

SuperSonic Imagine: Solid Q3 Product Sales Growth: +21%



- Strong growth from direct sales channels in France and the USA
- On-going positive momentum in China

SuperSonic Imagine (Euronext: SSI, FR0010526814, PEA-PME eligible), a company specializing in ultrasound medical imaging, announces its revenue for the 3rd quarter ended September 30, 2015.

<i>In thousands of euros</i>	2015	2014	Δ
Products	2,861	2,612	+10%
Services	371	309	+20%
Q1 sales	3,232	2,921	+11%
Products	4,579	4,788	-4%
Services	440	410	+7%
Q2 sales	5,019	5,198	-3%
Products	4,759	3,924	+21%
Services	440	505	-13%
Q3 sales	5,199	4,429	+17%
Products	12,199	11,324	+8%
Services	1,251	1,224	+2%
9-month sales (to 30/09/2015)	13,450	12,547	+7%
Other revenue	1,278	1,097	+16%
Total 9-month revenue	14,728	13,644	+8%

Unaudited data

Due to the strong performance of the direct sales force in the United States and France, validating the applicability of the Company's new sales strategy, SuperSonic Imagine recorded in Q3 2015 a +17% increase in total sales to €5.2m (vs. €4.4m), driven by a +21% growth in sales of Aixplorer products to €4.8m. Sales of Services, was at a level of €440k (vs. €505k) and accounted for 8% of total sales over the quarter. At constant currency, sales growth was +10% for the quarter.

Over the quarter, the Company recorded a favorable performance in EMEA and Asia, with growth of +34% to €2.3m and +21% to €1.6m respectively, driven by the positive dynamic of these markets' growth engines - France and China. The strong performance of direct sales in USA almost compensated for the decline in indirect sales after the termination by the company of its exclusive distribution partnership in the United States. Therefore sales in Americas were €1.3m (compared to €1.4m last year when the distributor was still fully active).

As of September 30, 2015, SuperSonic Imagine had an installed base of 1,239 Aixplorer systems worldwide, with a split of 28% in the Americas, 45% in EMEA and 27% in Asia.

Other revenue, which essentially consists of access fees to the Group's technology, is a non recurrent event and totaled €1.3m (vs. €1.1m) as of September 30, 2015.

Tom Egelund, SuperSonic Imagine's CEO, comments: " We are pleased with the sales recorded over this third quarter on all of our priority markets, and notably in the United States where the direct sales team recently established recorded a good performance. Our French direct sales team also delivered a strong performance, more than doubling sales growth. Finally, our sales organization in China continued to build on the momentum seen in previous quarters. These performances highlight not only the continuing adoption of our technology, but also and more importantly, the value of our sales strategy that has been redefined around market access by specialty, particularly in Breast and Liver. This new strategy allows us to clearly demonstrate to our customers Aixplorer's strong clinical benefits as illustrated by novel peer reviewed publications¹ and increase its adoption. We are reaping the initial rewards of the intense efforts undertaken to return to a rate of growth in line with our ambitions as quickly as possible, and we have confidence in our continued growth trajectory."

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