

## Mauna Kea Technologies third quarter sales: +62%

### Paris, 15 November 2011:

Mauna Kea Technologies (NYSE Euronext: MKEA), leader in the endomicroscopy market, announced today its sales results for the third quarter and the first nine months of 2011.

In €k - IFRS	Q3 2011 (1 June to 30 Sept. 2011)	Q3 2010 (1 June to 30 Sept. 2010)	Variation	9 mo. 2011 (1 Jan. to 30 Sept. 2011)	9 mo. 2010 (1 Jan. to 30 Sept. 2010)	Variation
Sales	1,111	685	+62%	2,931	2,645	+11%

### Third quarter, 2011: sales growth of +62%

Sales for the third quarter of 2011 were up by 62% compared to the same period in 2010. Clinical sales represent €1,001 k and Preclinical sales (use of Cellvizio® in preclinical research) €110k. In comparison to the same quarter in 2010, Clinical sales were up +153% while Preclinical sales were down 62%.

With respect to the analysis of sales trends by product and by category, *equipment* sales were up 54%, at €749k. Sales of *consumables* (miniproboscopes) recorded an increase of +77% to €253k and accounted for 23% of sales, versus 21% for the third quarter, 2010.

### First 9 months of 2011: Clinical sales up by +41% and total sales by 11%

The 11% increase in sales over the first three quarters 2011 consist of €2,630k for Clinical sales and Preclinical sales of €301k. Clinical sales were up +41% the first three quarters of 2010 even though Preclinical sales were down 62% over the same period last year.

*Equipment* sales were flat over the course of the first 9 months in 2011, at €1,868k. Sales of *consumables* were up by +23% over the same period, at €641k, and account for 22% of sales compared to 20% last year. Sales of associated *services* grew by +62% to €422k, when compared to the first 9 months in 2010.

Sacha Loiseau, Founder and CEO of Mauna Kea Technologies, says: "We are pleased with these figures which reflect the positive impact of the IPO on our prospective client base as well as the initial success of the Cellvizio 100 series launch in the United States. While our Preclinical activity remains overly dependent on current public subsidiary policies, our clinical program, which is at the heart of our strategy, continues to gain strength."

**About Mauna Kea Technologies**

Mauna Kea Technologies is a global medical device company and leader in the endomicroscopy market. The company researches, develops and markets innovative tools to visualize and detect abnormalities in the gastro-intestinal and pulmonary tracts. Its flagship product, Cellvizio®, a probe-based Confocal Laser Endomicroscopy (pCLE) system, provides physicians and researchers high-resolution cellular views of tissue inside the body. Large, international, multi-center clinical trials have demonstrated Cellvizio's ability to help physicians more accurately detect early forms of disease and make treatment decisions immediately. Designed to improve patient outcomes and reduce costs within a hospital, Cellvizio can be used with almost any endoscope. Cellvizio has 510(k) clearance from the U.S. Food and Drug Administration and the European CE-Mark for use in the GI and pulmonary tracts.

For more information about Mauna Kea Technologies visit [www.maunakeatech.com](http://www.maunakeatech.com)

**Next press release: 2011 annual revenue: 28 February 2012**

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