

31 March 2017

Market Update

Optiscan remains on track with the strategic direction outlined at the AGM and in recent market updates. Recent progress includes:

- **Developing the Carl Zeiss Meditec (CZM) collaboration:**
 - Members of Optiscan (OIL) senior technical and software team are visiting CZM headquarters (Germany) in late March and early April to work on the final stages of production testing and converting Production Equivalent Systems (PES) to the final product (ie client ready).
 - As announced last month, orders for additional Production Equivalent Systems (PES) have been received and will be delivered in May-17.
- **Sales of ViewnVivo – our second-generation pre-clinical research product:**
 - USA:**
 - A successful visit to USA was undertaken by Head of Pre-Clinical Products Andrew Froude in March 2017.
 - There has been significant interest in the ViewnVivo system from research organisations in the USA on the back of the USA trip.
 - OIL is in discussion with a potential USA-based distribution partner who is looking to promote and represent the ViewnVivo product into the USA market.
 - China:**
 - Whilst conscious of the issues relating to sale and distribution in China, it is potentially a significant market for the ViewnVivo product.
 - Interest has been received from a number of potential distribution channel partners in the region and discussions are advancing and ongoing.
 - OIL will continue to explore opportunities in this market and has developed a risk mitigation strategy in doing so.
 - UK/Europe:**
 - Discussions continue with MR Solutions on their potential re-establishment as a Partner for distribution of ViewnVivo for specific pre-clinical geographic territories where they have coverage.
 - Discussions with the USA-based distribution partner (noted above) who has coverage in Europe have also commenced regarding European representation of ViewnVivo in markets outside of the USA.
 - Australia:**
 - Evaluations of the ViewnVivo continue for Australian research entities and universities on the back of the LMA Conference (February 2017).
- **Exploring new market opportunities for related Optiscan products and services:**
 - Nothing further to add to the last update in this area other than to highlight that Peter Delaney will predominantly be involved with CZM over the coming months. This is consistent with the advice from the last Market Update that we will *“ensure delivery of key projects whilst keeping an eye on the future”*.

Next Update

The next Market Update will be after the next Optiscan board meeting which will take place on 21 April 2017.

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About Optiscan

Optiscan is an Australian company that has developed and patented miniaturised confocal microscopes, and is a global leader in the development and application of microscopic imaging and related technologies for medical and research markets.

Disclaimer

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