



## 2011 FIRST-HALF REVENUE

**A steady growth in consolidated revenue: +17% (+21% at constant exchange rate)**

**Leukemia: successful launch of the BCR-ABL IS MMR assay**

**Breast cancer: development program in line with expected planning**

**Marseilles, France, September 6, 2011** - IPSOGEN (Alternext - FR0010626028 - ALIPS), a cancer profiler company that develops, manufactures and markets molecular diagnostic tests for leukemia and breast cancer, today announced revenue of €4.5 million for the first half of 2011, an increase of +17% over the same period in 2010.

<i>In €000s*</i>	<b>30 June 2011</b>	<b>30 June 2010</b>	<b>% change</b>	<b>% change At constant exchange rate</b>
<b>Consolidated Revenue</b>	<b>4 485</b>	<b>3 837</b>	<b>+17%</b>	<b>+21%</b>
<i>o/w Products &amp; Services Revenue</i>	3 451	2 911	+19%	+21%
<i>o/w Licenses revenue</i>	1 034	926	+12%	+21%

\* IFRS rules

Products revenue showed the strongest growth with a +19% increase over the first half of 2010.

- The launch of the new BCR-ABL IS MMR assay is a success: overall BCR-ABL kits represent 24% of the Company's total revenue compared to a contribution of 20% for the first half of 2010 (at constant exchange rate). This new BCR-ABL IS MMR line of assays enables standardization of quantitative analysis of BCR-ABL Mbc, by calibrating the results on the International Scale (IS). This represents a major progress for the treatment of Chronic Myeloid Leukemia (CML). This step towards improved and simpler standardization is a strong requirement in the context of accreditation of laboratories in Europe as it ensures inter-laboratory testing harmonization. Standardization of BCR-ABL quantification across molecular laboratories is of major importance for CML management, as clinicians make therapeutic decisions based on this parameter.
- The JAK2 V617F assay remains the flagship product of the Company by contributing to 54% of the total revenue (kits + licenses) at the end of June 2011, compared to a 57% contribution as at end of June 2010.
- JAK2 V617F licenses revenue in the United States have grown at a more limited pace of +12% compared to half-year 2010.

Revenue growth was very steady in the United-States where the JAK2 V617F assays sales have grown by +30% and BCR-ABL assays sales by +115%, following the very encouraging first feed-backs of various American Centers for the newly launched BCR-ABL IS MMR kit. The United-States represents 48% of the Company's revenue at the end of June 2011, compared to 46% at the end of June 2010.

In Europe and in Rest of the World, BCR-ABL kits sales growth over 2010 first semester reached +27%, confirming the worldwide success of this new assay.



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IPSOGEN continues to accelerate its international development in non European and non American areas, as illustrated by a 36% sales growth compared to June 2010 in Asia, Middle East and South America.

## **Developments in Leukemia**

The JAK2 V617F FDA submission project, based on a « Premarket Approval » (PMA) approach, is in progress as planned. The objective is to get FDA approval by end of year 2013.

JAK2V617F is a key biomarker discovered in 2005 and associated with various blood cancers. Today, this biomarker represents an important target for a significant number of ongoing pharmaceutical R&D activities. Currently, 12 clinical trials are underway in hematology alone, underlying the strong market dynamics introduced by personalized healthcare approaches.

IPSOGEN continues to look for new promising bio-markers to feed its pipeline for leukemia indication. The launch of two new assays for NPM1 and MN1, two biomarkers for Acute Myeloid Leukemia (AML) is planned for the second half of 2011.

## **Developments in Breast cancer**

The development of the new Genomic Grade PCR kit for breast cancer is progressing as planned and the kit should be launched in the European market by the end of year 2011.

Regarding the launch of the Genomic Grade Assay in the United-States, IPSOGEN is in discussions with major players interested in the development of this product and its positioning. An agreement with an American partner is expected to be signed by the end of this year.

In May, two studies on the Genomic Grade have been presented at the American Society for Clinical Oncology (ASCO) in Chicago, Ill, USA, and another one at the IMPAKT congress in Brussels (Belgium). These three studies, among which two are focused on lobular carcinoma, confirm and widen the medical value of the Genomic Grade for the assessment of tumoral grade and the optimization of treatment strategy for women with early invasive hormone receptor positive breast cancer.

In collaboration with two international clinical trial consortia, the analysis of two large cohorts is initiated. These experiments should confirm the long term prognostic value of the PCR version of the Genomic Grade test. The first results are expected for the fourth quarter of 2011.

## **Integrating QIAGEN group**

On June 15, QIAGEN made an offer to acquire a 100% stake in IPSOGEN. On July 12, QIAGEN reached a majority stake in IPSOGEN share capital and the Board of Directors was renewed in order to reflect the participation of QIAGEN in the share capital.



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## About IPSOGEN

IPSOGEN, cancer profiler, develops and markets molecular diagnostic tests that help to map diseases and guide patients and oncologists' decisions along their therapeutic path.

With more than 80 tests already used routinely worldwide for the diagnosis, prognosis and follow up of thousands of patients with leukemia, IPSOGEN is now targeting breast cancer with the aim of providing currently inaccessible diagnostic information.

At end of June 2011, IPSOGEN employs 75 people. It is headquartered in Marseille, France, and has a subsidiary in the USA. For further information, visit [www.ipsogen.com](http://www.ipsogen.com).

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