

A positive 3rd quarter up 22.3%
2015/2016 9-month Sales at €38.8 million

Significant points:

- ➔ **Hardware sales up 12.2% for the 9-month period and 49% for the quarter with strong LED activity (€2.1 million)**
- ➔ **On December 31, order backlog stands at €7 million with a major order from a German group for LED products**
- ➔ **Positive forecasts for Q4 2015/2016 activity**

YTD consolidated turnover (April 1, 2015 – December 31, 2015)

Non audited	April 1 – December 31 2015				Q3: Oct 1 – Dec 31			
	9 Months	9 Months			3 Months	3 Months		
In € million	2015/2016	2014/2015	Var. €M	Var. %	Q3 16	Q3 15	Var. €M	Var. %
Printing activity	21.98	21.48	0.50	+2.3%	7.60	7.07	0.54	+7.6%
Hardware activity	16.80	14.98	1.82	+12.2%	5.80	3.89	1.91	+49.0%
Total 9 months	38.78	36.45	2.33	+6.4%	13.40	10.96	2.44	+22.3%
Total Sales at constant currencies	37.96	36.45	1.51	+4.1%	13.32	10.96	2.36	+21.5%

At constant currencies, sales for the 9-month period stand at **€37.96 million** mainly due to fluctuations of the GBP (9.8%) and USD (16%).

Excluding Home Décor, **Printing** activity for the 9-month period is up 4.4% on N-1 at **€17.31 million**, confirming the favourable growth recorded in S1. 2015/2016 Q3 activity at **€5.82 million** is up 4.4% on the same period of the previous year. Activity in Spain and the UK is down while performance in South Africa and France is positive.

Home Décor activity for the 9-month period stands at **€7.19 million** slightly down (4.8%) on December 31, 2014 figures (€7.55 million). Q3 activity shows good growth with sales at €2.68 million, up 14.8% with the launch of a new product line.

Hardware sales (excluding Home Décor) reflect the trend noted in Q2 and are up 60.5% for the quarter at **€4.90 million** and 15.9% for the 9-month period at €14.28 million. LED sales represent €2.11 million for the quarter and €4.43 million for the 9-month period. For the 12-month period last year the same line of products represented just €1 million, confirming the growth potential month by month.

Outlook

On December 31, 2015, order backlog, essentially for Hardware stands at **€7.0 million** (compared to €5.5 million on October 31, 2015). This includes a major order for digital products (Prismatronic) worth over €2 million from a key German group. Fifty screens grand format will soon be installed in the town of Cologne. The same client has announced a program of digitalisation of 150 advertising boards covering Hamburg, Dusseldorf and Munich.

Q4 2015/2016 activity should reflect Q2 and Q3 performance levels.

Next press release: *Q4 sales figures (March 2016), May 9, 2016 after closure*

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