



DMS GROUP OVERVIEW

AS OF DECEMBER 31, 2024



www.dms-imaging.com

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MESSAGE FROM THE CHAIRMAN

Dear Shareholders and Investors, The year 2024 marks a decisive step in the deployment of our strategic plan #Imaging 2027. Thanks to your trust and the remarkable commitment of our teams, DMS Group has achieved significant progress, demonstrated by solid growth in our revenue, a notable improvement in our operational profitability, and a substantial reduction in our debt starting from the second half of the year. **This positive momentum fully confirms our trajectory towards sustainable and profitable growth.**

We now approach 2025 with confidence. Indeed, the solid foundations established in 2024 allow us to anticipate a significant acceleration in our profitability starting in 2025. The active pursuit of our innovation strategy and our international development, combined with rigorous cost management, will enable us to continue generating sustainable value for all our shareholders.

Thank you for your trust and continued support.

Gallargues-le-Montueux, April 15, 2024

Samuel SANCERNI
Chairman and CEO

OUR COMMITMENTS

CUSTOMERS

To be a responsive partner that, through the agility, commitment, and expertise of its employees, provides customers with differentiating, high-value solutions with optimal service quality.

SHAREHOLDERS

To implement our strategic plan, Imaging 2027, while being attentive to opportunities to ensure profitable and sustainable growth for DMS Group and its shareholders, creating value while also embodying environmental and societal values.

ECOSYSTEM

To be a model and an engaged leader in our ecosystem through rich collaborations with our institutional and industrial partners in France, Europe, and internationally.

EMPLOYEES

To support our employees so they identify with the company's values, find meaning in their work, are proud of it, are responsible, know how to take initiative, are aware of collective challenges, and are confident in the collective.



LEADER IN MEDICAL IMAGING

DMS Group is a French digital radiology industry, internationally recognized, known as a key player and an unavoidable partner in the value chain, also recognized for the quality of its solutions, which are flexible, ingenious, and embody responsible values.



€46.1M

2024 Consolidated revenue



+100%

Growth of nearly 100% in 6 years, from 2018 to 2024



144

Employees



45

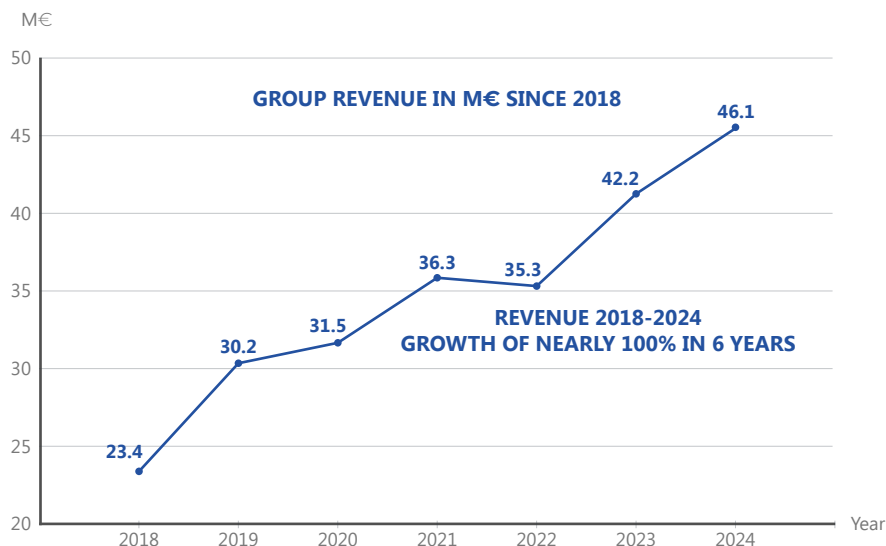
Years of expertise in medical imaging



N°1

French

FINANCIAL PERFORMANCE AND GROWTH ACCELERATION



- ⌚ DMS Group has achieved the feat of **doubling its revenue in 6 years.**
- ⌚ DMS Group has become **an indispensable partner** for Canon Medical Systems Europe & Fujifilm Healthcare.
- ⌚ DMS aims to become **a key player in digital and mobile imaging worldwide.**
- ⌚ DMS aims to create **lasting value for its shareholders.**

OUR AMBITION: BUILDING A CHAMPION IN MEDICAL IMAGING INNOVATION



PRODUCT

A roadmap for developing new products until 2025 to achieve the objectives of the #Imaging 2027 plan.



COMMERCIAL STRATEGY

A hybrid sales model making DMS Group one of the main OEM partners on a global scale.



SECTOR CONSOLIDATION

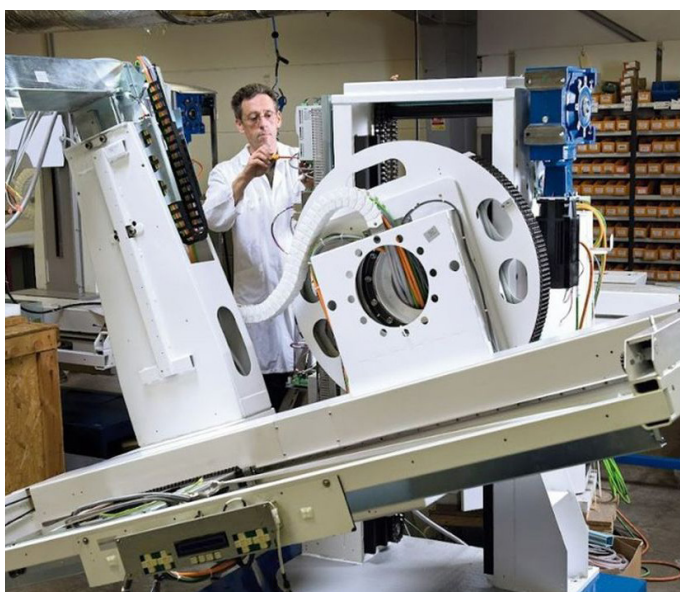
A targeted external growth strategy to build a major European player in medical imaging.

OUR STRATEGIC PLAN #IMAGING 2027

€70M
Revenue

14%
EBITDA margin

- An investment phase started in 2022 until mid-2025.
- A cost reduction and structural optimization phase starting in 2024.
- Operational leverage effect from 2025.



A COMMITTED MANAGEMENT TEAM

A management team focused on performance and supported by industry leaders.



SAMUEL SANCERNI

Chairman and CEO

- 25 years at DMS Group
- President of DMS Group since July 18, 2022
- Specialist in medical imaging with over 20 years of experience
- General Engineer
- Master II IAE International Commerce Montpellier
- HEC Certificate: Business and Corporate Strategy and Finance ICCF



VALÉRIE PUGNARONI

Chief Financial Officer

- Joined DMS in 2022
- 19 years of experience in audit at Ernst & Young and financial management
- Experience in listed industrial companies such as Schneider Electric and General Electric
- Master MDIE International Management Neoma Business School
- BBA International Finance Essex Business School



NATHALIE CAIRE-RICHARD

Human Resources Director

12 years of experience in Human Resources at McDonald's, Solonet, and in public administration.



JEAN-PHILIPPE DROSS

Customer Service Director

25 years of experience as a radiology product service manager. Master II Electronics and Computer Science specializing in Optoelectronics.



MICHAËL SIFRE

Production and Quality Director

8 years of experience at Eramet and Nestlé Water. Mechanical Engineer, production management.



SWAN TUFFERY

Research & Development / Compliance Director

10 years of experience at Honeywell. MSLac Innovation and Technology Management. Graduate of Grenoble Business School.



RICHARD VOISINNE

Purchasing & Supply Chain Director

17 years of experience in the automotive industry - PSA Peugeot Citroën and NTNSNR. Mechanical and Automation Engineer. Graduate of INSA Rennes.

PRODUCT RANGES AND INNOVATIONS AT THE HEART OF NEW MARKET NEEDS

A «BEST IN CLASS» RANGE AT THE HEART OF NEW MARKET NEEDS



Clinical Application

- Health and Aging
- Orthopedics
- Weight Disorders, Sports, and Well-being
- Pediatrics

PREMIUM RADIOGRAPHY AND FLUOROSCOPY EQUIPMENT



Proprietary software platform

- Optimized workflow
- Exceptional image quality
- Integrated processing tools



Innovation award



A TRANSVERSAL SOFTWARE PLATFORM BASED ON A.I.



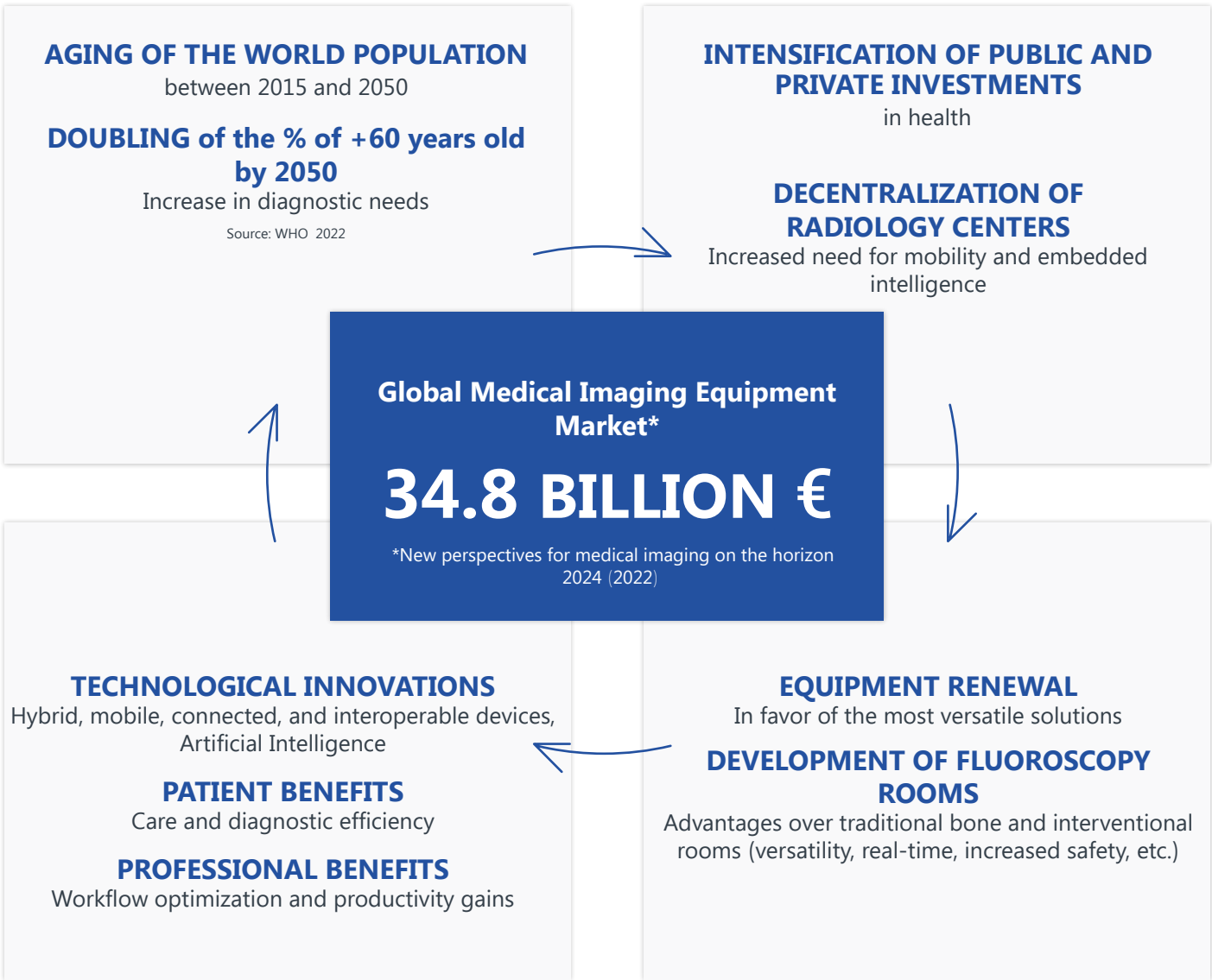
Proprietary software platform

- Simplified workflow
- Workflow automation
- Workflow mobility





STRUCTURALLY PROMISING MARKET TRENDS



A UNIVERSE RICH IN OPPORTUNITIES

Potential customers
for «new equipment»

Current/potential customers
for «existing offering»

GLOBAL GENERALISTS

- Combined revenue of nearly 30 billion € in 2021
- Over 70% market share
- Complete offering
- Integration of the entire value chain



CHALLENGERS

- Over 10 billion € in revenue in 2021
- Around 30% market share
- Historical film specialists repositioning towards medical imaging
- Limited technological and industrial expertise



Competitive advantages of DMS:
Complete mastery + Software solution
+ Differentiation through innovation

NICHE PLAYERS

- Specialist players
- Expertise from design to white-label marketing



A PROJECT SUPPORTED BY THE HEALTHCARE ECOSYSTEM

FINANCIERS



INSTITUTIONS



Member of the board of the
«French Healthcare Association»



Co-pilot the working group on mobile imaging within the Strategic Committee for the Imaging Industry



The MC2 solution – a non-motorized mobile radiology system – currently under development, is supported by France 2030



Vice-President of the Medical Imaging Group of SNITEM, the leading professional organization for medical devices and health technologies



Selected by the DGE for the first cohort of the «ETIncelles» program, consisting of 50 leading French SMEs with high potential

At the heart of MedVallée, initiated by the Occitanie region and Montpellier Méditerranée Métropole

OUR ROADMAP TO WIDEN THE GAP IN THE PREMIUM MEDICAL IMAGING SEGMENT

1



Q1 2024 XAVION

New remotely controlled table for Canon Medical Systems Europe

2



Q1 2024

New generation of Adam software: Multi-platform Adam

3



2024 JUNE M1 + ADAM

Integration of Adam software into the M1 mobile radiology unit

4



JFR 2024

New mobile radiology equipment based on new Carbon Nano Tube (CNT) technology

5



2025

New bone densitometry equipment
Launch in the USA (40% of the global market)

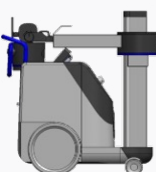
6



2025 / 2026

Development of a new innovative surgical C-arm

7



2025 / 2026 M2 + ADAM

New motorized mobile radiology equipment with advanced features



€4M investment,
including €2.1M
financed by the State

A HYBRID MODEL THAT MULTIPLIES MARKET COVERAGE

HOSPITALS / HOSPITAL CENTERS

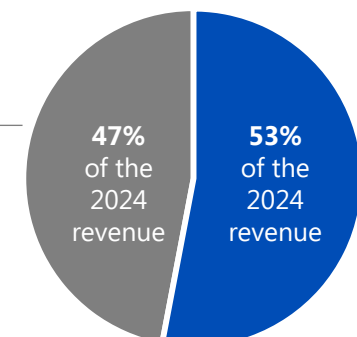
- Capture 100% of the value,
- Legitimacy with potential OEM partners,
- Direct access to market needs, essential for guiding innovation efforts,
- French purchasing groups:

resah



UnikA

- International: 140 distributors.



Own brand sales +3% compared to 2023 revenue

Private label sales -3% compared to 2023 revenue

INDUSTRIAL «OEM AGREEMENTS»

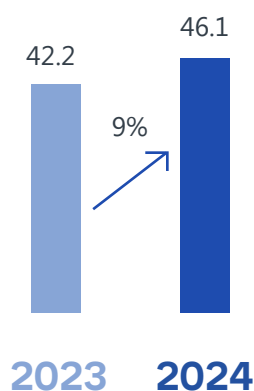
- Optimization of market coverage
- Control of marketing and commercial costs
- Response to the consolidation of the radiological sector requiring a globalized commercial force

Canon Carestream FUJIFILM

FINANCIAL INDICATORS AS OF 2024/12/31

Revenue

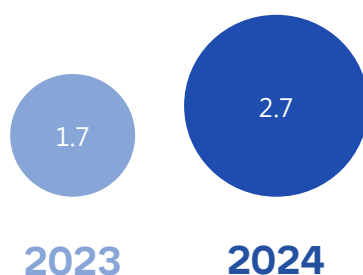
In M€



EBITDA

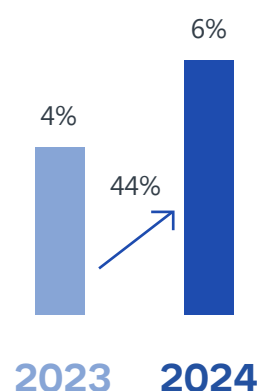
In M€. EBITDA is increasing compared to 2023.

- Growth mainly driven by:
- A strong increase in activity
 - Good cost control



EBITDA as a percentage of revenue

In %



CONFIRMED BREAKTHROUGH IN THE AMERICAN MARKET



Geographical distribution of revenue in 2024 (%) :

- **59%** Europe
- **17%** Americas
- **10%** Asia Pacific
- **6%** Africa
- **4%** Middle East
- **2%** CEI
- **1%** Oceania

Strengthening positions: over 75% of sales achieved in Europe and the Americas

- +68% in **Asia** (10% of total revenue)
- Close to 59% of total revenue in **Europe**





KEY EVENTS IN 2024 THAT WILL CONTRIBUTE TO THE EXPECTED GROWTH IN 2025

2023

97.28% Rating by FUJIFILM Healthcare Americas Corporation every semester

FEBRUARY 2024

European rollout of the «XAVION» solution

2024

XAVION, the new CANON standard in fluoroscopy tables
Extension of the **FUJIFILM** agreement to South America

MARCH 2024

Deployment of **Adam** in multi-platform version

MAY 2024

Signing of an agreement with the healthcare sector in **Denmark**

Obtaining **the first extra-financial rating** from Ethifinance agency, with a score of 70/100

SEPTEMBER 2024

Signing of a **strategic partnership with JPI Healthcare Solutions** for the sale of M1 radiology mobiles in the American and international markets

JUNE 2024

Medlink:
Signing of a strategic commercial agreement in the **United States**

DECEMBER 2024

Strategic large-scale contract for the supply of **M1 mobiles for the year 2025**, currently being finalized

Verso Capital, a major shareholder, **increases its stake to 26.4%**, reaffirming its support for the Group's strategy.

OCTOBER 2024

Launch of **ONYX** and **M1 Adam** at the Journées Francophones de Radiologie (JFR)

The first installations of Onyx are scheduled for the first quarter of 2025, pending market authorization.

2025

The Onyx and M1 solutions enable the Group to offer a complete range of high-value mobile radiology solutions across the global market.

In its **first extra-financial rating by the Ethifinance agency**, DMS Group received a score of 70/100, which is 13 points above the average of its reference sector, indicating a «high maturity» level. The social criterion was the most advanced, with a score of **91/100**, which is +31 points compared to the benchmark.

LIMITED
[0-25]

MODERATE
[25-50]

ADVANCED
[50-75]

EXEMPLARY
[75-100]

S7
BENCHMARK

70

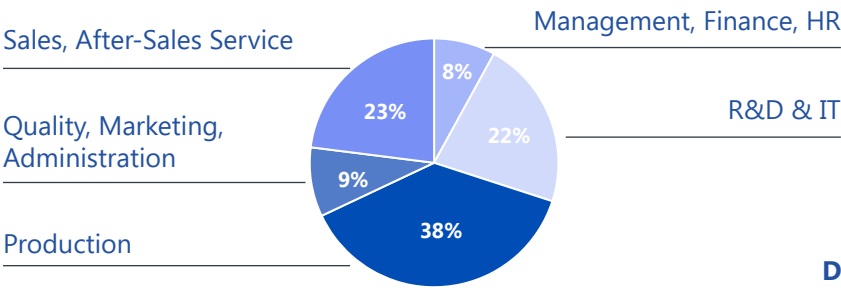
DMS
GROUP



DMS GROUP COMMITTED TO INNOVATION, GROWTH... AND PROFITABILITY!

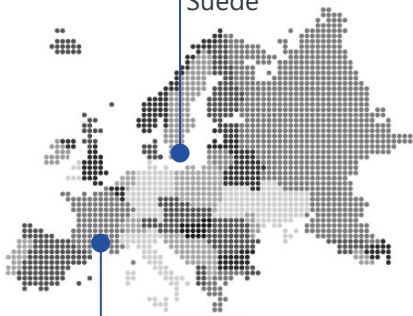
- 1. **Mastery of the value chain from design to assembly**, on the main site in Gallargues-le-Montueux and integration of the secondary site in Sweden in Vaxjo.
- 2. **Industrial organization** sized for the production of over 450 radiology tables per year.
- 3. **Capacity to deliver 2027 objectives** without extending resources.
- 4. **Completion of the recruitment plan** dedicated to implementing the roadmap: **144 employees as of 2024/12/31.**

Distribution of staff as of 2024/12/31



SOLUTIONS FOR TOMORROW

Väckelsång
Suède



**DMS IMAGING :
NEW USINE**
Gallargues-le-Montueux
France

MAIN SITE: 5,500 M²

- **2,500 m²** : Administrative, commercial, and design services
- **1,500 m²** : Production and after-sales service
- **1,500 m²** : Storage, reception, and shipping



GE HealthCare

GE Healthcare certification obtained in 2019
(solutions and manufacturing processes)



WWW.DMS-IMAGING.COM

DIAGNOSTIC MEDICAL SYSTEMS "DMS"

S.A. with capital of 24,699,681.78 Euros

Head office:

9 avenue du canal Philippe Lamour

30 660 Gallargues-le-Montueux

RCS Nîmes - 389 873 142