EOS imaging : Sales Momentum Continues over the 1st Half of 2012: Revenue up +18.9%

The Associated Press

PARIS--(BUSINESS WIRE)--Jul 25, 2012--Regulatory News: EOS imaging (NYSE Euronext, FR0011191766 – EOSI)(Paris:EOSI), the pioneer in 2D/3D orthopedic medical imaging, today announces its consolidated revenue for the first half to 30 June 2012.

Quarterly change in activity In millions of euros Q1 2012 Q2 2012 Q1 2011 Q2 2011 Δ Q1 Δ Q2 Equipment sales 0.41 1.57 0.36 1.36 +15.0% +15.3% % of total revenue 73.3% 88.9% 75.4% 91.8% - - Service sales 0.15 0.20 0,12 0.12 +28.4% +61.8% % of total revenue 26.7% 11.1% 24.6% 8.2% - - Total revenue 0.56 1.77 0.48 1.48 +18.3% +19.1% Data currently being audited The EOS imaging group’s activity has seen a further significant increase since the start of the year, with the second quarter recording strong growth (+19.1%) compared to the second quarter of last year and sales tripling compared to the first quarter of 2012.

Consolidated half-year revenue by activity In millions of euros 30 June 2012 30 June 2011 Δ % Equipment sales 1.98 1.72 +15.2% % of total revenue 85.1% 87.8% Service sales 0.35 0.24 +45.4% % of total revenue 14.9% 12.2% Total revenue 2.33 1.96 +18.9% Data currently being audited EOS imaging’s consolidated first-half 2012 revenue came to €2.33m, an increase of +18.9% compared to the same period of the previous year.

Equipment sales were up +15.2% compared to 30 June 2011 and totaled €1.98m, representing 85.1% of total group revenue. Over the period, EOS imaging sold 5 EOS ® equipments, compared to 4 over the same period last year. The average selling price was stable on last year’s figure.

Sales of services, which essentially consist of maintenance contracts, were up +45.4% and totaled €0.35m, or 14.9% of revenue.

Consolidated half-year revenue by geographical zone In millions of euros 30 June 2012 30 June 2011 Δ % Europe 1.09 1.38 -21.3% North America 0.88 0.05 x17 Rest of the World 0.36 0.52 -30.5% Total revenue 2.33 1.96 +18.9% Data currently being audited Over the first half of 2012, almost all of EOS imaging’s sales were international sales.

With 4 EOS ® equipments sold abroad, including 2 in the United States, overseas activity accounted for 74% of revenue over the period or €1.72m, compared to €0.62m in 2011.

Marie Meynadier, CEO of EOS imaging, says: “ The first half of 2012 illustrates the pursuance of our development. We have significantly strengthened our overseas

presence with the sale of four equipments over the second quarter of the year alone in the United States, Asia and Europe. EOS imaging's participation in numerous conferences, the signature of exclusive distribution contracts in Singapore and Italy, and the expansion of our sales presence in the United States reflect our development strategy presented at the time of our IPO. " About EOS imaging: The EOS imaging group designs, develops and markets EOS®, a revolutionary and patented medical imaging system, based on technology that enabled Georges 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 (EC). Thanks to an installed base of 47 sites and more than 150,000 imaging sessions, EOS® benefits from worldwide recognition and established credibility within the medical community. The Group currently employs 57 people including an R&D team of 21 engineers and recorded annual consolidated revenue of €6.9 million in 2011. The Group's head office is based in Paris, with a subsidiary in the United States at Cambridge, Massachusetts, in Montreal (Canada) and in Germany.

Further information about EOS imaging can be found at the following site: www.eos-imaging.com [1] EOS imaging is listed on Compartment C of the NYSE Euronext Paris ISIN: FR0011191766 – Ticker: EOSI Next press release: results for the first half of 2012, on 30 August 2012 (after market).
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Financial communication and investor relations Sophie Boulila / Pierre Laurent Tel.: +33 (0)1 44 71 94 91 – eosimaging@newcap.fr [3] or ALIZE RP Press Relations Caroline Carmagnol Tel: +33 (0)1 42 68 86 43 / +33 (0)6 64 18 99 59 caroline@alizerp.com [4] KEYWORD: EUROPE FRANCE INDUSTRY KEYWORD: SOURCE: EOS imaging Copyright Business Wire 2012 PUB: 07/25/2012 11:45 AM/DISC: 07/25/2012 11:45 AM
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