

2010 CONSOLIDATED ANNUAL SALES: €60.5M

CONSOLIDATED ANNUAL SALES (from January 1 to December 31, 2010)			
Unaudited data (in € millions)	<u>2010</u>	<u>2009</u>	<u>Change</u>
Hercules			
Digital peripheral devices	37.8	32.5	+16.31%
eCAFÉ™ netbooks	2.2	8.4	-73.81%
OEM	0.9	5.9	-84.75%
Hercules total	40.9	46.8	-12.61%
Thrustmaster			
Gaming accessories	18.4	13.5	+36.30%
OEM	1.2	0.9	+33.33%
Thrustmaster total	19.6	14.4	+36.11%
TOTAL	60.5	61.2	-1.14%

The Guillemot Corporation Group posted annual sales of €60.5 million for fiscal 2010. 2010 saw a decrease in netbook and OEM sales, which was largely compensated for by the success of new lines of Hercules digital peripheral devices (speakers, DJing, webcams, WiFi and PLC) and Thrustmaster gaming accessories.

The Group significantly extended its geographic coverage in 2010, with the span of its activities increasing from thirty-five to more than fifty countries worldwide. This extension, combined with the strong performance of its new products, allowed the Group to increase its sales of accessories and digital devices outside of France from €26.7 to €37.0 million, representing growth of more than 38%.

Hercules has achieved sustained growth for its lines of digital peripherals, led mainly by its audio range (speakers and DJing), and is continuing to release even higher-end products, in order to cater to the most demanding users.

- Audio range: Hercules has consolidated its position by strengthening its market share in this segment. The brand is continuing its strategy of releasing higher-end products, and has demonstrated its expertise in the audio sector with the December launch of the *XPS 101*, creating speakers which represent the convergence of multimedia and hi-fi systems. The launch of its latest mixing console, the *DJ Console 4-Mx*, has contributed to growth, while positioning the brand in the semi-professional DJing segment. A true performance powerhouse for mixing and scratching, its next new release – the *DJ 4Set* – will be aimed at a more clubbing-oriented market segment of DJs.
- WiFi/PLC range: Hercules has succeeded in rolling out its Power Line Communication range in a number of markets. Medium-term prospects in this sector are attractive, as this category of devices is only just beginning to make inroads in many countries. The launch of new Internet-connected television set models also points toward new needs in the marketplace.
- Webcam range: The Group will be releasing new high-performance products, to keep pace with the continued growth of Internet videoconferencing and video calls.
- Hercules netbook range: The new eCAFÉ™ range – initially set for release at the end of 2010, the delay of which contributed to the decrease in netbook sales over the year – will be launched at the beginning of the second quarter. These new netbooks will feature the latest technological innovations, pushing the concept of ultra-mobility even further.
- OEM: OEM activities consist of manufacturing accessories for third parties which are included with their product offerings. 2009 saw the achievement of significant opportunities which were not repeated in 2010. With potential in this sector being high, the Group is implementing a “Business Development” structure in order to grow its OEM sales.

Thrustmaster is continuing its growth dynamic with +36.11% in sales over the year, and strengthening its position as a worldwide player in the PC and consoles gaming accessories market. This year, Thrustmaster launched high-tech racing wheel

and joystick products designed by its Research and Development teams, as well as undertaking a strategy focused on new licenses (Sony®, Disney®) which have allowed the brand to increase the presence of its products in new markets. 2010 was a racing wheel-oriented year for Thrustmaster, with the release of the Ferrari-licensed *Wireless GT 430 Scuderia*, a cockpit ensemble featuring an integrated wheel and pedal set, and the development of the Gran Turismo® 5 and PlayStation®-licensed *T500 RS* wheel, which was launched on January 5, 2011 (the official wheel of the game Gran Turismo® 5). This unique positioning via strong licenses is an important advantage for the Thrustmaster brand and its worldwide distribution. Flight simulation was also in the spotlight with the release of the *Hotas Warthog*, available since the end of the year, which was awarded the “innovation prize” in the Accessories category at the CES trade show in Las Vegas in January. In parallel, Thrustmaster is expanding its range of accessories based on its Disney license, thereby allowing the brand to employ its creativity to target a younger audience as well. Accessories for Sony’s PlayStation®Move were launched at the end of 2010, and Thrustmaster is actively preparing for the arrival of the new Nintendo® 3DS™ console, set to be launched in March.

Prospects for 2011

The Group forecasts sales growth for 2011. It will focus on the rollout of new products, and the expansion of its international distribution network.

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, Spain, the United States, Canada, Belgium, Holland, Hong Kong, Romania and Italy, and distributes its products across more than 50 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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