

PRESS RELEASE – FOR IMMEDIATE RELEASE

## IntegraGen Reports 2014 Financial Results

- Annual revenue increased by 12%
- Losses reduced by 59% compared to prior year
- Established the first European sequencing platform for clinical research use within Gustave Roussy, the largest cancer treatment center in Europe. Platform will be operated by IntegraGen representing a major advance in the care of oncology patients and the recognition of IntegraGen’s technological expertise.
- Completed large scale validation test of biomarker which predicts response to anti-EGFR treatment in patients with metastatic colorectal cancer
- Successful capital increase with a twice oversubscribed public offering completed in June 2014

EVRY, France, (April 10, 2015) – IntegraGen, leading player in genomic services and the development of molecular diagnostic tests in oncology and autism, today announced its financial results for the year ended December 31, 2014 . The accounts were reviewed by the Board of Directors during a meeting held on April 9, 2015.

Bernard Courtieu, President and CEO of IntegraGen, stated:

*"The objectives of IntegraGen were successfully achieved in 2014 from both an operational and financial perspective. The Company ended the year with a 12% growth in revenue compared to 2013, and during the second half of 2014, our revenue increased by 25% compared to the same time period during 2013. Our business benefited from the launch of a clinical sequencing platform at Gustave Roussy which became operational in June. The expansion of our business to include clinical sequencing also resulted in the launch of the ICE collaborative project involving IntegraGen, Institut Gustave Roussy, INSERM and Sogeti High Tech to develop a software tool to support the clinical interpretation genomic data. In oncology, new studies have confirmed the value of our biomarker for predicting patient response to anti-EGFR therapies in metastatic colorectal cancer. The great success of our public offering in June 2014, associated with a marked reduction of losses (-59%), guarantee that the company has the financial resources to pursue its commercial development strategy."*

KEY INDICATORS (in thousand EUROS)	2014	2013	Var. %
<b>Total revenue</b>	<b>6,174</b>	<b>5,484</b>	<b>+13%</b>
Sales	6,036	5,408	+12%
Operating subsidies and other revenue <sup>(1)</sup>	138	76	ns
<b>Operating costs</b>	<b>7,875</b>	<b>8,377</b>	<b>(6%)</b>
<b>Operating profit</b>	<b>(1,701)</b>	<b>(2,893)</b>	<b>+41%</b>
<b>Net result</b>	<b>(1,044)</b>	<b>(2,546)</b>	<b>+59%</b>

(1) Excluding sales autism tests in the United States (not consolidated)

## FINANCIAL DATA FOR INTEGRAGEN SA

### ▪ Income Statement

With an annual growth of 12% to 6.0 M€ for the year ending December 31, 2014, IntegraGen has again reinforced its status as the French leader in genomic services and high-throughput sequencing. After a slight decline in revenue during the 1<sup>st</sup> half of 2014 (-3%), sales activity was very strong during the second half of the year for both research and projects associated with the new clinical sequencing laboratory installed in Gustave Roussy. Revenue during the second half of 2014 was a 25% increase compared to the same time period in 2013.

Operating expenses totaled 7.9 M€, a decrease of 6% from 2013. This decline was related to the decrease in external costs including the costs associated with the IntegraGen Inc. subsidiary, external research and development costs, and several collaborate projects which were completed in late 2013. The total 2014 operating loss was €1.7 M€ compared to 2.9 M€ in 2013.

The financial profit for 2014 was 284 K€; this includes the reversal of a provision on intragroup receivables for €303K from the company's U.S. subsidiary.

The exceptional loss for 2014 was 90 K€; this includes a cost of 115 K€ corresponding to remaining rent due on equipment in our laboratory which is no longer used. In 2014, our R&D efforts enabled IntegraGen to declare a research Tax Credit in the amount of 464 K€.

After taking these factors into account, the net profit of the company is a loss of 1.0 M€ compared with the loss of 2.5 M€ in 2013, representing a reduction of loss of 59%.

### ▪ Balance Sheet

IntegraGen boasts a solid sheet situation with no financial debt. Late 2014 refundable advances recorded on the balance sheet total amounted to 1.7 M€. The company proceeded in 2014 in an increase in capital with public offer. This operation allowed to raise 4.6 M€, 4.1 M€ after deduction of the costs of the operation. Net cash at end of 2014 was 5.2 M€ compared to 2.8 M€ at the end of 2013. Total cash outflow for 2014 amounted to 1.7 M€, a 15% reduction from 2013.

## ACTIVITIES

### ▪ Genomic Services

Revenues for 2014 were 6.0 M€, an increase of 12% compared to 2013. IntegraGen again reinforced its leadership in France with the company completing more than 235 projects for over 130 customers during the year.

The Genomic Services business from academic and private research laboratories increased slightly during 2014. The revenue growth seen during the year was in part related to the start of a new service platform supporting clinical research at Gustave Roussy beginning in June 2014. This sequencing unit, in the context of clinical research, helps guide cancer patients to the most appropriate targeted therapies. This service represent IntegraGen's move into clinical research, a market this is several times larger than the market for the company's historical basic research business. IntegraGen's sequencing service at this institution represents a major evolution for molecular diagnostics at this center since it enables clinicians to access sequencing and expression data for genes encoding the tumor within a timeframe which is compatible for clinical decision making.

- **Oncology**

IntegraGen continued in 2014 to develop its oncology diagnostic tests for the areas of metastatic colorectal cancer (mCRC) and hepatocellular carcinoma (HCC), a form of liver cancer.

During 2014 IntegraGen reported the results of a study it conducted in partnership with the investigators of the U.K. New EPOC study, a randomized, prospective phase III trial of patients with mCRC. These results, which confirmed the performance of the company's test for mCRC, were presented at the annual ASCO meeting held in Chicago in May 2014. This validation of the test from prospectively collected tumor samples demonstrates the considerable clinical value the test may provide and supports the potential use of the test by oncologists to improve patient care.

- **Autism**

The ARISK2<sup>®</sup> Test has been available in the United States since early 2014. This genetic test assesses the risk of autism in children with signs of developmental delay or autism who have no family history of the disorder. The company achieved modest sales in 2014 and continues to search for a commercial partner in the U.S. to accelerate the uptake of the test. IntegraGen announced in February 2015 an agreement with the Genoma, a subsidiary of Esperite group, for the distribution of test in Europe and territories outside the United States.

## **OUTLOOK**

The company's Genomic Services business should continue to grow in 2015, supported in part by the ability to book revenue for a full year of service provided by the platform at Gustave Roussy. Furthermore, the company has just announced a partnership with the Institut Pasteur, making IntegraGen the main operator of sequencing services for the National Reference Centers (NRC) and microbiological collections of the Institute.

Finally, IntegraGen Genomics, the "genomic services" division of IntegraGen, recently expanded its offering to include GeCo, a new statistical analysis service for aid customers in the interpretation of results from complex genomic data.

In oncology, the Company will finalize the results from the PICCOLO study, the second randomized, phase III study the company has tested its mCRC biomarker for. An abstract reporting the results of this study will be presented at the 2015 American Society of Clinical Oncology (ASCO) meeting. IntegraGen is looking to enter into licensing agreement with a laboratory in the U.S. in order to enable the availability of a test allowing clinicians to identify mCRC patients likely to respond to anti-EGFR therapies.

Regarding biomarkers in liver cancer, IntegraGen plans to market a research use only (RUO) allowing laboratories to use the company HCC molecular signatures for their research studies focusing on the pathology of liver cancer. A new platform for these tests was set up at our lab in Evry at the end of 2014.

The company launched the ARISK2 Test in the US market in early 2014. This test assesses the risk of autism in children with signs of developmental delay with or without a family history of autism. Following the signing a distribution agreement with Genoma for the test in February 2015 for outside the U.S., IntegraGen will continue to explore the potential for a strategic alliance in the U.S. market for the test. The objective for this alliance will be to accelerate the utilization of test by pediatricians, to optimize marketing campaigns, and to gain access to an expanded sales force who can more broadly communicate the value of the test to clinicians. In the interim, IntegraGen continues to operate with a small team in the U.S. to market the test.

Financially, IntegraGen should continue to experience sales growth through the expansion of our genomic services business, the first revenue associated with the licensing of one of our oncology biomarkers, and direct and indirect sales revenue from the ARISK Test.

#### **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. For autism, IntegraGen has developed the ARISK® Test, the first test marketed in the United States to assess the risk of autism spectrum disorder in children.

As of December 31, 2014, IntegraGen had 34 employees and had generated revenue of €6 million in 2014. 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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AS OF DECEMBER 31, 2014

Income Statement – IntegraGen SA

<i>in K€</i>	2014	2013	Variance
Revenues	6,036	5,407	+12%
Other operating revenues	138	76	ns
<b>Total Revenues</b>	<b>6,174</b>	<b>5,484</b>	<b>+13%</b>
Operating costs	(7,875)	(8,377)	(6%)
Operating profit	(1,701)	(2,893)	+41%
Financial profit/loss	284	77	n/a
Exceptional profit/loss	(91)	(68)	n/a
Taxes (CIR)	464	338	+37%
<b>Net result</b>	<b>(1,044)</b>	<b>(2,546)</b>	<b>+59%</b>

BALANCE SHEET - INTEGRAGEN SA

ASSETS

<i>in K€</i>	31/12/2014	31/12/2013
<b>Long-term assets</b>	<b>880</b>	<b>479</b>
Stock	340	234
Accounts receivables	2,015	1,665
Other receivables	698	572
Cast	5,237	2,834
<b>Current assets</b>	<b>8,290</b>	<b>5,305</b>
<b>Total assets</b>	<b>9,170</b>	<b>5,784</b>

LIABILITIES

<i>in K€</i>	31/12/2014	31/12/2013
<b>Shareholders' equity</b>	<b>3,762</b>	<b>692</b>
Conditional advances	1,652	1,655
Reserve	14.7	1,378
Financial debt	0	0
Accounts payables	2,501	2,440
Other short term debt	931	986
Foreign currency exchange differences	308	9
<b>Total liabilities</b>	<b>9,170</b>	<b>5,784</b>