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Fluoptics opens its US subsidiary

Grenoble – Fluoptics announces today the inception of its United States subsidiary, Fluoptics Imaging Inc., dedicated to the marketing of its innovative solutions for fluorescence imaging surgery.

Chaired by Fluoptics CEO, Odile Allard, Fluoptics Imaging Inc. is owned in full by Fluoptics and is based in Boston, Massachusetts. A national manager will be in charge of the sales operations in the clinical market.

"The American market of medical devices ranks first, both for its size and for the capacity to adopt game-changing clinical innovations. The inception of the US subsidiary is a major strategic step for Fluoptics, in a market that will in the long term account for 60% of the world market of fluorescence imaging", says Odile Allard.

Fluoptics gets already 50% of its revenue from the United States with the sales of its instruments for preclinical research. The company has filed a 510k request to the Food and Drug Administration (FDA) for its fluorescence imaging system Fluobeam® for use in surgery.

"We had already opened a sales office in the USA for our preclinical research solutions. Today, we announce a new step to speed up the introduction of our clinical solutions, to be proposed to American private and public hospitals. This implantation gives us the possibility to be in close contact with our clients and prospects, to reinforce the visibility of the company in the North American area, to develop our relationships with the medical community and to increase significantly our revenue", Fluoptics' CEO carries on.

The innovative solutions developed by Fluoptics combine an optical imaging system in the near infrared with the use of injectable fluorescent tracers. They assist surgeons in the operating room by helping them to see during the operation what they cannot detect with the naked eye.

About Fluoptics

Founded in 2009, Fluoptics develops and markets innovative solutions in the field of fluorescence image-guided surgery. This technology has many applications, among others in surgical oncology, for the resection of tumors and metastasis, for sentinel lymph nodes detection, but also in cardiovascular surgery, reconstructive surgery and liver surgery. Based in Grenoble, Fluoptics has today 13 employees. For more information: www.fluoptics.com

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