

€11.1M IN SALES FOR Q1 2012

Unaudited data (in € millions) January 1, 2012 to March 31, 2012	2012	2011	Change
Hercules	7.7	7.2	+7%
Digital peripheral devices	7.1	7.2	-1%
eCAFÉ™ netbooks	0.0	0.0	-
OEM	0.6	0.0	-
Thrustmaster	3.4	6.2	-45%
Gaming accessories	3.4	6.2	-45%
OEM	0.0	0.0	-
TOTAL	11.1	13.4	-17%

The Group's sales for the first quarter of fiscal 2012 amounted to €11.1 million, representing a decrease of 17% in relation to the same period of the previous year, owing to an unfavorable comparison with respect to the launch of new products.

Sales of digital peripheral devices under the Hercules brand increased by 7% over the first quarter. The two departments responsible for boosting sales were Audio, which saw double-digit growth, and OEM.

Thrustmaster, for its part, saw its sales decrease by 45%: the first quarter of fiscal 2012 did not include the launches of any new products for the brand, while the first quarter of 2011 saw the launch of the T500RS racing wheel, the official wheel of the game Gran Turismo®5, which accounted for nearly 40% of the sales figure, and benefited from a large crop of car racing games which helped to stimulate the sales of wheels.

For the second quarter, Hercules' presence in the market will be very strong, with the launch of major new products which allow the Group to forecast double-digit growth for its overall sales.

New Hercules products

Hercules is basing its strategy on strengthening and diversifying its audio range, the main engine of the brand's dynamics.

- Audio streaming: The first wireless speakers in the new WAE (*Wireless Audio Experience*) range will allow Hercules to enter this product sector, a new market which is taking off very quickly, as of the second quarter.
- Speakers: Following the successful launch of its high-end XPS 101 speakers, Hercules is expanding this product family with the release of the XPS 41 speaker kit, which follows the same design lines and which targets a more mainstream clientele. Moreover, speakers whose strong point is their enhanced bass response will also be launched during the quarter, with an emphasis on young users and get-togethers with friends.
- DJing: World Music Day (Fête de la Musique) is the key event to take place during this period. The Group will take advantage of the opportunity provided by this event to launch two new DJ controllers to be announced shortly, along with new monitoring speakers for amateur DJs.
- PLC/Audio: The Group is innovating within the Power Line Communication sector, by combining PLC, WiFi and audio technologies to allow users to stream audio throughout their home. The ePLUG 200 HD WiFi plays music wirelessly on a hi-fi system or speakers anywhere in the user's home, in addition to its primary function of extending the user's home network and Internet access.

New Thrustmaster products

The seasonal nature of activities in the video game sector will result in the majority of new products being launched over the second half of 2012, in order to line up the launches of the Group's products with those of the flagship games to be released toward the end of the year. However, Thrustmaster is aiming to be on hand for the important months of the Olympic Games and the European Football Championship with new versions of its best-selling gamepads, such as a Duo pack of the T-Wireless Black model for fans of cooperative games and of football/soccer, in particular.

Financial standing at March 31, 2012

- Net indebtedness (excluding Marketable Investment Securities): €0.1M
- MIS portfolio value: €5.1M

Prospects for 2012

The Group is maintaining its forecast of sales growth and positive operating income for 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 including France, Germany, the UK, the United States, Canada, Belgium, Holland, Hong Kong, Spain, Romania and Italy, and distributes its products across 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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