

€50.12 million total sales for the financial year 2016/2017 Q4 figures confirm growth dynamics Positive trend forecast for 2017/2018

Significant points:

- ➔ Sharp improvement in the final quarter despite a clear drop in home décor activity (for last quarter and year)
- ➔ Printing activity continues to perform well
- ➔ Significant Q4 increase in Hardware activity
- ➔ High order backlog: €17 million on March 31, 2017 with Q4 deliveries already accounted for and major orders for LED products.

Annual consolidated sales figures

In €M (estimated)	Non Audited (12 months): April 1, 2016 – March 31, 2017				Q4: January 1, 2017 – March 31, 2017			
	12 Months	12 Months	Var €M	Var. %	3 Months	3 Months	Var €M	Var. %
	2016/2017	2015/2016			Q4 17	Q4 16		
Printing Activity	30.86	29.04	+1.82	+6.3%	7.88	7.06	+0.82	+11.7%
Hardware Activity	19.26	21.49	-2.23	-10.4%	7.52	4.69	+2.83	+60.3%
Total 12 months	50.12	50.53	-0.41	-0.8%	15.40	11.75	+3.65	+31.1%
Total (constant currencies)	50.50	50.53	-0.03	-0.1%	15.05	11.75	+3.30	+28.0%

Currency fluctuations impacting sales level for the period principally concern the GBP and to a lesser extent the ZAR whose value recovered against the EUR.

As announced, Q4 2016/2017 figures confirm the upturn in activity that began in Q3. Total sales are up by +31.1% with Hardware at +88.8%. LED display sales continue to progress with €3.59 million for Q4.

S1 sales are up 11.1% at €27.95 million; Hardware (+35.5%) and Printing (+12.9%) compensate for the drop in Home Décor activity (€-1.8 million). Continuing growth in LED activity confirms the relevance of the group's strategic decisions.

For the 12 month period **Printing Activity**, excluding Home Décor, performs well with total sales at **€24.74 million** up +8.8% on N-1 with positive results in South Africa, France and Spain.

Home Décor sales at **€6.64 million** compared with €9.54 million for the previous year reflect the combination of high N-1 figures and the stop in sales of Hardware aluminium, at the beginning of the period, for a key customer.

Hardware sales stand at **€18.74 million** compared to €18.26 million in the previous year. After a lacklustre start to the year, sales picked up in S2 and particularly Q4. LED sales for the second six-month period are up 21.7% (+149% in Q4 – base effect) at €6.41 million. Good street furniture and scrolling sign sales also contribute to the strong S2 growth figures.

Outlook

2016/2017 total sales figures are comparable to N-1 figures with a very dynamic second six-month period. Current trends show:

- Strong growth in LED activity;
- Home Décor activity would appear to stabilise at around €6 million / year,
- A growth in Printing activity.

On March 31, 2017, order backlog, mainly for Hardware, is high at **€17 million** against €5.6 million on March 31, 2016 and €16 million on December 31, 2016. Orders are recorded for Q4 with notably:

- A new order for 100 LED displays for Germany
- The supply of electronic bulletin boards as part of a contract recently awarded by the city of Paris to Prismaflex-Derichbourg.

This initial success confirms the relevance of the group's strategic choice to bid for contracts concerning both street furniture and bulletin boards, not including the management of advertising.

In S1 2017/2018, Hardware activity should remain on track thanks to the final delivery of units ordered by a major German company (a significant number of LED displays to be delivered in S1) and a solid end-of-year order backlog.

To pursue this growth in LED activity, Prismaflex International plans a re-injection of capital into its Chinese subsidiary.

Next press release: 2016/2017 annual sales figures, June 20, 2017 after closure

SFAF meeting: at 10 am on Tuesday June 21, 2017, 135 boulevard Haussmann, 75008 Paris

Contacts:

Emmanuel Guzman/ CFO -Phone: +33 (0)4 74 70 68 00 – finance@prismaflex.com

Amalia Naveira – Analysts / Investors contact – Phone: +33 (0)4 72 18 04 92 – anaveira@actus.fr

Marie-Claude Triquet – Press contact – Phone: +33 (0)4 72 18 04 93 - mctriquet@actus.fr

PRISMAFLEX INTERNATIONAL
OUTDOOR ADVERTISING SOLUTIONS MANUFACTURER AND WIDE FORMAT DIGITAL PRINTING
ISIN : FR0004044600-ALPRI - Reuters : ALPRI.PA – Bloomberg : ALPRI.FP
ALTERNEXT Paris www.prismaflex.com