

2011 CONSOLIDATED ANNUAL SALES: €60.8M

Unaudited data (in € millions) From January 1 to December 31, 2011	2011	2010	Change
Fourth quarter			
Hercules	12.7	11.8	+7.63%
Hercules digital peripheral devices	11.9	11.7	+1.71%
eCAFÉ™ netbooks	0.2	0.1	+100.00%
OEM	0.6	0.0	-
Thrustmaster	10.4	10.0	+4.00%
Thrustmaster gaming accessories product lines	9.5	8.9	+6.74%
OEM	0.9	1.1	-18.18%
Total	23.1	21.8	+5.96%
Cumulative (12 months)			
Hercules	35.4	40.9	-13.45%
Hercules digital peripheral devices	32.3	37.8	-14.55%
eCAFÉ™ netbooks	0.7	2.2	-68.18%
OEM	2.4	0.9	+166.67%
Thrustmaster	25.4	19.6	+29.59%
Thrustmaster gaming accessories product lines	24.5	18.3	+33.88%
OEM	0.9	1.3	-30.77%
Total	60.8	60.5	+0.50%

The Guillemot Corporation Group posted a slight increase in its annual sales figure, to €60.8 million. Market growth has moved to new geographical areas (the BRICS countries, the USA, the Middle East...) and the Group has been positioning its R&D teams, its product lines and its commercial activities to take full advantage of this. The Group's actions have begun to show their first effects, with sales outside of Europe growing by 38% over the year, along with a 6% increase in overall sales for the fourth quarter.

The Group's policy of refreshing and expanding its **Hercules** product lines is starting to bear fruit, as evidenced by the double-digit growth in the audio segment during the last quarter of fiscal 2011.

- **Audio range:** Following the successful launch of its DJ headphones and the new DJ Control AIR, the Group will be focusing on wireless speakers. This value-added segment is growing quickly, as the diverse range of music sources (tablets, smartphones, PCs) is giving rise to a new dimension in terms of consumers' uses of devices, as well as their needs with respect to mobility and freedom; and Hercules' audio expertise will allow it to respond effectively.
- **Webcam range:** The Group recently launched its new line of webcams, with the unveiling of the Hercules HD Twist series at the CES trade show in Las Vegas. Representing a totally new concept with its flexible base, this product range features an innovative design and bold, eye-catching colors, offering an emotional connection for consumers in search of originality. The initial reactions from both customers and journalists have been very positive.

Thrustmaster is creating original new accessories designed for gaming fans. This policy is allowing the brand to expand its customer base on a worldwide level, with accessory sales outside of Europe doubling over the year. Following the PlayStation®3 and PC, platforms for which the Group launched its Ferrari®-licensed F1 Integral racing wheel during the fourth fiscal quarter, along with its new TH8 RS gear shifter, the brand is positioning itself in the Xbox 360® market with the Ferrari F458 wheel. The Xbox 360® is an important axis for growth in 2012, as the console is doing very well in the United States, England and in some of the BRICS countries. A range of officially-licensed Sony® accessories for the new PlayStation® Vita console will be ready for the console's launch in late February in Europe and the United States.

Prospects for 2012

The emergence of new territories with strong potential is expanding growth opportunities. The Group is adapting its organization to ensure its competitiveness in this new market configuration, and generate significant growth over the years to come.

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 in 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.