



28 March, 2007

## **Optiscan FIVE 1 progress confirms second commercialisation**

- *Instrument certifications for all target markets complete*
- *Market development activity accelerating*

**Melbourne:** Optiscan has achieved significant progress for its second commercial instrument, the Optiscan FIVE 1 pre-clinical endo-microscope.

Instrument certifications are complete and have enabled customer interest generated through targeted promotion at exhibitions to be converted into product sales and shipments.

Direct sales activity in Europe, North America and Asia, supported by attendance at selected scientific congresses and exhibitions, has created a robust level of international customer interest in the Optiscan FIVE 1. Enquiry and quotation activity remains high and has resulted in solid levels of initial sales.

Usage of the instrument by customers is producing an increasing stream of research papers and articles being accepted for peer reviewed publication. This in turn will further support future sales, as the publications are promulgated through appropriate industry forums and exhibitions.

“Sales, strong customer interest and a growing publication pipeline confirm the establishment of a second commercial market for our unique endo-microscope technology.” said Matthew Barnett, Optiscan’s CEO. “Although we anticipate sales volumes will be smaller than those for major medical markets such as the Pentax ISC 1000, the higher margins from direct selling make the Optiscan FIVE 1 a modest but attractive commercial opportunity.”

### **Background**

Optiscan’s FIVE 1 confocal microscope is a variation of the ISC-1000 system supplied to Pentax that has been customised to meet the requirements of research markets. It is the second commercial instrument from Optiscan’s patented endo-microscope platform and is similar in functionality to the Pentax ISC-1000 endo-microscope system. The Optiscan FIVE is marketed under a direct sales model, which is managed by existing resources, resulting in minimal additional cost being incurred by the company.

Further information:

Matthew Barnett, CEO  
Tel (613) 9538 3347  
matthewb@optiscan.com

Bruce Andrew, CFO  
Tel (613) 9538 3398  
brucea@optiscan.com