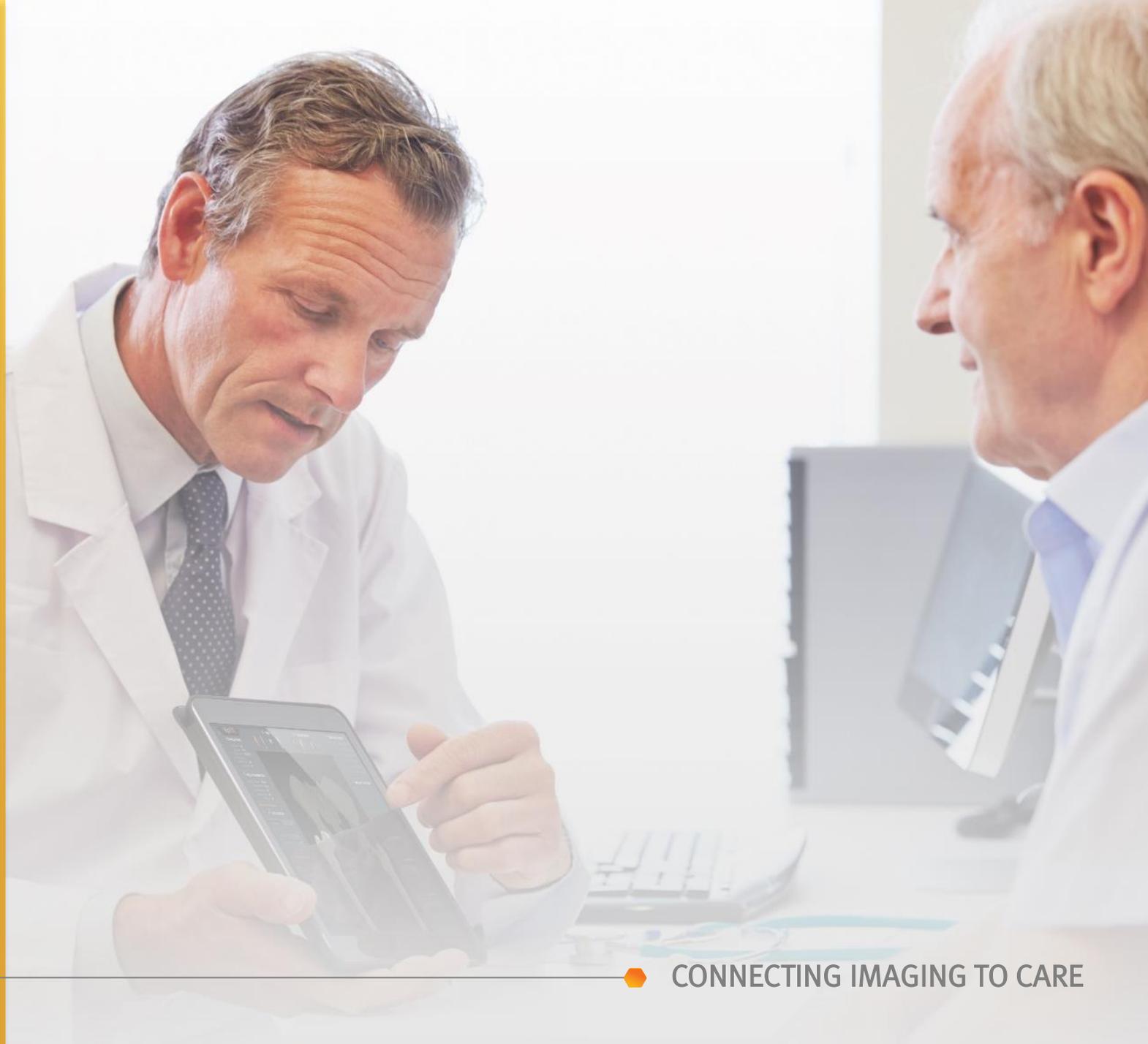


July, 16 2019

# Q2 & H1 Revenue

Mike Lobinsky, CEO

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**~170 employees**, including an R&D team of 45 engineers

# Q2 2019 & H1 2019 Highlights

## Key Facts

**+16%**  
in Q2 2019

**Revived momentum  
in Q2 2019  
with +16% in  
commercial  
performance\***

vs Q2 2018, led by  
growth in North  
America and EMEA

**15**  
Equipment  
Orders

**Total Q2 2019  
Equipment Orders of  
15 units in line with  
previous year,**

positive trends in  
EMEA and NAM  
offsetting a planned  
decrease in APAC

**+3%**  
in H1 2019

**Global +3%  
commercial  
performance at end of  
June 2019**

NAM: +26%,  
EMEA : +16%  
offset by a high H1  
2018 comparable  
base in APAC

**+7%**  
ASP  
growth

**Strong growth in  
ASP's of 7% in H1  
2019**

primarily driven  
by North America

**€5.23m**  
recurring  
revenues

**H1 2019  
Recurring revenues  
up 33% vs H1 2018,**

benefiting from a  
growing install base

# Q2 2019 Revenue

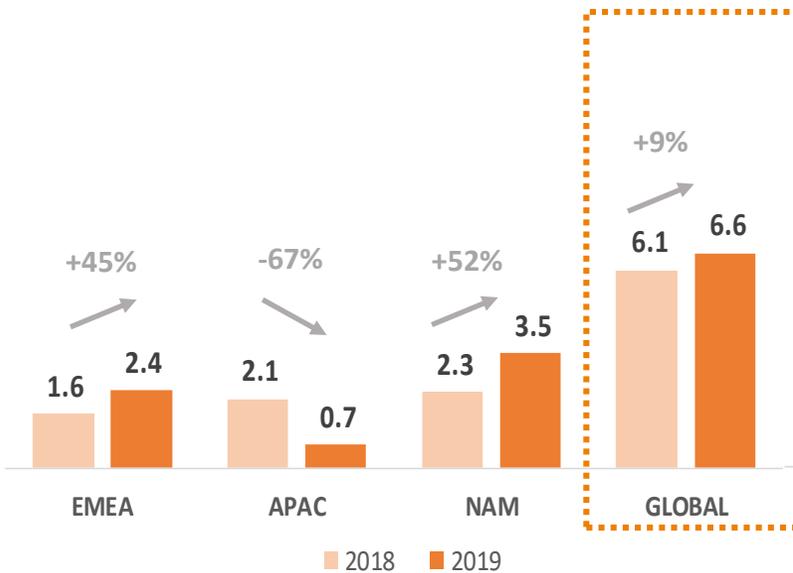
**EOS**  
imaging



# Q2 2019 Revenue & Orders

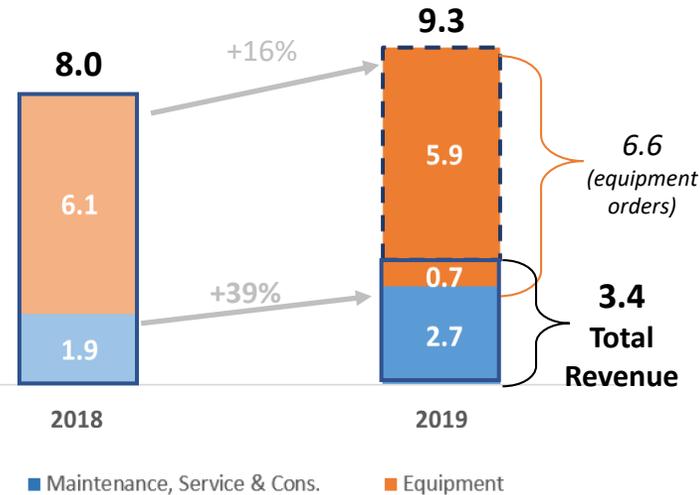
€3.4M Revenue; +16% comparable total business performance

*Equipment Orders by Region  
EUR million*



› €6.57m Equipment orders in Q2 2019 driven by volume in EMEA & NAM, and pricing in NAM

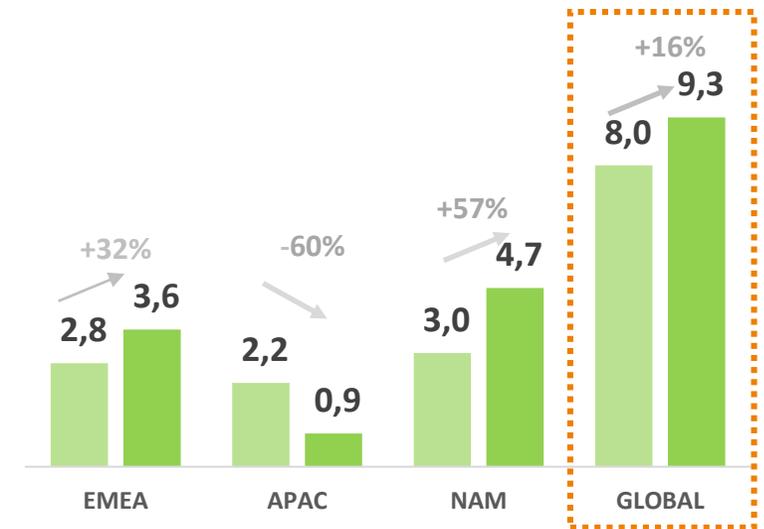
*Commercial Performance Breakdown  
EUR million*



› +39% growth in recurring revenues to €2.71m, thanks to the growing install base

› +€3.4m Revenues in the quarter

*Revenue + Variation in Equipment Order Book by Region  
EUR million*

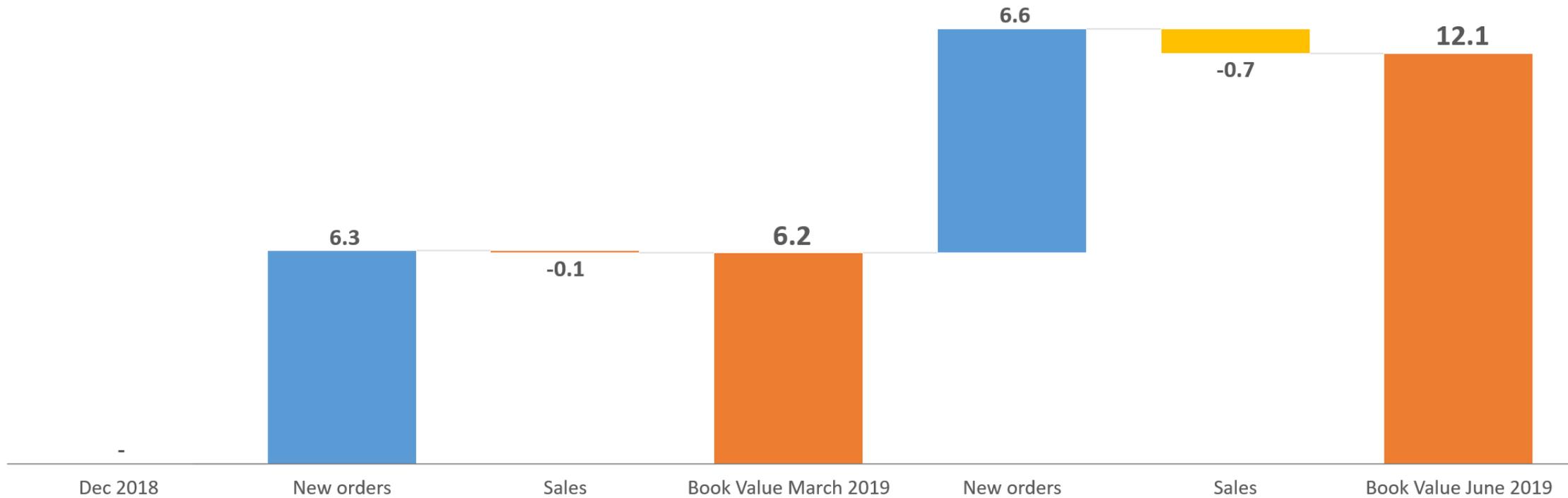


› €9.28m Revenue + Order Book in Q2 2019 representing 16% YoY increase.

# Order Book

## Order book building up through H1 2019

*Order Book Evolution since December 2018*  
*EUR million*



# H1 2019 Revenue

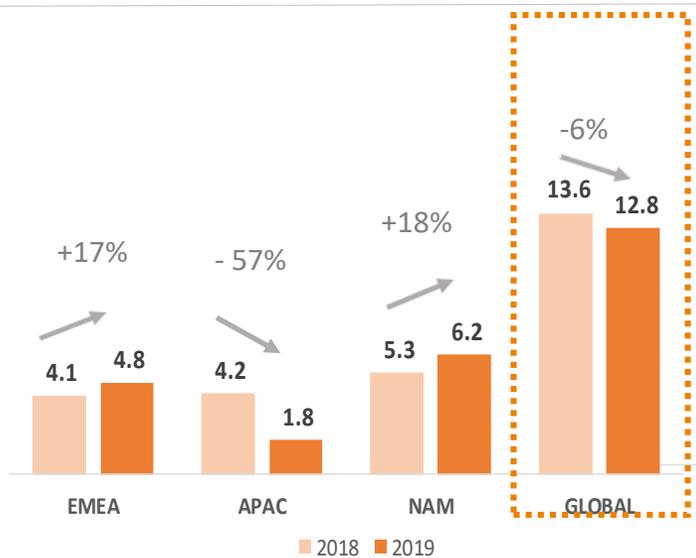
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# H1 2019 Revenue & Orders

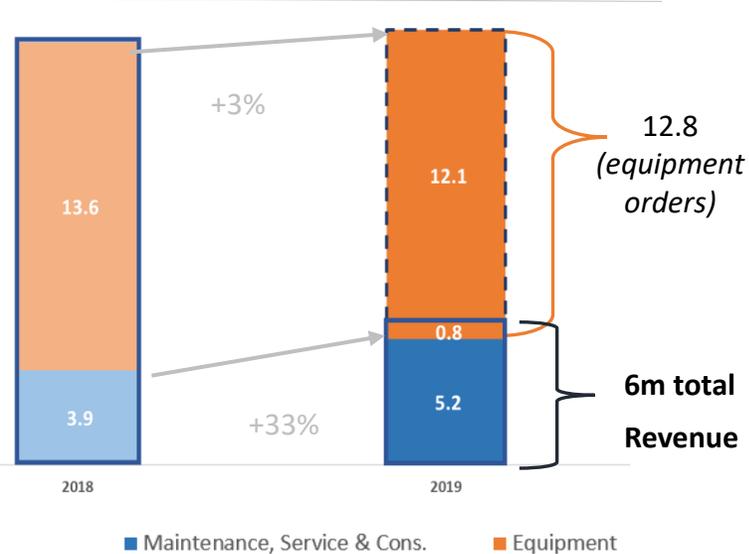
€ 6,0m revenue , driven by a positive dynamic in Q2

*Equipment Orders by Region  
EUR million*



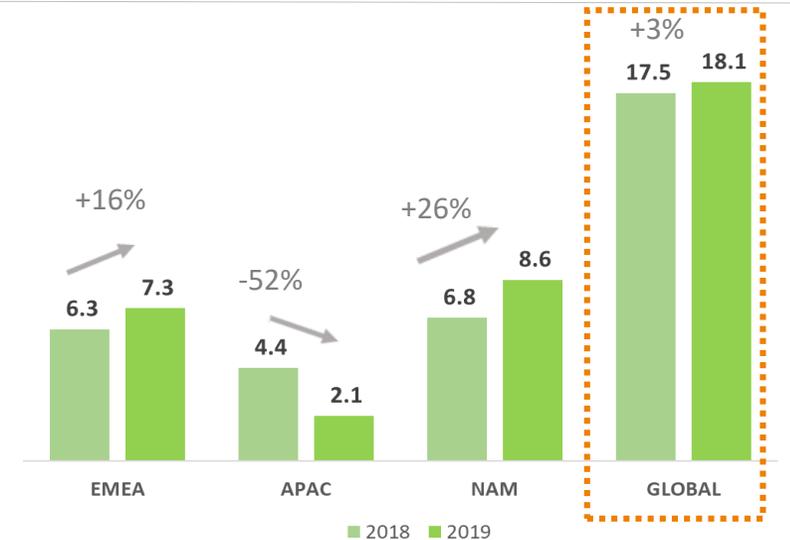
- > 30 equipment orders booked in H1 2019 (€12.82 million) demonstrating a key turnaround in two major markets

*Commercial Performance Breakdown  
EUR million*



- > +33% growth in recurring revenues to €5.2m, thanks to of growing install base
- > €0.8m in 2019 YTD equipment orders converting to sales in H1

*Equipment Revenues + Variation in order book by Region  
EUR million*



- > €18.1m Revenue + Order Book in H12019 representing 3% YoY increase
- > YOY growth of +26% in NAM and +16% in EMEA

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