

€50.20 million total sales for the financial year 2015/2016 Strong growth in LED sales

Significant points:

- The major significant point for the year are the level of sales (€5.9 million) for the "Prismatronic" LED display. It confirms the group's strategic and technological decision to launch this product line;
- Home décor activity for the 4th quarter is lower than forecast.

Annual Consolidated Sales Figures

Non Audited	April 1, 2015 – March 31, 2016				Q4: Jan 1, 2016 – March 31, 2016			
	12 Months		12 Months		3 Months		3 Months	
In €M (estimated)	2015/2016	2014/2015	Var €M	Var. %	Q4 15	Q4 14	Var €M	Var. %
Printing Activity	29.04	28.91	0.13	0.5%	7.06	7.43	-0.37	-5.0%
Hardware Activity	21.49	19.66	1.82	9.3%	4.69	4.69	0.00	0.0%
Total 12 months	50.53	48.57	1.96	4.0%	11.75	12.12	-0.37	-3.1%
Total (constant currencies)	50.15	48.57	1.57	3.2%	12.19	12.12	0.07	0.5%

Currency fluctuations impacting sales level for the period principally concern the USD, GBP and CAD.

Q4 sales stand at €11.75 million, slightly up on the same period of the previous year on a constant exchange rate basis and down 3.1% in value.

For the 12 month period **Printing Activity**, excluding Home Décor, again proves its resilience with total sales at €22.74 million (€22.20million for the previous year). Q4 activity is stable on a constant exchange rate basis and down 3.4% in value. For the full period, activity continues to resist in the key geographic zones where the group is located.

Home Décor sales stand at €9.53 million compared with €10.42 million for the previous year. Q4 activity is down 18% despite a positive trend in 2S with €5.03 million compared with €4.51 million. Activity is impacted due to a delay in the launch of new product lines by a key customer.

Hardware sales – excluding Home Décor – stand at €18.26 million compared with €15.95 million for n-1. S2 activity is buoyant at €8.89 million against €6.69 million the previous year. For the period, Hardware activity capitalises principally on the increase in Prismatronic LED display sales with total sales at €5.88 million compared with €1.0 for n-1. Conversely, the street furniture product line that returned strong growth in n-1 is down.

For the period and with a low-margin product mix, Prismaflex International forecasts a positive current operating profit for the financial year despite a fall in S2.

Outlook

On March 31, 2016, order backlog, essentially for hardware is at €5.6 million. Major sales efforts to boost LED sales continue with a number of positive contacts, some concerning key markets.

In 2016, Prismaflex International will complete the specialization of its different sites. Distec will focus on the production of analogue products. The Chinese LED production site is now fully operational and France will progressively specialize in these products and their integration.

With a broader product range in both printing and hardware activities and the Prismatronic line of follow-on products, Prismaflex International has an asset portfolio to pursue its growth.

Next press release: 2015/2016 annual sales figures, June 20, 2016 after closure – SFAF meeting at 10am
Tuesday June 21, 2016, 135 boulevard Haussmann, 75008 Paris

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