

Fiscal year 2012/2013: 9-month Sales at €33.8 million

Significant points for 3rd quarter:

- ➔ Trends in line with those noted for S2
- ➔ Inventory reduction operations for Home Décor seems to come to an end
- ➔ The hardware market reflects the caution of the advertising professionals even if the order backlog would appear to be on an upturn
- ➔ Printing remains strong
- ➔ Policy to produce innovative products maintained

YTD consolidated Turnover (April 1, 2012 – December 31, 2012)

April 1, 2012 – December 31, 2012					Q3: Oct 1, 2012 – Dec 31, 2012			
Non audited	9 Months	9 Months			3 Months	3 Months		
In € million	2012/2013	2011/2012	Var. €M	Var. %	Q3 13	Q3 12	Var. €M	Var. %
Printing	21.41	20.011	1.29	6.4%	7.48	6.57	0.91	13.8%
Hardware	12.35	17.08	-4.73	-27.7%	4.27	5.76	-1.49	-25.9%
Total 9 months	33.75	37.19	-3.44	-9.2%	11.74	12.33	-0.59	-4.8%
Total sales at constant currencies	33.16	37.19	-4.03	-10.8%	11.60	12.33	-0.73	-5.9%

At constant currencies, sales stand at **€33.16 million** mainly due to fluctuations of the US dollar, GBP and CAD of around 9% and 8% respectively.

Excluding Home Décor, **Printing** is up 20% at **€16.7 million** (+22% for the quarter) with a good tendency during the third quarter in the UK, South Africa, Canada and France.

Home Décor sales at **€7.7 million** are down 22% for the first 9 months (against -28% for S2) and around 7% for the quarter). The inventory reduction effect noted in the previous press release appears to be over.

Hardware sales for the period (excluding Home Décor) stand at €9.4 million and are, as in September 2012, down 30%. All product lines are concerned except Trivision with a level of activity similar to the same period of the previous year.

The difficult macro-economic environment and subsequent repercussions on the advertising industry are the cause. Order backlog however is improving.

Outlook

On December 31, 2012, order backlog, essentially for "hardware" stands at **€7.1 million** compared to €4.7 million at the end of June 2012.

Analysis of the trends noted in no way calls into question the group's policy to pursue the development of innovative energy autonomous signs under exclusive licensing, LED displays and Indoor printing activities. Management remains cautious in the light of current macro-economic uncertainties.

Next press release:

Annual Sales figures, May 6, 2013 after closure.

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