

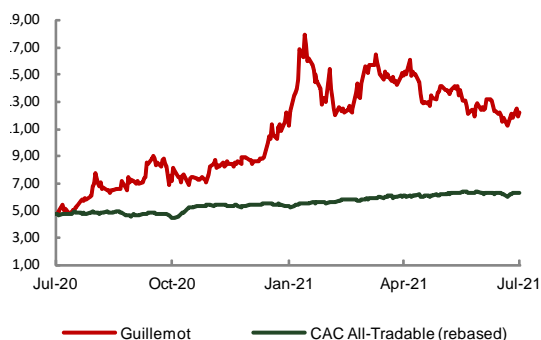
Date of first publication: 2nd August 2021**Raphaëlle POULAIN**Equity research analyst
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+33 (0)1.45.63.68.62**Guillemot****Sales growth of + 70% in the first half of 2021**

After a very strong growth in the first quarter of 2021 (€ 35.8 million in sales, +167%), Guillemot once again confirms the success of its operational and commercial efforts made in 2020, with again a high volume of business for the Q2 2021, amounting to € 34.7 million, an increase of +23%. The quality of the Thrustmaster products (*Racing* and *Flying* in particular) and the efforts on the *Djuced* software on the Hercules Djing products allow the two activities of the group to be growing. In its release, Guillemot also confirms its annual outlook (turnover > € 150 million and EBIT > € 20 million). Due to less favorable market data (lower comparables), our TP declined slightly to € 20.30. Strong Buy.

Recommendation	1. Strong Buy
Closing Price on 28 July 2021	12,18 €
Target Price	€ 20,30 (+66,7%)

Market data	
Reuters / Bloomberg Ticker	GTCN.PA / GUI:FP
Market capitalisation (€m)	186,20
Enterprise value (€m)	168,00
Free Float (€m)	56,61 (30,4 %)
Number of shares	15 287 480
Daily volume	€ 777 495
Capital turnover rate (1 year)	61,38%
High (52 weeks)	€ 17,90
Low (52 weeks)	€ 4,75

Performances			
Absolute perf.	1 month	6 months	12 months
	-2 %	-1 %	+ 156,4 %



Current shareholding structure	
Free Float	: 30,4 % ; Guillemot Brothers & Family : 68,9 % ; Treasury stock : 0,7 %

Agenda	
H1 2021 Results to be released on September 23rd, 2021	

Key figures					
	2019	2020	2021E	2022E	2023E
Sales (€m)	60,9	120,6	163,2	189,4	212,8
Change (%)	-25,1%	98,1%	35,3%	16,0%	12,4%
EBITDA (€m)	2,0	26,1	29,7	35,3	37,9
EBIT (€m) **	-2,6	23,1	22,9	27,8	29,1
Ebit margin (%)	-4,3%	19,1%	14,0%	14,7%	13,7%
Net profit gp (€m) *	-2,4	22,1	21,8	26,6	27,4
Net margin (%) *	-3,9%	18,3%	13,3%	14,0%	12,9%
EPS *	-0,16	1,45	1,42	1,74	1,79

Ratios (Excluding Valuation of Ubisoft shares)					
	2019	2020	2021E	2022E	2023E
EV / Sales	0,6	0,7	0,9	0,6	0,4
EV / EBITDA	17,1	3,2	5,0	3,4	2,3
EV / EBIT	ns	3,7	6,5	4,3	3,0
P / E *	ns	4,6	8,6	7,0	6,8
Gearing (%)	20%	-23%	-38%	-53%	-64%
Net deb. / EBITDA	5,1	-0,7	-1,3	-1,9	-2,6
ROCE (%)	-8%	93%	75%	82%	81%

* Restated items for unrealized capital gains / losses on the securities portfolio

** Including, during FY 2020, a €4.1m recognition as reversal of impairment on the Thrustmaster brand

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1. Strong buy	The absolute share price performance is expected to be at least +25 %
2. Buy	The absolute share price performance is expected to be comprised between +10 % and +25 %
3. Neutral	The absolute share price performance is expected to be comprised between +10 % et -10 %
4. Sell	The absolute share price underperformance is expected to be comprised between -10 % et -25 %
5. Strong Sell	The absolute share price underperformance is expected to be at least -25 %

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Rating and target price evolution throughout the last 12 months

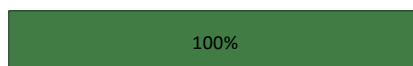
Date of 1 st publication	Rating	Target Price
August 2 nd 2021	Equity Flash Strong Buy	€ 20.30
May 3 rd 2021	Equity Flash Strong Buy	€ 21.25
March 29 th 2021	Annual Research Strong Buy	€ 18.80
February 1 st 2021	Equity Flash Buy	€ 12.45
November 2 nd 2020	Equity Flash Neutral	€ 8.80
September 24 th 2020	Semi-annual Research Buy	€ 7.65

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■ Strong Buy ■ Buy □ Neutral ■ Sell ■ Strong Sell

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