



Ubisoft® reports first-quarter 2013-14 sales

- **First-quarter sales: €76 million**
- **Targets for full-year 2013-14 confirmed**
- **Games release schedule updated**

Paris, July 18, 2013 – Today, Ubisoft released its sales figures for the fiscal quarter ended June 30, 2013.

Sales

Sales for the first quarter of 2013-14 came to €76 million, down 42.2% (or 42.1% at constant exchange rates) compared with the €131 million recorded for the same period of 2012-13, which saw the release of Tom Clancy's Ghost Recon Future Soldier®.

First-quarter sales were slightly higher than the target of approximately €70 million issued when Ubisoft released its full-year results for 2012-13. The quarter saw the following:

- A 56% increase in back-catalog sales to €60 million, thanks to a solid performance by Far Cry® 3, Assassin's Creed® 3, Just Dance® 4, Rocksmith® and Rayman® Origins.
- Continued momentum for the digital segment, with sales up 27% to €34 million, driven primarily by the success of Far Cry 3 Blood Dragon and Call of Juarez® The Gunslinger.

Yves Guillemot, Chief Executive Officer, stated *"Ubisoft's teams once again performed remarkably well at this year's E3 in a very competitive and dynamic environment. The event was an opportunity to fully confirm the potential of the next-generation consoles whose launch in late 2013 is synonymous with a new growth phase for Ubisoft and the industry as a whole. With seven acclaimed titles, our games portfolio stood out in terms of both its quality and diversity, and the numerous innovations for the XboxOne and PS4 versions. Assassin's Creed 4 Black Flag was very well received and the event enabled us to further boost the excellent momentum behind our new brand, Watch Dogs, and to reveal two eagerly-awaited new creations – The Crew and Tom Clancy's The Division. After years of investing in the technologies, expertise and production capacity required for regularly releasing open world titles and for integrating online and social innovations, Ubisoft is now ideally positioned to continue on its path of winning market share and enhancing its financial performance."*

Outlook

Sales for the second quarter of 2013-14

The second quarter will see the release of:

- Tom Clancy's Splinter Cell® Blacklist™ on Xbox 360®, PLAYSTATION® 3, Wii U™ and PC;
- Rayman® Legends on Xbox 360®, PLAYSTATION® 3, Wii U™ and PLAYSTATION® Vita.

Sales for the second quarter of 2013-14 are expected to come in at approximately €200 million, up by around 35% compared to the same period of 2012-13.

Full-year 2013-14 and updated games release schedule

The release of The Crew™ has been confirmed for 2013-14 and the title is now included in Ubisoft's targets. The unannounced franchise which was initially scheduled for release in 2013-14 will now strengthen the line-up for 2014-15.

Ubisoft is standing by its previously announced targets for full-year 2013-14, namely sales of between €1,420 million and €1,450 million and non-IFRS operating income of between €110 million and €125 million.

Significant events

Market share: In the first five months of calendar 2013, Ubisoft was the number 4 independent publisher in the United States, with 6.7% market share (compared with number 4 and 7.4% one year earlier). In the first six months of calendar 2013, Ubisoft was number 3 in Europe with 8.8% market share (compared with number 3 at 8.1%).

Ubisoft took three of the final four positions in the voting for the GameSpot People's Choice Most Exciting Game of E3 2013, with Assassin's Creed® IV Black Flag™, Watch Dogs™ and The Division™. In the end, The Division and Watch Dogs™ squared off, with the Division™ finally voted as the most exciting game of E3 2013.

Contact

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Disclaimer

This statement may contain estimated financial data, information on future projects and transactions and future business results/performance. Such forward-looking data are provided for estimation purposes only. They are subject to market risks and uncertainties and may vary significantly compared with the actual results that will be published. The estimated financial data have been presented to the Board of Directors and have not been audited by the Statutory Auditors. (Additional information is specified in the most recent Ubisoft Registration Document filed on June 25, 2013 with the French Financial Markets Authority (*l'Autorité des Marchés Financiers*)).

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 29 countries and has sales in more than 55 countries around the globe. It is committed to delivering high-quality, cutting-edge video game titles to consumers. For the 2012-13 fiscal year Ubisoft generated sales of €1,256 million. To learn more, please visit: www.ubisoftgroup.com.

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APPENDICES

Breakdown of sales by geographic region

	% Sales	% Sales	% Sales	% Sales
	Q1 2013/14	Q1 2012/13	3 Months 2013/14	3 Months 2012/13
Europe	38%	39%	38%	39%
North America	53%	52%	53%	52%
Rest of world	9%	9%	9%	9%
TOTAL	100%	100%	100%	100%

Breakdown of sales by platform

	Q1 2013/14	Q1 2012/13	3 Months 2013/14	3 Months 2012/13
Nintendo DS™	1%	1%	1%	1%
Nintendo 3DS™	1%	2%	1%	2%
PC	20%	12%	20%	12%
PLAYSTATION®3	23%	26%	23%	26%
PSP™	1%	1%	1%	1%
Wii™	10%	7%	10%	7%
XBOX 360™	23%	42%	23%	42%
PLAYSTATION®VITA	2%	2%	2%	2%
Wii U™	3%	-	3%	-
Others	16%	7%	16%	7%
TOTAL	100%	100%	100%	100%

Title release schedule

2nd Quarter (July – September 2013)

PACKAGED GOODS

RAYMAN® LEGENDS	Xbox 360™, PLAYSTATION®3, Wii U™, PlayStation® Vita
THE SMURFS™ 2	Xbox 360™, PLAYSTATION®3 Wii™, Wii U™, Nintendo DS™
TOM CLANCY'S SPLINTER CELL® BLACKLIST™	Xbox 360™, PLAYSTATION®3, PC, Wii U

ONLINE DIGITAL MOBILE

CLOUDBERRY KINGDOM	PC, PSN, PlayStation® Vita, Wii U™, XBLA
CSI: MIAMI® HEAT WAVE	iOS
FLASHBACK™	PSN, XBLA
MIGHT & MAGIC CLASH OF HEROES®	Android
MOTOHEROZ®	Android
PRINCE OF PERSIA® THE SHADOW & THE FLAME	Android, iOS
THE MIGHTY QUEST FOR EPIC LOOT™	PC Client-Based
THE SMURFS™ & Co.	Facebook
TRACKMANIA® ² VALLEY	PC