

THIRD QUARTER 2012 SALES

Unaudited data (in € millions)				
January 1, 2012 – September 30, 2012				
	2012	2011	Change	
Third quarter				
Hercules	7.6	9.6	-20.83%	
Hercules digital devices	6.4	7.9	-18.99%	
eCAFÉ™ netbooks	0.0	0.3	-	
OEM	1.2	1.4	-14.29%	
Thrustmaster	4.7	4.6	+2.17%	
Thrustmaster gaming accessories ranges	4.7	4.6	+2.17%	
OEM	0.0	0.0	-	
Total	12.3	14.2	-13.38%	
Cumulative (9 months)				
Hercules	22.9	22.7	0.88%	
Hercules digital devices	19.2	20.4	-5.88%	
eCAFÉ™ netbooks	0.3	0.5	-40.00%	
OEM	3.4	1.8	+88.89%	
Thrustmaster	9.7	15.0	-35.33%	
Thrustmaster gaming accessories ranges	9.7	15.0	-35.33%	
OEM	0.0	0.0	-	
Total	32.6	37.7	-13.53%	

Sales during the third quarter of fiscal 2012 decreased by 13.4% in relation to the same period of the previous year. Thrustmaster was able to benefit from the expansion of its product lines to target the Xbox 360® console, generating strong growth in North America and compensating for weaker European sales. Sales of Hercules products decreased by 20.8% year-on-year, mainly due to lower demand on the part of major European retailers, which did not allow for the usual level of product rollouts for the back-to-school season, particularly with regard to speakers.

In order to compensate for weaker demand in Europe, the Group has put in place a medium-term action plan to allow for a return to growth:

- Focusing Research and Development efforts on the growth drivers identified by the Group: wireless speakers for Hercules, and gaming headsets for Thrustmaster.
The first products in these two ranges will be launched by the end of this year, with market penetration increasing throughout 2013.
- Implementing a European merchandising plan for the Group's DJ ranges.
- Strengthening partnerships with major trans-European customers.
- Increasing the number of distributors in emerging countries.
- Setting up and growing sales and marketing activities in new countries (Saudi Arabia, Colombia, Peru and Mexico).

Financial standing at September 30, 2012

The Group's net indebtedness over the period stood at €9.5 million before taking into account Marketable Investment Securities, in line with the seasonal nature of production leading up to the end-of-year holiday season. The Group's MIS portfolio was valued at €5.7 million at September 30, 2012.

Prospects

The Group anticipates weak sales dynamics during the fourth quarter, and forecasts annual sales of €52 million along with operating income of €-2 million. The action plan to return to growth should progressively begin to bear fruit during 2013, as the Group's new product lines establish themselves in high-growth markets.

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 throughout 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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