

IntegraGen – Annual Report 2011

+45% Increase in revenues, on track to launch new autism test in 2012, biomarker identification in oncology

- 2011 saw a very strong advance in Genomic Services activity and significant strategic advances in projects linked to diagnosis
- 2012 will be an important year with the 1st results from the US commercialization of the ARISK™ Autism Risk Assessment Test and the publication of results relative to biomarkers in oncology

EVRY, MONDAY APRIL 23, 2012 – IntegraGen, a leading player in the development and marketing of molecular diagnostic testing in autism and oncology, today released its financial results for its entire activity closing on December 31, 2011. The Board of Directors reviewed the figures during their assembly on April 19, 2012.

FINANCIAL SUMMARY

KEY INDICATORS - <i>in thousands of euros</i>	2011	2010	Var. %
Total operating	4,839	3,310	46%
Sales	4,649	3,208	45%
Other	<u>190</u>	<u>102</u>	ns
Total operating costs	7,241	6 118	18%
Operating result (loss)	-2,402	-2,808	n/a
Net result (loss)	<u>-2,040</u>	<u>-2,896</u>	n/a
	December 31, 2011	December 31,	
CASH - <i>in thousands of euros</i>	<u>4,649</u>	<u>6,018</u>	

▪ **Income Statement**

With a +45% increase in its business as of December 31, 2011 at €4.6M, IntegraGen once again confirms its position as the French leader in genomic services and high-speed sequencing. Its sales revenues cover more than 100 clients and extend across more than 130 projects. Operating costs average out at €7.2M, an increase of +18%. The main explanation for this is the increase in purchase of materials (+9%) associated with the growth in the Genomic services activity, the recruitment of a dedicated clinical research team, and the costs associated to the activity in the US.

Operating loss comes out at a clear improvement, at -€2.4M versus -2€2.8M at the end of 2010. Net losses as of December 31, 2011 come to rest at €2.0M.

▪ **Balance sheet**

As a reminder, IntegraGen conducted a private placement operation of €6.7m in June 2010. The net cash at the end of 2011 is at €4.6M versus €4.7M in June 2011 and €6.0M at the end

of 2010. In 2011, the company received an initial loan from OSEO, in the amount of €0.6M, as part of a three year financing program, capped at €1.6M, for a research and development project lead by public oncology laboratories

At the end of 2011, the total amount of redeemable loans on the balance sheet – including that of OSEO - reached €1.4M.

The company has no financial debt.

2011 ACTIVITY SUMMARY

▪ **Services**

The increase in activity allowed IntegraGen to confirm its position as one of the leaders of the European genomic services market. In addition, the activity generated positive cash flow in 2011.

▪ **Genetic Screening Test for Autism**

The results of a study, conducted in a sample population of over 2,000 DNA samples from children with autism and controls, presented at the 2011 Annual Meeting of the *Society of Development and Behavioral Pediatrics*, were welcomed favorably by the medical community. These results confirmed the interest of using the ARISk Test in the early detection of risk for autism. IntegraGen's efforts in the autism field were also featured in a review of the genetics of autism in *Nature Medicine*.

In addition, two new clinical research projects were initiated with specialized autism centers affiliated with two major institution centers in the U.S.

▪ **Oncology**

The project, carried out with Inserm units U674 and U775, consisted of developing new molecular diagnostic testing in oncology. These tests will facilitate the building of personalized medical tools for the care of patients suffering from liver and colon cancer. The projects won the support of OSEO in April 2011.

The work accomplished in 2011 allowed for the identification of biomarkers for which validation studies will be carried out in 2012.

RECENT NEWS

Several major announcements have been made in the first quarter of 2012:

• **U.S. launch of a new study in the screening of autism.**

IntegraGen has entered into a research collaboration with the Cleveland Clinic (Cleveland, Ohio, U.S.) designed to study its autism risk assessment test. The study, with an enrollment of over 600 children during a two year period, will prospectively study the company's autism risk assessment genetic biomarkers in both familial and non-familial autism.

• **U.S. direct sales launch of the ARISk™ Test**

The company announced the launch of its proprietary test which analyzes 65 genetic markers associated with autism and identifies the risk of autism for children as young as 6 months of age who have siblings previously diagnosed with autism. The ARISk Test will be performed in a centralized laboratory and can only be prescribed by health professionals.

▪ **New sequencing platform to come into service**

In January 2012, IntegraGen became the first private laboratory to be equipped with a MySeq genomic sequencer from Illumina. This new equipment lets IntegraGen quickly adapt to new and ever-changing market demands.

MOVING FORWARD IN 2012

For the company's molecular diagnosis business, 2012 will be another key year with results from the first sales of the ARISK Test, which will be reported at the end of the fiscal activity, the development of new versions of the test and the publication of significant results in oncology. After an exceptional 2011, IntegraGen plans to continue to grow, though at a slower pace, in the services activity.

On the financial front, developments will translate into moderate increase in the use of cash. In addition, it is planned to recruit a sales team for the U.S. The projected margins from test sales will quickly cover the costs of the sales activity.

Bernard Courtieu, CEO, concludes: "The results for 2011 are highly favorable. Surpassing our expectations, the Services activity confirmed our teams' expertise and perfect mastery of multiple technological platforms. Our progress in the molecular screening of autism allowed us to commercialize an IntegraGen branded test in U.S. Strengthened by our healthy financials, we start the new 2012 fiscal period in total confidence, as a result of the launch of the ARISK Test in the U.S. and for the anticipated results associated with our R&D efforts in oncology."

INTEGRAGEN

Founded in 2000, IntegraGen is a biotechnology company specialized in the research and identification of genetic biomarkers for the development and marketing of products and services for molecular diagnosis. The IntegraGen mission is to offer clinicians new personalized tools for diagnosis, treatment and therapy. IntegraGen and its American affiliate IntegraGen Inc. strive for the prevention and proactive management of complex, debilitating illnesses by delivering the best response to the needs of patients, clinicians and associations. The Business Genomic Services division at IntegraGen also provides cutting edge services in the genotyping domain for scientific research. With research and intellectual property aimed essentially at autism and oncology, IntegraGen's strategy is to offer a range of products and services for molecular diagnosis incorporating strong added value, favoring personalized medicine for complex illnesses.

As of December 31, 2011, IntegraGen has 26 employees. The Company had annual revenues of €4.6M from services for the fiscal year 2011. Its headquarters are located at Genopole d'Evry. The Company is also present in the United States through its affiliate, IntegraGen Inc., based in Cambridge, MA. IntegraGen is listed on Alternext of the NYSE Euronext in Paris (Isin: FR0010908723 – Mnémo: ALINT)

More information is available in the website: www.integragen.com

###

FINANCIAL ACCOUNTS AS OF 31ST DÉCEMBER 2011

INCOME STATEMENT SUMMARY – INTEGRAGEN SA

In K€	2011	2010	Var. %
Revenues	4,649	3,208	45%
Operating subsidies and other revenues	190	102	ns
Total Revenues	4,839	3,310	46%

Operating costs	-7,241	-6,118	18%
Operating profit	<u>-2,402</u>	<u>-2,808</u>	14%
Financial Profit/Loss	2	-201	n/a
Exceptional Profit/Loss	-89	-504	n/a
Taxes (CIR)	449	617	-27%
Net Result	<u>-2,040</u>	<u>-2,896</u>	30%

BALANCE SHEET SUMMARY – INTEGRAGEN SA

<i>In K€</i>	31/12/2011	31/12/2010
Long-Term Assets	751	437
Stocks	180	93
Accounts Receivable	684	789
Other Receivable	703	843
Cash	4,649	6,018
Current Assets	<u>6,216</u>	<u>7,743</u>
TOTAL ASSETS	<u>6,967</u>	<u>8,180</u>
<i>In K€</i>	31/12/2011	31/12/2010
Shareholders' Equity	3,093	5,133
Other Equity	1,545	682
Contingency Reserve	3	41
Notes payable to banks	0	42
Accounts Payable	1,473	1,095
Other short term debts	853	1,187
TOTAL LIABILITIES	<u>6,967</u>	<u>8,180</u>

CONTACTS

ALINT
LISTED
NYSE
ALTERNEXT

INTEGRAGEN
Bernard Courtieu
CEO
Tél. : +33 (0)1 60 91 09 00

Laurence Riot Lamotte
CFO
contact@integragen.com
Tél. : +33 (0)1 60 91 09 09

NEWCAP.
**Investors and Media
relationship**

Axelle Vuillermet
integragen@newcap.fr
Tél. : +33 (0)1 44 71 94 93