

CONSOLIDATED SALES FOR FIRST HALF OF FISCAL 2013

Unaudited data (in € millions) January 1, 2013 – June 30, 2013	2013	2012	Change
Second quarter			
Hercules digital devices	3.5	5.7	-38.60%
eCAFÉ™ netbooks	0.0	0.3	-
OEM (*)	0.7	1.6	-56.25%
Hercules total	4.2	7.6	-44.74%
Thrustmaster gaming accessories ranges	3.0	1.6	+87.50%
OEM	0.0	0.0	-
Thrustmaster total	3.0	1.6	+87.50%
Total	7.2	9.2	-21.74%
Q1 + Q2 total			
Hercules digital devices	7.6	12.8	-40.63%
eCAFÉ™ netbooks	0.0	0.3	-
OEM	0.7	2.2	-68.18%
Hercules total	8.3	15.3	-45.75%
Thrustmaster gaming accessories ranges	5.8	5.0	+16.00%
OEM	0.0	0.0	-
Thrustmaster total	5.8	5.0	+16.00%
Total	14.1	20.3	-30.54%

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

Sales of Hercules digital devices decreased by 38.6% over the second quarter. Invoiced sales over the period were impacted by inventory adjustments in the distribution network, which are now complete and will allow for a return to better sales levels. Sales of Thrustmaster accessories rebounded by 87.5% during the second quarter, owing mainly to good business developments following the E3 trade show and expansion of the distribution network for accessories to include emerging market economies, including South America, Russia and the Middle East.

Thrustmaster

Thrustmaster' official presence at the booths of Microsoft® and Sony® during the E3 worldwide video game expo, as well as the product ranges being prepared for the new consoles, have strengthened the brand's position among customers as a must-have partner as the year progresses.

At Microsoft®'s booth, demos of the new game Forza Motorsport® 5 – which showcases the new Xbox® One console's ambitions with respect to racing titles – were presented to attendees using a prototype Thrustmaster wheel. A press release officially announcing Thrustmaster's role as an Xbox® One launch partner was sent out for the occasion. At Sony®'s booth, the Gran Turismo-licensed T500 RS wheel was on proud display, featured in twelve demo cockpits for the new game Gran Turismo® 6 to be released this autumn, Thrustmaster being the official partner. A range of Sony®-licensed wheels is currently being prepared for the launch of the new PlayStation®4 console.

Hercules

The transition of Hercules' product lines toward tablets and smartphones is well underway, and will allow the brand to benefit from the dynamic growth in these markets.

- A Bluetooth® speaker custom-made for adventure: the new WAE Outdoor BTP04 speaker, also available in an "Adventure Pack" version, has been designed with sports enthusiasts and fans of outdoor activities in mind, allowing users to stream their favorite music from their smartphone or tablet. Both versions are water- and dust-resistant (IP64-certified), and have been hailed by the specialist press as "the Bluetooth speaker made for adventure" and "the all-terrain speaker".

- DJ controllers for tablets: this autumn, Hercules will roll out new DJ controllers allowing for precise, high-quality mixing on tablet computers. This will provide for an even more mobile and user-friendly DJing experience, and open up a new market for the brand.
- A first Bluetooth® multimedia speaker for PC and Mac: Hercules is bringing smartphone and tablet compatibility to its PC and Mac multimedia speakers. A new multi-compatible speaker kit (PC, Mac and smartphones) – the Hercules 2.1 GLOSS, featuring Bluetooth® technology – will be launched during the fourth quarter, allowing users to enjoy listening to all of the music sources in their home, thanks to the system's total compatibility. In terms of multi-use concepts, it joins the WBT06 system released in Hercules' WAE range, which is becoming a benchmark for quality in the world of Bluetooth® speakers.

Business strategy

The Group has intensified its commercial activities with respect to online sales channels, allowing for better promotion of its high-end products: this has resulted in many online customers being signed up. At the same time, the Group's merchandising policy with regard to traditional brick-and-mortar stores is gaining momentum, thanks to the rollout of on-site display stands allowing consumers to test out products firsthand. This initiative is already underway for the WAE Outdoor BTP04 and Hercules DJ controllers, and will be expanded to include other products as well.

Prospects

Thrustmaster is perfectly positioned to benefit from the launch of the upcoming Sony® PlayStation®4 and Microsoft® Xbox® One consoles in the latter part of the year, thereby generating significant sales growth over the year's second half. During the third quarter, Hercules should return to sales levels comparable to those of Q3 2012. The Group is maintaining its forecast of growth for the second half of 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, 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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