



EOS imaging announces 61% revenue surge in 2013 to €15.2 million

Record sales of EOS® Systems

First sales of consumables from the OneFit Medical acquisition

Paris, January 22, 2014 – EOS imaging (Euronext, FR0011191766 – EOSI), the pioneer in 2D/3D orthopedic medical imaging, today released its consolidated revenue for the full year and fourth quarter of 2013.

€m	2013	2012	Change (%)
Equipment sales	13.43	8.52	58%
<i>% of total revenue</i>	<i>89%</i>	<i>90%</i>	-
Services sales	1.54	0.90	71%
<i>% of total revenue</i>	<i>10%</i>	<i>10%</i>	-
Sales of consumables and related services	0.20	-	NA
<i>% of total revenue</i>	<i>1%</i>	-	-
Total revenue	15.17	9.42	61%

Data currently being audited

- **Strong top-line growth in 2013 buoyed by record sales of EOS® Systems**

EOS imaging posted 2013 revenue of €15.17 million, up 61% over the previous year. The Company sold 34 EOS® systems in 2013, compared to 21 in 2012. The average sales price was €395,000, compared to €406,000 in 2012. At constant exchange rates, the average selling price in 2013 was €400,000.

Equipment sales came in at €13.43 million, up 58% from €8.52 million in 2012. Sales of services increased by 71% from €0.90 million in 2012 to €1.54 million in 2013.

EOS imaging now consolidates the sales of Onefit Medical, specialist in customized orthopedic solutions, which was acquired last November. Sales of consumables and related services amounted to €0.2 million for the last quarter.

- **Strong sales momentum worldwide, significant progress in Asia Pacific**

€m	2013	2012	Change (%)
EMEA	8.29	4.13	101%
North America	4.91	4.33	13%
Asia Pacific	1.97	0.96	105%
Total revenue	15.17	9.42	61%

Data currently being audited

In 2013, EOS imaging continued its expansion within the EMEA region, where it recorded strong revenue growth, doubling the number of systems sold (18 up from 9 in 2012) and posting a revenue of €8.29 million.

In North America, sales rose by 13% from €4.33 million in 2012 to €4.91 million in 2013. Growth in this region was limited by shifts on several projects.

Following on the launch of its first unit in Singapore in 2012, EOS imaging further expanded its Asia Pacific operations in 2013 with a successful entry into the Japanese market during the fourth quarter. As a result, sales in the region increased 105% to €1.97 million.



▪ **Q4 2013 sales surge 62% with 17 systems sold**

€m	2013				2012			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Equipment sales	1.60	2.71	2.38	6.74	0.41	1.58	2.20	4.33
<i>% of total revenue</i>	84%	90%	89%	90%	73%	89%	89%	94%
Services sales	0.30	0.30	0.40	0.54	0.15	0.19	0.28	0.28
<i>% of total revenue</i>	16%	10%	11%	7%	27%	11%	11%	6%
Sales of consumables and related services	-	-	-	0.2	-	-	-	-
<i>% of total revenue</i>	-	-	-	3%	-	-	-	-
Total revenue	1.90	3.01	2.78	7.48	0.56	1.77	2.48	4.61

Data currently being audited

In Q4 2013 EOS imaging sold 17 systems and posted revenue of €7.48 million, up 62% from Q4 2012.

▪ **Continued growth in 2014**

The continued adoption of EOS® technology should enable the Company to maintain strong sales growth in the three regions where it currently operates (EMEA, North America and Asia Pacific) in 2014.

Marie Meynadier, CEO of EOS imaging, summed up the year: *“We achieved excellent business results in 2013 reflected by a record number of systems sold and sharp revenue growth. We expect to sustain the strong momentum established last year into 2014. Our international presence keeps growing and will, in time, ensure a balanced contribution from each of the three main regions in which we operate and reduce our sensitivity to local fluctuations. The adoption of EOS® by a number of leading institutions is bolstering the strategic positioning of our technology and confirming the advantages of EOS® as the most innovative skeletal imaging equipment on the market. Lastly, with our product plan and acquisition of OneFit last November, we continue to broaden EOS imaging’s offering with new services and customized instruments produced by 3D printing, thereby enabling the development of individual orthopedic solutions and expanding our opportunity to generate recurring revenue.”*

For further information about the Company or EOS®, the first full-body, low dose 2D/3D imaging system, please visit www.eos-imaging.com.

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 75 sites and more than 400,000 imaging sessions, EOS® benefits from worldwide recognition within the global medical community. As of December 31, 2013 the Group posted 2013 consolidated revenue of €15.2 million and employed 102 people including an R&D team of 38 engineers. The Group is based in Paris and holds four subsidiaries in Besançon (France), Cambridge (Massachusetts), in Montreal (Canada) and Frankfurt (Germany), and offices in Singapore. For further information, please visit www.eos-imaging.com

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

Next press release: 2013 annual results on April 8, 2014 (after market).

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