



## Ubisoft® reports first quarter 2015-16 sales

- **Sales came in above target at €97 million**
- **Targets for full-year 2015-16 confirmed**

**Paris, July 9, 2015** – Today, Ubisoft released its sales figures for the fiscal quarter ended June 30, 2015.

### **Sales**

Sales for the first quarter of fiscal 2015-16 came to €96,6 million, down 73.2% (75.6% at constant exchange rates) compared to €360.1 million for first-quarter 2014-15 which saw the release of Watch\_Dogs®.

The first-quarter 2015-16 sales figure was higher than the target of around €80 million announced when Ubisoft released its fiscal 2014-15 results, due to a strong 59.3% increase in back-catalog sales to €91.6 million, led in particular by a better-than-expected performance by Assassin's Creed® Unity and sustained demand for Far Cry® 4, The Crew® and Watch\_Dogs.

Digital segment revenues totaled €54.1 million and represented 56.0% of total sales versus 23.2% the prior year.

Yves Guillemot, Co-Founder and Chief Executive Officer, said *"E3 2015 confirmed that the video games industry is in excellent shape. Gamers' immense enthusiasm for the games presented at the show promises to maintain the current strong growth dynamic in the PC and console market. Ubisoft presented its strongest line-up ever, garnering very positive gamer feedback for our franchises' latest opuses, including Assassin's Creed Syndicate, Ghost Recon Wildlands and Rainbow Six Siege, as well as for our new brands For Honor and The Division. Fans told us that they particularly appreciated that most of our games could be played hands-on at our booth. E3 also was an opportunity to showcase our advances in multiplayer games, which should have a favorable impact on our digital revenues growth and on our profitability."*

## **Outlook**

### Second-quarter 2015-16 sales

The Group expects second-quarter 2015-16 sales to come in at approximately €90 million.

### Full-Year 2015-16

Ubisoft confirms its previously announced targets for full-year 2015-16, with sales expected to be stable compared with full-year 2014-15 and non-IFRS operating income projected to represent at least €200 million.

## **Significant events**

Share buyback program: as of July 3, 2015, 761,699 Ubisoft shares had been bought back for €12.3 million, representing 12.3% of the total authorized investment in the program.

### **Contact Investor relations**

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### **Non-IFRS financial information**

*Ubisoft considers that "Non-IFRS operating income/(loss)" and "Non-IFRS net income/(loss)" – which are measures that are not prepared strictly in accordance with IFRS – are relevant indicators of the Group's operating and financial performance. Management uses them to run the Group's business as they are the best reflection of its recurring performance and exclude the majority of non-operating and non-recurring items. A reconciliation between the IFRS and non-IFRS measures is provided in the appendices to this press release.*

### **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 July 2, 2015 with the French Financial Markets Authority (l'Autorité des Marchés Financiers)).

### **About Ubisoft**

Ubisoft is a leading creator, publisher and distributor of interactive entertainment and services, with a rich portfolio of world-renowned brands, including Assassin's Creed, Just Dance, Watch\_Dogs, Tom Clancy's video game series, Rayman and Far Cry. The teams throughout Ubisoft's worldwide network of studios and business offices are committed to delivering original and memorable gaming experiences across all popular platforms, including consoles, mobile phones, tablets and PCs. For the 2014-15 fiscal year Ubisoft generated sales of €1,464 million. To learn more, please visit [www.ubisoftgroup.com](http://www.ubisoftgroup.com).

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## **APPENDICES**

### **Breakdown of sales by geographic region**

	<b>% Sales</b>	<b>% Sales</b>	<b>% Sales</b>	<b>% Sales</b>
	<b>Q1 2015/16</b>	<b>Q1 2014/15</b>	<b>3 Months 2015/16</b>	<b>3 Months 2014/15</b>
Europe	43%	44%	43%	44%
North America	37%	44%	37%	44%
Rest of world	20%	12%	20%	12%
<b>TOTAL</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

### **Breakdown of sales by platform**

	<b>Q1 2015/16</b>	<b>Q1 2014/15</b>	<b>3 Months 2015/16</b>	<b>3 Months 2014/15</b>
PLAYSTATION®3	11%	17%	11%	17%
PLAYSTATION®4	27%	36%	27%	36%
XBOX 360™	11%	14%	11%	14%
XBOX ONE™	11%	17%	11%	17%
Wii™ & Wii U™	3%	1%	3%	1%
PC	23%	14%	23%	14%
Others*	14%	1%	14%	1%
<b>TOTAL</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

\* Mobile, ancillaries...

**Title release schedule**

**2<sup>nd</sup> Quarter (July – September 2015)**

**PACKAGED GOODS**

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MIGHT & MAGIC® HEROES® VII	PC
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**DIGITAL**

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RABBIDS® APPISODES	Android, iOS
TOY SOLDIERS WAR CHEST	PC, PLAYSTATION®4, Xbox One™

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