



**Q1 turnover 2017/2018**  
**Total sales up 6.3% at €12.68 million**

**Significant points for 1st quarter:**

- The first quarter shows similar upward trends to those experienced during the second six-month period 2016/2017
- Hardware activity is up 20.5% thanks to the sale of LED products.
- Printing activity is also up 7.8%; these trends are partially offset by a slowdown in Home Décor activity (-0.56 € million).
- Order backlog is healthy: €14.4 million on June 30, 2017 including significant orders for LED products

**Q1 consolidated sales**

Not audited	Q1: April 1 2017 – June 30 2017			
	3 months		3 months	
In €M (estimated)	2017/2018	2016/2017	Var €M	%
Printing Activity	<b>7.86</b>	<b>7.89</b>	-0.03	-0.4%
Hardware Activity	<b>4.82</b>	<b>4.04</b>	+0.78	+19.2%
<b>Total Q1</b>	<b>12.68</b>	<b>11.93</b>	<b>+0.75</b>	<b>+6.3%</b>
Total constant currencies	<b>12.61</b>	<b>11.93</b>	<b>+0.68</b>	<b>+5.7%</b>

The foreign exchange impact is mainly due to variations in the value of the South African Rand and GBP

In line with what was announced, Q1 2017/2018 remains extremely dynamic. Turnover is up +6.3% (+5.7% at constant currencies). The success of the Prismaflex LED billboards is confirmed with sales for the period on the up.

The positive performances for Hardware and Printing are partially offset by a slowdown in Home Décor activity (reminder: cancellation of aluminium frame sales in 2016/2017 for our major customer).

Excluding Home Décor, **Printing Activity at €6.75 million** is up 7.8% on N-1 figures with an upturn in activity in Spain, France and the UK; activity in south African is slightly down.

**Home Décor** activity stands at **€1.11 million** compared with €1.67 million the previous year.

Hardware activity up 20.5% stands at €4.82 million versus €4.0 million for the same period in N-1. LED sign sales continue to grow strongly (+98%) to stand at €2.3 million with €1.4 million for Germany.

**Pending litigation:** since 2010, Prismaflex International has been subject to legal proceedings for having printed a world map for a client for which the rights of reproduction were contested.

On June 29, 2017, a court judgement was made ordering the company to pay €626,000. Prismaflex International has appealed this decision. Part of the amount has been booked in P/L.

**Outlook**

On June 30, 2017, order backlog, essentially for hardware stands at **€14.4 million** (€5.3 million on June 30, 2016) and confirms the positive forecasts for the year.

*The Annual shareholders' Meeting will take place on September 29, 2017 in Saint Clément les Places (69930) at 2.30pm. Next press release: Q2 Sales, October 19, 2017 after closure.*

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