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# **Highlights of the quarter**

- 1. Solid quarter results despite FX headwinds, resulting in year-on-year EBITDA growth.
- 2. Significant run rate of cost savings already deployed. 1.8 percentage points increase in Adjusted EBITDA margins despite tax increases and significant FX headwinds (resulting in a reduced weight of Argentina in the mix).
- 3. Strong online revenue and sports betting trends continue.
- 4. Obtained local financing in Uruguay and Panama to partially offset cash requirements to repay existing local debt balances (mainly in Mexico and Uruguay).
- 5. Despite acute devaluation of the Argentine peso in the second half of the year, Codere still expects to achieve year on year growth (Adjusted EBITDA of EUR 280-285 mm), but final numbers will depend on the evolution of the Argentine peso until year-end.
- 6. Despite the Argentine FX and macro situation, our financial situation is completely healthy, we are able to continue to finance and deploy our growth projects and our current total liquidity is EUR 157.8 mm (including our availability under the Super Senior Revolving Credit Facility → EUR 95 mm − EUR 16.6 mm = EUR 78.4 mm).

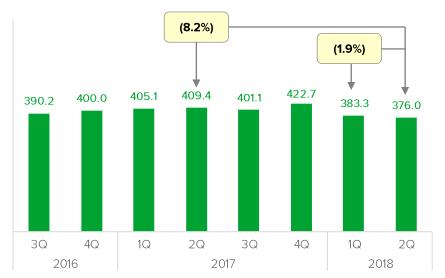
# **2Q 2018 Earnings Results**

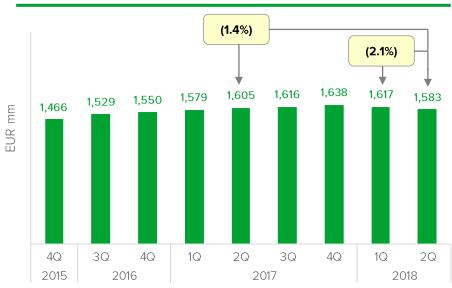
# 1. Operating Results

# Total Revenue<sup>(1, 2)</sup>



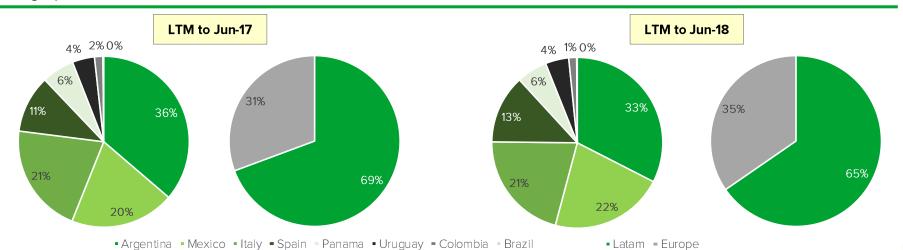






### Geographic Mix

EUR mm



LTM<sup>(3)</sup>

<sup>1)</sup> Figures reflect Company consolidated revenue plus, for periods prior to consolidation of HRU, 100% of HRU revenue.

<sup>2)</sup> Figures include a positive adjustment of €4.4 mm which reflects our estimate of the negative impact in 4Q 2016 from 3 days of labor strikes (hall closures) in Argentina.

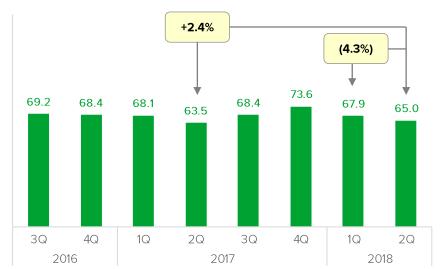
<sup>3)</sup> Consolidated figures for Argentina in 2015 have been translated to Euros @ Blue Rate; 2016 and 2017 figures @ Official Rate.

EUR mm

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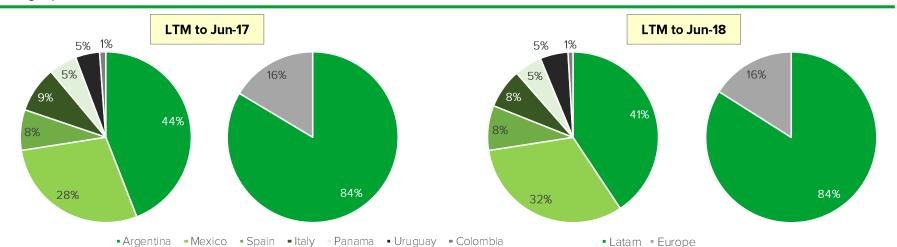
# Total Adjusted EBITDA<sup>(1, 2)</sup>

Quarter LTM<sup>(3)</sup>



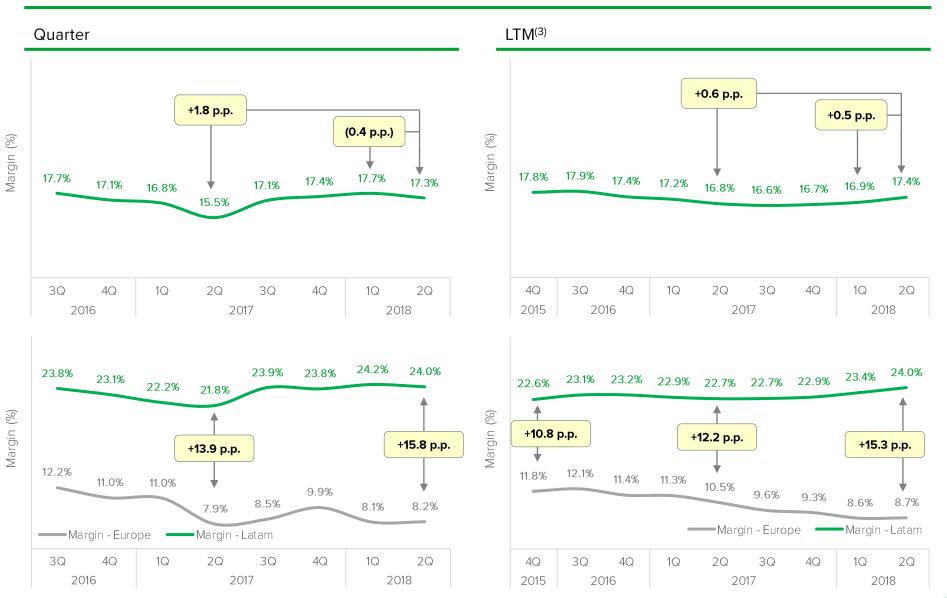


### Geographic Mix<sup>(4)</sup>



- () Figures reflect Company consolidated Adjusted EBITDA plus, for periods prior to consolidation of HRU, 100% of HRU Adjusted EBITDA.
- 2) 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.
- 3) Consolidated figures for Argentina in 2015 have been translated to Euros @ Blue Rate; 2016 and 2017 figures @ Official Rate.
- 4) Figures reflect contribution to Total Adjusted EBITDA before corporate overhead and excluding Brazil and Carrasco Nobile in 2016 and Brazil in 2017 due to negative Adjusted EBITDA.

# **Total Adjusted EBITDA Margin**<sup>(1, 2)</sup>



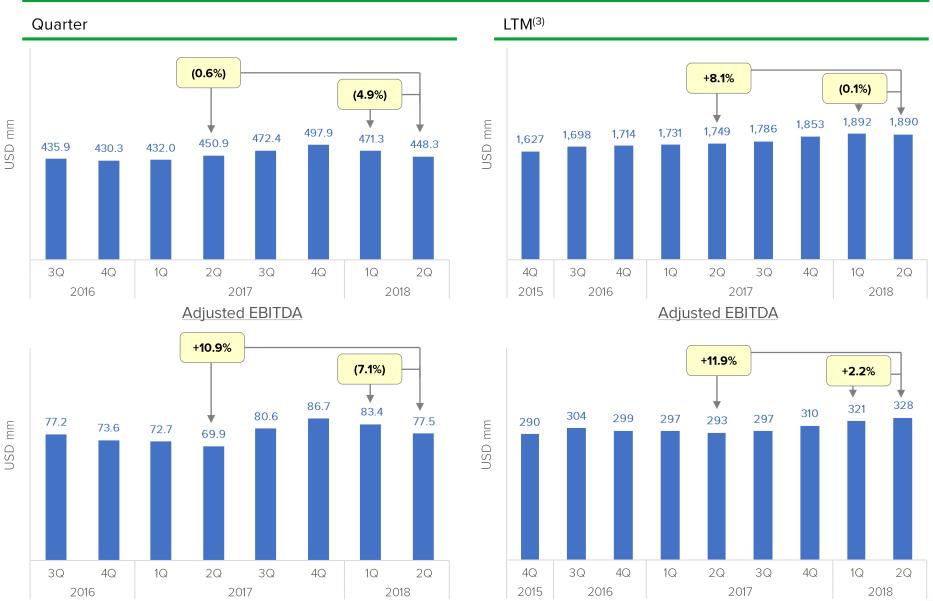
<sup>1)</sup> Figures reflect Company consolidated Adjusted EBITDA plus, for periods prior to consolidation of HRU, 100% of HRU adjusted EBITDA.

<sup>)</sup> Figures include a positive adjustment of €4.4 mm on revenue and €2.5 mm on EBITDA which reflects our estimate of the negative impact in 4Q 2016 from 3 days of labor strikes (hall closures) in Argentina.

<sup>3)</sup> Consolidated figures for Argentina in 2015 have been translated to Euros @ Blue Rate; 2016 and 2017 figures @ Official Rate.

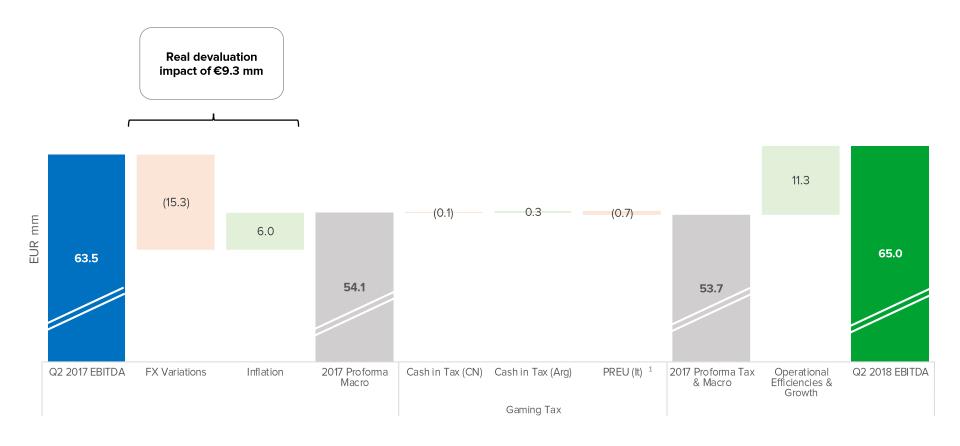


# Total Revenue and total Adjusted EBITDA in USD<sup>(1, 2)</sup>



- 1) Figures reflect Company consolidated Adjusted EBITDA plus, for periods prior to consolidation of HRU, 100% of HRU Adjusted EBITDA.
- 2) Figures include a positive adjustment of USD2.7 mm which reflects our estimate of the negative impact in 4Q 2016 from 3 days of labor strikes (hall closures) in Argentina.
- ) Consolidated figures for Argentina in 2015 have been translated to Euros @ Blue Rate; 2016 and 2017 figures @ Official Rate.

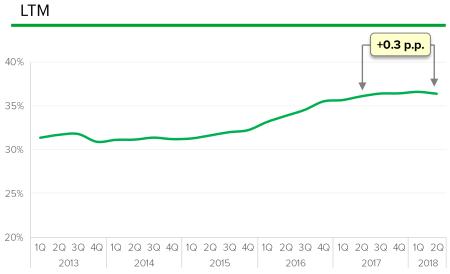


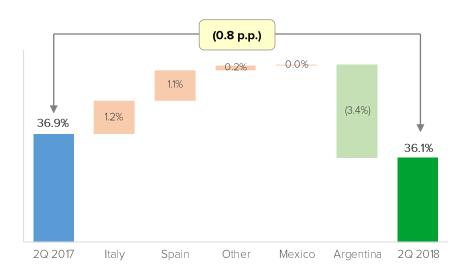


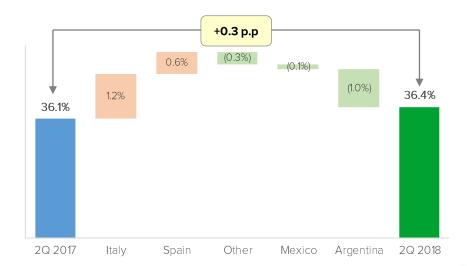


# **Total Effective Gaming & Other Tax Rate**(1)



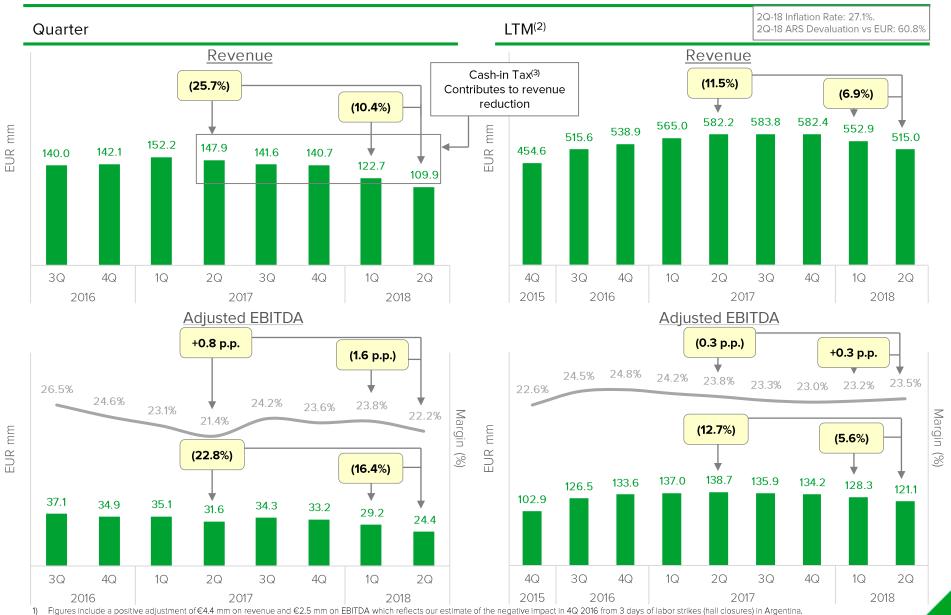






# Argentina<sup>(1)</sup>

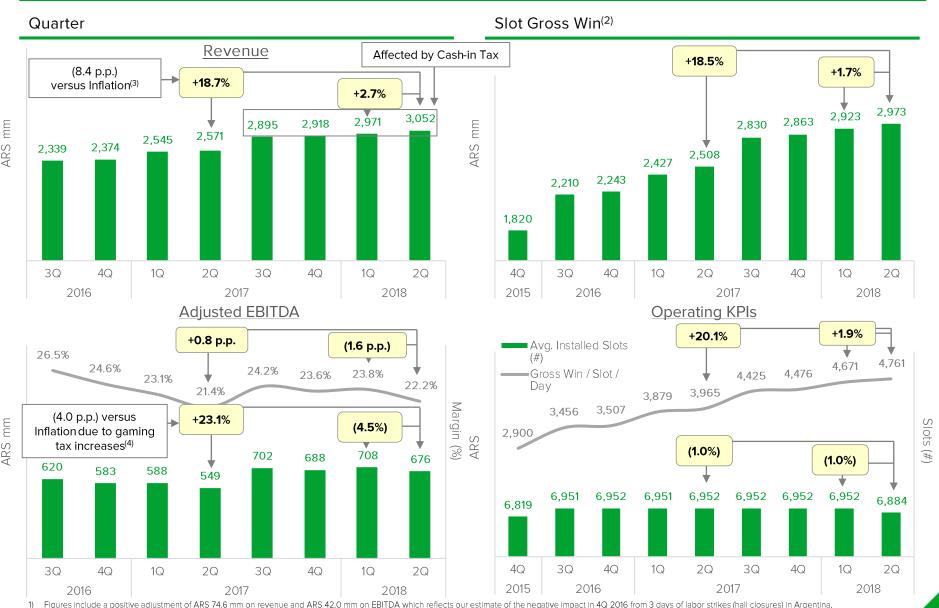




- Consolidated figures for Argentina in 2015 have been translated to Euros @ Blue Rate; 2016 and 2017 figures @ Official Rate.
- 3) The cash-in tax (in effect since mid-March 2017) is a tax on our players and reduces our gross win (i.e. reported revenue).

# **Argentina (Local Currency)**(1)



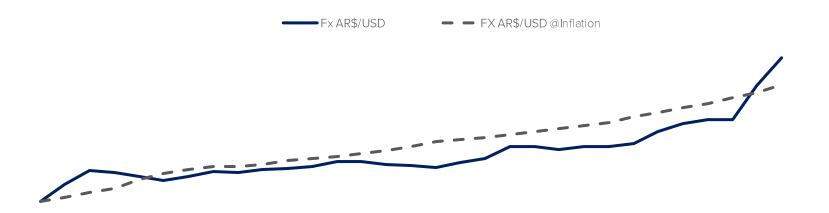


- The rightest include a positive adjustment of ARS 74.6 min of revenue and ARS 42.0 min
- 2) Figures include a positive adjustment of ARS 71.3 mm on slot operating revenue which reflects our estimate of the negative impact in 4Q 2016 from 3 days of labor strikes (hall closures) in Argentina.
- 3) The gross revenue tax was increased from 12% to 15% effective January1, 2017.
- 4) 2Q 2018 average inflation versus 2Q 2017 = 27.1%; figures based on reported monthly (sequential) inflation data (source: INDEC).





### **Historical FX and Inflation Evolution**



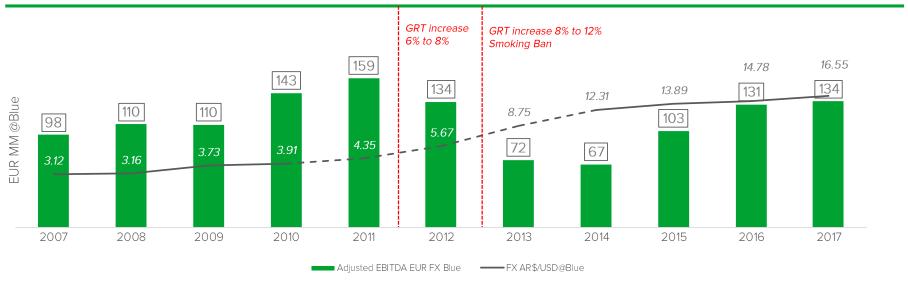
Dec	Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec	Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec	Jan Feb Mar Apr May Jun
2015	2016	2017	2018

	2015 Dec.	2016 Jan.	2016 Mar.	2016 Jun.	2016 Sep.	2016 Dec.	2017 Mar.	2017 Jun.	2017 Sep.	2017 Dec.	2018 Mar.	2018 Jun.
Fx AR\$/USD	11.79	13.63	14.85	14.36	15.11	15.94	15.52	16.21	17.18	17.79	20.24	26.62
	100.00	115.58	125.94	121.78	128.18	135.17	131.65	137.50	145.73	150.87	171.67	225.73
Inflation		3.6%	11.6%	14.0%	3.4%	5.2%	6.0%	5.3%	5.0%	6.0%	6.5%	8.5%
	11.79	12.22	13.21	15.14	15.66	16.48	17.50	18.44	19.38	20.57	21.94	23.86
	100.00	103.60	112.05	128.40	132.80	139.79	148.38	156.35	164.35	174.45	186.07	202.35

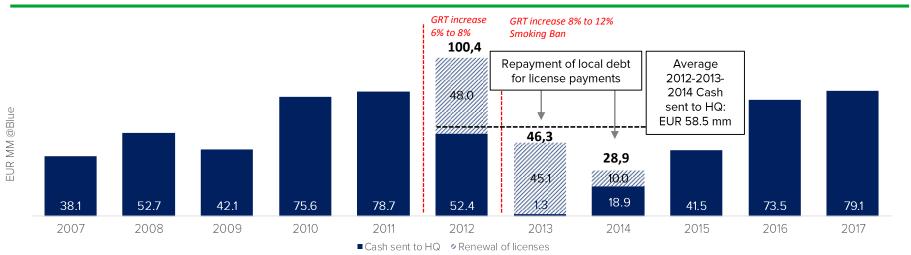


# Argentina: Sustained Results and CF Generation in EUR / USD terms along time

### Adjusted EBITDA and FX AR\$ / USD @ Blue

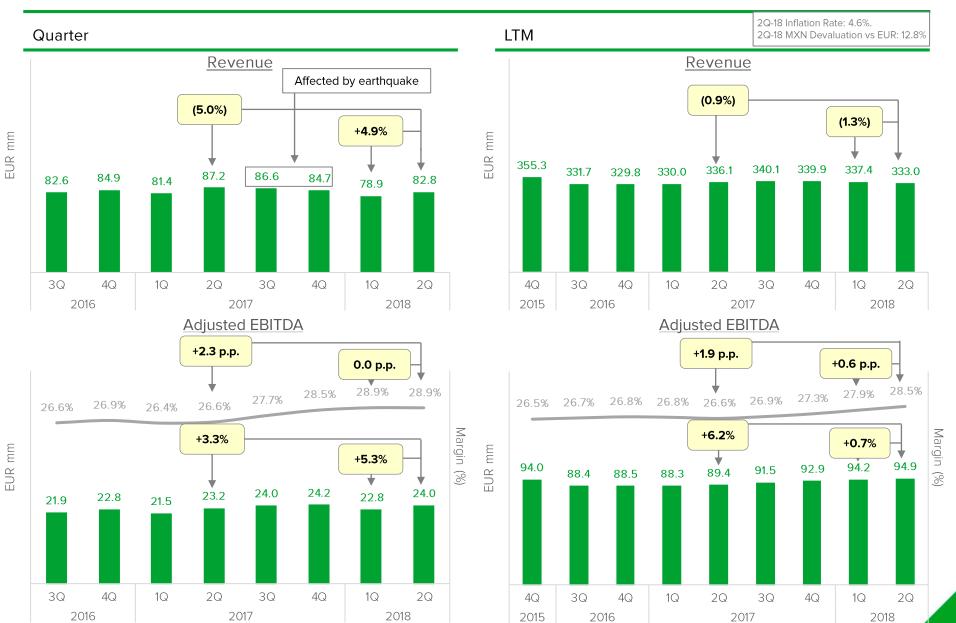


### Argentina: Cash sent<sup>(1)</sup> to HQ Evolution



### **Mexico**





# **Mexico (Local Currency)**





Total Visitors

Spend per Visitor

Reduction of Pay-outs

2017 PREU Increase

# Italy

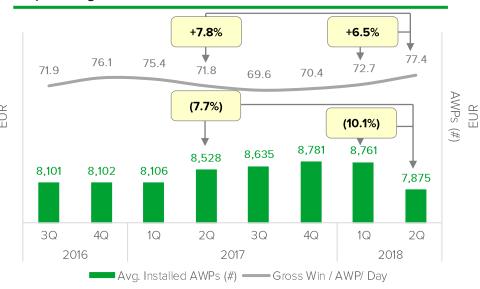




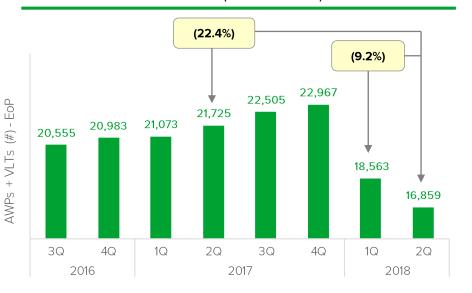
# Italy



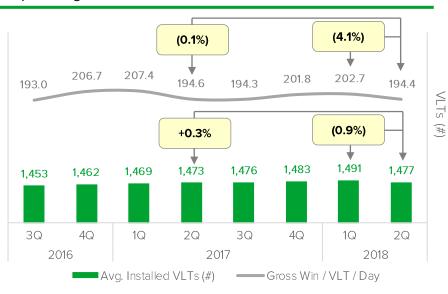
### Operating KPIs – AWP



### Network Connected Units (AWPs + VLTs)



### Operating KPIs – VLT

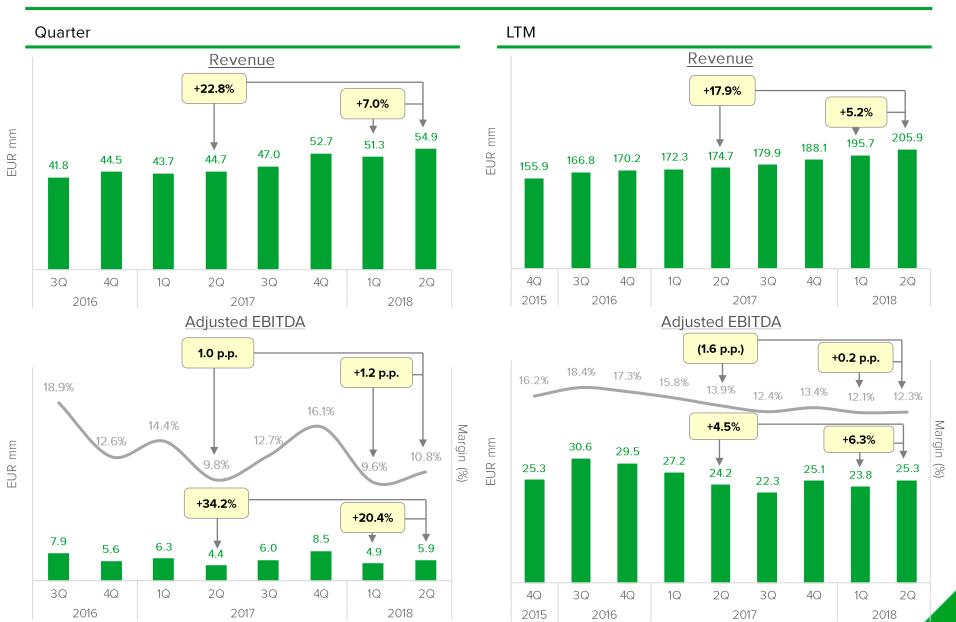


Reduction in AWP licenses as per 2016 Stability Law

- Current machine target by June 30, 2018 (pending Court appeal):
  - AWPs: c. 7,800 units
  - Network Connected Units: c. 17,600 units
- The expected EBITDA impact resulting from this reduction is c. €1.7 million in 2018.
- Final figures depend on outcome of court challenge initiated by Codere questioning requirement to discontinue units connected to Codere during 2017.

# **Spain**

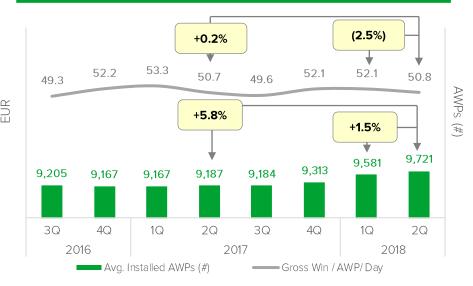




# **Spain**



### Quarter - AWP Operating KPIs

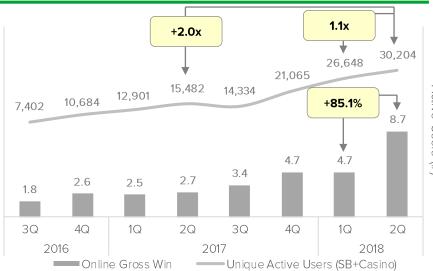


# Quarter - Revenue Managed by Platform<sup>(1)</sup>



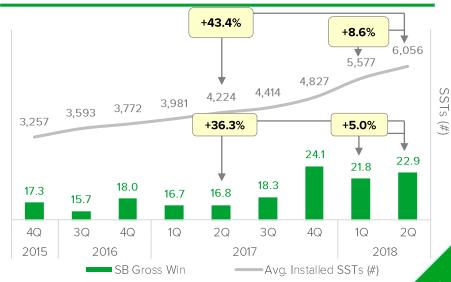
### Quarter – Online(1)

EUR mm



mm NA3
Active Users (#)

Quarter - Sports Betting (excl. Online)(2)



- 1) Figures will vary from prior presentations given that now we exclude gross win from Online Spain Casino
- 2) Figures for gross win includes revenue from uncollected (and expired) prizes.

2016

ШШ

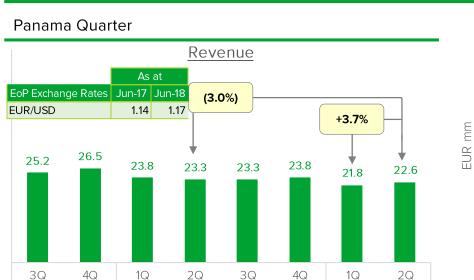
EUR

EUR mm

# **Other Operations**



2018



### Colombia Quarter Revenue (6.6%) (3.4%)6.6 6.4 6.3 6.1 6.0 6.0 5.9 5.7 3Q 4Q 2Q 3Q 4Q 1Q 2Q 1Q



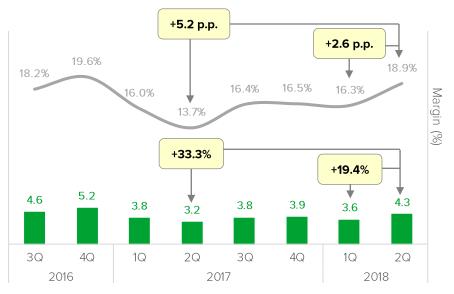
2018

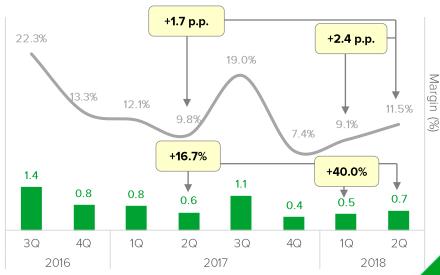
Colombia Adjusted EBITDA

2016

EUR mm

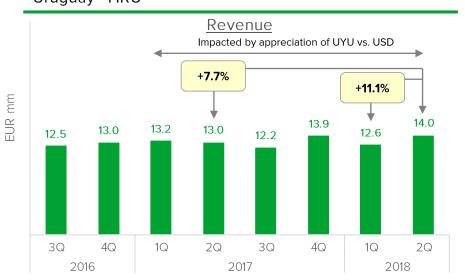
2017



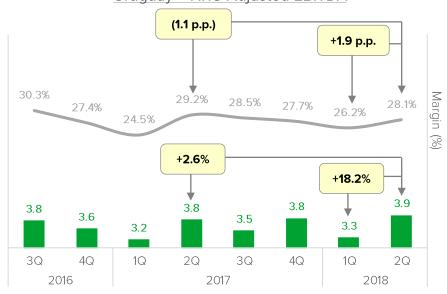


# Uruguay - HRU

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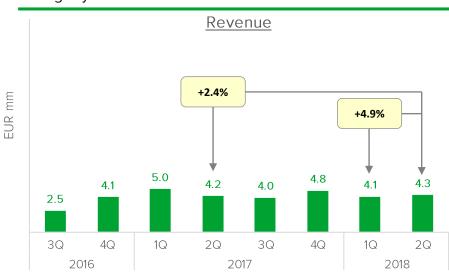


### Uruguay – HRU Adjusted EBITDA

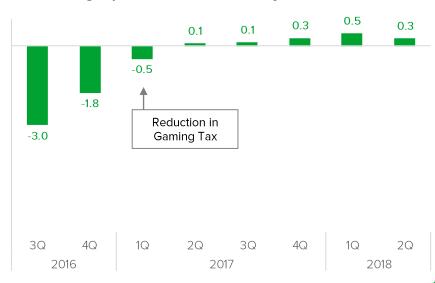


### Uruguay - Carrasco Nobile

EUR mm



### Uruguay – Carrasco Nobile Adjusted EBITDA



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# **Online Activity by Codere**

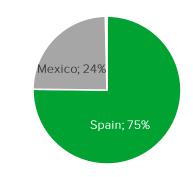
### Revenue Quarterly



### Revenue LTM

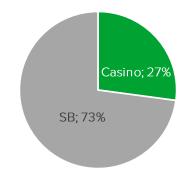


### Revenue Mix 2Q 2018



- Full commercial launch Spain: Nov. 2016.
- Full commercial launch Mexico n.a. (only multichannel of current customers; Aug. 2016).

### Revenue Mix 2Q 2018



### **EBITDA Quarterly**



### EBITDA LTM(1)



# 2. Credit Overview

 $\mathbb{H}\mathbb{H}$ 



### Figures in EUR mm, except where noted otherwise.

	2016			2017				2018			
	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	2Q	LTM
Adjusted EBITDA <sup>(3)</sup>	69.2	68.4	270.2	68.1	63.5	68.4	73.6	273.6	67.9	65.0	275.0
(-) Corporate Income Tax Paid <sup>(4)</sup>	(12.2)	(10.7)	(49.9)	(12.5)	(30.4)	(12.5)	(15.5)	(70.9)	(10.9)	(18.3)	(57.2)
(-) Maintenance Capex <sup>(5)</sup>	(14.9)	(19.5)	(80.4)	(15.3)	(16.3)	(17.4)	(29.5)	(78.4)	(16.4)	(27.1)	(90.3)
(-) Increase in Net Working Capital	(1.1)	13.5	18.9	1.0	2.0	(15.4)	(1.4)	(13.8)	(9.0)	9.2	(16.6)
FCF before Growth Capex	40.9	51.7	159.1	41.3	18.9	23.2	27.3	110.6	31.6	28.8	110.8
(-) Growth Capex <sup>(6)</sup>	(3.7)	(6.6)	(8.4)	(8.4)	(7.3)	(11.8)	(12.3)	(39.8)	(7.8)	(5.8)	(37.6)
FCF	37.2	45.1	150.7	32.9	11.5	11.4	15.0	70.8	23.8	23.0	73.2

 $\mathbb{H}\mathbb{H}$ 

### Quarter – FCF before Growth Capex

#### +52.4% (8.9%)51.7 41.3 40.9 31.6 28.8 27.3 23.2 18.9 3Q 4Q 1Q 2Q 3Q 4Q 1Q 2Q 2016 2017 2018

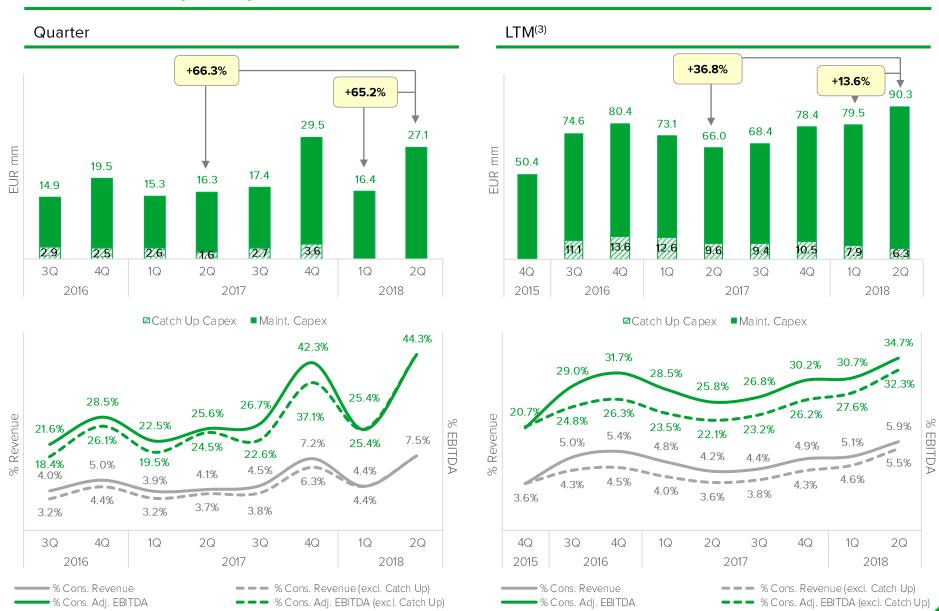
### LTM<sup>(7)</sup> - FCF before Growth Capex



- 1) Consolidated free cash flow, as defined herein, reflects consolidated adjusted EBITDA 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 Q1 2016.
- 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) 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).
- 5) Figure for 3Q and 4Q 2017 excludes €7.1 mm and €1.7 mm respectively from license renewals in Panama.
- 6) 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.
- 7) Consolidated figures for Argentina in 2015 have been translated to Euros @ Blue Rate; 2016 and 2017 figures @ Official Rate.

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# **Maintenance Capital Expenditures**(1,2)



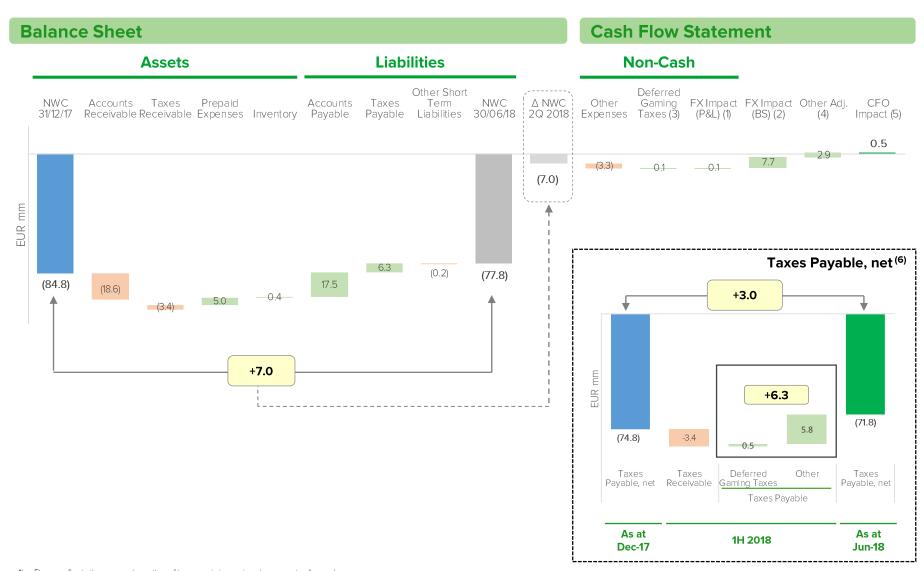
Maintenance Capex excludes the renewal of licenses in Panama (€7,1 mm in 3Q 2017 and €1.7 mm in 4Q 2017).

<sup>)</sup> 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 Q1 2016.

<sup>3)</sup> Consolidated figures for Argentina in 2015 have been translated to Euros @ Blue Rate; 2016 and 2017 figures @ Official Rate.



### **Change in Net Working Capital**



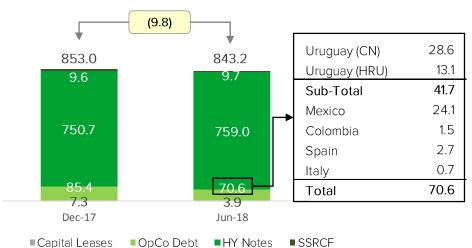
- 1) Figure reflects the non-cash portion of income statement exchange gains (losses).
- 2) Figure reflects the non-cash impact on shareholders equity of exchange rate fluctuations upon consolidation (i.e. conversion of local accounts to EUR).
- 3) Figure reflects variation between management reporting of NWC and accounting (cash flow statement) presentation related to authorized deferred gaming taxes in Spain.
- 4) Figure reflects other adjustments to reconcile BS evolution with CFS.
- 5) Figure reflects total cash impact on cash flow from operation.
- 6) Figure reflects taxes payable net of taxes receivable.

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### Credit Profile(1)

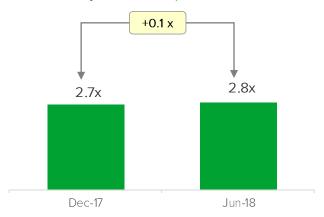
Figures in EUR mm, except where noted otherwise.

### Total Debt<sup>(2)</sup>

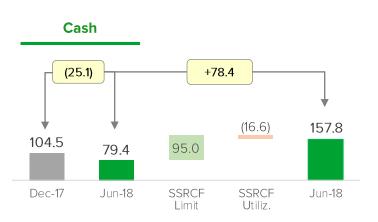


### Leverage Ratio

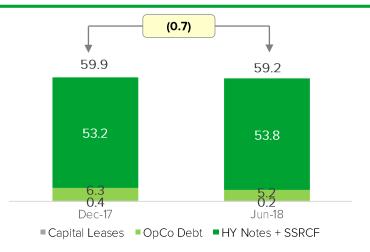
(Net Debt<sup>(3)</sup> / LTM Adjusted EBITDA)



### **Total Liquidity**



### Interest Expense<sup>(4)</sup>



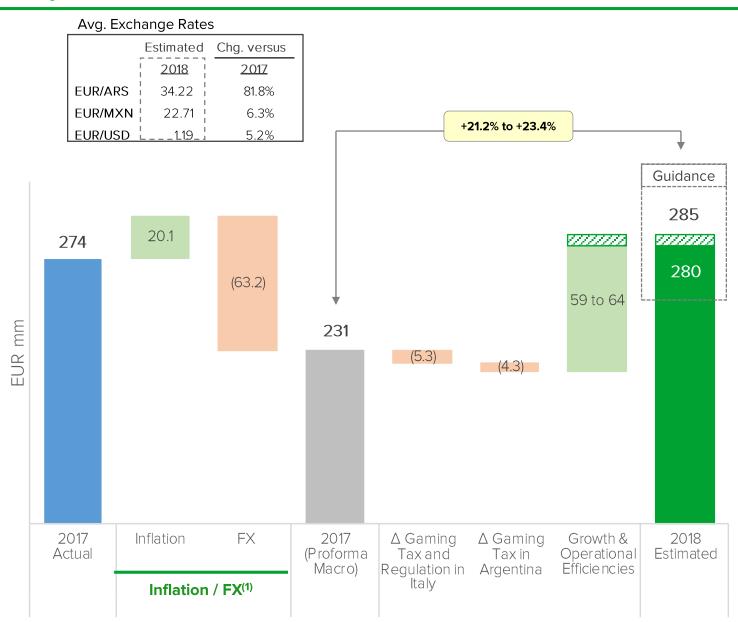
- 1) Figures reflect consolidated accounts, except where noted otherwise.
- 2) Figures include accrued interest and impact of deferred financing fees.
- ) As per corporate financing documents, figures reflect total outstanding principal amounts net of cash and cash equivalents.
- 4) Figures based on end of period financial debt outstanding and interest rates; excludes fees on unused revolver availability and amortization of deferred financing fees.

# **2Q 2018 Earnings Results**

# 3. Company Outlook



# **2018 Total Adjusted EBITDA Guidance**

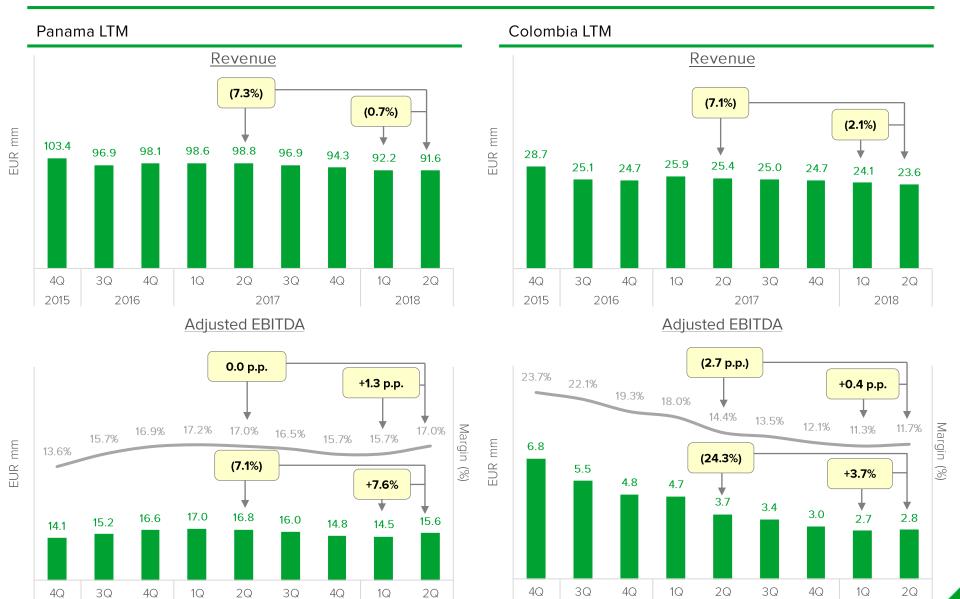


# **2Q 2018 Earnings Results**

# 4. Appendix

# **Other Operations**





# Panama (Local Currency)

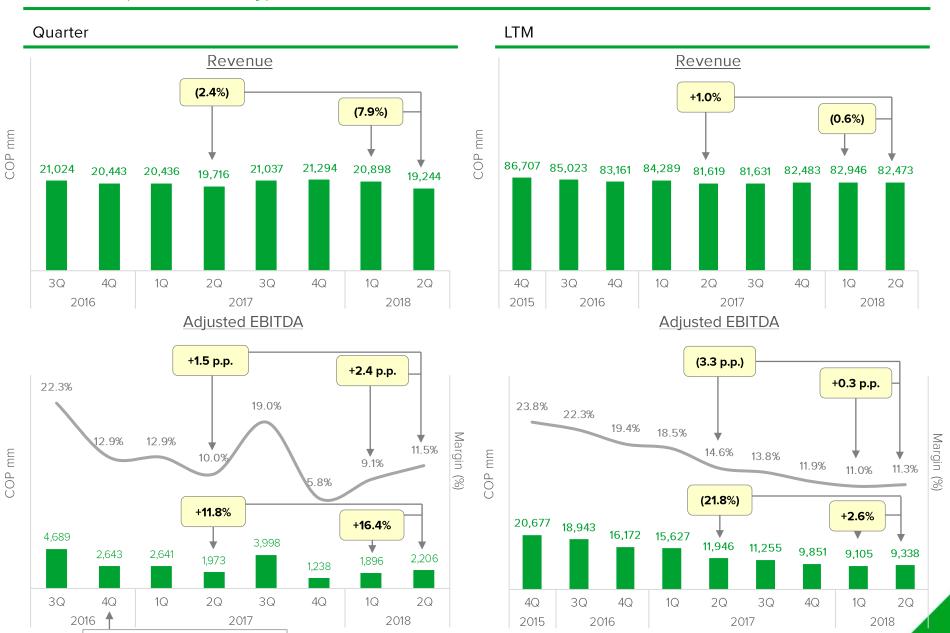




# **Colombia (Local Currency)**

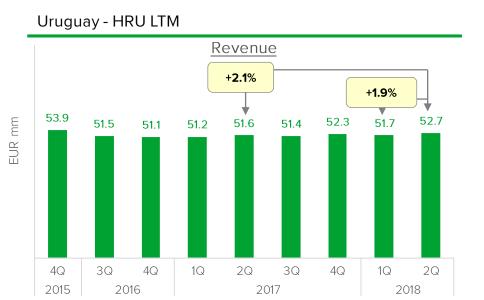
Full implementation of variable tax





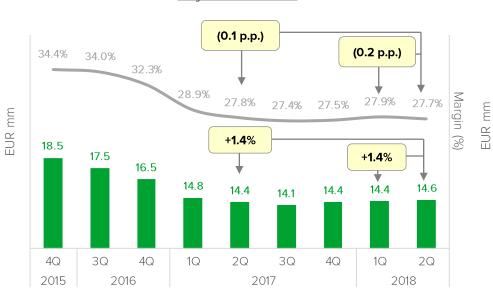
# **Other Operations**





Uruguay – Carrasco Nobile LTM Revenue EUR mm +9.5% +0.6% 27.9 19.1 18.1 17.3 17.3 17.2 15.9 15.8 14.2 3Q 3Q 4Q 1Q 2Q 4Q 1Q 2Q 4Q 2015 2017 2016 2018

Adjusted EBITDA



Adjusted EBITDA



# **Uruguay – HRU (Local Currency)**





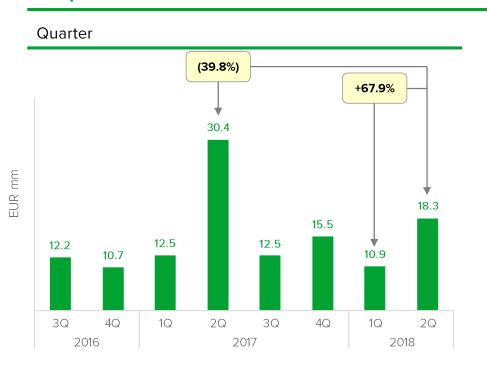
# **Uruguay – Carrasco Nobile (Local Currency)**

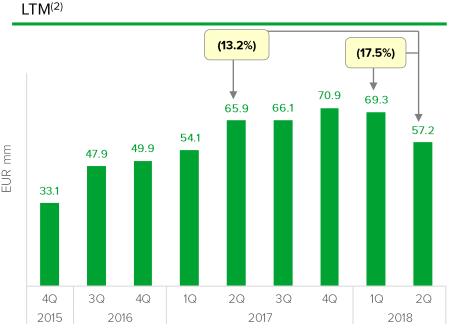




# codere

## **Corporate Income Taxes Paid**(1)









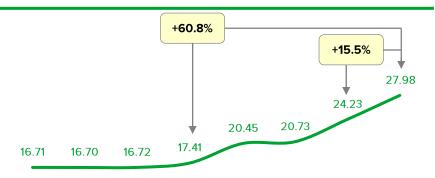
<sup>1)</sup> Figure for 4Q 2016 includes €1.0 mm in addition to CIT paid related to the €2.5 mm EBITDA adjustment in Argentina (@ 41.5% CIT rate).

2) Consolidated figures for Argentina in 2015 have been translated to Euros @ Blue Rate; 2016 and 2017 figures @ Official Rate.

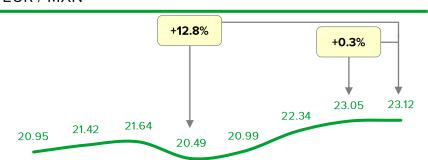


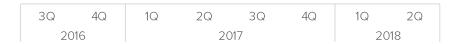
# **Exchange Rate Evolution (Period Average)**

EUR / ARS



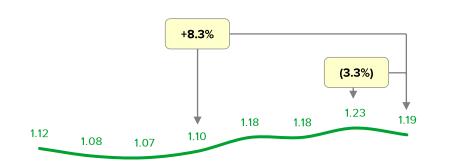
### **EUR / MXN**



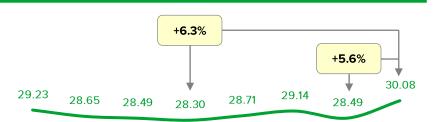




### EUR / USD



### USD / UYU



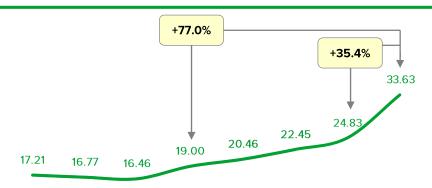
3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
20	)16	2017				20	018



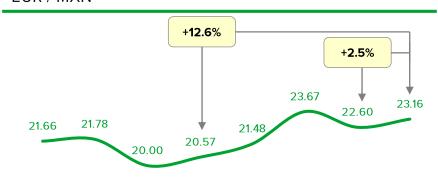


# **Exchange Rate Evolution (End of Period)**

### EUR / ARS



### EUR / MXN







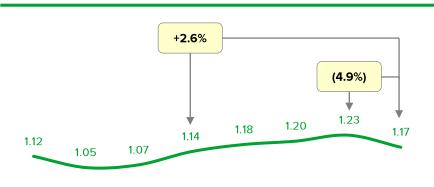
### EUR / USD

3Q

2016

4Q

1Q



2Q

2017

3Q

4Q

1Q

2Q

2018

### USD / UYU



3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
2016			20	017		20	018

