

Q3 2018 TURNOVER

Unaudited data (in € millions)	2018	2017	Change
January 1, 2018 – September 30, 2018			
Third quarter			
Thrustmaster gaming accessories ranges	26.4	25.6	+3%
Thrustmaster	26.4	25.6	+3%
Hercules digital devices	1.2	0.9	+33%
OEM*	0.2	0.0	-
Hercules	1.4	0.9	+56%
Total	27.8	26.5	+5%
Cumulative (9 months)			
Thrustmaster gaming accessories ranges	57.3	50.4	+14%
Thrustmaster	57.3	50.4	+14%
Hercules digital devices	2.3	2.2	+5%
OEM*	0.4	0.4	0%
Hercules	2.7	2.6	+4%
Total	60.0	53.0	+13%

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

The Group's turnover for the third quarter of fiscal 2018 grew by 5%, to €27.8 million.

Thrustmaster made progress in relation to the very strong third quarter of the previous fiscal year, which had seen a 45% increase in sales within the context of a particularly plentiful crop of game releases.

Hercules returned to growth with a 33% increase in turnover (excluding OEM), thanks to the launch of its new range of DJ controllers and speakers, which has already been very enthusiastically received both by customers and the specialized press.

Thrustmaster

Thrustmaster's latest releases have been off to a good start since their respective launches, with strong sales for the T.Racing Scuderia Ferrari Edition and T.Flight U.S. Air Force Edition gaming headsets in particular: this market is growing strongly in North America. The Group will further expand its range by launching two officially-licensed Tom Clancy's Rainbow Six Siege gaming headsets in the Americas — the Y-300CPX Six Collection Edition and T.Assault Six Collection Edition models. Thrustmaster is also further strengthening its positioning in the joysticks market, and is preparing to launch its new officially-licensed ACE COMBAT™ 7: SKIES UNKNOWN accessories, compatible with PC, PlayStation®4 and Xbox One®.

e-Sports

Thanks to the creation of a dedicated structure, Thrustmaster is asserting its presence in the world of video game competitions, with some notable accomplishments:

- Jon Armstrong, an official Thrustmaster driver, won the title of eWRC World Champion in Germany on August 18, 2018.
- The GT Sport continental and world finals, by country and by manufacturer, have been taking place exclusively with the T-GT racing wheel from Thrustmaster, the official racing gear provider for the game Gran Turismo® Sport worldwide.

- The world finals of the Phoenix Tournament air combat competition for the game War Thunder by Gaijin will take place at Thrustmaster's booth at Paris Games Week the afternoon of October 28, 2018, where the four winning teams from their respective continental regions will face off against one another.
- Also at Thrustmaster's booth at Paris Games Week, budding virtual car racing and flight sim champions will be able to get tips from expert drivers and instructors, helping them take their performance to the next level.

Hercules

The brand returned to growth over the period, launching new and unique DJ solutions to help people get started in the world of mixing. Hercules unveiled its new range of DJControl Inpulse controllers as well as the DJControl Starlight, alongside the new version of its DJUCED® DJing software. Designed to offer an innovative solution to make things simpler for beginners, the Hercules DJControl Inpulse 200 and 300 controllers let users easily learn and master all of the skills they need to mix with confidence, and become real DJs. The first articles in the specialized DJ press have been very positive with regard to the new features found on the Inpulse controllers.

In a review published October 11 on the Digital DJ Tips website, well-known in the world of DJing, the Hercules DJControl Inpulse 300 was lauded as “the best controller Hercules has made yet.” The DjTechZone website published a highly positive article praising the competitiveness of these three new controllers. Hercules has also teamed up with Serato to launch a new controller for the entry-level market segment: the DJControl Starlight. Ultra-compact, it features an audio interface allowing users to monitor upcoming tracks on their headphones, and play their mix out loud over their speakers. At BPM 2018 — a major European DJing trade show which took place October 20–21 in Birmingham, England — Hercules presented its new range of products, which met with very strong interest from both beginners and advanced DJs.

Financial standing at September 30, 2018

At September 30, 2018, the Group's net indebtedness excluding Marketable Investment Securities stood at €7.3 million. The Group's MIS portfolio, composed of 443,874 Ubisoft Entertainment securities, was valued at €41.5 million — showing strong growth in relation to its €25.8 million valuation at December 31, 2017.

Prospects

The Group maintains its forecast of growth with respect to its turnover, and operating income of more than €6 million for the fiscal year.

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 100 countries worldwide. The Group's mission is to offer high-performance, ergonomic products which maximize the enjoyment of digital interactive entertainment for end users.

Contact: Guillemot Financial Information – Telephone: +33 (0) 2 99 08 08 80 – www.guillemot.com