

Intrasense announces annual revenue for 2023

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- Annual revenue: €3,305k
- Impact of the political situation in China

Intrasense (FR0011179886 - ALINS), a specialist in medical imaging software solutions and developer of Myrian® (the "Company"), today announced its 2023 consolidated IFRS revenue (uncertified) at Group level.

Half-year distribution of Group consolidated revenue (IFRS – in k€)

	2023 at current exchange rates	% Change	2023 at constant exchange rates ¹	% Change	2022
1 st half-year	2 178	14.3%	2 157	13.2%	1 905
2 nd half-year	1 127	-40.2%	1 110	-41.1%	1 885
TOTAL	3 305	-12.8%	3 267	-13.8%	3 790

Consolidated revenue for the year 2023 amount to **3,305 k€**, down 12.8% on the previous year, penalized by the complex political situation in China, which was unfavorable to the Group's business.

In the first half of 2023, Intrasense posted revenue of **2,178 k€**, an increase of **+14%** compared with 2022. In the second half of the year, the Group recorded a decline in sales to 1,127 k€.

This is mainly due to the freeze on invitations to tender on the Chinese market since July 2023, a direct consequence of the Chinese government's implementation of anti-corruption measures. This anti-corruption campaign has considerably reduced the

¹ Constant exchange rates (CER): the exchange rate impact was eliminated by recalculating sales for the period on the basis of the exchange rates used for the previous fiscal year.

activity of all healthcare manufacturers in the region, negatively impacting the Company's sales performance in China.

In addition, the geopolitical crisis in Russia-Eastern Europe continues, keeping the region in a climate of instability and disrupting the predictability of commercial operations. The persistent uncertainty has led to the postponement of certain tenders expected at the end of 2023, affecting the Group's growth in the area.

Geographical distribution of Group consolidated revenue (IFRS – in k€)

	2023 at current exchange rates	% Change	2023 at constant exchange rates ²	% Change	2022
Sales France	1 182	5.5%	1 182	5.5%	1 120
Sales Europe	746	13.7%	746	13.7%	656
Sales China	867	-36.6%	829	-39.4%	1 367
Sales other areas	510	-21.2%	510	-21.2%	647
TOTAL	3 305	-12.8%	3 267	-13.8%	3 790

In France, revenue increased slightly to 1,182 k€ (+5.5%), illustrating the resilience of this market.

In Europe, the Group recorded revenue of 746 k€, an increase of 13.7%.

The partnership signed in 2023 with Ebit, a leading European player in imaging, paves the way for the generation of additional sales for 2024 in Italy. The contract concluded with EDL, France's leading provider of digital healthcare solutions, opens new opportunities in the French market. In addition, the collaboration initiated in 2023 with Guerbet offers strong visibility in European markets, with developments in new territories such as Germany and Italy.

² Constant exchange rates (CER): the exchange rate impact was eliminated by recalculating sales for the period on the basis of the exchange rates used for the previous fiscal year.

The Chinese zone suffered in 2023 from the internal political context and its impact on the healthcare sector, which seems to be gradually easing at the beginning of 2024.

In Brazil and Latin America, Intrasense maintains and develops its commercial activities with MV, a leader in the development of healthcare management software in South-America, continuing to consolidate its presence in this new territory.

2024 outlook

“The year 2024 represents a crucial milestone for Intrasense. Regulatory approval for Myrian® under the new European medical device regulations is expected in the beginning of second quarter, enabling us to market a high value-added AI-enhanced solution in growing markets. We are also preparing the launch of our new software solution dedicated to oncology for mid-2024, a growth accelerator. This product strategy is underpinned by a strategy of market introduction and geographic expansion in 2024, with the support of the Guerbet Group, to start a more aggressive phase of commercial growth” says **Nicolas Reymond, Intrasense CEO**.

About Intrasense

French expert in medical imaging since 2004, Intrasense develops and markets software platforms in 40 countries, facilitating and securing diagnosis, decision-making and therapeutic follow-up.

Myrian®, an advanced radiology visualization solution, provides 1,200 healthcare establishments with clinical applications to help interpret all types of images. Since 2021, Intrasense has been developing a new platform dedicated to oncology, multidisciplinary and collaborative, to optimize patient care and follow-up.

A Guerbet Group subsidiary since June 2023, Intrasense continues to enrich its solutions by integrating artificial intelligence algorithms in medical imaging. Its teams work closely with healthcare professionals to help save lives.

More information at www.intrasense.fr

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