



# Guillemot Corporation S.A. 2023 Half-Year Results

September 29<sup>th</sup>, 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](mailto:DSISUPPORT@guillemot.fr)



- **Significant events for the Group in Half-Year 2023**
- **Half-Year 2023 key figures**
- **Presentation of consolidated financial statements at June 30<sup>th</sup>, 2023**
- **New products**
- **Prospects for 2023/2024**

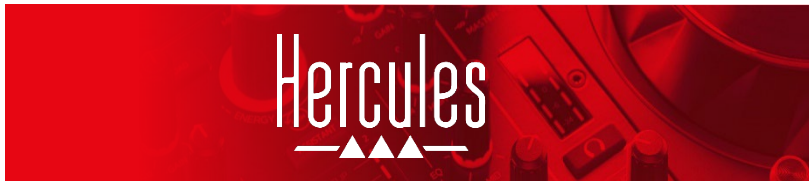


# GUILLEMOT CORPORATION



**Designer and manufacturer of interactive leisure equipment and accessories**

- 1984 – Creation of **GUILLEMOT CORPORATION**
- 1998 – Registered to the **Paris Stock Exchange**
- 1999 – **Acquisition of international brands**



**Audio Equipment Specialist**



**Video Game Peripheral Specialist**



Offer **high-performance, ergonomic** products which **maximize the enjoyment** of digital interactive entertainment for end users.



# Significant events for the Group in Half-Year 2023



- ❑ **51% decrease of consolidated turnover in half-year 2023, to €48.1 million (vs. €98.1 million) due to high levels of inventory in distribution channels:**
  - ❖ *4% growth for Hercules in the Hercules DJ range*
  - ❖ *54% decrease for Thrustmaster in the Racing and Flight sim accessories*
  
- ❑ **Consolidated net loss of €2.9 million**
- ❑ **Stable workforce**
- ❑ **Solid lineup and strong momentum in new products for year end**



# Presentation of consolidated financial statements at June 30<sup>th</sup>, 2023

Hercules  
—▲▲▲—

**THRUSTMASTER®**



## P&L items

## Key figures

First half (€ millions) January 1 – June 30, 2023	Jun 30, 2023	Jun 30, 2022
Turnover	48.1	98.1
Net income from ordinary activities	-3.9	25.0
Net operating income	-3.9	25.0
Net financial income	-0.1	-0.9
Corporate income tax	1.2	-6.0
Consolidated net income	-2.9	18.1
Earnings per share	-0.19€	€1.18

## Balance sheet items

(€m)	Jun 30, 2023	Dec 31, 2022
Shareholders' equity	98.0	104.4
Inventories	50.2	57.2
Net debt (excl. AFS securities) *	-11.5	-21.3
Current financial assets (AFS securities portion)	11.5	11.7

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





## ■ Turnover by activity

First half (€ millions) January 1 – June 30, 2023	June 30, 2023	June 30, 2022	Change
Thrustmaster gaming accessories	42.3	92.5	-55%
Thrustmaster total	42.3	92.5	-55%
Hercules digital devices	5.8	5.3	+9%
OEM	0.0	0.3	
Hercules total	5.8	5.6	+4%
<b>Total turnover</b>	<b>48.1</b>	<b>98.1</b>	<b>-51%</b>

## ■ Turnover by geographic region

(€m)	Jun 30, 2023	Jun 30, 2022	Change
European Union and United Kingdom	24.4	46.2	-47%
North America	15.5	29.7	-48%
Other	8.2	22.1	-63%
<b>TOTAL</b>	<b>48.1</b>	<b>98.1</b>	<b>-51%</b>



# Statement of income at June 30<sup>th</sup>, 2023



(€k)	Jun 30, 2023	Jun 30, 2022
<b>Net turnover</b>	<b>48,111</b>	<b>98,143</b>
Purchases	-19,996	-51,532
External expenses	-10,960	-14,682
Employee expenses	-8,360	-6,973
Taxes and duties	-299	-473
Additions to amortization and depreciation	-2,978	-2,562
Additions to provisions	-901	-790
Change in inventories	-6,256	10,407
Other income from ordinary activities	146	102
Other expenses from ordinary activities	-2,359	-6,626
<b>Net income from ordinary activities</b>	<b>-3,852</b>	<b>25,014</b>
Other operating income	0	0
Other operating expenses	0	0
<b>Net operating income</b>	<b>-3,852</b>	<b>25,014</b>
Income from cash and cash equivalents	319	17
Cost of gross financial debt	-53	-43
<b>Cost of net financial debt</b>	<b>266</b>	<b>-26</b>
Other financial income	0	0
Other financial expenses	-380	-900
Corporate income tax	1,050	-6,020
<b>Net income before minority interests</b>	<b>-2,916</b>	<b>18,068</b>
O/w net income from discontinued operations	0	0
Attributable to minority interests	0	0
<b>Net income attributable to equity holders of the parent</b>	<b>-2,916</b>	<b>18,068</b>
Basic earnings per share	-€0.19	€1.18
Diluted earnings per share	-€0.19	€1.17



# Balance sheet at June 30<sup>th</sup>, 2023



<b>ASSETS</b>	<b>Net</b>	<b>Net</b>
<b>(€k)</b>	<b>Jun 30, 2023</b>	<b>Dec 31, 2022</b>
Goodwill on acquisitions	0	0
Intangible assets	24,079	23,276
Property, plant and equipment	8,505	8,184
Financial assets	617	668
Tax assets	351	495
Deferred tax assets	5,403	4,267
<b>Non-current assets</b>	<b>38,955</b>	<b>36,890</b>
Inventories	50,183	57,203
Trade receivables	25,527	34,743
Other receivables	4,562	4,079
Financial assets	11,488	11,723
Current tax assets	3,011	318
Cash and cash equivalents	22,453	35,245
<b>Current assets</b>	<b>117,224</b>	<b>143,311</b>
<b>Total assets</b>	<b>156,179</b>	<b>180,201</b>



## LIABILITIES AND EQUITY

(€k)	Jun 30, 2023	Dec 31, 2022
Capital (1)	11,617	11,771
Premiums (1)	8,077	10,551
Reserves and consolidated income (2)	77,810	81,645
Currency translation adjustments	521	438
<b>Group shareholders' equity</b>	<b>98,025</b>	<b>104,405</b>
Minority interests		
<b>Consolidated shareholders' equity</b>	<b>98,025</b>	<b>104,405</b>
Employee benefit liabilities	1,683	1,586
Borrowings	6,691	8,345
Other liabilities	0	0
Deferred tax liabilities	15	14
<b>Non-current liabilities</b>	<b>8,389</b>	<b>9,945</b>
Trade payables	28,933	38,887
Short-term borrowings	4,235	5,636
Taxes payable	599	2,437
Other liabilities	15,967	18,734
Provisions	31	157
<b>Current liabilities</b>	<b>49,765</b>	<b>65,851</b>
<b>Total liabilities and equity</b>	<b>156,179</b>	<b>180,201</b>

(1) Of the consolidating parent.

(2) Of which net loss for the period: €2,916k



# Cashflow table at June 30<sup>th</sup>, 2023



(€k)	Jun 30, 2023	Jun 30, 2022
<b>Cash flows from operating activities</b>		
Net income from consolidated companies	-2,916	18,068
+ Additions to amortization, depreciation and provisions (except on current assets)	3,195	397
- Reversals of amortization, depreciation and provisions	-1,399	-24
-/+ Unrealized gains and losses arising from changes in fair value	235	519
+/- Expenses and income arising from stock options	265	325
-/+ Capital gains and losses on disposals	66	0
Change in deferred taxes	-1,135	2,066
<b>Operating cash flow after cost of net financial debt</b>	<b>-1,689</b>	<b>21,351</b>
Cost of net financial debt	-266	26
<b>Operating cash flow before cost of net financial debt</b>	<b>-1,955</b>	<b>21,377</b>
Currency translation adjustment on gross cash flow from operations	0	131
Inventories	7,020	-10,068
Trade receivables	9,216	21,574
Trade payables	-9,953	3,096
Other	-7,341	-2,479
<b>Change in working capital</b>	<b>-1,058</b>	<b>12,123</b>
<b>Net cash flows from operating activities</b>	<b>-2,747</b>	<b>33,605</b>
<b>Cash flows from investing activities</b>		
Acquisitions of intangible assets	-2,738	-2,320
Acquisitions of property, plant and equipment	-817	-1,327
Disposals of property, plant and equipment and intangible assets	0	19
Acquisitions of non-current financial assets	-122	-150
Disposals of non-current financial assets	173	8
Net cash from acquisitions and disposals of subsidiaries	0	0
<b>Net cash flows from investing activities</b>	<b>-3,504</b>	<b>-3,770</b>





(€k)	Jun 30, 2023	Jun 30, 2022
<b>Cash flows from financing activities</b>		
Increases in capital and cash injections	0	0
Dividends paid	-3,761	-3,813
Borrowings	0	0
Repayment of borrowings	-3,148	-2,463
Impact of IFRS 16 adoption	436	-274
Other cash flows from financing activities	-108	0
<b>Total cash flows from financing activities</b>	<b>-6,581</b>	<b>-6,550</b>
<b>Impact of foreign currency translation adjustments</b>	<b>51</b>	<b>147</b>
<b>Change in cash</b>	<b>-12,781</b>	<b>23,432</b>
Net cash at the beginning of the period	35,225	12,006
Net cash at the end of the period	22,444	35,438

# HERCULES: IT'S YOUR TURN!



## Hercules DJ | It's Your Turn



**Hercules Audio**  
40,2 k abonnés

**S'abonner**

89

Partager

Enregistrer

**-DJING TO EVERYONE,  
FOR THOSE WHO WANT TO START TO DJ  
& PROGRESS WITH FUN-**

1

**STRENGTHEN OUR RANGE** – Attract new aspiring DJs

2

**UPSCALE OUR RANGE** – Accompany advanced-beginner DJs

3

**DIVERSIFY OUR GLOBAL OFFER** – Enter the STREAM category

A black and white photograph of a DJ performing at a live event. The DJ is wearing a grey hoodie and white gloves, and is seen from the waist down, standing behind a DJ booth. The booth is equipped with Hercules DJNG equipment, including a Serato DJUCED controller with two turntables, a laptop, and a microphone. The background shows a crowd of people, suggesting an outdoor festival or club setting. A red semi-transparent banner is overlaid across the middle of the image, containing the Hercules DJNG logo and text.

Hercules  
▲▲▲  
DJNG

# HERCULES DJ CONTROLLERS RANGE

DJ Control Mix



\$109.99 / €99.99 / £79.99

DJ Control Inpulse 200 MK2



DJUCED serato DJ Lite

\$129.99 / €119.99 / £99.99

DJ Control Inpulse 300 MK2



DJUCED serato DJ Lite

\$199.99 / €199.99 / £179.99

DJ Control Inpulse 500



DJUCED serato DJ Lite

\$ 299.99 / €299.99 / £269.99

DJ Control Inpulse T7



DJUCED serato DJ Lite

\$699.99 / €699.99 / £649.99

DJ Control Straight



serato DJ Lite

\$ 99.99 / €79.99 / £69.99

Control Mix EXCLUSIVE EDITION

Blue Edition



Orange E-shop



\$109.99 / €99.99 / £79.99

Inpulse 500 LIMITED EDITION



DJUCED serato DJ Pro

\$ 449.99 / €399.99 / £379.99

DJUCED

# IMPULSE 200 MK2

2023

THE RIGHT CONTROLLER TO START DJING

## DJCONTROL IMPULSE 200 MK2



- ◇ **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

**SRP: 119.99€ / \$129.99**

DJUCED

serato DJ Lite

Hercules

# IMPULSE 300 MK2

MASTER DJING TECHNIQUES WITH A HIGH-PERFORMANCE CONTROLLER

## DJCONTROL IMPULSE 300 MK2



- ◇ **Master DJing techniques** on a 2-deck, full-featured, high-performance DJ controller
- ◇ **Manually beatmatch** thanks to the built-in **light guides**
- ◇ **2 Software:** Djuced + Serato DJ Lite
- ◇ **Mix with tracks stored on your computer**, or from music streaming services (*Beatport ADVANCED, Beatsource, SoundCloud Go+ and TIDAL*)

**SRP: 199.99€ / \$199.99**

 DJUCED  serato DJ Lite



# 200 MK2 – 300 MK2 REVIEWS



**NEW!** HERCULES DJ INPULSE 300 MK2:  
21 k vues · il y a 8 mois

Sergei Rez

Es increíble que por 199€/199\$ haya controladores taaan comple

OPINIONES A PRIMERA VISTA Y PRECIO | REVIEW Z



Hercules DJControl Inpulse 200 MK2 DJ Controller...



2023

# DJLEARNING KIT 200 MK2

THE PERFECT ALL-IN-ONE KIT TO LEARN DJING



- ◇ DJControl Inpulse 200 MK2
- ◇ HDP DJ45 Headphones
- ◇ DJMonitor 32 Speakers

SRP: 219€ / \$239

 DJUCED  serato DJ Lite

**1**

**STRENGTHEN OUR RANGE** – *Attract new aspiring DJs*

**2**

**UPSCALE OUR RANGE** – Accompany advanced-beginner DJs

**3**

**DIVERSIFY OUR GLOBAL OFFER** – *Enter the STREAM category*



**THE WAY TO DISCOVER  
&  
MASTER TURNTABLISM**

# THE INPULSE T7

THE DJ CONTROLLER THAT HELPS YOU LEARN HOW TO SPIN ON VINYL

## DJCONTROL INPULSE T7



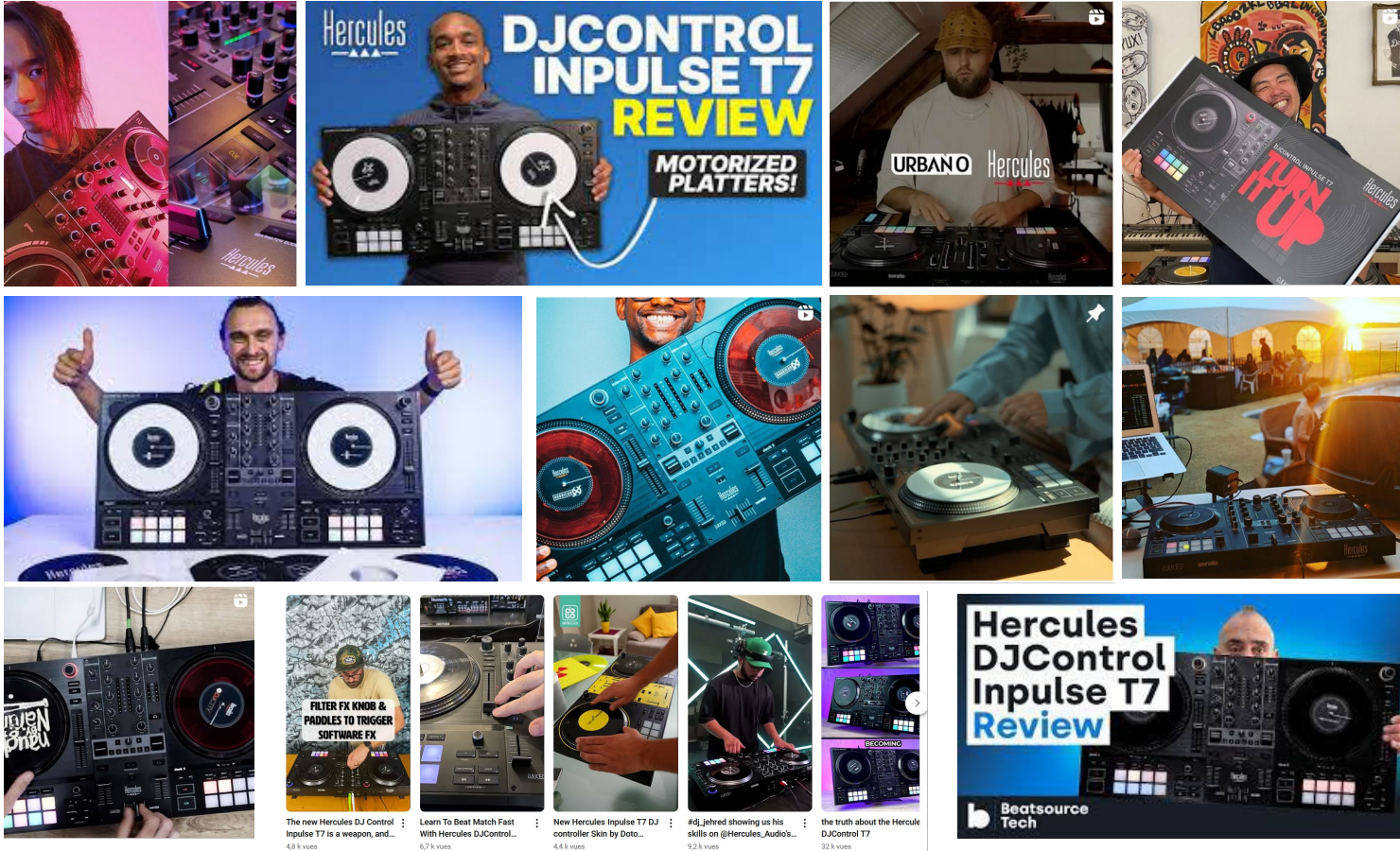
- ◇ **2 motorized platters** to practice DJing on vinyl
- ◇ **Separate replica vinyl record, felt slipmat and platter**, allowing you to remove the vinyl record
- ◇ **Easy to transport** weighs just 11 lb / 5 kg and features retractable feet, plus handles on the sides
- ◇ **Included software:** Serato DJ Lite and DJUCED®

**SRP: 699.99€ / \$699.99**

Ⓛ DJUCED

 serato DJ Lite

# STRONG PRESENCE ON SOCIAL MEDIA



# 200 MK2 – 300 MK2 REVIEWS



**NEW!** HERCULES DJ INPULSE 300 MK2:  
21 k vues · il y a 8 mois

Sergei Rez

Es increíble que por 199€/199\$ haya controladores taaan comple

OPINIONES A PRIMERA VISTA Y PRECIO | REVIEW Z



Hercules DJControl Inpulse 200 MK2 DJ Controller...



# T7 ACCESSORIES

## PREMIUM FADERS BOARD



- Increased **comfort and precision** while Djing and Scratching
- Higher **sturdiness** for Hip-Hop & Scratch performers

SRP: 79.99€ / \$79.99

## CARRYING BAG



SRP: 149.99€ / \$149.99

## SCRATCH SLIPMATS



- Slippy Slipmats adjusted for advanced **scratch moves**

SRP: 19.99€ / \$19.99



**1**

**STRENGTHEN OUR RANGE** – *Attract new aspiring DJs*

**2**

**UPSCALE OUR RANGE** – *Accompany advanced-beginner DJs*

**3**

**DIVERSIFY OUR GLOBAL OFFER** – *Enter the STREAM category  
End 2023*



Hercules

STREAMING

ENTER THE STREAM CATEGORY!

Hercules  
—▲▲▲—



Hercules  
—▲▲▲—

# HERCULES AUDIO AND GAMING LEGACY

1995



**Maxi Sound Home Studio**  
1st sound card with  
surround sound

1999



**Game Theater XP**  
High Quality  
External sound card



**3D Prophet**  
Gaming Graphic cards  
Nvidia Geforce embedded



**Muse**  
Home Cinema / MP3 / 3D  
Audio in games sound card

2003



**DJ Console**  
1st DJ controller with audio  
interface for PC

**Our past** speaks for our expertise and legitimacy on this new market.

# HERCULES TOMORROW



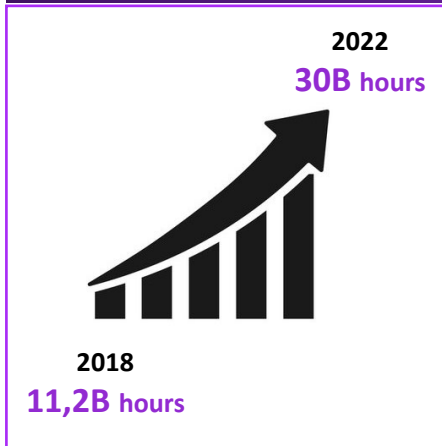
**PRODUCTS THAT ACCOMPANY STREAMERS FROM END TO END  
IN THE OPTIMAL MANAGEMENT OF THEIR AUDIO**

**TARGET LAUNCH OF STREAM RANGE: END 2023**

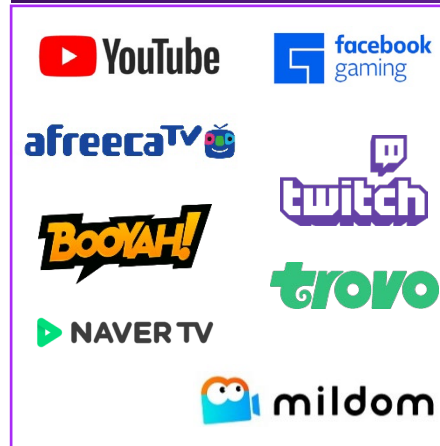
# STREAMING

Livestreaming is broadcasting media to an audience in real-time over the internet.

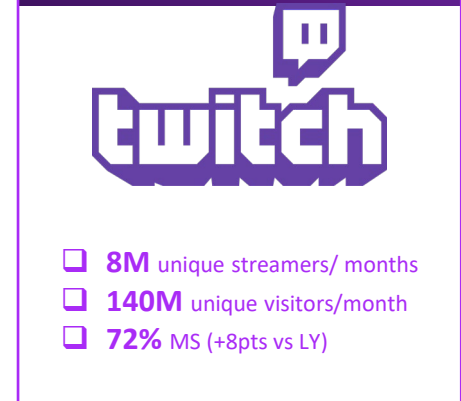
## A GROWING MARKET



## MANY ACTORS



## A LEADING PLATFORM





# New Thrustmaster products

THRUSTMASTER®

*Flight simulation accessories*

*Racing wheels*

*Gamepads*

*Esports*





# FLIGHT SIMULATION ACCESSORIES







## Overall joysticks market in the United States

(Consoles + PC): Half-Year 2023

In the United States, the American joysticks market **decreased by 7.8% by value to USD 15.3 million and 9.8% by volume.**

**THRUSTMASTER®**  
Thrustmaster grew 0.2% by volume.

Thrustmaster market shares are growing: 51.3% by volume

(Source: © 2023 NPD: Data for the U.S. MARKET ONLY. Steering Wheels data excludes Nintendo Switch Accessories. Copyright 2023. The NPD Group, Inc. All Rights Reserved. Proprietary and Confidential. Property of NPD and its Affiliates. Licensed for Use by NPD Clients Only)





## Overall joysticks market in Europe

(Consoles + PC): Half-Year 2023

In the five leading European countries, the joysticks market decreased by **25.4% by volume** and **26% by value**.

Thrustmaster sales: -19.2% by volume and -20.5% by value.

Thrustmaster is Number One by volume and by value.  
**8 products from Thrustmaster are in the Top 10.**

Source: © GfK 2023. All rights reserved.





# VIPER TQS



## Kick the Tires & Light the

LAUNCH:

PRE-ORDER: August 2023

AVAILABILITY: October 2023



## Fires

# VIPER TQS – The most wanted from the community

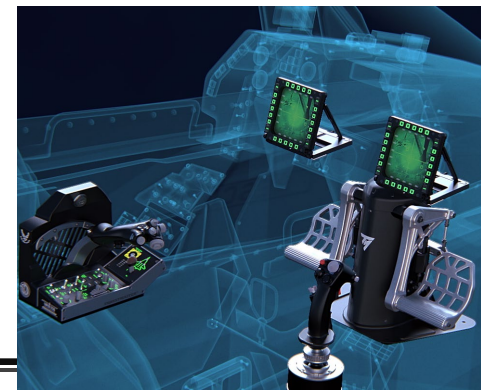


**THRUSTMASTER®**



**LET'S KICK THE TIRES,  
LIGHT THE FIRES.**

- A complete expert military range
- A coherent **US Air Force replica** ecosystem
- Showing our **domination** on Expert Flight Simulation set-up



**THRUSTMASTER®**

# REVIEW – VIPER TQS



## PROS

- + Seamless DCS integration
- + Weighty base
- + Huge number of inputs
- + Needs just one USB port



## CONS

- Integration isn't complete in some major flight sims
- Not ideal for commercial flight sim pilots
- Some controls feel cheap for the price

GamesRadar+ Verdict ★★★★★

*"The Thrustmaster TH8S works perfectly as intended, with a high degree of responsiveness meaning in-game gear shifts are registered instantaneously.."*

The YouTuber **LongShot** published a video that reached **10k views** in 2 days.

In this video, he shows a gameplay of DCS World using the Viper TQS Mission Pack:

[https://www.youtube.com/watch?v=\\_4Yy1WfytNI](https://www.youtube.com/watch?v=_4Yy1WfytNI)



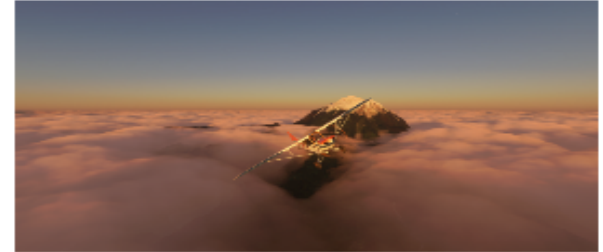
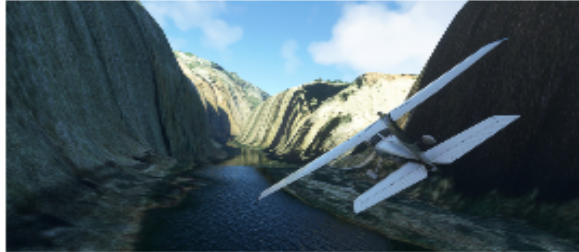
Welcome to

# **THRUSTMASTER®** **ISLAND**



# ***SO MUCH TO DISCOVER***

THRUSTMASTER i-LAND is a remarkable virtual destination with **myriad environments to explore**. This add-on was created for the THRUSTMASTER community and is currently available for free download. Here are some of the exciting places you can visit on your trip to this unique island:



***WELCOME TO THE  
THRUSTMASTER  
I-LAND***





# Make it yours

It's your world

## Discovery

Beauty / Secret / What a size...

## Have Fun

Serious / Crazy / Challenge

## Competition

P2B Races

## Learn

Tutorials / Instructor

## Share/Suggest

Meeting point / Let's go to the bar

## Be part of It

Propose / Tips and tricks / Participate



## Recurrent activation to engage our Flightsim community

- **2 Challenges / month**
- **1 tutorial / month**
- **Each challenge/tutorial supported by an ambassador/influencer**
- **2 Custom Liveries minimum/month**





# RACING WHEELS



## Overall racing wheels market in the United States

(Consoles + PC): Half-Year 2023

In Half-Year 2023, the American racing wheels market **decreased by 16.2% by volume and 16.7% by value to USD 42.6 million.**

**Thrustmaster sales: -19.1% by value**

**Thrustmaster market share by VOLUME: 33.5%  
(vs 32.6% last year).**

(Source: © 2023 NPD: Data for the U.S. MARKET ONLY. Steering Wheels data excludes Nintendo Switch Accessories. Copyright 2023. The NPD Group, Inc. All Rights Reserved. Proprietary and Confidential. Property of NPD and its Affiliates. Licensed for Use by NPD Clients Only)



## Overall racing wheels market in Europe

(Consoles + PC): Half-Year 2023

In the five leading European countries (France, Germany, the UK, Italy and Spain), the racing wheels market **decreased by 28.3%** by value to **€50.2 million**.

**Thrustmaster sales: -27.4% by value**

Countries ranking by value:

No. 1 DE - No. 2 FR - No. 3 UK - No. 4 ES - No. 5 IT

**Thrustmaster slightly increases its market shares → +0.1 point by volume (MS 18.3%) and +0.4 point by value (MS 31.9%).**

Thrustmaster grows in 3 countries by value: France (+4.2 points of Market Shares) + UK (+2.5 points of MS) + Italy (+3.1 points of MS).

Guillemot  
CORPORATION



Hercules  
▲▲▲



THRUSTMASTER®



DJUCED  
BOOST YOUR MIX



# FERRARI 488 GT3 WHEEL ADD-ON

**THRUSTMASTER®**



**FERRARI 488 GT3 WHEEL ADD-ON**

*JOIN THE LEGENDARY RANKS  
OF GT COMPETITION*

**LAUNCH:**

**PRE-ORDER: September 28<sup>th</sup> 2023**

**AVAILABILITY: October 26<sup>th</sup> 2023**



# FERRARI 488 GT3 WHEEL ADD-ON



**1:1 REPLICA OF THE MOST SUCCESSFUL FERRARI OF ALL TIME**



**ADJUSTABLE MAGNETIC PADDLES SHIFTERS**



**FULL ECO-SYSTEM COMPATIBILITY**



# SIMTASK RANGE



## **SIMTASK STEERING KIT**



Position your **steering wheel flat** for a **realistic** and **immersive** heavy-vehicle driving experience.

The simtask steering kit is the ideal steering wheel support for **trucking** and **farming** simulation.

The SimTask Steering Kit includes a **rotating steering knob** for **one-handed operation** and **greater agility**.

The **SimTask Steering Kit** is available at a suggested retail price of £69.99 / €79.99 € / \$79.99 for worldwide release:

- Pre-orders start October 2023.
- Commercially availability starts November 2023.





# SIMTASK RANGE



## SIMTASK FARMSTICK



**SimTask** is Thrustmaster's new range of driving simulation for **trucking** and **farming**.

The **SimTask FarmStick** is the new benchmark **controller** for simulation games based on **farming, construction** and other **heavy machinery**.

The first **3-axis joystick** inspired by Thrustmaster's **expertise** in the field of **aeronautical simulation**, designed for operating **heavy-duty vehicles** featuring up to **33 unique action buttons**.



**THRUSTMASTER®**

**T128**

**AWAKEN  
YOUR  
DRIVER  
INSTINCT**





# T128: READY TO PLAY

IMMERSIVE FORCE FEEDBACK



1 MONTH

XBOX  
GAME PASS

ULTIMATE



1 month subscription included with all T128 Xbox version



T818

Ferrari SF1000  
Simulator

PC



**T818 Wheel base**

*Direct Drive Technology*

**RGB LEDs**

*Ring of LEDs with multiple colors*

**Ferrari metal plate**

*Rosso Corsa and Scuderia Ferrari*

**Formula SF1000 Wheel Add-On**

*1:1 replica of the F1 2020-2021 season  
LEDs & Screen telemetry*

**Desk mounting kit included**

*For desk & cockpit*

T818

Ferrari SF1000  
Simulator

THRUSTMASTER CONFIDENTIAL FOR FINANCIAL COMMUNICATION



**T818**  
**Ferrari SF1000**  
Simulator

**LAUNCH KEY DATES**

	Pre-order	Commercial availability
<b>EUROPE</b>	<b>May 15<sup>th</sup></b>	<b>June 14<sup>th</sup></b>
<b>AUSTRALIA - UK</b>	<b>June 5<sup>th</sup></b>	<b>July 5<sup>th</sup></b>
<b>NORTH AMERICA</b>	<b>June 12<sup>th</sup></b>	<b>July 12<sup>th</sup></b>
<b>CHINA</b>	—	<b>October 26<sup>th</sup></b>
<b>REST OF THE WORLD</b>	<b>2023</b>	

# REVIEW – T818 Ferrari SF1000 Simulator



Traffic /month:  
93,2M

## PROS

- + Impressive looks
- + Lots of toggles and buttons
- + Most realistic method of force feedback
- + Amazing feeling



## CONS

- 4,3-inch screen with limited information
- Only on PC



*“When it comes to getting the best direct drive experience possible on PC, Thrustmaster puts in an admirable job with its Ferrari simulator, which is well-designed with premium trimmings to make you feel like a part of the Tifosi.”*



# New Shifter – TH8S – Push your gears to the red line

**LAUNCH:** August 2023

**SRP:** 69,99€ / 69,99\$ / 64,99£

**TH8S**  
SHIFTER ADD-ON



# REVIEW – TH8S Shifter Add-On



## PROS

- + Excellent look and feel
- + Very easy to set up
- + Compatible with PC and consoles



## CONS

- Shifting can feel heavy and awkward
- Quite noisy
- Not suitable for F1 games



*“The Thrustmaster TH8S works perfectly as intended, with a high degree of responsiveness meaning in-game gear shifts are registered instantaneously.”*



# GAMEPADS



# ESWAP X 2 PRO CONTROLLER

*eSwap* X 2  
**PRO CONTROLLER**



**LAUNCH:**

China: October 2023

Worldwide: January 2024



# ESWAP X 2 PRO CONTROLLER



**NEW** ERGONOMIC D-PAD DESIGNED BY PRO VERSUS FIGHTING GAMERS



**NEW** USB-C CABLE



**NEW** BUTTONS DESIGN



**NEW** GRAPHIC CHARTER

# REVIEW – ESWAP XR PRO CONTROLLER



Trusted Reviews

Traffic /month:  
7,2M

## PROS

- + Solid build quality
- + Wheel attachment offers precision
- + Excellent tactility



## CONS

- Expensive
- Wired connection is a bit cumbersome

Trusted Reviews  
RECOMMENDED



*"I'm a fan of it, and as a long-term player of the Forza series since the very first Motorsport title on the original Xbox, I'm the target audience of the eSwap XR Pro."*

# E-SPORTS



## ***ESPORTS***

***THRUSTMASTER IS A MAJOR PLAYER IN THE ESPORTS SCENE.***

# Racing

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## 24 H Le Mans

For the real 24H Le Mans, in the fans zone around the iconic track of the Sarthe, Thrustmaster products and especially the T818 were present. They were used for the first hands on the “Le Mans Ultimate” game.



# Racing



## Ferrari Esport Team

Our partners of Scuderia Ferrari Esport Team, in preparation for its participation in various competitions, is promoting our Formula Wheel Add-On Ferrari SF1000 Edition on their social networks.



# Racing

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## Olympic Esports Week Singapore 2023

The first ever Olympics Esports Week took place in Singapore from 23 to 25 June 2023. Motorsport was one of the 9 categories of this unique event. The game was Gran Turismo 7 and the racing wheels used were the **Thrustmaster T-GT II**.

## Olympic Esports Week Singapore 2023 - Competition

Competition wise, Thrustmaster sponsored driver Adriano Carrazza and clinched the 4<sup>th</sup> place of the grand final.





## Flight Sim Expo Houston 2023 – Viper TQS reveal

For this edition, Thrustmaster has been presented as THE flightsim hardware manufacturer. Thrustmaster's partners and community feedback about the Viper TQS were ecstatics.



## SIAE Le Bourget 2023

First time since the first International Airshow at Le Bourget that the visitors had the opportunity to enjoy 120m2 dedicated to flight simulation. The booth was 100% Thrustmaster hardware with a zone for competition and try harder and one for rookies.



# Gamepad

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## TwitchCon Paris 2023

In early July, we participated to TwitchCon Paris 2023. It was the first time that TwitchCon was held in France, and it gathered more than 12k attendees!

This event, celebrating the famous streaming platform allowed us to present our ESWAPs Controllers.

Here some KPIs made by our ambassadors:  
7300 hours watched, more than 50k views on the VODs, and two dozen Instagram Stories.





# Strengthening of distribution networks

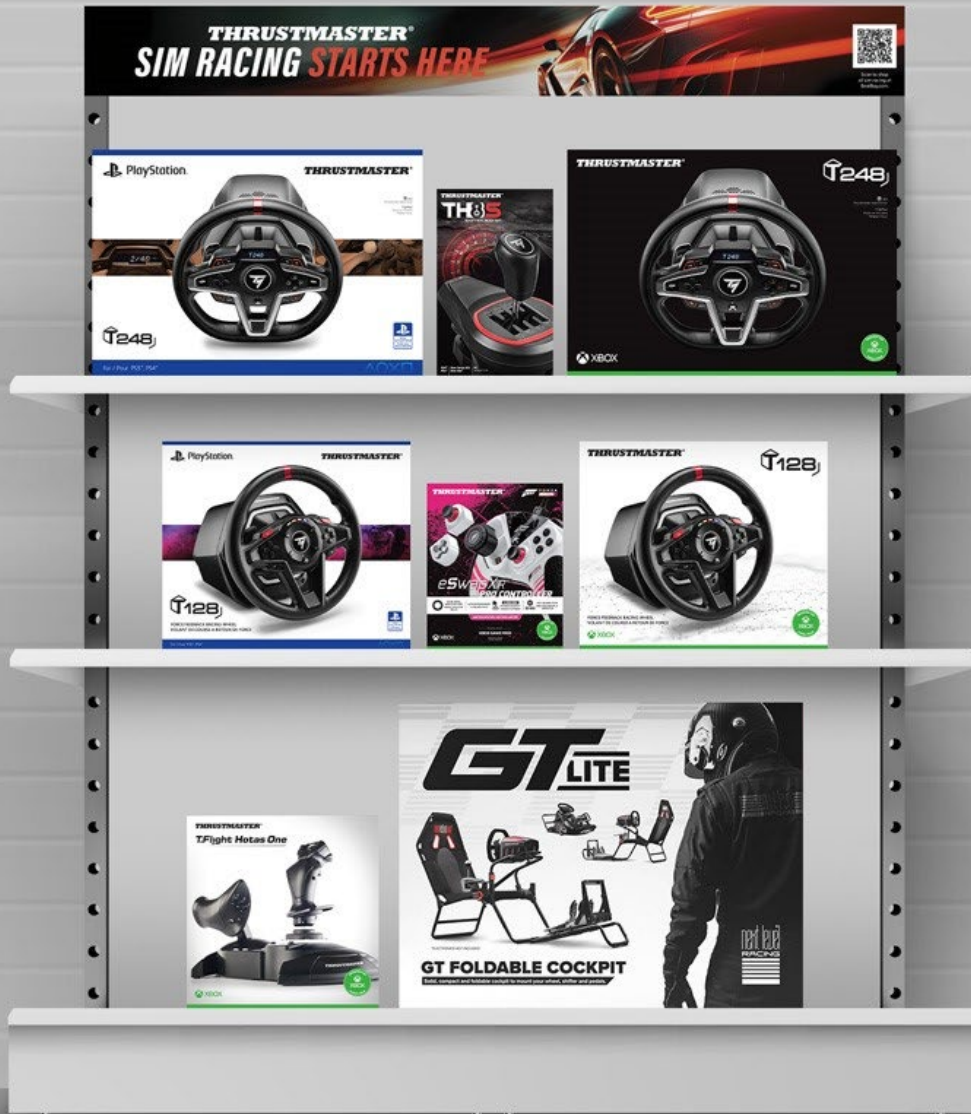


## The Group has:

- extended its direct shipping agreements with major e-commerce operators to include Asia, and is more efficiently addressing consumer demands;
- expanded its product listings across all U.S. retail channels.

# THRUSTMASTER®

DJUCED  
BOOST YOUR MIX



## Implementation underway at Best Buy

Seven additional SKU's  
in more than 300 Best  
Buy stores.



# A solid lineup





## Racing

- *TH8S Shifter Add-On* (released in July)
- Two new racing wheel rims for the *T818 Direct Drive* base and other bases in the range

## Flight

- *Viper TQS Mission Pack* (commercially available since September 23)

## Farming (a new segment for Thrustmaster in 2023)

- *SimTask Steering Kit* (available as of October 25)
- *SimTask FarmStick* (available in November)

## DJing

- *DJControl Inpulse T7* (available since September 12)
- *DJControl Inpulse 200 MK2* (released June 20)
- *DJControl Learning Kit* (launch scheduled for September 29)



# Prospects for 2023/2024



The Group believes that the current and forthcoming crop of racing games will revitalize its markets in the fourth quarter and prompt its customers to finish updating their inventory.

However, inventory levels will continue to affect Group billings in the second half of the year.

Against this backdrop, the Group has revised its sales outlook range to €120–140 million and is forecasting a net operating profit for fiscal year 2023.

Together with the expansion of the Group's distribution networks, the high potential offered by new Hercules and Thrustmaster products means that the outlook is positive for a return to significant growth in 2024.

# QUESTIONS AND ANSWERS

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**THANK YOU!**