

USD (mio)	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2017q1	2017q2	2017q3	2017q4
stijging products (2017: 55%-75%)			45%	59%	55%	45%	40%	35%	30%	25%				
stijging royalties			183%	188%	55%	45%	40%	35%	30%	25%				
<b>Net Billings</b>		<b>21,3</b>	<b>38,0</b>	<b>49,3</b>							<i>inkomsten verdeeld over kwartalen</i>			
Unrecognized revenues		9,7	20,4	19,4							20%	22,5%	27,5%	30%
		46%	54%	39%										
<b>Revenues</b>	<b>7,5</b>	<b>11,6</b>	<b>17,6</b>	<b>29,9</b>	<b>46,2</b>	<b>67,0</b>	<b>93,8</b>	<b>126,6</b>	<b>164,6</b>	<b>205,7</b>	<b>9,2</b>	<b>10,4</b>	<b>12,7</b>	<b>13,9</b>
- product and service	10,8	15,7	24,9	38,6	56,0	78,3	105,8	137,5	171,9	171,9	7,7	8,7	10,6	11,6
- royalties / milestones	0,6	1,7	4,9	7,6	11,0	15,4	20,8	27,1	33,8	33,8	1,5	1,7	2,1	2,3
- government grant income		0,2	0,2	0,1										
Costs of goods & services sold	5,8	6,4	6,9	10,1	14,7	21,3	29,8	40,2	52,3	65,3				
<b>Gross profit</b>	<b>1,7</b>	<b>5,2</b>	<b>10,7</b>	<b>19,8</b>	<b>31,5</b>	<b>45,7</b>	<b>64,0</b>	<b>86,4</b>	<b>112,3</b>	<b>140,4</b>	<b>6,3</b>	<b>7,1</b>	<b>8,7</b>	<b>9,5</b>
gross profit % on products and service		40,7%	56,1%	59,4%	62,0%	62,0%	62,0%	62,0%	62,0%	62,0%	62,0%	62,0%	62,0%	62,0%
<b>Operating expenses</b>	<b>13,2</b>	<b>18,3</b>	<b>25,1</b>	<b>32,7</b>	<b>35,0</b>	<b>39,5</b>	<b>43,5</b>	<b>47,0</b>	<b>50,0</b>	<b>52,5</b>	<b>8,2</b>	<b>8,5</b>	<b>9,0</b>	<b>9,3</b>
-acquisition NovioGendix (aanname)			1,3	4,0										
-genormaliseerd	13,2	18,3	23,8	28,7										
<b>EBITDA</b>	<b>11,5-</b>	<b>13,1-</b>	<b>14,4-</b>	<b>12,9-</b>	<b>3,5-</b>	<b>6,2</b>	<b>20,5</b>	<b>39,4</b>	<b>62,3</b>	<b>87,9</b>	<b>1,9-</b>	<b>1,4-</b>	<b>0,4-</b>	<b>0,1</b>
Operating profit (EBIT)	16,0-	15,3-	14,5-	13,1-										
Cash 31-12		18,9	31,7	30,8										
emissie		15,3	36,5	21,7										
Shares #	34.251.303	37.676.303	45.153.633	49.796.595	49.796.595	49.796.595	49.796.595	49.796.595	49.796.595	49.796.595				
EPS (USD/share)		0,35-	0,32-	0,26-	0,07-	0,12	0,41	0,79	1,25	1,76				
<b>Revenues</b>														
Q1					6,7									
Q2					6,3									
Q3					9,1									
Q4					7,9									
<b>Sales Cologuard #</b>				<b>244.000</b>	<b>416.000</b>						<b>83.000</b>	<b>97.000</b>	<b>111.000</b>	<b>125.000</b>