

## 2018 First-half turnover: Growth of 21%

Unaudited data (in € millions) January 1, 2018 – June 30, 2018	2018	2017	Change
<b>Second quarter</b>			
Thrustmaster gaming accessories ranges	14.9	14.5	+3%
<b>Thrustmaster total</b>	<b>14.9</b>	<b>14.5</b>	<b>+3%</b>
Hercules digital devices	0.4	0.6	-33%
OEM*	0.2	0.0	-
<b>Hercules total</b>	<b>0.6</b>	<b>0.6</b>	<b>0%</b>
<b>Total</b>	<b>15.5</b>	<b>15.1</b>	<b>+3%</b>
<b>Q1 + Q2 total</b>			
Thrustmaster gaming accessories ranges	30.9	24.8	+25%
<b>Thrustmaster total</b>	<b>30.9</b>	<b>24.8</b>	<b>+25%</b>
Hercules digital devices	1.1	1.3	-15%
OEM*	0.2	0.4	-50%
<b>Hercules total</b>	<b>1.3</b>	<b>1.7</b>	<b>-24%</b>
<b>Total</b>	<b>32.2</b>	<b>26.5</b>	<b>+21%</b>

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

The Group's turnover for the first half of fiscal 2018 increased by 21%, to €32.2 million.

Results for the second quarter of fiscal 2018 were slightly above those during the same period of the previous fiscal year, which had benefited from anticipation surrounding the launch of the game Gran Turismo® Sport. Hercules was stable over the quarter, and in transition prior to revamping its product lines.

Sales in Asia drove growth over the first half of the year, with invoiced amounts doubling, while sales in Europe and the United States grew by more than 10%.

### International expansion

The increasing importance of the APAC (Asia-Pacific) region was one of the key elements over the first half of the fiscal year, with growth of 130% and now accounting for more than 15% of the Group's sales.

The Group announced a partnership agreement with the American retailer Walmart, the leading player worldwide in terms of mass-market distribution, which will allow it to be represented in more than three thousand additional American stores by the end of the year.

India, Brazil and Russia are once again significantly contributing to the Group's momentum.

For its part, Hercules has expanded its distribution network by way of a strategic agreement, finalized with JAM Industries/American Music & Sound — the leading American music gear distributor — over the first half of the year.

### Developments regarding the Group's brands

#### Thrustmaster:

➤ Racing products range: At the Ferrari Racing Days event held in Shanghai in May, Thrustmaster announced the official launch of its Ferrari-licensed racing wheels in the Chinese market. Chinese PC and PlayStation®4 gamers will now be able to purchase Thrustmaster's T80 Ferrari 488 GTB Edition, Ferrari 250 GTO Wheel Add-On and T300 Ferrari Integral Racing Wheel Alcantara Edition racing wheels.

In addition to the numerous product launches which took place during the first half of the year (TS-PC Racer Ferrari 488 Challenge Edition racing wheel, TSS Handbrake Sparco® Mod...), Thrustmaster:

- Contributed to the worldwide launch of the game Assetto Corsa Competizione with an exclusive partnership at Thrustmaster's booth at this year's edition of E3 in Los Angeles. Racing fans were able to square off against one another, enjoying a special pairing of Thrustmaster's TS-XW Racer Sparco® P310 Edition racing wheel and the new Sparco-licensed TSS Handbrake Sparco® Mod.
- Continued its involvement in the world of e-Sports, signing partnerships with top-tier drivers and becoming the official racing gear supplier for competitions held by leading game publishers — including the FIA Gran Turismo Championship and the DiRT World Championships final, both of which took place using Thrustmaster racing wheels.

➤ Flight simulation products range: The brand has added to its flight simulation ecosystem with the innovative TPR rudder system, and a new flight-themed gaming headset officially licensed by the U.S. Air Force. The rudder is a high-end device crafted of steel and aluminum, whose precision mechanism makes it one of the most advanced products ever offered to fans of flight simulation and other air combat games. The T.Flight U.S. Air Force Edition gaming headset received a great deal of praise from virtual pilots for its unique qualities at the prestigious Royal International Air Tattoo military air show held recently in Gloucestershire, England. The headset is also currently being presented at the 2018 EAA AirVenture Oshkosh — the largest gathering of American pilots, now taking place in Oshkosh, Wisconsin.

Hercules is readying its new range of DJ controllers, which will be launched toward the end of the year. In keeping with the brand's ambitions, Hercules is pursuing its recovery plan by way of rolling out its new website for the back-to-school season, and via the evolution of its visual identity with a brand-new logo.

### **Prospects**

Its good commercial momentum, the expansion of Thrustmaster's customer base and Hercules' impending relaunch buoy the Group in terms of its goal of growth for both its turnover and its operating income during fiscal 2018.

Guillemot Corporation is a designer and manufacturer of interactive entertainment hardware and accessories. The Group offers a diversified range of products under the *Hercules* and *Thrustmaster* brand names. Active in this market since 1984, the Guillemot Corporation Group is currently present in 11 countries (France, Germany, Spain, the UK, the United States, Canada, the Netherlands, Italy, Belgium, China [Shanghai, Hong Kong] and Romania) and distributes its products in more than 85 countries worldwide. The Group's mission is to offer high-performance, ergonomic products which maximize the enjoyment of digital interactive entertainment for end users.

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