

# Seeing into the matter – a global edge for Optiscan’s miniature endomicroscopes



**Since its invention in 1988, Optiscan has taken its fibre optic confocal microscopy to world leadership with its miniature endomicroscopes now set to become the industry standard medical device in the company of MRI, CAT scans and ultrasound.**

This Aussie medical technology company’s breakthrough confocal microscope technology has seen global acceptance by regulators, successful clinical trials in leading hospitals in the US and Europe and glowing reviews in medical literature.

Optiscan’s endomicroscopes have allowed doctors to see histology (cell structure) during endoscopy for the first time, offering magnifications of 1000 times (compared to 30-40 times for other endoscopes), often removing the need for tissue sampling at all.

Leading the way into overseas markets and \$10 million in Optiscan sales over the last two years have been deals with Pentax and the Carl Zeiss Group of Germany.

As Optiscan’s new CEO, Ms Vicki Tutungi said the Hoya Corporation of Japan, as the new owner of Pentax, had identified rapid expansion of the medical business as the strategic driver behind the takeover. She said Hoya’s acquisition of Pentax would create new opportunities for Optiscan.

Tutungi has ten years’ experience in commercialising new technologies. She previously served at CSIRO as both Director of new Niche Manufacturing Flagship and Chief of the Division of Manufacturing and Materials Technology.

Her brief is to use her commercialisation nous to see Optiscan become a successful a high yielding entity, delivering substantial shareholder value.


She has an impressive start to build on. The Pentax deal with Optiscan for flexible endomicroscopy has already seen installation of its ISC – 1000 units in leading gastrointestinal medical centres around the world.

The Carl Zeiss Group agreement covers development, marketing and selling of Optiscan rigid confocal endomicroscopes for use by clinical specialists in key Zeiss markets.

The Zeiss branded endomicroscopes will be manufactured at Optiscan’s state of the art facility in Melbourne.

“This is a great example of high value added manufactures where Australia can hold its own,” Vicki Tutungi said.

“The supply of branded products has given us the global opportunities, but we are marketing another endomicroscope ourselves which has the potential to do away with live animal testing,” she said.

The future is exciting, with a whole new generation of endomicroscopic instruments possible including smaller, better, less expensive and even smarter machines with improved lenses and deeper tissue imaging. 

For more information contact:  
Vicki Tutungi, CEO Optiscan  
Ph: 03 9538 3347