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# Codere's Presenting Management Team

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ÁNGEL CORZO
Chief Financial Officer

ÓSCAR IGLESIAS Corporate Development Officer

JOSÉ VÁZQUEZ

FPA & Corporate Treasury Director

1. Introduction to Codere

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## Codere at a Glance

# A Leading International Gaming Company



148 gaming halls

€1,451m Revenues

€283m<sup>(2)</sup> Adj. EBITDA

29,612 bingo seats



8,446 sport betting terminals



2,760 table seats



56,764 slots



12,081 employees

9,898 bars



1,157 arcades



478 sport betting POS



racetracks



€51m<sup>(1)</sup> 76% YOY



Over 35 years of experience and a presence in 8 countries across **Europe and Latin America** 

# Codere at a Glance Multiple Products and Venues

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## **Our Gaming Products**



Slot Machines



**Tables** 



Bingo



Sports Betting



Network

## **Our Gaming Venues**



Gaming Halls



Bars



**Arcades** 



Online

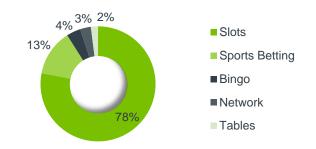


Betting Shops

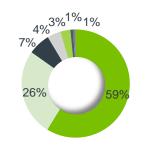


Racetracks

Gross Gaming Revenue by Gaming Product (1)



Gross Gaming Revenue by Gaming Venue (1)



■ Gaming Halls

Bars

■ Arcades

OnlineNetwork

■ Racetracks

■ Sports Betting Shops

<sup>1.</sup> GGR or otherwise operating revenue based on Q1 2019.

#### Codere at a Glance

## A Long History of Developing Gaming Businesses Across Markets

# Today

- #1 Gaming player in LatAm, widely regarded as most institutional player in the region
- Leadership positions across most of our markets
- Strong operational performance and growth track record

First international expansion to

 Solid competitive advantages based on differentiated, client-centric approach to customers across products and channels

Uniquely positioned for future growth

Colombia

2018: New CEO appointed; Transformational plan 2018-21E; 2018-Q1'19 Colombia

15-year renewal of Mexican gaming licenses Q1'19: Commercial launch of online business in Mexico and

2016-2017

2017: Acquisition of Caliente minority in Mexico 2016: Signed sponsorship agreement with Real Madrid

2016: Acquisition of HRU minority in Uruguay

2013-2016

Financial restructuring process completed in April 2016, with subsequent refinancing in November 2016

2008-2012

**2012:** Acquired an additional 35.8% in ICELA, reaching 84.8%

2009: Acquired Thunderbird Casinos in Panama 2008: Opened first sports betting shop in Spain

2006-2007

2007: IPO of the Company. Acquired a 49% stake in ICELA in Mexico 2006: Entered Brazil through a horse race betting JV with Jockey Clubs.

Acquired Operbingo (Italy) and Crown Casinos (Panama)

2005

Purchased majority stake in Royal Group, becoming the leading operator in the Province of Buenos Aires

2001-2002

2002: Entered Uruguay through the reopening of historic Maroñas racetrack

**2001:** Entered Italy by providing bingo management services to Operbingo

1991

1984

1998

Entered Mexico through JVs with CIE and Caliente

**Codere** is founded in Madrid and starts domestic expansion in Catalonia and Valencia

1980-1983

Entered Argentina through our first bingo licenses in the country



Our strategy is to **maintain / increase leadership in our core markets** while following the specific regulation and legislative requirements in order to **develop the true spirit of responsible gaming** through sources of organic and inorganic growth

#### 01. Customer Centric Strategy



- Extensive data mining on customer behavior
- · Differentiation through CRM based marketing technology
- · Providing a unique gambling-centric experience to customers

# \*\*

#### 02. Omni-Channel / On-line / Gamification

- · Reaching our customers at all relevant gaming opportunities
- Offering the right mix of gaming experiences to our customers
- · Unified, integrated and coherent relationship with customers across products and channels

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## **Leading the Market**

Key partner of regulators to deploy and regulate activity



## 03. Digitalization

- Using technology to enhance and foster interactions with our customers and gather information on each customer action and decision
- Extensive data analysis on customer behaviour to define customer journeys and optimize asset deployment and hall lay-outs
- Simplification and automation of back office activities



#### 04. Capital and Operational Efficiency

- · Continuous process reengineering and margin improvements
- · Rigorous approach to maintenance capex
- · Strict return based selection process for growth opportunities followed by close monitoring of project execution
- Continuous revaluation and testing of our performance analysis models



## 05. Consolidation in Strategic Markets

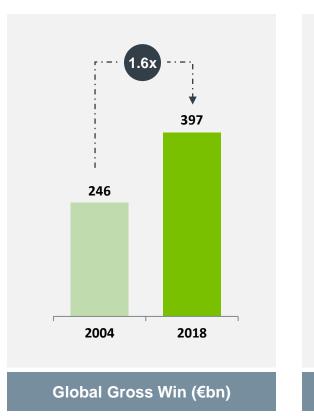
- Focus on markets with proven competitive advantage, track record and strong barriers to entry
- Growing in fragmented markets, with great presence of family run / small operators suffering to maintain ever-increasing compliance and technological standards
- Opportunistic approach to new gaming verticals or options in the markets we operate

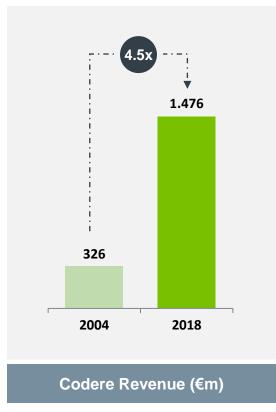
#### Codere at a Glance

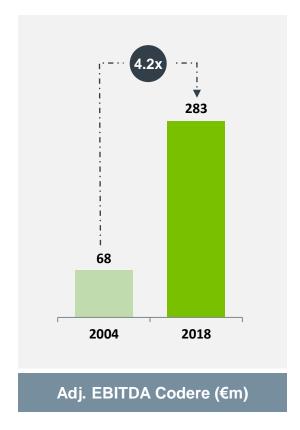
# Long Term Performance Shows 3x Industry Growth



The global industry<sup>(1)</sup> has grown steadily over the past 14 years at a € CAGR of 3.5%, Codere has demonstrated solid double-digit revenue clearly outperforming the industry with a € CAGR of nearly 11.4%







Source: Codere

Figures reflect global cross win (amounts wagered minus prizes) for betting, casino, gaming machines bingo and lotteries, both land based and interactive. As per H2GC methodology, Global Gross Win in € is calculated at constant currency based on latest exchange rates. Source: H2GC, July 2019.

2. Key Credit Highlights

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# Codere Credit Highlights A Diversified Gaming Leader

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**Granular Local Business Model and Diversification Provides Resilience and Stability** 



Leadership in High Growth Regulated markets



**Strong Underlying Operating Performance** 



**Commitment to Efficiency and Prudent Capital Allocation** 



Clear Growth Strategy Underpinned by Compelling Visible Drivers

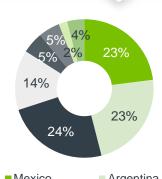


**Experienced Management Team with Strong Track-Record** 



## More than 56,000 slot machines distributed in unique locations Well diversified geographical exposure

## 1Q 2019 Revenue breakdown



- Argentina Mexico Spain ■ Italy
- Panama ■ Uruguay Colombia Online
- Well diversified geographical exposure
- 77% and 76% of our Revenues and Adjusted EBITDA respectively come from Investment Grade countries
- More than 3.5 million monthly visits(2)

Source: Codere. Note: All financial figures as of March 31st, 2019. Note: All gaming venue / product figures as of March 31st, 2019.

Agreement with a JC to deploy a signature gaming hall in its premises.

Excluding visits to arcades and slot-routes.





#### Significant regulatory, financial, technological and operational barriers to entry help Codere to preserve its unique competitive positioning and drive profitability

					Barriers	to Entry		
	Licensees / Licenses <sup>(5)</sup> (Constant Since)	International Operators (Country of Origin)	Share of internationals (including Codere) <sup>(1)</sup>	Compliance Requirements	Difficulty to Access New Licenses	License Specificity / Scalability	Investment Required	Other Market Considerations
Mexico	35 / 404 <sup>(6)</sup> (2018)	2 (Spain) <sup>(2)</sup>	36% Codere: 26%					Multiple Jurisdictions / Licenses have specific # of permits
Argentina	15 / 45 (2005)	3 (2 Spain and US) <sup>(8)</sup>	58% <sup>(10)</sup> Codere: 42%					Limited Licenses / Upfronts
Italy	11 <sup>(11)</sup> (2013)	4 (Spain, Austria and Israel)	33% Codere: 5%				0	Multiple Jurisdictions / Limited Licenses / Upfronts
Spain	n.a.	1 (Austria) <sup>(3)</sup>	<10%					Multiple Jurisdictions
Colombia	364 / 2,709 (n.a.)	4 (Chile and Spain)	<20% Codere: 5%					Interconnection
Panama	10 / 131 (2019) <sup>(4)</sup>	13 (Chile and Spain)	>90% Codere: 20%					Market Saturation
Uruguay	6 / 31 (2011)	4 (2.5 Spain, Chile and 0.5 Argentina) <sup>(7)</sup>	67% <sup>(9)</sup> Codere: 52%					Market Saturation / Limited Licenses

#### Source: Codere.

Market share in terms of Gross Win for applicable market except for Colombia, which is based on number of machines. Source: Public regulators where available and Company estimates

Two additional players do not own licenses but operate in JV with local players (1 Spain, 1 Israel).

Only 1 relevant player

Recent licenses are ampliation of number of sites for existing licensees.

398 operating halls (787 licenses to operate halls). One intl. operation is JV between Spanish and Argentine players.

One Spanish and the US operation are JVs with local players.

Market share over DGC regulated market.

10. Bingo market in the province of Buenos Aires 11. Number of network concessionaires.

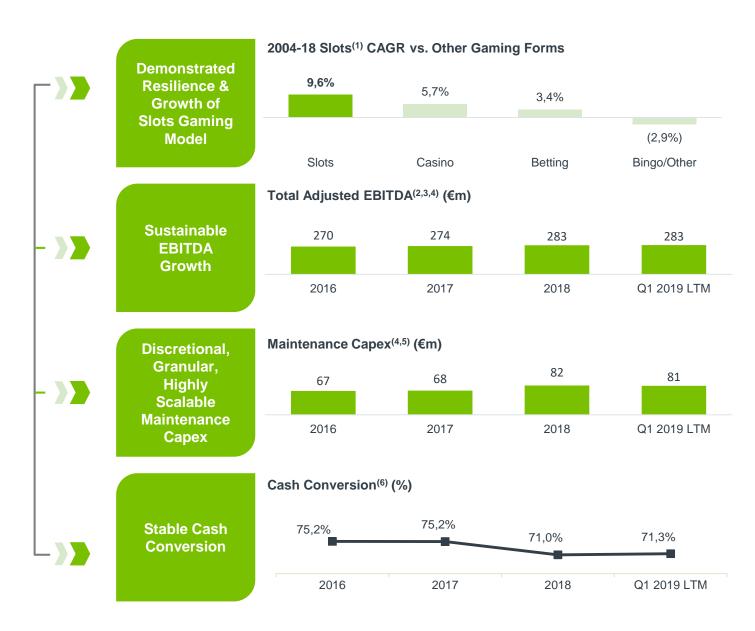
Where applicable, licensees represent number of economic groups holding licenses, and licenses represent number of individual permits in operation.



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Low spend high frequency visitors meaning low risk of volatility of clients and greater protection vs. downturns or competition



#### Source: Codere.

- 1. Figures reflect CAGR of slot gross win (amount wagered minus prices) for the aggregate in USD terms of the 8 countries where Codere operate (Brazil is not included for slots given no regulation). Source: H2GC. July 2019.
- 2. Figures reflect Company consolidated Adjusted EBITDA plus, for periods prior to consolidation of HRU, 100% of HRU Adjusted EBITDA. Does not consider inflation accounting adjustments in Argentina.
- 3. Figures include a positive adjustment of €2.5 mm which reflects our estimate of the negative impact in 4Q 2016 from 3 days of labor strikes (hall closures) in Argentina.
- 4. Consolidated figures for Argentina in 2015 have been translated to Euros @ Blue Rate; 2016, 2017 and 2018 figures @ Official Rate.
- 5. Maintenance capex figures excluding catch-up and licenses capex of €14m in 2016 and €19m in 2017.
- 6. Calculated as (LTM Adj. EBITDA Maintenance Capex) / LTM Adj. EBITDA.



# A global leader in slot driven gaming with unique competitive positions 78% of total gross win driven by slot gaming



Source: Codere

<sup>1.</sup> Source: Market regulators when available and Codere estimates.

<sup>2.</sup> Market share of Top 3 Operators in relevant market definition (Colombia and Spain refer to number of machines rather than Gross Win).

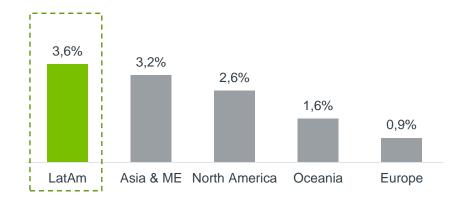
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# Slot gross win growth 9x vs. Global Slot industry and expected to continue the same trend

#### Slot Gross Win CAGR 2004-2018(1)



#### Total Gross Win CAGR 2018-2024<sup>(2)</sup>

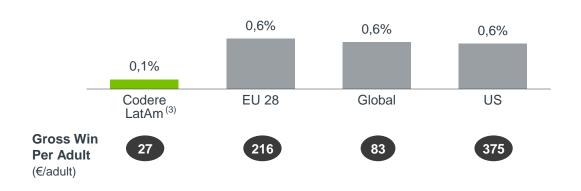


#### Source: Codere

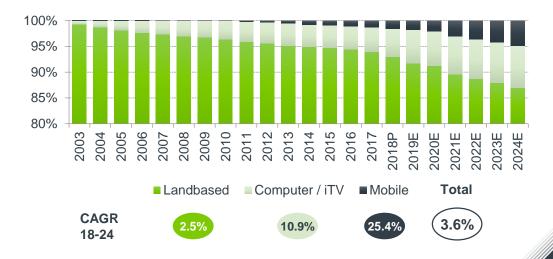
- . Figures reflect CAGR of slot gross win (amounts wagered minus prizes). Source: H2GC. July 2019.
- 2. H2 Gambling Capital as of July 2019.
- LatAm includes Argentina, Mexico, Colombia, Panama and Uruguay.
- Total includes LatAm countries and Spain and Italy.

# Less mature markets with significantly lower penetration levels provide higher growth potential

#### Gross Win Per GDP(2)



#### Gross Win Forecast Breakdown by Channel in LatAm(2)





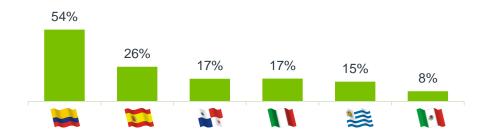
## More Balanced Geographic Portfolio and **Reduced Argentina Exposure**

LTM Adj. EBITDA outside Argentina<sup>(1,2,3,4)</sup> (€m)

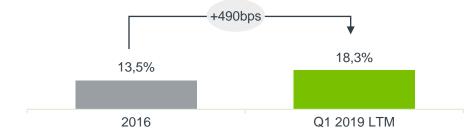


#### Remarkable Double-digit EBITDA Growth Thanks to Our **Strong Focus on Operational Improvements**

#### 2017-18 Adjusted EBITDA Growth (€)



#### **EBITDA Margin outside Argentina**



#### OpFCF outside Argentina (€m)(5)



Source: Codere

- Figures reflect Company consolidated Adjusted EBITDA plus, for periods prior to consolidation of HRU, 100% of HRU Adjusted EBITDA. Does not consider inflation accounting adjustments in Argentina.
- Figures include a positive adjustment of €2.5 mm which reflects our estimate of the negative impact in 4Q 2016 from 3 days of labor strikes (hall closures) in Argentina.
- LTM figures calculated Pre-IFRS16 and figures previous to 2018 are not affected by online business.

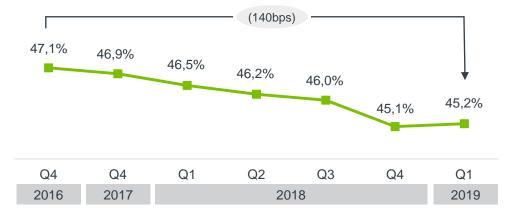
  Figures reflect contribution to Total Adjusted EBITDA before corporate overhead and excluding Brazil and Online business due to negative Adjusted EBITDA in 2018.
- Maintenance capex figures excluding catch-up and licenses capex of €14m in 2016 and €19m in 2017.
- Cash Conversion calculated as LTM Adj. EBITDA minus LTM Maintenance Capex outside Argentina.



#### Strong focus on margin improvement through a successful implementation and monitoring of efficiency programs



#### LTM Expenses excl. gaming taxes / Revenue<sup>(1,2)</sup>



## **Successful Implementation of Efficiency Initiatives**

- COMMERCIAL EXCELLENCE through digitalization reengineering of processes and promotions based on CRM data mining, thorough analysis of customer journeys and yield management
- Leaner and more EFFICIENT CORPORATE STRUCTURE
- GLOBALIZATION of operational management to accelerate deployment of best practices, simplification of processes and time to market of product and customer experience innovations
- RENEGOTIATION of supplier deals at local and corporate levels
- DIGITALIZATION of back office functions through integration in group wide organizations, automation and shared service centres
- Data driven, ROI FOCUSED, maintenance capex and commercial investments management analysis and decisions

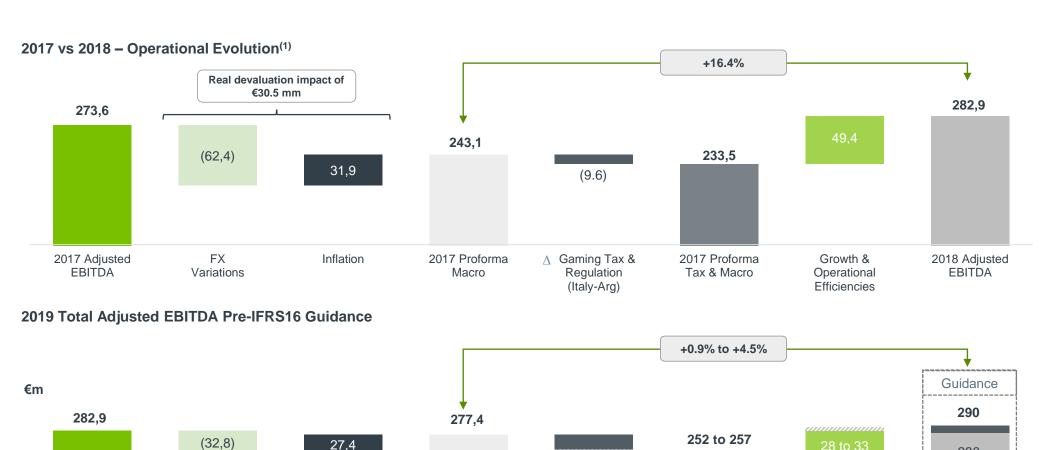
Source: Codere

<sup>1.</sup> Figures reflect Company consolidated Adjusted EBITDA plus, for periods prior to consolidation of HRU, 100% of HRU Adjusted EBITDA. Does not consider inflation accounting adjustments in Argentina.

LTM figures calculated Pre-IFRS16.

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280





(20) to (25)

#### Source: Codere.

Inflation / FX<sup>(2)</sup>

2018

Actual

<sup>.</sup> Does not consider inflation accounting adjustments in Argentina.

<sup>2.</sup> Figures based on consensus estimates for 2019 average inflation and exchange rate forwards (source: Bloomberg) as at April 25, 2019.

Total Growth & Operational Efficiencies of €38m to €43m.



#### Implementation Analysis in Mexico





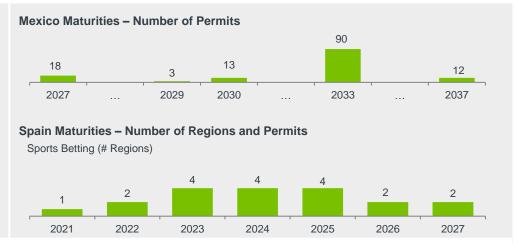
c.85% of our current Adjusted EBITDA does not depend on cash outlays for license renewals until 2027<sup>(1)</sup>

## License Type Renewal Capex

Administrative Authorizations

> Mexico, Spain and Colombia

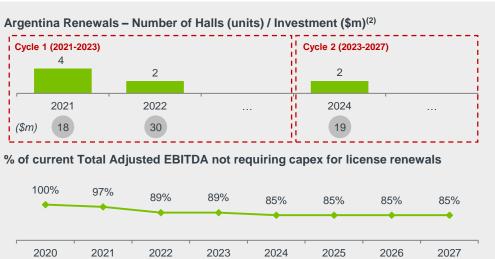
- c. 60% of EBITDA under administrative authorizations, where renewal is automatic and cost-free as long as regulatory requirements are met
  - Codere has long history of not only renewing these licenses but also obtaining new ones
- Mexico: 136 permits of which 95 used (gaming halls)
- Spain: 19 SB authorizations in regions, c.10,000 authorizations for AWP installations in bars and 3 gaming hall authorizations (maturing in 2025 and 2027)
- Colombia: Rights to operate 4,406 slot machines in Colombia, together with one national online and sports betting license



Investment Required Licenses

> Argentina, Panama, Italy and Uruguay

- c. 40% EBITDA requires some type of investment to renew licenses
- Italy: Network concession mature in 2022 with an expected investment of c.€22.5m using 2011 conditions as a reference
- Uruguay: Maturity beyond 2030
- Argentina: Licenses maturity between 2021 and 2029 with next cycle of renewals covering six of our halls for an expected upfront cost of \$48m using 2012 renewals as a reference
- Panama: Majority of licenses recently renewed beyond 2030. One pending license to be renewed in 2022 with an estimated cost of \$1m
- In the last 10 years we have not renewed only one lost-making hall in Argentina



Source: Codere

<sup>1.</sup> Under current regulatory frameworks in the markets Codere operates

<sup>2.</sup> Calculated at 40 ARS to 1 USD. Cost of renewal estimations based on methodology used in 2012-14 renewals.

# Unique Commitment to Efficiency and Capital Allocation Granular, Discretional, Diversified Renewal, Maintenance and Growth Investment Decisions CODEIC

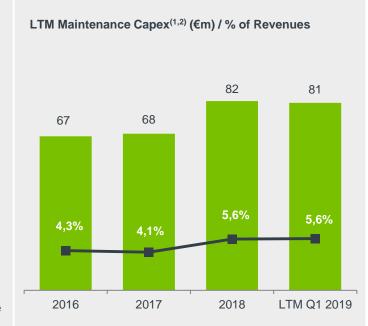


#### **Maintenance & Growth Capex**

Maintenance

Capex

- Recurrent maintenance capex in the €70-80m level
- Highly predictable investment based on a multitude of small investment decisions of c.€0.1-1.0m per project
- Fully discretional with no committed investments
- Flexibility on timing / deployment to match cash generation cycles
- Slot renewal: Based on extensive performance and life cycle analysis together with yield management (Slot Performance Management)
  - Renewal rates based on market and company context with unit costs ranging from c.€3k for route business to c.€12-15k for slots
  - Increasing adoption of software based product renewals or upgrades, reducing significantly maintenance costs
- Hall refurbishment: Cycles optimized and standardized to minimize costs and foster brand experience
  - Refurbishment cost of c.\$100k per hall and year
- Commercial investments (in AWP route businesses) based on contribution and life time value analysis of bars, tied to the revenue generation cycle of each point of sale



#### Growth Capex

- Capacity increase through greenfield investments (typically <€3m) and small M&A</li> acquisitions (typically <€5m), with required IRR >15%
- Granular, discretional and flexible investment decisions
- Opportunistic approach to larger size deals if aligned with Group's strategy
- Strict selection process followed by ongoing monitoring to ensure integration synergies and operational performance
- Historical relevant M&A transactions include
  - Caliente: Minority stake in Mexican company
  - Uruguay: Highly accretive acquisition of 50% of HRU for our Uruguay platform

#### **Growth Capex, Restructuring Costs and Efficiencies**

FY figures (€m)	_	2018	2019E Guidance
Growth Capex	>	(81)	(27)
Operational & Personal Restructuring Costs	~	(25)	(12)
△ EBITDA (Growth & Operational Efficiencies)	>	+49	+38-43

Maintenance figures excluding catch-up and licenses capex of €14m in 2016 and €19m in 2017.

<sup>2.</sup> Figures shown do not include capex resulting from capitalization of leases derived from IFRS 16 (which is a non cash element).



Uniquely positioned to Capitalize on Growth Potential from New **Gaming Verticals and Consolidation**... with **Tangible Opportunities** Across Core Markets

#### **Consolidation and Gaming Verticals**

	Expected N	larket Growth	_
	Online Betting Growth <sup>(1)</sup>	Sports Betting Growth <sup>(2)</sup>	codere
Mexico	8.5%	2.6%	<ul> <li>Codere full launch of SB/Online platform in 2019</li> </ul>
Colombia	13.3%	5.7%	<ul> <li>Codere full launch of SB/Online platform in 2019</li> </ul>
Panama	8.3%	5.6%	<ul> <li>Operating slots and sports betting online.</li> <li>Recently obtained 50 new licenses for SB shops</li> </ul>
Spain	8.4%	1.5%	<ul> <li>Continuous gain of share in online casino and sports betting / sustained growth above market</li> </ul>
Argentina	11.1%	1.2%	<ul> <li>Uniquely positioned for a new online / SB regulation</li> </ul>
Italy	6.7%	0.0%	• Evaluating options to launch SB and online offer
Brazil	n.a.	n.a.	<ul> <li>Evaluating potential regulatory scenarios to prepare for launch</li> </ul>

#### Sports Betting Landbased vs. Online Betting Penetration

2018 Sports Betting Landbased / Online Betting per capita (€/per adult population)



MEXICO Buy & Build – small targets available with high synergies Opportunistic approach to sizeable local targets and attractive "destination" projects 20% PANAMA Relocation of casinos to follow demographic development Acquisition of arcade slot licenses (type C slots) 50 new betting shop licenses 25% COLOMBIA SPAIN Numerous slot halls opportunities Market shift from smaller to larger Acquisition of AWP operators and strengthening of position in arcade Growing market share both in online BRAZIL casino and sports betting markets Prior to the prohibition of gaming, largest electronic gaming market in LatAm ITALY ■ Brazil's 2019 budget includes an specific provision to start deploying Potential consolidation play new gaming regulation Evaluating launch for sports betting Codere is closely following any and online gaming platforms development and evaluating potential strategies and projects for the market n.a. URUGUAY ARGENTINA Exploiting market leader synergies Expecting online and sports betting Processes to award online gaming regulation licenses in the Province and in the City of Buenos Aires are in process Codere is one out of 14 Codere Market Share applicants for 7 available Codere Market Share (AWPs and SB) licenses in the Province

26%

Source: Codere; H2GC July 2019.

- 1. Figures reflect CAGR 18-23 of Gross Win (amounts wagered minus prizes) for interactive horse race and sports betting. Source H2GC. July 2019.
- 2. Figures reflect CAGR 18-23 of Gross Win (amounts wagered minus prizes) for land based sports betting. Source H2GC. July 2019.
- LatAm excluding Colombia.



#### Successful Online Strategy in Spain ...

# 2014

## Website Launched in Spain

- Rolled-out online activity in Madrid
- Regional expansion on the back of regulatory approvals



## Slots Incorporated to Online

- Blockbuster games available on portal
- License agreement with leading gaming operator Net Entertainment



## Mobile App Launched

- App well adopted by customers improving CRM and loyalty
- Real Madrid sponsorship agreement

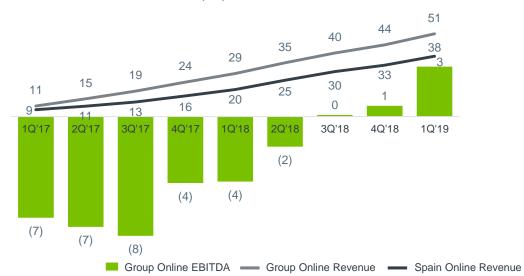
# 2018

## New COO to Lead Digital Division

- Mr. Moshe Edree appointed as COO to boost online as a pillar for growth
- Strengthen competitive position in Spain and internationally
- Organizational redesign to have access to international talent pools and optimize tax and technological costs

#### ... Crystalized in Revenue and Profitability ...

#### Online LTM Revenue and EBITDA (€m)



#### ... To Be Replicated Internationally



#### Mexico

- Started operations in 2016 for our existing customer base
- Full commercial launch in 2019
- Sponsorship agreement with NBA



#### Colombia

- Obtained 5 year online licenses in 2017
- Full commercial launch in Q2 2019
- Sponsorship agreement with NBA

 Future potential markets include
 Argentina, Uruguay
 and Brazil as
 regulation is deployed



Successful long-term partnership with Real Madrid to support Codere's strategy and consolidate on-line & sports betting brand in its markets



**Apuestas** 

Oficial

Successful Renewal of Strategic Alliance with Increased Rights...

#### Scope

#### IP RIGHTS

Use of brand, photos, images and videos

#### PROMOTIONAL RIGHTS

Official merchandising and access to games and players

# ADVERTISING RIGHTS

Advertising in Real Madrid Stadium events, TV and social media

#### HOSPITALITY RIGHTS

Privileged access to Real Madrid stadium and events

#### **Terms**

#### DURATION

3 seasons (19/20, 20/21, 21/22)

Option to extend for two additional seasons (1+1)

#### TERRITORIES

All Codere markets, except for Italy given regulation on gaming advertising<sup>(1)</sup>

#### ... Providing Tangible Benefits to Codere

## **Increased Brand Awareness**

- Benefited from Real Madrid brand, directly transforming into improved customer conversion rates and brand recognition
- Leveraged agreement to redesign marketing campaigns and promotions, including TV ads with Real Madrid players
- Generated significant awareness and visibility by rebranding PoS based on Real Madrid image
- Feedback on brand value and customer perception consistently positive



## **Key Driver for Online Growth**

- Reduced cost per acquisition (CPA) and increased monthly first time depositors (FTDs)
- Highly resilient acquired revenue with above market GGR retention rates
- Significantly accelerated online growth in Spain
- Pillar to drive Latam online strategy



## **Strengthening Retail Network**

- Leveraging retail network for cross selling and banking points
- Substantial growth in number of POS that should be visible in short term GGR
- Supported sports betting expansion in Spain and Latam

#### Source: Codere.

codere

The agreement with Real Madrid includes all the markets where Codere operates. In the case of Italy, the regulation does not allow advertising campaigns showing relationship between gaming companies and football clubs.

# Experienced Management Team with Strong Track-Record Successful Management of Institutional Relationships after Management Transition



# Management team with extensive experience in the gaming industry and in Codere, leading the Company to achieve leadership positions across most of its markets



Chief Executive Officer
Vicente Di Loreto



Chief Financial Officer Ángel Corzo



Corporate Development Officer Óscar Iglesias



Chief Information Officer
Luis Sánchez



COO – Retail
Carlos Villaseca



COO – Online Moshe Edree

#### **Strong-Seasoned Management Team...**

#### Vicente di Loreto **CEO** Ángel Corzo Sagrario Fernández Barbé CFO Legal & Compliance Oscar Iglesias Álvaro de Ansorena Corporate Development **Human Resources** Luis Sánchez Serafín Gómez CIO Security Adolfo Carpena Internal Audit COOs **Regional Managers** Carlos Villaseca Moshe Edree Alejandro Pascual Rodrigo González Bernardo Chena Retail Online Europe LatAm Mexico

#### ... with Strong Track Record of Operational Excellence

	iong mack record of operational excellence	
	More than 50 years of experience in Codere among 5 key managers	
Experience at Codere	Extensive experience in online industry by our COO – Online (including work with Ladbrokes and WH)	$\checkmark$
	<ul> <li>Led HY issuance of over €1.5bn and participated in issuances for more than an additional €1bn</li> </ul>	
Kev	Consolidation of leadership positions in LatAm regional markets	
Milestones	Executed over €75m in efficiencies in Codere in last 18 months	
Achieved in Last 18	Launched online operations in four markets and integrated online team across 6 countries	<b>√</b>
Months	Renewed most gaming operating licenses in Mexico	
	Reinforcement of market leadership positions in Mexico and Spain	
Next Steps	Consolidation of online launch in LatAm jurisdictions	$\checkmark$
	Consolidation of new global structure to foster operational excellence and maximize synergies and efficiencies	

# 3. Financial Review



# Operational and Financial Review

## Key P&L Figures

SIS

Figures in €m					YoY Growth
LTM Revenues	2016	2017	2018	Q12019	17-18 (€)
🔀 Argentina	539	582	408	366	(30%)
Mexico	330	340	328	336	(3%)
💢 Spain	170	188	220	229	17%
<b>Italy</b>	322	336	337	338	0%
Panama	98	94	89	86	(6%)
Colombia	25	25	23	23	(5%)
😂 Uruguay	51	52	54	56	3%
Other <sup>(1)</sup>	16	21	18	17	n.a.
Revenues	1,550	1,638	1,476	1,451	(10%)
@ of which Online	8	24	44	51	n.a.

LTM Adjusted EBITDA	2016	2017	2018	Q12019	YoY Growth 17-18 (€)
Argentina	134	134	96	84	(28%)
Mexico	89	93	106	113	14%
💢 Spain	30	25	32	34	26%
<b>ll</b> Italy	26	24	28	26	17%
Panama	17	15	17	17	17%
Colombia	5	3	5	5	52%
😂 Uruguay	16	14	17	17	15%
Other <sup>(1)</sup>	(46)	(34)	(17)	(14)	n.a.
Adj. EBITDA	270	274	283	283	3%
@ of which Online	(6)	(4)	1	3	n.a.

- Codere revenues have been mainly impacted by factors outside company's control:
  - Non favourable FX evolution in all Codere Latin American markets
  - Argentina: Depreciation of the Argentine peso and tax increases (including indirect taxes that reduce revenues)
  - Italy: Reduction of capacity imposed by the regulator and tax increases
- Following our focus on profitability, we closed different non-profitable casinos that impacted our revenue but increased our EBITDA
- On other hand, Spain grew by +17% YoY in 2018 and positive performance in Q1 2019 of Mexico and Uruguay with +10% and +15% QoQ revenue growth
- Despite the increases in gaming taxes and macro headwinds we have been able to grow our EBITDA to €283m
- 2.5% EBITDA margin growth thanks to the successful execution of our efficiency programs across our businesses
- Our EBITDA margin reached its 5-year high in 2018 on the back of a 6% decrease in operating expenses across that period
- Consistent margin increase across all our Latin American operations

Source: Codere.

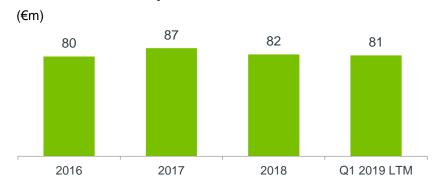
1. Other including Carrasco, Brazil, corporate and other platform-related.

# Operational and Financial Review

# **Capital Expenditures**

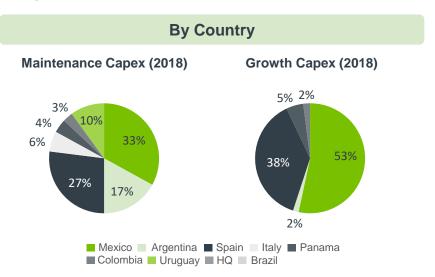
# codere

#### **Maintenance Capex**<sup>(1,2)</sup>



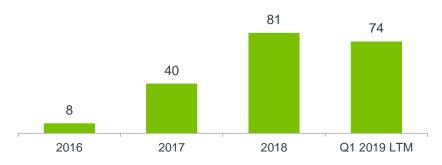
- Maintenance capex in line with historical levels (€75-80m), mainly driven by:
  - Investment in slot renewals and hall refurbishments in Mexico and Argentina
  - Investments in Spain and Uruguay

## **Capex Mix**



#### **Growth Capex**

(€m)



- Growth capex of c.€81m in 2018, as a result of:
  - Product agreements to acquire leased machines in Mexico and Panama
  - Acquisitions of a slot route operators in Spain and a gaming hall in Mexico
- 2018 capex to be crystallized in the 2019 period

# Maintenance Capex (2018) Growth Capex (2018) 38% 63% 62% 37% Slot and Hall Renewals Other Capacity Deployment Acquisition

#### Source: Codere.

<sup>1.</sup> Maintenance figures including catch-up and licenses capex of €14m in 2016 and €19m in 2017.

# Operational and Financial Review Consolidated Free Cash Flow<sup>(1,2,3,4)</sup>



#### **Consolidated Free Cash Flow**

(€m)	2016	2017			2018				2019		
	FY	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q
Adjusted EBITDA <sup>(4)</sup>	270.2	36.5	68.4	73.6	273.6	67.9	65.0	70.8	79.2	282.9	68.0
(-) Corporate Tax Income Paid <sup>(6)</sup>	(49.9)	(30.4)	(12.5)	(15.5)	(70.9)	(10.9)	(18.3)	(11.4)	(11.2)	(51.8)	(10.6)
(-) Maintenance Capex(7)	(80.4)	(16.3)	(17.4)	(59.5)	(78.4)	(16.4)	(27.1)	(11.9)	(26.7)	(82.1)	(15.6)
(-) Increase in Net Working Capital	18.9	2.0	(15.4)	(1.4)	(13.8)	(9.0)	9.5	(2.7)	(2.5)	(4.8)	(27.3)
FCF before Growth Capex	159.1	18.9	23.2	27.3	110.6	31.6	29.1	44.8	38.8	144.2	14.5
(-) Growth Capex <sup>(8)</sup>	(8.4)	(7.3)	(11.8)	(12.3)	(39.8)	(7.8)	(5.8)	(43.6)	(24.1)	(81.3)	(0.8)
FCF	150.7	11.5	11.4	15.0	70.8	23.8	23.3	1.2	14.7	62.9	13.7
(-) Cash Interest Expense	(32.6)	(3.2)	(12.5)	(57.4)	(80.5)	(3.9)	(31.4)	(6.5)	(30.4)	(72.1)	(3.8)

#### LTM - FCF before Growth Capex



- Increase of +26.1% YoY, driven by positive contribution of:
  - Increase in Adjusted EBTIDA of c.+€10m
  - Lower corporate tax expenses of c.(€18m)
- Expectation for 2019 to continue crystalizing EBITDA growth, and focusing on cash flow generation
- >90% Q1 2019 LTM attributable EBITDA / total adj. EBITDA

#### Source: Codere

- 1. Consolidated free cash flow, as defined herein, reflects consolidated adjusted EBITDA Pre-IFRS16 less i) corporate income taxes paid, ii) total capital expenditures and iii) increases in net working capital.
- 2. Figures will vary from prior reports as investments related to our online and sports betting platform in Spain have been reclassified from maintenance to growth capex retroactively since 1Q 2016.
- 3. Inflation accounting adjustments are non-cash items with no impact on cash flow generation.
- Figures include a positive adjustment of €2.5 mm which reflects our estimate of the negative impact in 4Q 2016 from 3 days of labor strikes (hall closures) in Argentina.
- 5. Figures shown do not include capex resulting from capitalization of leases derived from IFRS 16 (which is a non cash element).
- Figure for 4Q 2016 includes €1.0 mm in additional CIT paid related to the €2.5 mm EBITDA adjustment in Argentina (@ 41.5% CIT rate).
   Figure for 3Q and 4Q 2017 excludes €7.1 mm and €1.7 mm respectively from license renewals in Panama.
- 8. Figures for 4Q 2016 excludes €31 mm purchase of 50% of HRU and for 1Q 2017 excludes €24.5 mm purchase of 32.7% of Codere Caliente.

# Operational and Financial Review Working Capital





- Increase of receivables from Uruguayan government (payments received in May)
- Horse-racing prizes awarded in racetracks pending contribution by Uruguayan and Panamanian governments
- Revenues in Mexico derived from the transfer of the lease of a closed hall (to be received in 1Q 2020) and certain sponsorships that will be cashed in progressively in 2019
- 6 Advance annual payments in Mexico for certain administrative fees and leases

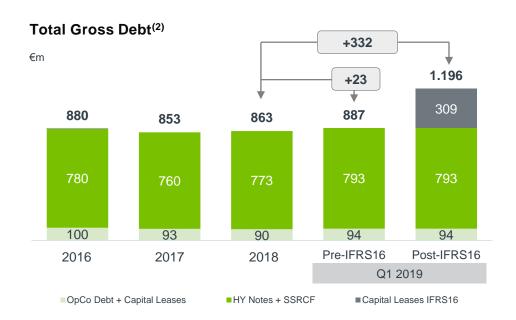
3 Impact of increase in PREU in Italy

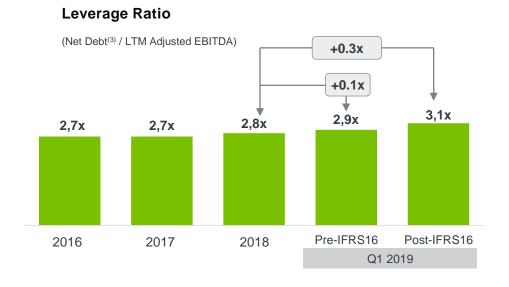
- Payment of suppliers (reduction of operational debt and others)<sup>(1)</sup>
  - Balances increased in Q4 2018 and have reverted to standard levels
- Impact of 0.5% network canon (to be received in Q2 2020) 2019 Network canon of €12m has been paid by authorities in June 2019
- 8 Net repayment of deferred taxes in Spain

<sup>1.</sup> Includes Includes EUR 1.6 mm payment of non recurring litigation advisors from 2018 in Corporate

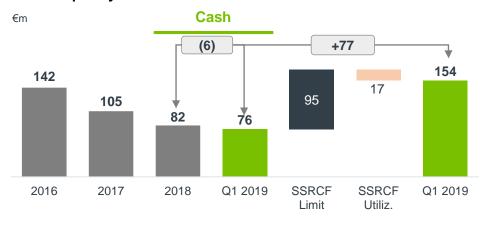
# Operational and Financial Review Credit Profile<sup>(1)</sup>

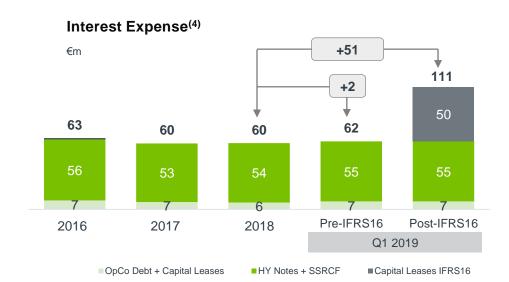






#### **Total Liquidity**





#### Source: Codere

- . Figures reflect consolidated accounts, except where noted otherwise.
- Figures include accrued interest and impact of deferred financing fees.
- As per corporate financing documents, figures reflect total outstanding principal amounts net of cash and cash equivalents. Figures include accrued interest and impact of deferred financing fees, which, for covenant calculation purposes, would be excluded (i.e. financial debt and leverage would be lower). Likewise, covenants are calculated prior to IFRS16 (i.e. Capitalized Operating Leases are not included in Gross Debt nor Adjusted EBITDA).
- 4. Figures based on end of period financial debt outstanding and interest rates; excludes fees on unused revolver availability and amortization of deferred financing fees.



#### Business based on highly regulated and taxed markets

with a low number of operators providing significant barriers to entry

# Codere's Gaming Model

# Destination's Gaming Model

High	Regulation	Low
High	Entry Barriers	Medium
Local	Target Market	Tourist
Low	Stakes / Prizes	High
Low	Capital Intensity	High
Restricted	Marketing	Permitted
High	Taxes	Low
Low	No. of licenses	High

# Full commitment to Achieve Our 3 Year Targets





Reiterate our FY 2019 guidance range, with scope to beat guidance at constant current FX rates



Commit to continue crystallizing operational improvements with the goal to achieve an Adjusted EBITDA margin of 21% in 2021



Keep current maintenance capex<sup>(1)</sup> levels at around 5% of revenues



Consolidate positive cash flow generation before debt amortization



Maintain leverage levels between 2.5x and 3.0x



Focus on high value, low risk, and synergetic growth opportunities (Unlevered IRR > 15% in hard currency)

# Closing Remarks Codere, a Diversified Gaming Leader







Granular Local Business Model and Diversification Provides Resilience and Stability



Leadership in High Growth Regulated markets



**Strong Underlying Operating Performance** 



**Commitment to Efficiency and Prudent Capital Allocation** 



**Clear Growth Strategy Underpinned by Compelling Visible Drivers** 



**Experienced Management Team with Strong Track-Record**