

Market Update on Convivo

Optiscan (OIL) has significantly advanced the commercialisation of the Optiscan technology in neurosurgery with the product demonstration of “Convivo” by Carl Zeiss Meditec (CZM) in Boston and Venice in the last few weeks.

The Carl Zeiss Meditec (CZM) Collaboration

- CZM launched the CZM/OIL collaboration system named “Convivo” described by CZM as a “Digital Biopsy Tool” at two major neurosurgery conferences, EANS in Venice and CNS in Boston both held in early October 2017 with over 4000 professionals attending. At both major events, CZM had a significant presence in the form of a high-tech display suite displaying both their new flagship neurosurgery product, Kinevo 900 alongside Convivo.
- A team of 60 CZM sales personnel have been mobilised to promote the Kinevo 900 and Convivo products.
- The Convivo launch was supported online with an informative website and video.
<https://www.zeiss.com/meditec/int/products/neurosurgery/digital-biopsy-tool/convivo.html>
- CZM held specific product demonstrations for neurosurgeons and pathologists using Convivo in a simulated operating theatre set up on the CZM suite. In addition, presentations were delivered by opinion leading neurosurgeons who have been using the Convivo systems for the past months, drawing groups of 100 plus neurosurgeons to listen to the speakers’ insights of what Convivo can deliver during complex neurosurgical procedures.
- OIL Chief Technology Officer (CTO), Peter Delaney and Chief Executive Officer (CEO), Archie Fraser attended the CNS event in Boston to obtain feedback from this CZM selected neurosurgeon user group previously introduced to the Convivo system in addition to the many conference attendees exposed to Convivo for the first time.

Peter Delaney OIL CTO said, “direct feedback from the key neurosurgeons with initial hands on experience using Convivo over the last few months has been overwhelmingly positive. They believe Convivo will be a game changer.”

Peter Delaney added “discussions with CZM and neurosurgeons echoed that this “Digital Biopsy Tool” is a technology which will be a significant advancement for neurosurgery”.

Archie Fraser OIL CEO said, “Once again Carl Zeiss demonstrated their significant commitment to the success and commercialisation of Convivo There were many examples of this at CNS highlighted by the presence and genuine excitement of their 60 strong USA based sales force”.

- As part of the roll out by CZM over the coming months, further Convivo systems will be placed with additional key neurosurgeons around the world, prior to receiving final Convivo regulatory approvals.
- All approvals including CE and FDA are managed directly by the CZM regulatory team. All are progressing on schedule with CE approval for Europe expected first which will lead to earlier sales of Convivo into Europe prior to FDA approval.

Sales to Carl Zeiss Meditec (CZM)

- CZM continue to purchase systems from OIL this financial year (2017/2018) in the lead up to CE and FDA approval being secured. As previously reported FDA approval is expected to be in the early part of 2018 with the expectation of significant sales ramping thereafter.

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About Optiscan

Optiscan is an Australian company that has developed and patented miniaturised confocal microscopes, and is a global leader in the development and application of microscopic imaging and related technologies for medical and research markets.