

Emerging-Trends:

Executive Laser Report

OPHTHALMIC AND MEDICAL LASER HIGHLIGHTS

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We wish the crazy weather would stop! In the meantime, we hope that you are enjoying *Executive Laser Report Highlights*. Subscribe to *Executive Laser Report* and get a free subscription to our sister publication, *Trends-in-Medicine*, as well as *Quick Takes*, our weekly news summary. You can subscribe on our website: www.trends-in-medicine.com.

OPHTHALMIC LASER HIGHLIGHTS

Financial News

- **Iridex**'s 4Q13 financial results showed increased revenue and net income vs. 4Q12.
- **Lumenis** will price its IPO of 6,250,000 ordinary B shares at \$12.00 per share.
- **TearLab**'s consolidated 4Q13 financial results showed that revenue was up 176% to \$4.4 million compared to \$1.6 million in 4Q12.

Other News

- **LensAR** closed a deal with Optegra to install the LensAR laser system for refractive cataract surgery in all of its hospitals in the UK.
- **TearLab** closed its acquisition of the OcuHub business unit from AOAExcel, the for-profit subsidiary of the American Optometric Association.
- The Gores Group and **Technology4Medicine** closed on the acquisition of Fotona.
- **Topcon Medical Systems** released its Dicom compliant Imagenet 5 Digital Imaging System.
- The FDA gave 510(k) clearance to **Valeant Pharmaceuticals/Bausch + Lomb**'s Victus femtosecond laser platform for the creation of cuts/incisions in the corneas of patients undergoing cataract surgery or other ophthalmic treatment requiring cuts/incisions in the cornea.

MEDICAL/SURGICAL LASER HIGHLIGHTS

Financial News

- **Biolase**'s unaudited financial results for 4Q and full-year 2013 showed an increase in 4Q revenue compared to 3Q13 but a decrease compared to 4Q12, and net revenue was down 2% for the entire year. However, net loss narrowed. In other news, chairman/CEO Federico Pignatelli said that he will continue to receive a symbolic annual cash salary of \$1.00 for 2014.

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- **El.En. SpA** had an excellent 4Q13, and the year was closed substantially in line with expectations, with consolidated sales growth of 4.1% and an increase in operating income exceeding 28% compared to 4Q12.
- **Guided Therapeutics**' 4Q13 revenue dropped and net loss increased compared to 4Q12.
- **PhotoMedex**'s financial results for 4Q and full-year 2013 showed increases in revenue and profit.
- **Spectranetics**' financial results for the quarter and year ended December 31 showed 4Q13 revenue increased 14% vs. 4Q12, and net income also increased.
- **Synergetics**' 2Q14 financial results showed growth in sales and reported gross profit, operating margin, loss from operations, and net loss compared to the year ago period.

Other News

- A US District Court awarded **AngioDynamics** \$74.9 million in damages based on the company's claims that Biolitec, Biomed Technology Holdings, and Wolfgang Neuberger tortiously interfered with its US subsidiary's contractual obligations. In other news, the FDA cleared the company's BioFlo DuraMax chronic hemodialysis catheter and gave an expanded indication for the company's AngioVac cannula. The FDA also rejected an application by AngioDynamics' distribution partner, Medcomp, for 510(k) clearance of the Celerity tip location system.
- Oracle is suing **Biolase** about the board of directors' composition, saying that the company expanded the number of directors from six to eight unlawfully.
- **Cutera** unveiled two new systems, excel HR and enlighten, at the 72nd American Academy of Dermatology conference in Denver.
- **Lumenis** introduced three products at the American Academy of Dermatology meeting: LightSheer Infinity, LightSheer Desire, and a new addition for the M22 multi-application platform.
- **Lutronic** donated its dual-pulsed Q-switched Nd:YAG Spectra laser to treat Vietnamese children who are suffering from disfiguring pigmented lesions.
- **Sciton** premiered its Halo laser at the American Academy of Dermatology meeting.
- **Spectranetics** reported early success of the EXCITE-ISR clinical trial, which the company said achieved highly significant statistical superiority in both safety and efficacy.

