

Fiscal year 2013/2014: 9-month Sales at €41.46 million

Significant points for 3rd quarter:

- **Dynamic hardware activity driving growth**
- **Home Décor activity performing well with a slowdown expected for Q4**
- **Printing continues to resist despite being hit by currency fluctuations and a competitive European market**
- **Order backlog confirms the Group's solid nine-month period performance**

YTD consolidated turnover (April 1, 2013 – December 31, 2013)

Non audited	April 1, 2013– December 31, 2013				Q3: Oct.1, 2013 – Dec. 31, 2013			
	9 Months	9 Months			3 Months	3 Months		
In € million	2013/2014	2012/2013	Var. €M	Var. %	Q3 14	Q3 13	Var. €M	Var. %
Printing	22.64	21.41	1.24	5.8%	7.72	7.48	0.25	3.3%
Hardware	18.82	12.35	6.47	52.4%	7.96	4.27	3.69	86.7%
Total 9 months	4146	33.75	7.71	22.8%	15.69	11.74	3.94	33.6%
Total sales at constant currencies	42.81	33.75	9.06	26.8%	16.34	11.74	4.60	39.2%

At constant currencies, sales stand at **€42.81 million** mainly due to fluctuations of the South African Rand, CAD and GBP of around -18.8%, -7.5% and -5.3% respectively.

Prismaflex International Sales are up 11.5% on the same period 2011/2012.

Excluding Home Décor, **Printing** activity is slightly up for Q3 (+1.2% on the previous year). Despite performing well in a competitive environment, namely in Europe, Printing activity is penalised by currency fluctuations (the South African Rand, CAD and GBP). For the nine-month period, activity is up 2.4% on the same period of the previous year to stand at **€17.10 million**.

Home Décor benefits from a favourable base effect and a sustained level of activity. For the 9-month period, sales are up 18.1% on the same period for the previous year to stand at **€9.07 million**. Q4 will probably record a slowdown in activity.

Hardware activity (excluding Home Décor) continues to perform well. Q3 results are up €3.61 million on the same period of the previous year. For the nine-month period, activity is up 63% at **€15.29 million**. The PrismaTronic (LED display) records the strongest growth for the full period representing more than 20% of this activity.

Outlook

On December 31, 2013, order backlog, essentially for "hardware" at **€13.9 million** (€10.8 million at the end of September 2013) reaches a top, with major orders in Russia, Germany and Latin America (PrismaTronic).

Nest press release:

Annual Sales figures, May 5, 2014 after closure.

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