

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

Volume VIII No. 11

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December 17, 2013

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OPHTHALMIC LASER HIGHLIGHTS

Financial News

- **Ellex Medical Lasers** said that it had a solid improvement in group sales during the four months ending on October 31 vs. the prior comparable period in fiscal 2013.
- **Iridex's** 3Q13 results showed increases in revenue and income.
- **LCA-Vision's** financial and operating results for the three and nine months ended September 30, 2013, showed that revenue increased, and net loss narrowed.
- According to an Israeli publication *Globes*, **Lumenis** plans to return to the NASDAQ by February 14, 2014, by raising \$100 million in equity.
- **TearLab's** 3Q13 financial results showed that revenue was up 247% compared to 3Q12, and net loss narrowed.

Other News

- The FDA approved topography-guided custom ablation LASIK procedures for **Alcon's** WaveLight Allegretto Wave Eye-Q excimer laser.
- **Carl Zeiss Meditec** received FDA approval for the expansion of a clinical trial in the US for the VisuMax ReLEx smile procedure for the correction of spherical myopia. The company also announced the US introduction of the Forum Glaucoma Workplace to help doctors diagnose and assess glaucoma and to streamline their diagnostic workflow. In addition, at the beginning of November, a Zeiss-sponsored diagnostic, treatment, and training center for eye doctors opened in Asunción, Paraguay. The company also presented several new systems and solutions at the European Society of Cataract and Refractive Surgeons (ESCRS) meeting in Amsterdam.
- **Iridex** introduced four new products at the annual meeting of the American Academy of Ophthalmology (AAO) November 16-19 in New Orleans.
- **LensAR** opened a clinical study under protocol to evaluate the laser system's use in softening the crystalline lens in presbyopic patients.

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- **Lumenis** received US FDA and Japanese Ministry of Health, Labour, and Welfare clearance for its Array LaserLink pattern scanning device for multi-spot laser photocoagulation.
- The FDA approved **Nidek**'s Customized Aspheric Treatment Zone (CATz) for the Navex Quest; EC-5000 excimer laser system, one of the first topography-assisted LASIK procedures.
- **Schwind** plans to market its Amaris excimer laser system in the US, and Alpheaeon has the exclusive marketing license.

MEDICAL/SURGICAL LASER HIGHLIGHTS

Financial News

- **Biolase**'s 3Q13 financial results showed a 10% drop in revenue compared to 3Q12. Net revenue for the past nine months increased 8% vs. the same period last year. In other news, the company is looking for an investment bank to explore possible mergers/acquisitions.
- **Cutera**'s 3Q13 financial results showed a drop in revenue.
- **Cynosure**'s financial results for the three months ended September 30, 2013, showed a 64% increase in revenue.
- **El.En. SpA**'s 3Q13 financial results showed a slight decrease in revenue compared to 3Q12.
- **Guided Therapeutics**' 3Q13 operating results showed that revenue plummeted compared to 3Q12, and net loss widened.
- **MedX Health**'s 3Q13 financial results showed drops in revenue and profit. In other news, the company is working to settle \$1,779,933 of debt owed to certain trade creditors, general creditors, and insider creditors.
- **Novadaq** closed its sale of 6,250,000 common shares, and gross proceeds were ~\$104.7 million.
- **PhotoMedex**'s financial results for the three and nine months ended September 30 showed a 19% drop in 3Q13 revenue and net income compared to 3Q12.
- **Solta Medical**'s 3Q13 financial results showed a drop in revenue vs. 3Q12, and 3Q13 revenue was \$33.5 million vs. \$35.0 million in 3Q12.
- **Syneron Medical**'s financial results for the three-month and nine-month periods ended September 30 showed that 3Q13 revenue was up 4% compared to 3Q12.

Other News

- **AngioDynamics** received CE Mark approval for its AngioVac venous drainage cannula and cardiopulmonary bypass circuit for use during extracorporeal bypass for up to six hours.
- Australia's Therapeutic Goods Administration cleared **Cynosure**'s PicoSure picosecond laser for the removal of tattoos and benign pigmented lesions. The device was introduced into the US earlier this year.
- A class action suit was filed against **PhotoMedex** on behalf of investors who said that the company's statements regarding its no!no! products, the company's growth, operations, and business prospects were false and misleading. In other news, the company ranked 143 on Deloitte's Technology Fast 500.
- Law firm Faruqi & Faruqi is investigating the board of directors of **Synergetics USA** for potential breaches of fiduciary duties in connection with the board's conduct in seeking shareholder approval for a stock and performance incentive plan.
- **Syneron Medical** and Unilever Ventures are forming a joint venture in home beauty devices called Illuminage Beauty.
- **Topcon Medical Systems** introduced 13 new products at the American Academy of Ophthalmology meeting.
- The FDA cleared **Tria Beauty**'s Age-Defying Laser, a light-based laser for home use.
- **Vascular Solutions** will be the exclusive US distributor of ITGI's novel pericardium-covered stent, for use in emergency interventions in native coronary arteries, aneurysms, and diseased saphenous vein grafts. ◆