

Financial year 2013/14 revenue

Revenue excluding player trading continued to grow

Trading revenue shifted into early 2014/15

New stadium project progressing as planned

Lyon, 25 July 2014

Revenue excluding player trading up 8.5% in Q4 and up 3% or €3 million over all of 2013/14

In the last quarter of 2013/14, revenue excluding player trading saw a continuation of the rise posted in Q3. It advanced 8.5% in the last quarter to €25.4 million, vs. €23.4 million in the year-earlier period. Over the full year, revenue excluding player trading totalled €104.4 million, vs. €101.4 million in 2012/13, up 3%. The increase derived essentially from UEFA media and marketing rights.

Shift in Trading activity: No players were transferred during June 2014, principally because of the World Cup in Brazil.

Breakdown of revenue (1 July to 30 June)

(in € m)	2013/14*	2012/13	Chg. in €m	% chg.
Ticketing	13.0	12.3	+0.7	+5.7%
Sponsoring – Advertising	19.0	21.0	-2.0	-9.5%
Media and marketing rights	56.2	51.5	+4.7	+9.1%
Brand-related revenue	16.2	16.6	-0.4	-2.4%
Revenue excluding player trading	104.4	101.4	+3.0	+3.0%
Revenue from the sale of player registrations	16.1	36.2	-20.1	-55.5%
Total revenue	120.5	137.6	-17.1	-12.4%

*figures are preliminary, estimated and unaudited

1) Revenue excluding player trading

- Receipts from ticketing totalled €13.0 million, up €0.7 million (5.7%) compared with 2012/13, as the club played a greater number of matches in its various competitions. The number of spectators at the Gerland stadium reached an all-time high in 2013/14. The attendance rate put OL in third place among Ligue 1 clubs.
- Sponsoring revenue totalled €19.0 million, vs. €21.0 million in 2012/13 (down 9.5%). Excluding the non-recurrent signing fee related to the new stadium project (€2.0 million in 2012/13), sponsoring revenue was stable.
- Media and marketing rights (LFP, FFF, UEFA) totalled €56.2 million, vs. €51.5 million in 2012/13, a rise of €4.7 million, or 9.1%. Domestic rights totalled €43.0 million, versus €44.4 million in 2012/13, as OL placed fifth in Ligue 1, vs. third in the previous year. UEFA revenue totalled €13.2 million, vs. €7.1 million in 2012/13, up €6.3 million, as the club earned revenue from the Champions League playoff round and from its qualification for the Europa League quarter-final round, whereas it had only reached the round of 32 in the previous financial year.
- Brand-related revenue totalled €16.2 million, vs. €16.6 million in 2012/13 (down 2.4%), with a modest increase in Q4 (up 5%), in an economic environment that remained challenging.

2) Revenue from the sale of player registrations

The World Cup in Brazil disrupted initial transfer negotiations, and certain players did not accept offers that were received. As a result, no new transfers were carried out in June 2014. Nevertheless, player transfers are expected between now and the end of the summer transfer window (1 September 2014).

Revenue from the sale of player registrations thus totalled €16.1 million, vs. €36.2 million in 2012/13. This revenue derived from three transfers carried out at the start of the 2013/14 season (Bastos, Lisandro and Monzon), plus incentives, compared with seven transfers during the previous year (Cissokho, Kallström, Lloris, Pied, Réale, Lovren and Martial), which totalled €36.2 million, including incentives.

3) Football performance in 2013/14

Men's team:

5th place in French Ligue 1 and 18th consecutive qualification for a European cup.

Played in Europa League quarter-final against Juventus (Turin).

Finalist in the Coupe de la Ligue against PSG.

Women's team:

Third consecutive Cup/Division 1 double:

Winner of the French Division 1 and 8th consecutive qualification for the UEFA Women's Champions League.

Winner of the Coupe de France against PSG.

OL Academy:

Men/boys: Winner of the U17 French championship against PSG

Women/girls: Winner of the U19 French championship against PSG

On 11 June 2014, the Olympique Lyonnais training academy was once again rated first by the French Football Collective Bargaining Agreement Commission.

4) New staff and changes in player contracts

On 23 May 2014, OL officially welcomed Hubert Fournier, former manager of Reims, to take over from Rémi Garde as manager of the professional squad.

Concurrently, a Performance department was created within the staff, and Alexandre Marles, from PSG, was named to head it up. This department will also work with the women's section and the OL Academy.

As the season drew to a close, the Group maintained the strategy it has pursued for several years, seeking to capitalise on the training academy and optimise operating expenses.

Four players trained at the OL Academy have signed their first professional contract: Lucas Mocio, Rachid Guezzal and Medhi Zeffane until 2017 (3 years) and Mour Paye for the 2014/15 season. Five players extended their contracts: Mathieu Gorgelin until 2017 (3 years), Steed Malbranque until 2016 (2 years), Nabil Fékir until 2019 (3 years), Mohamed Yattara until 2018 (2 years), and Corentin Tolisso until 2019 (2 years).

At the same time, several player contracts expired as of 30 June 2014 (Bafé Gomis, Jimmy Briand, Rémy Vercoutre and Miguel Lopes), which will significantly lower the payroll and amortisation of player registrations for the 2014/15 season.

In July 2014, Olympique Lyonnais acquired Lindsay Rose, 22, an international player from Valenciennes, for €1.8 million, as well as Christophe Jallet, 30, an international from PSG, for €0.75 million plus incentives.

5) New syndicated operating line of credit signed

On 27 June 2014, OL Groupe signed a new syndicated operating line of credit totalling €34 million and maturing on 30 September 2017. This new line replaces the previous one, which initially totalled €57 million and was reduced to €40 million in September 2013. Implemented with an expanded pool of 10 banks, it will enable Olympique Lyonnais SAS to secure its medium-term financing needs and give it the flexibility necessary to continue its activities.

6) New stadium



The new stadium worksite has recently crossed the threshold of 1,000 employees. More than 150 companies, 70% of which are from the Rhône-Alpes region, are now working on this exemplary project.

Construction of the stadium structure is progressing according to plan. Olympique Lyonnais confirms that the stadium will enter service at the end of 2015 or the start of 2016 and will host six Euro 2016 matches, including one semi-final.



7) Corporate Social Responsibility (CSR) – OL Fondation receives the corporate patronage Oscar

On 3 July 2014, OL Fondation was awarded the corporate patronage Oscar at the 29th Oscars ceremony held by ADMICAL, a French Association for the development of industrial and commercial patronage. This award was further recognition for OL's exemplary commitment to the community. It represents a new achievement in the development of the Group's CSR activities, which will be enhanced by the new stadium's Community Innovation Centre.

Next press release: Full-year 2013/14 earnings on 14 October 2014 after the market close.

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