

## MAUNA KEA TECHNOLOGIES REPORTS THIRD QUARTER 2013

### SALES UP 32 % TO €2.73m

- **Strong growth in Asia-Pacific: +152%**
- **Record Q3 probe sales of 720 K€**
  - **9-month sales: +26%**

**Paris, October 10, 2013** – Mauna Kea Technologies (NYSE Euronext: MKEA, FR0010609263), leader in the optical biopsy market, today announced its third-quarter sales, ended September 30, 2013.

<i>In M€ IFRS</i>	<b>2013</b>	<b>2012</b>	<b>% change</b>
Q1	1.784	1.611	+11%
Q2	2.536	1.907	+33%
Q3	2.731	2.069	+32%
<b>9-month sales</b>	<b>7.051</b>	<b>5.587</b>	<b>+26%</b>

### Q3 2013: robust quarterly growth continues

#### ***By business: pre-clinical sales growth at record level***

In the third quarter of 2013, Mauna Kea Technologies posted sales up 32% versus Q3 2012 to €2.731 million, boosted by record growth in Pre-clinical sales on the back of an eight-fold increase in Cellvizio Dual Band sales to €0.577 million. Sales for the Clinical segment grew by 8% to €2.153 million. Over the quarter, sales to hospitals and clinics accounted for 79% of business, compared with 21% for Pre-clinical sales.

#### ***By product and type: 50% growth in volume for both systems and probes***

Sales of Mauna Kea Technologies equipment and consumables (probes) were up by 51% and 18% respectively (at €1.951 million and €0.72 million).

In volume terms, the company sold 19 systems and 179 probes over the quarter (versus 13 and 118 respectively in Q3 2012, a 50% growth for both systems and probes).

The net installed base of Cellvizio systems in the Clinical segment increased to 226 as of September 30, 2013. The total installed base, including the Pre-clinical segment, stood at 334.

Sales of Services totaled €60 000, down 65% on Q3 2012.

#### ***By region: further robust growth in Asia-Pacific***

Q3 2013 was another excellent quarter for Mauna Kea Technologies in Asia-Pacific, with sales more than doubled to €0.382 million (up 152%) versus Q3 2012, as sales in China continued to grow strongly. Sales in the Americas totaled €1.446 million, up 13% versus Q3 2012, continuing the positive trend of the previous quarter. Sales in the EMEA region (Europe, Middle East and Africa) rose by 42% to €0.903 million. Over the quarter, sales in the Americas, EMEA and APAC accounted for 53%, 33% and 14% respectively.



Sacha Loiseau, CEO of Mauna Kea Technologies, commented: *"Following on from the previous quarter, the 32% increase in sales confirms the gradual return to a growth trend in line with our expectations. While sales in the United States remained well below our ambitions, we are building solid foundations for the future, and are continuing to expand and strengthen our team there. The US launch last May of the AQ-Flex 19 probe, which is used to diagnose pancreatic cysts, is attracting considerable interest that we expect to translate into robust sales in 2014."*

**Next press release:** FY 2013 sales: January 2014.

#### **About Mauna Kea Technologies**

Mauna Kea Technologies is a global firm specializing in medical equipment used to carry out optical biopsies, and is market leader in endomicroscopy. The company designs, develops and sells innovative imaging tools that can detect cellular abnormalities in real time during standard gastrointestinal and pulmonary endoscopy procedures. Its flagship product, Cellvizio®, a confocal endomicroscopy system that uses a mini-probe, provides doctors and researchers with high-resolution cellular images of internal tissues. Large-scale, international multi-center clinical trials have demonstrated Cellvizio's ability to help physicians to more accurately detect early signs of disease and make immediate treatment decisions. Cellvizio was designed to help physicians make diagnoses, treat patients more effectively and reduce hospital costs, and is compatible with most types of endoscope. It has received 510(k) authorization from the US Food and Drug Administration and the CE mark in Europe for use in gastrointestinal and pulmonary equipment.

For more information on Mauna Kea Technologies, please visit [www.maunakeatech.fr](http://www.maunakeatech.fr)

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