

Alpha



M . O . S

MULTI ORGANOLEPTIC SYSTEMS

A good last quarter which reduces the decrease of the turnover 2006/2007 : - 16 %

Toulouse, November 15th, 2007 – ALPHA M.O.S., (Euronext Paris, Eurolist C, *ISIN : FR0000062804-ALM*), the worldwide leader in the manufacture of electronic tongues and noses for industry, has reached a consolidated turnover of 4,243 million Euros at the end of the fiscal year 2006/2007 (on September 30th, 2006), compared to the 5,040 million Euros for the same period last year, which is a global decrease of 16 %, despite an increase of 10 % for the last quarter.

Turnover Comparison after Consolidation (Ex VAT)

Million Euros	2006/2007	2005/2006	Variation
First Quarter	0,992	0,890	+12 %
Second Quarter	0,857	1,525	-44 %
Third Quarter	0,822	1,194	-31 %
Forth Quarter	1.572	1.431	+10 %
Year to date	4,243	5,040	- 16 %

Alpha M.O.S. has a backlog of 0,449 million Euros for the current fiscal year versus 0,432 million Euros for the same period last year.

The efforts made by Alpha Mos to face up to unfavorable economic conditions during the second and third quarters were rewarded during the last quarter. Unfortunately it is not enough to consolidate the sales of last year.

Anyway, Alpha Mos hold out despite the unfavorable exchange rate.

The exchange rate had a negative impact on sales in Japan and in North America where customer budgets are indexed to the US Dollar and have decreased this year, compared to the Euro. Moreover the company had to overcome a very aggressive pricing policy in Japan and had to implement a specific marketing policy based on the technical quality of its products.



The fiscal year 2007/2008 should take advantage of Sales and Marketing efforts made last year.

The fiscal year 2006/2007, at the end of September 2007, showed the relevance of the investments in China not only with the level of sales (particularly for environment and law and order) but also thanks to the partnership signed with the Chinese National Institute of Standardisation (CNIS).

Alpha M.O.S. should also benefit from the experience of its laboratory in the sensory field by creating services for organoleptic analyses dedicated to familiar sectors such as pharma, food or environment.

In the short term, Alpha Mos will continue to focus on Pharma and Food Packaging, two industries which now represent a very significant part of the global turnover. In both fields, certification processes are engaged as well as for environment, a field where key industrial managers have chosen Alpha Mos instruments.

Jean-Christophe MIFSUD, CEO, comments : « The fiscal year 2006/2007 showed a significant drop of our sales due to the disparity of the exchange rate (a strong Euro compared to the Yen and the Dollar).

In the short term, we will continue to focus on the development of our growth which started to be effective during the last quarter of the previous fiscal year.

About ALPHA M.O.S.

Created by Jean-Christophe MIFSUD in 1993, Alpha M.O.S., specializes in the electronic digitization of human senses, and is the worldwide leader in electronic noses and tongues for industry with more than 600 instruments sold in the world. In 2005/2006

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