

## SuperSonic Imagine reports sales of €16.6 million for the 9 months to September 30, 2018, up +3% at constant currency

- Particularly solid Q3 growth in China, the Group's largest market: +32%
  - Services exceeded a million euros in Q3, giving growth of +31%
- 1<sup>st</sup> sales of the new Aixplorer MACH 30, but Q3 sales (€5.37 million, -17%) were impacted by its delayed marketing
- Strong momentum expected in Q4 supported by sales of Aixplorer MACH 30

**Aix-en-Provence, France, October 17, 2018** - 6 pm CEST - SuperSonic Imagine (Euronext: SSI, FR0010526814, PEA-PME eligible), the highly-innovative ultrasound company, today announces its revenues for the first nine months of the financial year and the third quarter of the period ended 30 September 2018.

**SuperSonic Imagine will host a conference call at 6.30 pm CEST today.  
To participate, please call +33 (0)1 70 71 01 59 followed by participant PIN 236 420 13#**

**Michèle Lesieur, CEO and President of SuperSonic Imagine**, comments: *"The disappointing level of activity recorded in the third quarter was in large part due to delays in the delivery of our new product (the causes of which have now been resolved), and I would like to emphasize the positive aspects of our third quarter as they are structuring factors for our future growth: China is continuing to record buoyant growth, sales are stable in the United States despite the impact of the transition from one product range to the next, Service activity generated over a million euros in quarterly sales for the first time in SuperSonic Imagine's history. We officially launched Aixplorer MACH 30 at the 2018 French Radiology Days (JFR) from October 12 to 15, following the delivery of the first platforms at the end of September. Reaction to this new product, its ergonomics and its clinical performances has been excellent. This makes me extremely confident regarding our fourth quarter, which growth will also be supported by the catching-up of sales not achieved during the third quarter and postponed to the end of the year".*

<i>In million euros</i>	2018	2017	Change (%)
<b>Products</b>	<b>4,213</b>	<b>3,908</b>	<b>+8%</b>
<i>% of total sales</i>	84%	86%	
<b>Services</b>	<b>0,817</b>	<b>0,619</b>	<b>+32%</b>
<i>% of total sales</i>	16%	14%	
<b>1<sup>st</sup> quarter sales</b>	<b>5,030</b>	<b>4,527</b>	<b>+11%</b>
<b>Products</b>	<b>5,274</b>	<b>5,122</b>	<b>+3%</b>
<i>% of total sales</i>	86%	89%	
<b>Services</b>	<b>0,877</b>	<b>0,642</b>	<b>+36%</b>
<i>% of total sales</i>	14%	11%	
<b>2<sup>nd</sup> quarter sales</b>	<b>6,150</b>	<b>5,764</b>	<b>+7%</b>
<b>Products</b>	<b>4,375</b>	<b>5,680</b>	<b>-23%</b>
<i>% of total sales</i>	81%	88%	
<b>Services</b>	<b>1,003</b>	<b>0,766</b>	<b>+31%</b>
<i>% of total sales</i>	19%	12%	
<b>3<sup>rd</sup> quarter sales</b>	<b>5,378</b>	<b>6,446</b>	<b>-17%</b>
<b>Products</b>	<b>13,862</b>	<b>14,709</b>	<b>-6%</b>
<i>% of total sales</i>	84%	88%	
<b>Services</b>	<b>2,696</b>	<b>2,027</b>	<b>+33%</b>
<i>% of total sales</i>	16%	12%	
<b>9-month sales</b>	<b>16,558</b>	<b>16,737</b>	<b>-1%</b>
Other revenues (*)	0,032	-	-
<b>Total 9-month revenues</b>	<b>16,590</b>	<b>16,737</b>	<b>-1%</b>

Unaudited data. Note (\*): these revenues are non-recurring by nature and do not fall within the scope of current activity.

### Third-quarter sales

In the third quarter of 2018, the Company recorded sales of €5,378 thousand, vs. €6,446 thousand in the third quarter of 2017.

After eight consecutive quarters of growth, Product sales were down and totaled €4,375 thousand (versus €5,680 thousand). This temporary decrease was a result of the delay – announced when first-half results were published – in the marketing of the new platform. This delay was primarily due to the global shortage of passive components affecting the manufacturing of Aixplorer MACH 30. Procurement plans have now been secured and will lead to a return to solid growth from the fourth quarter. Indeed, the first Aixplorer MACH 30 sales were recorded during the final week of September.

More specifically on its priority markets, China is continuing its buoyant growth with third-quarter sales of €2,719 thousand, vs. €2,066 thousand in Q3 2017 (+32%). This market was unaffected by the delay in delivering the new platform, as Aixplorer MACH 30 will only be marketed in China from mid-2020 given the timeframe required to obtain regulatory certification for that market. However, France was heavily impacted by the delay in the delivery of this new product, with sales falling sharply to €393 thousand from €1,279 thousand in Q3 2017. The United States offset the negative effect of this delay, with sales stable at €714 thousand compared with €704 thousand in Q3 2017.

Quarterly Service sales exceeded a million euros for the first time, recording further buoyant growth of 31% to €1,003 thousand vs. €766 thousand in Q3 2017, a long-term trend reflecting the increase in our installed base.

## 9-month sales

Altogether over the first 9 months of 2018, SuperSonic Imagine recorded stable sales of €16,558 thousand (vs. €16,737 thousand). At constant currency, sales are up by +3%.

Product sales totaled €13,862 thousand, versus €14,709 thousand over the first 9 months of 2017.

Service sales increased by +36% at constant currency, to €2,696 thousand. This momentum is being driven by the continuing growth in the installed base.

In total, the Company's three priority markets recorded sales of €11,132 thousand, up +9%, led by the buoyant growth recorded in China (+43%) and the United States (+16%), in spite of a -46% decrease in France. In regional terms, the Asia and Americas zones grew by +27% and +11% respectively, while the EMEA zone excluding France was stable.

Aixplorer MACH 30, our innovative new platform, is now being marketed, which should result in buoyant growth in the fourth quarter, traditionally the strongest quarter of the year.

## About SuperSonic Imagine

Founded in 2005 and based in Aix-en-Provence (France), SuperSonic Imagine is a company that specialises in medical imaging. The company designs, develops and markets a revolutionary ultrasound platform, Aixplorer®, which uses UltraFast™ technology that can acquire images around 200 times faster than conventional ultrasound systems. In addition to providing exceptional image quality, this unique technology is the foundation of several innovations which have changed the paradigm of ultrasound imaging: ShearWave™ Elastography (SWE™), Angio PL.U.S – Planewave UltraSensitive™ Imaging and, more recently, TriVu and Needle PL.US. ShearWave Elastography allows physicians to visualise and analyse the stiffness of tissue in real-time using a reliable, reproducible and non-invasive procedure. This is an important parameter in diagnosing potentially malignant lesions or other diseased tissue. As of today, over 300 publications have demonstrated the value of SWE in the care of patients with a wide range of diseases. The UltraFast Doppler combines colour flow imaging and pulsed wave Doppler into one simple test, providing physicians with the results of both simultaneously, therefore enhancing the efficiency. The latest innovation, Angio PL.U.S, provides a higher level of microvascular imaging through significantly improved colour sensitivity and spatial resolution, while maintaining exceptional 2D image quality. SuperSonic Imagine has been granted regulatory clearances for the commercialization of Aixplorer® on the main markets. Since April 2014, the SuperSonic Imagine company has been listed on Euronext, symbol: SSI).

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