



**ESSENTIAL  
VIDEO GAME  
NEWS**

**MARKET,  
CONSUMPTION,  
USE**

**FEBRUARY  
2016**

# EDITORIAL

**2014 marked the first return to growth for the French video gaming industry since 2008.**

2015 confirmed this positive trend which is translated by 6% positive market growth with over €2.8 billion in sales. End of year consumer demand was exceptional with record sales in December. Growth is bolstered by the sale of games and gaming accessories.

Game sales rose by 7% to €1.6 billion and accessories generated over €300 million.

The transition to 8th generation consoles has run its course.

The market has definitively embraced this 8th cycle. For home consoles, we are observing a very quick migration from 7th to 8th generation with ever-increasing numbers. Overall, revenue associated with console purchases is in decline at -6% with a rapid fall (-69%) in sales of 7th generation consoles in 2015.

The market's vitality is also translated by a marked change in use and a move towards digital resources that is accelerating, multiplying the ways video games are played, when they are played and the industry's business models.

Generally speaking, 2016 and the future of the gaming sector are on the right track. More than ever before, video gaming finds itself at the crossroads of culture and technology. Gaming's combination of creativity and innovation continuously pushes the boundaries as the industry stakes its claim on many related sectors. In this way, it is organically maintaining its unique role as a laboratory where increasing numbers of talented people can express themselves. In the world of gaming, support, content, technology, practice and experiences develop continuously at a very dynamic pace.

In the short term, the market will welcome different virtual reality headsets, keenly awaited by gamers; they should generate additional income.

We all know that gaming has a huge capacity for reinventing itself very quickly and still has many surprises in store.

The future looks very bright. We are sure that growth will once again be on the cards for 2016.

See you in June, for a report on the first six months of 2016 and E3, and to discuss our industry's expected performance.

**Jean-Claude Ghinozzi**  
Chairman of SELL



# CONTENTS

<b>CHAPTER 1</b>	<b>p. 5</b> › The French video game market
<b>CHAPTER 2</b>	<b>p. 28</b> › Consumption and use
<b>CHAPTER 3</b>	<b>p. 32</b> › A responsible industry
<b>CHAPTER 4</b>	<b>p. 41</b> › The French video game industry
<b>CHAPTER 5</b>	<b>p. 44</b> › Key dates for 2016
<b>CHAPTER 6</b>	<b>p. 46</b> › SELL

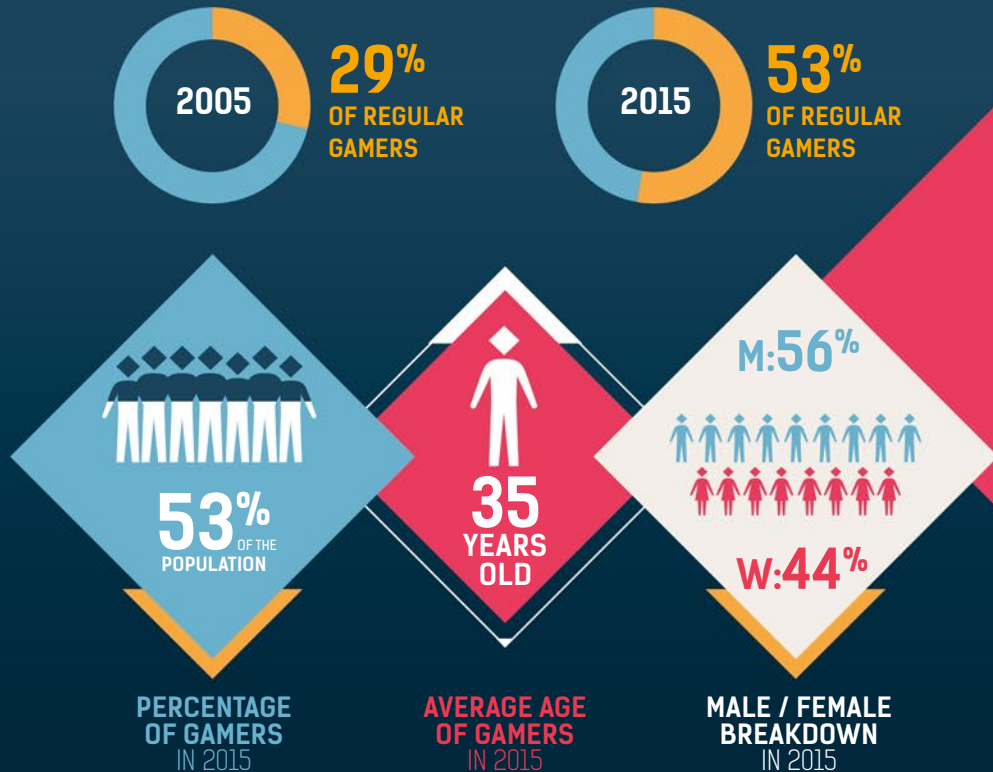
**ESSENTIAL VIDEO GAME NEWS**  
is produced by the Union of Video  
Game Publishers (SELL). It reflects  
the market, consumption and use of  
the French video gaming industry.

## CHAPTER 1

# THE FRENCH VIDEO GAME MARKET

# GAMER NUMBERS DOUBLED IN ONLY 10 YEARS!

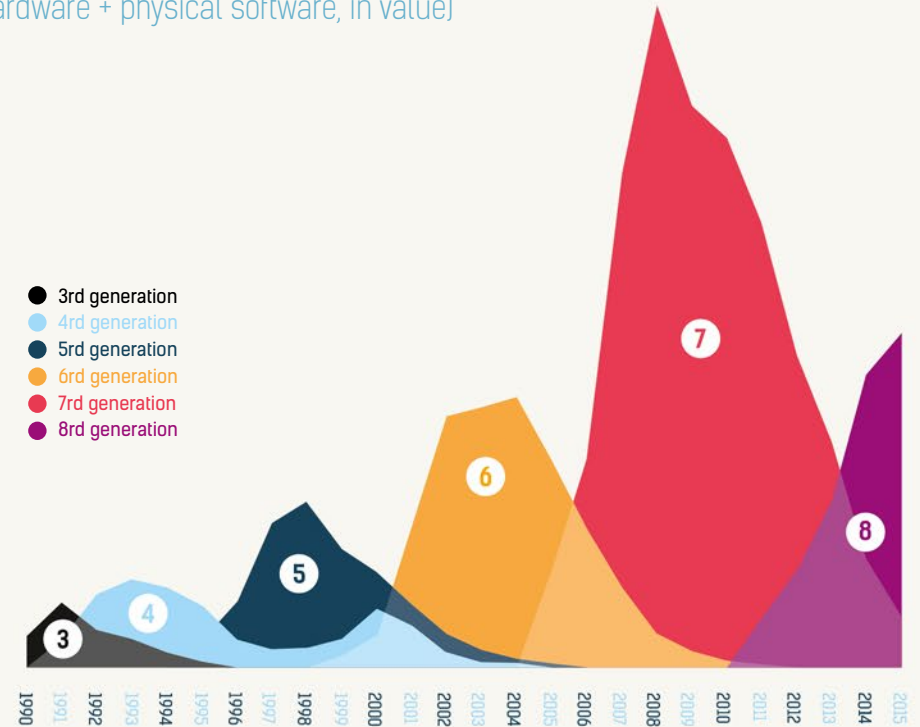
The history of video gaming in France dates back to the 1980s. The last twenty years have seen the industry and how it is used change dramatically. Today it is the 2nd largest cultural industry behind books. Gaming has slowly become generalised, entering every French home.



In the early 2000s, only 20% of the French population said they played video games, a large proportion being men with an average age of 21. 15 years later and one out of every two French people now say they play video games with almost equal sexual parity and an average age that extends way beyond 30.

# THE CYCLE OF VIDEO GAME CONSOLES

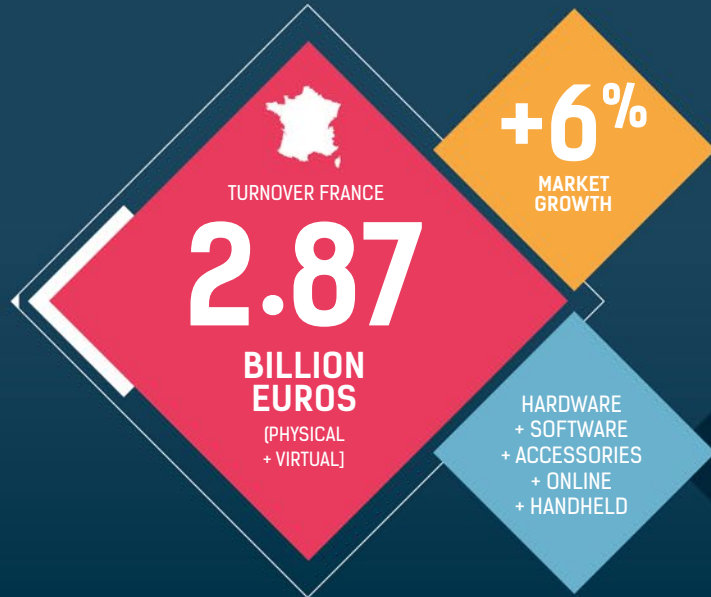
(Hardware + physical software, in value)



## THE VIDEO GAME CONSOLE MARKET OPERATES IN CYCLES.

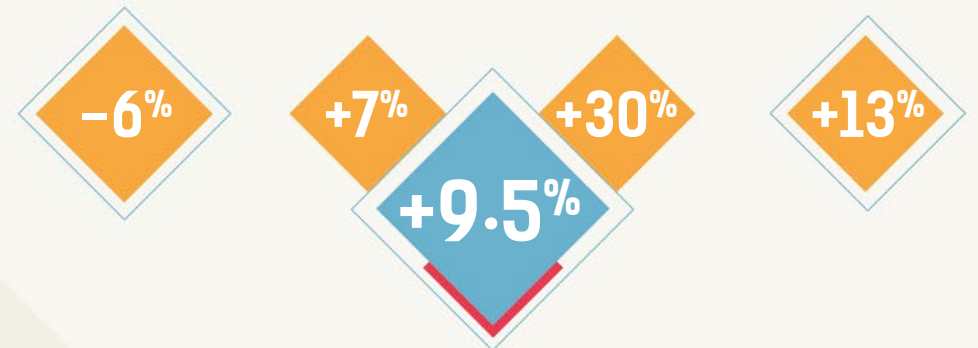
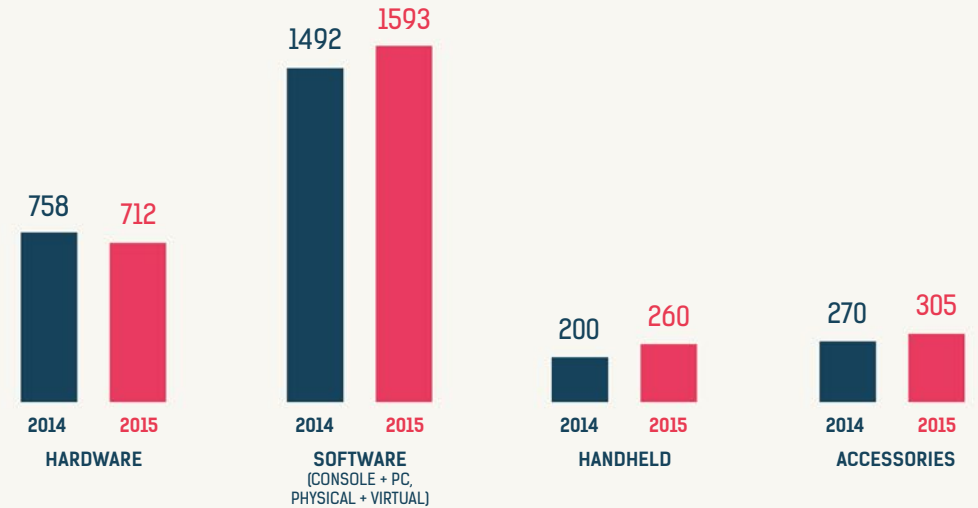
Each generation has enabled industry turnover to double.

# 2015 MARKET REPORT



# CLOSE-UP: MARKET SEGMENTS

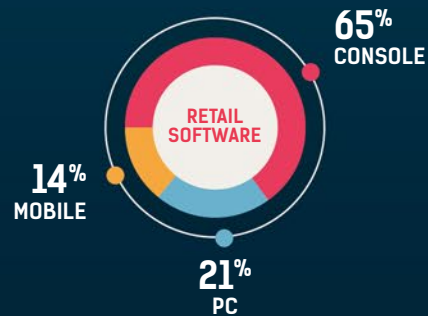
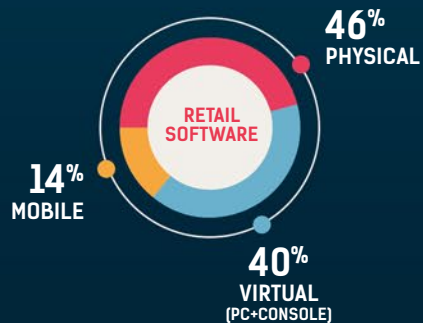
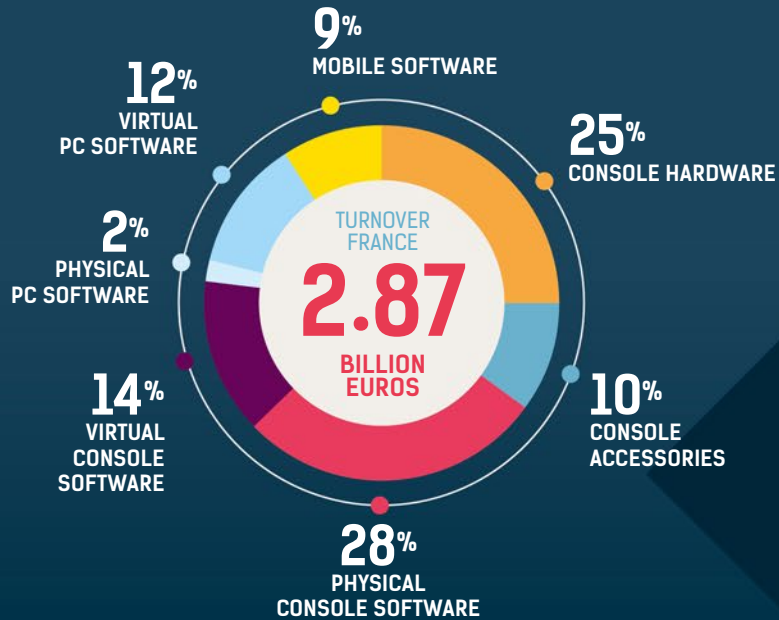
Breakdown of turnover  
in euro millions



**TURNOVER FOR GLOBAL SOFTWARE MARKET**  
(CONSOLE + PC + MOBILE, PHYSICAL + VIRTUAL)

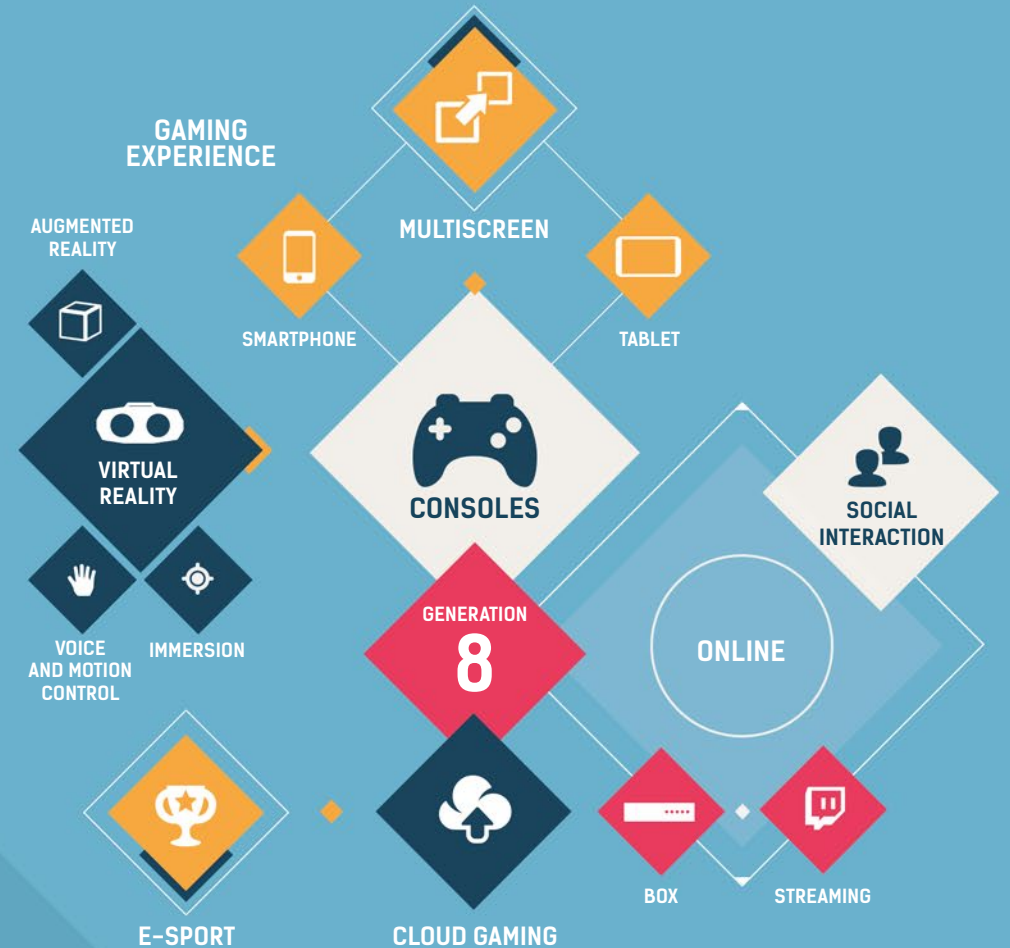


# CLOSE-UP: MARKET SEGMENTS



# TRENDS AND INNOVATIONS

8th generation consoles are packed full of innovations and new possibilities for gamers



# 2015 MARKET REPORT

Top console sales for generations 7 & 8 in 2015

**2,466,000**  
7 & 8 generation consoles sold in 2015

**1,700,000** home consoles

**123,000** GENERATION 7

**1,577,000** GENERATION 8

**766,000** handheld consoles

**19,000** GENERATION 7

**747,000** GENERATION 8

**142,000** GENERATION 7 IN 2015

**2,324,000** GENERATION 8 IN 2015

# 2015 MARKET REPORT

Console performances

## 8TH GENERATION HARDWARE AND SOFTWARE PERFORMANCE

Sources: GfK / Panel data at end 2015



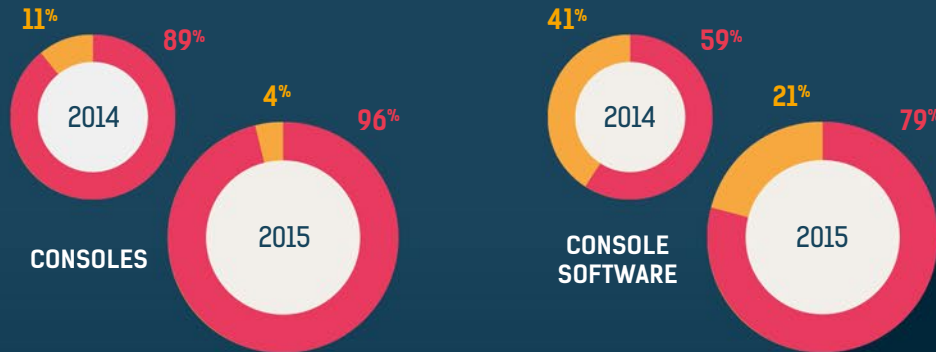
## 7TH AND 8TH GENERATION ESTABLISHED BASE

Total of sales since the launch of consoles at end 2015

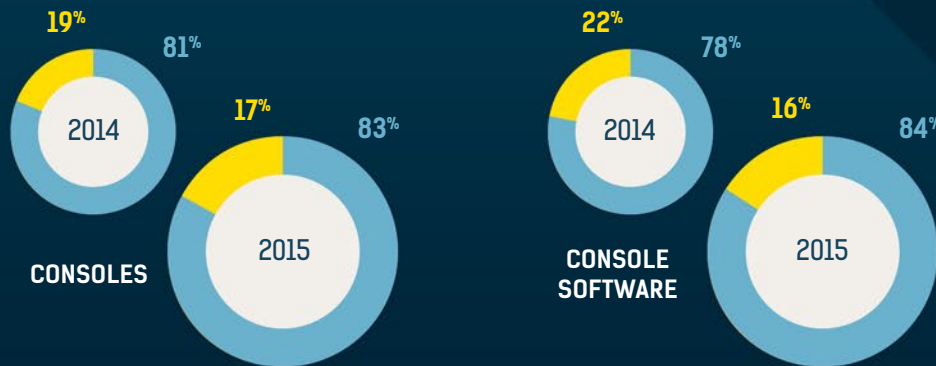


# 2015 MARKET REPORT

## Console sales analysis 2014 - 2015



◆ 7TH GENERATION ◆ 8TH GENERATION



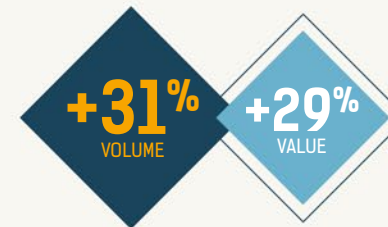
◆ HANDHELD CONSOLES ◆ HOME CONSOLES

# 2015 MARKET REPORT

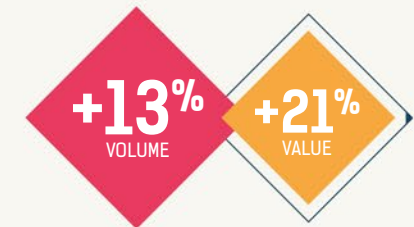
## Accesories: a record year!



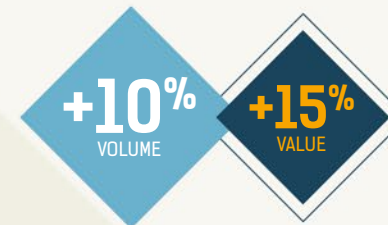
### SEGMENTS POSTING THE HIGHEST GROWTH



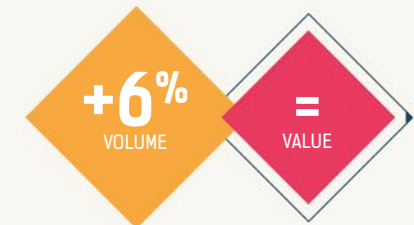
GAMING TOYS



PREPAID CARDS



CONTROLLERS



HEADSETS AND  
AUDIO ACCESSORIES



## TOP 20 GAMES IN 2015

All platforms (physical market)  
in volume

1	<b>FIFA 16</b> ELECTRONIC ARTS <b>1,272,498</b>	11	<b>JUST DANCE 2016</b> UBISOFT <b>235,743</b>
2	<b>CALL OF DUTY: BLACK OPS 3</b> ACTIVISION BLIZZARD <b>1,082,123</b>	12	<b>ANIMAL CROSSING HAPPY HOME DESIGNER</b> NINTENDO <b>229,489</b>
3	<b>GTA 5</b> TAKE-TWO INTERACTIVE <b>584,081</b>	13	<b>ASSASSIN'S CREED SYNDICATE</b> UBISOFT <b>227,017</b>
4	<b>MINECRAFT</b> MICROSOFT <b>418,248</b>	14	<b>SPLATOON</b> NINTENDO <b>205,058</b>
5	<b>FIFA 15</b> ELECTRONIC ARTS <b>405,830</b>	15	<b>FAR CRY 4</b> UBISOFT <b>202,258</b>
6	<b>STAR WARS: BATTLEFRONT</b> ELECTRONIC ARTS <b>381,492</b>	16	<b>FARMING SIMULATOR 15</b> FOCUS HOME INTERACTIVE <b>196,252</b>
7	<b>FALLOUT 4</b> BETHESDA <b>273,476</b>	17	<b>SUPER SMASH BROS</b> NINTENDO <b>188,812</b>
8	<b>THE WITCHER 3: WILD HUNT</b> BANDAI NAMCO ENTERTAINMENT <b>273,389</b>	18	<b>BATMAN: ARKHAM KNIGHT</b> WARNER INTERACTIVE <b>186,157</b>
9	<b>BATTLEFIELD HARDLINE</b> ELECTRONIC ARTS <b>246,312</b>	19	<b>METAL GEAR SOLID V: THE PHANTOM PAIN</b> KONAMI <b>183,110</b>
10	<b>CALL OF DUTY: ADVANCED WARFARE</b> ACTIVISION BLIZZARD <b>244,978</b>	20	<b>TOMODACHI LIFE</b> NINTENDO <b>181,178</b>

## TOP 20 GAMES IN 2015

All platforms (physical market)  
in value

1	<b>FIFA 16</b> ELECTRONIC ARTS <b>€75,502,000</b>	11	<b>BATMAN: ARKHAM KNIGHT</b> WARNER INTERACTIVE <b>€11,200,000</b>
2	<b>CALL OF DUTY: BLACK OPS 3</b> ACTIVISION BLIZZARD <b>€61,005,000</b>	12	<b>METAL GEAR SOLID V: THE PHANTOM PAIN</b> KONAMI <b>€11,000,000</b>
3	<b>GTA 5</b> TAKE-TWO INTERACTIVE <b>€29,780,000</b>	13	<b>DRAGON BALL: XENOVERSE</b> BANDAI NAMCO ENTERTAINMENT <b>€10,817,000</b>
4	<b>STAR WARS: BATTLEFRONT</b> ELECTRONIC ARTS <b>€22,625,000</b>	14	<b>ANIMAL CROSSING HAPPY HOME DESIGNER</b> NINTENDO <b>€9,015,000</b>
5	<b>FIFA 15</b> ELECTRONIC ARTS <b>€20,018,000</b>	15	<b>FAR CRY 4</b> UBISOFT <b>€8,981,000</b>
6	<b>THE WITCHER 3: WILD HUNT</b> BANDAI NAMCO ENTERTAINMENT <b>€17,784,000</b>	16	<b>NEED FOR SPEED</b> ELECTRONIC ARTS <b>€8,943,000</b>
7	<b>FALLOUT 4</b> BETHESDA <b>€15,935,000</b>	17	<b>RAINBOW SIX SIEGE</b> UBISOFT <b>€8,610,000</b>
8	<b>BATTLEFIELD HARDLINE</b> ELECTRONIC ARTS <b>€14,568,000</b>	18	<b>JUST DANCE 2016</b> UBISOFT <b>€8,584,000</b>
9	<b>ASSASSIN'S CREED SYNDICATE</b> UBISOFT <b>€13,629,000</b>	19	<b>MINECRAFT</b> MICROSOFT <b>€8,566,000</b>
10	<b>CALL OF DUTY: ADVANCED WARFARE</b> ACTIVISION BLIZZARD <b>€13,605,000</b>	20	<b>SUPER SMASH BROS</b> NINTENDO <b>€8,316,000</b>

# TOP 20 GAMES IN 2015

## In volume (Physical market)



SCOPE: Console software + PC games

# TOP 20 GAMES IN 2015

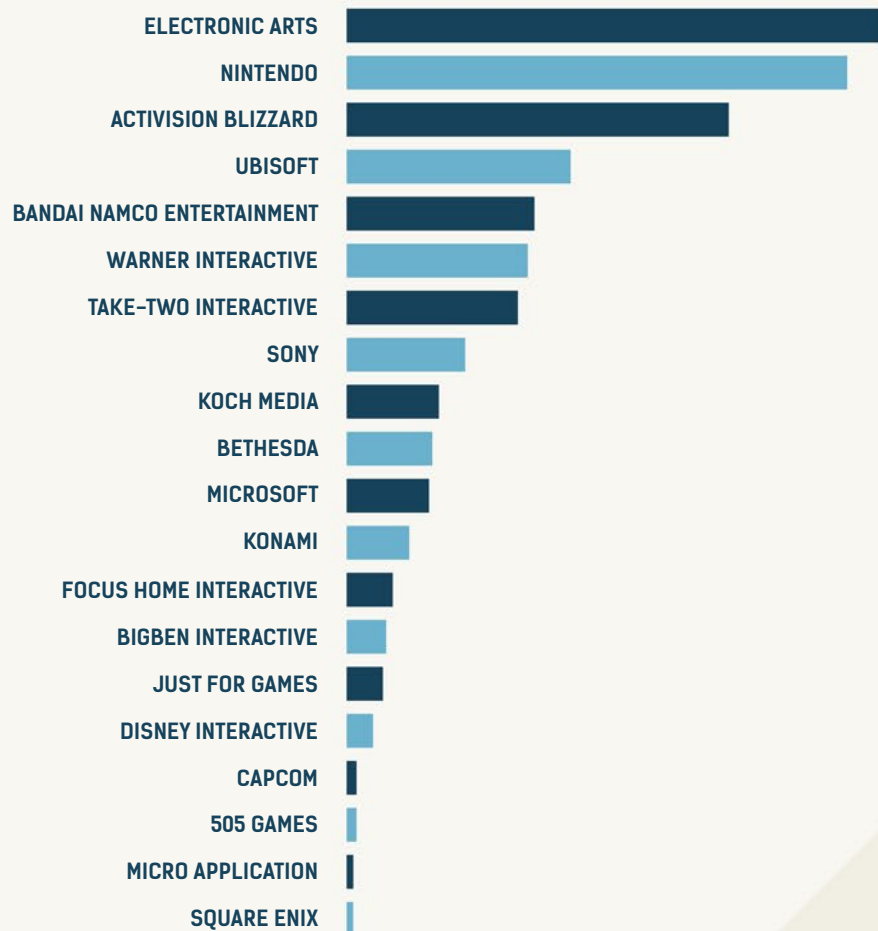
## In value (Physical market)



SCOPE: Console software + PC games

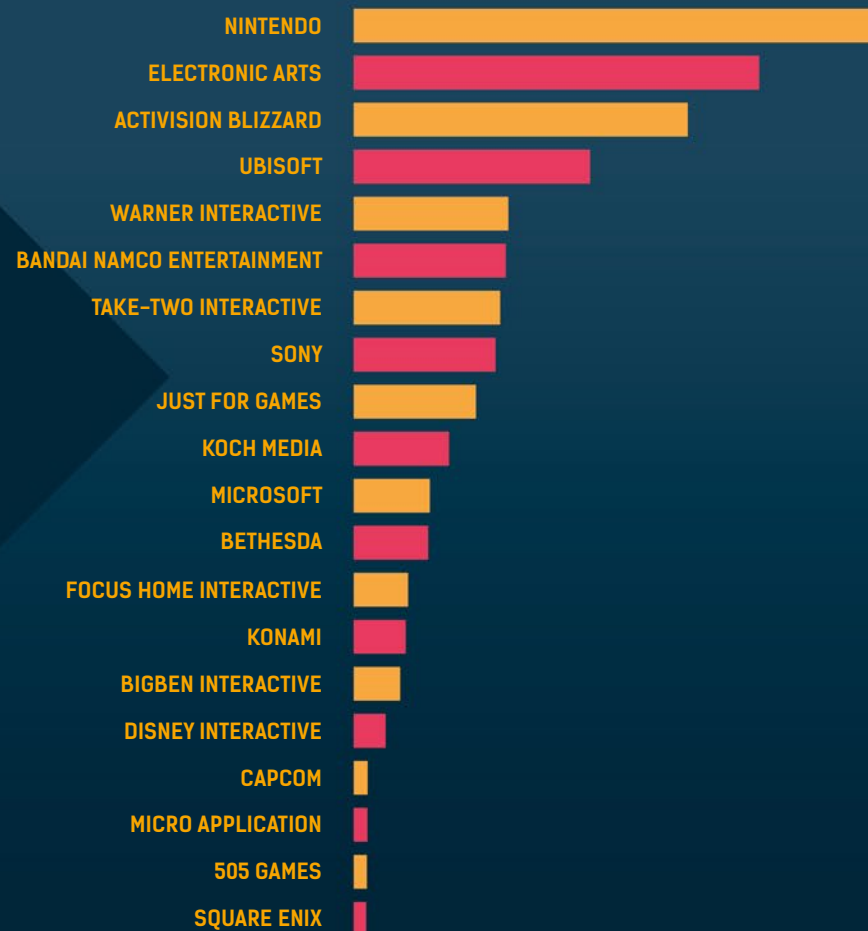
# TOP 20 DEVELOPERS IN 2015

Scope: console software + PC games  
(physical market, in value)



# TOP 20 DEVELOPERS IN 2015

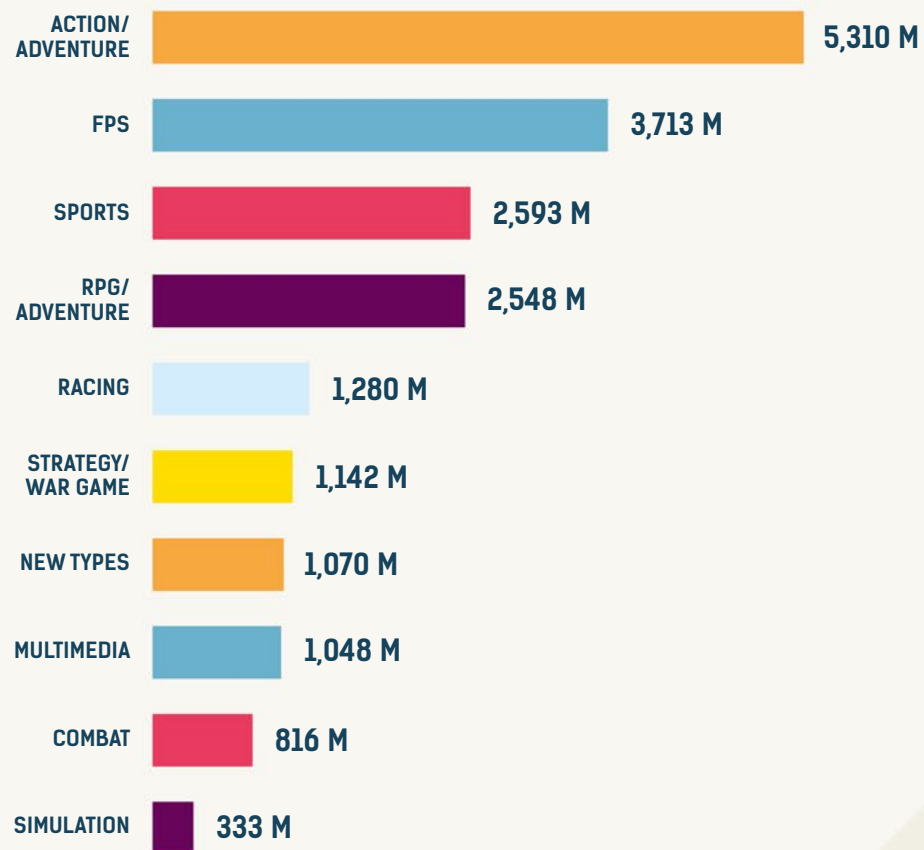
Scope: console software + PC games  
(physical market, in volume)



# TOP 10 GAME GENRES

Purchased in 2015

**MOST SOLD GAMES BY TYPE IN MILLIONS  
(PHYSICAL MARKET)**



# FORECAST FOR 2016



In 2016, the French video game market will confirm its growth once again.

Our industry will this year be bolstered by a great amount of new data. The market's vitality is translated by a marked change in use and a move towards digital resources that is accelerating, multiplying the ways video games are played, when they are played and the industry's business models. The imminent arrival on the market of different virtual reality headsets, keenly awaited by gamers, should generate additional income. Many games exploiting every resource of 8th generation consoles are also eagerly expected.



# REMINDER OF THE CONSOLE GENERATIONS

## 5TH GENERATION

Console	Date of release in Europe
3DO	- ND -
Amiga CD32	Sept.-1993
Atari Jaguar	Nov.-1993
Sega Saturn	08-07-1995
PlayStation	29-09-1995
Nintendo 64	01-03-1997
Game Boy Color	23-11-1998

## 6TH GENERATION

Console	Date of release in Europe
Sega Dreamcast	14-10-1999
PlayStation 2	24-11-2000
Game Boy Advance	22-03-2001
Xbox	14-03-2002
GameCube	03-05-2002
Game Boy Advance SP	28-03-2003
Nokia N-Gage	01-10-2003
Game Boy Micro	04-11-2005

## 7TH GENERATION

Console	Date of release in Europe
Nintendo DS	11-03-2005
Sony PSP	01-09-2005
Xbox 360	02-12-2005
Nintendo Wii	08-12-2006
PlayStation 3	23-03-2007

## 8TH GENERATION

Console	Date of release in Europe
Nintendo 3DS	25-03-2011
PS Vita	25-02-2012
Nintendo Wii U	30-11-2012
Xbox One	22-11-2013
PlayStation 4	29-11-2013

# SUMMARY OF 2015

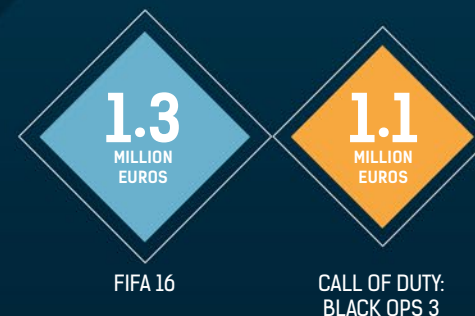


### +6% GROWTH ON THE FRENCH VIDEO GAME MARKET IN 2015

The console market enjoyed a record year in 2014 but fell slightly because of the end of 7th generation console sales.

The market for generation 8 games posted strong growth in 2015.

For the first time accessories exceeded €300 million, with record growth



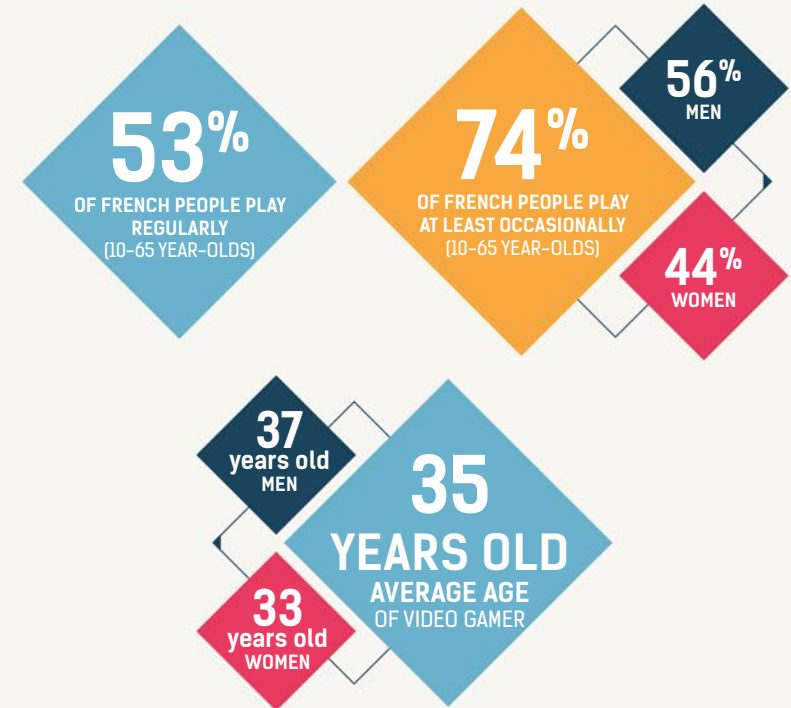
### 2 VIDEO GAMES BROKE THE BARRIER OF A MILLION EUROS IN 2015\*

FIFA 16: 1.3 million  
Call Of Duty: Black Ops 3: 1.1 million

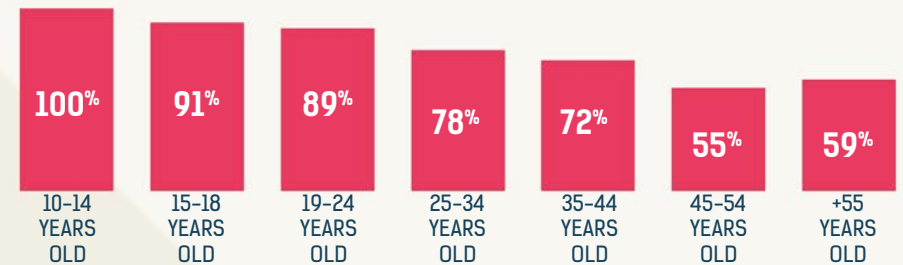
The 2nd most sold cultural product in France in 2015 was video games: FIFA 16

### ACCELERATION TOWARDS DIGITAL

# VIDEO GAMING: A LEISURE ACTIVITY FOR EVERYONE



PERCENTAGE OF GAMERS BY AGE GROUP



## CHAPTER 2

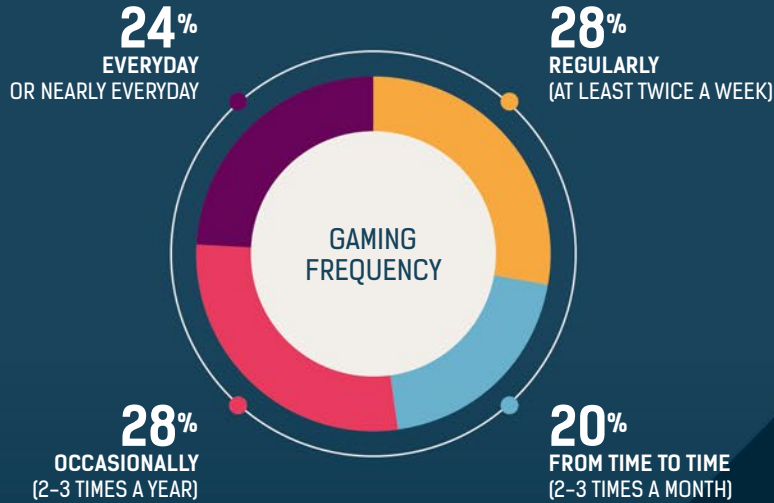
# CONSUMPTION AND USE



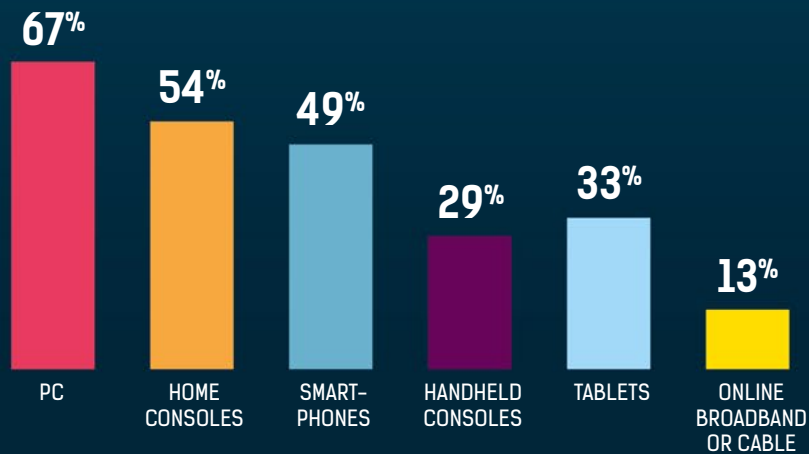
About the SELL "French public and Video gaming" survey

The "French public and Video gaming" survey was carried out by GfK for SELL with the aim of measuring and understanding video game use and purchases in France. For this survey, a panel of 1,002 people aged 10 to 65 were interviewed in October 2015.

### HOW PEOPLE PLAY



### BREAKDOWN OF GAMERS BY PLATFORM



Sources: SELL / GFK "French public and Video gaming" survey of 1,002 people aged between 10 and 65 / October 2015

# ESPORT

## Matthieu Dallon

General Director of Oxent and Founder of ESWC

eSport or electronic sport refers to any competitive practice involving confrontation, performance and excelling, a digital resource and a video game. Considered a craze for many years, today eSport has transcended the gaming sphere with events hosted in stadia and broadcast live on television. Its cyber-athletes are the new idols of the digital generation.

### 2013

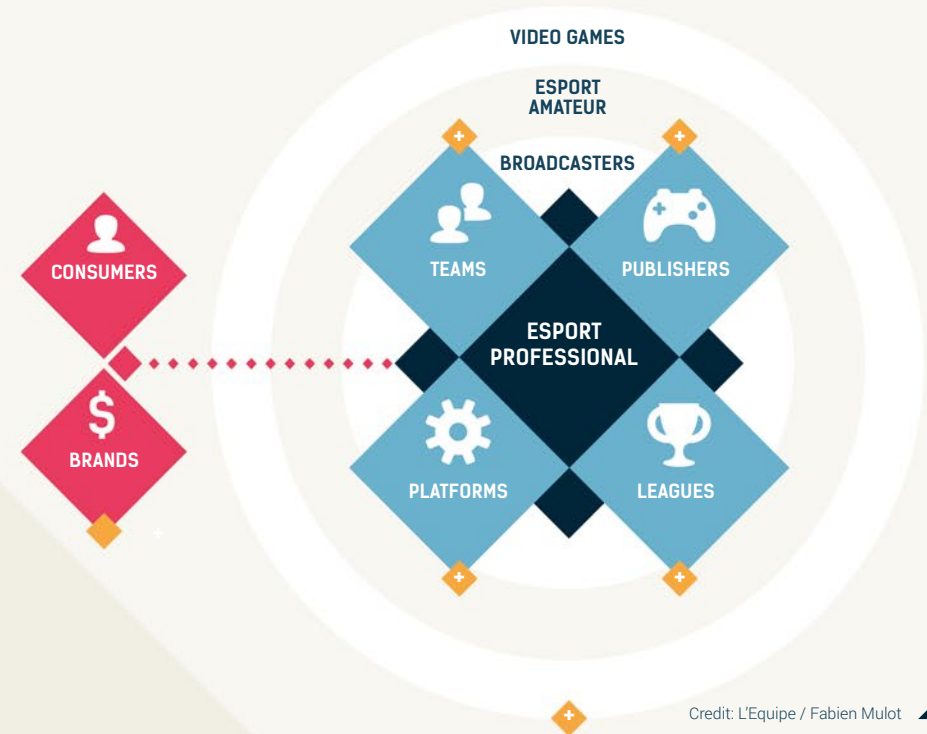
The pioneering competition which is the ESWC celebrated its 10th anniversary and federated 50 countries for Paris Games Week.

### 2014

Final of the LCS: 40,000 spectators for League of Legends organised at Sangam Stadium, Seoul.

### 2015

FIFA 16 Final at the ESWC, organised at Paris Games Week and broadcast on Equipe 21.



Credit: L'Equipe / Fabien Mulot

## CHAPTER 3

A RESPONSIBLE  
INDUSTRY

## PEDAGOJEUX.FR

The website for information and raising awareness about video games



The PédagoJeux website guides parents and educators through the complex world of video gaming.

**On pedagojeux.fr, parents can find all the best practices and keys to understanding how to best support their children in this leisure activity.**

Questions about gaming time, sleep, age and game content are major concerns for adults today. PédagoJeux believes it is essential that parents know and understand the PEGI labels so they can select games suitable to their child's age and sensitivity and adapted to their family values. In the opinion of PédagoJeux, talking to their children about their gaming experiences and gaming together as a family are also essential.



To extend its scope, PédagoJeux has been developing a network of educational mediators since 2014, the PédagoJeux Ambassadors, for the most part state or charity entities working in the fields of family awareness and information. In 2014, this programme received the "Défenseur des droits" label dedicated to the 25th anniversary of the Convention on the Rights of the Child.

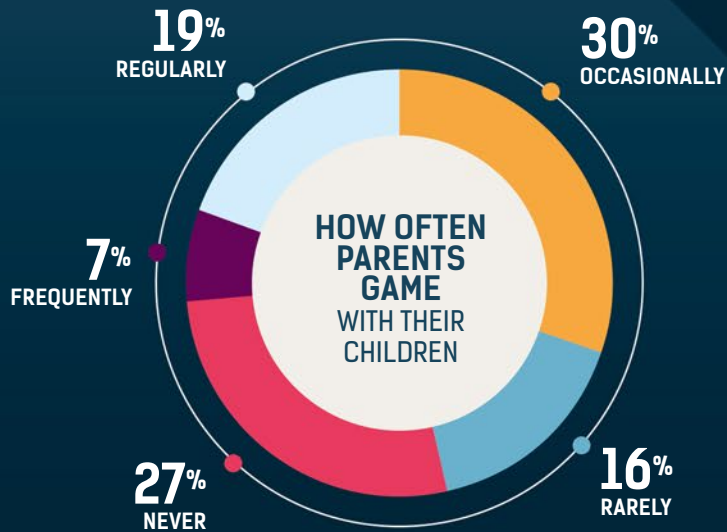
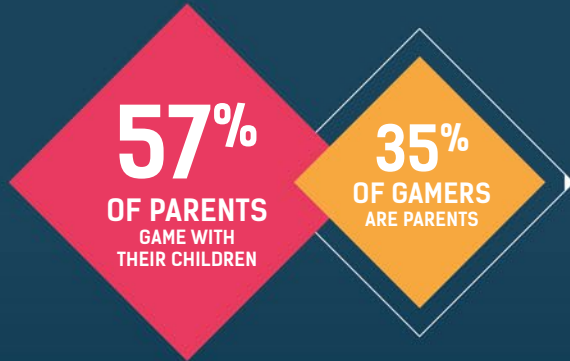


In 2015, PédagoJeux focused more specifically on younger gamers and created PédagoJeux Junior, a space with content dedicated to 6-12 year olds. With Tralalere / Internet Sans Crainte and SELL, two of its founding members, PédagoJeux is involved in the launch of GameCode, a video game design app for 9-14 year-olds. It encourages them to move from consumer to designer and gives them the resources to take a step back from their gaming and view the game itself more critically. With GameCode, children will see behind the scenes of how a video game is made and discover programming, developing their digital knowledge and culture.

**PédagoJeux is a collective created in 2008 by people from public bodies, the gaming industry and associations.**

The current active members of the PédagoJeux collective are: the National Union of Family Associations (UNAF), Internet Sans Crainte (Tralalere), the Ministry for Family Affairs, Union of Video Game Publishers (SELL), Bayard Jeunesse and JeuxOnLine. The multi-representational organisation of PédagoJeux ensures a balanced approach to video gaming. Without demonising or venerating gaming, our objective is to present the benefits and advantages of video games and the points of concern.

# PARENTS GAME WITH THEIR CHILDREN

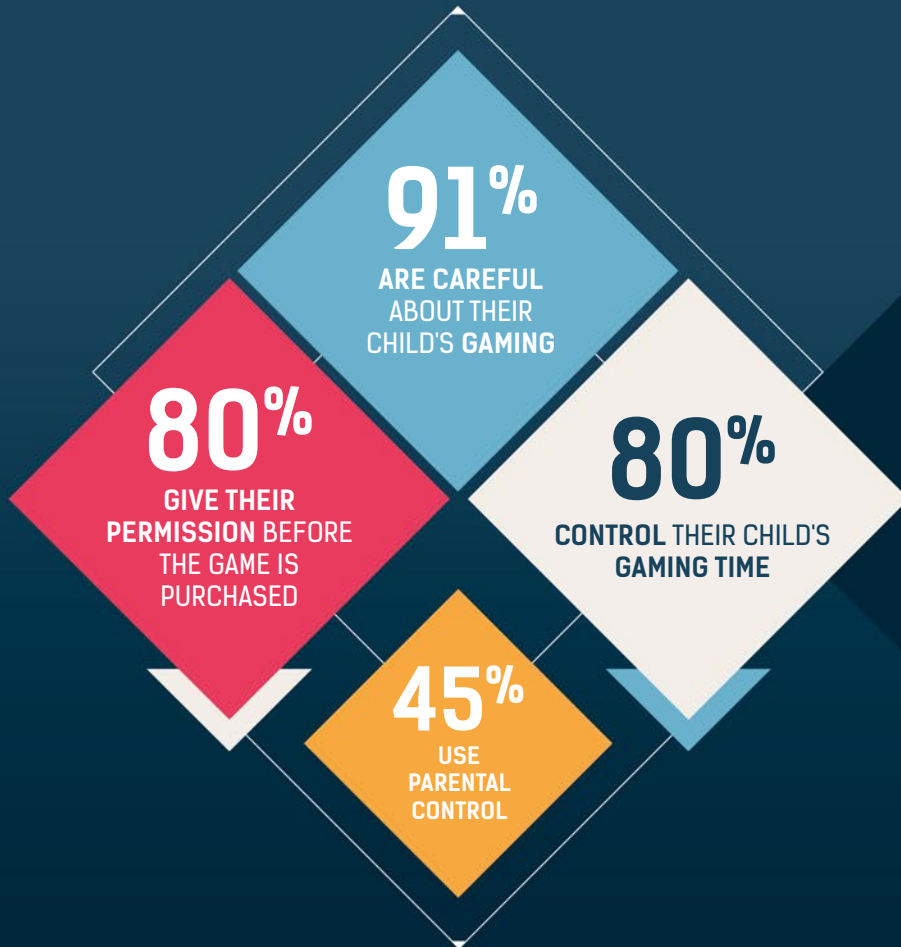


# WHY DO THEY GAME WITH THEM?





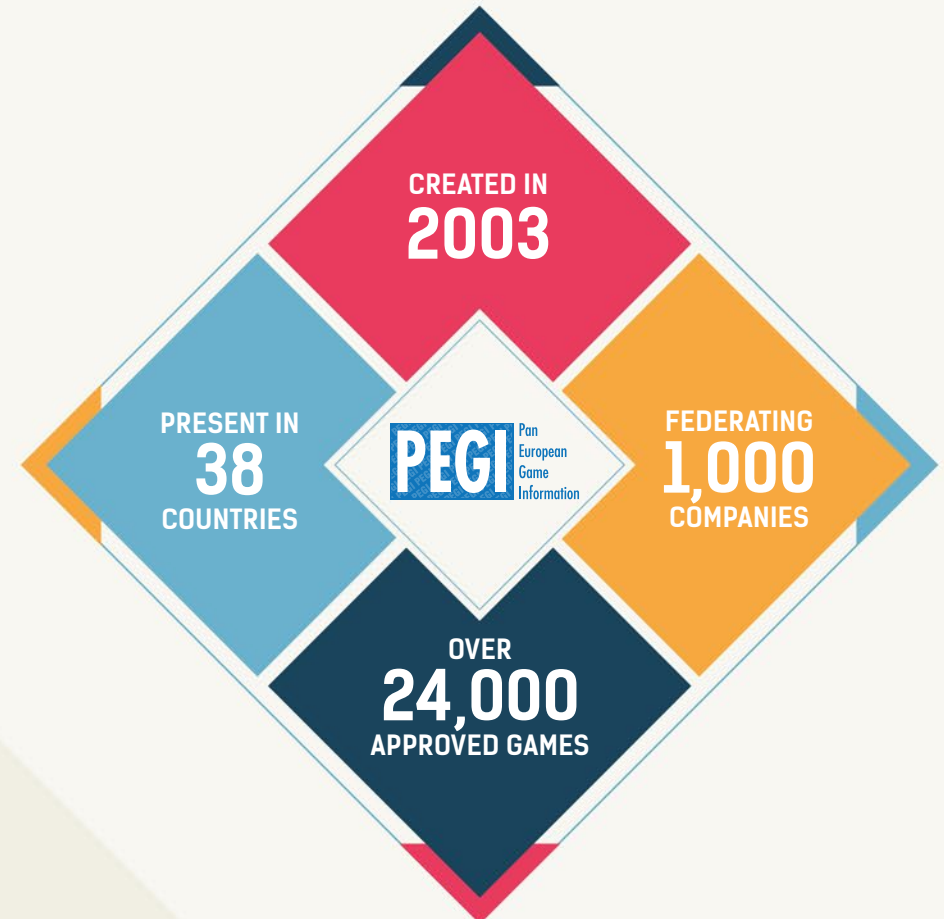
# ARE PARENTS INTERESTED AND CAREFUL?



# PEGI: PAN EUROPEAN GAME INFORMATION

## A responsible industry

Since 17th December 2015, the PEGI system has been accredited by the French Home Secretary. The government has made the age and risk rating system mandatory for the video gaming sector.



The PEGI age rating system (Pan-European Game Information) gives parents throughout Europe the opportunity to make informed decisions before purchasing a video game.

Launched in spring 2003, it has replaced a certain number of national age ratings through a unique system that is now used in most European countries. The system enjoys the support of the leading console manufacturers, including Sony, Microsoft and Nintendo, and also interactive game publishers and developers throughout Europe. From this year, it is also applied to all new apps available from Google Play.

The age rating system was created by the ISFE - the Interactive Software Federation of Europe.



### WHAT DO THE LABELS MEAN?

The PEGI labels appear on the front and back of the packaging, indicating one of the following age ratings: 3, 7, 12, 16 and 18. They provide a reliable indication of the suitability of the game's content with regard to the protection of minors.

The age rating does not take into account the difficulty of the game or the skills required to play it. The labels below appear on the back of the packaging, indicating the main reasons why a game has a specific age rating.



This game contains bad language.



This game contains violent scenes.



This game contains images which may encourage discrimination.



This game may frighten young children.



This game refers to the use of drugs (including tobacco and alcohol).



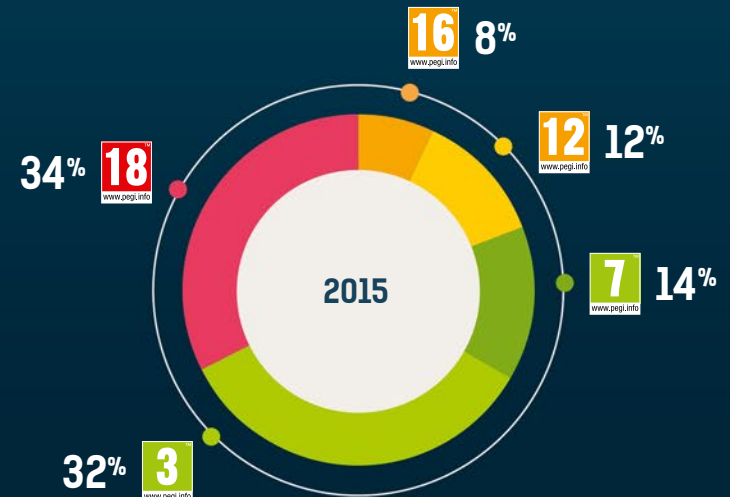
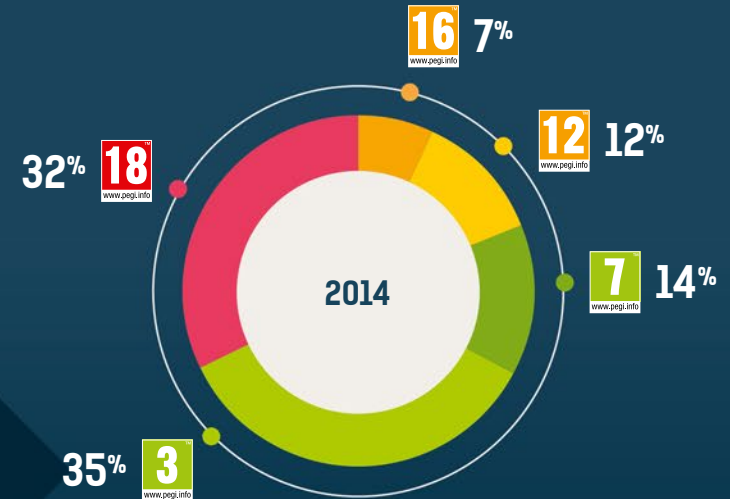
This game encourages and/or teaches gambling.



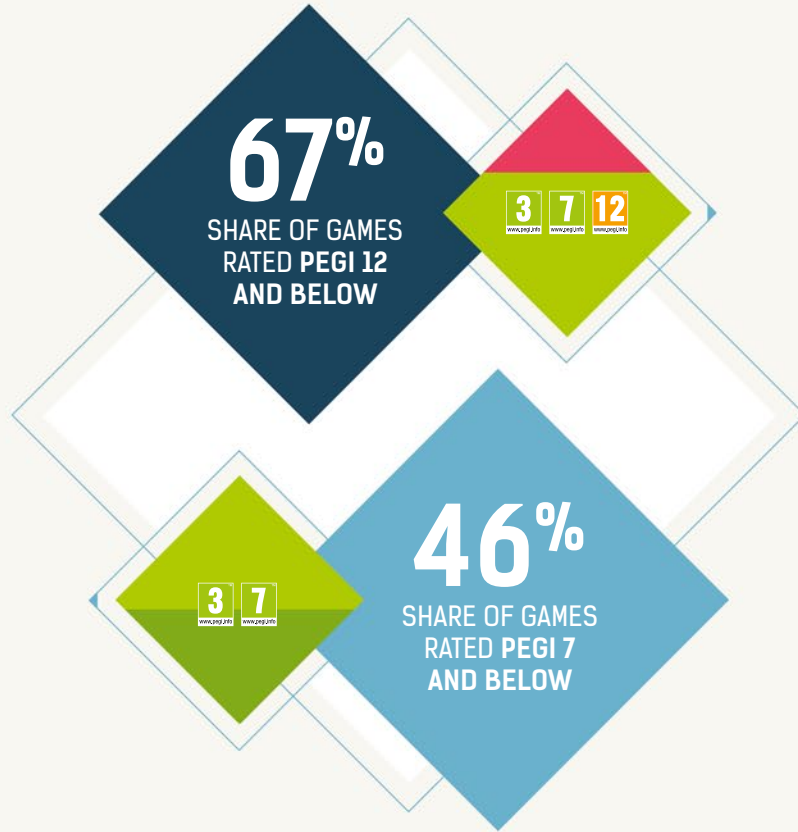
This game shows nudity and/or sexual behaviour or makes sexual references.

## PEGI: SALES ANALYSIS

### Market share in volume



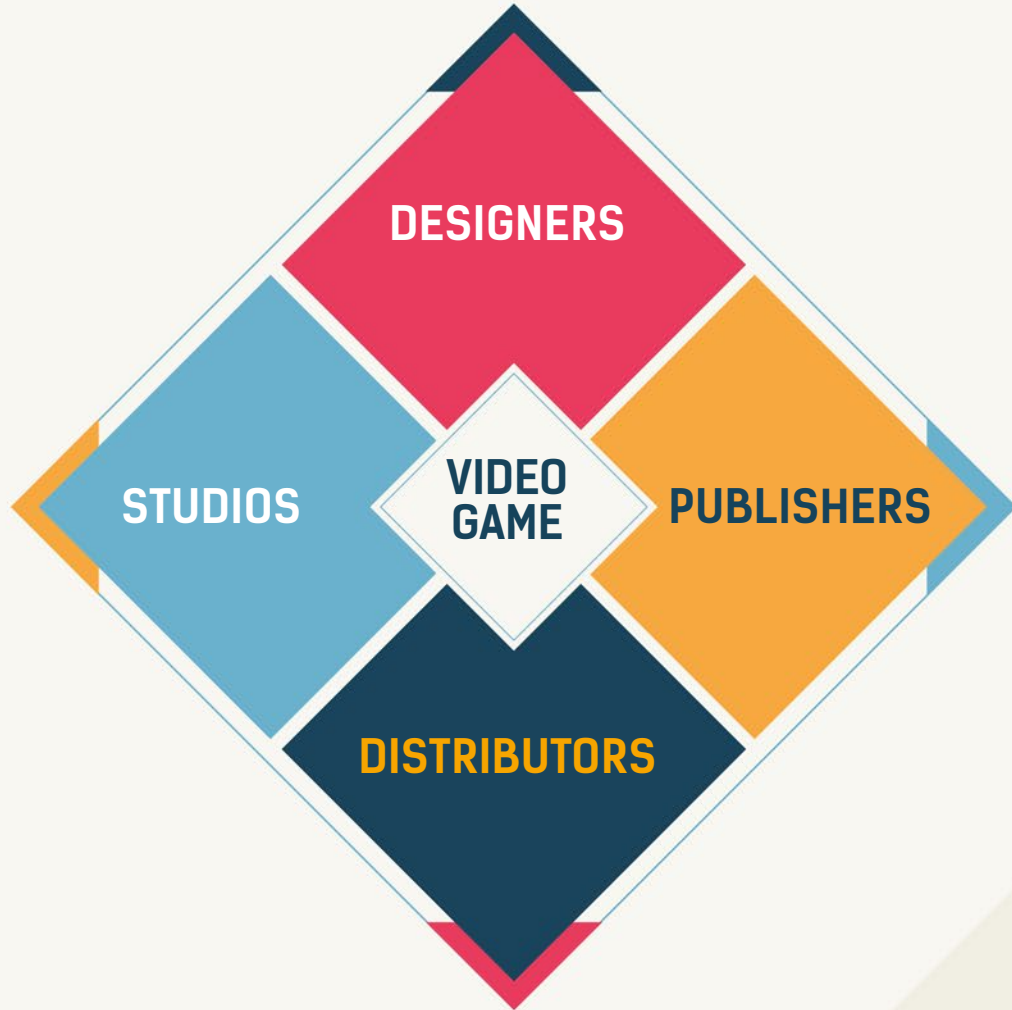
# PEGI: ANALYSIS OF THE 2015 OFFER



## CHAPTER 4

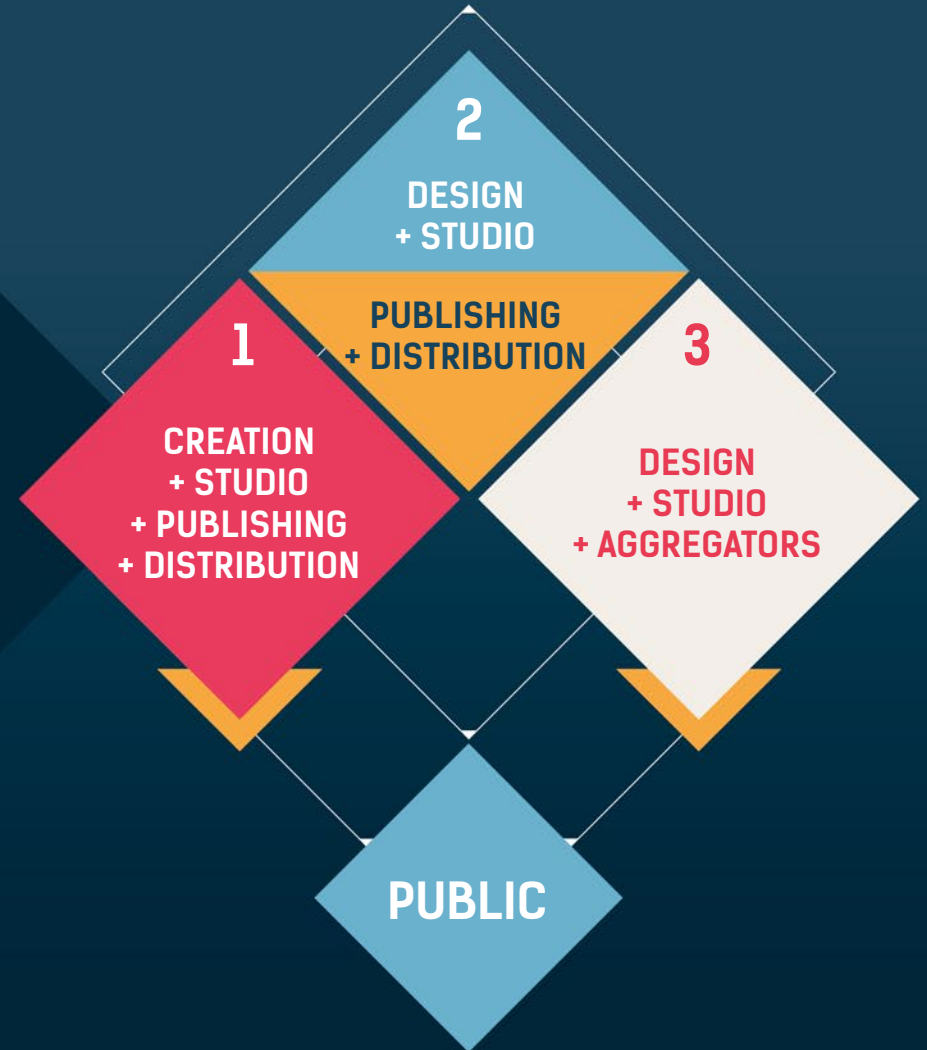
# THE VIDEO GAME INDUSTRY

# THE VIDEO GAME ECOSYSTEM



# BUSINESS MODELS

The 3 business models of video gaming



# KEY DATES FOR 2016

## CHAPTER 5

# DIARY DATES FOR 2016





## CHAPTER 6

## SELL

## THE MISSION OF SELL

SELL stands for the Syndicat des Editeurs de Logiciels de Loisirs, or the Union of Video Game Publishers.

Created in 1995, SELL is France's national organisation representing video game publishers and software manufacturers. Today it has around thirty members representing over 95 % of the sector's turnover, according to the GfK panel.

SELL promotes and defends the collective interests of interactive programme publishers in different domains where their products are used (on- and offline) and within the different professional economic or legal boundaries concerning them, contributing to the market's structure (ratings, promotion of the profession, anti-piracy, press, etc.) and its recognition by all professionals, public authorities and consumers.

SELL expresses our industry's desire for responsibility: the PEGI rating system, an informative tool for parents with PédagoJeux.fr

### SELL ALSO ORGANISES EVENTS FOR OUR INDUSTRY:

The European trade fair:  
**IDEF** – [www.idefexpo.com](http://www.idefexpo.com)

The general public exhibition:  
**PARIS GAMES WEEK**  
[www.parisgamesweek.com](http://www.parisgamesweek.com)  
307,000 visitors in 2015

## THE MISSIONS OF SELL



## THE BOARD OF DIRECTORS



Patrick Bellaiche  
TAKE-TWO INTERACTIVE

Philippe Lavoué  
NINTENDO

John Bert  
FOCUS HOME INTERACTIVE

Jérôme Le Grand  
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# THE MEMBERS OF SELL

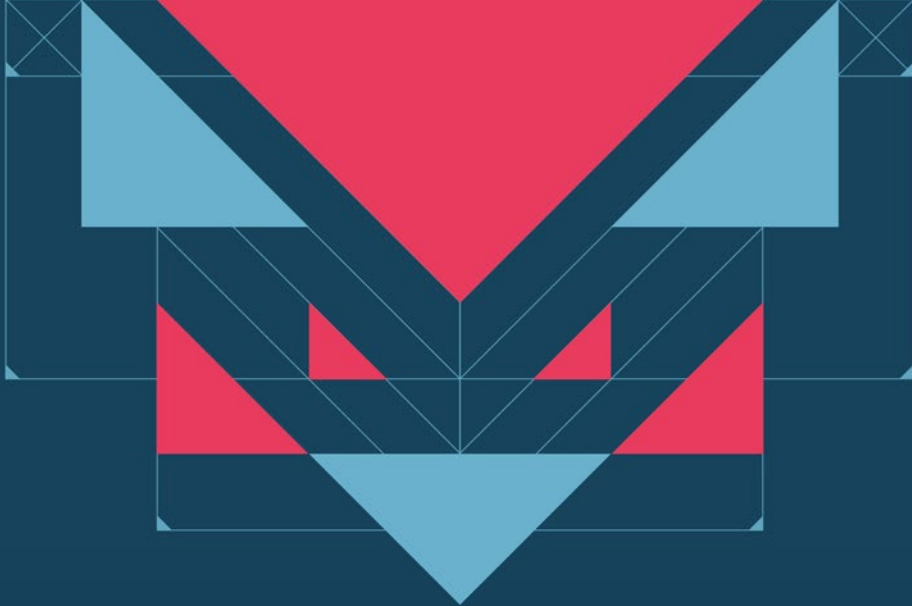


## About the GfK Group

GfK provides reference information about markets and consumer behaviour. Over 13,000 market survey experts combine their passion with 80 years of experience in data analysis. With its global vision, GfK provides local insight to over 100 countries. Using innovative technologies and the latest in market analysis, GfK transforms Big Data into Smart Data, enabling its customers to improve their competitive edge and enrich consumer experiences and choices. To find out more, visit [gfk.com](http://gfk.com) and follow us on [twitter.com/GfK\\_en](https://twitter.com/GfK_en).

## About the SELL "French public and Video gaming" survey

The "French public and Video gaming" survey was carried out by GfK for SELL with the aim of measuring and understanding video game use and purchases in France. For this survey, a panel of 1,002 people aged 10 to 65 were interviewed in October 2015.



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