

IntegraGen Reports 2015 Financial Results

- Strong revenue growth generated by clinical sequencing platforms which tripled in revenue. Sales in the R&D segment decreased by 26%.
- Total annual revenues were € 5.9 million, down slightly by € 0.3 million, a 5% decrease.
- The net loss in 2015 was € 1.5 million.
- The net cash position was € 5.0 million on 31 December 2015 versus € 5.2 million at the end of the 2014 financial year.
- Among the operational advances, the Company announced access to a prospective clinical trial for the large-scale validation of its test which predicts the effects of anti-EGFR treatment in patients with metastatic colorectal cancer.

EVRY, France (April 8, 2016)– IntegraGen, a company specializing in the transformation of molecular data from biological samples into genomic information and the development of diagnostic tools for oncology, today reported financial results for the year ended December 31, 2015. The accounts were reviewed by the Board of Directors during a meeting held on April 7, 2016.

Bernard Courtieu, President and CEO of IntegraGen, stated:

"In 2015, IntegraGen continued its development strategy in the services and clinical genomics diagnostic tool in 2015. Tripling the volume of services generated by our clinical sequencing platforms allowed us to counter the pricing pressure on our R&D segment as we were able to significantly reduce the cash burn. The transition to clinical segments with their associated high added value will increase in 2016, especially with the development of our biomarker for cancer and the ICE (Interpretation of Clinical Exome) software."

KEY INDICATORS(in thousand EUROS)	2015	2014	Var. %
Total revenues	5,852	6,174	(5%)
<i>Sales</i>	5,584	6,036	(7%)
<i>Operating subsidies and other revenue</i>	268	138	+94%
Operating costs	8,170	7,875	+4%
Operating profit	(2,318)	(1,701)	(36%)
Net result	(1,533)	(1,044)	(46%)

FINANCIAL DATA FOR INTEGRAGEN SA

▪ Income Statement

Revenues amounted to € 5.6 million representing a decrease of 7% compared to 2014 following eight consecutive years of increases. The average annual growth over the past five years has been 12% per year. IntegraGen also recorded an increase in order intake of 23% in 2015 compared to the previous year. The decrease in revenue was primarily due to lower prices for the "R&D services" segment with total volume remaining steady. This resulted in a sales decline of 26% in this segment.

Other income amounted to €268 K in 2015 compared to €138 K in 2014. This included a €204 K grant related to ICE project –the development of a software solution designed to support the interpretation of clinical exome data and to facilitate therapeutic treatment in oncology patients. The company is developing this project in partnership with Gustave Roussy, Sogeti HIGH TECH and INSERM.

Operating expenses totaled € 8.2 million, up 4% compared to 2014. This increase was primarily attributed to personnel costs, linked to the increase in average headcount during the period, mainly in software development, and consumables, as a result of the increased value of the U.S. dollar versus the euro. Loss from operations amounted to € 2.3 million compared to € 1.7 million in 2014.

The financial result was a loss of €91 K due to the company recording foreign exchange losses on dollar purchases in early 2015.

The extraordinary result was a gain of €548 K. Notably, this included the unamortized portion of the COFACE aid for 2008 thru 2011 which was acquired by the company in 2015.

In 2015, investment in R&D permitted IntegraGen to declare a research tax credit totaling €326 K versus €464 K in 2014. The R&D efforts were comparable during the two periods, with payments for research received from BPI France declining in 2015 and deducted from the eligible expenditures.

After taking into account the above items, net income of the company was a loss of € 1.5 million compared with loss of € 1.0m in 2014 and € 2.5 million in 2013.

ACTIVITIES

▪ Genomic Services

For the R&D segment, the company has faced significant competition and pricing pressure on its services. Lower prices for sequencing services was the primary factor behind the slowdown in revenue growth along with a decrease in activity in the third quarter compared to 2014. In total the company completed over 267 projects for more than a hundred and fifty customers in 2015.

This decrease in the R&D segment was partially offset by the significant development of clinical services for Gustave Roussy, where the company implemented a platform for clinical research sequencing in 2014, and the Pasteur Institute, where IntegraGen became the operator for microbiology sequencing services in 2015. In 2015, the clinical segment represented a 25% growth in revenue compared to only 6% in 2014.

IntegraGen Genomics, the "genomic services" Division of IntegraGen, expanded its offerings in 2015 to include "GeCo" (Genomics Consulting), a new service for the statistical analysis of complex genomic data and the interpretation of the associated results. Several projects with this new service offering were realized during 2015.

Additionally, IntegraGen's IT teams made significant progress with the ICE Project (Interpretation of Clinical Exome) during 2015. This initiative, launched in 2014, is focused on the development of scientific software to support the interpretation of genome sequencing data in clinical oncology. The objective of this software is to optimize the treatment of patients by directing them to the most appropriate treatment. This project is being developed with three partners: Sogeti HIGH TECH, Gustave Roussy and INSERM. A grant of € 204 K euros which supports this effort was recorded in 2015.

▪ Oncology

IntegraGen continued to develop its oncology diagnostic tests in the fields of metastatic colorectal cancer (mCRC) and liver cancer (HCC: hepatocellular carcinoma) in 2015.

IntegraGen presented clinical results on the association between the expression of the miR-31-3p microRNA biomarker and the effects of anti-EGFR therapy in patients with mCRC in 2015. The results presented in May 2015 at the annual American Society of Clinical Oncology (ASCO) meeting in Chicago complement and reinforce previously published data demonstrating that expression of miR-31-3p in the primary tumor is predictive of the efficacy of treatment with anti-EGFR. The company also announced that it was partnering with the investigators for the FIRE-3 trial with results of this collaboration to be presented in June during the upcoming 2016 ASCO meeting.

OUTLOOK 2016

IntegraGen will continue discussions to establish new clinical sequencing platforms with major centers, and rising order intake in 2015 is expected to boost activity in 2016. Similarly, orders for the GeCo service offering suggest substantial revenue growth in this segment during 2016. Finally, the initial version of the ICE software is anticipated to be presented this year.

In oncology, the company will finalize the analysis of miR-31-3p expression in patients enrolled in the FIRE-3 trial, representing the 3rd prospective, randomized phase III study completed with this biomarker. The scientific results from this study will be presented in June 2016 in Chicago at the annual ASCO meeting. IntegraGen plans to finalize license agreements for the miR-31-3p biomarker in both the U.S. and Europe during 2016 with discussions currently ongoing. These agreements will permit clinicians to measure this biomarker and to identify patients who are likely to benefit from anti-EGFR therapy. The company will also continue to study on the role of the miR-31-3p biomarker in other tumor types.

ABOUT INTEGRAGEN

IntegraGen is a company specializing in deciphering the human genome and producing 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 37 employees and had generated revenue of €5.6 million in 2015. Based in 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.

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FINANCIAL STATEMENTS AS OF December 31, 2015

P&L – IntegraGen SA

En K€	2015	2014	Var. %
Revenues	5 584	6 036	(7%)
Operating subsidies and other revenues	268	138	ns
Total Revenues	5 852	6 174	(5%)
Operating costs	(8 170)	(7 875)	(4%)
Operating profit	(2 318)	(1 701)	(36%)
Financial Profit/Loss	(91)	284	n/a
Exceptional Profit/Loss	549	(91)	n/a
Taxes (CIR)	326	464	(30%)
Net result	(1 534)	(1 044)	(47%)

BALANCESHEET – IntegraGen SA

In K€	31/12/2015	31/12/2014
Long-Term Assets	1 271	880
Stocks	268	340
Accounts Receivable	1 393	2 015
Other Receivable	665	683
Cash	5 018	5 237
Current Assets	7 345	8 275
Translation difference	4	15
TOTAL ASSETS	8 620	9 170

In K€	31/12/2015	31/12/2014
Shareholders' Equity	2 933	3 762
Conditioned advance payment	1 592	1 652
Reserve	4	15
Notes payable to banks	0	0
Accounts Payable	2 469	2 501
Other short term debts	1 040	931
Translation difference	582	308
TOTAL LIABILITIES	8 620	9 170