

## **2017 FIRST-QUARTER TURNOVER up by 27%**

Unaudited data (in € millions) January 1, 2017 to March 31, 2017	2017	2016	Change
<b>Thrustmaster</b>	<b>10.3</b>	<b>6.6</b>	<b>+56%</b>
Gaming accessories	10.3	6.6	+56%
<b>Hercules</b>	<b>1.1</b>	<b>2.4</b>	<b>-54%</b>
Digital peripheral devices	0.7	2.4	-71%
OEM	0.4	0.0	-
<b>TOTAL</b>	<b>11.4</b>	<b>9.0</b>	<b>+27%</b>

In the first quarter of fiscal 2017, the Group's turnover was up by 27% to €11.4 million.

With growth of 56%, Thrustmaster has been making progress in terms of both racing wheels and joysticks, as well as with respect to gaming headsets with the launch of officially-licensed Tom's Clancy Ghost Recon® Wildlands Edition models.

Sales for Hercules – which is in the process of streamlining its product lines – were down by 54% as a result of the ending of multimedia speaker and webcam-related activities. The brand is now positioning itself as an audio specialist, focusing on DJing products and Outdoor wireless speakers in order to take full advantage of the boom in terms of music streaming.

The Group's sales grew by 63% in North America, by 17% in Europe and by 15% in the rest of the world.

### **Thrustmaster**

➤ **Racing wheels:** The new game Gran Turismo® Sport was presented to American customers at the Destination PlayStation event in late February. In parallel, a brand-new Thrustmaster racing wheel was unveiled in the cockpits by Polyphony Digital at this same show: gamers were able to fully enjoy the gaming experience with this wheel providing completely new features, developed in conjunction with the game's publisher. The new wheel will be launched at the same time as the game Gran Turismo Sport.

Since its launch in December 2016, the new TS-PC Racer wheel has met with a highly positive reception, as evidenced by the numerous awards it has received over the period. Thrustmaster has positioned itself in the eSports market, and this very high-end wheel has benefited from significant media coverage thanks to NBA stars having tested it out for themselves at a preview event for the Formula E Vegas eRace competition in Las Vegas.

➤ **Gaming headsets:** The gaming headsets market, which is growing quickly in the United States, was up by 12% in volume in 2016 (Source: NPD 2016). Thrustmaster's officially-licensed Tom's Clancy Ghost Recon® Wildlands Edition models contributed to the brand's performance during the first quarter. Tests in the specialized press have been very positive, with gold medals received in Germany (Source: [www.mod-your-case.de](http://www.mod-your-case.de), 14/03/2017) and the Benelux countries (Source: [www.9lives.be](http://www.9lives.be), 15/03/2017) for the Y-300CPX Ghost Recon Wildlands Edition model, and scores of 4.5 on 5 in Spain (Source: [www.generacionxbox.com](http://www.generacionxbox.com), 27/03/2017) and 86% in Germany (Source: [www.games-news.de](http://www.games-news.de), 10/03/2017) for the Y-350X 7.1 model.

## **Hercules**

- **WAE:** The audio streaming market continued to show very strong growth of 82.6% in the United States in 2016 (Source: [www.Buzzanglemusic.com](http://www.Buzzanglemusic.com)), with smartphones having emerged as the main vector for distributing and listening to music. The Group is updating its audio product lines in order to take full advantage of this trend.

With sales of its WAE range of wireless speakers growing, the Group has been rolling out its Outdoor speaker lines in networks of sporting goods stores and shops catering to outdoor activities.

Hercules released its new Outdoor speaker equipped with *Bluetooth*<sup>®</sup> wireless technology, the WAE Outdoor 04Plus FM, in late November 2016: this new model joins the WAE Outdoor Rush, the first Outdoor speaker on the market to feature an FM tuner. With its built-in radio antenna, this new speaker has been designed with fans of outdoor sports and activities in mind, and is able to withstand extreme conditions with ease.

- **DJing:** More than 500,000 copies of the DJUCED™ DJing software, which accompanies the Group's DJ controllers, have now been delivered. Unveiled at the 2017 NAMM Show in Anaheim, California, the new DJUCED™ 40° 3.5 version has been appreciated by DJs for its precision, its advances in terms of ergonomics (an easy-to-read interface thanks to high-visibility waveform displays) and its Vinyl Torque feature, providing a highly-realistic mixing experience – similar to that on real vinyl turntables – on the controller's jog wheels.

## **Financial standing at March 31, 2017**

- Net indebtedness (excluding Marketable Investment Securities): €5.8 million
- Marketable Investment Securities portfolio value: €17.8 million

## **Prospects**

The Group is set to launch many new products in the racing wheels, joysticks and gaming headsets categories, and forecasts sales and operating income growth for fiscal 2017.

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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