

**Q3 2014 SALES GROWTH: +15%**

Unaudited data (in € millions) January 1, 2014 – September 30, 2014	2014	2013	Change
<b>Third quarter</b>			
Thrustmaster gaming accessories ranges	8.3	3.3	+151.52%
Thrustmaster	8.3	3.3	+151.52%
Hercules digital devices	2.6	3.9	-33.33%
OEM	0.4	2.6	-84.62%
Hercules	3.0	6.5	-53.85%
<b>Total</b>	<b>11.3</b>	<b>9.8</b>	<b>+15.31%</b>
<b>Cumulative (9 months)</b>			
Thrustmaster gaming accessories ranges	16.2	9.1	+78.02%
Thrustmaster	16.2	9.1	+78.02%
Hercules digital devices	6.7	11.5	-41.74%
OEM	0.4	3.3	-87.88%
Hercules	7.1	14.8	-52.03%
<b>Total</b>	<b>23.3</b>	<b>23.9</b>	<b>-2.51%</b>

The third quarter of fiscal 2014 saw overall progress of 15.31% for the Group, with sales of €11.3 million, despite lower OEM deliveries during the period. Growth for the Group's ranges of gaming accessories and digital peripheral devices amounted to 51%, excluding OEM activities.

With sales of €8.3 million representing growth of 151%, Thrustmaster has benefited from the strong sales momentum with respect to the next-generation consoles and the release of new car racing games for the PlayStation®4 and Xbox One™ consoles, and has expanded the international rollout of its racing wheels.

Hercules digital devices, down by 33%, reduced their sales decrease during the third quarter of 2014, with a return to growth expected for the fourth quarter.

**New Thrustmaster products**

The installed base of new game consoles continues to grow, with more than 11 million PlayStation®4 consoles for Sony, and nearly 6 million Xbox One™ consoles for Microsoft (*Source: VGChartz*). The T300 RS racing wheel, whose release coincided with the launch of the game *DRIVECLUB™*, published by Sony, allowed the Group to further the international rollout of its lines of racing wheels for PlayStation®4. The late-September launch of the game *Forza Horizon 2* for Xbox One™ has further buoyed gamers' enthusiasm for Thrustmaster racing wheels for the console – particularly in the United States, where the Group is the sales leader. Thanks to partnerships with console manufacturers and developers of hit games, Thrustmaster has strengthened its ties with the gaming community, and its accessories are now recommended for use with many racing and simulation titles. Along these lines, Thrustmaster will be ready for the launch of Ubisoft's very highly-anticipated racing game *The Crew* with combo packs bundling the game with the brand's racing wheels. Thrustmaster's lines of PlayStation®4 and Xbox One™ racing wheels are now also being distributed in Japan, the Group having successfully launched its Japanese-language website.

**New Hercules products**

- **DJ range:** Hercules is currently finalizing its brand-new DJ console, to be launched in the fourth quarter. The console will allow DJs to express their creativity at parties and performances better than ever before, thanks to its innovative new functions. During the third quarter, Hercules launched new editions of its main DJ controllers in order to boost sales. These new products are aimed at both amateur DJs, with the *DJControl AIR S Series*, and more advanced DJs with the *DJControl AIR+ S Series* and *DJConsole Rmx2 Black-Gold*.

- WAE wireless audio range: Hercules continues to roll out the new products in its WAE range. The WAE NEO, in particular, is being promoted on site by retail partners selected for their ability to demo the product for consumers. The Outdoor concept is progressing, thanks to the continually expanding availability of both the WAE Outdoor and Adventure Pack versions of the BTP04 speaker.

### **Financial standing at September 30, 2014**

The Group's net indebtedness over the period stood at €10 million before taking into account Marketable Investment Securities. The Group's MIS portfolio was valued at €6.1 million at September 30, 2014.

### **Prospects**

The Group forecasts a slight decrease in sales for the fiscal 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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