



## EOS imaging Reports 2012 Revenue Grows 35% to €9.41 million

### Continued top-line growth with 21 units placed

**Paris, January 21 2013** – EOS imaging (NYSE Euronext, FR0011191766 – EOSI), the pioneer in 2D/3D orthopedic medical imaging, announced today its consolidated revenue for the full year and last quarter of 2012.

#### 2012: Steady revenue growth

<i>In millions of euros</i>	2012	2011	Var. as a %
Equipment sales	<b>8.52</b>	6.26	<b>36%</b>
<i>% of total revenue</i>	91%	90%	-
Service sales of	<b>0.88</b>	0.68	<b>30%</b>
<i>% of total revenue</i>	9%	10%	-
<b>Total revenue</b>	<b>9.41</b>	<b>6.94</b>	<b>35%</b>

*Data currently being audited*

EOS imaging recorded annual revenue of €9.41 million for 2012. With 21 EOS® Systems sold during 2012, compared with 16 in 2011, equipment sales rose 36% to €8.52 million, and sales of services rose 30% to €0.88 million.

During 2012, the average selling price per EOS System was €406,000, compared to €392,000 in 2011.

#### Geographical sales split: Remarkable momentum in North America

<i>In millions of euros</i>	2012	2011	Var. as a %
Europe	<b>4.13</b>	3.92	5%
<i>% of total revenue</i>	44%	56%	-
North America	<b>4.32</b>	2.02	<b>114%</b>
<i>% of total revenue</i>	46%	29%	-
Rest of the world	<b>0.96</b>	1.01	-5%
<i>% of total revenue</i>	10%	15%	-
<b>Total revenue</b>	<b>9.41</b>	<b>6.94</b>	<b>35%</b>

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Sales momentum continued worldwide with foreign sales representing more than 80% of total revenue. North America sales increased strongly by 114% compared to 2011 and amounted to 46% of total revenue. Europe and Rest of the World contributions were 44% and 10% respectively. Europe sales totaled €4.13 million, a 5% increase resulting from a 3.6x increase in sales outside of France and partially offset by delays in French acquisition projects in 2012.



▪ **4th quarter 2012 sales: 11 EOS Systems**

In millions of euros	2012				2011				Variation (%)			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Equipment sales	0.41	1.57	2.21	4.33	0.36	1.36	1.11	3.43	15%	15%	100%	26%
Services sales	0.15	0.20	0.27	0.26	0.12	0.12	0.23	0.21	28%	62%	21%	23%
<b>Total revenue</b>	<b>0.56</b>	<b>1.77</b>	<b>2.48</b>	<b>4.60</b>	0.48	1.48	1.34	3.64	18%	19%	86%	26%

*Data currently being audited*

EOS imaging's revenue for the fourth quarter of 2012 totaled €4.6 million, an increase of 26% compared with Q4 2011.

▪ **2013 : Acceleration of growth**

Sales and marketing investments in 2012 are expected to accelerate the Company's growth in 2013.

EOS expanded its presence in leading hospitals in 2012, both in North America and the Asia-Pacific region, and broadened its coverage in Europe with first installations in several new European countries. The adoption of EOS by five of the Top 10 US orthopedic hospitals will contribute to the growth of the company in North America in 2013.

Marie Meynadier, CEO of EOS imaging, said: "We are very satisfied with the performance of the Company in 2012, which is in line with the business plan that was presented at the IPO. The Company is prepared to accelerate its commercialization in all areas of Company operations, and we are expecting high growth from the commercial investment made in 2012 in the Asia-Pacific region, the USA and Europe. Recently published clinical results and the adoption of EOS by top institutions confirm that our technology is recognized as a standard of care, and will also contribute to our development in 2013."

For more information on EOS and its technology, visit [www.eos-imaging.com](http://www.eos-imaging.com).

**About EOS imaging:**

The EOS imaging group 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 Group has obtained authorization to market the system in 30 countries, including the United States (FDA), Canada, Australia and the European Union (EU). Thanks to an installed base of 53 sites and more than 250,000 imaging sessions, EOS® benefits from worldwide recognition and established credibility within the medical community. The Group currently employs 63 people, including an R&D team of 23 engineers, and recorded consolidated revenue of €9.41 million in 2012. The Group's head office is based in Paris, with a subsidiary in the United States in Cambridge (Massachusetts), as well as in Montreal (Canada) and Germany. For further information, please go to: [www.eos-imaging.com](http://www.eos-imaging.com).



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Press Release

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

Next press release: 2012 financials on 18 April 2013 (after market).

**Contacts:**

**Anne Renevot**

**CFO**

Tel.: +33 (0)1 55 25 61 24

[investors@eos-imaging.com](mailto:investors@eos-imaging.com)

**The Ruth Group (US)**

Press Relations - Lisa Cook

Ph: 646-536-7012

[lcook@theruthgroup.com](mailto:lcook@theruthgroup.com)

**NewCap.**

Financial communication and investor relations

Sophie Boulila / Pierre Laurent

Tel.: +33 (0)1 44 71 94 91

[eosimaging@newcap.fr](mailto:eosimaging@newcap.fr)

**ALIZE RP (Europe)**

Press Relations

Caroline Carmagnol

Tel: +33 (0)1 42 68 86 43 / +33 (0)6 64 18 99 59

[caroline@alizerp.com](mailto:caroline@alizerp.com)