

# *Emerging-Trends:* Executive Laser Report OPHTHALMIC AND MEDICAL LASER HIGHLIGHTS October 2013

Volume VIII No. 10

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November 17, 2013

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## OPHTHALMIC LASER HIGHLIGHTS

### Financial News

- **Abbott's** financial results for the third quarter showed increased sales, and the company increased its quarterly common dividend.
- **LensAR** closed \$27 million in private equity financing and up to \$60 million in debt financing.

### Other News

- **Bausch + Lomb's** Technolas Teneo 317 excimer laser workstation received CE Mark in the European Union to treat all types of ametropia (refractive errors).
- **Biolase** and **Auris Surgical** are working together to develop a new ophthalmic surgery product.
- **Carl Zeiss Meditec** presented its Zeiss Cataract Suite markerless at the European Society of Cataract and Refractive Surgeons (ESCRS) meeting in Amsterdam, Netherlands.
- **Haag-Streit UK** launched **Ellex's** New Generation Tango laser. In other news, Ellex said that the pilot study looking at Retinal Rejuvenation Therapy (2RT) in 50 patients with early age-related macular degeneration (AMD) showed improvements in macula function and appearance.
- **LCA-Vision** said that 11,932 procedures were performed during 3Q13, an increase of 4% from 11,510 procedures in 3Q12.
- The FDA sent **Nidek** a warning letter after an inspection of its laser manufacturing facility in Aishi, Japan.
- **Quantel Medical** sold its 400<sup>th</sup> Multispot laser for the treatment of retinal diseases, diabetic macular edema (DME), central serous retinopathy, and retinal vein occlusion (RVO).
- **Schwind's** PresbyMAX Hybrid is the latest generation of procedures for the treatment of presbyopia. The Amaris product family also has a new addition; the Schwind Amaris 1050RS is the new flagship of Schwind's excimer laser portfolio.
- **Ziemer** celebrated the one-year anniversary of the launch of its Femto LDV Z model.

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**MEDICAL/SURGICAL LASER HIGHLIGHTS****Financial News**

- **AngioDynamics**' financial results for 1Q14 (ended August 31) showed flat net sales compared to 1Q13, and net loss narrowed.
- **Biolase** closed its previously announced agreement to sell 2,688,172 shares of common stock in a registered direct public offering to a single investor, Camber Capital Management.
- **Guided Therapeutics** began an exchange offer for certain of its outstanding warrants to purchase up to an aggregate of ~3.6 million shares of its common stock. In other news, the company received \$250,000 from Freedom Meditech, a San Diego, CA-based ophthalmic medical device company, as part of a licensing agreement.
- In an SEC 8-K filing, **Imaging Diagnostic Systems** said it was unable to file its Form 10-K for the year ending June 30 due to its inability to pay the costs associated with the filing.
- **Monteris Medical** said that it closed financing totaling \$13.3 million.
- **Novadaq Technologies** priced the underwritten public offering of 6,250,000 newly issued common shares at a public offering price of \$16.75 per share. Novadaq's 3Q13 financial results showed a 49% increase in revenue compared to 3Q12.
- **Spectranetics**' financial results for the three and nine months ended September 30 showed double-digit revenue growth, but net loss widened.
- **Synergetics USA**'s financial results for 4Q13 and fiscal year ended July 31 showed increases in sales but a 1% decrease in gross profit in 4Q13 vs. 4Q12. Net income dropped 26% year-to-year.
- **Vascular Solutions**' 3Q13 financial results showed an increase in revenue compared to 3Q12.

**Other News**

- **Alma Lasers** has a new non-invasive, RF-based technology for the treatment of hyperhidrosis and osmidrosis.
- **AngioDynamics** signed a sole source, three-year product agreement with the Large Integrated Delivery Network Group.
- **Lumenis** is expanding its FiberLase family of CO<sub>2</sub> laser fibers into gynecological surgery with the new FiberLase Gyn handpiece set.
- **Synergetics** plans to close its King of Prussia, PA, factory and consolidate manufacturing operations into its existing factory in O'Fallon, MO.
- **Syneron Medical** said that its multi-site clinical study for the UltraShape Contour I ultrasound device for non-invasive abdominal circumferential reduction showed an average reduction of 2.4-3.5 cm. In other news, Syneron/Candela's VelaShape III device won the Anti-Aging & Beauty trophy in the category of Non-Invasive Body Shaping Technologies at the Anti-Aging Medicine European Congress (AMEC) in Paris.

