A redistribution model...

14.3bn

of which almost 95% were redistributed:

of stakes in 2016
66.6% to the winners, €9.5bn
21.8% to the community, €3.1bn
6.1% to the distribution network, €877M
5.5% to allow FDJ® to create innovative and entertaining games

+ €609M of sales compared to 2015

CAPITAL

72% State
20% Former issuers of National Lottery tickets*
5% La Française des Jeux employee's mutual fund
3% Soficoma (Grouping of broker-agents)

* including: Union des Blessés de la Face et de la Tête (9.2%), Fédération Maginot (4.2%), IDSUD (2.6%), Confédération des débitants de tabac (2%), Mutuelle du Trésor (1%), Comalo (0.6%), Emissions Berger (0.4%).
26
millions players
in 2016*

*players over 18
CUSTOMERS

Players there once again

- 20.3 million draw-games players
- 18.7 million scratch card players
- 2.8 million express game players
- 3.5 million sports bettors
- €10.6 average weekly stake per player
Record prizes

€66M win at Euro millions – My Million game

€16M record LOTO® win on fdj.fr
Players with different profiles

50% men
50% women

17% in the Paris region
83% elsewhere in France

37% regular players
33% occasional players
30% monthly players
A diverse and ...
... attractive product range

<table>
<thead>
<tr>
<th></th>
<th>Percentage Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scratch and Interactive Games vs. 2015</td>
<td>+7%</td>
</tr>
<tr>
<td>New more fun, interactive games where the players make their own choices</td>
<td>6</td>
</tr>
<tr>
<td>Increase in sports betting vs. 2015</td>
<td>+11%</td>
</tr>
</tbody>
</table>
1st local network

in figures

31,100

points of sale

in + 12,000 towns and villages
(6,708 of them in the only village shop)

Consolidation of the distribution network

in France

Physical network

Consolidation of the distribution network

10
12,000 new equipment items rolled out (furniture and display)

€718M paid to retailers, i.e. +4% vs. 2015

Increase in commissions

In Figures

PHYSICAL NETWORK
Digitisation is gaining ground

+65% growth in digital sales vs. 2015

+€900M of sales, i.e. 6.5% of bets
Human Resources and diversity: a reality

2,137
Group employees
(of which 1293 FDJ)

44% women

56% men

6.51% employment of people with disabilities*

+4% women in managerial positions*

38% women managers
FDJ vs. 34% in 2015

42% older employees**

* Rate valid only for FDJ.
** In FDJ, 45 years or older on 31 12 2016.
Looking towards the future

2
new games developed with Asmodee, 2nd European games publisher
(Splendor and L’Or des Caraïbes)

6
incubation cells* in 2016

€15M
put into two innovation investment companies, Partech Ventures and Raise

* Inspired by the way of working of start-ups, they focus on the creation of disruptive products and services.
FDJ Gaming Solutions

new brand offering content and technology to foreign lotteries
Leading partner...

+€220M
allocated in 2016 to the CNDS (National Centre for Sport Development), 80% of its budget

≈ €150M
Contribution to the construction and the renovation of football grounds that hosted the UEFA EURO 2016™ (2015-2016)

1st
Leading official partner of the Paris bid for the 2024 Olympic and Paralympic Games

A FAITHFUL PARTNER
of the French Federations of Handball, Volleyball, Basketball, the Professional Football League, of CPSF* and CNOSF**
*French Paralympic and Sports Committee
**French National Olympic and Sports Committee
SPORT

... of French sport

LAUNCH

of the “Sport pour Elles” programme in favour of women’s sport sponsor of the FDJ – Nouvelle Aquitaine – Futuroscope women’s team in 2017

25 years

of the Challenge programme of the FDJ Corporate Foundation® in favour of young high-level athletes

+400

victories since the creation of the cycling team in 1997

20 years

of the men’s cycling team in 2017
A RESPONSIBLE...

TRUSTWORTHY
99.9% of points of sale have been inspected to check compliance with the security and Responsible Gaming procedures.

SOLIDARITY
The FDJ Corporate Foundation® has supported nearly 200 associations with an annual budget of €3.8M.
COMMITTED
A benchmark operator in the field of Responsible Gaming, FDJ is certified by the AFNOR in compliance with the Responsible Gaming standards of European lotteries with a 100% score on all the criteria.

PIONEERING
FDJ, a sports partner, has created with the CNOSF (French National Olympic and Sports Committee), OSR guidelines dedicated to the world of sport with 20 principles of action to promote best practice in relation to responsibility for sports organisations.

... CORPORATE MODEL
The 2016 financial elements mentioned herein have not yet been audited.
This brochure is printed on FSC-certified, 100% recycled paper. The printer is Imprim’Vert-certified.
FDJ® is a registered trademark of La Française des Jeux. 2016 quantified data.