



Guillemot Corporation S.A. 2022 Annual Results

March 24th, 2023

Microsoft Teams meeting



In order to facilitate a pleasant, comfortable and interactive meeting, we would be very pleased to:

- See you via webcam! Please enable your webcam, if possible 😊
- However, please disable your microphone until the Q&A session.

To ask questions:

- Use the “**Raise your hand**” feature in Microsoft Teams, at the top of the screen.
- Enable your microphone.

 **Should you experience any connection issues, please contact**
DSISUPPORT@guillemot.fr



- **Significant events for the Group in Year 2022**
- **Annual 2022 key figures**
- **Presentation of consolidated financial statements at December 31st, 2022**
- **New products**
- **Prospects for 2023/2024**

ABOUT US





ABOUT US



Interactive entertainment hardware and accessories

- **1984:** Creation of **GUILLEMOT CORPORATION**, a French group designing and manufacturing **interactive entertainment hardware and accessories**
- **1998:** Guillemot Corporation is listed on the **Paris Stock Exchange**
- **1999: Acquisition of international brands**



Interactive entertainment hardware and accessories.



Video game accessories including car racing and flight simulation products, gamepads and gaming headsets.

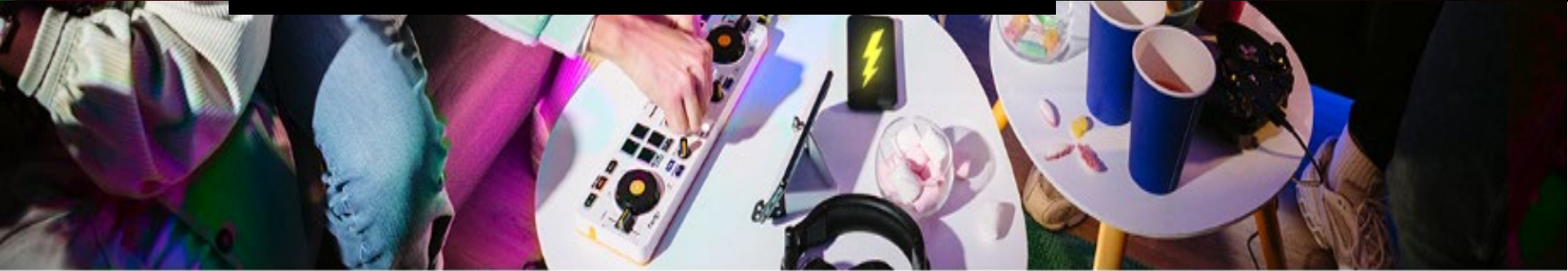


- ❑ Products distributed in **150 countries worldwide.**
- ❑ **Operations in eleven countries:** France, Germany, Great Britain, the United States, Canada, Spain, Italy, Belgium, Romania, the Netherlands and China (Shanghai, Hong Kong and Shenzhen).
- ❑ **Four cutting-edge Research and Development centers:** based in France, Canada, Romania and China.





About Hercules





Controllers



DJ Speakers



DJ Headphones



Party



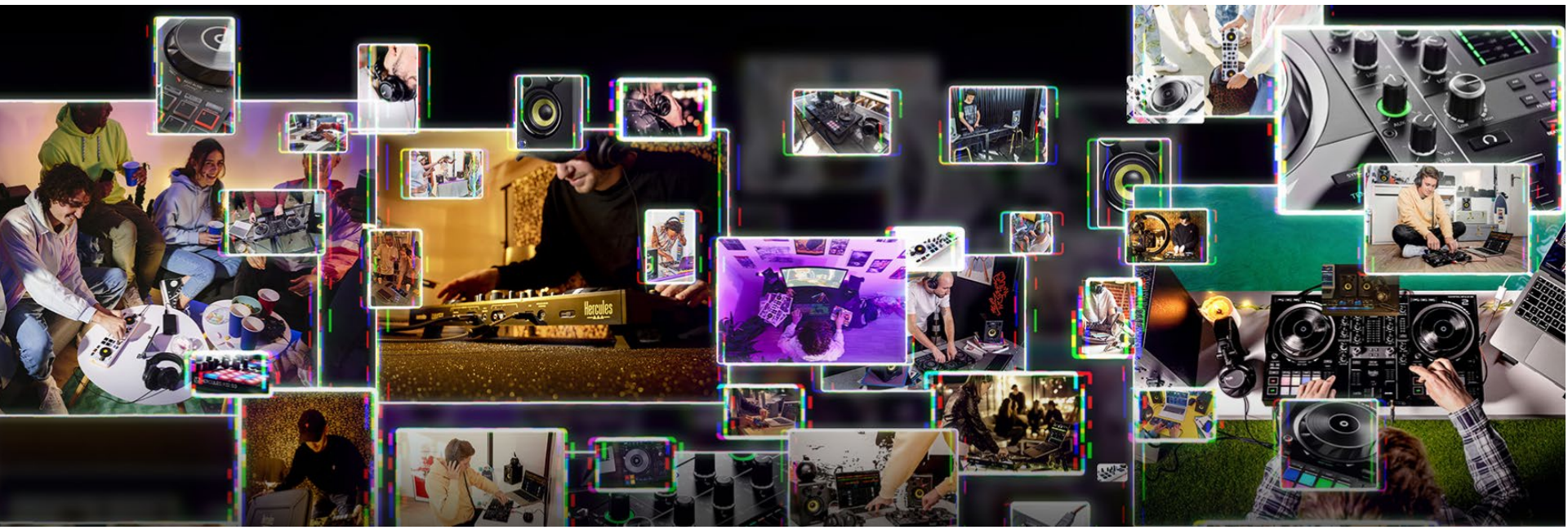
Software

Hercules



ABOUT US

DJing for everyone: helping people get started, and have lots of fun as they sharpen their skills.



THRUSTMASTER®

RACING |



FLYING |



CONTROLLERS |



HEADSETS |





For almost thirty years now, Thrustmaster has been developing state-of-the-art video game accessories to satisfy and entertain every type of gamer.

With its know-how and technological expertise, Thrustmaster creates products specially designed for highly-precise gaming experiences, ensuring total immersion and enhanced realism across a wide variety of platforms.

Strong Licenses

Microsoft



Sony



Ferrari



Gran Turismo



U.S. Air Force



Airbus



Boeing



The trust of our partners enables us to obtain quality licenses and to offer upmarket products for brand-conscious gamers.



Significant events for the Group in 2022



❑ **6% growth of consolidated turnover in full-year 2022, to €188 million (vs. €176.8 million):**

- ❖ *39% growth at Hercules in the Hercules DJ range*
- ❖ *5% growth at Thrustmaster in the Racing and Flight sim accessories*

❑ **Net operating income up 4% at €34.2 million**

❑ **Net debt negative, amounting to -€21.3 million**

❑ **Net cash flows from operating activities: +€32.8 million**

❑ **€8.4 million invested in research and development in 2022, equating to 4.5% of the full-year consolidated turnover**

❑ **Buyback of 200,000 treasury shares during second half 2022**



Presentation of consolidated financial statements at December 31st, 2022

Hercules
—▲▲▲—

THRUSTMASTER®



Key figures

(€m)	Dec 31, 2022	Dec 31, 2021	Change
January 1, 2022 – December 31, 2022			
Turnover	188.0	176.8	+6%
Thrustmaster	175.5	167.8	+5%
Hercules	12.5	9.0	+39%
Net income from ordinary activities	34.2	33.0	+4%
Net operating income	34.2	33.0	+4%
Net financial income*	-6.7	-16.4	-
Corporate income tax	-7.2	-2.9	-
Consolidated net income	20.4	13.7	+49%
Basic earnings per share	1.33€	€0.90	+48%

* Net financial income includes the cost of net financial debt as well as other financial income and expenses.

Balance sheet items

(€ m)	31/12/2022	31/12/2021
Shareholders' equity	104.4	90.4
Inventories	57.2	40.9
Net debt *	-21.3	-5.2
Current Financial assets (AFS securities portion)	11.7	19.1

* Available-for-sale (AFS) securities are not taken into account when calculating net debt.



■ Turnover by activity

(in € millions)	31.12.2022	31.12.2021	Change
Hercules	12.5	9.0	+39%
Digital peripheral devices	12.2	8.1	+51%
OEM *	0.3	0.9	-67%
Thrustmaster	175.5	167.8	+5%
Gaming accessories product lines	175.5	167.8	+5%
TOTAL	188.0	176.8	+6%

* Accessories developed to accompany products of third-party companies (Original Equipment Manufacturer).

■ Turnover by geographic region

(in € millions)	31.12.2022	31.12.2021	Change
European Union and United Kingdom	93.5	93.6	0%
North America	54.8	49.9	10%
Other	39.7	33.3	19%
TOTAL	188.0	176.8	6%



Statement of income at December 31st, 2022



(€k)	Dec 31, 2022	Dec 31, 2021
Net turnover	188,047	176,755
Purchases	-105,064	-102,391
External expenses	-31,931	-31,372
Employee expenses	-14,421	-12,825
Taxes and duties	-806	-714
Additions to amortization and depreciation	-5,444	-4,453
Additions to provisions	-2,206	-2,226
Change in inventories	18,553	21,782
Other income from ordinary activities	289	341
Other expenses from ordinary activities	-12,774	-11,898
Net income from ordinary activities	34,243	32,999
Other operating income	0	0
Other operating expenses	0	0
Net operating income	34,243	32,999
Income from cash and cash equivalents	135	12
Cost of gross financial debt	100	124
Cost of net financial debt	35	-112
Other financial income	706	0
Other financial expenses	-7,397	-16,293
Corporate income tax	-7,235	-2,887
Net income before minority interests	20,352	13,707
O/w net income from discontinued operations	0	0
Attributable to minority interests	0	0
Net income attributable to equity holders of the parent	20,352	13,707
Basic earnings per share	1.33	0.90
Diluted earnings per share	1.34	0.89



Balance sheet at December 31st, 2022



ASSETS

(€k)	Dec 31, 2022	Dec 31, 2021
	*	
Goodwill on acquisitions	0	0
Intangible assets	23,276	16,176
Property, plant and equipment	8,184	5,176
Financial assets	668	473
Tax assets	495	359
Deferred tax assets	4,267	5,312
Non-current assets	36,890	27,496
Inventories	57,203	40,925
Trade receivables	34,743	59,872
Other receivables	4,079	6,609
Financial assets	11,723	19,118
Current tax assets	318	157
Cash and cash equivalents	35,245	12,027
Current assets	143,311	138,708
Total assets	180,201	166,204



LIABILITIES AND EQUITY (€k)	Dec 31, 2022	Dec 31, 2021
Capital (1)	11,771	11,771
Premiums (1)	10,551	10,551
Reserves and consolidated income (2)	81,645	67,411
Currency translation adjustments	438	693
Group shareholders' equity	104,405	90,426
Minority interests	0	0
Consolidated shareholders' equity	104,405	90,426
Employee benefit liabilities	1,586	1,377
Borrowings	8,345	2,096
Other liabilities	0	0
Deferred tax liabilities	14	0
Non-current liabilities	9,945	3,473
Trade payables	38,887	38,068
Short-term borrowings	5,636	4,770
Taxes payable	2,437	2,725
Other liabilities	18,734	26,684
Provisions	157	58
Current liabilities	65,851	72,305
Total liabilities and equity	180,201	166,204

(1) Of the consolidating parent company.

(2) Of which net income for the period: €20,352k.



Cashflow table at December 31st, 2022



(€k)	Dec 31, 2022	Dec 31, 2021
Cash flows from operating activities		
Net income from consolidated companies	20,352	13,707
+ Additions to amortization, depreciation and provisions (except on current assets)	5,803	4,880
- Reversals of amortization, depreciation and provisions	-117	-23
-/+ Unrealized gains and losses arising from changes in fair value	7,395	15,877
+/- Expenses and income arising from stock options	550	50
-/+ Capital gains and losses on disposals	1	-7
Change in deferred taxes	1,057	-1,828
Operating cash flow after cost of net financial debt	35,041	32,656
Cost of net financial debt	35	112
Operating cash flow before cost of net financial debt	35,076	32,768
Currency translation adjustment on gross cash flow from operations	-295	23
Inventories	-16,278	-20,314
Trade receivables	25,129	-31,627
Trade payables	818	7,061
Other	-11,612	8,205
Change in working capital	-1,943	-36,675
Net cash flows from operating activities	32,803	-3,996
Cash flows from investing activities		
Acquisitions of intangible assets	-4,974	-3,324
Acquisitions of property, plant and equipment	-2,961	-2,115
Disposals of property, plant and equipment and intangible assets	19	8
Acquisitions of non-current financial assets	-205	-8
Disposals of non-current financial assets	13	21
Net cash from acquisitions and disposals of subsidiaries	0	0
Net cash flows from investing activities	-8,108	-5,418



(€k)	Dec 31, 2022	Dec 31, 2021
Cash flows from financing activities		
Increases in capital and cash injections	0	0
Buybacks of treasury shares	-2,629	0
Dividends paid	-3,813	-3,818
Borrowings	10,098	1,328
Repayment of shareholders' current accounts	0	0
Repayment of borrowings	-4,578	-5,120
Repayment of principal and interest on lease liabilities (IFRS 16)	-631	-222
Other cash flows from financing activities	57	0
Total cash flows from financing activities	-1,496	-7,832
Impact of foreign currency translation adjustments	20	239
Change in cash	23,219	-17,007
Net cash at the beginning of the period	12,006	29,013
Net cash at the end of the period	35,225	12,006



New Hercules products

HERCULES DJ CONTROLLERS RANGE

US\$ 99.99
€79.99
£69.99

\$109.99
€99.99
£89.99

US\$ 129.99
€119.99
£109.99

US\$ 199.99
€219.99
£199.99

US\$ 299.99
€299.99
£279.99



DJControl Mix



DJControl Starlight



**NEW - EXCLUSIVITY
LAUNCH Q4 2022 / Q1 2023**



DJControl Inpulse 300

DJUCED



DJControl Inpulse 200

DJUCED

**NEW - LAUNCH Q1 2023
\$199.99 / €199.99 / £179.99**



DJControl Inpulse 300 MK2

DJUCED



DJControl Inpulse 500

DJUCED



LIMITED EDITION

US\$ 449.99
€399.99
£379.99



DJUCED





Our Objectives



2023 Hercules Objectives

1

STRENGTHEN OUR RANGE – Attract new aspiring DJs

2

UPSCALE OUR RANGE – Accompany advanced-beginner DJs



ATTRACT NEW ASPIRING DJs

THE IMPULSE **MK2** RANGE

CONFIDENTIAL INFORMATION



DJCONTROL IMPULSE 200 MK2



**START
EASY**
become a DJ

- Choose the right controller to **start DJing**
- **Train your ears** and learn to **beatmatch manually** with the built-in **dynamic guide lights**
- Mix with **Serato DJ Lite** and **DJUCED®**
- Learn from the **DJ Academy tutorials**
- Separate tracks into **stems** to make mashups
- **Mix tracks** from **Beatport LINK**, **Beatsource LINK**, **SoundCloud Go+** and **TIDAL** streaming services
- Mix and scratch with confidence, have fun and improve your skills!

Hercules

TURN IT UP

WORLD-EXCLUSIVE REVEAL
OF OUR NEXT DJ CONTROLLER

Featuring Craze, Miss Ninja, and other guest performances

Thursday, April 13 -
Saturday, April 15, 2023

Anaheim Convention Center
Hercules Booth: 10924
AM&S Booth: 11110

The NAMM Show

hercules.com



New Thrustmaster products

THRUSTMASTER®

Flight simulation accessories

Racing wheels

Gamepads

Esports





THRUSTMASTER®

FLIGHT SIMULATION ACCESSORIES





Overall joysticks market in the United States

(Consoles + PC): 2022

In the United States, the American joysticks market grew **61.6% by value to USD 36.2 million and 39.47% by volume.**

THRUSTMASTER®

Thrustmaster grew **33.9% by value and 19.52% by volume** and is **Number One by value and by volume** during the period.

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Overall joysticks market in Europe

(Consoles + PC): 2022

In the five leading European countries, the joysticks market grew **6.7% by volume** and **7.4% by value**.

Thrustmaster grew 7.4% by volume and 3.1% by value.

Thrustmaster is still Number One by volume and by value.

Source: © GfK 2023. All rights reserved.





TCA Airbus Range on PC



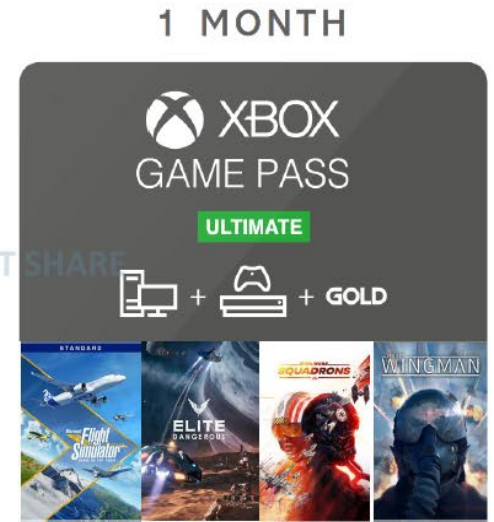
- 2021's Most Popular Flight Sim Hardware
- TOP 1 in volume: TCA Sidestick Airbus Edition

MODULAR
POPULAR
AIRBUS





Airbus Edition coming on Xbox Series X|S!



Plug & Play in Games





New ergonomic design



UPDATED BASE DESIGN & ELECTRONICS:

The Joystick has been reshaped to integrate all the new electronics. It remains ambidextrous.

CONFIDENTIAL – THRUSTMASTER SALES DEPARTMENT – DO NOT SHARE



ENHANCED THROTTLE:

The throttle built into the base of the joystick has been improved so that the detent is stronger and offers a better feeling.



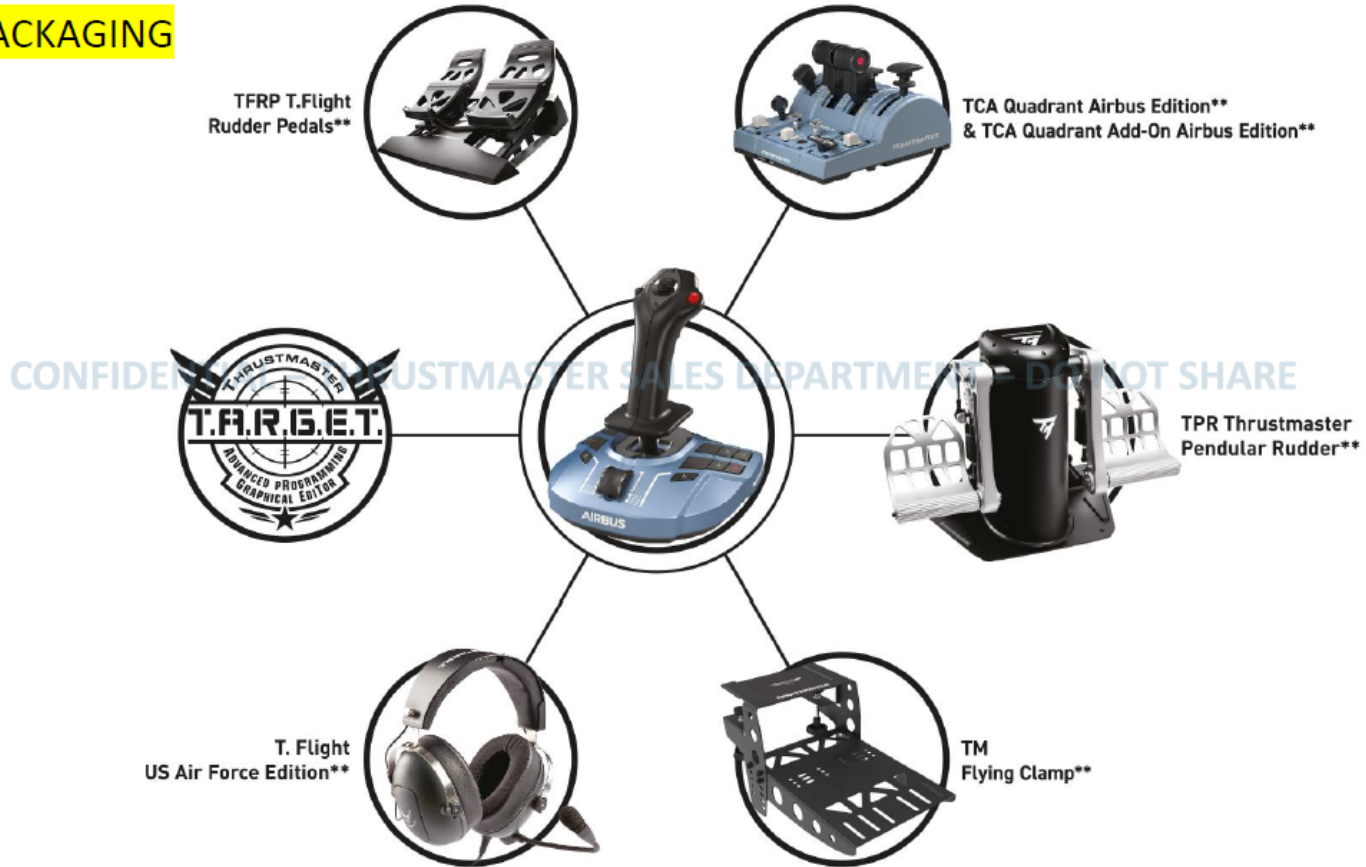
XBOX ACTION BUTTONS

Improved ergonomics, ambidextrous share buttons, improved feeling push buttons



Reinforcement of the ecosystem on Xbox!

ON THE PACKAGING



The new TCA Sidestick X Airbus Edition is a new lever for ecosystem on Xbox





RACING WHEELS



Overall racing wheels market in the United States*

(Consoles + PC): 2022

During the year 2022, the American racing wheels market
grew 10.9% by value to USD 127.8 million.

Thrustmaster sales: -5.28% by value

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Overall racing wheels market in Europe

(Consoles + PC): 2022

In the five leading European countries (France, Germany, the UK, Italy and Spain), the racing wheels market **grew 4.6%** by value to **€165.4 million**.

Thrustmaster sales: **+17.9% by value**.

Thrustmaster was number two by value with 30.7% market shares.





GET YOUR FIRST DRIVING THRILLS



Dynamic force feedback:

Feel the fun & intuitive race sensations (track's surface feel, loss of grip, bumps, vehicle's weight.) with hybrid mechanism belt/gears system

Modern & versatile wheel design:

25,5cm lightweight wheel for velocity and versatility in all types of racing simulation

270° to 90° rotation:

Automatically adjusts according to the vehicle used in game

Playstation version looks similar



T128: READY TO PLAY



1 MONTH

XBOX
GAME PASS

ULTIMATE



1 month subscription included with all T128 Xbox version



GAMEPADS

ESWAP FAMILY





THRUSTMASTER®

eSwapXR
PRO CONTROLLER

**FORZA
HORIZON 5**





Hit the road and discover Mexico with **ESWAP XR PRO CONTROLLER** decked out in the colors of Forza Horizon 5. Slip on your racing gloves and put the pedal to the metal with this **officially-licensed Xbox and Forza Horizon 5 gamepad**: You'll really feel like you're driving, thanks to a truly game-changing experience with the new RACING WHEEL MODULE included with ESWAP XR PRO CONTROLLER FORZA HORIZON 5 EDITION. With the module's re-centering system and 95° rotation angle, you'll experience a whole new level of immersion — with incredible control of your turns and drifting.

Officially licensed by



Incorporates software licensed from Immersion Corporation.



Microsoft, the Xbox Sphere mark, the Series X logo, Series S logo, Xbox One, Xbox Series X, Xbox Series S, and Xbox Series X|S are trademarks of the Microsoft group of companies.



Forza Horizon, Forza Motorsport Design





FOR THE FANS

Customized gamepad
with the colors of FORZA
HORIZON 5

GAME-CHANGING IMMERSION

Racing wheel module
with re-centering system

RELOAD, RESTART, SUSTAIN

Modular gamepad with
T-MOD technology

BECOME AN ACE AT THE WHEEL

Next-generation S5 NXG
mini-sticks

EXTRAORDINARY RESPONSIVENESS

The mechanical buttons
are 64% faster than
standard membrane-
based buttons

PLUG & PLAY

the D-pad inputs are
automatically assigned to
the four rear buttons





The ESWAP CUP is back! 🐻

This tournament co-organised with the French Twitch streamer **Wingo_Bear** (113k Twitch followers) will take place on March 25th and 26th. The ESWAP CUP 2 has been announced on Twitter by Thrustmaster and Wingo-Bear (check the [trailer in his publication](#)) and during a [Twitch live](#) in front of nearly 1200 viewers.

Last year, players from the entire world participated in this open tournament.



Thrustmaster Official
@TMThrustmaster

L'ESWAP CUP by @Wingo_Bear, c'est reparti !

Rendez-vous les 25 et 26 Mars pour une nouvelle compétition @Trackmania aux couleurs de l'ESWAP Family 🐻

Infos et inscriptions ➡ discord.gg/t8XhUHB



12:30 PM · 4 mars 2023 · 8 810 vues



BRAND and ESPORTS /INFLUENCERS presentation



E-SPORTS

Iconic partners

Ferrari Esports

With Ferrari's Esports division and also as technical partner of the Ferrari Esports Series for the 3rd year. The result is an important visibility in competitions, communication channels, apparel, cars liveries, on track branding and Ferrari Esports divers promoting our products.



Le Mans Virtual Series

Thrustmaster is working closely with 24H Le Mans on its Esports involvement for some years. The journey together continues with the Le Mans Virtual Series.

Great visibility and coverage for our brand (around the track, on some partners cars and on all the official communication tools) with the final raced on the iconic Le Mans track!



FIA Rally Star

Thrustmaster is the official partner of the «FIA Rally Star» program, run by the FIA (Fédération Internationale de l'Automobile) to detect the future star of the Rally in real life. This program is worldwide running over several years.

This goes through a first digital phase during which Thrustmaster racing rally products are used in all physical events.



GT Sport World Tour

Thrustmaster, thanks to its T-GT and T-GT II is since 2018 the main hardware provider of the GT World Tour competitions (Nations Cup and Manufacturers series) and of its entrants qualified for these competitions, the GT Competitors.

Thrustmaster products were used on stage for the regionals and world finals and were sent worldwide to the competitors! VIP and Media also get the chance to test them during these events.



Wide range of sponsored teams !

Flying

In Flying, few Esports competitions are taking place. Working with Aerobatics virtual teams enables to introduce maneuvers skills, team spirit and presence in virtual and real international Airshows:

- Virtual Red Arrows (UK)
- EDAV (Brazil)
- Virtual Snowbirds (Canada)

Racing

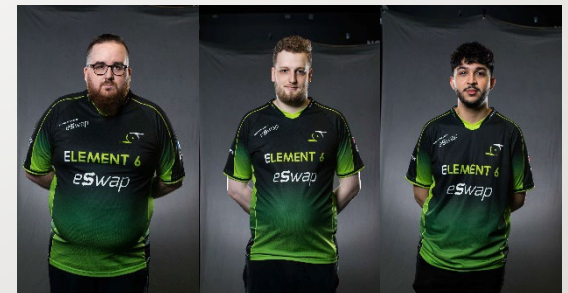
In racing there are plenty of competitions and therefore of players. Thrustmaster has always made a point to partner with the right ones to fly its colors:

- Virtual Drivers by Tx3 (International)
- Prima Esports (France)
- Arnage Competition (Benelux)
- Inspeed (China)
- Hipole (China)

Eswap

In the controller range, there are a huge number of competitions taking place on a huge number of different games. Recently, we have been represented on Rocket League and Apex Legends:

- EndPoint (Rocket League – UK/International)
- Element 6 (Apex Legends – UK/International)



E-athletes: talented individuals from all around the world!

Thrustmaster is the proud sponsor of E-Athletes and ambassadors that are using our products to express their talents in major international competitions for great visibility for our brand and that are also giving their inputs for continuous improvements of our developments:

- 14 E-athletes and 3 ambassadors
- From 3 continents
- Of 12 nationalities
- From 16 to 52 years old
- Having clinched 10 titles of World and Sub world champions

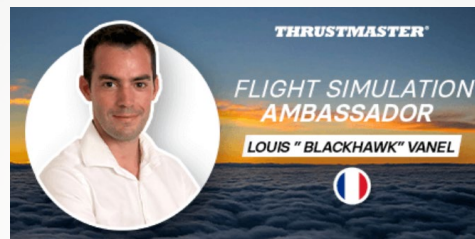


Main influencers

Racing



Flying



Eswap



and more...

“Rockets”

The 2022 - 2023 Rockets program aims to support and foster the involvement of young women in high-level gaming, so that they're on a level playing field with men — whether as content creators, or in competitions.: a group of extremely talented young women with different backgrounds, internationally-based and now using all of our key product lines:

- “AnaOnAir” — Racing — France
- “Love46” — Racing — Kazakhstan
- Yona “ONLY” — Racing — Belgium
- “Mint” — Flightsim — Germany
- Nerea “DFREEZEGIRL” — ESWAP X — Spain
- Eliza « ELZ » Indriani - Racing - Indonesia



THRUSTMASTER®

Esports events

RX Loheac 2022 (sept. 2- 4)

For the 1st time ever an area on site of the famous real life Rallycross of Loheac (France) was dedicated to the sim racing experience and Thrustmaster was the master of ceremony for a totally immersive and realistic experience in its dedicated 150sq meters area.



RIAT 2022 (July 15-17)

At the Royal Air Force military base in Fairford, UK, took place the RIAT (Royal International Air Tattoo), one of the world's major military air show that registered 200,000 visitors, 266 aircrafts and 1500 pilots and crew! Thrustmaster was on the RAF Esports booth with 9 cockpits .



ZRT Trackmania Cup (june 4)

Thrustmaster sponsored the ZRT Trackmania cup, an event that took place in front of more than 15,000 people on site and more than 120,000 viewers. 8 qualified duos (out of more than 2,000 registered) competed in an exceptional setting and the winner was one of our ambassador: Gwen



Strategic assessment and **development priorities**

The Group's investments in research and development enable it to remain at the cutting edge of technology and open up new market segments.

The Group is working on broadening the scope of its Hercules and Thrustmaster product ranges and is pursuing its strategy of shifting its products upmarket, for example by incorporating Direct Drive technology into its racing wheels and an innovative racing functionality into its gamepads.

The Group also aims to satisfy a more elite and passionate customer base in the flight-related segment, with plans to launch new high-end products in this category in the third quarter.

Hercules is finalizing the development of a new category of products that will expand the brand's sales. In the DJ market, Hercules will be unveiling a major new release at the forthcoming NAMM Show in America this April.



Prospects for 2023



Given a particularly unfavorable base effect compared with the first half of 2022, which was boosted by two major events (launch of the game *Gran Turismo 7* and release of the *Top Gun: Maverick* movie and DLC), and distribution networks' will to reduce inventory levels resulting in significant delays in restocking, 2023 is set to be a mixed year, with turnover sharply down in the first half but expected to grow in the second half.

The second half of 2023 will bring a strong crop of new racing games (*Forza Motorsport*, *Test Drive Unlimited Solar Crown*, a new *WRC* game by EA/Codemasters, *F1®23*, *The Crew®2 Season 8*, *Rennsport*, etc.), giving a significant boost to consumer needs in terms of racing accessories.

For fiscal year 2023, the Group now expects turnover of approximately €140 million and is targeting a net operating profit.

The potential offered by the Group's new product ranges provides good prospects for a return to significant growth as of 2024.



QUESTIONS AND ANSWERS





THANK YOU!