

EOS imaging First Half of 2015 Revenue Increases 43% to €10.2 million



EOS imaging (Paris:EOSI) (Euronext, FR0011191766 – EOSI – Eligible for PEA-PME savings schemes in France), the pioneer in 2D/3D orthopaedic medical imaging, has announced its consolidated half-year revenues for the period ended June 30, 2015.

€ millions	H1 2015	H1 2014	% change
Equipment sales	8.50	5.86	+45%
<i>As a % of total revenues</i>	<i>83%</i>	<i>82%</i>	
Sales of maintenance contracts	1.32	0.93	+42%
<i>As a % of total revenues</i>	<i>13%</i>	<i>13%</i>	
Sales of consumables and services	0.38	0.32	+17%
<i>As a % of total revenues</i>	<i>4%</i>	<i>5%</i>	
Total revenues	10.20	7.12	+43%

Figures subject to limited review

- **Sharp increase in sales in the first half of 2015: up 43% to €10.2 million**

The Company sold 20 EOS® systems during the first half of the year, compared to 15 during the same period last year. With a higher average selling price of €425,000 (compared with €391,000 at June 30, 2014), revenues from sales of equipment totalled €8.5 million, an increase of 45%.

Sales of maintenance contracts, which were driven by the increase in the installed base of EOS® systems under contract, increased by 42% to €1.32 million compared with €0.93 million last year.

Sales of consumables and services were €0.38 million in the first half of 2015, up 17%.

Excluding the impact of changes in foreign currency exchange rates, total sales were up 30% in the first half of 2015.

- **The strong growth in sales was driven by continued momentum in the United States and a strong performance in Europe**

€ millions	H1 2015	H1 2014	% change
EMEA	4.27	3.22	+33%
North America	5.45	1.18	+361%
Asia-Pacific	0.47	2.72	-83%
Total revenues	10.2	7.12	+43%

Figures subject to limited review

EOS imaging reported continued sales momentum in North America during the first half of 2015 with the sale of 11 EOS® systems (compared to 2 in the first half of 2014), generating revenues of €5.45 million.

EOS imaging delivered strong growth of 33% in the EMEA region, where it generated revenues of €4.27 million as compared to €3.22 million last year.

Sales in Asia saw a slowdown over the first six months of the year following a particularly strong first half of the year in 2014.

- **Strong second quarter of 2015: up 39% to €6.88 million**

€ millions

	2015	2014
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	Q1	Q2	Q1	Q2
Equipment sales	2.50	6.00	1.56	4.30
<i>As a % of total revenues</i>	75%	87%	72%	87%
Sales of maintenance contracts	0.63	0.69	0.45	0.48
<i>As a % of total revenues</i>	19%	10%	21%	10%
Sales of consumables and services	0.19	0.19	0.15	0.17
<i>As a % of total revenues</i>	6%	3%	7%	3%
Total revenues	3.32	6.88	2.16	4.96
<i>Unaudited data</i>				

EOS imaging sold 14 EOS® systems in the second quarter of 2015 and generated revenues of €6.88 million, an increase of 39% as compared to the second quarter of 2014.

Marie Meynadier, Chief Executive Officer of EOS imaging, said, *“We are very pleased to have achieved a third consecutive quarter of strong results in the U.S., which represents our largest market and growth opportunity. This positive momentum was coupled with excellent sales growth in Europe, enabling us to deliver robust half-year performance despite a temporary slowdown in Asia, which reported a record performance in the first half of 2014. The company is well positioned to drive increased adoption of EOS in the markets where we operate. In addition, we are expanding our strategy to develop new services to further increase the EOS® solution attractiveness.”*

About EOS imaging

EOS imaging designs, develops, and markets EOS®, an innovative medical imaging system dedicated to osteoarticular pathologies and orthopaedics, as well as associated solutions. The Company is authorized to market in 48 countries, including the United States (FDA), Japan and the European Union (EC). The Group posted 2014 revenues of €20.1 million and employs 107 people including an R&D team of 39 engineers. The Group is based in Paris and has five subsidiaries in Besançon (France), Cambridge (Massachusetts), Montreal (Canada), Frankfurt (Germany) and Singapore.

EOS imaging has been chosen to be included in the new EnterNext® PEA-PME 150 index, composed of 150 French companies and listed on Euronext and Alternext markets in Paris.

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