



AccuVein Announces Record Year with More Than 40% Growth in Domestic Sales

15 January 2015

Growth Fueled by Accelerated Adoption and Reorders

AccuVein Inc., the global leader in vein visualization, announced today that domestic sales grew over 40% year over year. This sales growth was achieved through a combination of new customers who have embraced the Company's innovative AV400 vein visualization technology and existing customers who are ordering additional devices.

This growth in sales brings the number of U.S. hospitals in which the AccuVein device is in use to almost 2,000. In addition, 100 percent of the 17 hospitals that U.S. News and World Report named as the nation's best hospitals are AccuVein customers.

"We are thrilled with our 2014 results," said AccuVein CFO Chuck Johnson, "AccuVein not only had a stellar 2014 but we have every expectation to continue this momentum in 2015. Vein visualization technology has gained recognition as an important standard of care, and AccuVein is the clear market leader to help deliver this standard. We're seeing use of the AV400 in departments that you might expect difficult access like neonates, pediatrics and emergency rooms, but we're also seeing in some cases hospital wide adoption, a trend that we believe will continue."

The use of vein visualization technology in facilities around the country has gained significant traction this year with the recommendation by the Infusion Nurses Society of vein visualization in their 2014 guidelines that "Vein visualization can improve success rates, decrease unsuccessful insertion attempts and improve patient satisfaction." Also studies completed this year showed a striking 45% reduction in escalation calls following the implementation of the AccuVein AV400, with 81% of nurses reporting an improved ability to cannulate veins.

About AccuVein Inc.

AccuVein Inc. is the global leader in vein visualization technology. AccuVein's flagship product, the AV400, is the world's only hand-held, non-contact vein illumination solution. It allows healthcare professionals to see a map of peripheral veins on the skin's surface with the goal of accessing or avoiding veins. It is built on proprietary technology as embodied in its growing patent portfolio that covers a broad range of imaging and medical diagnostic technologies.