

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

Volume VIII No. 3

laser@emerging-trends.com

April 15, 2013

The full issue of last month's *Executive Laser Report* included coverage of the American Academy of Dermatology meeting in Miami. If you were a subscriber, you would have enjoyed it! Please consider subscribing to *Executive Laser Report* and to our sister publication, *Trends-in-Medicine*, and you can subscribe right on our website: www.trends-in-medicine.com.

OPHTHALMIC LASER HIGHLIGHTS

Financial News

- **Bausch + Lomb** filed an SEC form S-1 registration statement, through its holding company WP Prism, for an IPO. The number of shares and the total to be raised had not been determined, but speculations ranged from \$100 million to \$10 billion. *Bloomberg.com* reported that Warburg Pincus chose JPMorgan Chase to lead an IPO that would raise as much as \$1.5 billion.
- **Ellex Medical Lasers'** financial results for the half year showed that revenue was down 16% vs. the prior comparable period.
- **Iridex's** 4Q12 financial results showed higher revenue vs. 4Q11, the record high for ophthalmology sales in a quarter for the company.
- **TearLab** had a loss of more than \$19 million in 2012. Net 4Q12 revenue was three times higher compared to 4Q11.

Other News

- **Carl Zeiss Meditec** and Carl Zeiss have agreed on a new trademark license agreement.
- **Lumenis** unveiled its ResurFX fractional non-ablative module at the American Academy of Dermatology meeting in Miami, FL. The company is also partnering with the Wills Eye Institute in Philadelphia, PA, to provide glaucoma treatment to the city's underserved populations.
- **Nidek** prevailed in an appeal of a suit brought in 2008 by patients who claimed that they had been treated for farsightedness before the FDA had approved Nidek's laser for that purpose.

MEDICAL/SURGICAL LASER HIGHLIGHTS

Financial News

- **AngioDynamics'** preliminary 3Q13 results show net sales of about \$82 million, down from the forecast of \$89-\$90 million.

2731 N.E. Pinecrest Lakes Blvd.
Jensen Beach, FL 34957
772-334-7409 • Fax 772-334-0856
www.emerging-trends.com

Publisher: Stephen Snyder
Managing Editor: Michael Woods
Contributing Editor: D. Woods
Editor: Betty Teel

The information and opinions expressed in Executive Laser Report have been compiled or arrived at from sources believed to be reliable and in good faith, but no liability is assumed for information contained in this newsletter. Copyright © 2013. This document may not be reproduced without written permission of the publisher.

- **Biolase**'s unaudited 4Q12 financial results showed a 45% increase in net revenue vs. 4Q11 and an increase in net income vs. a loss in 4Q11. Biolase also declared a 0.5% stock dividend payable on March 29.
- **Biolitec** had group revenue of €21.1 million in the first half of fiscal year 2012/13 compared to €19.3 million for the same period in the previous year.
- **Cynosure** is buying **Palomar Medical Technologies** in a cash and stock transaction valued at ~\$294 million.
- **El.En. SpA**'s draft 2012 financial numbers show increases in revenue and income.
- **Guided Therapeutics** received ~\$1.65 million from the exercise of warrants that had an expiration date of March 1.
- **PhotoMedex**'s financial results for 4Q12 and full-year 2012 showed huge increases in revenue and gross profit.
- **Solta Medical** completed the acquisition of privately held Sound Surgical Technologies.
- **Spectranetics** plans to offer up to \$250 million of debt securities, preferred stock, etc.
- **Synergetics USA**'s 2Q13 financial results showed a drop in ophthalmologic and total sales.

Other News

- **Biolase** CEO Federico Pignatelli will continue to work at a symbolic annual cash salary of \$1.00 for the year 2013.
- **Novadaq Technologies** and Kinetic Concepts terminated agreements related to the Luna fluorescence imaging system.
- **Quantel Medical** received FDA 510(k) market clearance for the Vitra multispot laser.
- **Radiancy**'s no!no! Hair was named "Most Innovative Product" by multi-channel retailer HSN.
- A study published in the *Aesthetic Surgery Journal* found that **Solta Medical**'s Vaser shape system had a reduction effect on adipose tissue.
- **Syneron** launched its home hair removal device for all skin tones.
- **Vascular Solutions**' subsidiary Zerusa began a nationwide recall of Guardian II and Guardian II NC hemostasis.

