

1st Quarter 2011/2012

Total sales up 5.7%

Significant points for 1st quarter:

- ➔ **Dynamic Home Décor activity**
- ➔ **Printing activity stable**
- ➔ **Distec Gmbh consolidation underway**
- ➔ **Positive outlook with healthy order backlog**

Q1 consolidated sales

In M€ (non audited)	Q1: 1 st April – 30 th June				Excluding Distec
	3 Months	3 Months	3 Months	3 Months	3 Months
	2011/2012	2010/2011	Var. M€	Var. %	2011/2012
Printing	6.93	6.60	0.33	+ 5.1%	6.93
Hardware	5.68	5.34	0.34	+ 6.4%	5.32
Total 3 months	12.61	11.94	0.67	+ 5.7%	12.25
Total constant currencies	12.89	11.94	0.95	+ 8 %	12.51

With constant currencies, Sales would stand at **€12.89 million**, mainly due to fluctuations of the US Dollar over the period (around 13%).

Distec Gmbh was acquired in 2011 and is a German manufacturer of scrolling signs and display columns.

Prismaflex International sales at **€12.61 million** are up by **5.7%** on the same period 2010/2011. With constant currencies, growth would be 8% or an organic growth of 4.8%

Excluding Home Décor, **Printing activity** stands at **€4.71 million** against €4.97 million the previous year due mainly to low activity in England and South Africa.

Home Décor continues to perform strongly, up 25% at **€3.43 million**.

Hardware activity (excluding Home Décor) is up 5.1% at **€4.47 million**. The inclusion of Distec represents 8% of the growth. It should be noted that Q1 figures for the previous year were boosted by LED display sales which should reoccur in the coming months.

Outlook

On June 30, 2011, the order backlog, essentially for hardware, is looking positive at €7.2 million.

The Annual Shareholders' Meeting will take place on Friday 30th September 2011 in Saint Clément les Places (69930) at 2.30pm.

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