

## IntegraGen Reports 2015 Revenues

- **Strong cash position: € 5.0 million as of December 31, 2015 compared to € 4.0 million on June 30, 2015**
- **Robust development of activity on genomic platforms hosted by Gustave Roussy and Institut Pasteur with operations expanded to include additional hospitals**
- **Lower revenue for genomic services business primarily due to pricing pressures associated with research services**

EVRY, France (January 14, 2016) - IntegraGen (FR0010908723 - ALINT - PEA Eligible SMEs), which specializes in decoding the human genome and delivers relevant and easily interpretable analyzes for academic and private laboratories, today announced its full year revenues for 2015.

<i>(in thousand EUROS)</i>	2015	2014	Var. % 2015 vs. 2014	2013
<b>Total revenue</b>	<b>5,603</b>	6,036	-7%	5,048

After a stable first half (+ 1%), revenues declined in the second half of the year resulting in a 7% decline in revenue for full year 2015 compared to 2014. While the project volume increased versus 2014, pricing pressure, especially for research services, weighed significantly on the company's total revenues. Furthermore, sales for the second half of 2014 were particularly high, with a growth of 26% compared to H2 2013, with an exceptional level of activity in November and December that was not matched in 2015.

The company reported dynamic growth in its "clinical research" segment with a strong increase in sample volumes for the platform hosted at Gustave Roussy, which carries out sequencing studies for clinical research project, and the establishment of a sequencing platform for microbiology studies at the Pasteur Institute during the first half of 2015. Sequencing revenue for clinical research-related activities represented 25% of the company's total sales in 2015. Finally, annual order intake increased 23% compared to 2014 allowing to anticipate a stronger activity in 2016.

Cash burn was reduced resulting in a cash position of €5.0m at end December 2015 versus € 4.0m as of June 30, 2014, reflecting the financial strength of the company. This situation is due in particular to IntegraGen's cost control, through the exercise of options related to PACEO established with Société Générale (€ 0.7m), and by a BPI payment from France associated with the last tranche of the repayable advance "BIOMOS" (€ 0.4m) on the project to develop biomarkers in oncology.

Bernard Courtieu, IntegraGen's CEO, said:

*"After 10 consecutive revenue growth years, the decline in activity in 2015 should not mask the promising developments in high throughput sequencing activity resulting from key strategic partnerships IntegraGen has established. The sharp increase in the number of samples sequenced at Gustave Roussy,*

*with over 1,000 analysis run as of December 2015, and the successful launch and operation of the sequencing platform at the Institut Pasteur will allow us to post solid numbers for 2016. Regarding the activity related to diagnostic oncology, we are now focused on executing our business development strategy based on partnerships in the USA and Europe. To accelerate the development of genomic activity, partnerships opportunities will be sought in France and abroad. Eventually, we are satisfied with the effectiveness of the cost containment policy that preserves the financial soundness of the company, resulting in net cash of € 5.0m at 31 December 2015, permitting us to address 2016 with determination and confidence."*

## **ABOUT INTEGRAGEN**

IntegraGen is a company that specializes in deciphering the human genome and produces relevant and easily interpretable data for academic and private laboratories. IntegraGen's oncology efforts provide researchers and clinicians with sophisticated tools for analysis and therapeutic individualization of treatment approaches allowing them to tailor therapy to the genetic profiles of patients.

As of December 31, 2015, IntegraGen had 36 employees and had generated revenue of €5.6 million in 2015. Based in the Evry Genopole, IntegraGen also has an U.S. office in Cambridge, Massachusetts.

IntegraGen is listed on Alternext of Euronext Paris (ISIN: FR0010908723 - Ticker: ALINT - PEA-SME).

For more information on IntegraGen visit [www.integragen.com](http://www.integragen.com).



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