

2017 ANNUAL CONSOLIDATED TURNOVER: +25%

Unaudited data (in € millions) From January 1 to December 31, 2017	2017	2016	Change
Fourth quarter			
Thrustmaster gaming accessories product lines	25.3	19.1	+32%
OEM*	0.0	0.0	-
Thrustmaster	25.3	19.1	+32%
Hercules digital peripheral devices	2.1	3.6	-42%
OEM *	0.0	0.0	-
Hercules	2.1	3.6	-42%
Total	27.4	22.7	+21%
Annual turnover			
Thrustmaster gaming accessories product lines	75.7	53.2	+42%
OEM	0.0	0.0	-
Thrustmaster	75.7	53.2	+42%
Hercules digital peripheral devices	4.3	9.5	-55%
OEM	0.4	1.5	-73%
Hercules	4.7	11.0	-57%
Total	80.4	64.2	+25%

(*) Accessories developed in order to accompany products of third-party companies (Original Equipment Manufacturer).

The Group's annual turnover for fiscal 2017 amounted to €80.4 million, up 25% from the previous year.

Thrustmaster, thanks to the strength of its new products and the good current crop of racing games, grew by more than 40% over the year, becoming a leader in the racing wheels market in the United States (*Source: NPD Group Inc, 2017*).

Hercules, following the ending of its multimedia speakers and webcam product lines, was down by 57%, with a smaller drop during the fourth quarter to -42%.

The Group is reaping the benefits of its Research and Development efforts, which have allowed it to create and market high-end racing wheels, highly appreciated by the most demanding gamers.

The power of its licensing partnerships – including with regard to the game Gran Turismo® – has further strengthened the worldwide prospects for its product lines.

The Group's commercial deployment strategy has resulted in growth of 66% in the Asia-Pacific region and 30% in the Americas, which now account for more than 10% and 32% of the Group's sales, respectively.

Thrustmaster

- Thrustmaster achieved very strong growth of 42% over the year, becoming a leader in the racing wheels market in the United States with more than 60% market share (*Source: NPD Group Inc, 2017*).
- Released two new high-end racing wheels in nearly forty countries: launched the Gran Turismo®-licensed T-GT racing wheel, and the TS-XW RACER Sparco P310 Competition Mod for Xbox One® and Xbox One® X, which hit the market alongside the game Forza Motorsport® 7.
- Joysticks: released T.Flight Hotas One – the first joystick for Xbox One® – in conjunction with the game Elite Dangerous, the leading space simulation title.
- The brand signed strong new partnership contracts: it expanded its partnership with Ferrari for gaming headsets, and inked a new deal with Sparco®, the world-renowned auto parts and accessories company.

- Thrustmaster boosted its presence at the largest international trade shows – in particular with Sony at all of the worldwide launch events for GT Sport®, giving the new T-GT a big boost as the game’s official racing wheel.
- The Group expanded the rollout of its products in Asia (Hong Kong, China, South Korea, Japan) and Australia, allowing Thrustmaster to position itself as a major player in racing wheels and joysticks in these countries.
- Thrustmaster achieved very strong sales growth in North America, bolstering its commercial activities at leading retail chains (Best Buy, GameStop, Walmart...).

Hercules

- The brand is pursuing an innovation plan incorporating the latest design thinking and big data techniques to design and build its upcoming WAE and DJ product lines.
- Hercules released version 3.6 of its DJUCED™ 40° DJing software, featuring integration of the high-resolution Qobuz music streaming service, giving users access to more than forty million tracks.

New releases for 2018

Thrustmaster has put in place an ecosystem allowing consumers to customize its racing wheels by adding different types of add-on rims, pedal sets, shifters and other innovative accessories throughout the year.

Following on from the T80 Ferrari 488 GTB Edition and Ferrari 250 GTO Wheel Add-On, launched at the end of the year, the third product unveiled by Thrustmaster to celebrate Ferrari’s 70th anniversary was the **TS-PC RACER Ferrari 488 Challenge**, its most highly-advanced racing wheel for PC.

Moreover, the rise of racing in eSports – including Gran Turismo and its FIA partnership, amongst other developments – is set to provide a significant boost for the brand’s high-end products.

Thrustmaster also recently announced the **TSS Handbrake Sparco Mod**, officially licensed by Sparco®, a professional-grade accessory featuring two exclusive modes: a replica Sparco progressive handbrake, and sequential gearbox.

Thrustmaster will be working in conjunction with the releases of space simulation games to further strengthen the sales growth of its joysticks.

Thrustmaster is also continuing to make progress in the dynamic gaming headsets market, with the new related Ferrari license representing an excellent opportunity. The brand is pursuing its licensing policy at the same time, with another headset set to be announced during Q1 2018.

Hercules, currently taking part in the NAMM Show in Anaheim, California, announced a partnership regarding its DJing division with JAM Industries/AMS, the leading American music gear distributor.

Hercules’ Research and Development teams are working on new DJ controller projects for its 2018 DJing range. In parallel, the WAE team is focusing on innovation in order to integrate new features into its products, allowing the brand to significantly differentiate its products from those of its competitors over the years to come.

Prospects

In 2018, the Group will further expand worldwide coverage with respect to its racing wheels, and continue to boost its presence in the eSports racing world. It will also create new mass-market accessories in order to generate a new growth cycle for Thrustmaster.

The Group forecasts sales growth for fiscal 2018.

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 for end users.

Contact: Guillemot Financial Information – Telephone: +33 (0) 2 99 08 08 80 – Fax: +33 (0) 2 99 93 20 80 – www.guillemot.com