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ASX ANNOUNCEMENT

Senior Appointment: General Manager - Preclinical Research Products

Optiscan is pleased to announce the appointment of Andrew Froude as General Manager - Preclinical Research Products as part of the company's new take-to-market strategy for the 2nd generation CellLive2 Product.

Optiscan's 1st generation product, CellLive, was last marketed between 2007 and 2011 in the Preclinical Research market. Installations of the 1st generation CellLive from 2007 to 2011 included sales into significant research universities and institutes in China, Japan, Singapore, Europe and USA.

With the CellLive2 product development now embedded in the 2nd generation product, Optiscan is now ready to take this new product to market through direct and indirect channels over the coming 12 months.

After completion of the final stages of preparing the CellLive2 for commercialisation, we anticipate sales to commence late in 2016. We estimate sales to build to levels in excess of \$1.4m in the 2016/2017 Financial Year. Furthermore, building on the 2016/17 sales momentum, we anticipate sales revenues to be generated into 2017/18 at levels that will ensure Optiscan is cash flow positive from that point forward.

Additional resourcing of a senior executive dedicated to this area of the global market is essential to the achievement of the forecast sales.

Andrew Froude has 25 years experience with technology-based organisations shaping and driving product direction, take-to-market strategies and delivering bottom-line profitability. Andrew has held extensive corporate and public sector senior roles with Fuji Xerox Asia Pacific, Hewlett-Packard Australia, Upstream Solutions and City Of Melbourne.

Optiscan Chief Executive Officer Archie Fraser said: "The Preclinical Research market globally is mature and of a significant size. Optiscan has a history of selling product into this market and, as our 2nd generation product is a major improvement on the 1st generation CellLive, we fully expect to deliver on our forecast for the 2016/2017 Financial Year and build a solid ongoing business in this Preclinical Research marketplace globally".

Andrew Froude will commence with the company on Monday 8th August 2016 and report directly to the Chief Executive Officer.

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 technologies for medical markets.

Further information:

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