

## THIRD QUARTER 2011 SALES

Unaudited data (in € millions) January 1, 2011 – September 30, 2011	2011	2010	Change
<b><u>Third Quarter</u></b>			
<b>Hercules</b>	<b>9.6</b>	<b>11.9</b>	<b>-19.33%</b>
Hercules digital peripherals	7.9	11.3	-30.09%
eCAFE™ netbooks	0.3	0.6	-50.00%
OEM	1.4	0.0	-
<b>Thrustmaster</b>	<b>4.6</b>	<b>4.8</b>	<b>-4.17%</b>
Thrustmaster game console accessories	4.6	4.7	-2.13%
OEM	0.0	0.1	-
<b>Total</b>	<b>14.2</b>	<b>16.7</b>	<b>-14.97%</b>
<b><u>Cumulative (9 months)</u></b>			
<b>Hercules</b>	<b>22.7</b>	<b>29.1</b>	<b>-21.99%</b>
Hercules digital peripherals	20.4	26.1	-21.84%
eCAFE™ netbooks	0.5	2.1	-76.19%
OEM	1.8	0.9	+100.00%
<b>Thrustmaster</b>	<b>15.0</b>	<b>9.6</b>	<b>+56.25%</b>
Thrustmaster game console accessories	15.0	9.4	+59.57%
OEM	0.0	0.2	-
<b>Total</b>	<b>37.7</b>	<b>38.7</b>	<b>-2.58%</b>

Following a second quarter with growth of 15%, third-quarter sales declined by the same percentage, bringing cumulative sales over nine months to €37.7 million, a decrease of 2.58%.

Orders which have already been placed allow the Group to forecast growth during the fourth quarter, which is traditionally the most important of its fiscal year.

**Hercules** saw its third-quarter sales decrease by 19.33% with a decline in its range of digital peripherals, mainly due to the delayed launch of its new line of webcams to the year's fourth quarter. Commercial and Research and Development teams will now focus on audio ranges with strong development potential to generate new growth over the periods to come.

**Thrustmaster** maintained comparable sales levels during the third quarter, thanks to increased deliveries of racing wheels.

### Main new Hercules releases during the quarter

- ⇒ **Audio:** Hercules is strengthening its presence in the DJing market with the launch of the DJ Control AIR, as well as a brand-new line of DJ headphones, along with new Home Studio speakers.
- **DJing:** Thanks to a completely novel technology, the new DJ Control AIR will offer new possibilities to DJs: the ability to mix from above thanks to a contactless control which allows them to mix "in the air," while also including velocity sensitive pads in a two-deck mixing console for the first time.
- **DJ headphones:** Three new models in the HDP DJ range, making use of the Group's know-how in terms of acoustics, will be launched during the fourth quarter, with the goal of positioning the brand at the highest level of quality in this sector.
- **DJ speakers:** The Group's Home Studio speakers will be launched this quarter with the release of the XPS 2.0 80 DJ Monitor kit, a system of active monitoring speakers designed to provide highly precise sound, thanks to their Kevlar speaker membranes, allowing DJs to work more accurately on their mixes.
- **Mass-market speakers:** A very good start for the new mass-market Arc White speaker lines will allow the brand to strengthen growth in its speaker sales.
- ⇒ **Webcams:** A transition is underway toward a new range of webcams, which has been fully updated in terms of performance and appeal for consumers.

- ⇒ **OEM:** During the fourth quarter, Hercules will continue deliveries of its guitar cable allowing users to connect a real electric guitar to play the RockSmith game on the PlayStation®3 and Xbox 360 consoles, which has experienced good success in the North American market.

### **Main new Thrustmaster releases during the quarter**

- ⇒ **Racing wheels:** The new Ferrari 458 Italia wheel, featuring Ferrari and Microsoft Xbox 360 licenses, was rolled out in the United States recently for the launch of the game Forza Motorsport 4 from Microsoft, and was very well-received in the specialist press. This model is the first mass-market replica racing wheel for the Xbox 360. The new Formula 1 Ferrari F1 Wheel Integral T500 for PC and PS3 was launched during the latest Italian Grand Prix in Monza, alongside the Ferrari Scuderia drivers Fernando Alonso and Felipe Massa. Articles in the press have described this as the "best driving simulator ever tested." The F1 wheel was released at the same time as the Codemasters F1 2011 game for PC and PS3, and was awarded a score of 9 on 10 by the Ere Numérique website.
- ⇒ **OEM:** During the fourth quarter, Thrustmaster will deliver a new accessory which will be bundled with a game.

### **Financial standing**

The Group's net indebtedness at September 30 amounted to €7.8 million, before taking into account Marketable Investment Securities. Its MIS portfolio was valued at €3.8 million on September 30, 2011.

### **Prospects**

The level of pre-orders placed for the fourth quarter with regard to new Hercules product ranges (DJing products – consoles and headphones – plus webcams and speakers) as well as for new Thrustmaster racing wheels, combined with good export sales dynamics outside of Europe, allow the Group to maintain its objective of sales growth and positive operating income.

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 50 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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