

**Upturn in activity for Q1 2013/2014
Total Sales: €13.1 million**

Significant points for 1st quarter:

- ➔ **Printing activity benefits from the developments of new dry posting solutions in Europe**
- ➔ **Upturn in hardware export activity. An important tender in England has been awarded to Prismaflex UK.**
- ➔ **Advertising professionals continue to remain cautious with regard to investing in hardware although orders for LED displays are expected**
- ➔ **Innovation policy of energy-autonomous products and digital signage maintained**

Q1 consolidated sales

In €M (non audited)	Q1: 1 st April – 30 th June		Var. €M	Var. %
	2013/2014	2012/2013		
Printing	7.58	6.60	+0.98	+14.8 %
Hardware	5.57	4.57	+1.00	+21.8%
Total 3 months	13.15	11.17	+1.97	+17.7 %
Total constant currencies	13.41	11.17	+2.24	+20.0 %

With constant currencies, Sales would stand at **€13.4 million**, mainly due to fluctuations of the South African Rand which is down 15.8% for the period.

Prismaflex International Sales at **€13.15 million** are up 17.7% on the same period 2012/2013 and 4.2% on Q1 2011/2012 figures.

Excluding Home Décor, **Printing activity** continues to perform well at €5.71 million against €5.19 million for the previous year with positive results in Canada, England and France following increased contacts with advertising professionals during the previous year. The Spanish market however remains sluggish.

Home Décor figures are at a good level at **€3.07 million** with a favourable base effect.

Hardware activity (excluding Home Décor) is up 17.3% to stand at **€4.37 million**. This upturn in activity is favourable for trivision , dry posting products and also LED displays. A drop in scrolling signs and street furniture should be noted while order backlog for these products is slightly increasing.

Outlook

On June 30, 2013, order backlog, essentially for Hardware stands at €9.5 million and reflects:

- Prismaflex UK being awarded the first phase of a tender initiated by Network rail for the manufacture and installation of a variety of displays (the installation will be sub-contacted out and is estimated at 1/3 of nominal value),
- Dynamic export markets and encouraging successes in LED displays.

Printing activity benefits from the development of static dry posting networks.

The Annual Shareholders' Meeting will take place on Friday 27th September 2013 in Saint Clément les Places (69930) at 2.30pm. Next press release: first 6-months turnover 2013/2014, October 16, 2013 after closure.

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