

**CONSOLIDATED SALES FOR FIRST HALF OF FISCAL 2012**

Unaudited data (in € millions)  
January 1, 2012 – June 30, 2012

	2012	2011	Change
<b>Second quarter</b>			
Hercules digital devices	5.7	5.3	+7.55%
eCAFÉ™ netbooks	0.3	0.2	+50.00%
OEM (*)	1.6	0.4	+300.00%
<b>Hercules total</b>	<b>7.6</b>	<b>5.9</b>	<b>+28.81%</b>
Thrustmaster gaming accessories ranges	1.6	4.2	-61.90%
OEM	0.0	0.0	-
<b>Thrustmaster total</b>	<b>1.6</b>	<b>4.2</b>	<b>-61.90%</b>
<b>Total</b>	<b>9.2</b>	<b>10.1</b>	<b>-8.91%</b>
<b>Q1 + Q2 total</b>			
Hercules digital devices	12.8	12.5	+2.40%
eCAFÉ™ netbooks	0.3	0.2	+50.00%
OEM	2.2	0.4	+450.00%
<b>Hercules total</b>	<b>15.3</b>	<b>13.1</b>	<b>+16.79%</b>
Thrustmaster gaming accessories ranges	5.0	10.4	-51.92%
OEM	0.0	0.0	-
<b>Thrustmaster total</b>	<b>5.0</b>	<b>10.4</b>	<b>-51.92%</b>
<b>Total</b>	<b>20.3</b>	<b>23.5</b>	<b>-13.62%</b>

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

The first half of the year saw increased sales of Hercules brand products, along with a decrease in Thrustmaster sales, which returned to the level achieved during the first half of fiscal 2010.

Hercules digital devices made progress over the period thanks to dynamic sales of DJ products, which were bolstered by the release of the DJControl Instinct in June. The launch of two other major new products, initially slated for June, has been rescheduled for the back-to-school season.

During the first half of the year, Thrustmaster's activities were impacted by the video game market in which it operates, which saw few new car racing games released – the main sales vector for wheels on a worldwide level. This resulted in lower sales of racing wheels, which contributed to three quarters of the decrease in Thrustmaster's sales over the period.

Game releases will be concentrated towards the end of the year, with very eagerly-awaited titles such as "F1 2012" and "Forza Horizon" expected, thereby holding out better prospects for sales of racing accessories.

**New products for the year's second half**

**Hercules:**

- **Audio streaming:** This quickly-growing market represents a real opportunity for the Group, which will be launching its new WAE line (*Wireless Audio Experience*): the first product in this line will be the Hercules WAE wireless audio system, which lets users enjoy listening to the music stored on their computer anywhere in their home, and provides more than twenty hours of battery life. Four more products will be added to this new range starting in October, allowing for audio streaming from smartphones and tablets.
- **Speakers:** Three new multimedia speaker kits were launched in June, featuring new designs intended to appeal to a customer base complementary to that of the brand's standard product lines. Following the success of the XPS 2.0 80 DJ Monitor, the DJ speaker range continues to diversify with the DJ XPS 2.0 30 DJ Club and XPS 60 DJ Set models.

All of these products will allow the brand to continue to grow its sales in this category.

- **DJing:** The major event in the second half of the year will be the launch of the DJConsole RMX2 – the successor to the DJ Console RMX, a genuine worldwide bestseller which set the standard in terms of accessible digital DJing. This console boasts cutting-edge technology, featuring high-resolution audio (now at 24-bit/96 kilohertz), professional XLR connectors, velocity-sensitive pads and many other functions. The goal is for the DJConsole RMX2 to become the new benchmark controller for semi-professional DJs, further strengthening the Group's success in this market segment. The June launch of the new DJControl Instinct was a great success – thanks to its new built-in audio function, while maintaining very mainstream positioning. The DJing products ecosystem will also get a boost in terms of its range of DJ headphones, with the launch of the new G-401 model. With these new products, Hercules is positioning itself to take full advantage of the public's growing appetite for digital mixing.
- **PLC/Audio:** Hercules continues to innovate in digital convergence with the musical ePlug WiFi adapter, an original product which brings a new dimension to Power Line Communication. This new product lets users connect speakers or a stereo system, and enjoy their digital music anywhere in their home.

### **Thrustmaster**

The Group is adding to its products for the Xbox 360® console, in order to accompany the highly-anticipated games to be released towards the end of the year. The audio headsets for online gaming segment is currently the category experiencing the strongest growth in terms of accessories. The Group has mobilized its resources to develop a full line of products, the first of which will be launched late in the year for both PC and consoles.

A range of gamepads with a new, highly ergonomic design – featuring the official Xbox 360® license, and also compatible with PC – will be launched by the brand starting in September. There will be a great deal of activity with respect to racing titles for the Xbox 360® – including the game Forza Horizon, for which the Group will release a new wheel concept, allowing for even greater immersion in the action. This product will accompany the Ferrari 458 Italia, a Thrustmaster wheel with official Xbox 360 and Ferrari® licenses, which was launched at the end of last year and is continuing to grow in popularity.

### **Prospects**

The launch of the audio streaming product line from Hercules, combined with the expansion of its DJ-related customer base, and Thrustmaster's entry into the gaming headsets market represent new opportunities, allowing the Group to anticipate increased sales over the second half of the year, and establish new channels for growth.

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 including France, Germany, the UK, the United States, Canada, Belgium, Holland, Hong Kong, Spain, Romania and Italy, and distributes its products across 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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