



28 June 2017

## Optiscan Appoints Exclusive North American Distributor

Optiscan Imaging Limited (**Optiscan, the Company** or **OIL**) is delighted to announce the appointment of an Exclusive Distributor for North America (USA and Canada). The Company has executed a Distribution Agreement for an initial term of 3 years with the option to extend for another 2 years, with Canadian based Scintica Instrumentation Inc. for the latest Optiscan Preclinical Research system, ViewnVivo.

Optiscan Chief Executive Archie Fraser, said “the exclusive partnership with Scintica Instrumentation Inc. for North America distribution of the Optiscan ViewnVivo system is a significant step. It is a further endorsement of the return of Optiscan as a global player and acceptance that ViewnVivo represents world leading technology in this increasingly important field.”

Scintica Instrumentation Inc. is jointly owned by Houston company, Indus Instruments and Canadian based ONS Projects Inc.

Indus Instruments is a well-established high tech engineering and manufacturing company which has reached the highest standards of quality and excellence in design and production of technical products for the medical equipment and preclinical research markets. Indus Instruments also has 20 years’ experience designing, building and supporting technical products for high tech clients in aerospace, chemical and the oil and gas industries.

ONS Projects Inc. is an investment, marketing, sales and distribution company who are experts in the scientific, preclinical and medical equipment field. ONS Projects has been responsible for the worldwide sales and marketing for Indus Instruments, with a doubling of global sales in the past 12-months.

Optiscan will benefit from Scintica Instrumentation Inc.’s market expertise, direct sales coverage, distribution and product support across the North American Preclinical Research markets.

Optiscan will work closely with Scintica Instrumentation Inc. to support the existing Optiscan customer base and a number of potential new customers in the United States that are currently trialling new ViewnVivo systems.

Optiscan and Scintica Instrumentation Inc. will work on joint sales and marketing plans including Optiscan committing to a significant presence at the World Molecular Imaging Congress (WMIC) to be held in Philadelphia in September 2017.

WMIC represents an opportunity to showcase the ViewnVivo technology directly to the opinion leaders in the Preclinical Research market and accelerate the take to market strategy in North America.

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Optiscan General Manager Preclinical Research Products, Andrew Froude, said “the appointment of Scintica Instrumentation Inc. represents a significant step forward and provides local North American representation with an organisation that has the market coverage, relationships, complementary product and service offerings and Preclinical Research industry experience, backed by deep technical capability, in one of the largest global markets for Optiscan.”

For further information:

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### **About ViewnVivo**

ViewnVivo is Optiscan’s latest miniaturised confocal endomicroscope technology platform for the Preclinical Research market. The unique and patented hand-held point scanning confocal imaging probe, enables In Vivo imaging not possible with any other technology or modality, with stunning sub-cellular resolution and automated Z-stacks to directly observe and capture systems biology for faster more complete research investigation. Researchers can now take the imaging to model rather than having to adapt the model for imaging.

### **About Optiscan**

Optiscan is the world leader in the development and manufacture of high-resolution Miniaturised Confocal Endomicroscopes for Clinical and Preclinical Research markets.

### **Disclaimer**

*All statements other than statements of historical fact included on this announcement including, without limitation, statements regarding future plans and objectives of Optiscan, are forward-looking statements. Forward-looking statements can be identified by words such as ‘anticipate’, ‘believe’, ‘could’, ‘estimate’, ‘expect’, ‘future’, ‘intend’, ‘may’, ‘opportunity’, ‘plan’, ‘potential’, ‘project’, ‘seek’, ‘will’ and other similar words that involve risks and uncertainties. These statements are based on an assessment of present economic and operating conditions, and on assumptions regarding future events and actions that are expected to take place. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Company, its directors and management of Optiscan that could cause actual results to differ from the results expressed or anticipated in these statements.*