

Half-year results, September 30, 2016
Operating loss limited to -€0.78 million
More positive outlook forecast for S2

Six-month period analysis:

- ➔ Hardware and Home Décor sales down
- ➔ Printing Activity continues to resist well
- ➔ Operating losses limited to -€0.78 million thanks to the careful control of operating costs

Outlook 2016/2017:

- ➔ €1.3 million costs savings plan programmed to begin in Q1 2017/2018
- ➔ Positive sales forecasts and order backlog on October 31, 2016 standing at **€15.4 million** compared with €5.5 million in N-1
- ➔ Upturn in performance forecast in S2

Consolidated statement of income (April 1 – September 30, 2016)

On November 30th, 2016, Prismaflex International board closed the accounts for the 2016/2017 SI period. The financial statements were subject to a limited audit review.

In € million	6 months 30.09.16	6 months 30.09.15
Total Sales	22.18	25.38
Current operating profit	-0.45	1.05
Operating profit	-0.78	1.05
Financial result excl. foreign exchange	-0.14	-0.18
Foreign exchange losses and gains	0.09	-0.26
Tax	-0.14	-0.14
Result of discontinued operations / equity method proportion	-0.09	-0.11
Net result	-1.07	0.36
Net consolidated result	-1.02	0.37
Cash flow	0.1	1.36

In € million	30.09.16	31.03.16
Consolidated equity capital	11.66	13.00
Net debt	7.63	7.02
Gearing	0.65	0.54

Significant points for the S1 2016/2017 period:

S1 2016/2017 results impacted essentially by 3 key factors:

- 1/ The global drop in sales (-€3.2 million) with notably:
 - Hardware activity down €2.66 million. Sluggish analogue activity for the period and stable LED display sales levels,
 - Home Décor activity down €1.09 million due principally to the launch of new product lines by a key customer and stop of aluminium supply.

Simultaneously, Printing activity continues to resist well and is up for the S1 period at €0.55 million.

2/ The increase in fixed and variable production costs for Printing and LED activities (investment in capacity and skills).

3/ The deployment of a costs savings plan (planned savings 1.3 million Euros) with staff cuts in all the Group's subsidiaries.

The impact on operating profit for the period is -€0.2 million (severance payments). The objective is to lower the company's breakeven point to a low cycle level. The first positive effects of the plan are forecast in Q1 2017/2018.

Operating profit stands at -€0.78 million, which is up on forecasts presented with the six-month total sales figures.

The financial result is up on N-1 with slightly lower financial costs and a foreign exchange gain of €0.09 million compared to a €0.26 million loss over the same period of the previous year.

Net result at -€1.07 includes taxes of €0.14 million and the company's share of the business losses at the Chinese JV of €0.09 million.

Overall, net consolidated result for the period stands at -€1.02 million.

Capital structure

Working capital needs at €7.97 million represents 18% of total sales, which is more or less stable compared to the figures for September 2015 (19%) and March 2016 (16%).

Gearing stands at 0.65. Consolidated equity capital stands at €11.66 million compared with €13.00 million on March 31, 2016. Net debt is at €7.63 million against €7.02 million on March 31, 2016. This includes a new real estate lease to increase production printing capacity in France.

Outlook for the year

On October 31, 2016, order backlog, mainly for Hardware, is high at €15.4 million against €5.5 million for the same period the previous year. This includes orders for street furniture and more importantly major orders for LED displays notably from a key German company with delivery planned for Q4 2016/2017 and S1 2017/2018.

S2 2016/2017 figures are expected to record an upward activity trend.

On December 2016, Prismaflex received an order confirmation for analog products in Russia for €2.15 million.

Forthcoming dates

- **Conference call:** Pierre Henri Bassouls CEO and Emmanuel Guzman, CFO will be available to answer your questions at 10 am on Thursday December 8, 2016. Please contact Actus Lyon on +33 (0)4 72 18 04 90.
- **Press release:** Q3 2016/2017 sales figures January 19, 2017 after closure

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