

2022 annual results: continued investments and renewed growth ambition

Montpellier, France, March 30, 2023 5:45 pm CEST

- **Revenues: €3.8 million, up 11% outside the war zone**
- **Pursuing an active innovation policy**
- **Increased investment in R&D**

Intrasense (FR0011179886 - ALINS), a specialist in medical imaging software solutions and designer of Myrian® (the "Company"), today announced its consolidated (unaudited) 2022 IFRS financial results¹ at Group level.

"The implementation of our innovation strategy, which began in 2021, will be pursued actively in 2022: we have continued our investments in order to further structure the Group's growth in the years to come, in particular through the development of our new product line dedicated to oncology. The year was marked by the geopolitical crisis in Eastern Europe and the health crisis in China, as well as by unprecedented inflation. In spite of these conditions, the Group posted stronger growth in China and entered into new partnerships in promising markets, including the marketing of our solutions in Brazil. We have a precise, ambitious and realistic roadmap for 2023 for our product lines and markets. All of these factors reinforce our confidence in our ability to pursue growth and consolidate our market position with the support of our new reference shareholder, Guerbet." said Nicolas Reymond, Chief Executive Officer of the Group.

The Group's investment strategy continues to focus on product innovation to support sustainable growth in the medium and long term. Intrasense is actively working on the development of its new oncology product line as well as the launch of a major new version of Myrian® in 2023, including new artificial intelligence modules and validated according to the new European regulation (MDR).

To develop high value-added applications, Intrasense has invested in the integration of artificial intelligence algorithms, in close collaboration with partners and healthcare professionals. The Company offers its customers innovative solutions that simplify deployment and daily use in clinical routine. The resources invested during the year have enabled the company to develop solutions that meet the highest standards of the market. The Group is thus pursuing its mission to provide state-of-the-art tools for medicine and to improve the quality of care for patients.

¹ Consolidated balance sheet and income statement of the Intrasense Group, audited and not certified by the auditor.

Simplified consolidated income statement

Simplified consolidated annual income statement (in thousand€)

	2022	2021	Change	Change in % of total
Sales figures	3,790	4,186	-396	-9.5
Gross Margin	3,545	3,538	7	+0.2
Personnel costs	3,931	2,885	1,046	+36.3
External expenses	1,621	1,155	466	+40.3
Other current operating income and expenses (excluding depreciation and other current expenses)	88	51	37	+72.5
EBITDA - Operating income before depreciation and amortization²	- 2,094	- 553	- 1,541	N/A
Depreciation and amortization	661	544	117	+21.4
Allowances and reversals of provisions	632	72	560	NA
Current operating income	- 3,387	- 1,169	- 2,218	NA
Non-current operating income and expenses	6	1	5	NA
Operating income	- 3,382	- 1,168	- 2,213	NA
Financial result	-38	-35	-3	-12.8
Income tax	-	-	-	-
Net income	- 3,420	- 1,203	- 2,217	NA

The audit of the consolidated balance sheet and income statement of the Intrasense Group for the year ended December 31, 2022 has been performed. These accounts were approved by the Board of Directors on March 29, 2023. The auditor's reports on their certification (including the report on the company financial statements of Intrasense SA) are being issued.

² Restated operating income before depreciation and amortization - Operating income based on the calculation of the restated margin.

2022 annual results

The Group recorded a decline in its activity, affected by the geopolitical situation in Ukraine, but maintained its growth outside the war zone.

Consolidated revenues for the year 2022 amount to €3,790 thousand, down 9% compared to the previous year, penalized by the geopolitical situation. The Group's strategy has required a strong investment in innovation.

Outside of the war zone, revenues were up by approximately 11%, thanks to strong sales momentum in China (€1,367 thousand, or +25% growth) and in new markets. The partnership concluded with MV in South America allows Intrasense to market its solutions in new territories.

Human resources, an investment for tomorrow's growth.

Personnel costs increased by €1,046 thousand (+36%) and **external costs by €466 thousand (+40%)**. This increase in external expenses is non-recurring and the result of the desire to develop the new product line quickly. The Group's strategy, which is partly centered on the development of the new oncology solution, requires expert R&D resources and therefore necessitates the temporary recruitment of service providers to meet the company's needs, in the context of a very tight job market in the Group's field of activity. The objective for 2023 is to finalize the implementation of an internalized team, thus reducing these costs and supporting the long-term development of the solution.

Depreciation and amortization expenses, up by €117 thousand, reflect the long-term R&D efforts and investment for the Myrian® solution, which will integrate innovative clinical tools thanks to artificial intelligence. R&D investments related to the second product line in oncology are not yet amortized, as it is not yet commercialized.

Charges to and reversals of provisions have increased due to the crisis in Ukraine. The Group has recognized a 100% impairment on all its receivables affected by the conflict, representing a total of €536 thousand.

Operating profit before depreciation and amortization (EBITDA) was -€2,094 thousand. Intrasense shows an operating loss at the end of the year, linked to the investment and innovation strategy supported and controlled by the Group. The costs dependent on this policy will allow the company to reach key milestones in the marketing of its products in the coming months.

The Group estimates non-recurring costs of €1,682 thousand in 2022, including €726 thousand in personnel costs and similar, €420 thousand of IFRS2 impact, and €536 thousand of impairment of accounts receivable in the Russian zone. **The operating profit restated for these items would thus be €1,700,000, giving a restated EBITDA of €948,000.**

These figures confirm the initial unaudited activity results that were communicated in the press release of January 11, 2023.

Main consolidated balance sheet items

ASSETS, in € thousand	31/12/22	31/12/21	Change
Non-current assets	3,002	2 113	889
Current assets	3,508	6 657	- 3,149
Inventories and work in progress	-	-	-
Customers	1,018	1 453	-435
Other current assets	1,077	441	637
Availability	1,412	4 763	-3,351
TOTAL ASSETS	6,509	8 770	- 2,260

LIABILITIES, in € thousand	31/12/22	31/12/21	Change
Shareholders' equity	1,612	4,987	- 3,375
Share capital	1,566	1,566	-
Reserves	3,466	4,624	- 1,158
Result for the year	- 3,420	- 1,203	- 2,217
Non-current liabilities	1,868	1,704	164
Borrowings and financial liabilities	1,428	1,472	-44
Provisions	440	232	208
Current liabilities	3,029	2,079	950
Accounts payable and related accounts	735	440	295
Current portion of borrowings	634	457	178
Other current liabilities	1,660	1,183	478
TOTAL ASSETS	6,509	8,770	- 2,260

Cash and cash equivalents amounted to €1,412 thousand. They reflect the investment initiated by the Group more than a year ago, focused on product innovation, aiming to enable long-term sustainable growth.

It should be noted that at the beginning of 2023, the Group's cash position increased considerably as a result of the capital increase reserved for the Guerbet Group, for an

amount of €8.8 million, with the Guerbet Group becoming the reference shareholder of Intrasense at that time.

Trade receivables decreased by €435 thousand, which is mainly due to the impairment of Russian receivables in the amount of €536 thousand, and to the decline in activity recorded by the Group in 2022.

The **increase in other current assets of €637 thousand** results mainly from the increase in Research Tax Credit (RTC) and Innovation Tax Credit (ITC) receivables, recorded by the Group, and which appears in the accounts for **€588 thousand**.

Shareholders' equity amounted to €1,612 thousand, a decrease of €3,375 thousand compared to the previous year. This decrease is solely due to the loss recorded by the Group during the year.

Loans and financial debts amounted to €2,062 thousand, up €134 thousand compared to the previous year. This change is explained by the obtaining of a *PGE* (State Guaranteed Loan) Resilience for €547 thousand, partly compensated by the partial repayment of a BPI repayable advance for €255 thousand, as well as by the beginning of repayments of PGE granted in 2020.

Trade payables have increased by €295 thousand, due to the increase in investments made by the Group in 2022.

The **increase in provisions of €208,000** and in **other current liabilities of €478,000** is mainly due to the application, as from this financial year, of IFRS 2 - Share-based Payment, following the granting of free shares to members of the Group's management. The accounting impact for this year is €420 thousand.

2023 outlook

Guerbet Group as a reference shareholder

The acquisition of a major shareholder such as Guerbet, a leading global player in the medical imaging market, will enable Intrasense to optimize its international visibility. Intrasense will strengthen its commercial presence at new congresses and trade shows and will also benefit from the network of clinical opinion leaders of its new reference shareholder. In addition, the conclusion of the licensing agreement between the two companies in the first half of 2023 and the integration of Guerbet's artificial intelligence technologies into Intrasense's product portfolio will create strong competitive and clinical value.

Oncology product line: innovation as a growth driver

The investment in human resources since 2021 has enabled the development of an initial prototype of the new solution, which is in line with the Group's growth policy. Thanks to the resources mobilized, the project is on track to meet the milestones presented at the time of the 2022 half-year results announcement. Contracts signed with academic partners, notably the ICM (Centre de Lutte Contre le Cancer, member of the Unicancer Network), allow Intrasense to continue the development and testing

of the solution in real-life situations by clinicians. The regulatory filing of a first commercial version is planned for the end of 2023, with a view to market launch in the first half of 2024.

Myrian®, deployment of artificial intelligence

The challenge to accelerate the growth of Myrian® will be to launch new versions of the software incorporating powerful artificial intelligence algorithms. The sales forces will continue to market the solution in new geographies opened in 2022. New employees will reinforce the field teams, in particular to accelerate the marketing strategy in Europe. 2023 will be the year of the market launch of the AI integrated in the Myrian® workflow, which should be marked as MDR in the second half of the year.

The Intrasense Group's 2022 annual financial report, including the auditor's reports, will be posted on the Company's website on April 28, 2023.

About Intrasense

Founded in 2004, Intrasense develops and markets a unique medical device, Myrian®, a software platform that facilitates and secures diagnosis, decision making and therapeutic follow-up.

Thanks to Myrian®, more than 1,000 healthcare institutions in 40 countries benefit from a single, integrated platform for reading all types of images (MRI, CT, etc.). Enriched with expert clinical applications for specific pathologies, Myrian® offers a universal image

processing solution that can be integrated into all healthcare information systems. Intrasense has 55 employees, including 20 dedicated to Research and Development. Labelled as an "innovative company" by the BPI, it has invested more than 12 million euros in Research and Development since its creation.

More information on www.intrasense.fr .

Intrasense

Salomé Sylvestre
Communications Officer
Phone: +334 67 13 01 30

investisseurs@intrasense.fr

NewCap

Thomas Grojean
Financial Communication
and investor relations
Phone: +331 44 71 20 40

intrasense@newcap.eu