yoonly is a brand targeting young people



Brand that brings together all CDA real estate agencies

# DISTRIBUTION & HOSPITALITY: OPERATIONAL DATA AND INVESTMENTS



High seasonality: H1 accounts for most of the business and a smaller proportion of expenses

in €M	H1 2022/23	H1 2021/22	Change	Change on a comp. basis
Sales	93.8	27.6	X3.4	+24.0%
Operating expenses and corporate services	-62.9	-24.1	X2.6	+27.1%
Including energy costs	-3.9	-0.1	n/a	n/a
Including non-recurring items	-	+0.5	n/a	n/a
EBITDA <sup>(1)</sup>	30.9	3.5	X8.8	+3.0%
EBITDA / SALES	32.9%	12.8%	+20.1pts	-2.2pts
Net industrial investments	-6.3	-2.0	X3.1	n/a

Business scope includes tour operator, accommodation and estate agency activities. The change on a comparable basis excludes MMV, consolidated from October 1, 2022. Conversely, the Chalet Time real estate agency in Val d'Isère, acquired in January 2023, has not been restated given the low impact of this activity on the Group's consolidated figures.

- ✓ Sales multiplied by 3.4 thanks to the acquisition of MMV
  - ✓ Up 24% on a comparable basis (excl. MMV)
- On a comparable basis, increase in operating expenses mainly due to business growth
  - Stable ratio of payroll expense to sales
  - Increase in other expenses (purchases excluding energy, maintenance and repairs, marketing and other) due to both business growth and inflation
- Strong contribution from MMV to EBITDA
  - MMV EBITDA = €27.2 million on Distribution & Hospitality EBITDA of €30.9 million
  - Slight increase in EBITDA on a comparable basis
- MMV's highly accretive contribution to EBITDA margin
  - Reported EBITDA margin up by more than 20 points
  - On a comparable basis, EBITDA margin virtually stable
- Industrial investments mainly concern MMV (including renovation of the Altitude club village at Arc 2000)



#### LEISURE PARKS: OPERATIONAL PERFORMANCES

# Significant increase in business thanks to record visitor numbers











Increasing success during the Halloween period

- ✓ More than 1.5 million visitors during the period this year
- √ +215 K visitors vs 2022
- Success during the Christmas season
  - ✓ Renewed success in opening Parc Astérix in B2C after 1<sup>st</sup> successful experiment in 2021
  - ✓ Opening of 2 additional parks this year (Walibi Holland and Walibi Rhône-Alpes)
  - ✓ Over the period => +93 K visitors vs 2022
- Very strong performance in Q2
  - ✓ Futuroscope: visitor numbers up 34%
  - ✓ Grévin Paris: visitor numbers up 36%
- Dynamic masked by:
  - ✓ Record attendance at Belgian Halloween sites (impact on in-park sales)
  - ✓ The impact of winter Yield Management on ticket sales (Q2)

Visitor numbers: +22.1%

Spend per Visitor: +1.8%



# LEISURE PARKS: OPERATIONAL DATA AND INVESTMENTS





**High seasonality**: Historically, H1 represents nearly 25% of annual sales and 40% of expenses

in €M	H1 2022/23	H1 2021/22	Change
Visits	149.9	121.0	+23.9%
Operating expenses and corporate services	-154.4	-102.1	+51.2%
Including energy costs	-5.2	-3.7	+40.0%
Including non-recurring items	+1.6	+22.0	n/a
EBITDA (2)	-4.5	18.9	n/a
EBITDA / SALES	-3.0%	15.6%	-18.6pts
Net industrial investments	-47.1	-27.3	+72.2%

Leisure Parks business scope includes the operation of the company's own theme parks and hotels (Parc Astérix and Futuroscope) as well as the activities of CDA Management.

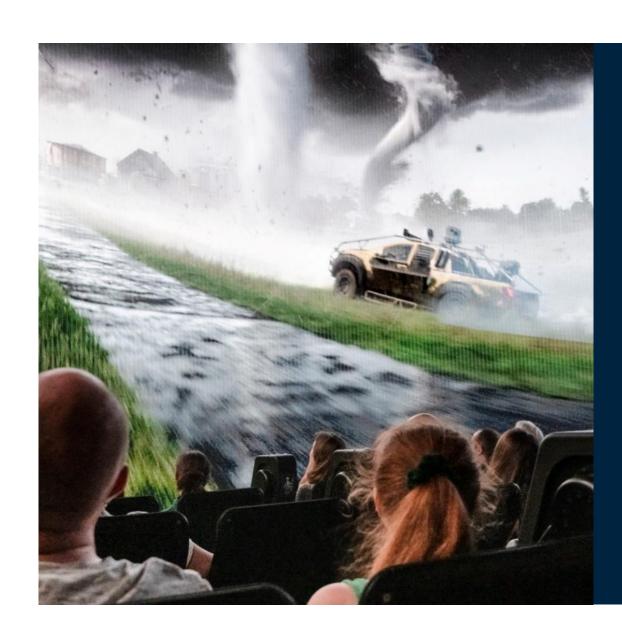
- ✓ Sales up nearly 24%
- ✓ Increase in operating expenses due to business growth and inflation
  - Expenses up by less than 26% (excluding non-recurring items)
  - Stable ratio of personnel costs to sales
  - Increase of €1.5 million in energy costs, representing 0.4 margin points
  - Increase in other expenses (mainly Food & Beverage)
  - Impact of ramp-up for the first openings of 2 parks at Christmas
- **✓ EBITDA down very slightly excluding non-recurring items** 
  - Linked to rising energy costs and inflation
  - Non-recurring items: H1 2021/22 benefited in particular from insurance indemnities relating to the flooding of Walibi Belgium and Aqualibi.
- **✓ EBITDA** margin virtually stable excluding non-recurring items
- Capital expenditure in line with annual guidance
  - Up by more than 70% compared with H1 2021/22

(2) EBITDA presented after corporate services

<sup>15</sup> 

<sup>(1)</sup> Non-recurring items = insurance indemnities, financial aid, and exemptions from government payables





3. 2022/23 FIRST HALF RESULTS

## **P&L STATEMENT (1/2)**

in €M	H1 2022/23	H1 2021/22	Change	Change on a comp. basis
Sales	678.5	541.2	+25.4%	+14.4%
Opex	-445.8	-310.8	+43.4%	+33.0%
Including energy costs	-48.9	-22.1	+121%	+104%
Including non-recurring items(1)	+1.6	+29.1	n/a	
EBITDA	232.7	230.4	+1.0%	-10.8%
EBITDA/SALES	34.3%	42.6%	-8.3pts	-9.4pts
Depreciation and amortization	-81.4	-66.7	+22.0%	
Other operating income and expenses	+0.3	+1.2	-74.0%	
Operating income	151.6	164.8	-8.0%	

<sup>(1)</sup> Non-recurring items = insurance indemnities, financial aid, and exemptions from social security contributions

The change on a comparable basis excludes MMV, which was consolidated as of October 1, 2022. Conversely, the Chalet Time real estate agency in Val d'Isère, acquired in January 2023, has not been restated given the low impact of this activity on the Group's consolidated figures.



- Reported sales up more than 25%
  - Integration of MMV contributed 11 percentage points to growth
- On a comparable basis, operating expenses up 22% excluding nonrecurring items
  - Operating expenses, excluding energy, virtually unchanged compared with sales
  - Energy costs, excluding MMV, have more than doubled
    - Increase of €23 million, of which €21 million for energy costs alone, multiplied by 2.35 to €36 million
    - Increase in energy costs concerns almost all Ski Areas
  - €29 million in non-recurring items recorded in H1 2021/222
- EBITDA up slightly on a reported basis (+1.0%)
  - Business growth offsets higher energy costs and non-recurring items H1
     2021/222
- EBITDA margin down 3.1 points excluding non-recurring items, mainly due to higher energy costs
- Over €10 million impact of MMV consolidation on depreciation and amortization (including €7 million related to IFRS 16)
- Operating income down 2% on a comparable basis, excluding nonrecurring items and MMV

## **P&L STATEMENT (2/2)**



in <b>€</b> M	H1 2022/23	H1 2021/22
Operating income	151.6	164.8
Net cost of debt	-11.7	-8.0
Other financial income and expenses	+2.2	-1.9
Taxes	-34.4	-42.8
EMI	+10.6	+10.2
Consolidated net income	118.4	122.3
Minority interests	-10.8	-9.6
Net attributable income, Group share	107.6	112.7

#### ✓ Slight increase in the net cost of debt

- Net cost of debt, excluding IFRS 16, up slightly (€7.4,million in H1 2022/23 vs. €6.1 million in H1 2021/22)
- Cost of IFRS 16 debt up (€4.3 million in H1 2022/23 vs. €1.9 million in H1 2021/22), linked to MMV and the Cosmos hotel at Futuroscope

#### → Positive balance of other financial income and expenses

- Mainly due to the reversal of a provision on the current account of non-consolidated companies
- Tax expense down by €8.4 million, reflecting a 1.5 point reduction in the tax rate in France and a lower tax base
- Equity method investments virtually stable
  - Mainly linked to results of Compagnie du Mont-Blanc and the holdings in Avoriaz, La Rosière, and Valmorell
- Minority interests up slightly, due to the 15% stake in MMV not held by the Group
- ✓ Net attributable income, Group share down 4.5%

#### STATEMENT OF CHANGES IN CASH FLOW

<b>*</b>	
, /	Compagnie des Alpes

in €M	H1 2022/23	H1 2021/22
EBITDA	232.7	230.4
Change in WCR	+93.1	+85.3
Net industrial investments	-101.6	-65.0
Taxes paid	-19.3	-0.2
Other items	+3.5	-0.7
Free Cash Flow from Operations <sup>(1)</sup>	208.5	249.8
Financial investments	+0.6	+4.7
Interest expense paid	-7.3	-6.8
Dividends	-46.2	-
Repayment of lease liabilities	-11.5	-4.9
Other items and changes in scope	-157.6	+2.6
(Increase) / Decrease in net debt excluding IFRS 16	-13.5	+245.4
(Increase) / Decrease in rental liabilities	-105.2	-1.3
(Increase) / Decrease in net debt	-118.6	+244.1

- ✓ Traditionally very positive change in WCR as of March 31<sup>st</sup>
  - Decrease of €93.1 million, which includes a deferral of billing for the first quarter of calendar 2023 by the energy supplier (positive impact of around €30 million).
- Return to net industrial investment in line with annual guidance
  - Up 56% over H1 2021/22 to €101.6 million (including €5.6 million for MMV)
  - In line with full-year guidance (approx. €250 million)
- ✓ Increase in tax expense as business returns to normal
- ✓ Free cash flow from operations down compared with particularly high level in H1
  2021/22
  - Expected positive operating free cash flow for the year
- Dividends paid to Compagnie des Alpes shareholders for 2021/22 distribution of 50% of net profit before non-recurring items) and to minority shareholders in consolidated companies
- Other items and changes in consolidation scope impacted by the inclusion of MMV in the scope of consolidation
  - Acquisition price of €81.6 million, recognition of opening net debt of €62.7 million (excluding lease liabilities under IFRS 16) and a put option on 15% of MMV's share capital for €16.4 million.
- Net debt excluding IFRS 16 virtually stable compared with end-September 2022 (-€13.5 million)
- ✓ Increase in total net debt of €118.6 million
  - Inclusion of MMV's net debt of €150.9 million as of March 31, 2023 (net debt excluding IFRS 16 of €50.8 million and lease liabilities under IFRS 16 of €100.1 million).

- (1) Cash flow from operations flows related to net industrial investments
- (2) Investments in equity-method companies



in <b>€</b> M	March 31, 2023	Sept. 30, 2022	March 31, 2022
Net debt <sup>(1)</sup>	659.2	540.6	419.8
Net debt excl. IFRS 16	349.1	335.7	256.3
Net debt / EBITDA excl. IFRS 16 (over 12 months)	1.1x <sup>(2)</sup>	1.1x	0.8x

- (1) Including IFRS 16 lease liabilities
- (2) Group leverage excluding MMV's EBITDA and net debt

#### Net debt

- Net debt excluding IFRS 16 up €13.5 million compared with 30 September 2022
- After IFRS 16, net debt including lease liabilities of €310.1 million, up €105.2 million mainly due to the consolidation of MMV
- Total net debt after IFRS 16 up €118.6 million

# Financial gearing (ratio of net debt to EBITDA excluding IFRS 16)

- Gearing of 1.1x as of 31 March 2023 for the Group's scope of consolidation, excluding MMV's EBITDA and net debt.
  - ✓ For the purposes of the half-yearly financial statements, the Group does not have a financial statement for MMV as of March 31, 2022.
- Sensitivity test on a change in proforma EBITDA (incorporating 12 sliding months of MMV EBITDA) showing that gearing remains within a range of between 1.22x and 1.25x, for a covenant of 3.5x.

## DEBT MATURITY SCHEDULE



### Maturity profile of Group debt at March 31, 2023

in €M

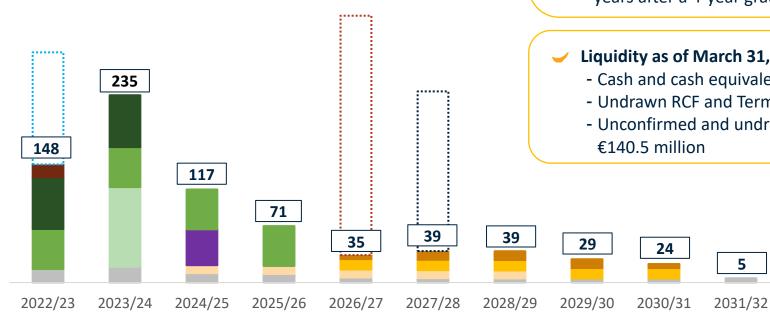
- RCF/NEU CP disponible (300 M€)
- ::: Term Loan disponible (200 M€)
- Découverts non confirmés disponible
- PPR

TLB

- PGE Saison

PGE

- US PP 2019
- EURO PP 2017
- US PP 2017
- EURO PP
- Divers



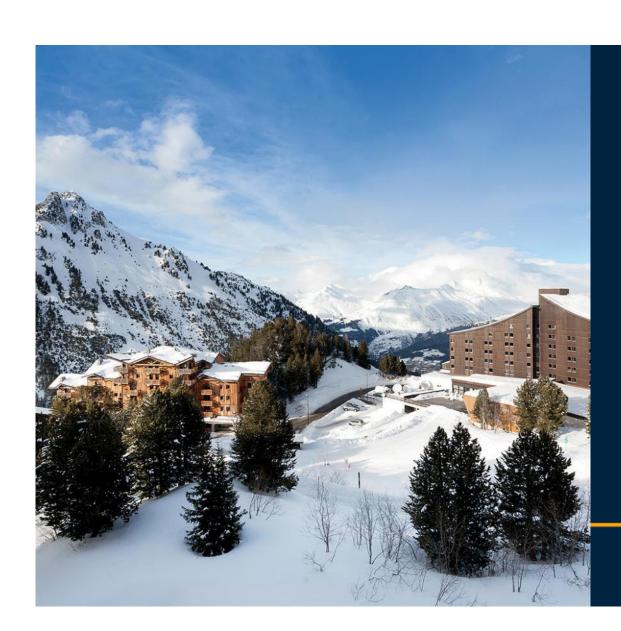
#### **New financing**

- Refinancing of RCF for €300 million, 5-year maturity and two one-year extension options, and CSR KPIs
- Term Loan of €200 million available by December 2023, maturity 5 years and CSR KPIs
- PPR €42.7 million, 8-year maturity, amortizing over 4 years after a 4-year grace period

#### Liquidity as of March 31, 2023

- Cash and cash equivalents of €409.5 million
- Undrawn RCF and Term Loan lines of €500 million
- Unconfirmed and undrawn authorized overdrafts of





4 – STRATEGIC CHALLENGES

#### INVESTMENTS THAT ENHANCE ASSET VALUE





# → Examples of investments that enhance the attractiveness of our areas

- ✓ Tignes: TSD6 (detachable 6-seater chairlift) Aiguille Rouge, the last link to Tignes le Lac
  - Completion of the modernization of access to Tignes Le Lac from Les Brévières and Les Boisses
  - Panoramic view at 2,400-meter altitude
  - Pylons made by Ingélo (CDA subsidiary) 100% manufactured in Savoie

#### ✓ Grand Massif

- Vercland cable car (10 seats)
  - Dismantling the old lift (50 years old)
  - Optimising flows => access to the Saix plateau
- Le Sairon chairlift (TSD6)
  - 9 minutes vs 14
  - ▶ Skiers and pedestrians: Morillon "backbone"

### **✓** Investments => Net Zero Carbon target

- ✓ Energy efficiency = 7.3% reduction (without compromising customer service or shortening the season)
- ✓ Use of HVO 100 as fuel for all snow groomers this season
- ✓ Electric buses and HVO 100 in Tignes and Val-d'Isère<sup>(1)</sup>
- ✓ Retrofitting of 4x4 vehicle fleet







(1) In ski areas where the CDA is responsible for shuttle services

#### **DISTRIBUTION & HOSPITALITY**





Accommodation is the 1<sup>st</sup> item of expenditure and a determining factor in the choice of a mountain destination, winter and summer alike.

- → The BU's 3 priorities
  - Maximize the range of accommodations adapted to customer expectations
  - Streamline & enrich the door-todoor experience
  - Operate a full range of winter and summer accommodations for everyone

- ✓ A clear commitment to growth
  - ✓ Travelfactory: Organic international growth
  - ✓ MMV: 1 to 2 new projects per year (Samoëns in 22, Risoul in 23)
  - Maison Haute: 1 acquisition this year

- Synergies being deployed following the acquisition of **MMV** 
  - ✓ Retail
  - Marketing
  - Organization



**Acquisition of Travelfactory** 

Creation of the **Distribution & Hospitality BU** 

Launch of Travelski Express from London

Consolidation of real estate agencies

**Acquisition** of MMV

Travelski Express departure from **Paris** 

Single brand for all real estate agents

Déc. 2022

Jan. 2023

Jan. 2018

June 2021

Sept. 2021

Oct. 2021

Oct. 2022













#### CDA IS INVESTING IN ALL ITS PARKS

# Main investments for the 2022/23 financial year



New Toutatis zone **Close-up on** *next slide* 



Continuation of the 10year transformation plan Close-up on next slide



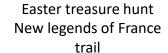
New zone for young kids 2<sup>nd</sup> Christmas for the general public in winter 2023



Brazilian carnival period at
Easter
2<sup>nd</sup> Christmas for the
general public in winter
2023



Unveiling of new statues



Compagnie des Alpes



Start of 2-year renovation plan
New attractions: 2 family rides and
1 water ride (26 m high)
1 playground (400 m²)
Renovation of the circuit (animal area)
Restaurant (800 seats)

1st Christmas for the general public in
winter 2023



New family ride 1<sup>st</sup> Christmas for the general public in winter 2023



1,000 m2 extension (25 m high tower and 4 slides)
Tropical garden (relaxation and catering)
2-year investment plan (of which a large part for energy efficiency) for opening in Dec. 2023



Festivities around the 55<sup>th</sup> anniversary



**Events** 

c. 70% of BU investments

c. 30% of BU investments

c. 5% of BU investments



# PARC ASTÉRIX: THE TOUTATIS FESTIVAL

# Compagnie des Alpes

### Opening of a new zone in 2023



- A complete offering for the whole family
  - ✓ 1 major attraction: Toutatis
  - ✓ 1 attraction for the family
  - √ 1 playground
  - ✓ 1 restaurant
  - 1 dessert kiosk
  - √ 1 retail shop
- ✓ €36 million investment, the largest in the park's history
- 3-hectare zone
- 2 years of construction





- 23 "airtimes" (world record on a steel roller coaster)
- √ 7 accelerations (European record)
- ✓ Speed of 110 km/h (French record)
- ✓ Inclined drop up to 101°
- √ 32 different figures
- √ 3 inversions
- ✓ Height: 51 meters







- Grand Astérix project
  - Number of rooms in existing hotels to be increased starting in 2027 (previously announced starting 2023)
  - 4<sup>th</sup> hotel under study for 2027

=> Increases the park's total capacity by almost 10%



### FUTUROSCOPE: TRANSFORMATION PLAN OVER 10 YEARS





- €300 million investment over the 2020 => 2030 period
  - √ 2/3 borne by CDA\*
  - √ 1/3 by the other partners

- 1 major attraction every 2 years on average
- 1 attraction upgrade every year (2021-2028)
- Creation of a new zone with:
  - ✓ 2 theme hotels linked to the park
  - √ 1 new generation restaurant
  - √ 1 atypical water park

- A strategy that bears fruit:
  - ✓ Numerous prestigious awards, including Best Attraction in the World for Chasseurs de Tornades
  - √ +18% increase in H1 visitor numbers

Target of 650,000 additional visits per year by the end of the plan

Major attraction Major attraction Mission Chasseurs de **Tornades** 

Bermudes

New equipment powered by heat pumps that provide heating and cooling solely from green electricity and geothermal energy

**Major attraction** March target

Hotel Station Cosmos 76 rooms 1 restaurant

Lodging Eco Lodge 120 lodges **Water Park** Aquascope

**Major attraction** 

**Major attraction** 

2020

2021

2022

2023

2024

2025

2026

2027

2028















## **GROUP ENERGY DOCTRINE**



- ✓ Following the European energy crisis of 2022, a task force has been set up to serve the Group's various sites.
- → Responds to a two-fold problem:
  - ✓ Hedging against future cost volatility
  - ✓ Supporting the development of self-consumption projects and CSR performance
- ✓ Establishment of the Group's energy policy in 4 areas

#### **Energy efficiency**

Actions identified on a site-by-site basis

- Reduce consumption
  - Decrease of 7.3% at H1 22/23
- Minimize "unnecessary" consumption

#### **On-site self-consumption**

Opportunity for the Net Zero Carbon initiative

- Development of on-site production facilities for own consumption
  - Strong potential in the parks
- Primarily photovoltaic and hydraulic profile

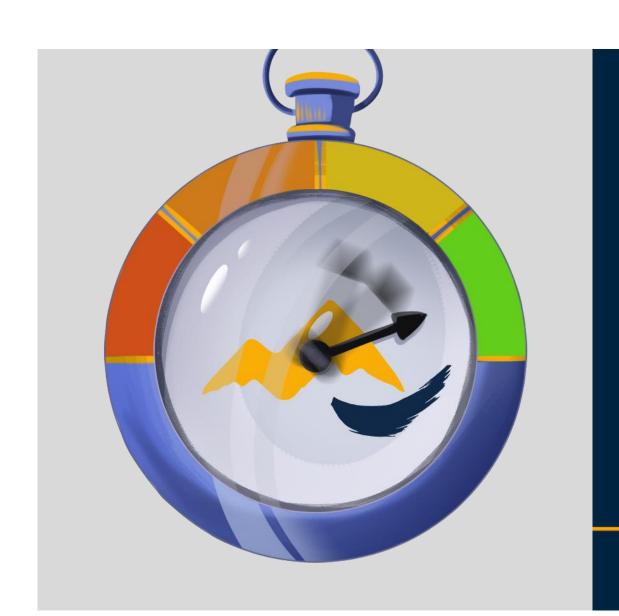
# Long-term external purchasing

- Hedge against uncertainty
- Reflection on possible PPAs

### Residual market sourcing

- Purchases made excluding capping for 2024
- ✓ Negotiations underway for 2025





5 – MISSION STATEMENT

# MISSION STATEMENT OF COMPAGNIE DES ALPES





Approved by the Annual Shareholders' Meeting (March 2023) and included in the preamble to the Group's bylaws

# The fruit of a process of listening and dialogue

- ✓ All Group employees
- ✓ External stakeholders

#### **Strong core convictions**

- ✓ The amount of leisure time we allow ourselves is essential
- ✓ The emphasis is on immersion in reality
- We all have a part to play in preserving the environment

#### Four pillars

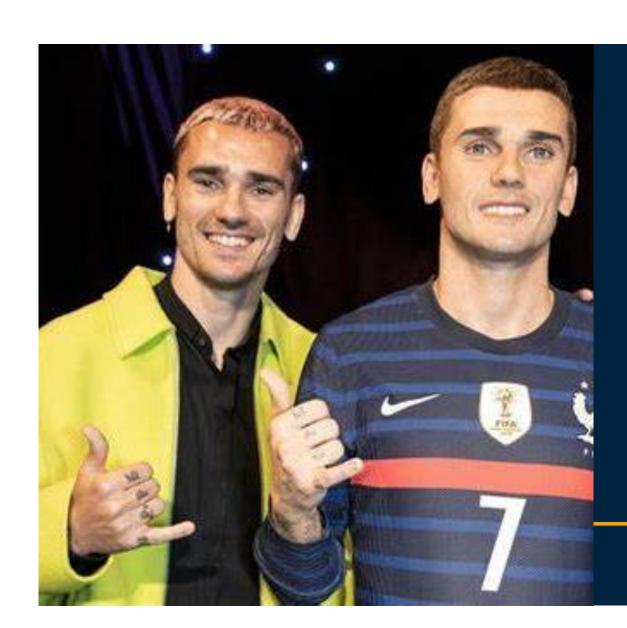
- 1 Creating links between people
- Acting to promote the vitality of
- 2 our territories
- Accelerating the ecological transition
- 4 Contributing to improving the lives of our employees

At Compagnie des Alpes, we are passionately committed to offering exceptional leisure activities that generate cohesion and well-being, and to creating living spaces that combine regional vitality with ecological transformation.

Definition of KPIs at Group level in progress







6 – 2022/2023 OUTLOOK



**EBITDA** 

- ✓ On a comparable basis EBITDA 2022/23 expected to be close to 2021/22, excluding nonrecurring itemss
- ✓ Despite the significant impact of rising energy costs

**FINANCIAL GEARING** 

Net debt excl. IFRS 16/EBITDA excl. IFRS 16  ✓ Expected between 2.5x et 3.0x (taking into account the acquisition of MMV)

NET INDUSTRIAL INVESTMENTS

✓ Expected annual budget maintained at €250 million

**DIVIDEND** 

✓ Maintain policy of distributing around 50% of Net attributable income, group share

**FREE CASH FLOW** 

✓ Recurring target of positive free cash flow

CO<sub>2</sub> EMISSIONS (scope 1 and 2)

√ Target of 25% reduction in CO<sub>2</sub>
emissions (scope 1 and 2)
compared with 2018/19 (base year)

# 5 – ADDITIONAL INFORMATION

## **2022/2023 AGENDA**

Compagnie des Alpes

✓ 3rd quarter sales: Tuesday, July 25, 2023, after stock market close

✓ 4th quarter sales: Tuesday, October 24, 2023, after stock market close

✓ Annual results: Tuesday, December 5, 2023, before stock market open