



ESPERITE N.V. (ESP) , Stabilisation before growth.

Esperite has taken all the necessary measures after the difficult end of the first semester. The company invests in its technology and prepares to grow again.

Amsterdam, The Netherlands – 17 November 2017

Consolidated results

Consolidated revenues of the period are stable despite the common slow down of activity due to the summer. The company has increased the gross margin up to 60%. EDITDA has continued to improve during the period but remains negative. Opex is reduced by 10% compared to previous quarter.

The company continues its efforts of costs control and thanks to the contribution of external financing is able to implement a dynamic strategy of development. The total external investment during Q3 amounts to 1,350 Mio.

The new clients intake is increasing on a monthly basis as well as the average selling price of the services.

CryoSave has launched a new Premium Offer with high end features and expect an additional improvement in its sales and gross margin.

The company continues its territorial expansion and explores now a new market in Ukraine with a local partner. The company expect to announce soon other developments of its commercial footprint.

Esperite has successfully launched AGAATA, its exclusive Genetic Diagnostic System which embed proprietary technology now patented. AGAATA is a fully automated system providing clinical diagnostics in the fields of Prenatal, Reproductive Health, Oncology, Inherited Diseases. This system is CE-IVD and has been installed in 6 laboratories already, mostly public institutions.

Esperite achieves its new structure dedicated to the CDMO activity. The Contract Development Manufacture Organization business is the perfect opportunity for the group to grow with diversification. This development optimizes the usage of the existing laboratory and biobanking facilities. It will, as soon as Q1 2018, allow to generate additional revenues and profit from the existing infrastructures.

The Cell Factory and Output Pharma Services, along with CryoSave BioBank and Laboratories are the key elements to this new CDMO business.

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 the *ESPERITE* Group, or to book an interview with CEO Frédéric Amar: [+31 575 548 998](tel:+31575548998) - ir@esperite.com or visit the websites at www.esperite.com, www.genoma.com and www.cryo-save.com.