



Frederick Moll, president and CEO

Hansen Medical Inc.
Mountain View, CA

■ **Annual revenue:** \$22.2 million (FY ended 12/09)
■ **Key products:** Sensei robotic catheter and Artisan control catheter

■ **Reason to watch:** Hansen makes robotic catheter systems that allow surgeons to remotely guide a heart catheter with hand movements while seeing a 3-D view of the operation. Studies show that the systems lead to faster operations than manual catheter techniques. In May 2010, the company received conditional approval for a clinical trial of the Sensei and Artisan to treat atrial fibrillation.

■ www.hansenmedical.com



Ken Ferry, president and CEO

iCAD Inc.
Nashua, NH

■ **Annual revenue:** \$28.1 million (FY ended 12/09)
■ **Key products:** Image analysis technology for mammography, CT, and MRI

■ **Reason to watch:** iCAD is the only company with an FDA-approved CAD product for computed radiography mammography. Its SecondLook systems can detect up to 72% of missed breast cancers an average of 15 months earlier than screening mammography alone. The company was granted a patent for future iterations of SecondLook for use with the manufacturer's other image analysis products.

■ www.icadmed.com



Marcelo Lima, president and CEO

ImThera Medical
San Diego

■ **Annual revenue:** N/A (privately held)
■ **Key products:** Targeted hypoglossal neurostimulation (THN) system

■ **Reason to watch:** ImThera is banking on neurostimulation as an alternative to sleep masks used to treat obstructive sleep apnea, which are plagued by patient noncompliance. THN stimulates the nerve that provides motor innervations to tongue muscles. This prevents the tongue from falling into the throat and keeps patients' airways open. ImThera is currently conducting a pilot study in Belgium.

■ www.imtheramedical.com



James E. Muller, founder and CEO

InfraRedx
Burlington, MA

■ **Annual revenue:** N/A (privately held)
■ **Key products:** Coronary imaging system
■ **Reason to watch:** InfraRedx's LipiScan is the only FDA-cleared

product that detects and analyzes the intracoronary composition of lipid core plaque. This plaque, believed to cause heart attacks and complicate stenting, typically escapes detection from common diagnostic tests such as treadmill exams and coronary angiograms. The system measures light delivered through the blood and reflected from the artery wall, and eventually creates a map of the artery's chemical composition.

■ www.infraredx.com



J. Joseph Kim, president and CEO

Inovio Biomedical
Blue Bell, PA

■ **Annual revenue:** \$9.1 million (FY ended 12/09)
■ **Key products:** In vivo electroporation device
■ **Reason to watch:** By

merging with VGX Pharmaceuticals in 2009, Inovio increased its capabilities to develop DNA vaccines. The companies are creating a vaccine that targets H5N1 and have earned approval to test the vaccine in Korea. Inovio was named Best Early-Stage Biotech Company at the World Vaccine Congress in 2010. The award recognized the firm's electroporation device and development of DNA vaccines for influenza, HIV, and cancer.

■ www.inovio.com



Mike Nash, cofounder, president, CEO

iScience Interventional
Menlo Park, CA

■ **Annual revenue:** N/A (privately held)
■ **Key product:** Microcatheters and microcannulae
■ **Reason to watch:**

iScience was the first company to develop microcatheter and imaging systems that enable ophthalmologists to conduct site-specific surgery. Its products are used in canaloplasty—a minimally invasive procedure to lower the intraocular pressure in glaucoma patients. Each year about 3000 canaloplasty procedures are performed in the United States and about 2500 are performed outside the United States.

■ www.iscienceinterventional.com



Emma A. Durand, CEO and CTO

Isis Biopolymer Inc.
Providence, RI

■ **Annual revenue:** N/A (privately held)
■ **Key product:** IsisIQ active drug-delivery patch

■ **Reason to watch:** The company's early-stage drug patch could give doctors better control of drug delivery. The wireless, active iontophoretic patch is fully programmable, enabling the patch to be customized to the needs of the patient. The improved control also reduces the chance of under- and overdosing. Additionally, the patch is a biosensor that can detect skin emanation, which can be a sign of heart attack, shock, or diabetic reactions.

■ www.isisbiopolymer.com



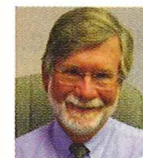
Eric Major, president and CEO

K2M Inc.
Leesburg, VA

■ **Annual revenue:** N/A (privately held)
■ **Key products:** Spinal stabilization and minimally invasive systems
■ **Reason to watch:** Oh top of earning multiple

510(k) clearances and industry awards since 2009, the spinal device company is busy expanding into international markets. K2M recently entered a distribution agreement to market products in Germany, opened a sales and distribution office in the UK, and got clearance to market its Mesa spinal system in Japan. Its Serengeti minimally invasive retractor system garnered a Medical Design Excellence Award in 2010.

■ www.k2m.com



Clyde Pratt, CEO

Kinamed Inc.
Camarillo, CA

■ **Annual revenue:** N/A (privately held)
■ **Key products:** Implantables and instruments for orthopedics and neurosurgery

■ **Reason to watch:** Despite a tough economy, the company has experienced double-digit growth for three consecutive years. Kinamed's financial success is due to its aggressive international marketing—about 50% of its sales are made abroad—and its ability to meet regulations in countries like Japan and China. Several products are FDA approved and the Gem total knee system is approved for investigational use.

■ www.kinamed.com