

THIRD QUARTER 2013 SALES

Unaudited data (in € millions) January 1, 2013 – September 30, 2013	2013	2012	Change
Third quarter			
Hercules	6.5	7.6	-14.47%
Hercules digital devices	3.9	6.4	-39.06%
eCAFÉ™ netbooks	0.0	0.0	-
OEM	2.6	1.2	+116.67%
Thrustmaster	3.3	4.7	-29.79%
Thrustmaster gaming accessories ranges	3.3	4.7	-29.79%
Total	9.8	12.3	-20.33%
Cumulative (9 months)			
Hercules	14.8	22.9	-35.37%
Hercules digital devices	11.5	19.2	-40.10%
eCAFÉ™ netbooks	0.0	0.3	-
OEM	3.3	3.4	-2.94%
Thrustmaster	9.1	9.7	-6.19%
Thrustmaster gaming accessories ranges	9.1	9.7	-6.19%
Total	23.9	32.6	-26.69%

Sales of standard Hercules product ranges followed the same trend as seen in the previous fiscal quarter, with retailers not yet having anticipated the upturn in sales toward the end of the year. Thanks to good delivery levels for OEM products, the decrease in Hercules' sales amounted to 14%.

After growing by 16% over the first half of the year, sales of Thrustmaster products slowed down in the lead-up to the release of the new game consoles which will give a strong boost to sales during the fourth quarter.

New Thrustmaster products

Partnerships underway with Sony® and Microsoft® are bearing fruit, first of all, in the form of two new racing wheels to be launched toward the end of the year: the T80 for PlayStation®4, and the TX Racing Wheel Ferrari 458 Italia Edition for Xbox® One, along with a new gaming headset for PS4.

The first official wheel for PS4, the T80 has been certified by Sony and is in production. It will allow gamers to fully experience all of the PS4's functionalities, while also being compatible with PlayStation®3 consoles (thanks to its PS4/PS3 switch), a platform on which many racing titles will be launched as this year's holiday season approaches – including F1® 2013, WRC 4, Need for Speed® Rivals and Gran Turismo® 6. The T80 wheel will also be available in a DRIVECLUB™-licensed version: a limited edition for the racing game on PS4. Sales will mainly be focused in the later part of this year on the generic version of the T80, while sales of the DRIVECLUB™ limited edition will benefit from the game's marketing upon its release, set for early 2014.

Also in production is the TX Racing Wheel Ferrari 458 Italia Edition: a Force Feedback wheel, certified by Microsoft, it will be the first wheel available on the market for the Xbox® One for the release of the console's launch racing title, Forza Motorsport® 5. It will provide gamers with new racing sensations thanks to its brushless motor – an innovative technology in wheels – and by way of its magnetic sensor, providing an unrivaled level of precision. Wheels will be the main growth driver for Thrustmaster, relying on the strong crop of racing games this year as well as the launch of the upcoming consoles.

Moreover, in light of the quality and success of the first range of Thrustmaster gaming headsets, Sony Computer Entertainment Europe has given the go-ahead to the new licensed headset, the Y-300P. This official headset for PS4 and PS3 will let gamers play the first FPS game for PS4, Killzone™ – and will also be much appreciated in titles such as Call of Duty®: Ghosts and Battlefield 4 – and take full advantage of all the new opportunities for interaction.

New Hercules products

New lines of DJ controllers for iPad: Hercules is extending its DJ range to include tablets, with the release of two new controllers for iPad: the *Hercules DJControl Air for iPad®* and *DJControl Instinct for iPad®*. Both controllers will be bundled with the new DJUCED™ App mixing application, allowing for mobile touch-based DJing on iPad. Following the Group's

announcement that it will be diversifying to encompass new platforms such as tablets, innovative new solutions are set to be unveiled at CES 2014 in Las Vegas. Current usage trends are opening up exciting new fields of application for digital music mixing.

Taking aim at professional DJs, Hercules will be launching a new version of its best-seller toward the end of the year: the DJCONSOLE RMX2 *Premium* TR, featuring exclusive functionalities designed to meet the needs of this group of demanding DJs looking to get even more out of the DJCONSOLE RMX2's built-in audio capabilities. The console will be bundled with the Traktor LE 2 software.

WAE wireless audio range: This product line continues to establish itself in the marketplace – both in a promising segment, outdoor wireless speakers, as well as in the largest and most important segment, home listening. In order to highlight and promote our products' audio quality and effortless connection via *Bluetooth*® wireless technology, a merchandising plan is well underway for the *BTP04 Outdoor Adventure Pack* and the brand-new *BTP03 Mini*: this strategy allows consumers to test out all the most important features of the WAE range during the decisive end-of-year holiday sales period. In parallel, projects regarding trendy new applications in wireless audio will be announced at CES 2014.

New multimedia speakers range: Hercules is also completely refreshing its Gloss and Slim speaker lines, and opening up this range to *Bluetooth*® compatibility: the *Hercules Gloss Bluetooth* for PC and Mac will also allow users to remotely stream music from smartphones and tablets, thereby rounding out consumers' musical ecosystems.

Financial standing at September 30, 2013

The Group's net indebtedness over the period stood at €9.6 million before taking into account Marketable Investment Securities. The Group's MIS portfolio was valued at €7.7 million at September 30, 2013.

Prospects

The realization of the Group's strategy of being ready with products for the next-generation consoles from their respective launch dates allows it to anticipate strong demand for the new Thrustmaster wheels as of the fourth quarter, with sales accelerating in 2014. Initial order commitments confirm increased sales prospects during the fourth quarter.

The Group maintains its forecast of growth over the second half of the 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 (France, Germany, the UK, the United States, Canada, Belgium, the Netherlands, Hong Kong, Spain, Romania and Italy) and distributes its products in 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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