



H O P
S C O
T C H

GLOBAL PR GROUP

2023 ANNUAL RESULTS

2 avril 2024



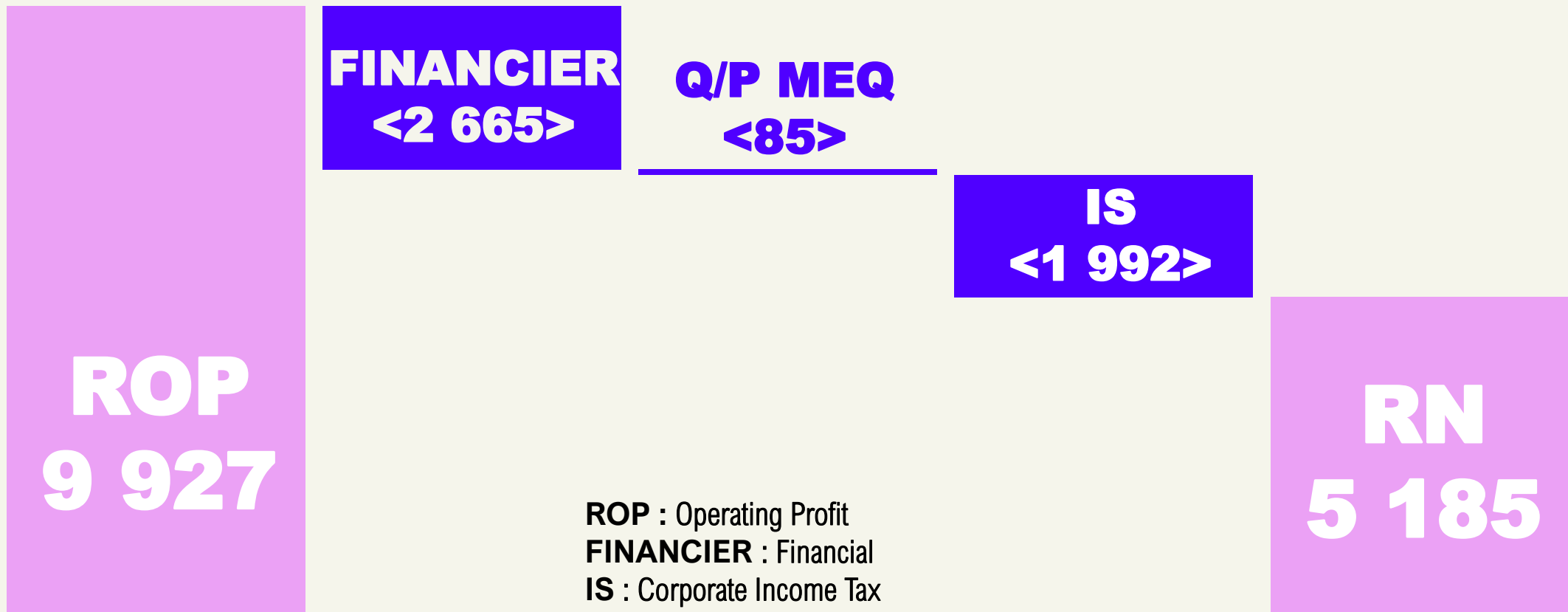
MAIN FIGURES

IFRS – thousand €	2023	2022
Turnover	271 373	246 809
Gross margin*	92 934	86 148
Operating income	9 927	9 359
Net income	5 186	5 970
Net financial position	20 774	14 763

* Gross margin is determined by revenue minus operational external purchases

FROM OPERATING PROFIT 2023 TO NET INCOME 2023

[In Thousand of Euros]



ROP : Operating Profit
FINANCIER : Financial
IS : Corporate Income Tax
RN : Net Income

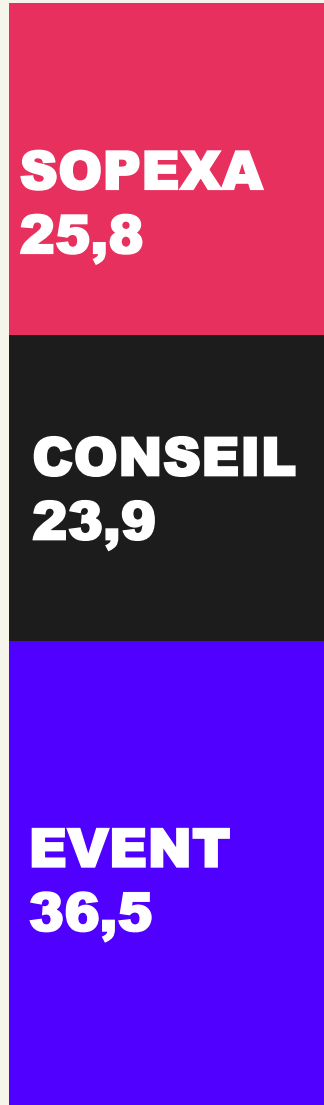
FINANCIAL | DETAILS

In Thousand Of Euros	2023	2022
NON-RECURRING EXPENSES	<838>	0
IFRS 16	<512>	<188>
FOREIGN EXCHANGE GAIN	<392>	71
BANK INTEREST	<505>	<329>
OTHERS	<418>	<152>
FINANCIAL	<2 665>	<598>

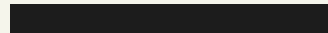
GROSS MARGIN VARIATION

2022

2023



EVENT
5,4



CONSEIL
2,2



SOPEXA
<0,8>



[En millions d'Euros]

+15%

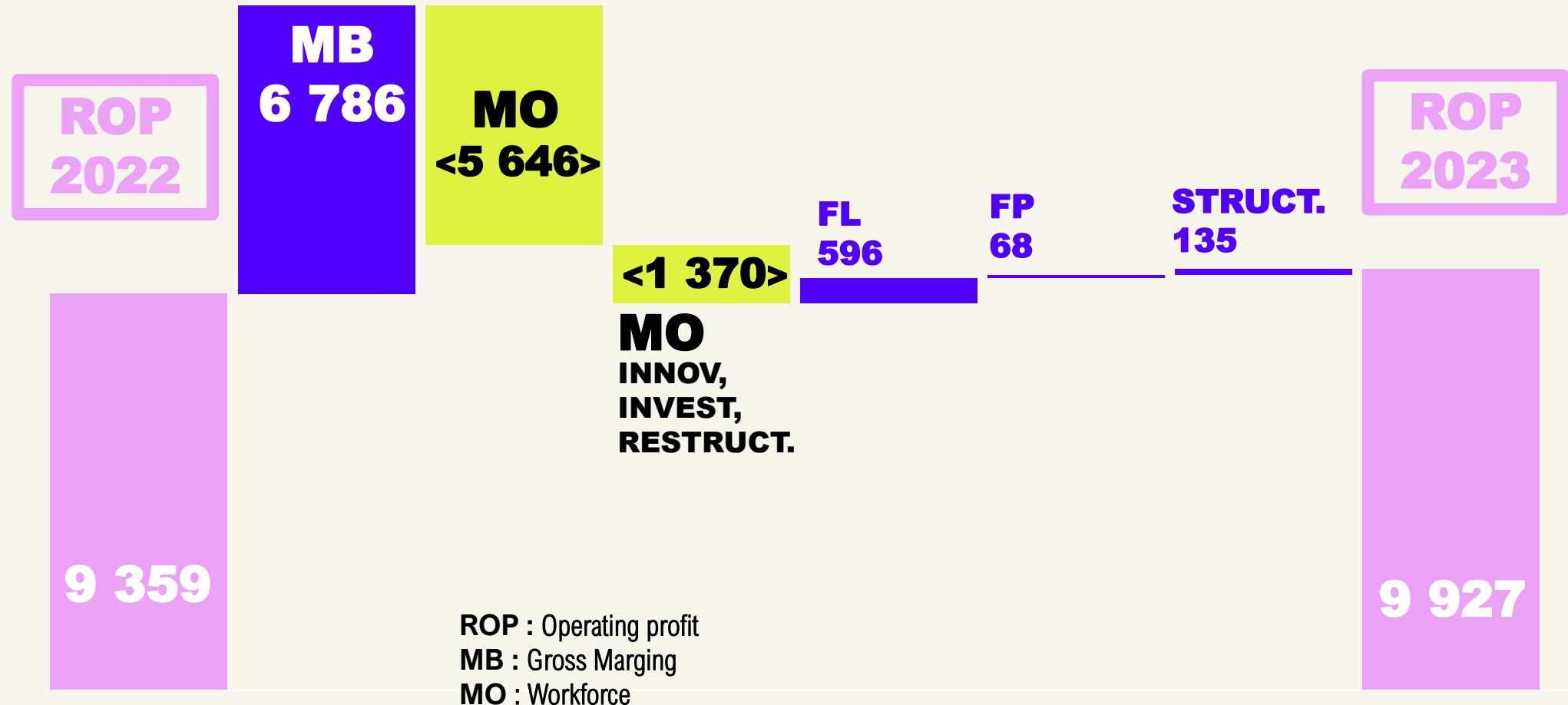
+9%

-3%

+7,9%

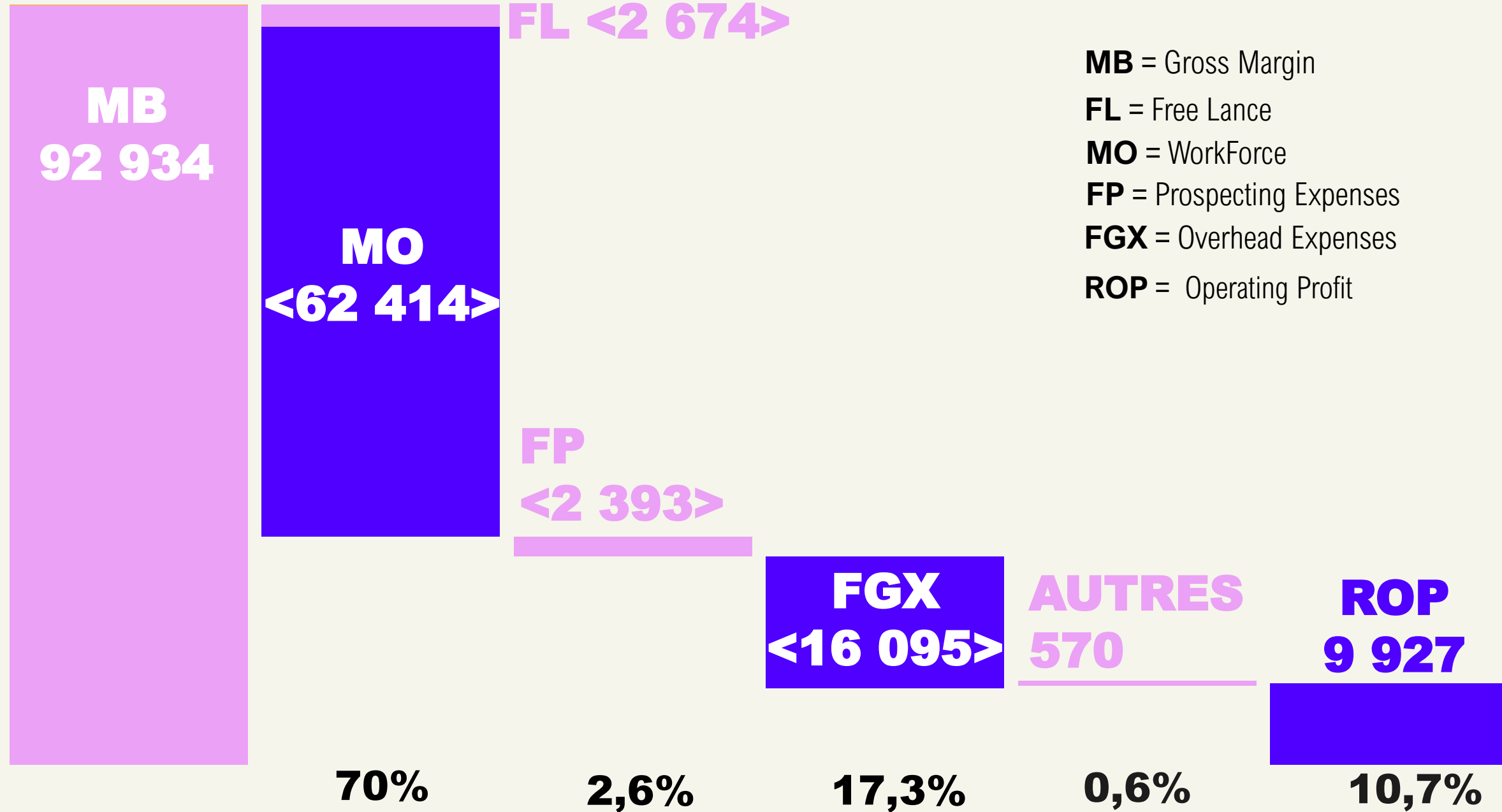
FROM OPERATING PROFIT 2022 TO OPERATING PROFIT 2023

[In Thousand of Euros]



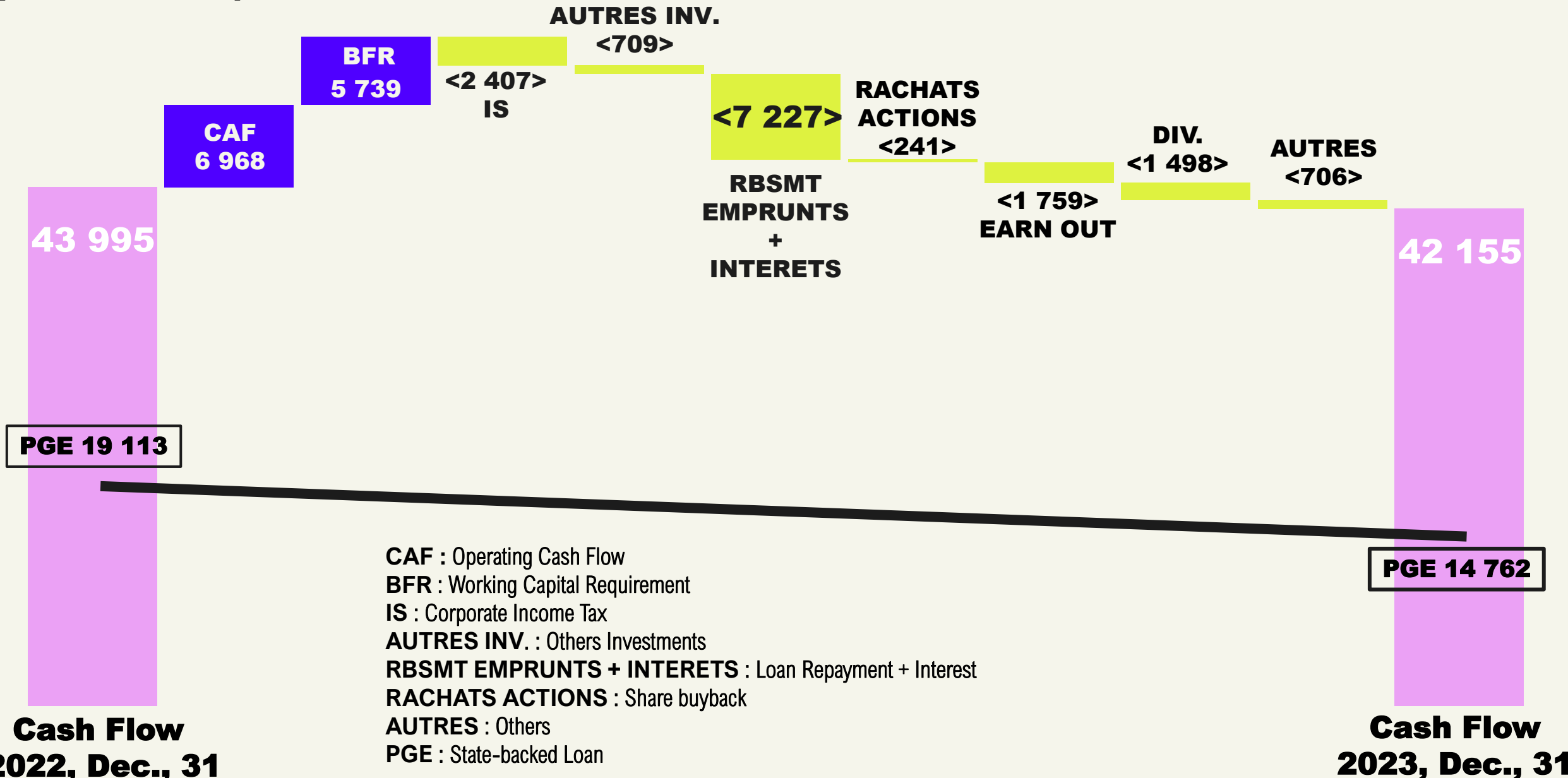
OPERATING STRUCTURE

[In Thousand of Euros]



CASH FLOW

[In Thousand of Euros]



CAF : Operating Cash Flow
 BFR : Working Capital Requirement
 IS : Corporate Income Tax
 AUTRES INV. : Others Investments
 RBSMT EMPRUNTS + INTERETS : Loan Repayment + Interest
 RACHATS ACTIONS : Share buyback
 AUTRES : Others
 PGE : State-backed Loan

SIMPLIFIED BALANCE SHEET

In Thousand Of Euros	31 déc. 2023	31 déc. 2022
Goodwill and Intangibles	19 144	19 159
Non-current Assets (excluding IFRS 16)	6 803	6 632
Working Capital Requirement	< 8 103>	<3 279>
NET INVESTED CAPITAL	17 844	22 512
Shareholders' Equity attributable to Parent Company	23 081	19 944
Shareholders' Equity attributable to Minority Interests	8 406	8 084
Provisions	6 335	8 096
Long-Term Bank Financial Liabilities	13 940	21 060
Short-Term Bank Financial Liabilities	7 439	8 173
FINANCING	59 201	65 357
IFRS 16	796	1 151
CASH FLOW	42 153	43 996
including Government-backed Loan	14 762	19 113
excluding Government-backed Loan	27 391	24 881

FINANCIAL STRUCTURE

In Thousand Of Euros	Δ	2023	2022
Total Equity	+ 2 254	31 487	28 028
Financial Liabilities excluding Government-backed Loan	<3 503>	6 617	10 120
		21%	36%
Cash Flow excluding Government-backed Loan	+ 2 508	27 391	24 883
Government-backed Loan in CashFlow	<4 371>	14 762	19 133
Net Financial Position	+ 6 011	20 774	14 763

Treasury Shares: 131,619 shares - value 2,500 K€

Proposed Dividends: €0.65 per share vs. €0.50 in 2023

HOPSCOTCH TOURISM

Acquisition of 4 Interface Tourism companies in early 2024:
France, Spain, Italy & Netherlands

50% in cash, 50% in Hopscotch shares → Creation of 236,279 new shares.

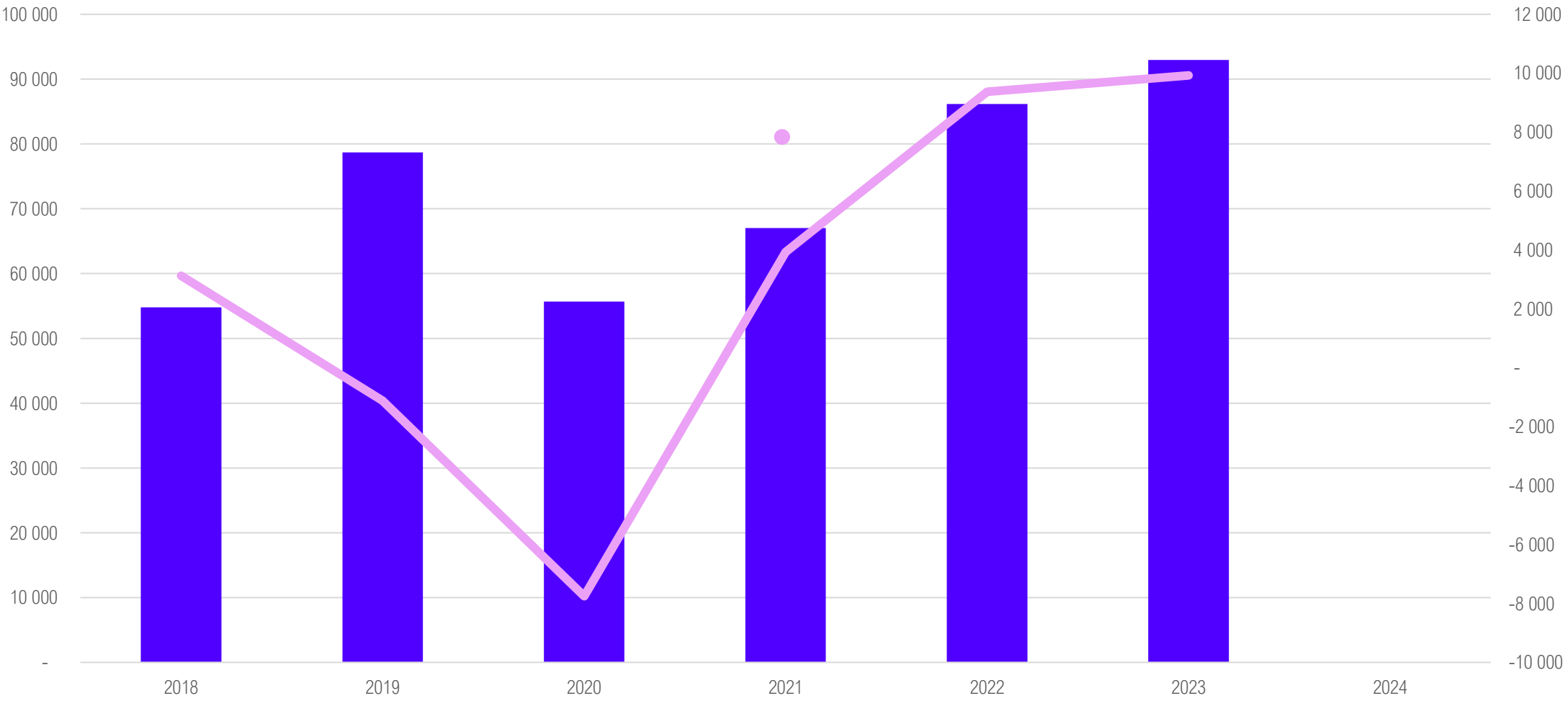
In 2023, Interface achieves:	REVENUE	~ 20 M€
	GROSS MARGIN	> 8 M€
	OPERATING PROFIT	> 15%

Immediate positive contribution.

Improved coverage in Europe.

Numerous synergies with Hopscotch Sopexa, particularly through the global network.

EVOLUTION OF GROSS MARGIN & CONSOLIDATED OPERATING PROFIT



[In Thousand Of Euros]

MB **ROP CONSO**

MB =Gross Margin
ROP CONSO = Consolidated Operating Profit

STRATEGY

Focus on the **Hopscotch** brand.

Strengthening of certain businesses through external contributions:
for example, influencer & social.

International expansion:
for example, with Interface Tourism.

Innovation: Artificial Intelligence.

To form a leading global communication consulting group

CORPORATE IDENTITY SHEET

Public Limited Company with a Board of Directors and Supervisory Board

Listed on Euronext Growth Paris since July 27, 2022

ISIN: HOP FR 00 000 65 278

Indices: CAC All Shares

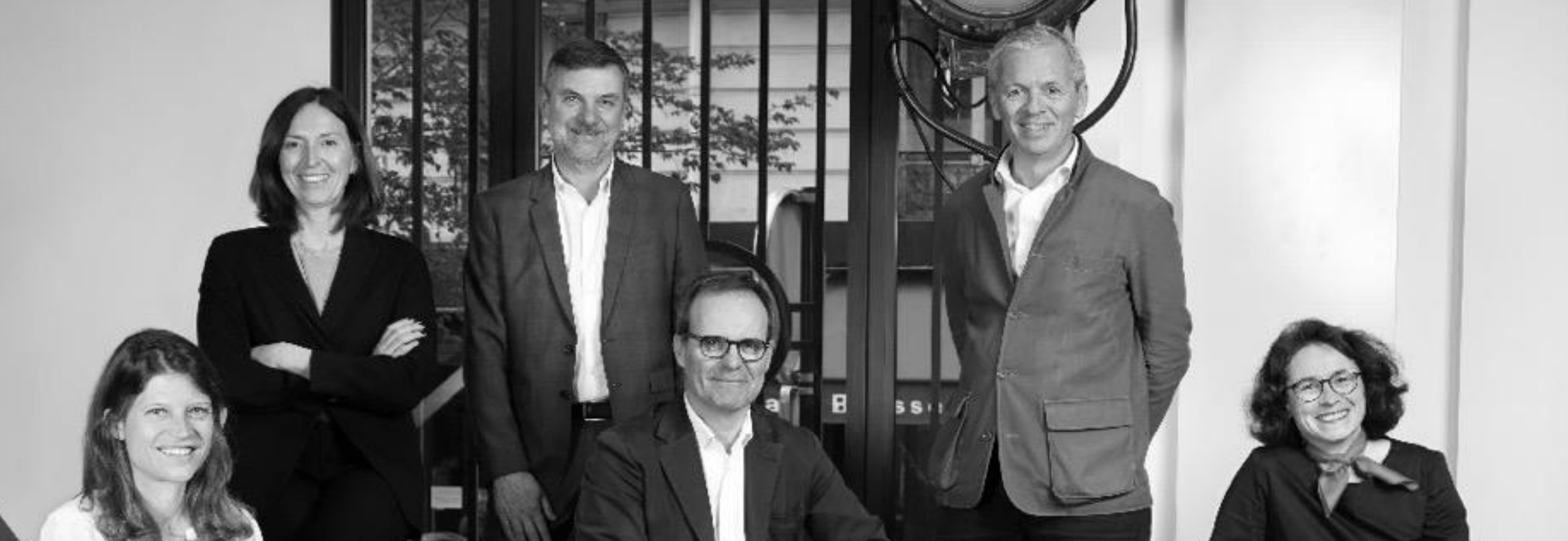
Liquidity contract: Gilbert Dupont

Auditors: CAC: Cabinet Foucault SAS / KPMG Audit IS SAS

Eligible for PEA/PME

OUR GOUVERNANCE

**Valérie Bonnemet, Pierre Franck Moley, Frédéric Bedin,
Marie de Beauregard, Benoît Désveaux, Diane Leray Lemoine**

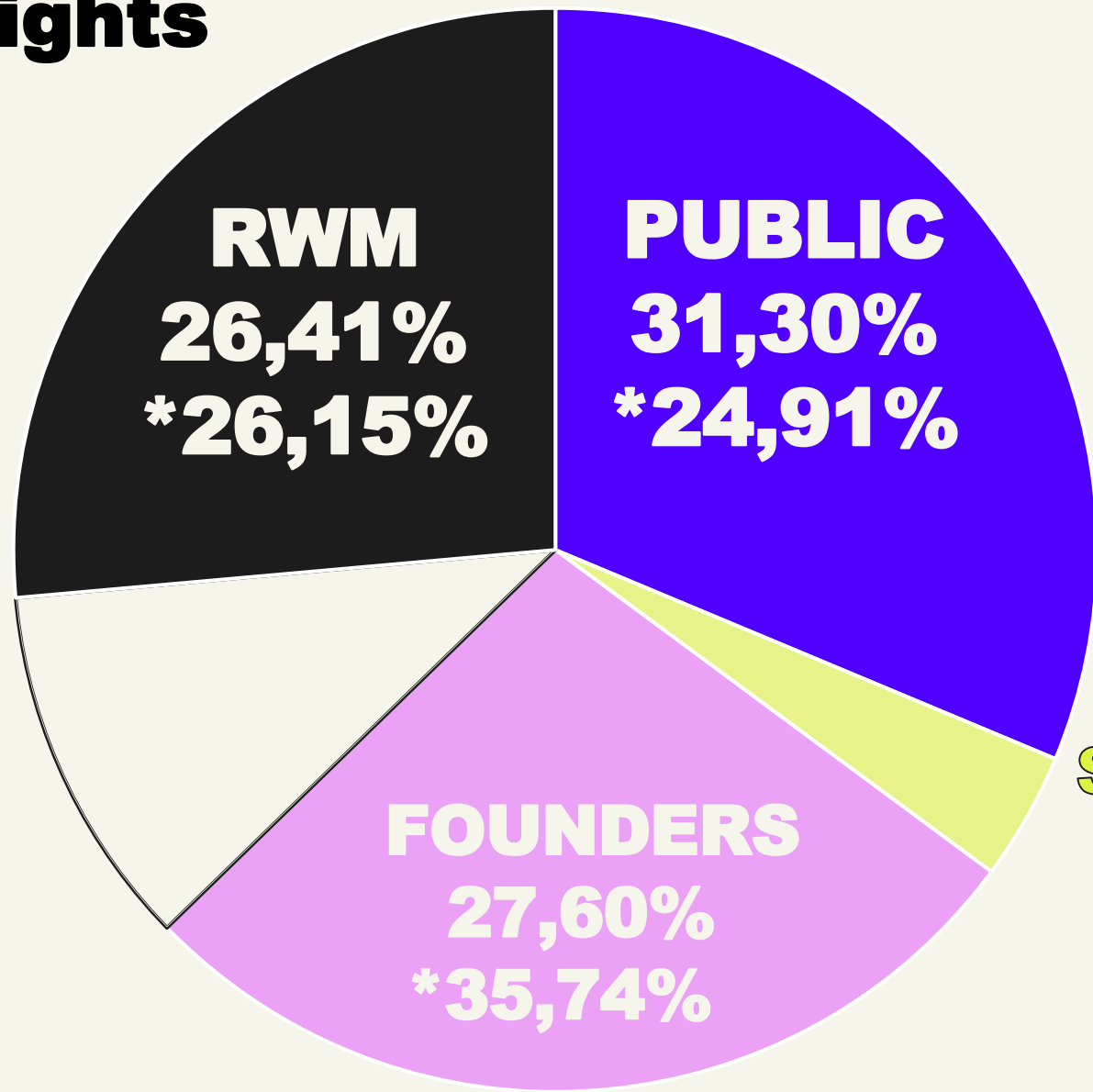


Group with a Board of Directors and Supervisory Board, chaired by Christophe Chenut. Its management team is also its founder, with a Management Committee composed of the Executive Board, the Deputy General Manager, the Human Resources Director, and the General Secretary.

Supervisory Board: 6 members / Compliance with gender ratio / 3 independent advisors.

CAPITAL DISTRIBUTION AS OF FEBRUARY 29, 2024

***% of Voting Rights**



EMPLOYEES
10,87%
*13,20%

SHARE BUYBACK
3,82%
*0%

Capital of €2,252,791.50 distributed in 3,003,722 shares with a nominal value of €0.75 each