

Industry Briefs Recent Developments in the Vision Care Industry

CK GAINS MOMENTUM

Refractec reports record sales and procedure numbers with its ViewPoint conductive keratoplasty system since it gained FDA approval in March of this year. Gross revenue surged by more than 64% to \$7.9 million in the first half of 2004, compared to \$4.8 million in the same time period last year. The number of presbyopic conductive keratoplasty procedures increased by more than 131%. This translated into a rise in gross revenue of more than 175%. The company also sold 97 systems, an increase of 35% over the same time period a year ago.

AMO EXPANDS CL BUSINESS

Advanced Medical Optics (AMO) announced it would market Complete Aquavision long-wear contact lenses in Europe and Asia. The company made a deal with Coopervision to sell the hydrogel HEMA/GMA contact lens in those markets. It will sell the lenses along side its complete line of eye care solutions. AMO also markets the Sensor, Tecnis, Array and Verisyse IOLs, as well as the Sovereign phaco machine and Amadeus microkeratome.

INSPIRING STOCK SALE

Inspire Pharmaceuticals is one of the latest ophthalmic product companies to test the waters of the US stock market. The company announced the closing of its follow-on common stock offering of 6,900,000 shares of common stock, including 900,000 shares sold upon the underwriters' exercise of their over-allotment option in full. The shares were at \$12.00 per share. The company has two products on the market, Elestat™ for the treatment of allergic conjunctivitis and Restasis® for the treatment of dry eye. Both products are marketed under co-promotion agreements with Allergan. Inspire receives royalties on net sales of both Elestat and Restasis. Inspire also has development and commercialisation arrangements with Santen Pharmaceutical.

OCCULOGIX IPO

OccuLogix, formerly Vascular Sciences, announced its intention to file a registration statement with the SEC for an initial public offering of stock. OccuLogix is an ophthalmic therapeutic company founded in 1996 to commercialise innovative treatments for eye diseases, initially targeting the dry form of AMD. The company

is developing the rheopheresis blood filtration method with the goal of halting progression of the dry AMD.

RNAI DRUG TO CLINIC

Acuity Pharmaceuticals filed an Investigational New Drug application with the FDA to initiate Phase I clinical trials of Cand5, its lead product candidate for treatment of wet age-related macular degeneration. Cand5 is the first of a novel class of compounds called small interfering RNA to reach the clinical trial stage. These compounds use RNA interference (RNAi) to shut down genes that promote the overgrowth of blood vessels that leads to vision loss in wet AMD. Cand5 shuts down the production of vascular endothelial growth factor, shown to be the central stimulus in the development of wet AMD and diabetic retinopathy. Phase I studies are scheduled to begin as early as September 2004, pending the FDA review.

GDX DEVELOPERS REACHING RECORD LEVELS

Laser Diagnostic Technologies, developer of the GDxVCC retinal nerve fiber layer imaging system for the detection and tracking of glaucoma, announced a record 35% increase in revenue in the past six months. The company attributes the record sales to several factors including published support of the GDxVCC technology by leading glaucoma specialists; improved performance including reliability, speed, clinical benefits, and ease of use; and customer centered Practice Building programs.

VISUDYNE SALES INCREASE

QLT increased revenues and earnings per share for the second quarter compared with one year before. The increases are attributed to increasing success of the AMD photodynamic treatment Visudyne, which had \$109.3 million in sales in the second quarter, an increase of 23% from the prior year. Visudyne sales outside the U.S. were \$57.2 million, up 30% over the same period last year.

NEW DISPOSABLE FROM OASIS

Oasis Medical has introduced a new instrument, the disposable Stromal Hydration cannula to their line of disposable instruments. The new 27g cannula was designed to irrigate the external portion of the stroma for improved sealing of clear cornea cataract incisions. It has a closed, flattened tip and an anterior 0.2mm port. The closed tip ensures that tissue will not clog the port upon entry into the incision. The anterior port location forces hydration to move to the external segment of the stroma, providing improved sealing of the incision.

BOTOX GOES UNDER COVER

Botox (botulinum toxin type A, Allergan), which began its career as a treatment for blepharospasm and has since become a major cosmetic treatment has received FDA approval for treatment of severe primary axillary hyperhidrosis that is inadequately managed with topical agents. The FDA approval was based on the results of two Phase III clinical studies, one conducted in the U.S. and one in Europe