



13 February 2007

## Third quarter sales of 27.2 €m

First organic growth since March 2002

The Bigben Interactive Group achieved sales of €UR 27.18 million for the third quarter ended 31 December 2006, up by 23.0% compared to the third quarter of previous FY 2005/06 in the new scope of consolidation (excluding Yves Bertelin sold at the end of previous financial year). Consolidated sales for the first nine months reached € 52.52 million against € 54.04 million, a year to year 1.0% reduction.

The video game console market has started the ascending phase of the hardware product cycle during third quarter, with outstanding sales of Nintendo products whether for the DS Lite handheld console format or the new Wii home console format in spite of the difficulties experienced by its manufacturer in delivering significant volumes for the latter format for Christmas 2006, as well as the developing installed base for the Microsoft Xbox 360 hardware. On the other hand, the obsolescence of previous generation formats (PS2, Xbox and GameCube) gathered pace with an adverse impact on both hardware and software sales.

IFRS	Former scope			New scope *		
	2005/2006	2006/2007	Change	2005/2006	2006/2007	Change
	€m	€m		€m	€m	
1 <sup>st</sup> quarter	14.15	11.95	-15.6%	13.66	11.95	-13.0%
2 <sup>nd</sup> quarter	17.57	13.39	-23.8%	17.14	13.39	-22.2%
3 <sup>rd</sup> quarter	22.62	27.18	+20.1%	22.09	27.18	+ 23.0%
Total 9 months	54.34	52.52	-3.4%	54.04	52.52	-1.0%

(\*) new scope of consolidation excluding Yves Bertelin

During the first nine months of current FY, Bigben Interactive achieved 43.2 % of sales outside France.

The 3<sup>rd</sup> quarter of current financial year was globally favourable for BIGBEN INTERACTIVE.

In France, sales were up by 37.1 % in the new scope excluding Yves Bertelin and were boosted by the Accessory business (+ 57.9%). Besides the success of the accessory range for the DS Lite handheld console, the ShootPad peripheral developed by Bigben Interactive from an XKPad license received extensive coverage from the media and recorded good sales for a high-end product.

Likewise Non-exclusive distribution experienced an upturn (sales +52.3%) after reaching a minimal level at the beginning of current financial year following the loss of market share due to stock shortages.

However the Electronics business recorded a further drop in sales (-23.0%) resulting from the necessity of building a new offer based on digital products.

Outside France, Bigben Interactive sales were concentrated on the Group core businesses and were globally steady (+1.3%) when compared to the same period of previous financial year, with a strong increase in Germany and in other export markets. 40.1% of quarterly sales were international sales.

BIGBEN INTERACTIVE

Société cotée sur le marché Eurolist d'Euronext Paris, compartiment C

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The evolution of the Group business profile (year to date sales) shows a growth of exclusive distribution resulting from the launch of the *David Douillet Judo* software at the end of September while the strong drop of the Electronics business stems as previously mentioned from the new focus given to this activity. The share of the Accessory business which ranks first in the Group is now close to one half of total sales.

<i>Business Share</i> (year to date)	31.12.2005 *	31.12.2005 * <i>excl. Yves Bertelin</i>	31.12.2006
Accessories	44,7 %	45,8 %	49,0 %
Exclusive SW Distribution	30,0 %	30,7 %	29,0 %
<b>Group Core businesses</b>	<b>74,7 %</b>	<b>76,6 %</b>	<b>78,0 %</b>
Electronics	12,2 %	10,0 %	5,9 %
Non exclusive distribution	13,1 %	13,4 %	16,1 %
<b>Total</b>	<b>100,0 %</b>	<b>100,0 %</b>	<b>100,0 %</b>

(\*)figures from management reporting, 2005-2006 data restated according to IFRS standards

The Accessory business rose by 40.4 % in the new scope of consolidation year on year during 3<sup>rd</sup> quarter. This pre-eminence of the core businesses confirms the strategy implemented by the Bigben Interactive Group and is expected to have a favourable effect on the gross margin achieved by the Group during the current financial year.

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### Outlook

Bigben Interactive expects good sales in the FY fourth quarter as a result of:

- the continuous success of the ranges of Bigben Interactive accessories for the handheld console hardware DS Lite by Nintendo;
- the release in January of the first official peripherals manufactured by Bigben Interactive for the new Nintendo Wii <sup>TM</sup> home console hardware;
- the launch of the PlayStation 3 <sup>TM</sup> home console format by Sony in Europe on March 23 for which Bigben Interactive will have accessories on day-one.

The 4th quarter of financial year 2006-07 should confirm the evolution started during 3<sup>rd</sup> quarter with a growth in sales when compared to the 4th quarter of FY 2005/06 thanks to an adequate positioning of its product offer closely following consumer demand. In view of the above and in the present state of its knowledge on the short term evolution of the market, the BIGBEN INTERACTIVE Group expects to achieve annual sales for the financial year ending on 31 March 2007 close to those achieved for previous financial year.

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*A major player in the distribution of video game software and a leading independent distributor and manufacturer of video game console peripherals, **BIGBEN INTERACTIVE** offers a complete distribution solution for developers, publishers and accessory manufacturers in Continental Europe (France, Germany and Benelux).*