

## Q1 turnover 2014/2015 Total sales up 7.6% at €14.14 million

### Significant points for 1<sup>st</sup> quarter:

- ➔ **Printing activity is stable with contrasting results according to geographic zone**
- ➔ **Hardware: good level of activity**
- ➔ **Home Décor: unfavourable base effect**
- ➔ **Hardware order backlog down; several projects undergoing**
- ➔ **Continued investment in innovation (LED displays and energy-autonomous signs)**

### Q1 consolidated sales

In €M (non audited)	Q1: 1 <sup>st</sup> April – 30 <sup>th</sup> June		Var. €M	Var. %
	3 Months	3 Months		
	<b>2014/2015</b>	2013/2014		
Printing	<b>7.08</b>	7.58	<b>-0.50</b>	-6.6 %
Hardware	<b>7.06</b>	5.57	<b>+1.49</b>	+26.8%
<b>Total 3 months</b>	<b>14.14</b>	<b>13.15</b>	<b>+0.99</b>	<b>+7,6 %</b>
Total constant currencies	<b>14.36</b>	<b>13.15</b>	<b>+1.21</b>	<b>+9.3%</b>

With constant currencies, total sales would stand at **€14.36 million**, mainly due to fluctuations of the South African Rand and CAD of -14.3% and -10.7% respectively.

Prismaflex International sales at **€14.14 million** are up 7.6% on the same period 2013-2014 and 26.5% on Q1 2013-2013 figures.

Excluding Home Décor, **Printing activity at €5.56 million** (€5.71 million in n-1) is down slightly by 2.5% at current exchange rates and up 1% at constant currencies. Activity in Canada, South Africa and France is on the up while sales in Spain and England are down.

**Home Décor at €2.4 million** (€3.07 million in n-1) is down 21%. Compared to Q1 202/2013 figures are up 7.6% (Q1 2013/2014 was high).

**Hardware activity** (excluding Home Décor) stands at **€6.1 million** (€4.37 million in n-1), and is up 40.7% thanks to a good order backlog at the end of March 2014.

### Outlook

On June 30, 2014, order backlog, essentially for hardware stands at €5.4 million. A number of price quotations are standing for decision.

Mid-term, the group will fully benefit from both the quality and scope of its product range, particularly on key export markets.

*The Annual Shareholders' Meeting will take place on Monday 29<sup>th</sup> September 2014 in Saint Clément les Places (69930) at 2:30pm. Next press release: first 6-months turnover 2014/2015, October 16, 2014 after closure.*

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