



## ESPERITE N.V. Trading Update. CryoSave stable, Genoma 45% growth

Zutphen, The Netherlands – 3 November 2015

**ESPERITE N.V.** (Euronext: ESP, 'ESPERITE', or 'the Group') announces its trading update for the quarter ended 30 September 2015. ESPERITE keeps growing at an incremental pace and the prospects for Q4 remain positive. Consolidated revenue increased in Q3 over the same period of last year by 5%. High-profile agreements with some of the largest, most prestigious and influential health institutions in Europe are starting to bear fruit. Increased visibility and strong brand awareness has been attained throughout the targeted European markets.

Integration and increased synergies between divisions, notably Genoma with InKaryo for predictive medicine, and CryoSave with The Cell Factory for stem cells cryopreservation and regenerative medicine, continue to strengthen the Group. The 2 to 3-month lag announced in the half year report for 2015 did not widen during Q3 due to strong sales performance. This lag will likely be carried out until Q1 2016. As a result, ESPERITE will end the year behind the projected revenue. On the other hand, the high-growth potential of the new markets is expected to have a positive effect on the results already in Q4.

### **GENOMA**

Genoma continued its sharp growth over the reporting period with a 45% increase compared to Q2. Expectations for Q4 and 2016 are high.

#### Existing markets

Genoma has achieved strong brand awareness and strengthened its position in Italy, Spain, Serbia, Portugal, Hungary, Bulgaria and Greece. The agreement signed with the John Paul II Foundation for Research and Molipharma, subsidiaries of Catholic University of the Sacred Heart, will show results in Q4. In Spain, Genoma has signed a first-of-its-kind agreement with a private insurance company to introduce Genoma products to its clients. In Serbia, Genoma has become a market leader in a short period of time.

### New markets

The first two phases of the Group's geographical expansion strategy are now completed. Operations in the new high-potential markets are already underway. In France, first strategic agreements were negotiated during the reporting period and will be signed in Q4. Operations and initial sales start to come from Germany, Belgium, Austria and Turkey. In Switzerland, Genoma is fully authorized and its non invasive prenatal test, Tranquility, is now accredited for reimbursement under the Swiss mandatory health insurance system. Poland, Romania and Ukraine are some of the new markets where Genoma is set to generate business starting in Q4.

### Continuous enhancement of products and pipeline

The fetal fraction calculation method for Tranquility and T52s was enhanced. Serenity results start to pick up in various countries and the trend is expected to replicate in other markets as well. Eventy, the colorectal cancer risk screening test, is now fully validated.

### Laboratory expansion

Genoma's state-of-the-art clinical genetic center in Geneva with Next Generation Sequencing (NGS) technologies keeps increasing its throughput capacity, achieving even greater efficiencies.

## **CRYOSAVE**

CryoSave maintains new client intake. The revenue for Q3 was in line with the revenue realised in Q2. Growth for the CryoSave revenue is expected for Q4. Cross-selling strategies between CryoSave and Genoma products and services is showing a positive trend. Also, our customers are now increasingly choosing to cryopreserve cord tissue in addition to cord blood compared to the same period of last year.

CryoSave laboratory in Geneva is fully operational and good progress in the consolidation of activities further improved organisational excellence.

## **THE CELL FACTORY**

The recently acquired patent on MSC-derived exosomes and ongoing R&D activities will produce tangible results in the short term. The cost-effective production of MSC and microvesicles will allow the Group to sell these to pharmaceutical companies and hospitals for safer, more effective and affordable treatments of all autoimmune, chronic and acute inflammatory diseases, including related pharmaceutical compositions which target anti-inflammatory drugs to specific tissues.

Frederic Amar, CEO of ESPERITE group: "Esperite continues steadily in its path of growth and expansion. We are committed to excellency, to mastering the technology and to establishing far-reaching alliances. We are confident in our vision and strategy, results are backing us up".

## About ESPERITE

ESPERITE Group, listed at Euronext Amsterdam and Paris, is a leading international company in regenerative and predictive medicine established in 2000.

To learn more about ESPERITE Group, or to book an interview with CEO Frederic Amar: [+31 575 548 998](tel:+31575548998) - [ir@esperite.com](mailto:ir@esperite.com) or visit the websites at [www.esperite.com](http://www.esperite.com) and [www.genoma.com](http://www.genoma.com).