

Third-Quarter 2022 Revenue



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Agenda

01 Q3 2022 key highlights

02 Q3 & 9M 2022 revenue

03 2022 outlook

01 Q3 2022 key highlights



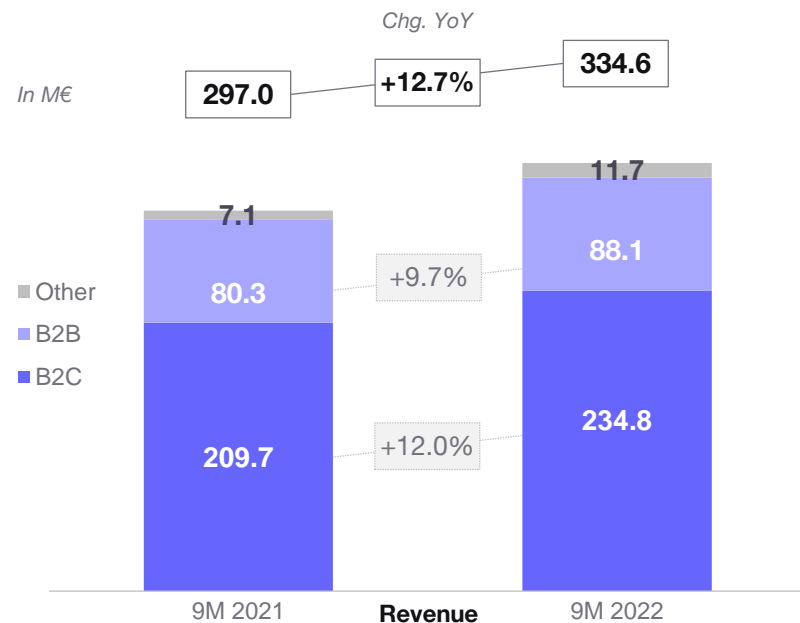
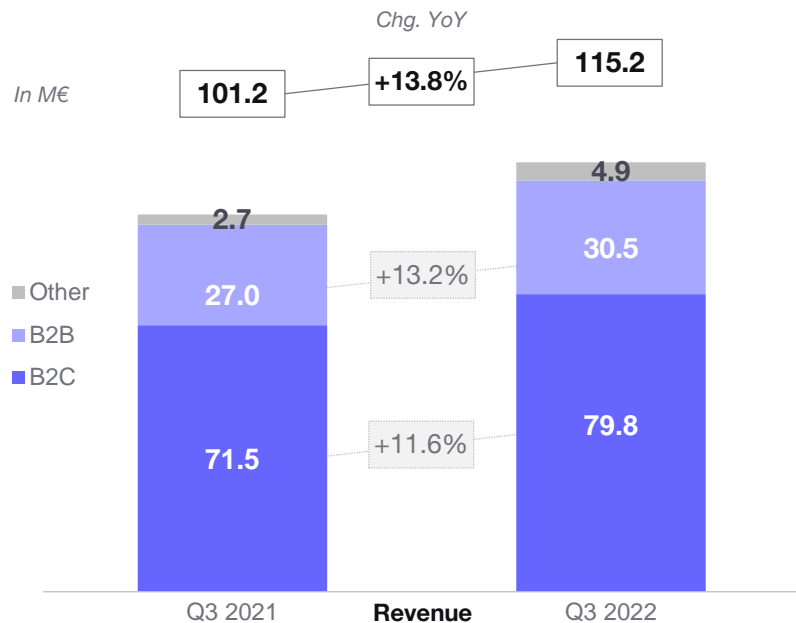
Key takeaways



02 Q3 & 9M 2022 revenue



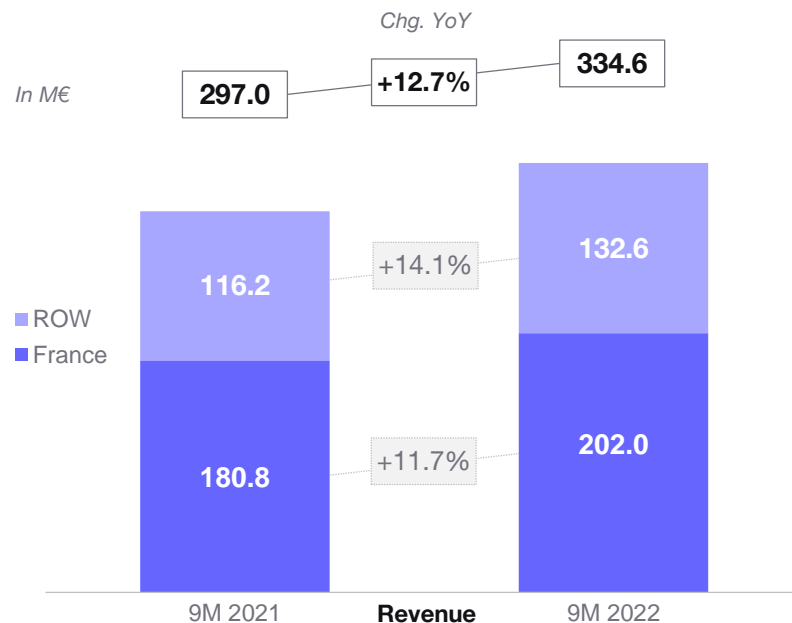
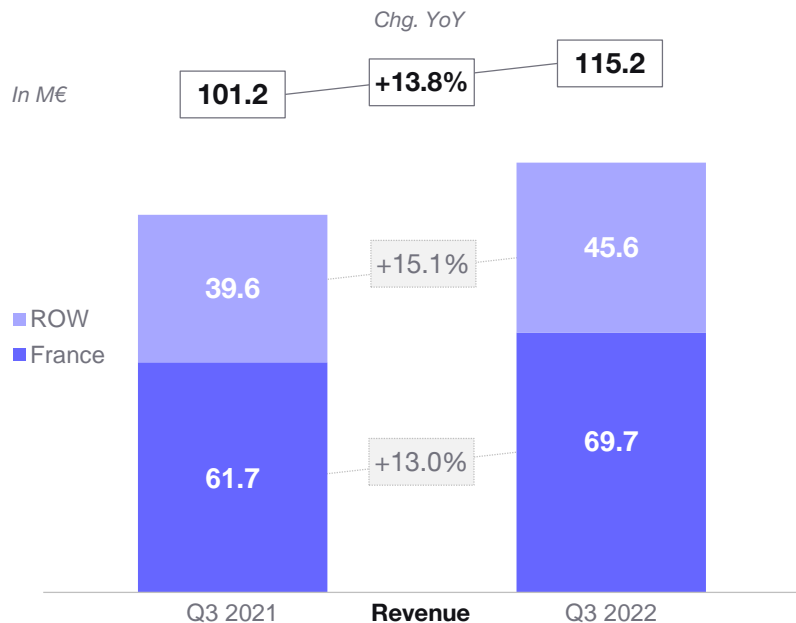
Strong momentum across sales channels



- **B2C**: Stronger ARPU driven by price increases implemented in H1 2022, and continued subscriber growth in France
- **B2B**: Good performance of recent partnerships in Europe and Brazil, and double-digit growth in ARPU
- **Other**: Incl. the consolidation of Driift revenue in Q3 2022



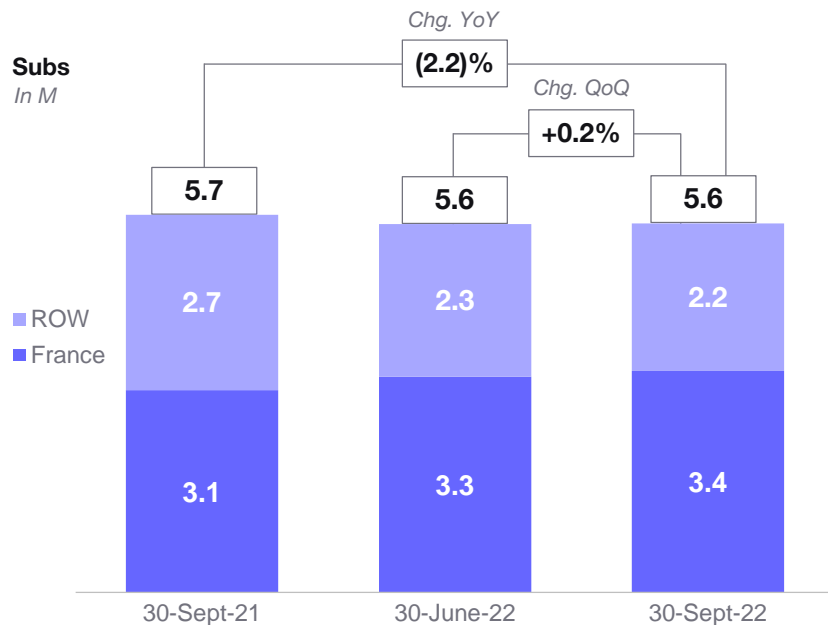
Double-digit growth in all geographies



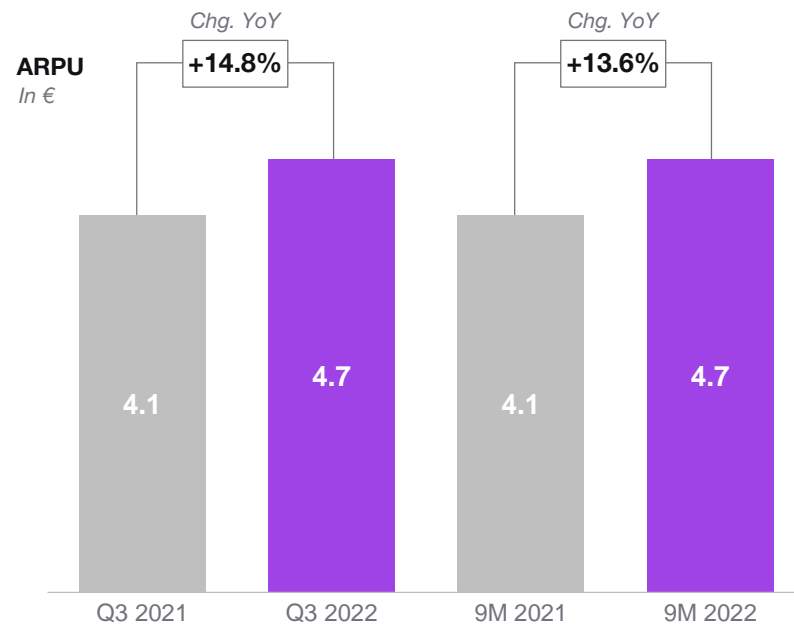
- **France:** Continued B2C subscriber growth and higher ARPU thanks to price increases implemented in H1 2022
- **ROW:** Good performance of recent B2B deals; slight B2C growth as higher ARPU more than offset lower subscribers due to new focus



Further B2C subscriber growth in France



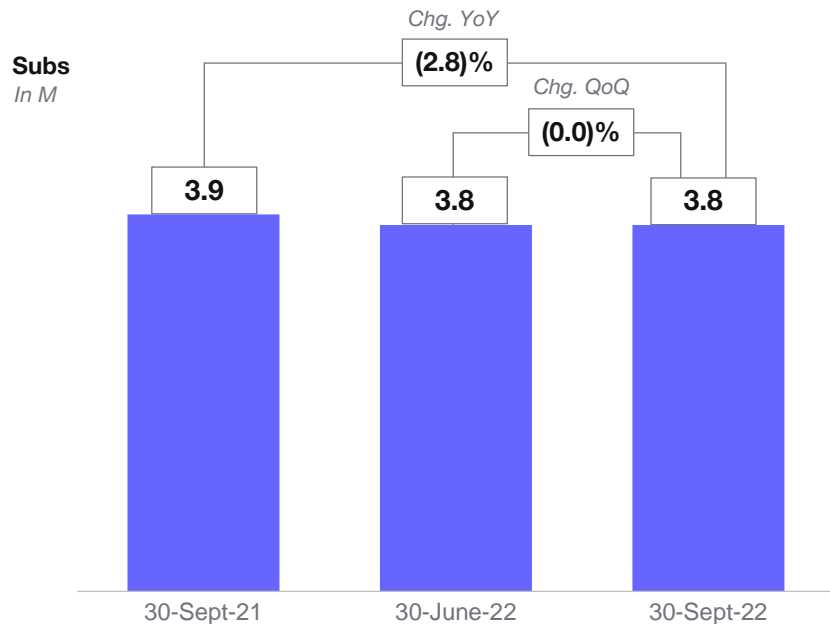
- Small subscriber decline YoY reflecting continued growth in France (+9.5%) and a decrease in the ROW (-15.8%) due to new focus and exit from Russia at end Q1 2022
- Stabilization of B2C subscriber base vs. end June 2022



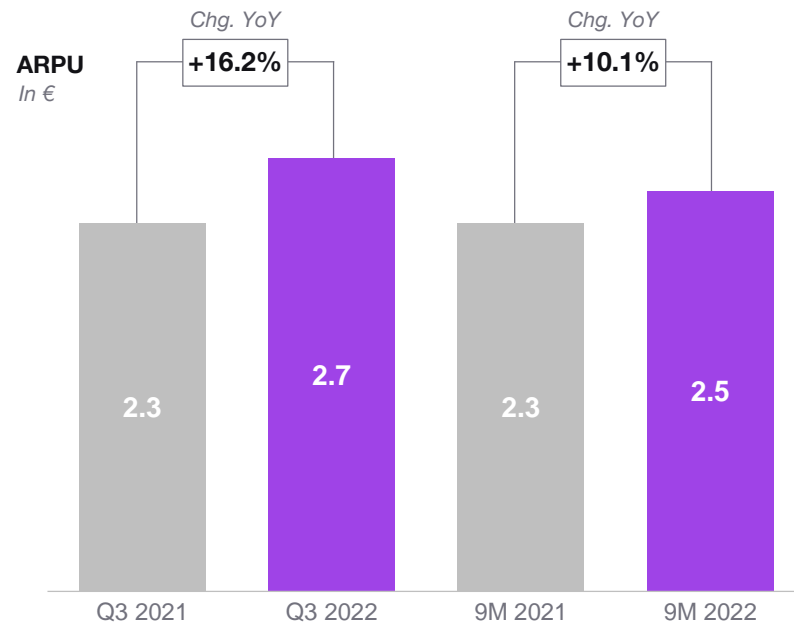
- Double-digit ARPU growth YoY driven by price increases and the positive impact of new focus



Sustained improvement in B2B ARPU



- Small subscriber decline YoY reflecting a change in offer mix
- Stabilization of B2B subscriber base vs. end June 2022



- Strong ARPU growth YoY due to improved offer mix in the ROW and price increases
- Further improvement in B2B ARPU in Q3 2022 vs. H1 2022



03 2022 outlook

FY 2022 revenue guidance confirmed



Strong resilience of our business. No significant negative impact expected on our activity or financials despite the current uncertain macroeconomic environment



Deezer confirms that it expects to generate **revenue of approximately €455 million for full-year 2022** (~14% revenue growth vs. FY 2021)



In H2 2022, Deezer expects to benefit from the **progressive ramp-up of RTL partnership** and the **incremental impact of price increases** implemented along the year 2022

Appendices

Key performance indicators for Q3 2022

In € million	Q3 2021	Q3 2022	Change (%)	Chg. at constant FX (%)
Total revenue	101.2	115.2	+13.8%	+11.4%
B2C	71.5	79.8	+11.6%	+10.0%
B2B	27.0	30.5	+13.2%	+9.3%
Other	2.7	4.9	+77.7%	+68.6%
Total revenue	101.2	115.2	+13.8%	+11.4%
France	61.7	69.7	+13.0%	+13.0%
Rest of World	39.6	45.6	+15.1%	+8.9%

In million	30 September 2021	30 September 2022	Change (%)
Total subscribers	9.7	9.4	(2.5)%
B2C	5.7	5.6	(2.2)%
o/w France	3.1	3.4	+9.5%
o/w Rest of World	2.7	2.2	(15.8)%
B2B	3.9	3.8	(2.8)%

In €	Q3 2021	Q3 2022	Change (%)
Average Revenue Per User	3.5	4.1	+17.0%
B2C	4.1	4.7	+14.8%
B2B	2.3	2.7	+16.2%

Key performance indicators for 9M 2022

In € million	9M 2021	9M 2022	Change (%)	Chg. at constant FX (%)
Total revenue	297.0	334.6	+12.7%	+10.4%
B2C	209.7	234.8	+12.0%	+10.5%
B2B	80.3	88.1	+9.7%	+6.0%
Other	7.1	11.7	+65.9%	+57.5%
Total revenue	297.0	334.6	+12.7%	+10.4%
France	180.8	202.0	+11.7%	+11.7%
Rest of World	116.2	132.6	+14.1%	+8.4%

In million	30 September 2021	30 September 2022	Change (%)
Total subscribers	9.7	9.4	(2.5)%
B2C	5.7	5.6	(2.2)%
o/w France	3.1	3.4	+9.5%
o/w Rest of World	2.7	2.2	(15.8)%
B2B	3.9	3.8	(2.8)%

In €	9M 2021	9M 2022	Change (%)
Average Revenue Per User	3.4	3.9	+13.8%
B2C	4.1	4.7	+13.6%
B2B	2.3	2.5	+10.1%



NEXT EVENT

28/02/2023 – FY 2022 Results

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