



Press release

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Intrasense strengthens its positions in China : sales success and perspectives

Intrasense (FR0011179886 - ALINS), specialist in medical imaging solutions, announces an expansion of its commercial presence in China signing, on one side, an exclusive partnership with the scanners manufacturer MinFound Medical Systems, and on the other side, the equipment of Lhasa City People Hospital, finalizing national coverage of Chinese territory, where healthcare market is exploding.

A promising industrial partnership

The scanners manufacturer [MinFound Medical Systems](#) has chosen to integrate the Myrian® software solution in all of its products.

In 2017, Intrasense has already achieved 250K€ revenue with this new partner and expects to double this figure in 2018, becoming an exclusive supplier for MinFound, which is sharply increasing its sales.

« We are very pleased to announce strengthening our industrial partnership strategy, signing this partnership agreement in China, in a booming market. We plan to step up our business investments. » says Christophe Lamboeuf, Deputy Managing Director of Intrasense.

220 reference hospitals covered, in all 31 Chinese provinces

The equipment of Lhasa City People Hospital is a powerful symbol for Intrasense, as Tibet was the last Chinese province for finalizing a total nationwide coverage. The Intrasense software Myrian® is now present in 220 hospitals – most of them are « Tier 3 », equivalents of Level-III hospitals – spread over the 31 Chinese provinces. Intrasense is now more than a major player in the Chinese market.

Myrian® software was in particular selected for its imaging clinical applications for oncology, especially useful in a country with 27% of the world annual number of deaths of cancer.

The Intrasense Chinese subsidiary has major assets to win additional market shares, in a huge potential internal market.



« There is a real abundance of industrial projects in China: big groups, small and medium sized enterprises, startups, taking the nearly-virgin local market by storm. An increasing number of these actors needs to integrate in their offer visualization technologies and medical imaging analysis. Intrasense is uniquely positioned to meet this need, offering turn-key and optimized time-to-market solutions. » comments Stéphane Chemouny, Chairman and Chief Executive Officer of Intrasense.

China: an exploding healthcare market, second world player

Second after the USA, the Chinese healthcare market is experiencing a very rapid growth (+22.7% CAGR*) and represents a tremendous opportunity.

With 26,000 hospitals and 700 new institutions built every year, a public social protection becoming generalized – 98% of population covered, against 20% in 2012 –, the health spending will substantially increase in China.

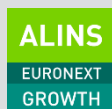
About Intrasense

Founded in 2004, Intrasense develops and markets a unique medical device called Myrian®, a software platform that facilitates diagnosis, decision-making and therapeutic follow-up and makes them more secure. Thanks to Myrian®, more than 800 health institutions spread over 40 countries use a unique and integrated platform supporting all types of imaging modalities (MRI, scanner...). Enriched with expert clinical modules dedicated to specific pathologies, Myrian® also provides a universal image treatment solution that can be fully integrated in any health information system. Intrasense includes 45 employees among which 20 are dedicated to Research & Development. Intrasense has been labelled 'innovative company' by the BPI and invested more than 9 million euros in Research & Development since its creation. For more information, please visit www.intrasense.fr.

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* +22,8% CAGR 2008-2012 - OMS