

CONSOLIDATED SALES FOR FIRST HALF OF FISCAL 2014

Unaudited data (in € millions) January 1, 2014 – June 30, 2014	2014	2013	Change
Second quarter			
Thrustmaster gaming accessories ranges	4.2	3.0	+40.00%
Thrustmaster total	4.2	3.0	+40.00%
Hercules digital devices	1.7	3.5	-51.43%
OEM (*)	0.0	0.7	-
Hercules total	1.7	4.2	-59.52%
Total	5.9	7.2	-18.06%
Q1 + Q2 total			
Thrustmaster gaming accessories ranges	7.9	5.8	+36.21%
Thrustmaster total	7.9	5.8	+36.21%
Hercules digital devices	4.1	7.6	-46.05%
OEM	0.0	0.7	-
Hercules total	4.1	8.3	-50.60%
Total	12.0	14.1	-14.89%

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

Second-quarter sales amounted to €5.9 million. Thrustmaster continues to display strong growth, resulting from the rollout of its new racing wheels and the increasing installed base of next-gen consoles, 13 million units of which have now been sold (Source: VGChartz). The decrease in sales of Hercules products during the quarter was compounded by the discontinuing of its Wi-Fi and PLC ranges, and the lack of OEM deliveries over the period.

Thrustmaster

Thrustmaster, the leading provider of racing wheels for the latest game consoles, is continuing to roll out its products worldwide with new product references being carried by retailers, recently including the largest American video game distribution chain. The new next-generation Force Feedback racing wheel for the PlayStation®4 console, the T300 RS, was unveiled at this year's E3 trade show in the United States, with the first product deliveries now taking place in order to take full advantage of the impending fourth-quarter launch of three major racing titles (*DRIVECLUB*, *Project CARS* and *The Crew*) for the PlayStation®4 platform.

The expanded distribution of Microsoft's Xbox One™ console to twenty-six new countries, including Japan, as of September – with a new, more affordable version – will stimulate console sales. Moreover, the impressive roster of car racing games that will shortly be available on the platform, including *Forza Horizon 2*, *Project Cars* and *The Crew*, will further stoke gamers' interest in both Thrustmaster's *TX Racing Wheel* and *Ferrari 458 Spider Racing Wheel*. In order to satisfy the most demanding racers, the Group has developed a series of accessories allowing users to customize its high-end racing wheels, as well as cockpits: F1 and GT race car replica wheels, the three-pedal T3PA ADD-ON pedal set (featuring progressive sensitivity), and the TH8 RS Add-On shifter – all of which take the level of realism in car racing games to new heights, creating a complete product ecosystem for diehard gamers. Thrustmaster's joysticks and gaming headsets will also benefit from the mass arrival of online games such as *War Thunder*, *World of Planes* and *Star Citizen*.

The Group's gaming headsets have been receiving numerous awards on specialist websites for their audio quality, with the Thrustmaster brand becoming a benchmark for excellence in this market segment.

Hercules

The migration of PC users toward smartphones and tablets is now well and truly underway: Hercules has been preparing for this shift over the past two years, by focusing its Research and Development teams and commercial forces on these new

markets. This has resulted in the creation of the WAE range of wireless speakers for smartphones and tablets, the latest of which – the WAE NEO – combines eye-catching lighting effects with very high-quality audio.

A first completely wireless DJ controller – the DJControlWave, specially designed for iPad® – is opening up new possibilities for mobile use among DJs, thanks to its highly innovative ergonomic design and functionalities. Each of the latter two new creations has received a variety of prizes for innovation, including the prestigious *2014 CES Innovations Design and Engineering Award*. Both products are currently in their launch phase, and will act as drivers for reestablishing Hercules' sales levels in the lead-up to the end-of-year holiday season. Other new and innovative DJing and WAE products are currently in development, and will be launched in late 2014 and early 2015.

Outdoor musical uses are creating a new market, for which the Group has developed an original WAE offering aimed at thrill-seekers: splash-proof and dust-resistant speakers. Partnerships with promising young champions – such as Delphine Cousin, the 2013 windsurfing World Champion – are part of the Group's strategy to make itself known among these new communities of users.

Prospects

Thrustmaster, the leader in racing wheels for the next-generation consoles, is in a good position to enjoy a strong end to the year. The growing popularity of the new Hercules products is set to reestablish Hercules' sales levels over the year's second half.

The Group forecasts growth for its non-OEM sales in the second half of the 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. Contact: Guillemot Financial Information – Tel: +33 (0) 2 99 08 08 80 – Fax: +33 (0) 2 99 93 20 80 – www.guillemot.com