

Theraclion doubles its annual sales for 2015 (+120% vs. 2014)

12 commercial agreements¹ signed in 2015 (2 in 2014)

Malakoff, January 11, 2016 – Theraclion (Alternext, FR0010120402 – ALTHE), a company specialized in leading edge medical equipment for echotherapy, has released sales figures for the financial year ending on December 31, 2015.

David Caumartin, Chief Executive Officer of Theraclion announces: "As reported, Theraclion is stepping up its commercial development and signed 12 commercial agreements in 2015. In addition, we received our first revenue from a signed service agreement. Thanks to a dozen reimbursements, Germany became our top market while our Asian subsidiary in Hong-Kong transferred its three orders in Hong-Kong, Taiwan and South Korea, creating a large funnel of commercial prospects."

Successful reinforcement of marketing and sales activities showed notable progress compared to 2014 year-end:

- Annual sales doubled: 1,762 K€ in 2015 vs 800 K€ in 2014;
- Operating sites tripled: 16 sites in 2015 vs 5 in 2014;
- Signed commercial agreements¹ multiplied by 6: 12 in 2015 vs 2 in 2014; and
- 6 new countries opened.

Doubled sales & six times more commercial agreements compared to 2014

K€	2015	2014	% vs 2014
Turnover	1 542	800	93%
Extraordinary income ²	220	0	
Sales	1 762	800	120%

Theraclion's sales ramp-up in 2015 is a result of the following main two facts:

- An increased adoption of the technology due to 5 times faster treatment with BEAMOTION and increased awareness of scientific publications (7) and communications by renowned international key opinion leaders.

- The development of the thyroid nodules indication: excellent clinical results on benign thyroid nodules increased the demand on this pathology, providing access to numerous prestigious sites such as Bürgerhospital in Frankfurt, where more than 1,500 thyroid nodules are treated each year and to interest countries like Korea, a country in need of non-invasive solutions such as echotherapy.

¹ Commercial agreements comprise sales of equipment, rental agreement of equipment or pay per use agreement.

² In 2015, Theraclion sold a system first installed as part of clinical trials in a European university to a private clinic. From an accounting standpoint, this equipment sale, previously recorded as tangible asset, has to be recorded as extraordinary income.



Tripling of the number of commercial treatment sites

Theraclion's echotherapy solution is offered to patients at 16 sites across Europe and Asia, including 6 in Germany, 3 in France, and single locations in the United Kingdom, Spain, Turkey, Switzerland, Hong Kong, South Korea and Taiwan.

Today, Germany is Theraclion's largest market, where there is strong demand for thyroid nodule treatment using Echopulse[®]. Since November 2015, three systems have been equipped to offer thyroid nodule treatment without scarring. A growing number of "*Krankenkassen*" (insurance companies) are reimbursing Theraclion's non-invasive treatment procedures. The number of people covered by these reimbursements grew from about 50,000 in 2014 to more than 1,000,000 for fibroadenoma and 500,000 for thyroid procedures in 2015.

Equipment sales in six new countries - Success in Asia

Establishments in Switzerland, the United Kingdom, Spain, South Korea, Taiwan and Hong Kong acquired Echopulse[®] equipment in 2015. The fact that these establishments chose Echopulse[®] is a significant step toward potential adoption of Theraclion's innovative echotherapy solution in other facilities in these countries.

About Theraclion

Theraclion is a French company specializing in high-tech medical equipment using therapeutic ultrasound. Drawing on leading-edge technologies, Theraclion has designed and manufactured an innovative solution for echotherapy, the Echopulse[®], allowing non-invasive tumor treatment through ultrasound-guided high-intensity focused ultrasound.

Theraclion is ISO 13485 certified and has received the CE mark for non-invasive ablation of breast fibroadenomas and thyroid nodules. Based in Malakoff, near Paris, France Theraclion has brought together a team of 30 people, 53 percent of whom are dedicated to R&D and clinical trials. For more information, please visit Theraclion's website: <u>www.theraclion.com</u>.

Theraclion is listed on Alternext Paris. PEA-PME eligible Mnemonic: ALTHE - ISIN Code: FR0010120402



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