

**2012 CONSOLIDATED ANNUAL SALES**

Unaudited data (in € millions) From January 1 to December 31, 2012	<u>2012</u>	<u>2011</u>	<u>Change</u>
<b>Fourth quarter</b>			
<b>Hercules</b>	<b>9.7</b>	<b>12.7</b>	<b>-23.62%</b>
Hercules digital peripheral devices	8.7	11.9	-26.89%
eCAFÉ™ netbooks	0.0	0.2	-
OEM	1.0	0.6	+66.67%
<b>Thrustmaster</b>	<b>6.7</b>	<b>10.4</b>	<b>-35.58%</b>
Thrustmaster gaming accessories product lines	6.7	9.5	-29.47%
OEM	0.0	0.9	-
<b>Total</b>	<b>16.4</b>	<b>23.1</b>	<b>-29.00%</b>
<b>Cumulative (12 months)</b>			
<b>Hercules</b>	<b>32.6</b>	<b>35.4</b>	<b>-7.91%</b>
Hercules digital peripheral devices	27.9	32.3	-13.62%
eCAFÉ™ netbooks	0.3	0.7	-57.14%
OEM	4.4	2.4	+83.33%
<b>Thrustmaster</b>	<b>16.4</b>	<b>25.4</b>	<b>-35.43%</b>
Thrustmaster gaming accessories product lines	16.4	24.5	-33.06%
OEM	0.0	0.9	-
<b>Total</b>	<b>49.0</b>	<b>60.8</b>	<b>-19.41%</b>

In 2012, the Guillemot Corporation Group posted sales of €49 million, a decrease of 19% in relation to 2011. For Thrustmaster, the video game accessories market is in the middle of a period of transition, in anticipation of the next generation of consoles. Hercules, down by 7.9% over the year, enjoyed good sales dynamics for its mass-market DJ products, which however did not compensate for lower sales of its traditional product lines (WiFi, PLC, webcams and multimedia speakers), which were impacted by weak PC sales during the fourth quarter.

The Group's strategy for a return to growth in 2013 is based in particular on the ascent of new product ranges currently being launched, including wireless speakers for tablets and smartphones, and gaming headsets:

- **Wireless speakers audio market:** This new sector, which posted triple-digit growth in the United States and already accounted for nearly USD 200 million in the fourth quarter (Source: NPD), is a key developmental axis for the Group. The Hercules Marketing and Research and Development teams have developed the WAE (Wireless Audio Experience) range to target this market. This line, which includes six different models, will continue to expand over the first half of the fiscal year. The first tests carried out have already resulted in awards for the WAE range, and have confirmed the products' quality and positioning: for example, the French Ere Numérique website gave the *Hercules WAE WBT06* speaker a score of 8 on 10, praising its "enthraling sound reproduction" and qualifying it as an "indisputable success".
- **Gaming headsets market:** This sector is also growing strongly, accounting for more than USD 150 million in the United States during the fourth quarter. With its "Y" range, the Group has developed products whose audio quality has been highlighted by numerous awards: for example, the German website [www.konsolenfieber.com](http://www.konsolenfieber.com) gave the Y-250X headset a score of 93 out of 100, while the American website [gamerliving.net](http://gamerliving.net) gave the Y range a very good score of 4.5 on 5 in the United States.
- **DJ market:** The mass-market component of this sector has been galvanized by the rollout of a European merchandising plan toward the end of the year, which has accelerated sales growth. The Group is very well-positioned to extend its leadership in this market, and will be releasing a variety of new products such as the *Street Edition* versions, which were announced at the *Consumer Electronics Show* in early January.
- **New gaming platforms:** Thanks to its know-how in terms of high-quality gaming accessories, the Group is perfectly positioned to benefit from the rollout of new gaming platforms. The next-generation consoles are set to revolutionize the gaming experience for users, and will allow the Group to launch new lines of accessories tailored for gaming fans.

Smart TVs are also helping to democratize gaming, and **Thrustmaster** has partnered with Orange® for the launch of its gaming service, with respect to the related accessories.

## **Prospects**

The public's enthusiasm for tablets, smartphones, Internet "boxes", Smart TVs and next-generation consoles is giving rise to many opportunities for the company. The Group is developing targeted product offerings in order to capture its share of these new markets, and return to growth.

Guillemot Corporation is a designer and manufacturer of interactive entertainment hardware and accessories. The Group offers a diversified range of products under the *Heracles* 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 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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