



PRESS RELEASE

Collectis: 2012 financial results

Operating performance in line with forecasts
Focus on executing growth strategy
New prospects for strong value creation in the therapeutic sector

Paris, April 29, 2013 - Collectis (Alternext: ALCLS), the global genome engineering specialist, presented its consolidated financial statements for the 2012 fiscal year, approved for publication by the Board of Directors at their meeting today.

Financial results for fiscal year 2012

Collectis' operating performance showed:

- increase in revenue generated by new products and services,
 - strict control of operating costs,
 - strengthening of the Group's equity position.
- **Operating revenue was €21 million, up 32%** from €16 million in 2011.
 - ✓ Despite a challenging economic climate worldwide, revenue rose to €11.3 million from €9.9 million the previous year. This increase was driven by promising developments for the Group's "Tools and Services" and "Plants" offerings: sales of the TALEN™ range and of the cell lines marketed by the "Tools and Services" and "Plants" businesses made gains. Only non-recurring revenue items, corresponding to sales of Collectis SA licenses, were down compared to 2011.
 - **Operating expenses were successfully kept in check, rising 15% to €40.8 million.** This limited increase demonstrates the effectiveness of the cost-control strategy pursued by Collectis, alongside the reinforcement of its sales and marketing resources.
 - The Group posted an operating loss of €19.8 million, in line with forecasts.
 - A €1.5 million (6.3%) improvement in net performance versus 2011.
 - **The year saw a net use of cash of €20.6 million, also in line with forecasts.**



- **As of December 31, 2012, the Group's net cash position was €21.8 million**, a level deemed sufficient to allow Collectis to reach the break-even point and to begin generating positive cash flow by 2014 as anticipated.
- **The Group's equity position was strengthened significantly, surging from €28.6 million to €61.8 million**, following the conversion into shares of the ORA bonds issued in 2011.

Key highlights of 2012: reorganization of core businesses to support sustainable growth

A true pioneer in the industrial applications of genome engineering at its founding in 1999, in 2006 Collectis successfully responded to a new demand for products incorporating scientific advances at the leading edge of DNA programming innovation.

Collectis' business is focusing in on therapeutic solutions. So as to provide greater efficiency in its operations, the Group reinforced its sales resources and successfully completed a major simplification of its operating structure.

Lastly, as part of its growth strategy in 2012, the Group decided to make a significant shift in its R&D activity towards the challenges posed by synthetic biology and an emerging demand for regenerative medicine products and services.

• A new organization closer to markets and demand

Controlled by Collectis SA, a holding company with executive management responsibilities, the Group is now organized around three business lines:

- ✓ Collectis therapeutics, whose objective is to bring innovative products to the market. In the first half of 2012, Dr Mathieu Simon was named President of Collectis therapeutics and will be responsible for realizing this ambition;
- ✓ Collectis bioresearch, whose mission is to develop and market the Group's "Tools and Services" offering;
- ✓ Collectis plant sciences, which, apart from its agro-industrial specialization, now coordinates the investments that the Group may pursue in other areas of industrial biotechnology.

• Concentrating resources on projects with strong potential

Over the 2012 fiscal year, Collectis concentrated its activities on a limited number of highpotential programs.

• Therapeutics: a driving force for growth

In 2012, Collectis achieved significant results in two growth areas:



- ✓ Regenerative medicine: generated pancreatic cells from engineered stem cells and strengthened partnership with Novo Nordisk, the global leader in diabetes treatments.
- ✓ Cancer immunotherapy (Tcells): in partnership with University College London (UCL), proof-of-concept of engineered Tcells' ability to eliminate cancer cells.

André Choulika, Chairman and Chief Executive Officer of Collectis Group, said, "This therapeutic focus strengthens the growth prospects of the Group, which is simultaneously pursuing other promising partnerships."

About Collectis

Founded in France in 1999, the Collectis Group runs on highly specific DNA engineering technologies. Its application sectors are human health, agriculture and bio-energies. Co-initiated by André Choulika, its Chairman and CEO, Collectis is now one of the world's leading companies in the field of genome engineering, with revenue of €21 million in 2012. Leading the field of pluripotent stem cells, Collectis has developed expertise in drug discovery, the study of drug toxicity and regenerative medicine. Collectis has a solid background in the large-scale handling of stem cells up until their maturation and differentiation into functional cell types. Collectis has a workforce of 230 employees working at 5 sites worldwide: Paris & Evry in France, Gothenburg in Sweden, New Brighton (Minnesota) & Cambridge (Massachusetts) in the United States.

The Group has signed more than 100 industry agreements with pharmaceutical, agrochemical, and biotechnology companies. University College London (UCL), the National Institute of Health (NIH), Novo Nordisk, the Center for iPS Cell Research and Application (CiRA) of Kyoto University, AFM, Novartis, BASF, Bayer and Limagrain are some of the Group's clients and partners. Since 2007, Collectis has been listed on the NYSE Euronext Alternext market (code: ALCLS) in Paris.

For more information, visit our website: www.collectis.com.

Disclaimer

This press release and the information contained herein do not constitute an offer to sell or subscribe, or a solicitation of an offer to buy or subscribe, for shares in Collectis in any country. This press release contains forward-looking statements that relate to the Company's objectives based on the current expectations and assumptions of the Company's management only and involve risk and uncertainties that could cause the Company to fail to achieve the objectives expressed by the forward-looking statements above.

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