
EOS imaging Reports 16% Revenue Growth for the First Half 2017



Strong growth in EMEA and Asia-Pacific

New organization in North America

EOS imaging, the pioneer of orthopaedic medical imaging, 2D/3D, has announced its (non-audited) consolidated revenue for the first semester ended June 30, 2017.

Marie Meynadier, Chief Executive Officer of EOS imaging, commented: *"We continue to experience positive commercial dynamics in the EMEA and Asia-Pacific regions. This was a key driver of our performance during the first half of 2017, in line with our global market expansion strategy. We also benefitted from the strong growth of EOS system service contracts, which contributes to the recurring revenue component of our business. In North America, we have appointed Mike Lobinsky to the newly created position of President North America. In this role, he will lead our global North American operations, providing a stronger leadership presence with a focus on accelerating commercial activities, particularly in the U.S., which is one of the most important markets for the Company. Based on the strength of our business in the EMEA and Asia-Pacific, along with our recent initiatives to invigorate the activity in North America, we are confident that we will see an acceleration in global adoption of the EOS solutions."*

- **Revenue for the First Half 2017**

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In the first half of 2017, the Company generated a revenue of €16.5 million, up 16% compared to the first half of 2016. The Company sold 34 EOS® systems during the first half of the year, compared to 28 systems in the same period last year. Sales of maintenance contracts increased by 28% to €2.84 million, reflecting the continued growth of the installed base of EOS systems under contract.

The increase in revenues over the first half of 2017 was driven by strong sales in the EMEA and Asia-Pacific regions, partially offset by lower sales in North America, related to an operational reorganization.

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Revenue grew by 38% in EMEA, primarily driven by results from the United Kingdom and France, where the Company recently installed its 50th EOS system, demonstrating its ability to achieve a significant adoption in its target market.

Revenues tripled in Asia-Pacific, reflecting rapid adoption of the EOS system, particularly in the Chinese and Australian markets.

In North America, revenues declined by 25%, as the Company continued to expand its installed base, predominantly in its existing network of client hospitals.

- **Revenue for the Second Quarter 2017**

In the second quarter of 2017, EOS imaging achieved revenue of €9.34 million, up 6% compared to the second quarter of 2016. The Company sold 20 EOS systems in the quarter and continued to increase in the installed base of EOS systems under maintenance contracts.

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