

MAUNA KEA TECHNOLOGIES REPORTS FOURTH QUARTER AND FULL YEAR 2021 SALES

Global 2021 sales grew +18% year-over-year to €7.7M

Paris and Boston, January 20, 2022 – 5.45 PM CET – Mauna Kea Technologies (Euronext: MKEA) inventor of Cellvizio®, the multidisciplinary probe and needle-based confocal laser endomicroscopy (p/nCLE) platform, today announced fourth quarter and full year 2021 sales.

Total Sales for the Full Year 2021 increased €1.17 million, +18% year-over-year, to €7.70 million

- Systems sales at €3.19 million, +24% year-over-year
- Consumables sales at €3.20 million, +13% year-over-year
- Services sales at €1.30 million, +17% year-over-year

Total Sales for the Fourth Quarter of 2021 increased €0.23 million, +10% year-over-year, to €2.61 million

- Systems sales at €1.23 million, +8% year-over-year
- Consumables sales at €0.92 million, -5% year-over-year
- Services sales at €0.46 million, +70% year-over-year

“For the full year, global sales increased +18% year-over-year despite the unpredictable effects of the COVID-19 pandemic on the healthcare industry. Our strong installed base of users in the U.S. has enabled us to achieve +17% sales growth in this region even with pandemic-associated delays in elective procedures and capital sales. In Asia, which has operated in full isolation, we saw a modest decline of -11% in sales. In Europe, our focus on pancreatic cysts and food allergy applications has yielded a +66% growth in sales year-over-year, nearly returning to pre-pandemic levels,” said Nicolas Bouvier, interim Chief Executive Officer of Mauna Kea Technologies. “The efforts to establish a core base of committed U.S. users over the past three years, combined with our strategic repositioning and associated operating plan with optimized resources, are giving us much better visibility. We’re looking forward to executing our new strategic plan and regularly updating our investors on our progress.”

Fourth Quarter and Full year 2021 Sales by Category:

<i>(in € million) – IFRS</i>	Q4 2021	Q4 2020	€ Chg. Y/Y	% Chg. Y/Y	Full yr 2021	Full yr 2020	€ Chg. Y/Y	% Chg. Y/Y
Systems	1.23	1.14	0.09	8%	3.19	2.58	0.61	24%
Consumables	0.92	0.97	(0.05)	(5%)	3.20	2.83	0.38	13%
Services*	0.46	0.27	0.19	70%	1.30	1.11	0.19	17%
Total Sales	€ 2.61	€ 2.38	€ 0.23	10%	€ 7.70	€ 6.53	€ 1.17	18%

**Numbers may not foot due to rounding. Note: 2021 Q4 service revenue included €148K of collaboration service fees from clinical research partners.*

Fourth Quarter and Full Year 2021 by Geographic Region:

<i>(in € million) – IFRS</i>	Q4 2021	Q4 2020	€ Chg. Y/Y	% Chg. Y/Y	Full yr 2021	Full yr 2020	€ Chg. Y/Y	% Chg. Y/Y
United States	1.70	1.28	0.43	34%	4.18	3.59	0.60	17%
Asia-Pacific	0.52	0.66	(0.14)	(21%)	1.56	1.76	(0.20)	(11%)
EMEA & ROW	0.39	0.45	(0.06)	(13%)	1.96	1.18	0.78	66%
Total Sales	€ 2.61	€ 2.38	€ 0.23	10%	€ 7.70	€ 6.53	€ 1.17	18%

**Numbers may not foot due to rounding*

Fourth Quarter and Full Year 2021 Units Sales by Type

Units (#)	Q4 2021	Q4 2020	% Chg. Y/Y	Full yr 2021	Full yr 2020	% Chg. Y/Y
New Systems Sold	11	11	-	31	26	19%
New System Placements	2	2	-	15	10	50%
Total Systems	13	13	-	46	36	28%
Consumable Probe Shipments	143	196	(27%)	547	507	8%

Total shipments of Cellvizio systems increased 28% year-over-year for the full year, with growth in both sales and placements of systems.



Financial calendar: Annual results 2021 and First Quarter Sales 2022, April 21, 2022 (post-market).

About Mauna Kea Technologies

Mauna Kea Technologies is a global medical device company that manufactures and sells Cellvizio®, the real-time in vivo cellular imaging platform. This technology uniquely delivers in vivo cellular visualization which enables physicians to monitor the progression of disease over time, assess point-in-time reactions as they happen in real time, classify indeterminate areas of concern, and guide surgical interventions. The Cellvizio platform is used globally across a wide range of medical specialties and is making a transformative change in the way physicians diagnose and treat patients. For more information, visit www.maunakeatech.com.

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Disclaimer

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