

Fiscal year 2011/2012: 9-month Sales at €37.19 million

Significant points for 3rd quarter:

- Unfavourable base effect for 3rd Quarter on Home Decor
- resistance of all activities despite macro-economic uncertainty
- Turnover up by 0.8% at constant currencies
- Order backlog positive

YTD consolidated Turnover (April 1, 2011 – December 31, 2011)

Non audited	April 1, 2011– December 31, 2011				Q3: Oct 1. 2011 – Dec 31. 2011			
	9 Months	9 Months			3 Months	3 Months		
In € million	2011/2012	2010/2011	Var. €M	Var.%	Q3 12	Q3 11	Var. €M	Var.%
Printing	20.11	20.85	-0.74	-3.5%	6.57	7.56	-0.98	-13.0%
Hardware	17.08	16.70	0.38	+2.3%	5.76	6.02	-0.26	-4.4%
Total 9 months	37.19	37.55	-0.36	-1.0%	12.33	13.58	-1.25	-9.2%
Total sales at constant currencies	37.87	37.55	0.32	+0.8%	12.41	13.58	-1.17	-8.6%

At constant currencies, sales stand at €37.87 million mainly due to fluctuations of the US dollar and South African Rand of around 7% and 8% respectively.

Total sales figures at December 31, 2011 are including Distec as of April 2011 and Urban Storm as of October 2011. They contributed to 11% of Hardware activity for the period.

Excluding Home Décor, **Printing** is down 4.8% at **€13.9 million** due to a persistently negative economic environment since the summer months, mainly in South Africa and Europe.

Home Décor sales at **€9.84 million**, for the first 9 months, are in line with the same period 2010. The forecast inventory reduction effect, anticipated in the previous press release, occurred in part during December 2011. For the quarter, the drop represents 25%. A marginal increase is expected for Q4.

Hardware sales for the period (excluding Home Décor) are up by over 2.8% at **€13.43 million**. Outdoor market reaction to the new product lines (Prismatronic or LED) is encouraging.

Outlook

On December 31, 2011, order backlog, essentially for “hardware” stands at **€7.7 million**.

Analysis of the trends noted, allows Prismaflex International to remain confident for a stable end of year activity. Due to current macro-economic uncertainty, company policy to control margins, fixed costs and financial charges is maintained (0.47 gearing on 30/09/11).

Next press release:

Annual Sales figures, May 3, 2012 after closure

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