



## EOS imaging Reports Strong 44% Increase in 2014 9-month Revenues

**Sustained growth in the third quarter of 2014: +42%**

**Robust business in Asia Pacific**

**Paris, October 22, 2014** – Today, EOS imaging (Euronext, FR0011191766 – EOSI), the pioneer in orthopedic 2D/3D medical imaging, announced its consolidated revenues for the third quarter and the first nine months of the financial year ending September 30, 2014.

€m	Sept 30, 2014 9 months	Sept 30, 2013 9 months	% Change
Sales of equipment	<b>9.09</b>	6.69	36%
<i>as a % of total revenues</i>	<i>82%</i>	<i>87%</i>	-
Sales of services	<b>1.50</b>	1.00	50%
<i>as a % of total revenues</i>	<i>14%</i>	<i>13%</i>	-
Sales of consumables and related services	<b>0.47</b>	-	n/a
<i>as a % of total revenues</i>	<i>4%</i>	-	-
<b>Total revenues</b>	<b>11.06</b>	<b>7.69</b>	<b>44%</b>

*Unaudited data*

### ▪ **Sustained strong sales growth over the first nine months of 2014**

EOS imaging reported nine month revenues of €11.06 million for the period ending September 30, 2014, up 44% compared with the same period in the previous financial year.

Equipment sales rose by 36% to €9.09 million, compared with €6.69 million for the first nine months of 2013. The Company sold 23 systems during the period, compared to 17 systems during the equivalent period last year. The average sale price per system was unchanged at €395,000.

Sales of services, which continue to be driven by the expansion of the EOS® equipment installed base under maintenance contracts, rose 50% from €1.00 million last year to €1.50 million.

The OneFit Medical subsidiary's sales of consumables and related services amounted to €0.47 million for the first nine months of the year.

### ▪ **Robust growth in Asia Pacific**

€m	Sept 30, 2014 9 months	Sept 30, 2013 9 months	% Change
EMEA	<b>4.49</b>	4.07	10%
North America	<b>2.12</b>	3.60	-41%
Asia Pacific	<b>4.45</b>	0.02	n/a
<b>Total revenues</b>	<b>11.06</b>	<b>7.69</b>	<b>44%</b>

*Unaudited data*

The EMEA region posted revenues of €4.49 million for the first nine months of 2014, up 10% compared to the same period last year. Sales in North America fell by 41% to €2.12 million. Revenues in the Asia Pacific region amounted to €4.45 million, including the sale of 11 systems, accounting for 40.2% of total revenues. This performance offset the impact of the slowdown observed in North America.



▪ **Quarterly increase in business volumes**

€m	Q1	Q2	Q3	Q1	Q2	Q3	Δ Q1	Δ Q2	Δ Q3
	2014	2014	2014	2013	2013	2013			
Sales of equipment	<b>1.56</b>	<b>4.30</b>	<b>3.22</b>	1.60	2.71	2.38	-2.3%	59%	35%
as a % of total revenues	72%	87%	82%	84%	90%	89%	-	-	-
Sales of services	<b>0.45</b>	<b>0.48</b>	<b>0.57</b>	0.30	0.30	0.40	50%	60%	43%
as a % of total revenues	21%	10%	14%	16%	10%	11%	-	-	-
Sales of consumables and related services	<b>0.15</b>	<b>0.17</b>	<b>0.15</b>	-	-	-	n/a	n/a	n/a
as a % of total revenues	7%	3%	4%	-	-	-	-	-	-
<b>Total revenues</b>	<b>2.16</b>	<b>4.96</b>	<b>3.94</b>	1.90	3.01	2.78	14%	65%	42%

Unaudited data

Revenues for the third quarter of 2014 amounted to €3.94 million, up 42%, and included the sale of eight systems compared with six in the same period in 2013.

Marie Meynadier, CEO of EOS imaging, made the following comments: *“EOS imaging’s sales continued with very strong growth over the first nine months of the year. This performance is the result of our investments in EMEA, North America and Asia Pacific. During the last quarter, our continued sales momentum in Europe and our robust growth in Asia Pacific have enabled us to offset the difficult environment for capital equipment in the U.S. The recent installation of our 100<sup>th</sup> system worldwide reflects the ongoing adoption of our systems in our markets”.*

**About EOS imaging:**

EOS imaging designs, develops, and markets EOS® and associated solutions, an innovative medical imaging system based on technology that enabled George Charpak to win the Nobel Prize for Physics. The Company is authorized to market in 33 countries, including the United States (FDA), Japan and the European Union (EU). As of December 31, 2013 the Group posted 2013 consolidated revenue of €15.2 million and employed 106 people including an R&D team of 38 engineers. The Group is based in Paris and holds four subsidiaries in Besançon (France), Cambridge (Massachusetts), Montreal (Canada) and Frankfurt (Germany), and offices in Singapore.

For more information visit: [www.eos-imaging.com](http://www.eos-imaging.com)

**EOS imaging is listed on Compartment C of Euronext Paris ISIN: FR0011191766 - Ticker: EOSI**



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