



# GUILLEMOT CORPORATION SA

## 2020 interim results

September 23, 2020, Paris



**THRUSTMASTER®**



- **H1 2020 highlights**
- **Overview of the financial statements to June 30, 2020**
- **Interim key figures**
- **Product ranges**
- **Outlook**



# HERCULES



Hercules



# Hercules product ranges

DJing and digital music



Wireless speakers for smartphones and tablets



Hercules Monitor 5



WAE Outdoor 04Plus FM      WAE Outdoor Rush



# **THRUSTMASTER®**





## Thrustmaster product ranges

Racing wheels



Gaming headsets



JOYSTICKS



GAMEPADS





# First-half 2020 Highlights



***THRUSTMASTER®***



## H1 2020 highlights

- H1 2020 turnover: €41.5m, equating to 63% growth
- Sales up 133% in North America, 55% in the European Union and 22% in other countries
- Business affected by unprecedented market conditions, with the COVID-19 pandemic causing many stores to be closed worldwide
- Even greater consumer demand for the Group's products
- Record numbers of visitors to the Thrustmaster website and online store
- Significant increase in e-commerce
- Two major new products launched: *Hercules DJControl Inpulse 500* controller and *TCA Sidestick Airbus Edition* joystick
- Finalization of a major business deal between Hercules and Sweetwater.com, a US giant in online musical instrument sales



# Overview of 2020 interim financial statements



***THRUSTMASTER®***





# H1 2020 key figures

First half (€ millions) January 1 – June 30, 2020	Jun 30, 2020	Jun 30, 2019	Change
Thrustmaster gaming accessories	38.9	23.6	+65%
Thrustmaster total	38.9	23.6	+65%
Hercules digital devices	2.3	1.6	+44%
OEM*	0.3	0.3	-
Hercules total	2.6	1.9	+37%
Total turnover	41.5	25.5	+63%
Net income from ordinary activities	3.1	-1.5	-
Net operating income	3.1	-1.5	-
Net financial income**	5.3	-1.1	-
Corporate income tax	-1.1	+0.1	-
Consolidated net income	7.3	-2.5	-
Earnings per share	€0.48	-€0.17	-

\* Accessories developed for third-party companies (Original Equipment Manufacturers).

\*\* Net financial income includes the cost of net financial debt as well as other financial expenses and income.

## Key balance sheet items

(€m)	Jun 30, 2020	Dec 31, 2019
Shareholders' equity	57.4	50.3
Inventories	15.8	21.4
Net debt (excl. AFS securities)*	0.5	10.2
Current financial assets (AFS securities portion)	32.6	27.3

\* Available-for-sale (AFS) securities are not taken into account when calculating net debt.



# Income statement to June 30, 2020



***THRUSTMASTER®***

(All figures in €k)	Jun 30, 2020	Jun 30, 2019
<b>Net turnover</b>	<b>41,519</b>	<b>25,485</b>
Purchases	-15,772	-11,546
External expenses	-7,724	-5,840
Employee expenses	-5,167	-4,986
Taxes and duties	-306	-216
Additions to amortization and depreciation	-1,718	-1,574
Additions to provisions	-1,086	-677
Change in inventories	-4,375	-905
Other income from ordinary activities	170	316
Other expenses from ordinary activities	-2,444	-1,563
<b>Net income from ordinary activities</b>	<b>3,097</b>	<b>-1,506</b>
Other operating income	0	0
Other operating expenses	0	0
<b>Net operating income</b>	<b>3,097</b>	<b>-1,506</b>
Income from cash and cash equivalents	3	8
Cost of gross financial debt	80	211
<b>Cost of net financial debt</b>	<b>-77</b>	<b>-203</b>
Other financial income	5,400	0
Other financial expenses	0	-939
Corporate income tax	-1,089	102
<b>Net income before minority interests</b>	<b>7,331</b>	<b>-2,546</b>
O/w net income from discontinued operations	0	0
Attributable to minority interests	0	0
<b>Net income attributable to equity holders of the parent</b>	<b>7,331</b>	<b>-2,546</b>
Basic earnings per share	0.48 €	-0.17 €
Diluted earnings per share	0.48 €	-0.17 €



# Balance sheet at June 30, 2020



***THRUSTMASTER®***



<b>ASSETS</b>	<b>Net Jun 30, 2020</b>	<b>Net Dec 31, 2019</b>
<i>(All figures in €k)</i>		
Goodwill on acquisitions	0	0
Intangible assets	11,668	11,401
Property, plant and equipment	4,516	4,598
Financial assets	299	268
Tax assets	699	880
Deferred tax assets	272	1,149
<b>Non-current assets</b>	<b>17,454</b>	<b>18,296</b>
Inventories	15,772	21,390
Trade receivables	21,036	19,579
Other receivables	2,144	1,644
Financial assets	32,581	27,334
Current tax assets	265	955
Cash and cash equivalents	12,635	5,851
<b>Current assets</b>	<b>84,433</b>	<b>76,753</b>
<b>Total assets</b>	<b>101,887</b>	<b>95,049</b>

## LIABILITIES AND EQUITY

	Jun 30, 2020	Dec 31, 2019
(All figures in €k)		
Capital (1)	11,771	11,771
Premiums (1)	10,551	10,551
Reserves and consolidated income (2)	34,873	27,440
Currency translation adjustments	260	580
<b>Group shareholders' equity</b>	<b>57,455</b>	<b>50,342</b>
Minority interests	0	0
<b>Consolidated shareholders' equity</b>	<b>57,455</b>	<b>50,342</b>
Employee benefit liabilities	1,258	1,208
Borrowings	8,011	8,007
Other liabilities	0	0
Deferred tax liabilities	0	0
<b>Non-current liabilities</b>	<b>9,269</b>	<b>9,215</b>
Trade payables	18,307	16,409
Short-term borrowings	5,082	8,027
Taxes payable	692	427
Other liabilities	11,036	10,587
Provisions	46	42
<b>Current liabilities</b>	<b>35,163</b>	<b>35,492</b>
<b>Total liabilities and equity</b>	<b>101,887</b>	<b>95,049</b>

(1) Of the consolidating parent.

(2) Of which net income for the period: €7,331k.



# Cash flow statement to June 30, 2020



***THRUSTMASTER®***

(All figures in €k)

	Jun 30, 2020	Jun 30, 2019
<b>Cash flows from operating activities</b>		
Net income from consolidated companies	7,331	-2,546
+ Additions to amortization, depreciation and provisions (except on current assets)	1,762	1,880
- Reversals of amortization, depreciation and provisions	0	0
-/+ Unrealized gains and losses arising from changes in fair value	-5,247	728
+/- Expenses and income arising from stock options	0	0
-/+ Capital gains and losses on disposals	0	-5
Change in deferred taxes	876	-133
<b>Operating cash flow after cost of net financial debt</b>	<b>4,722</b>	<b>-76</b>
Cost of net financial debt	77	203
<b>Operating cash flow before cost of net financial debt</b>	<b>4,799</b>	<b>127</b>
Currency translation adjustment on gross cash flow from operations	0	-7
Inventories	5,618	1,083
Trade receivables	-1,456	11,108
Trade payables	1,899	-5,059
Other	687	-4,077
<b>Change in working capital requirement</b>	<b>6,748</b>	<b>3,055</b>
<b>Net cash flows from operating activities</b>	<b>11,470</b>	<b>2,972</b>

(All figures in €k)

**Jun 30, 2020**   **Jun 30, 2019**

**Cash flows from investing activities**

Acquisitions of intangible assets	-1,195	-1,318
Acquisitions of property, plant and equipment	-488	-337
Disposals of property, plant and equipment and intangible assets	0	5
Acquisitions of non-current financial assets	-2	0
Disposals of non-current financial assets	52	0
Net cash from acquisitions and disposals of subsidiaries	0	0
<b>Net cash flows from investing activities</b>	<b>-1,633</b>	<b>-1,650</b>

**Cash flows from financing activities**

Increases in capital and cash injections	0	0
Dividends paid	0	0
Borrowings	363	0
Repayment of shareholders' current accounts	0	0
Repayment of borrowings	-1,763	-1,585
Repayment of debt and interest (IFRS 16)	-183	-162
Other cash flows from financing activities	0	0
<b>Total cash flows from financing activities</b>	<b>-1,583</b>	<b>-1,747</b>
<b>Impact of foreign currency translation adjustments</b>	<b>-108</b>	<b>61</b>

**Change in cash**

Net cash at the beginning of the period	4,477	-2,005
Net cash at the end of the period	12,623	-2,369



# ***THRUSTMASTER®***





RACING

# Thrustmaster racing wheels range

PS3/PS4/PC

EXPERT

CASUAL

ADVANCED

T80 Ferrari 488 GTB Edition  
PS4™/PC



T80  
PS3™/PS4™/PC



€99.<sup>99</sup>

€109.<sup>99</sup>



Ferrari 458 Spider  
Xbox One

T150 Ferrari Force Feedback  
PS3™/PS4™/PC



T150 Force Feedback  
PS3™/PS4™/PC



€199.<sup>99</sup>

T150 PRO FF  
PS3™/PS4™/PC



€249.<sup>99</sup>



TMX  
Xbox One®/PC



TMX PRO  
Xbox One®/PC

XBOX ONE  
XBOX 360  
PC

T300 RS GT Edition  
PS4™/PC



T300 RS  
PS3™/PS4™/PC



€349.<sup>99</sup>

€399.<sup>99</sup>

T300 Ferrari Alcantara edition  
PS3™/PS4™/PC



€499.<sup>99</sup>

TS-PC Racer Ferrari 488 Challenge Edition  
PC-only *e-sports*



€649.<sup>99</sup>

€699.<sup>99</sup>

T-GT  
PS4™/PC  
*e-sports*



€799.<sup>99</sup>



TX Racing Wheel  
Leather Edition  
Xbox One®/PC



TS-XW Racer Sparco P310  
Xbox One/PC *e-sports*



# Racing simulation ecosystem

TM Open Wheel  
Add-On



TM Leather 28 GT  
Wheel Add-On



Ferrari F1  
Wheel Add-On



TM Competition Wheel Add-On  
Sparco P310 Mod

599XX EVO 30 Wheel Add-On  
Alcantara® Edition

TM Rally Wheel Add-on  
Sparco R383 Mod

Ferrari GTE Wheel Add-On  
Ferrari 458 Challenge Edition



TSS Handbrake  
Sparco Mod +



TH8A Add-On  
Shifter



TX Servo Base



T300 Servo Base



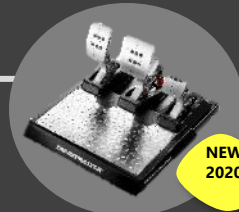
BT LED Display



TM Racing Clamp



T3PA  
3 Pedals Add-On



T-LCM Pedals



T3PA-PRO  
3 Pedals Add-On



# ***PRESS REVIEW***





WW impact



ES impact



## Gaming 101: T3 Middle East recommends!

Thrustmasters T-LCM Pedals



Does the Thrustmaster TS-XW Racer Sparco P310 Competition Mod wheel proudly sit at the centre of your PC gaming set-up? It's time to upgrade to Thrustmasters most highly-anticipated pedal set. The T-LCM Pedals feature the U.S.-patented H.E.A.R.T (HallEffect AccuRate Technology) magnetic sensor system and provide cutting-edge precision from both the accelerator and clutch pedals — an exciting first for a Thrustmaster racing pedal set. Load Cell force sensor technology, built into the back of the brake pedal, allows for a wide range of adjustment options, making the T-LCM Pedals a perfect fit for any type of racing setup. Available now and priced at \$199, the ability to apply up to 220 lb / 100 kg of pressure on the brake is specific to this pedal set, highlighting both its industrial build quality and its high-performance design. Thrustmaster is even providing T-LCM Pedals owners with a set of 6 springs allowing for a multitude of quick, tool-free adjustments. T-Accessories include the \$19.99 T-LCM cockpit adaptor, a \$19.99 T-LCM rubber grip and the \$59.99 T-Pedals 2.



Reviews Thrustmaster T-LCM

- **50k** unique Visitor/Month
- **Top 35K** United Arab Emirate websites
- **Top 36K** in the Computers Electronics and Technologies category

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## Analysis of the Thrustmaster T-LCM pedals



*"There is no doubt that because of the price at which they are presented and taking into account the products with which they compete, they are a great advance in this entry range."*

- **55.29K+** unique Visitor/Month
- **Top 16,4K** FR media online (WW)
- **Top 17,2K** News & Media websites

7



# New releases

Hercules  
—▲▲▲—

**THRUSTMASTER®**



# T.RACING

## Scuderia Ferrari Edition

- Thrustmaster is proud to present the T.Racing Scuderia Ferrari Edition-DTS.

The best of Thrustmaster's audio expertise combined with unique DTS\* know-how to improve gaming performance. (\*DTS Sound Unbound application available for Xbox and PC; includes one year's use of DTS.)

**THRUSTMASTER®**

INTRODUCES

**dts**

FOR

**T.RACING**

Scuderia Ferrari Edition







**Project CARS 3 game:**

A good catalyst for the gaming accessories market, including accessories designed by Thrustmaster



# PROJECT CARS™ 3

## T-LCM PEDALS

LOAD CELL & MAGNETICS

*Get Ready to Race Project Cars 3 with Thrustmaster*



**SLIGHTLYMAD STUDIOS**  
A COOMASTERS' COMPANY



\*T-GT is not compatible on PS4 game version by 28th August.  
Full compatibility will be implemented at first game patch.



# eSports



Hercules  
—▲▲▲—

**THRUSTMASTER®**

# Thrustmaster eSports – H1 2020

## Highlights\*

- ✓ Global eSports revenue is set to grow to \$1.1 billion in 2020, up 15.7% year on year (2019: \$950.6 million)
- ✓ The global eSports audience is set to reach 495 million in 2020, up 11.7% year on year

*Source: Newzoo 2020*

*\*Figures do not take into account the impact of the pandemic*





## Ferrari eSports: Thrustmaster, official partner



As “**official equipment supplier**”, Thrustmaster is official partner of Ferrari’s driver academy.



Thrustmaster’s partnership with Ferrari eSports really stepped on the gas in the first half of 2020, with Ferrari drivers taking part in the SRO Esports GT Challenge competition. Ferrari Esports boosted Thrustmaster’s visibility through its online communications...

On April 5, 2020, six F1 drivers (including Ferrari’s Charles Leclerc) took part in the “Vietnam Virtual GP”.

Two drivers (Tonizza and Bonito) from the Ferrari Esports team also joined the race.



# Thrustmaster eSports: H2 2020

## Online Super Final, September 15-18, 2020

- Season 2 of the *Le Mans Esports Series*, with Thrustmaster as exclusive partner of the category for the second time, saw Red Bull Racing Esports (Pro) and LM Squad (Pro-Am) take the top step of the podium on September 18.
- The series adopted a new format, with four daily races resulting in the elimination of three teams in the two categories (Pro and Pro-Am) each day. Prizes by category for the winners of the three-team final were \$100,000 and \$50,000 respectively.
- The competition used the Forza Motorsport game, with cars from different periods from the history of the 24 Hours of Le Mans from 1950s to the present day.

## Le Mans Esports Series

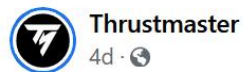




# Thrustmaster eSports: H2 2020

## Le Mans Esports Series

- Four-day live broadcast



Thrustmaster

4d · 🌐

Turn on your engine! 10 teams left today to stay in the race tomorrow for the Final. This competition is definitely full of thrills!

📺: Don't miss today's races: <https://www.twitch.tv/lemansesports>

Le Mans Esports 24 Heures du Mans FIA WEC Motorsport Games  
Forza Motorsport



Thrustmaster

3d · 🌐

[#TMesports] x #LMES

And... bring on the Final Segment! If there is 4 races to not miss, that's the ones. 🙌

So tune in here: <https://www.twitch.tv/lemansesports> and join the action!

Le Mans Esports/ 24 Heures du Mans / FIA WEC / Motorsport Games /  
Forza Motorsport



“TM-LMES” offer code valid in the  
Thrustmaster e-shop

**THRUSTMASTER®**  
Le Mans Esports Series Official Supplier

**RACE LIKE A PRO**  
with your Thrustmaster gear!

Get 15% off\* at [shop.thrustmaster.com](https://shop.thrustmaster.com)

**THRUSTMASTER®**  
eShop

Promo valid 15th – 18th September  
With the code **TM-LMES**

\*See terms and conditions on the website





**GT WORLD: Thrustmaster, official equipment partner of GT Sport competitions worldwide**

**In 2020, the T-GT racing wheel is the official racing wheel for FIA-certified GT Sport competitions.**

**February 15-16, 2020: the first stage of the 2020 World Tour took place in Sydney (Australia), with Chilean driver Nicolas Rubilar representing Thrustmaster.**





# Thrustmaster eSports – H1 2020

## COMPETITIONS

### Live from Monaco GT Series

“Live From Monaco GT Series”, a unique race with pro drivers, took place on May 23. Thrustmaster was delighted to partner with this virtual event, won by brand ambassador David Perel.





# FLYING



# FLIGHT SIMULATION ECOSYSTEM



EXPERT

ADVANCED





Flying



Hercules



THRUSTMASTER



DJ

BOOST YOUR MIX

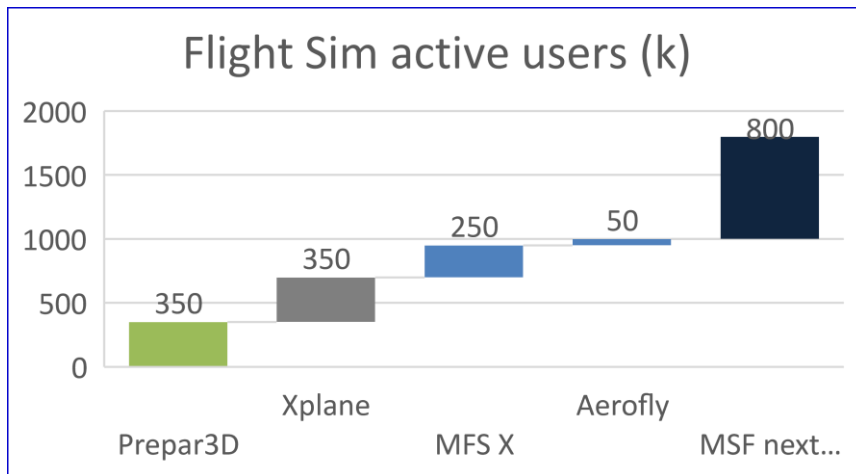
THRUSTMASTER



# A revival in flight simulation

Launch of a new version of : a major event

Flight sim market: potentially 1.8m users



MFS 2020 targeting MFSX trend: 1m units (source: VGChartz, Steamspy)



Partners:



AIRBUS

ASOBO  
STUDIO



## ***Microsoft Flight Simulator 2020 released August 18***

- The release of *Microsoft Flight Simulator* on August 18 was a big success, fueling a new wave of flight simulation accessories, and should give year-end sales a big boost
- Considered one of the best flight simulation games





# ***THRUSTMASTER®***

Thrustmaster® launches a range of TCA civil aviation products officially licensed by Airbus®, offering authentic sensations and functions to immerse gamers in the world of passenger airliners.







Take Flight in  
*Microsoft Flight Simulator*  
with **THRUSTMASTER**® gear





# Flying

## Dedicated and innovative accessories





**THRUSTMASTER®**



**WAE**  
Wireless Audio Experience



**DJUCED™**  
BOOST YOUR MIX



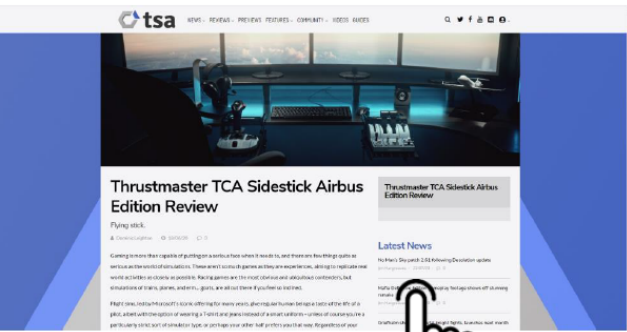
# ***PRESS REVIEW***





# Thrustmaster TCA Sidestick Airbus Edition Review

## Thrustmaster announces new Airbus product range



*"The TCA Sidestick Airbus Edition is a fantastic mid-range flight stick from Thrustmaster with an approachable price and makes for a perfect entry point to the flight sim world. Based as it is on the T16000M, you're getting top-level precision and solid build quality, dressed up in a suitably Airbus-styled colour scheme."*



*"Thrustmaster is well-known for developing hardware for space and military simulation. However, in a surprise announcement, the company has revealed a new range of Airbus flight controllers dubbed TCA (Thrustmaster Civil Aviation) – its first venture into the civil flight simulation market."*

- **+763K** unique Visitor/Month
- **TOP 2K** website in Video Game category (WW)
- **Global impact** with readers in the UK, USA, AUS, CAN

Announces TCA product range

A detailed image of a Thrustmaster gaming controller, likely a T302e, shown in a semi-transparent style. The controller is black with a braided cable attached to the top. A joystick cap is shown detached and floating above the left joystick. The controller features a directional pad, four action buttons (triangle, circle, square, cross), a PlayStation logo button, and a share button. The text "GAMING CONTROLLERS" is overlaid in a bold, dark blue font.

# GAMING CONTROLLERS

## Thrustmaster gamepad range

**Platinum**  
+2 000 000 units / unités

**Dual Analog 4**  
PC



€19.<sup>99</sup>

**GP XID Pro**  
PC



€24.<sup>99</sup>

**T Wireless Black**  
PC/PS3™



**GPX controller**  
PC/Xbox 360



€29.<sup>99</sup>

**Score-A  
Wireless  
Gamepad**  
Android



€39.<sup>99</sup>

**ESWAP PRO  
CONTROLLER**  
PS4/PC



€169.<sup>99</sup>

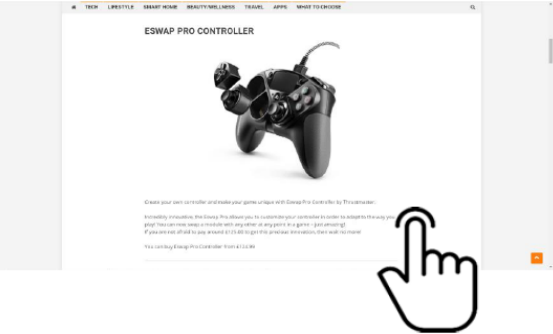
NEW  
2019

# *eS*wap **PRO CONTROLLER**





THE CONSOLES AND ACCESSORIES TO LEVEL UP YOUR GAMING EXPERIENCE



*"Incredibly innovative, the Eswap Pro allows you to customize your controller in order to adapt to the way you play! You can now swap a module with any other at any point in a game – just amazing!"*

Reviews ESWAP PRO CONTROLLER

Impression of a high-end game pad "ESWAP PRO CONTROLLER" for about 20,000 yen A professional controller that we recommend to beginners who improve their play with various games.



*"Although there is a habit around the placement of the stick, the operation of the stick and the feel of the buttons are excellent, and it is much easier to handle than the DS4. In particular, the feel of the buttons in the fighting game and the four back buttons that are easy to handle in a wide range of game genres were better than they looked."*

Reviews ESWAP PRO CONTROLLER + YEL  
COLOR PACK + SILVER COLOR PACK

- 4.87M+ unique Visitor/Month

A grayscale photograph of various gaming peripherals and cash. In the center, there are several pairs of headphones, including one with a skull on the ear cup and another with 'GHOST RECON' branding. A game controller is visible on the left. Scattered around are several US dollar bills, including a \$100 bill and a \$20 bill. The items are resting on a surface with a camouflage pattern. The text 'GAMING HEADSETS' is overlaid in a large, bold, dark blue font.

# GAMING HEADSETS



## Thrustmaster gaming headset range

**Y-300CPX**  
Multiple designs  
All platforms



€49.<sup>99</sup>

**Y-300CPX Far Cry 5**  
All platforms



€59.<sup>99</sup>



**Y-350CPX Far Cry 5**  
All platforms



**Y-350CPX 7.1**  
All platforms



**T.Flight US Air Force Edition**  
All platforms



**T.Racing Ferrari Scuderia Edition**  
All platforms



**T.Assault Six Collection Edition**  
(US & Canada only)  
All platforms



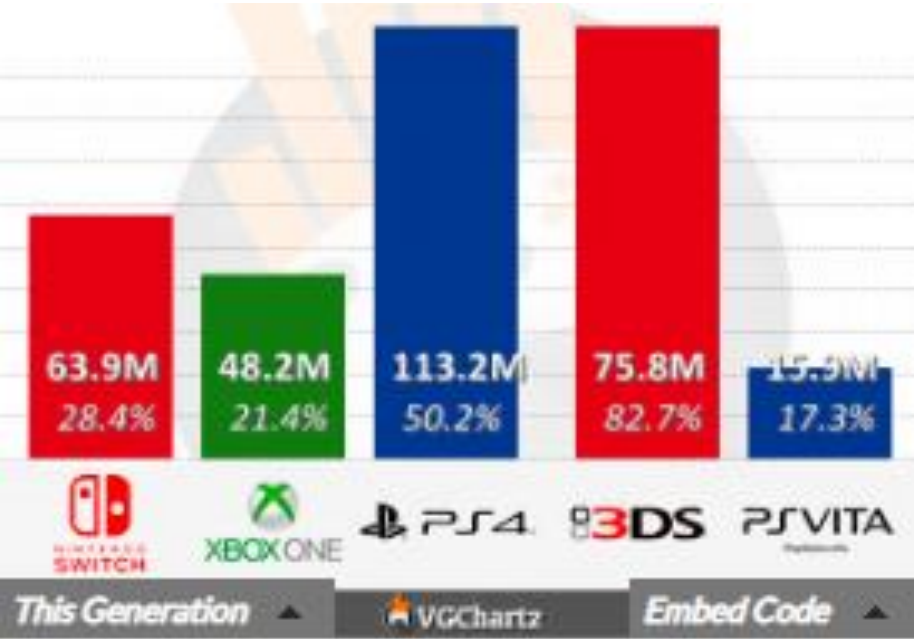
# Worldwide installed base of consoles

**Over 317 million consoles**

*(vs. 310.2 million at June 27, 2020)*

**of which 113.2 million PS4™ and 48.2 million Xbox One®**

*(vs. 111.9 million PS4™ and 48.1 million Xbox One® at June 27, 2020)*



Millions of hardware units sold. As of 05th September 2020

# Launch of next-generation consoles

The imminent arrival of new consoles, with the *Xbox Series X|S* from Microsoft Corporation, available in two versions and set to launch on November 10, and the PlayStation®5 from Sony Interactive Entertainment Inc., slated to arrive on November 19 and also available in two versions, will be a key driver over the final part of 2020 and the next few years.

All of the Group's officially licensed PlayStation®4 racing wheels and joysticks will be compatible with the new PlayStation consoles. Similarly, all of the Group's Xbox One licensed racing wheel and joystick accessories will be compatible with the new Microsoft Xbox Series X|S consoles.

# Next-gen consoles, the eSports boom and cloud gaming





# Hercules







DJ



DJ

For beginners and improvers...

# BECOME A DJ



DJCONTROL STARLIGHT



DJCONTROL IMPULSE 200



DJCONTROL IMPULSE 300

# CURRENT HERCULES RANGE OF DJ KITS

## Hercules DJParty Set

\$129.99  
€109.99  
£89.99



## Hercules DJStarter Kit

\$199.99  
€169.99  
£159.99



## Hercules DJLearning Kit

\$229.99  
€199.99  
£189.99







DJCONTROL INPULSE 500



# NEW – Hercules Inpulse 500

NEW!

## DJCONTROL IMPULSE 500



DJUCED®  
BOOST YOUR MIX

 **serato** DJ Lite

Released in mid-June, the ultra-high-performance new *Hercules DJControl Inpulse 500* DJ controller helps young DJs venture out of their homes and put on a show in public.

Designed with Serato DJ Lite and DJUCED as the ideal solution to help beginners develop and perform, it will meet all their needs and enable them to fulfil their ambitions.

SHOW YOUR  
MIX

### All-in-one DJ controller for performing in public:

- **Premium design:** large jog wheels, rubber RGB pads and metal plate in the center
- **Professional look:** effects in the center, well-spaced controls, and 2 long VU meters
- **Accessible:** practical connectors, extendable feet to mix higher up, light guides for easier and better mixing
- **Built to last:** full-featured and sturdy
- **Serato® DJ Lite and DJUCED® included**

 **Hercules**





# New DJ controller: DJControl Inpulse 500

Hercules

## DJControl Inpulse 500

**Security:** hardware mixing (no software needed) of audio inputs (line and mic) with no additional power supply needed = **back-up audio**

**Convenience and safety: retractable feet**

- Keeps it slim => easy to transport
- Avoids:



On sale: July 2020  
Retail price: US\$/€299

Hercules

# DJCONTROL IMPULSE 500 – Some numbers...

30

VIDEOS (65% EN, 16%  
ES, 13% FR, 6% IT)

550 000

VIEWS IN TOTAL

+ 16 000

LIKES IN TOTAL

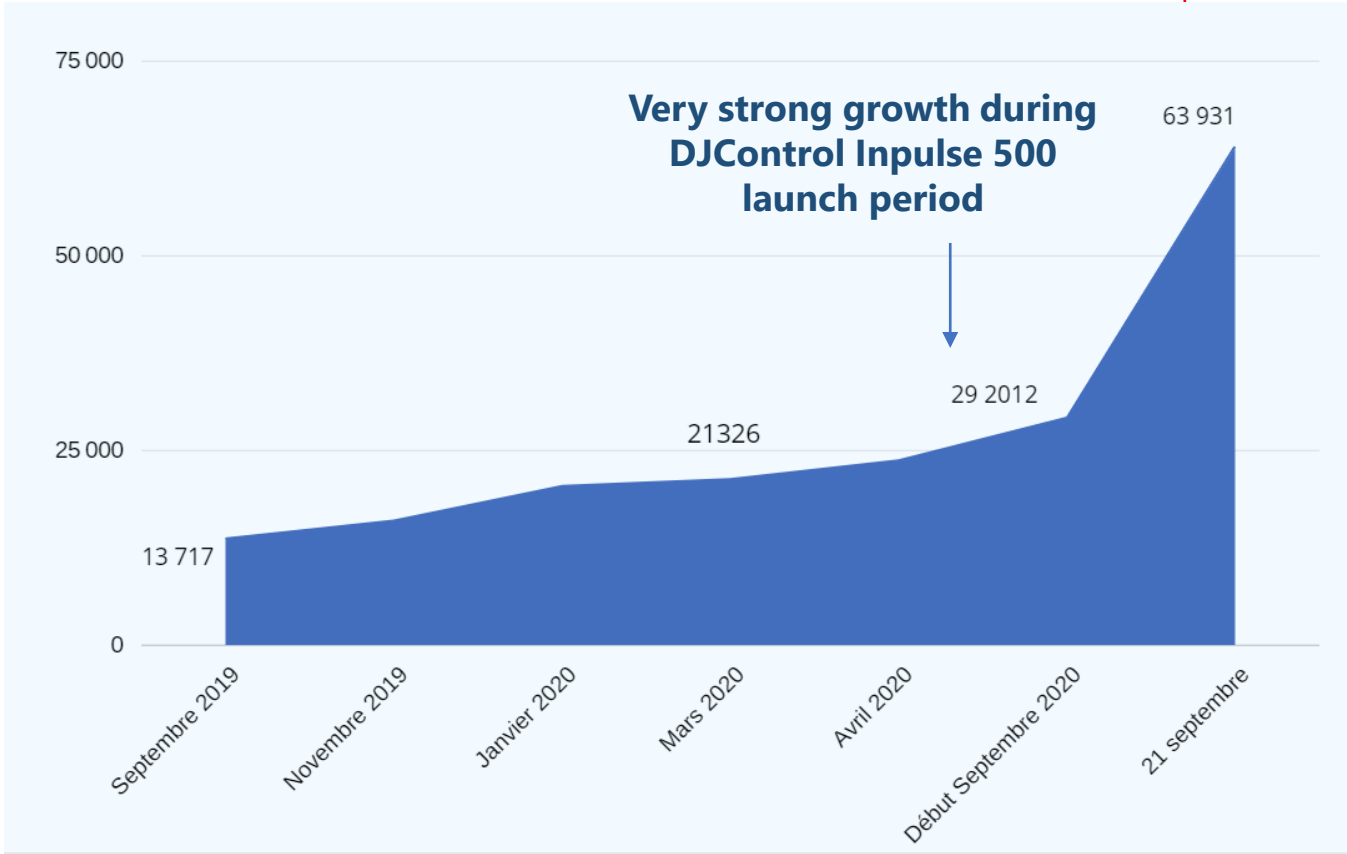


# SHARP INCREASE IN HERCULES' SOCIAL MEDIA REACH

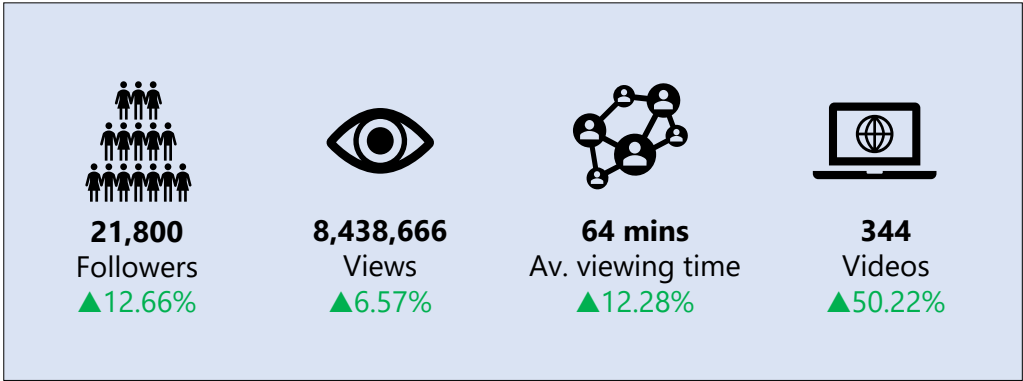


**@herculesdj Instagram account**  
Followers from Sep 2019 to Sep 2020  
**Up 366%**

Our community has experienced strong growth thanks to our collaboration with Joyca.  
Joyca is one of France's most popular YouTubers (lifestyle/music), with 3.77 million followers on YouTube and



**Aug 31, 2020 vs. Aug 31, 2019**





# DJCONTROL IMPULSE 500 LAUNCH VIDEO



DJ

Hercules

# Popular, high-performance software

DJUCED  
BOOST YOUR MIX

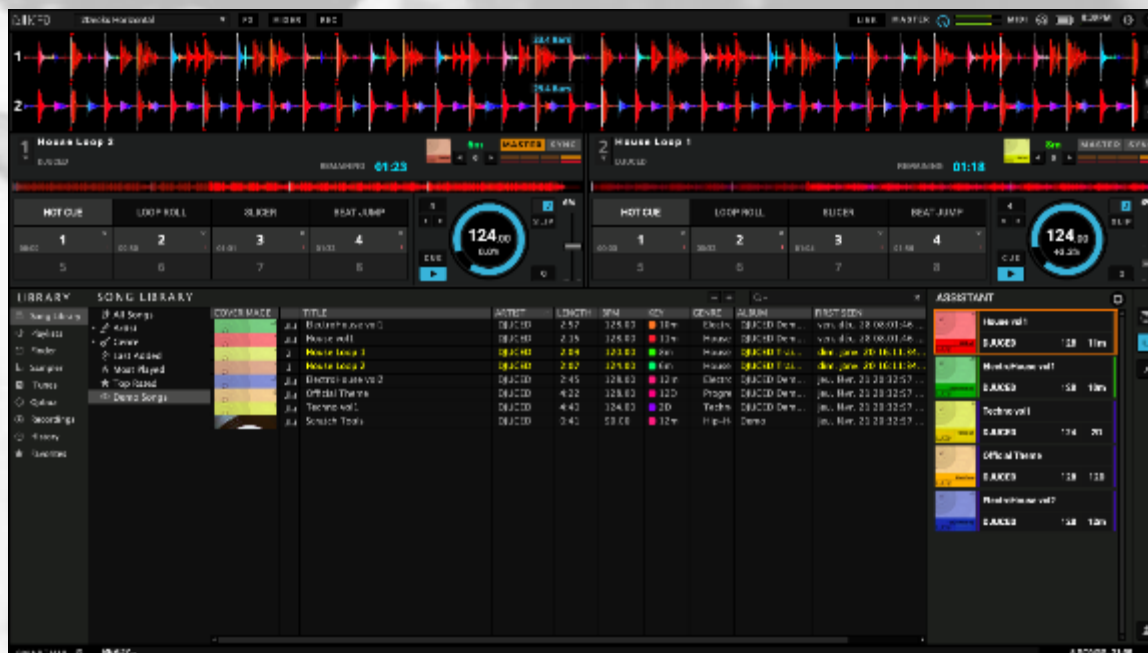
8  
YEARS

553k  
products  
sold

440k  
downloads  
a year

1.57m  
sessions  
over one  
year

180k  
users between  
May 2019 and  
May 2020



Loopmasters

qobuz

beatport link

beatsource LINK



# Impact of COVID-19



***THRUSTMASTER®***



Over the period, the Group has faced some major challenges linked to COVID-19:

- Lockdown, resulting in the closure of many stores, particularly in Europe
- Transfer of sales to e-commerce channels
- Production delays in the first quarter, with capacity gradually returning to normal levels by May
- Supply chain disruption, with many wholesalers closed



## Impact on consumer sales

At the same time, increased consumer demand injected fresh momentum, resulting in a sharp increase in sales in the second quarter.





# 2020 outlook



***THRUSTMASTER®***



The success of *Microsoft Flight Simulator*, current strong demand for gaming accessories and the arrival of next-generation consoles before the end of the year mean the Group is in a position to upgrade its turnover and earnings forecasts despite high levels of uncertainty resulting from the pandemic.

The Group is now forecasting full-year turnover in excess of €100 million and an operating profit margin of over 10% of turnover.



**Thank you**