

Q1 2016 SALES

Unaudited data (in € millions) January 1, 2016 to March 31, 2016	2016	2015	Change
Thrustmaster	6.6	6.4	+3%
Gaming accessories	6.6	6.4	+3%
Hercules	2.4	2.0	+20%
Digital peripheral devices	2.4	2.0	+20%
TOTAL	9.0	8.4	+7%

The Group's sales for the first quarter of fiscal 2016 were up 7%, to €9 million.

Thrustmaster's growth of 3% over the period was driven by its lines of racing wheels and joysticks for game consoles, and also by the strong momentum in terms of sales of its gaming headsets. Hercules achieved a return to growth in the first quarter and saw its sales increase by 20% to €2.4 million, thanks in large part to its lines of DJ controllers: new products in this range – including the DJControl Compact – have got off to an excellent start, already ranking among the bestsellers in Europe and the United States.

Thrustmaster's activity, while tempered by significant inventory levels in some sales channels, has been showing new growth in a first quarter which saw solid in-store sales. These sales (known as "sales out") will progressively decrease wholesalers' inventory levels over the second quarter.

New Thrustmaster products

- Racing wheels: Thrustmaster's brand-new TMX Force Feedback racing wheel, officially licensed for Xbox One®, was launched this month at an event held at the flagship Microsoft Store in New York City. This Force Feedback wheel is unique in its positioning, providing real driving sensations for users at just €200. Featuring a high-performance Force Feedback motor – adjustable in terms of the Force Feedback effects' intensity – and a rotation angle that can be set between 270 and 900°, the TMX Force Feedback delivers a realistic and versatile racing experience. The wheel is also compatible with other products in Thrustmaster's racing ecosystem: its TH8-series shifters, and the 3-pedal Thrustmaster T3PA and T3PA-PRO pedal sets.
- Headsets for online gamers: The signing of the new **DOOM**® license marks a major step forward for the Thrustmaster brand. In April, Thrustmaster worked closely with the Bethesda team to create the new Y-350X gaming headset: inspired by the world of **DOOM**®, the Y-350X will be available as of May 13. Officially licensed for both Xbox One® and Windows, this headset meets the challenge of mastering the advantages of spatialized 7.1 virtual sound without making any compromises in terms of power, thanks to Y Power Pack technology; it also ensures pinpoint precision, by way of the Y Sound Commander system. The Y-350X headset will be available from mid-May, to coincide with the game's launch. A special **DOOM**® edition of its best-selling Y-300CPX model will also be added to Thrustmaster's headset range.

New Hercules products

➤ **DJing:** At the most recent NAMM Show music products trade fair in Anaheim, California, Hercules unveiled its new P32 DJ controller – an all-in-one, innovative, intuitive and visually-oriented solution allowing DJs to fully express their creativity. Thanks to the integrated DJUCED™ 40° software, Hercules P32 DJ lets users liven up their mixes with perfectly-synced loops and samples triggered by the 32 backlit digital pads. This novel concept has been lauded for its ability to help DJs easily put on engaging live performances.

Hercules' range of mass-market DJ controllers (DJControl Compact, DJControl Glow...), launched in the lead-up to the holiday season, has made its mark at the top of the hit parade among online shops.

➤ **WAE range:** The new WAE Outdoor Rush wireless speaker, a 2016 Innovation Awards Honoree at CES in Las Vegas, will be launched on May 15. This groundbreaking speaker was designed with the community of riders in mind, and is packed full of features: totally dust-resistant and protected from immersion up to 1 meter in depth, oceanproof – thanks to its seawater corrosion resistance – and featuring a built-in FM radio, WAE Outdoor Rush is completely versatile and perfect for all water sports.

Financial standing at March 31, 2016

- Net indebtedness (excluding Marketable Investment Securities): €11.1 million
- Marketable Investment Securities portfolio value: €12.8 million

Prospects

Thrustmaster's current "sales out" momentum and the strong increase in the installed base of next-generation game consoles (now numbering more than 59 million units worldwide), combined with the successful launches of its new products, buoy the Group in terms of its forecast of sales growth for fiscal 2016.

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, Spain, the UK, the United States, Canada, the Netherlands, Italy, Belgium, China [Hong Kong] and Romania) and distributes its products in more than 85 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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