

MDX HEALTH		jaaroverzicht (\$ x 1.000.000)					positief-realistisch					kwartaaloverzicht (€ x 1.000.000)				forecast			
20-3-2018		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q1	2018 Q2	2018 Q3	2018 Q4
stijging product and service (2017: 55%-75%)				45%	59%	13%	46%	40%	35%	25%	25%								
Net Billings			21,3	38,0	49,3														
Unrecognized revenues			9,7	20,4	19,4														
- als aandeel van totale omzet - royalties			47%	56%	44%														
Revenues		7,5	11,6	17,6	29,9	40,5	41,0	57,5	77,6	96,9	121,2	5,4	18,6	6,5	10,0	9,2	9,9	10,6	11,2
- product and service		7,5	10,8	15,7	24,9	28,2	41,0	57,5	77,6	96,9	121,2	5,4	6,5	6,3	10,0	9,2	9,9	10,6	11,2
- Confirm				15,7	24,0	25,6	36,5					4,9	5,8	5,6	9,3				
- Select					0,9	2,6	4,6					0,5	0,7	0,7	0,7				
- Assure																			
- royalties / milestones			0,6	1,7	4,9														
- diversen			0,2	0,2	0,1	0,2								0,2					
- EXAS deal / others						12,1							12,1						
Costs of goods & services sold		5,8	6,4	6,9	10,1	10,2	14,0	17,8	21,7	24,2	30,3	1,9	2,3	2,3	3,6	3,1	3,4	3,6	3,8
Gross profit		1,7	5,2	10,7	19,8	30,3	27,1	39,6	55,8	72,7	90,9	3,5	16,3	4,2	6,4	6,1	6,6	7,0	7,4
gross profit % on products and service			41%	56%	59%	64%	66%	69%	72%	75%	75%	64%	64%	64%	64%	66%	66%	66%	66%
Operating expenses		13,2	18,3	25,1	32,7	42,6	52,4	61,8	72,3	81,0	90,7	8,7	10,0	11,7	12,2	12,5	12,9	13,3	13,7
stijging operating expenses			39%	37%	30%	30%	23%	18%	17%	12%	12%								
Operating result		-11,5	-13,1	-14,4	-12,9	-12,3	-25,3	-22,2	-16,5	-8,3	0,1								
number patients tested	average revenue/test				24.000	33.100	50.650					6.000	9.000	8.438	9.663	10.750	12.150	13.300	14.450
- confirm	1.200			15.000	20.400	21.400	30.400					3.900	5.850	5.250	6.400	7.000	7.400	7.800	8.200
- select	225				4.000	11.700	20.250					2.100	3.150	3.188	3.263	3.750	4.750	5.500	6.250
US					3.225	8.600	12.250					1.575	2.475	2.288	2.263	2.500	3.000	3.250	3.500
EU					775	3.100	8.000					525	675	900	1.000	1.250	1.750	2.250	2.750
- assure																			

Opmerking

2017 Q4 P&S revenue is relatief hoog (\$10 mio), vanwege (opmerking uit 9 months trading update 2017):

Sales growth was hampered by the impact of hurricanes Harvey and Irma. Volumes from Texas and Florida, which traditionally contribute significantly to order volumes, fell and depressed revenue in September. Moreover, a larger number of orders than usual were received during the last days of September. The patient test results for these orders were not reported by quarter-end and therefore not included in the revenue for the nine months ended September 30, 2017. Including revenue from these orders and excluding the estimated impact of the multiple hurricanes, pro forma revenue growth for the first nine months of 2017 would have been 11% year-on-year. Sales growth was hampered by the impact of hurricanes Harvey and Irma. Volumes from Texas and Florida, which traditionally contribute significantly to order volumes, fell and depressed revenue in September. Moreover, a larger number of orders than usual were received during the last days of September. The patient test results for these orders were not reported by quarter-end and therefore not included in the revenue for the nine months ended September 30, 2017. Including revenue from these orders and excluding the estimated impact of the multiple hurricanes, pro forma revenue growth for the first nine months of 2017 would have been 11% year-on-year.