



5 September 2007

Pentax reaffirms commitment to endo-microscope sales growth

Melbourne: Following senior level management meetings with Optiscan, Pentax has reaffirmed its commitment to driving sales growth for endo-microscopes, particularly in the US market.

At meetings in Tokyo late last week, Optiscan engaged in detailed discussion of endo-microscope sales and market development initiatives with the incoming President and other Pentax senior management.

“Pentax advised they were not satisfied with the sales progress to date.” said Matthew Barnett, Optiscan CEO. “They will be taking actions to improve future sales rates while providing Optiscan greater visibility of progress”.

“We were pleased to hear these reassurances as this was the first time we have met with senior Pentax executives since management changes associated with the Pentax merger with Hoya.”, said Mr Barnett

However, given Pentax’s current overstock of Optiscan supplied ISC 1000 control boxes, Optiscan confirms previous advice that sales in the current half year are likely to be for miniaturised scanners only and hence total sales will be substantially lower than the previous corresponding period.

Optiscan will continue to carefully monitor endo-microscope sales, and maintain a close dialogue with Pentax to ensure that sales rates improve.

Background

Optiscan is a global leader in microscopic imaging technologies for medical markets. Optiscan’s unique and patented technologies enable high-powered microscopes to be miniaturised and used inside the body. The technology enables microscopic imaging of up to 1000 times magnification to be achieved. Doctors can use the technology to instantly see cellular level details of tissue without the requirement to surgically remove tissue (biopsy).

Pentax has been licensed by Optiscan to use its patented miniaturised microscope technology in the field of flexible endo-microscopes.

Pentax became a subsidiary of Hoya Corporation in August 2007 after Hoya’s tender offer for Pentax shares secured over 90% acceptance.

Optiscan has also announced a collaboration with the Carl Zeiss Group in Germany for the use of its patented miniaturised microscope technology in rigid endoscopes in key Zeiss markets.

Further information:

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