

2016 Annual Revenue: €788.8 million, +7.1% growth in Q4

Objective of a sales turnaround after the CMDS acquisition achieved. Growth in revenue in the fourth quarter for all activities and all geographic regions.

Guerbet is reporting revenue of €775.8 million at December 31, 2016, up 58.7% from 2015. At constant exchange rates, and on a like-for-like basis (vs. the 2015 pro forma revenue), the Group posted stable sales of **€788.8 million (-0.1%) in line with the guidance**. The main challenge in 2016 was in fact to successfully turn around the declining sales of the activity bought at the end of 2015.

The 7.1% growth in the fourth quarter reflects this trend reversal and proves the successful integration of the former CMDS activities. This performance allows the Group to approach the year 2017 with confidence, a year that should see growth in celebration of the Group's 90th birthday.

Consolidated Group revenue at current exchange rates (IFRS)

In millions of euros	12 months 2014	12 months 2015 pro forma*	Change	Published 2015	Q4 2014	Q4 2015 pro forma*	Change
Sales in Europe	372.9	380.2	+1.9%	326.5	98.6	97.5	+1.1%
Sales in Other Markets	402.9	409.1	+1.5%	162.2	108.8	96.1	+13.3%
Total	775.8	789.3	-1.7%	488.7	207.4	193.6	+7.1%

* Integration of CMDS activities

Continued strong growth in MRI and IRT and a positive trend in X-ray and ISS

At constant exchange rates, the activity by category of products breaks down as follows:

- **MRI** revenue totals €248.5 million, up 4.5%, driven by sales of Dotarem® in the US, despite the gradual phase out of Optimark®.
- The **X-ray** activity reported revenue of €384.6 million, down 2.8%, following the voluntary abandoning of Hexabrix® and Oxilan®. The return to growth of sales of Xenetix® and Optiray® in the fourth quarter resulted in almost stable sales for Xenetix on a full-year basis and a successful turnaround for Optiray (-11.9% in Q1, -10.9% in Q2, -3.6% in Q3 and +17.6% in Q4).
- The **IRT** activity increased to €55.3 million, with a continued strong growth over the year (+21.6%), thanks to the performance of Lipiodol® and Patent Blue V.
- Finally, the **Imaging Solutions and Services (ISS)** activity improved over the fourth quarter (+9.6%), with annual revenue of €77.9 million (-2.4% compared with the 2015 pro forma revenue).

In 2017, Guerbet will complete its integration process by continuing to implement commercial, industrial and logistics synergies. The Group is now embarking on a new phase in its development and is consolidating its return to growth.

[Read the press release](#)

Upcoming events:

**Publication of the 2016 annual results
March 29, 2017, before trading**

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