



23 December 2016

## Market Update

### **AGM (Melbourne - 25 Nov 2016) and Mirror-Presentation (Perth 30 Nov 2016)**

Optiscan held its AGM in Melbourne on 25 Nov 2016 and repeated this same presentation to our shareholders in Perth on 30 Nov 2016. A copy of the presentation can be found under ASX announcements. We would like to thank all our shareholders who attended these meetings and trust you found them of interest and value.

### **\$1.932m Capital Raise (as announced 21 Dec 2016)**

At the aforementioned meetings, we provided shareholders with an update on our financial position and plans for the future. One of the pivotal points announced is that Optiscan is moving in to a production phase in 2017 as we move to commercialisation of our Zeiss Collaboration and ViewnVivo products. The \$1.932m capital raise announced on 21 December will be predominantly applied against the costs of production of the Zeiss and ViewnVivo units as well as day-to-day working capital. The raise will take Optiscan forward as it moves into a cash positive trading position from the last quarter of the 2016/17 financial year and into 2017/18. Our sincere thanks to those that contributed funds for this raise.

### **Revenue Generation from Zeiss Collaboration**

Optiscan is now in production phase with the Zeiss collaboration project even as we wait for regulatory approvals in 2017. We have sent Production Equivalent Systems (PES) to Zeiss this week with more systems to be delivered in the first few weeks of January 2017. Assuming these systems all pass internal testing, we have orders for additional systems to be delivered in the first half of 2017. The sale of these systems will generate revenues for Optiscan well in excess of AUD \$1m. Of note, Optiscan has not reported revenues in excess of \$1m since 2010.

### **ViewnVivo Marketing Activity**

Activity continues to obtain regulatory approvals of the new ViewnVivo system. It is anticipated that approval will be received to allow revenue generation from ViewnVivo sales from April 2017 onwards. Marketing activity has been ramped up in anticipation of the approvals with a number of product demonstrations having already taken place at key universities in Melbourne and Perth with more planned for 2017. Optiscan has also commenced a marketing campaign targeting the research markets in Australia and overseas.

Additionally, Optiscan is the Major Sponsor of the prestigious National Conference of Light Microscopy Australia (LMA) to be held in Melbourne on 1-3 February 2017. We will be presenting our ViewnVivo product at this event.

### **Season's Greetings**

We would like to take this opportunity to thank our shareholders for the continued commitment to Optiscan and wish you and your families well over the festive period.

### **Next Update**

The next Market Update will be after the next Optiscan board meeting which will take place in February 2017.

**Phone** (61 3) 9538 3333

**Website** [www.optiscan.com](http://www.optiscan.com)

PO Box 1066, Mt Waverley MDC VIC 3149 Australia

**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.

## Further Information

Alan Hoffman

Chairman

Ph: +61 408 968 013

Em: [alanh@optiscan.com](mailto:alanh@optiscan.com)