

**PRESS RELEASE**  
**2012 first-quarter revenue**

Villepinte, 18 April 2012

**Consolidated Group revenue (IFRS):**

In € thousands	2011	2012	Change
<b>Total first quarter.....</b>	<b>95,053</b>	<b>96,758</b>	<b>+1.8%</b>

**Consolidated revenue by region**

In € thousands	2011	2012	Change
European subsidiaries	68,118	70,617	+3.7%
Other markets	26,935	26,141	-2.9%
<b>Total.....</b>	<b>95,053</b>	<b>96,758</b>	<b>+1.8%</b>

**Sales trends in line with new commercial strategy**

Growth in sales of 1.8% reflects a deceleration in relation to 2011 though included a timing effect for operations outside Europe. Adjusting for this effect, growth would be 5% overall and 8.5% for other markets.

As announced when 2011 results were released, the top priority today is optimising the margin by focussing on profitable countries and customers, even if this means slowing the pace of sales.

In Europe, sales revenue for Dotarem (+4.8%) in consequence outpaced volume sales (+4.6%). This trend was even more pronounced for Xenetix with a decline in volumes of 5.1% (reduced sales to low-margin distributors) compared with only 1.1% for sales revenue.

In the other markets, Dotarem registered a 11.2% decline in volume sales compared with 5.1% for sales revenue. Xenetix in contrast has maintained strong growth for both volumes (+26.4%) and sales revenue (+10.3%), driven by significant deliveries to Asia (South Korea and China) and Mexico.

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