

EOS imaging Reports 35% Revenue Growth for First Nine Months of 2015



246% growth in North America sales

EOS imaging (Paris:EOSI) (Euronext, FR0011191766 – EOSI), the pioneer in 2D/3D orthopedic medical imaging, announced its consolidated revenues for the third quarter and nine months ended September 30, 2015.

€ millions	Sept. 30, 2015	Sept 30, 2014	% change
	9 months	9 months	
Equipment sales	12.29	9.09	35%
<i>as a % of total revenues</i>	<i>82%</i>	<i>82%</i>	
Sales of maintenance contracts	2.04	1.50	36%
<i>as a % of total revenues</i>	<i>14%</i>	<i>14%</i>	-
Sales of consumables and related services	0.60	0.47	28%
<i>as a % of total revenues</i>	<i>4%</i>	<i>4%</i>	
Total revenues	14.93	11.06	35%

Unaudited data

- **Robust growth over the first nine months of 2015**

EOS imaging reported sales of €14.9 million for the nine months ended September 30, 2015, a 35% increase compared with €11.1 million in the same period of 2014.

With 30 systems sold over the first nine months of 2015, compared with 23 systems in 2014, equipment sales rose by 35% to €12.3 million, compared with €9.1 million over the first nine months of 2014. The average selling price per system was €410 thousand, compared with €395 thousand at September 30, 2014.

The increase in the number of EOS systems installed under contract is continuing to drive sales of maintenance contracts, which grew by 36% to €2.0 million for the nine months ended September 30, 2015.

Sales of consumables and related services, which are primarily associated with the OneFit Medical subsidiary, totaled €0.60 million over the first nine months of September 2015, compared with €0.47 million in the same period of 2014.

- **Continued strong sales growth in North America**

€ millions	Sept. 30, 2015	Sept. 30, 2014	% change
	9 months	9 months	
EMEA	6.12	4.49	36%
North America	7.35	2.12	246%
Asia-Pacific	1.47	4.45	-67%
Total revenues	14.93	11.06	35%

Unaudited data

Over the first nine months of 2015, EOS imaging recorded a 36% increase in sales in the EMEA region, with sales of €6.12 million.

In North America, EOS imaging continued strong sales growth momentum, with sales increasing by 246% to €7.35 million. North America accounted for 49% of the Company's total revenues. Growth in North America and the EMEA was partially offset by results from the Asia-Pacific region, where sales slowed to €1.47 million following a strong entry to this region in 2014.

- **Quarterly increase in business volumes**

€ millions	Q1 2015	Q2 2015	Q3 2015	Q1 2014	Q2 2014	Q3 2014
Equipment sales	2.50	6.00	3.79	1.56	4.30	3.22
<i>as a % of total revenues</i>	75%	87%	80%	72%	87%	82%
Sales of maintenance contracts	0.63	0.69	0.72	0.45	0.48	0.57
<i>as a % of total revenues</i>	19%	10%	15%	21%	10%	14%
Sales of consumables and related services	0.19	0.19	0.23	0.15	0.17	0.15
<i>as a % of total revenues</i>	6%	3%	5%	7%	3%	4%
Total revenues	3.32	6.88	4.74	2.16	4.96	3.94

Unaudited data

In the third quarter of 2015, EOS imaging sold 10 systems, compared with 8 over the same period of 2014, and recorded sales of €4.74 million, a 20% increase compared with the third quarter of 2014.

- **Paula Ness Speers, U.S.-based international specialist for health-sector companies, appointed to the Board of Directors**

Paula Ness Speers has more than 30 years of experience in strategic and operational consulting for health-sector companies in the United States, including 7 years with Bain & Company where she was responsible for innovative technologies. In 1992, she co-founded Health Advances, a strategic consultancy firm devoted to the health sector whose 100 staff based between Boston, San Francisco, Washington and Zurich focus on the development of innovative companies. Paula Ness Speers has substantial expertise in analyzing the value of healthcare products and market access in the United States.

Marie Meynadier, CEO of EOS imaging, concludes: *“Over the first nine months of this year, we executed a robust growth driven in particular by a remarkable momentum in North America, and we look forward to strong sales into the fourth quarter, historically our highest. We strengthened our executive team in September and are also delighted to welcome to the Board Paula, whose expertise will be a great contribution within the framework of our development in the United States. We are continuing to invest in order to expand our commercial presence and make our low-dose 2D/3D imaging solution available to the greatest possible number of patients.”*

Source & Image : [EOS Imaging](#)

Published on : Thu, 22 Oct 2015