

2014 ANNUAL RESULTS

Guillemot Corporation's financial statements for the year ended December 31, 2014 show the following: (Audited financial statements – the auditors' report on certification is in the process of being issued)

(€m) January 1, 2014 – December 31, 2014	Dec 31, 2014	Dec 31, 2013	
Sales			
Thrustmaster gaming accessories	28.0	22.3	+26%
Thrustmaster	28.0	22.3	+26%
Hercules digital peripheral devices	11.6	17.3	-33%
OEM*	0.7	4.1	-83%
Hercules	12.3	21.4	-43%
Total	40.3	43.7	-8%
Net operating income from ordinary activities	-2.5	-1.6	-
Net operating income	-2.5	-2.4	-
Net financial income	+1.8	+1.7	-
Consolidated net income	-0.9	-0.8	-
Earnings per share	-€0.06	-€0.06	-

*Accessories developed for third party companies (Original Equipment Manufacturers).

Activities

Consolidated annual sales for the year 2014 totaled €40.3 million, down 8% year on year. Non-OEM sales remained stable in the year, with growth in Thrustmaster sales making up for a decline in sales of Hercules peripheral digital devices. Meanwhile, OEM sales declined from €4.1 million to €0.7 million over the period due to OEM projects initiated in 2013 drawing to a close. Other OEM projects are under development for the coming years.

Thrustmaster enjoyed its strongest sales for ten years, up 26% to €28 million, driven by its product ranges developed specially for new consoles, allowing the brand to secure strong positions in the accessories market.

Hercules, whose non-OEM sales declined by 33% in the year, was adversely affected by the slowdown in the consumer PC market and the withdrawal of its WiFi and CPL ranges, whose profitability was no longer assured. The company's research and development teams designed new products that won innovation awards at major international exhibitions.

The Group's international sales accelerated: non-OEM sales outside Europe grew 31%, now accounting for 36% of total sales.

Income and key balance sheet items

Net operating income came in at -€2.5 million, compared with a €2.4 million loss in the year ended December 31, 2013. The Group increased its gross accounting profit margin by 4% while stabilizing expenses and maintaining research and development efforts. Thrustmaster returned to profitability in 2014 thanks to hi-tech products with a global reach.

Net financial income of €1.8 million includes gains of €1.8 million on the revaluation of current financial assets (available-for-sale securities) consisting of shares in Ubisoft Entertainment and Gameloft, together with a €0.4 million gain linked to the sale of 170,000 shares in Ubisoft Entertainment.

The Group posted a consolidated net loss of €0.9 million, compared with a like-for-like loss of €0.8 million the previous year.

(€m)	Dec 31, 2014	Dec 31, 2013
Shareholders' equity	18.3	19.1
Inventories	7.4	10.0
Net debt*	7.2	9.0
Current financial assets (MIS)	7.0	6.9

* Marketable Investment Securities (MIS) are not taken into account when calculating net debt.

The ramp-up of the Hong Kong distribution center made it possible to deliver goods directly to the Group's key customers and optimize the supply chain, helping reduce inventories by 26% and improve the working capital requirement.

The Group's net debt decreased to $\notin 7.2$ million at December 31, 2014 (excluding Marketable Investment Securities), compared with $\notin 9$ million a year earlier. Current financial assets (Marketable Investment Securities) totaled $\notin 7$ million at December 31, 2014. It should be noted that, after deducting securities in the securities portfolio, net debt was virtually zero, at $\notin 0.2$ million at the year-end. Shareholders' equity stood at $\notin 18.3$ million at the year-end.

<u>2015 outlook</u>

With its ranges of accessories officially licensed by Microsoft and Sony, the Group is set to benefit from strong growth in the installed base, which now exceeds 31 million new generation consoles sold, to conquer new markets with products that have established themselves as global benchmarks in the video game market.

The raft of new racing games and rapid growth in new air and space combat games will boost growth in sales of Thrustmaster racing wheels and joysticks. Focusing research and development efforts on audio has enabled Hercules to provide innovative solutions for connected DJs and more expert DJs, opening up new growth opportunities.

The Group expects growth in Thrustmaster sales to reach double digits this 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, the UK, the United States, Canada, Belgium, the Netherlands, Hong Kong, Spain, Romania and Italy) and distributes its products in more than 60 countries worldwide.

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

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APPENDICES

(All figures in €k)

Consolidated income statement to December 31, 2014

(€k)	Dec 31, 2014	Dec 31, 2013
Net sales	40,284	43,679
Purchases	-17,836	-20,465
External expenses	-9,819	-9,818
Employee expenses	-7,065	-6,968
Taxes and duties	-261	-323
Additions to amortization and depreciation	-2,737	-2,232
Additions to provisions	-732	-911
Change in inventories	-2,184	-2,991
Other income from ordinary activities	243	142
Other expenses from ordinary activities	-2,417	-1,762
Net operating income from ordinary activities	-2,524	-1,649
Other operating income	0	0
Other operating expenses	0	-703
Net operating income	-2,524	-2,352
Income from cash and cash equivalents	1	1
Cost of gross financial debt	203	221
Cost of net financial debt	-202	-220
Other financial income	2,595	1,887
Other financial expenses	-636	0
Tax expense	-137	-137
Net income before minority interests	-904	-822
O/w net income from discontinued operations		0
Share attributable to minority interests	0	0
Net income attributable to equity holders of the parent	-904	-822
Basic earnings per share	-0.06	-0.06
Diluted earnings per share	-0.06	-0.05

Consolidated balance sheet to December 31, 2014

ASSETS (€k)	Dec 31, 2014	Dec 31, 2013
Goodwill on acquisitions	888	888
Intangible assets	6,917	7,263
Property, plant and equipment	2,800	3,303
Financial assets	424	381
Income tax receivables	0	0
Deferred tax assets	0	0
Non-current assets	11,029	11,835
Inventories	7,434	9,987
Trade receivables	13,500	15,719
Other receivables	1,507	1,434
Financial assets	6,959	6,863
Cash and cash equivalents	1,791	2,135
Income tax receivables	100	99
Current assets	31,291	36,237
Total assets	42,320	48,072
LIABILITIES AND EQUITY (€k)	Dec 31, 2014	Dec 31, 2013
Capital (1)	11,554	11,554
Premiums (1)	10,472	10,472
Reserves and consolidated income (2)	-4,299	-3,380
Foreign currency translation adjustments	547	440
Group shareholders' equity	18,274	19,086
Minority interests	0	0
Shareholders' equity	18,274	19,086
Employee benefit liabilities	517	441
Borrowings	1,758	2,339
Other payables	1,395	1,666
Deferred tax liabilities	0	0
Non-current liabilities	3,670	4,446
Trade payables	9,919	11,597
Short-term borrowings	5,558	7,086
Taxes payable	205	229
Other payables	4,428	5,345
Provisions	266	283
Current liabilities	20,376	24,540
Total liabilities and equity	42,320	48,072

(1) of the consolidating parent company
(2) including net income for the year of -€904 million

Consolidated cash flow statement to December 31, 2014

(€k)	Dec 31, 2014	Dec 31, 2013
Cash flows from operating activities		
Net income from consolidated companies	-904	-822
+ Additions to amortization, depreciation and provisions (except on current assets)	2 888	2 766
- Reversals of amortization, depreciation and provisions	-48	-46
-/+ Unrealized gains and losses arising from changes in fair value	-1 838	-1 658
+/- Expenses and income arising from stock options	0	0
-/+ Capital gains and losses on disposals	-431	-204
Change in deferred taxes	0	0
Operating cash flow after cost of net financial debt	-333	36
Cost of net financial debt	202	220
Operating cash flow before cost of net financial debt	-131	256
Foreign currency translation adjustment on net cash flow	42	3
Inventories	2 553	3 535
Trade receivables	2 218	-3 756
Trade payables	-1 677	526
Other	-1 168	932
Change in working capital requirement	1 926	1 237
Net cash flows from operating activities	1 635	1 276
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Cash flows from investing activities		
Acquisitions of intangible assets	-1 534	-2 087
Acquisitions of property, plant and equipment	-560	-800
Disposals of property, plant and equipment and intangible assets	13	8
Acquisitions of non-current financial assets	-30	-16
Disposals of non-current financial assets	2 202	344
Net cash from acquisitions and disposals of subsidiaries	0	0
Net cash flows from investing activities	91	-2 551
Cash flows from financing activities	^	
Increases in capital and cash injections	0	0
Dividends paid to minority interests	-8	0
Borrowings	1 000	4 000
Repayment of shareholders' current accounts	0	0
Repayment of borrowings	-2 307	-1 843
Other cash flows from financing activities	0	0
Total cash flows from financing activities	-1 315	2 157
Impact of foreign currency translation adjustments	35	-32
Change in cash	446	850
Net cash at the beginning of the period	-2 604	-3 454
Net cash at the end of the period	-2 158	-2 604
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