

## Frost & Sullivan Applauds EOS imaging for its Highly Innovative, X-ray-Based Imaging Modality for Orthopedics

*The company has fine-tuned every aspect of the workflow associated with EOS imaging examinations in order to optimize the business model proposed by the modality*

MOUNTAIN VIEW, Calif. — November 26, 2013 — Based on its recent analysis of the medical imaging market, Frost & Sullivan recognizes EOS Imaging with the 2013 North America Frost & Sullivan Award for Product Innovation Leadership. The company's flagship product, the EOS, provides high-quality, whole-body images of a sitting or standing patient, using a fraction of the radiation dose required by conventional imaging methods. A unique modality with no direct competition in the market, the EOS is gradually establishing its presence in the orthopedic space, where it is finding application as a valuable diagnostic, as well as a pre- and post-surgical clinical tool.

The EOS system uses simultaneous image acquisition from two connected imaging assemblies, enabling intrinsic 3-D weight-bearing modeling of the bone envelope from just two views. It also captures frontal and lateral views, without stitching, in a single, low-dose imaging episode. Furthermore, the resulting images are true-size with a one-to-one scale, enabling accurate and reproducible measurements, intuitive interpretation and better-informed clinical insight.

The solution can acquire a full-body image of an adult patient in less than 20 seconds, of a pediatric patient in less than 15 seconds, and totals less than four minutes of exam time, even for the most complex procedures, such as spine imaging. These capabilities have resulted in a clinically effective, economically profitable, new imaging service line for providers.

"The fast and efficient workflow designed for the EOS leverages not only high-performance technology components, but also intelligent software and patient ergonomics," said Frost & Sullivan Principal Analyst Nadim Daher. "With a full-fledged, end-to-end clinical solution, including imaging equipment, clinical applications and associated services, the EOS system competes effectively with the gold standards—radiography, computed tomography (CT), and magnetic resonance (MR) imaging. A growing body of clinical research findings continues to establish strong evidence of the benefits of the EOS system with regard to its clinical value, the workflow it proposes, return on investment (ROI) model, and the low dose administered to patients."

Compared to traditional radiography solutions, the competitively priced EOS system offers numerous avenues for revenue growth. The higher number of clinical procedures addressed by the EOS system, involving more clinical subspecialties, further boosts the ROI opportunity for providers, while generating synergies throughout the imaging enterprise.

Entering the U.S. market with a new product and brand name only four years ago, EOS Imaging has admirably and substantially increased its mindshare in the medical imaging community. The market's adoption of the EOS system has continued to gain momentum, with more than 20 installations in the U.S., including some of the most prestigious healthcare institutions. EOS imaging is one of the Deloitte 2013 Technology Fast 50 laureate companies.

"EOS Imaging's growth in the U.S. market is in line with the company's achievements in Europe and numerous early successes and promising near-term prospects in several markets, including Japan, Singapore and China," noted Daher. "This universal acknowledgment of EOS Imaging's technology and product value validates the value the company brings to the fields of radiology and orthopedics, and the broader imaging community."

Each year, Frost & Sullivan presents this award to the company that has developed an innovative element in a product by leverage leading-edge technologies. The award recognizes the value-added features/benefits of the product and the increased ROI it offers customers, which, in turn, increases customer acquisition and overall market penetration potential.

Frost & Sullivan Best Practices Awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research in order to identify best practices in the industry.

### About EOS imaging

EOS imaging designs, develops, and markets EOS®, a revolutionary and patented medical imaging system, based on technology that enabled George Charpak to win the Nobel Prize for Physics. The Company is authorized to market the system in 31 countries, including the United States (FDA), Japan, Canada, Australia and the European Union (EU). Backed by an installed base of over 71 sites and more than 400,000 imaging sessions, EOS® benefits from worldwide recognition within the global medical community. As of December 31, 2012 the Group posted 2012 consolidated revenue of €9.42 million and employs 70 people including an R&D team of 25 engineers. The Group is based in Paris and holds three subsidiaries in Cambridge (Massachusetts), in Canada at Montreal and in Germany, and offices in Singapore.

EOS imaging is listed on Compartment C of the NYSE Euronext Paris  
ISIN: FR0011191766 – Ticker: EOSI

Next press release: Annual results 2013 on January 22, 2014 (after market)



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