

## ASX RELEASE

Ellex Medical Lasers Limited (ASX:ELX)

Adelaide, Australia

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Topic: **USA SLT Glaucoma Laser Update**

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Adelaide, Australia, 12 November 2013 – Ellex Medical Lasers Limited (ASX:ELX), a pioneer in medical technologies for the diagnosis and treatment of eye disease, today announced that it has recorded a solid improvement in group sales during the four months ended 31 October 2013 compared with the prior comparable period in the 2013 financial year. Of particular significance was a material improvement in sales in the USA.

In July 2013 Ellex commenced sales of its world-leading SLT glaucoma laser range (Tango™ and Solo™) in the USA. Interest from ophthalmologists in the USA has been strong, with our US business recording key SLT sales at a number of sites. This, combined with the positive impact of additional new product introductions and the lowering of the Australian Dollar relative to the US Dollar, has resulted in a boost to US sales of approximately 80% compared to this time last year.

Commenting on the performance of the Company's US business, Ellex CEO Tom Spurling stated: "Our performance in the US has been pleasing and we expect this positive trend to continue over the coming year. A number of planned sales and marketing initiatives, including the display of our SLT laser range at the 2013 Annual Meeting of the American Academy of Ophthalmology (AAO) in New Orleans, 16-19 November, are expected to boost sales further."

Andrew G. Iwach, MD, executive director of Glaucoma Consultants of San Francisco and Associate Clinical Professor of Ophthalmology at the University of California, is a leading proponent of SLT who has been using the Ellex Tango™ SLT/YAG laser in his clinic to treat glaucoma patients over the past several months. "I have been impressed by the laser's performance. In particular, its optics which allow me to visualise the trabecular meshwork in greater detail, and the fast 3 hertz firing rate which allows me to perform procedures faster – and with greater accuracy." Commented Dr Iwach.

At a group level, a double digit percentage sales increase has been recorded during the four months ended 31 October 2013 compared with the prior comparable period in the 2013 financial year. The positive result in the US has been augmented by good sales in Asia but tempered by slow sales in other regions due to continued economic uncertainty in Europe, civil unrest in the Middle East and the deterioration of the Japanese Yen against the Australian Dollar compared with the same period last year.

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## ABOUT ELLEX

Ellex Medical Lasers Limited (ASX:ELX) is a pioneer in the development of medical technologies for the diagnosis and treatment of eye disease. With more than 20,000 systems delivered to the market, Ellex has evolved since 1985 from a manufacturing company of primarily OEM products, to direct marketing of its own branded products through subsidiaries in the United States, Japan, Germany and Australia, and a network of distribution partners in more than 100 countries. In recent years, Ellex has diversified its product range beyond lasers and ultrasound equipment to include distribution of a number of complementary third-party ophthalmic products. .

For additional information about Ellex and its products, please visit [www.ellex.com](http://www.ellex.com).

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