

### **Ubisoft® reports first-half 2009-10 sales**

- Second-quarter sales at €83 million in line with targets
- 2009-10 guidance confirmed

**Paris, November 4, 2009** – Today, Ubisoft reported its sales for the six months ended ended September 30, 2009.

#### Sales

Sales for the first half of 2009-10 came in at €166 million, down 51.7%, or 52.0% at constant exchange rates, compared with the €344 million recorded for the same period of 2008-09.

Second-quarter sales totaled €83 million, representing a decrease of 52.8% (53.1% at constant exchange rates) compared with the €175 million posted for the second quarter of 2008-09. This performance is in line with Ubisoft's previously issued guidance of around €80 million.

The main titles during the quarter were *Call of Juarez*<sup>®</sup>: *Bound In Blood* – which has now soldin close to 900,000 units over two fiscal quarters – as well as several Nintendo DS<sup>™</sup> and Wii<sup>™</sup> games such as *Teenage Mutant Ninja Turtles*<sup>®</sup> *Smash Up, The Price is Right*<sup>®</sup> *2, Battle of Giants*<sup>™</sup>: *Dragons* and, in certain countries *Cloudy with a Chance of Meatballs* and *Academy of Champions*<sup>™</sup>.

### Outlook

2009-10 guidance confirmed and first indications provided for the expected first half 2009-10 current operating result

Ubisoft is confirming its targets for full-year 2009-10, namely sales of around epsilon 1.040 billion and current operating income before stock-based compensation representing at least 7% of sales.

Based on currently available data, and essentially due to the sharp decrease in sales during the period, Ubisoft expects to report a current operating loss for first-half 2009-10 of around €80.0 million, compared with current operating income of €33.0 million for the first six months of 2008-09.

Ubisoft anticipates a significant increase in sales in the second half of the fiscal year (around 22%) and a profit margin of minimum 17%, thanks to a product mix weighted with high-contribution titles.

### Sales for the third quarter of 2009-10

The third quarter of 2009-10 will be the most important quarter in Ubisoft's history, with the following main releases:

- Assassin's Creed<sup>®</sup> 2 for Xbox 360<sup>®</sup>, PLAYSTATION<sup>®</sup> 3, Nintendo DSI™ and PSP™
- James Cameron's Avatar™: The Game for Xbox 360®, PLAYSTATION® 3, Wii™, Nintendo DS™, PSP™ and PC
- Rabbids Go Home™ for Wii™ and Nintendo DS™
- Shaun White Snowboarding World Stage for Wii™
- Just Dance™ for Wii™
- Your Shape<sup>™</sup> for Wii<sup>™</sup>
- New casual titles for Nintendo DS™ and Wii™.

The Group expects third-quarter 2009-10 sales to come in at around €540 million, up some 6% compared with the same period of 2008-09.

Yves Guillemot, Chief Executive Officer, stated: "As expected, in the first half of fiscal 2009-10 the market was very difficult both for Nintendo DS games and for our back-catalogue titles, with few new releases. The second half of the year should be significantly more favorable with a return to strong growth and profitability. Although the environment is still uncertain and the full effect of the sharp drop in console prices has yet to be felt, Ubisoft has the advantage of a diversified and very high-quality line-up for the crucial Holiday period, including the blockbusters Assassin's Creed 2 and James Cameron's Avatar™: The Game for the Xbox 360 and PS3 and a wide-ranging portfolio of very well-calibrated games for the Wii such as Your Shape, Just Dance, Shaun White and Rabbids Go Home. Growth is expected to be even stronger in the fourth quarter, fueled by the launches of Tom Clancy's Splinter Cell Conviction, Red Steel 2 and R.U.S.E. Finally, thanks to the investments we have made in recent years to develop our creative workforce, we will be launching numerous initiatives and innovations in the short and medium-term in all segments of the industry, both for current and future consoles and for on-line games."

### **Recent highlights**

<u>Market share:</u> In the first nine calendar months of 2009, Ubisoft was the number 4 independent publisher in the United States with 4.2% market share (compared with number 4 and 5.0% one year earlier); number 3 in Europe with 7.9% market share (no change compared with the first nine months of 2008); number 3 in France with 7.4% market share (compared with number 3 and 6.7%); number 3 in the United Kingdom with 7.9% market share (compared with number 4 and 8.3%); and number 3 in Germany with 8.2% market share (compared with number 3 and 7.5% market share).

<u>Acquisition of Nadeo</u>: Set up in 2000 in Paris and comprising a highly talented team of developers, the Nadeo studio has won acclaim for the quality of its multiplayer technology which offers one of the best on-line game experiences available and has already notched up 10 million registered players. Its flagship game – TrackMania<sup>®</sup> – has 700,000 unique players a month and is a pioneer in the sharing of creations (almost 15 million custom tracks created since 2008). It is also the first eSport franchise for racing games.

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#### **About Ubisoft**

Ubisoft is a leading producer, publisher and distributor of interactive entertainment products worldwide and has grown considerably through a strong and diversified line-up of products and partnerships. Ubisoft has offices in 28 countries and sales in 55 countries around the globe. It is committed to delivering high-quality, cutting-edge video game titles to consumers. Ubisoft generated sales of €1 058 million for the 2008-09 fiscal year. To learn more, please visit  $\frac{\text{www.ubisoftgroup.com}}{\text{www.ubisoftgroup.com}}$ 

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APPENDICES

Breakdown of sales by geographic region

|               | % Sales Q2 2009/10 | % Sales Q2 2008/09 | % Sales 6 months 2009/10 | % sales 6 months 2008/09 |
|---------------|--------------------|--------------------|--------------------------|--------------------------|
|               |                    |                    |                          |                          |
| Europe        | 46%                | 65%                | 47%                      | 61%                      |
| North America | 48%                | 29%                | 41%                      | 31%                      |
| Rest of world | 6%                 | 6%                 | 12%                      | 8%                       |
| TOTAL         | 100%               | 100%               | 100%                     | 100%                     |

# Breakdown of sales by platform

|               | Q2 2009/10 | Q2 2008/09 | 6 months<br>2009/10 | 6 months<br>2008/09 |
|---------------|------------|------------|---------------------|---------------------|
| Nintendo DS™  | 24%        | 39%        | 23%                 | 37%                 |
| PC            | 12%        | 6%         | 17%                 | 14%                 |
| PlayStation®2 | 3%         | 1%         | 2%                  | 3%                  |
| PLAYSTATION®3 | 17%        | 20%        | 15%                 | 21%                 |
| PSP™          | 6%         | 2%         | 5%                  | 4%                  |
| Wii™          | 25%        | 11%        | 22%                 | 11%                 |
| XBOX 360™     | 11%        | 20%        | 14%                 | 9%                  |
| Autres        | 1%         | 0%         | 2%                  | 0%                  |
| TOTAL         | 100%       | 100%       | 100%                | 100%                |

### Breakdown of sales by business line

|              | Q2 2009/10 | Q2 2008/09 | 6 months<br>2009/10 | 6 months<br>2008/09 |
|--------------|------------|------------|---------------------|---------------------|
| Development  | 66%        | 67%        | 73%                 | 74%                 |
| Publishing   | 22%        | 14%        | 20%                 | 14%                 |
| Distribution | 12%        | 19%        | 8%                  | 12%                 |
| TOTAL        | 100%       | 100%       | 100%                | 100%                |

# **Title Release Schedule**

# Third Quarter (October - December 2009)

| ARTHUR AND THE REVENGE OF MALTAZARD             | Nintendo DS™, Wii™,<br>PLAYSTATION®3, PC                      |  |
|---|---|--|
| ASSASSIN'S CREED® 2                             | Nintendo DSi™, Xbox<br>360™, PLAYSTATION®3,<br>PSP™           |  |
| ASTERIX™(EMEA)                                  | Nintendo DS™  |  |
| JAMES CAMERON'S AVATAR™: THE GAME               | Nintendo DS™, Wii™ , Xbox<br>360™, PLAYSTATION®3,<br>PSP™, PC |  |
| COOK WARS                                       | Wii™  |  |
| C.O.P.: THE RECRUIT™                            | Nintendo DS™  |  |
| COVER GIRL (EMEA except UK, Australia & Nordic) | PSP™  |  |
| CSI: DEADLY INTENT                              | Wii™ , Xbox 360™, PC  |  |
| CSI: DEADLY INTENT - THE HIDDEN CASES           | Nintendo DS™  |  |
| FAIRYLAND MELODY MAGIC™                         | Nintendo DS™  |  |
| IMAGINE® ARTIST                                 | Nintendo DS™  |  |
| IMAGINE® BABYZ FASHION                          | Nintendo DS™  |  |
| IMAGINE® BEAUTY SYLIST (EMEA)                   | Nintendo DS™  |  |
| IMAGINE® FASHION DESIGNER WORLD TOUR            | Nintendo DS™  |  |
| IMAGINE® RESCUE VET (EMEA)                      | Nintendo DS™  |  |
| JAM SESSIONS 2 (US)                             | Nintendo DS™  |  |
| JUST DANCE™                                     | Wii™  |  |
| MASTER ALL CLASSIC 100 ALL TIME FAVORITES       | Nintendo DS™  |  |
| MONSTER 4X4 STUNT RACER                         | Wii™  |  |
| PETZ® DOLPHINZ ENCOUNTER                        | Nintendo DS™  |  |
| PETZ® DOGZ® TALENT SHOW                         | Nintendo DS™  |  |
| PETZ® DOGZ® FAMILY (US)                         | PSP <sup>TM</sup>   |  |
| PETZ® FASHION STAR (EMEA)                       | Nintendo DS™  |  |
| PETZ® HAMSTERZ SUPERSTARZ                       | Nintendo DS™  |  |
| PETZ® HAMSTERZ BUNCH (US)                       | PSP™  |  |
| PETZ® HORSEZ® 2009 (EMEA)                       | Nintendo DS™, PC  |  |
| PETZ® NURSERY                                   | Nintendo DS™  |  |
| PETZ® SADDLE CLUB                               | PSP <sup>TM</sup>   |  |
| PRESS YOUR LUCK® 2010 EDITION (US)              | Nintendo DS™, Wii™, PC  |  |
| PUZZLER 2™ (EMEA)                               | Nintendo DS™  |  |
| RABBIDS GO HOME™                                | Nintendo DS™, Wii™  |  |
| SHAUN WHITE SNOWBOARDING WORLD STAGE            | Wii™  |  |
| SLEEPOVER PARTY                                 | <br>Wii™  |  |
| STYLE LAB™ JEWELRY DESIGN*                      |   |  |
| STYLE LAB™ MAKEOVER*                            | Nintendo DS™  |  |
| SWEET 16™ (EMEA)                                | Nintendo DSi™   |  |
| TAKE A BREAK'S PUZZLE MASTER (EMEA)             | Nintendo DS™  |  |
| TEAM ELIMINATION GAMES                          | Nintendo DS™  |  |
| TEENAGE MUTANT NINJA TURTLES®: ARCADE ATTACK    | Wii <sup>TM</sup>   |  |
| TELINAGE MUTANT NINJA TURTLES®; ARCADE ATTACK   | Nintendo DS™  |  |
| YOUR SHAPE™ FEATURING JENNY MCCARTHY            | Wii™  |  |

<sup>\*</sup> Girls Life™ title in Europe