



**OPSENS – Q3 2019 - RECORD QUARTERLY FFR REVENUES OF \$5.2 M, UP 49%**

**Quebec City, Quebec, July 11, 2019 – Opsens Inc. ("Opsens" or the "Company") (TSX:OPS) (OTCQX:OPSSF)** today reported its results for the third quarter of 2019.

**HIGHLIGHTS**

- Consolidated revenues of \$7.9 M for the third quarter of 2019 compared with \$6.4 M for the third quarter of 2018, an increase of \$1.5 M or 23%;
- Fractional Flow Reserve ("FFR") sales of \$5.2 M for the third quarter of 2019 compared with \$3.5 M for the same period last year, an increase of 49%;
- 44% increase in FFR revenues in the United States compared with the same quarter in 2018;
- Landmark supply agreement signed with Abiomed, Inc. ("Abiomed").

**GROWTH STRATEGY**

Opsens' medical sales reached a record level in the third quarter of 2019. FFR revenues increased by 49% year over year. "These results reflect cardiologists' acceptance of the OptoWire's distinctive features and the positive evolution of our sales approach deployed in the past year," said Louis Laflamme, President and Chief Executive Officer of Opsens. "We are also pleased with Opsens' extended collaboration with Abiomed through the signing of a five-year contract to supply a critical portion of their Impella CP® heart pump technology widely used in the United States. The agreement follows a co-development project to integrate Opsens' miniature optical pressure sensor into the Impella CP®. This partnership highlights the benefits of our optical technology for cardiac applications, as well as the accuracy of our measurement technology and the quality of our manufacturing capabilities," added Laflamme.

**FINANCIAL RESULTS - QUARTER ENDED MAY 31, 2019**

Opsens' product sales reached \$7.5 M in the three-month period ended May 31, 2019 compared with \$5.7 M in the same period, the previous year. This increase is mainly explained by an increase in FFR revenues compared with the quarter ended May 31, 2018. In addition, the Company recorded non-recurring license revenues of \$0.4 M (\$0.7 M for the same quarter 2018) for consolidated total income of \$7.9 M (\$6.4 M in 2018) for the quarter.

Gross margin increased for the quarter ended May 31, 2019 compared with the same period last year, from \$3.6 M to \$4.5 M.

Net loss was \$1.1 M for the period ended May 31, 2019 compared with \$0.8 M for the same period last year.

As of May 31, 2019, the Company had a cash position of \$17.1 M compared with \$10.9 M as of August 31, 2018.

(In thousands of Canadian dollars, except for information per share and gross margin %)	Three-Month Period Ended May 31, 2019	Three-Month Period Ended May 31, 2018	Nine-Month Period Ended May 31, 2019	Nine-Month Period Ended May 31, 2018
	\$	\$	\$	\$
<b>Revenues</b>				
Sales				
Medical	7,155	5,314	19,910	14,951
Industrial	371	337	1,672	1,387
	7,526	5,651	21,582	16,338
Licensing	337	747	3,302	1,865
	7,863	6,398	24,884	18,203
Cost of Sales	3,339	2,809	10,162	8,485
<b>Gross margin</b>	4,524	3,589	14,722	9,718
Gross margin (%)	58%	56%	59%	53%
Administration expenses	1,195	1,073	3,433	2,743
Sales and marketing expenses	3,059	2,460	7,941	6,891
R&D expenses	1,293	905	3,685	2,650
Financial expenses (revenues)	30	(3)	(3)	(18)
Change in fair value of embedded derivative	-	-	-	501
	5,577	4,435	15,056	12,767
<b>Net loss and comprehensive loss</b>	(1,053)	(846)	(334)	(3,049)
<b>Net loss per share – Basic and diluted</b>	(0.01)	(0.01)	(0.00)	(0.03)

**About Opsens Inc. ([www.opsens.com](http://www.opsens.com) or [www.opsensmedical.com](http://www.opsensmedical.com))**

Opsens focuses mainly on physiological measurements, such as FFR and dPR in interventional cardiology. Opsens offers an advanced optical-based pressure guidewire that aims at improving the clinical outcome of patients with coronary artery disease. Its flagship product, the OptoWire, is a second-generation fiber optic pressure guidewire designed to provide the lowest drift in the industry and excellent lesions access. The OptoWire has been used in the diagnosis and treatment of over 70,000 patients in more than 30 countries. It is approved for sale in the United States, European Union, Japan, and Canada.

Opsens is also involved in industrial activities in developing, manufacturing and installing innovative fibre optic sensing solutions for critical applications.

*Forward-looking statements contained in this press release involve known and unknown risks, uncertainties and other factors that may cause actual results, performance and achievements of Opsens to be materially different from any future results, performance or achievements expressed or implied by the said forward-looking statements.*

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