



**Six-month total sales 2017/2018  
up 9.5% at €24.29 million**

**Significant points for the first half-year period:**

- 2017/2018 Q2 activity presents a continuation of trends observed in Q1. Hardware activity is up 37%, driven by LED sales (favorable N-1 base effect).
- For the six-month period, hardware sales (excluding N-1 Home Décor) are up 35.8% with LED display sales at €4.7 million (+€2.6 million).
- Printing activity (excluding Home Décor) continues to grow by 3.2%.
- Home Décor activity stabilized at €2.75 million.
- On September 30, 2017, order backlog at €11.55 million is positively oriented. Two orders for €4.6 million for hardware products were received in October and are not included in the September 2017 order backlog.

**Consolidated figures – first six months (April 1, 2017 – September 30, 2017)**

YTD April 1, 2017– September 30, 2017					Q2: July 1 – September 30, 2017			
Non audited	6 Months	6 Months			3 Months	3 Months		
In €M	2017/2018	2016/2017	Var. €M	Var. %	Q2 17/18	Q2 16/17	Var. M€	Var. %
Printing Activity	<b>15.18</b>	15.00	<b>+0.18</b>	+1.2%	<b>7.33</b>	7.11	+0.21	+3.0%
Hardware Activity	<b>9.11</b>	7.17	<b>+1.93</b>	+27.0%	<b>4.29</b>	3.13	1.16	+37.0%
<b>Total 6 months</b>	<b>24.29</b>	<b>22.18</b>	<b>+2.12</b>	<b>+9.5%</b>	<b>11.62</b>	<b>10.25</b>	<b>1.37</b>	<b>+13.4%</b>
Total constant currencies	<b>24.29</b>	<b>22.18</b>	<b>+2.11</b>	<b>+9.5%</b>	<b>11.68</b>	<b>10.25</b>	<b>1.43</b>	<b>+14.0%</b>

The foreign exchange impact for the period is of little significance (the drop in the South African Rand is compensated for by fluctuations in the GBP and CAD)

Q2 2017/2018 results confirms the trends observed by the Group for a number of months with total sales up 13.4% at €11.62 million, driven by LED sales.

For the first six-month period, **Printing** Activity (excluding Home Décor) stands at **€12.43** million up 3.2% compared with the same period the previous year. This progression is due to activity in Spain and the United Kingdom.

**Home Décor** activity, today principally composed of print activities (for the record, aluminum frame sales to a key client ended in 2016/2017) stand at **€2.75 million** compared with €3.42 million in N-1 (down 19.5%). Results are mainly impacted by poor Q1 activity.

Results for **Hardware** activity continue to grow with the development of the LED display activity. Total sales are up 35.8% for the period to reach **€9.1 million** compared with €6.7 million for the same period the previous year (N-1 Q2 results were penalized by the absence of significant order).

**Outlook**

On September 30, 2017, order backlog, principally for Hardware is high at **€11.55 million** (excluding the €4.6 million orders received in October).

Prismaflex International is seeking an amicable settlement to the dispute concerning the rights of reproduction (cf. press release dated July 20, 2017).

*Nest press release for Half year results: December 7, 2017 after closure. Conference call December 8, 2017*

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