
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

**Pursuant to Section 13 or 15(d) of
the Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported): January 16, 2013

MELA Sciences, Inc.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

000-51481
(Commission
File Number)

13-3986004
(IRS Employer
Identification No.)

50 South Buckhout Street, Suite 1
Irvington, New York
(Address of principal executive offices)

10533
(Zip Code)

Registrant's telephone number, including area code (914) 591-3783

(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instructions A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
 - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
 - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
 - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
-
-

Item 7.01 — Regulation FD Disclosure

On January 16, 2013, MELA Sciences, Inc. (the “Company”) provided a presentation to investors discussing, among other topics, an overview of the Company’s business and growth strategy. A copy of the investor presentation is being furnished as Exhibit 99.1 to this Form 8-K and is incorporated into this Item 7.01 by this reference.

Information in this Form 8-K includes “forward-looking statements” within the meaning of the Securities Litigation Reform Act of 1995. These statements include but are not limited to the Company’s plans, objectives, expectations and intentions and other statements that contain words such as “expects,” “contemplates,” “anticipates,” “plans,” “intends,” “believes,” “assumes,” “predicts” and variations of such words or similar expressions that predict or indicate future events or trends, or that do not relate to historical matters. These statements are based on the Company’s current beliefs or expectations and are inherently subject to significant known and unknown uncertainties and changes in circumstances, many of which are beyond the Company’s control. There can be no assurance that the Company’s beliefs or expectations will be achieved. Actual results may differ materially from the Company’s beliefs or expectations due to financial, economic, business, competitive, market, regulatory and political factors or conditions affecting the Company and the medical device industry in general, as well as more specific risks and uncertainties facing the Company such as those set forth in its reports on Forms 10-Q and 10-K filed with the U.S. Securities and Exchange Commission (the “SEC”). Factors that might cause such a difference include whether MelaFind® achieves market acceptance. Given the uncertainties affecting companies in the medical device industry such as the Company, any or all of these forward-looking statements may prove to be incorrect. Therefore, you should not rely on any such factors or forward-looking statements. The Company urges you to carefully review and consider the disclosures found in its filings with the SEC which are available at www.sec.gov and www.melasciences.com.

Some of the highlights contained in the investor presentation are:

- Information regarding the number of signed user agreements for MelaFind which, as of December 31, 2012, was over 100 units.
- Personnel additions in Germany, including a Regional President and Sales Representative as well as the number of sales representatives in the US.
- The Company’s attendance at and participation in several upcoming dermatological conferences and tradeshows, including:
 - a. Orlando Dermatology Aesthetic & Clinical Conf. – January (Orlando, Florida)
 - b. Winter Clinical Dermatology Meeting – January (Koloa, Hawaii)
 - c. Winter Skin Seminar – January (Park City, Utah)
 - d. Annual American Academy of Dermatology Meeting – March (Miami, Florida)
- The Company’s launch of pilot programs focused on achieving practice acceptance of MelaFind with an emphasis on training the full staff and intensifying and concentrating the initial usage period required for medical conversion to MelaFind.
- The Company’s goal to significantly reduce its manufacturing costs in 2013.

The investor presentation attached as Exhibit 99.1 to this Form 8-K is being furnished and shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of that Section. The information in Item 7.01 of this Form 8-K (including Exhibit 99.1) shall not be incorporated by reference in any filing or other document under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in any such filing or document.

Item 9.01 — Financial Statements and Exhibits

(d) Exhibits

99.1 Investor Presentation

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Company has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

MELA Sciences, Inc.

Date: January 16, 2013

By: /s/ Joseph V. Gulfo, M.D.
Joseph V. Gulfo, M.D.
President and Chief Executive Officer



Needham Growth Conference

MELA Sciences, Inc.

January 16, 2013

► *Forward Looking Statements*

This presentation includes “forward-looking statements” within the meaning of the Securities Litigation Reform Act of 1995. These statements include but are not limited to our plans, objectives, expectations and intentions and other statements that contain words such as “expects,” “contemplates,” “anticipates,” “plans,” “intends,” “believes” and variations of such words or similar expressions that predict or indicate future events or trends, or that do not relate to historical matters. These statements are based on our current beliefs or expectations and are inherently subject to significant uncertainties and changes in circumstances, many of which are beyond our control. There can be no assurance that our beliefs or expectations will be achieved. Actual results may differ materially from our beliefs or expectations due to economic, business, competitive, market and regulatory factors. The proposed offering is confidential. Anyone receiving or viewing the Management Presentation should keep it confidential and not use it for any purpose other than to consider an investment in the Company in connection with the offering.

MELA: Nasdaq CM

► *Development History*

1995	First application of computer vision technology to melanoma
1998	Initiation of development of MelaFind
2004	Protocol Agreement with FDA
2005	Initial Public Offering
2006	Establish commercial-grade manufacturing methods & supplier
2007-08	Execute pivotal trial
2009	PMA (Pre-Market Approval Application) Filed
2010	Not approvable letter; favorable FDA Advisory Panel meeting
5/2011	Amended MelaFind claim – limited to dermatologists; Citizen Petition; Amended PMA – training program
7/2011	Congressional Hearing - FDA admits not approvable letter "wrong"; if data match revised claim, will approve it
9/2011	CE Mark approval; FDA Approvable letter
11/2011	FDA Approval
1Q 2012	Commercial launch in US (Northeast) and Europe (Germany)

▶ Launch Progress Since March 2012

13 Cities in Germany



©MELA Sciences 2012



25 States in US

▶ Commercial Strategy 1st 12 months

- Placement of MelaFind system ~\$10,000
- ~\$50/exam
- Self-pay initially
- Dermatologists
 - US – goal of 200 signed contracts
 - Germany – goal of 75 signed contracts



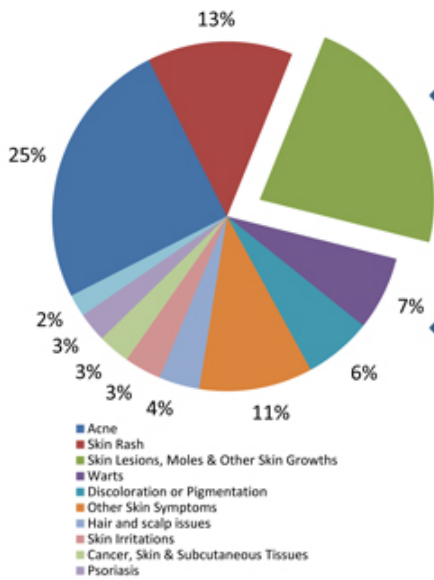
MelaFind
Optics by Carl Zeiss

► Revenue Contributions

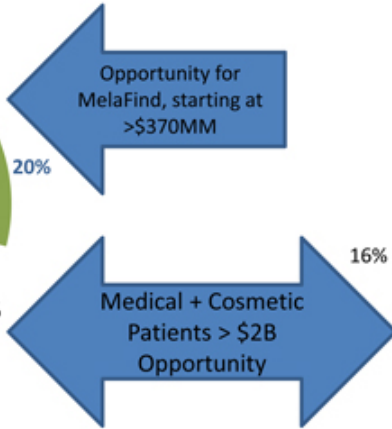
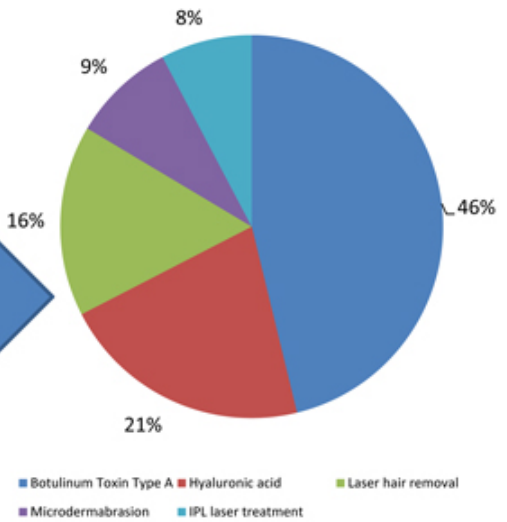
		ELEMENTS OF REVENUE			
		Initial Placement Fee: ~\$2K of \$10,000 (~\$8K to “deferred revenue”)			
		Placement Fee balance recognized @ ~\$333/month for 24 months			
		Card Sales - \$2,500 per box of 50 (1 per patient)			
		Germany – alternate model			
		Per month rental in Revenue Share model - \$1,000			
		Per patient payment in Revenue Share model (50/50) billed in arrears			
9 Mo's YTD					
Sales					
COGS	(\$				
Gross Profit					
R & D					
G & A	\$				
Other		\$43,230	\$63,283	(\$20,053)	(32%)
Total		(\$16,594,090)	(\$15,862,380)	(\$731,710)	(4.6%)

► 43.7 M Medical & Cosmetic Procedures in the US per Year

37 Million Patients for Medical Visits¹



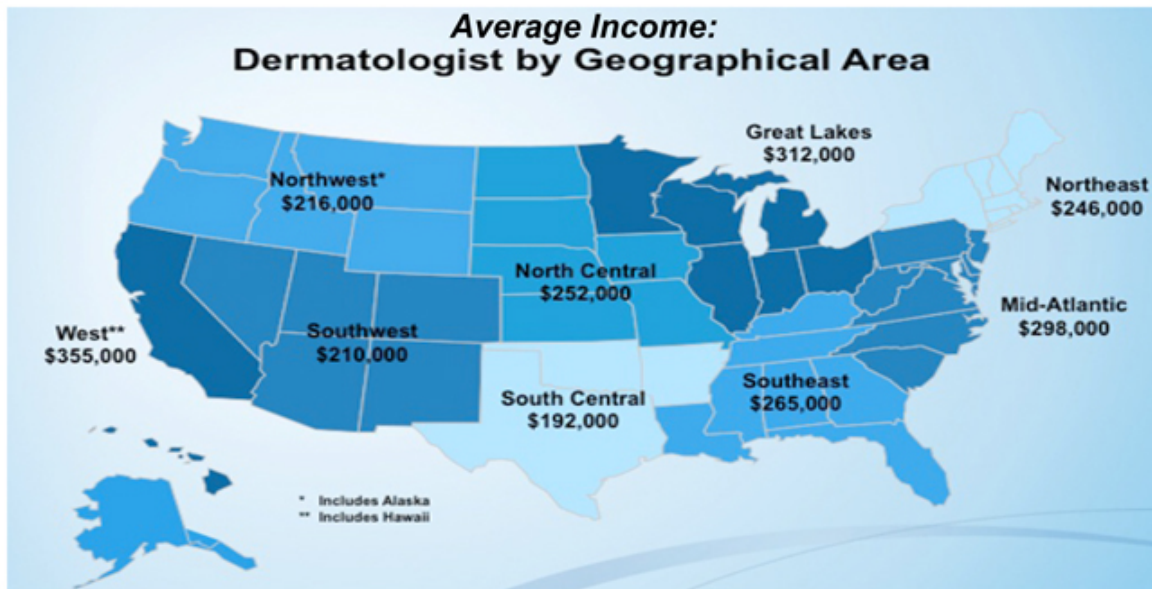
5.7 Million Patients for Cosmetic Visits²



Source: 1. <http://yourhealthaccess.com/dermatology>, 2012 Advance Data, Number 240
 2. American Society for Aesthetic Plastic Surgery, 2011

*MelaFind® increases dermatologist compensation,
without taking time away from the patient*

MelaFind® can add >\$96,000/per year to a dermatologist's compensation if used once an hour and charging \$100 per session



Source: Medscape Dermatology Compensation Report: 2012 Results.
<http://www.medscape.com/features/slideshow/compensation/2012/dermatology>

▶ 2012 Accomplishments

- Launched MelaFind (March)
- Product upgrades
- Developed infrastructure for national business
- Many examples of clinical benefit of MelaFind
 - ✓ *Melanomas detected*
 - ✓ *Unnecessary biopsies averted*
- Ended year with over 100 signed user agreements
- Cleveland Clinic Top 10 Innovations for 2013; other unsolicited media attention (print and TV)
- German Reader Study results
- Initiated FDA post-Approval study
- Refined messaging and strategies for increased usage

▶ 2013 Goals

- Drive toward goal of 275 signed use agreements by March 31, 2013
- Expedite MelaFind practice integration & increased usage:
 1. *Practice commitment at time of placement*
 2. *Peer to peer medical communications*
 3. *Patient communications*
 4. *Enhanced client services*
- Reduce manufacturing costs significantly
- Begin push to cash flow positive

▸ 2013 Key Tactics

- **Dermatology meetings**

1. *Winter Clinical*
2. *Orlando Derm Aesthetic & Clinical*
3. *Winter Skin*
4. *Annual AAD meeting*

} 1Q 2013

- **Agency (Rpr) efforts**

1. *Consumer Media & Skin Cancer Detection campaigns*
2. *Health & Beauty Magazine PR*
3. *Melanoma Monday campaign*
4. *Targeted patient mobilization*

- **In office integration and awareness efforts**

► Rpr Client & Industry Experience



Neutrogena
Neutrogena
cosmetics



Aveeno.
ACTIVE NATURALS.



Medesthetics

Lubriderm



ACUVUE
BRAND CONTACT LENSES

DermatologyTimes

AS|DS
American Society for
Dermatologic Surgery

SkinMedica



CUTERA

Skin & Allergy News
The Leading Independent Publication for Medical, Hospital,
and Academic Dermatology



NEOVA

no!
no!

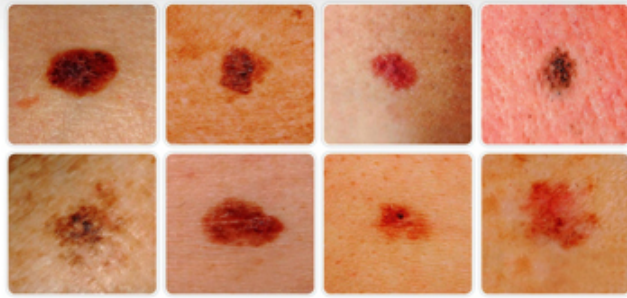
NEOSTRATA
COMPANY



► Usage

*Rolling-out
tactics to
increase
awareness of
melanoma
and
MelaFind...
increasing
usage*

Do you have any moles on your body that look like these?



Melanoma is the deadliest form of skin cancer, responsible for 75% of all skin cancer fatalities.¹ But when treated early, melanoma is often curable.²

What can you do if you spot a mole that looks like this?

#1 Ask for a skin exam and bring those irregular moles to the attention of your dermatologist.

#2 Ask your dermatologist if **MelaFind[®]** is right for you.



MelaFind[®] can see deep below the surface of your skin without causing you any pain or discomfort and provides your dermatologist with information about the irregularity of your moles. It can help your dermatologist differentiate healthy moles from cancerous moles, which means it can help your dermatologist catch melanoma at its most curable stage.

For more information about MelaFind[®], visit www.melafind.com.

While MelaFind[®] is intended to be used when a dermatologist chooses to obtain additional information for a decision to biopsy, MelaFind[®] should NOT be used to confirm a clinical diagnosis of melanoma. As with all tools to provide additional information during skin exams, there is a risk that melanomas will be missed and benign moles will be biopsied. MelaFind[®] is indicated for use on clinically atypical cutaneous pigmented skin lesions with a diameter between 2 mm and 22 mm that are accessible by MelaFind[®], sufficiently pigmented (i.e., not for use on non-pigmented or skin-colored lesions), that do not contain a hair or fibrous component with granular texture, where the skin is either (i.e., non-irradiated or non-bleeding lesions), that are more than 1 cm away from the eye, do not contain foreign matter, and are not on special anatomic sites (i.e., not for use on palms of hands, soles of feet, genitalia, and beneath the nails).
References: 1. American Cancer Society. Cancer Facts & Figures 2009. 2. <http://www.aad.org/in-conditions/dermatology/a-to-z/melanoma/symptoms>

MELA
13

50 South Bedford St., Suite 1, Kingsport, TN 37663 | www.melafind.com | ©2012 MELA Sciences, Inc. | MELA13-001 Rev. 4/2012



► MelaFind Advertisements by dermatologists

KABINETT
 NEUE TECHNOLOGIE VERBESSERT FRÜHERKENNUNG BEI SCHWARZEM HAUTKREBS
 MelaFind
 Optics by Carl Zeiss

ALSTER
 TOP TERNINE
 TREND TASCHEN
 Getroffen!
 MelaFind
 Optics by Carl Zeiss

MelaFind
 See more. Know more.
 Optics by Carl Zeiss

THE BEAUTY AUTHORITY
NEW BEAUTY
 10 SECRETS TO STAYING SEXY AT EVERY AGE
 MIRACLE MAKEOVERS
 CHARLIZE
 GORGE
OUR BIGGEST BEAUTY INNOVATION ISSUE!
 MelaFind - Melanoma Diagnostic Tool
 Optics by Carl Zeiss

MelaFind
 Optics by Carl Zeiss

MelaFind - Melanoma Diagnostic Tool
 Optics by Carl Zeiss

In the diagnosis of atypical PSLs.
 Get a new perspective on melanoma.
 MelaFind® gives you objective data for better biopsy decisions
 +
 Helps you decide which atypical PSLs to biopsy
 +
 Works together with your current protocols
 +
 Noninvasive
 +
 FDA-approved, clinically-proven device
 See more. Know more.
MelaFind
 Optics by Carl Zeiss

► MelaFind Advertisements by MELA

The New York Times

Aide to Obama Faces a Big Test in Fiscal Talks
Chief of Staff Confronts White House Chief

U.S. IS STUMBLING IN KEEPING AIDES FROM PARASITES
U.S. INCREASES PRESSURE

The Empty Promise of Tax Incentives
Governments Give Up \$40 Billion a Year, but Jobs Don't Still Vanish

Mortgage Catch Phrases Widen Into Foreclosure

In Paisley Russia, It's Official: End of the World Is Not Near

Amid Egypt's Duel on Democracy, Vote Is Called

Colt Price Revised, Buy Now, Save Later

IF YOU HAVE SKIN, YOU'RE AT RISK FOR MELANOMA.

EVERY HOUR, ONE PERSON IN THE U.S. DIES FROM MELANOMA. AND THE SADDEST PART IS THAT MELANOMA IS CURABLE WHEN CAUGHT EARLY.

MelaFind® is a diagnostic tool that helps your dermatologist make a decision about whether or not to biopsy an unusual mole. That's important because it's sometimes not completely clear which moles might be cancerous... and even the most experienced doctor can have a doubt.

MelaFind® lets your doctor see beneath the surface of the skin to get a better look at what's going on with the questionable moles and marks you might have. The factual data your doctor gets can help with making a decision to biopsy. MelaFind® is painless, and it's been tested in clinical trials and approved by the FDA.


Do you have any moles that look like these?



A chance to put a microscope on moles of the budget deal, or to feel your doctor's pulse.

MelaFind®
 Optics by Carl Zeiss

2 Died in Accident at Miami Airport



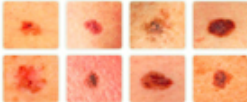
IF YOU HAVE SKIN, YOU'RE AT RISK FOR MELANOMA.

EVERY HOUR, ONE PERSON IN THE U.S. DIES FROM MELANOMA. AND THE SADDEST PART IS THAT MELANOMA IS CURABLE WHEN CAUGHT EARLY.

MelaFind® is a diagnostic tool that helps your dermatologist make a decision about whether or not to biopsy an unusual mole. That's important because it's sometimes not completely clear which moles might be cancerous... and even the most experienced doctor can have a doubt.

MelaFind® lets your doctor see beneath the surface of the skin to get a better look at what's going on with the questionable moles and marks you might have. The factual data your doctor gets can help with making a decision to biopsy. MelaFind® is painless, and it's been tested in clinical trials and approved by the FDA.

Do you have any moles that look like these?



If so, ask your dermatologist if MelaFind® is right for you.

MelaFind®
 Optics by Carl Zeiss

For more information and to find a dermatologist near you who's using MelaFind®, visit www.melafind.com.

Important Safety Information
 MelaFind® is intended to be used only as a diagnostic device to gather additional information for a doctor to biopsy. MelaFind® should not be used to confirm a clinical diagnosis of melanoma. It does not detect all types of cancer, including skin cancer. There is a risk that melanoma will be missed and larger moles will be biopsied. MelaFind® is intended for use on clinically normal, unselected skin. It is not intended for use on skin with precancerous or cancerous lesions. It is not intended for use on skin with active moles, warts, or other skin conditions. It is not intended for use on skin with active moles, warts, or other skin conditions. It is not intended for use on skin with active moles, warts, or other skin conditions.

MELA

MelaFind Chosen as One of Top 10 Medical Innovations for 2013 by Cleveland Clinic

Criteria for Inclusion are Significant Clinical Impact, High Probability of Commercial Success, and Significant Human Interest

 Press Release: MELA Sciences, Inc. – Mon, Nov 5, 2012 7:00 AM EST

NEW YORK, Nov. 5, 2012 (GLOBE NEWSWIRE) – MELA Sciences, Inc. (MELA), the medical device company that has developed MelaFind[®], a breakthrough device intended to help dermatologists detect melanoma when it is still curable, announced today that it has been included in the Top 10 Medical Innovations for 2013 compiled by the Cleveland Clinic.

Top 10 Medical Innovations: 2013 | 15

Handheld Optical Scan for Melanoma

Skin cancer is the most common cancer in the United States, affecting millions each year. One in five Americans will develop this cancer in their lifetime. According to the National Cancer Institute, the incidence of melanoma, the least common but most lethal type of skin cancer, has been increasing for at least 30 years, mainly due to UV radiation from sunlight. More than 76,000 Americans develop melanoma annually and 9,000 are expected to die from it this year.

The survival rate of patients diagnosed with early melanoma is almost 99%, while survival for patients diagnosed with advanced stage cancer drops to about 15%.

Annual costs for treating skin cancer in the United States exceed \$2 billion.

©M



► *MelaFind*[®] Presence

2013 Conference Schedule – US

- Orlando Dermatology Aesthetic & Clinical Conf. – Jan. (Orlando, FL)
- Winter Clinical Dermatology Meeting – Jan. (Koloa, HI)
- Winter Skin Seminar – Jan. (UT)
- Annual American Academy of Dermatology Meeting – Mar. (Miami, FL)
- Atlantic Dermatological Conference – April (Washington, D.C.)
- South Beach Symposium – April (Miami Beach, FL)
- FL Society of Dermatology & Dermatological Surgery – May (Boca Raton, FL)
- Real World Dermatology for Residents Conference – June (Las Vegas, NV)
- American Academy of Dermatology Summer Meeting – July/Aug. (NY, NY)
- American Dermoscopy Meeting – Aug. (Whitefish, MT)
- Fall Clinical Dermatology Meeting – TBD (Las Vegas, NV)
- American Society for Dermatologic Surgery Annual Meeting – Oct. (Chicago, IL)
- Annual Mount Sinai Winter Symposium – TBD (TBD)

2
0
1
3

► *MelaFind*[®] Presence

Upcoming Dermatology Conferences - Germany

- Dermatologische Praxis – Mar. (Frankenthal, Germany)
- 47th DDG-Session – May (Tagung, Germany)
- European PostASCO Meeting – TBD (Germany)
- Practical Dermatology & Venerology Conference (FOBI) – TBD (Germany)
- 8th World Congress of Melanoma – July (Hamburg, Germany)
- German Skin Cancer Society Meeting (ADO) – Sept (Germany)

2
0
1
3

▶ *Early Detection is the Only Hope for a Cure*



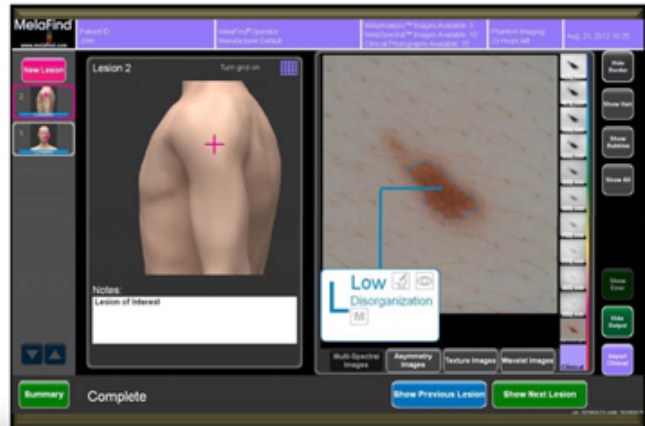
► How Does MelaFind Work?

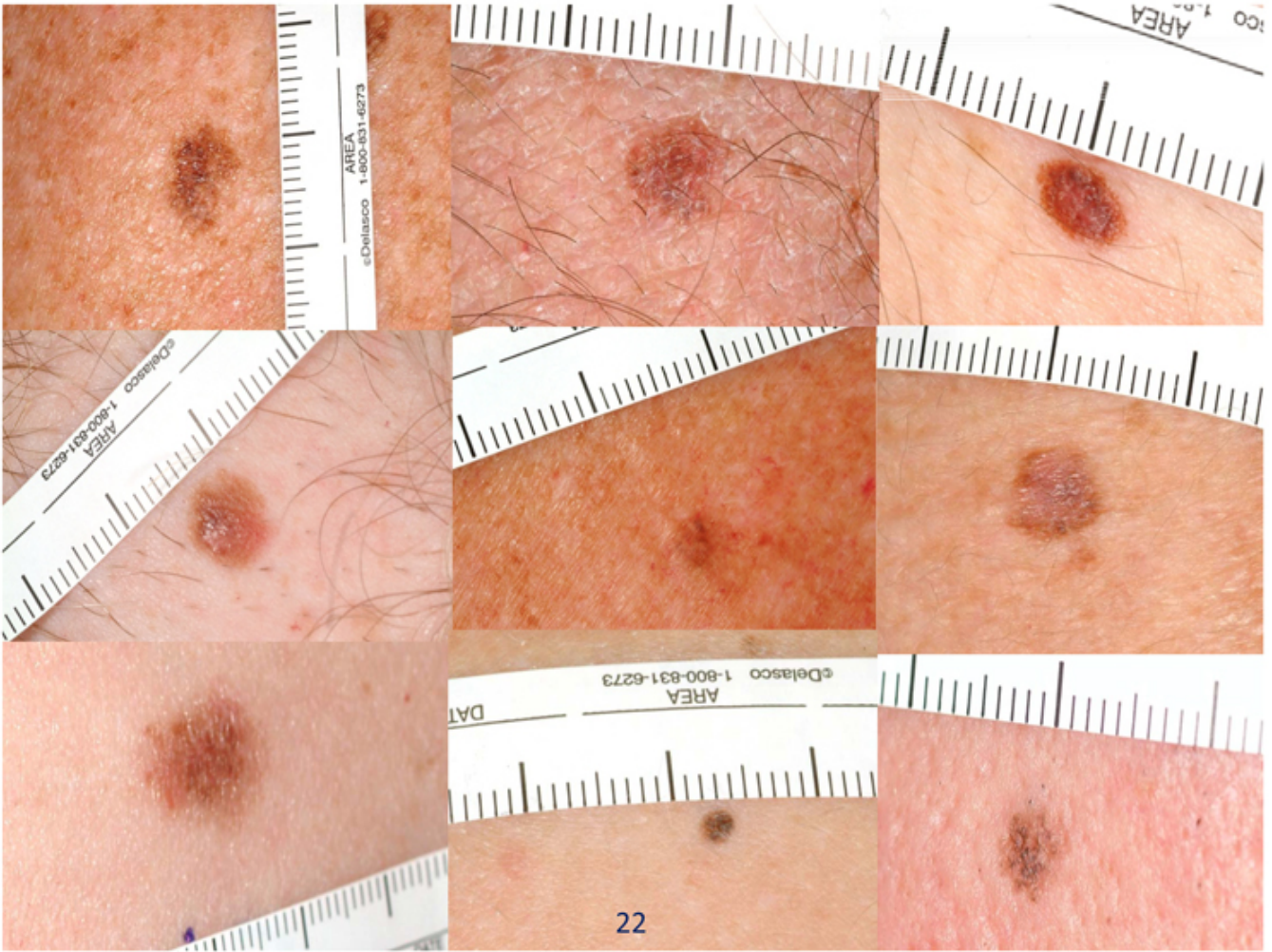
Hardware:

- MelaFind acquires multi-spectral data
- Uses light in 10 wavelengths from 430 nm (blue) to 950 nm (near infrared)
- Depth up to **2.5 mm** into the skin
- **20 micron-resolution** (sees clusters of 3 melanocytes)

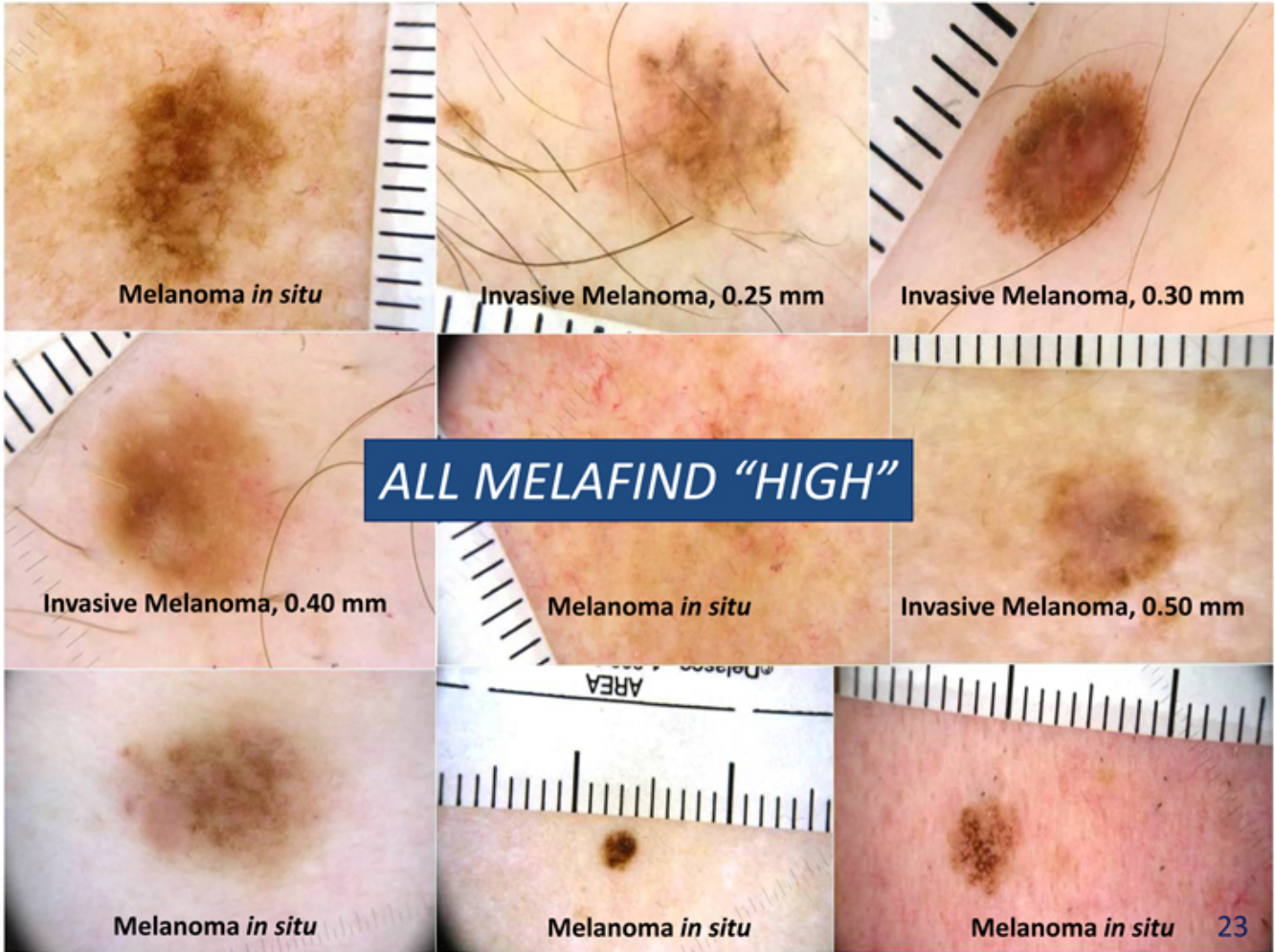
Software:

- Sophisticated proprietary automatic algorithms analyze data
- Provides MelaFind output – High or Low Disorganization



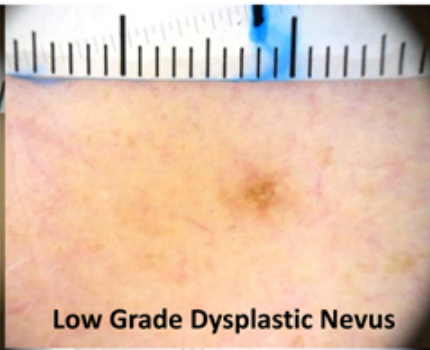


22

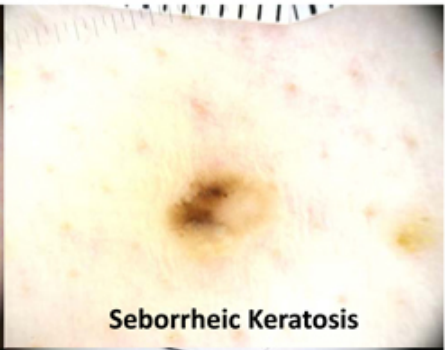




Low Grade Dysplastic Nevus



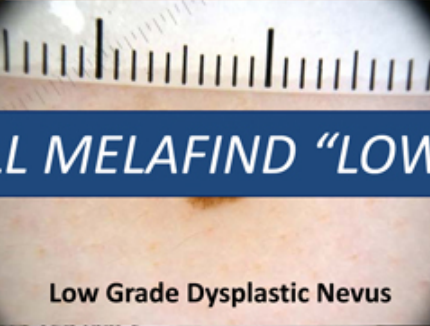
Low Grade Dysplastic Nevus



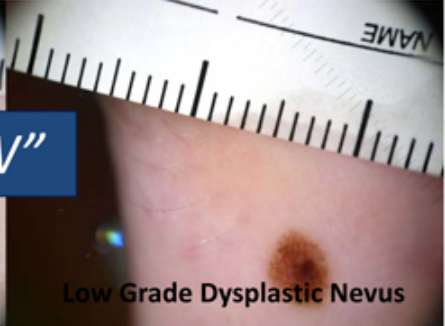
Seborrheic Keratosis



Seborrheic Keratosis



Low Grade Dysplastic Nevus



Low Grade Dysplastic Nevus

ALL MELAFIND "LOW"



Low Grade Dysplastic Nevus



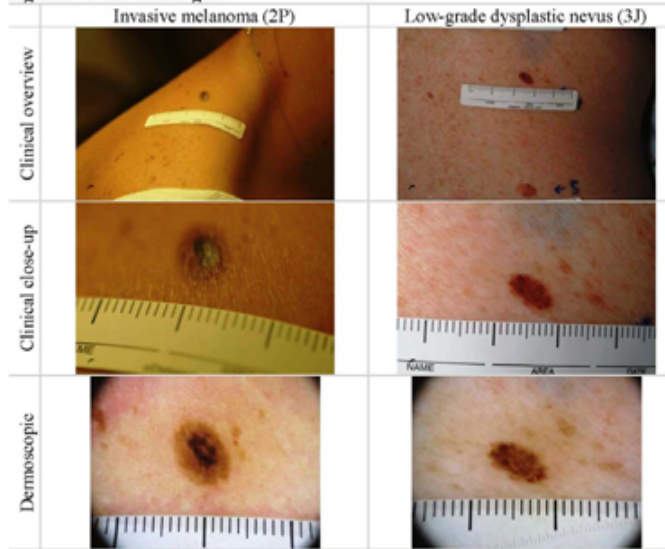
Low Grade Dysplastic Nevus



Compound Nevus

▶ Example 1

Figure 6. Standard images

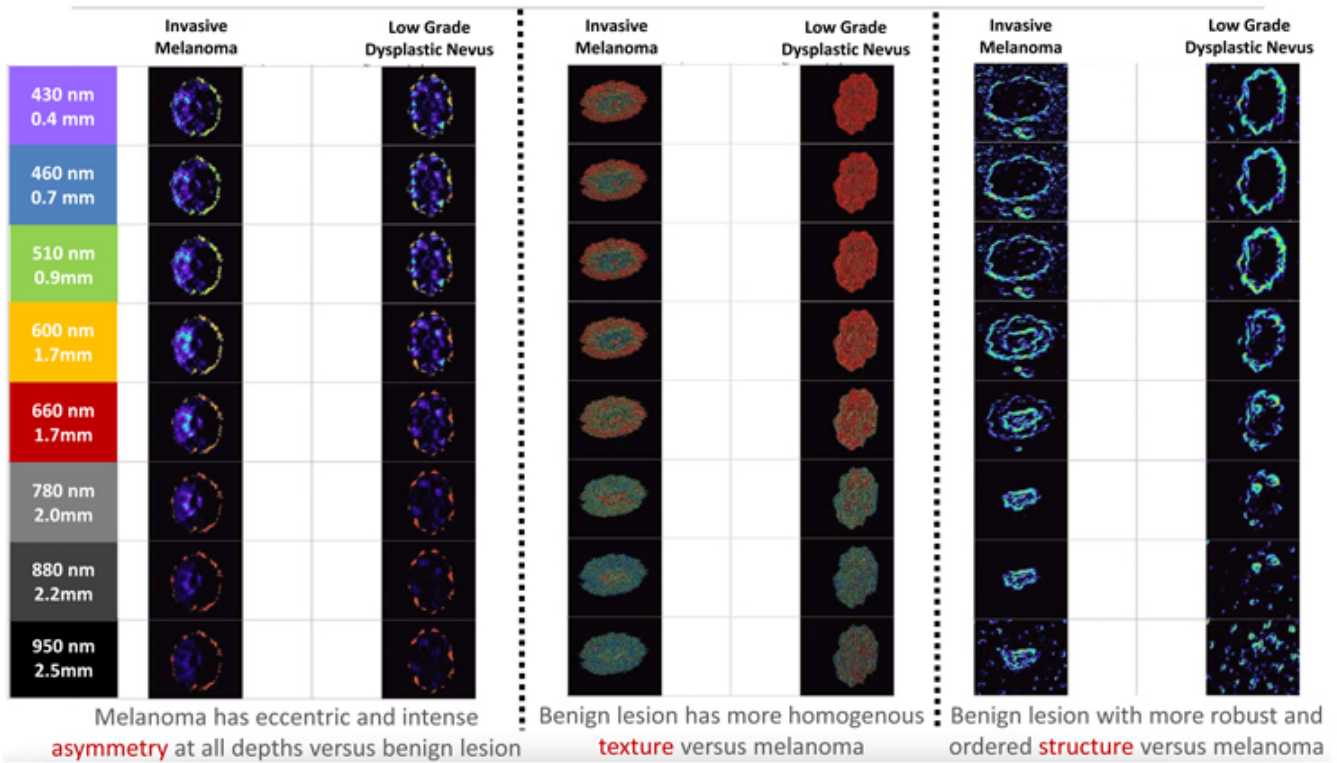


Melanoma has eccentric and intense asymmetry at all depths versus benign lesion.

Figure 8. Asymmetry images [wavelength (nm) and penetration depth (mm)]

	Invasive melanoma (2P)		Low-grade dysplastic nevus (3J)
430 nm (0.4 mm)		430 nm 0.4 mm	
460 nm (0.7 mm)		460 nm 0.7 mm	
510 nm (0.9 mm)		510 nm 0.9mm	
600 nm (1.3 mm)		600 nm 1.7mm	
660 nm (1.7 mm)		660 nm 1.7mm	
780 nm (2.0 mm)		780 nm 2.0mm	
880 nm (2.2 mm)		880 nm 2.2mm	
950 nm (2.5 mm)		950 nm 2.5mm	

▶ Example 2



► Summary of MelaFind Performance

Pivotal Trial (n = 1612 lesions in primary endpoint)			
Biopsy Sensitivity		98.3% (112/114*)	95% LCB = 95.1%
Biopsy Specificity	Average:		
	MelaFind:	9.5%	p = 0.02
	Dermatologists:	3.7%	
Adjunctive Reader Study (110 Dermatologists)			
Biopsy Sensitivity	MelaFind:	97% (63/65)	p < 0.0001
	Dermatologists:	72% (47/65)	

***45% melanoma *in situ*; median Breslow thickness (depth) 0.365 mm**

► Arch Dermatol. February 20, 2012

- Dr. Darrell Rigel, New York University
- 179 attending dermatologists participated
- 24 pigmented skin lesions (5 melanomas, 19 non-melanomas)
- Biopsy decision before and after provision of MelaFind result recorded

Metric	Before MelaFind	After MelaFind	Comments
Sensitivity	69%	94%	Improved Biopsy Performance
% of Derms who Would Biopsy all 5 MM's	13%	70%	
Specificity	54%	40%	Modest decrease in specificity
% of MelaFind True Negatives Biopsied	42%	25%	Lower biopsy rates for MelaFind® True Negatives
% of Non-Evaluable Lesions Biopsied	37%	42%	No significant impact of "no result"
Kappa Statistic	0.32	0.45	Variability in biopsy decisions decreased

► Published in Premier Academic Journals



▶ German Reader Study (n = 202 dermatologists)

	Sensitivity	Specificity	Number of dermatologists	Specificity	Percent of melanomas detected by 90% of dermatologists
Arm 1 – 101 dermatologists with clinical information only	70.5%	54%	3	23%	9.2%
Arm 2 – 101 dermatologists with clinical information & MelaFind output	78.4%	45.1%	22	21%	43%
Statistical significance	p < 0.00001	p < 0.00001	p < 0.00006	Not applicable	p < 0.00002

1. Sensitivity to early melanoma is much more important than specificity
2. ~ 1:1 Trade-off of sensitivity : specificity is very clinically meaningful

► *Clinically Atypical Pigmented Skin Lesions*

Pigmented skin lesions having *one or more* clinical or historical characteristics of melanoma:

- 1-4. **ABCD:** Asymmetry, Border Irregularity, Color Variegation, Diameter > 6 mm¹
5. **E** – Evolving^{2,3}
6. **P** – Patient’s Concern^{4,5,6}
7. **R** – Regression⁷
8. **U** – Ugly Duckling⁸
9. **M** – *MelaFind*^{® 9} (*Objective Measure of 3D Morphological Disorder*)

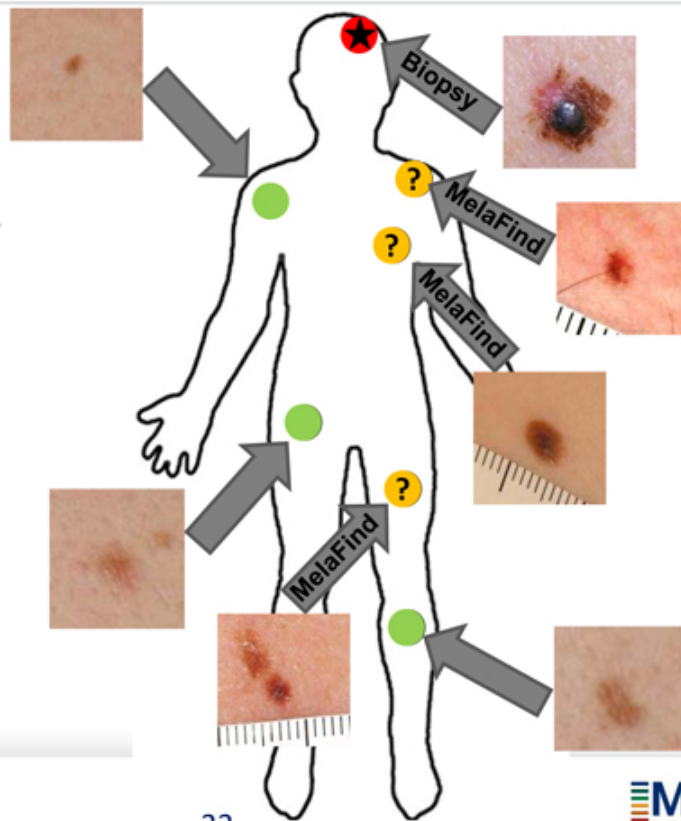
¹Friedman RJ, Rigel DS, Kopf, AW. *CA Cancer J Clin.* 1985. ²Abbasi NR, Shaw, HM, Rigel, DS, et al. *JAMA.* 2004. ³Rigel, DS, Friedman, RJ, Kopf, AW, Polsky, D. *Arch Dermatol.* 2005. ⁴Schwartz, JL, Wang, TS, Hamilton, TA, Lowe, L, Sondak, VK, Johnson, TM. *Cancer.* 2002. ⁵Brady, MS, Oliveria, SA, Christos, PJ, et al. *Cancer.* 2000. ⁶Richard, MA, Grob, JJ, Avril, MF, et al. *Intern J of Cancer.* 2000. ⁷Blessing, K, McLaren, KM. *Histopathology.* 1992. ⁸Grob, JJ, Bonerandi, JJ. *Arch Dermatol.* 1998. ⁹Monheit, G, Cognetta, AB, Ferris, L, et al. *Arch Dermatol.* 2011.

► Patient In the Clinic

The examining dermatologists' expertise allows him/her to easily differentiate *obviously benign lesions* (i.e. freckles)... ●

from an *obviously malignant lesion*... ●

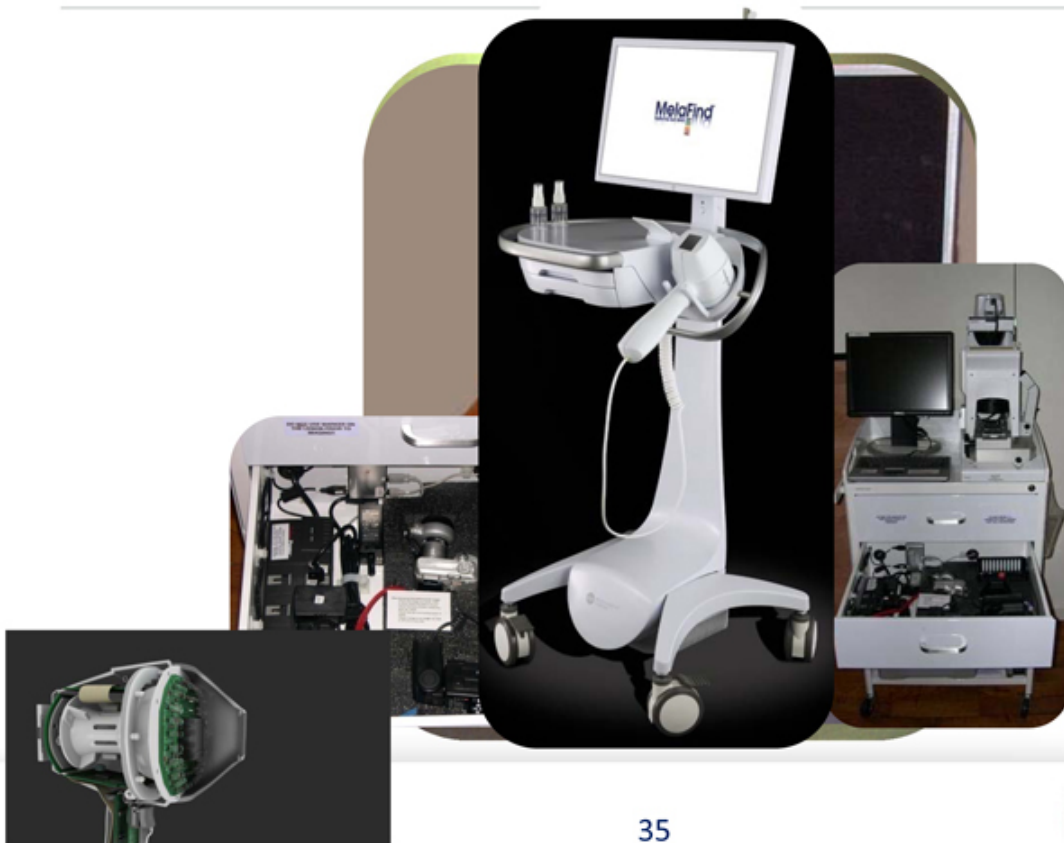
However, atypical lesions are difficult to differentiate... ?



▸ *Summary*

- Market for melanoma detection is large and growing
- Significant unmet medical need
- MelaFind® is a breakthrough product for early detection
- Largest positive prospective trial ever performed in melanoma detection
- ***Launched March 7, 2012 – US & Germany***
- ***Goal: by March 31, 2013 – 200 systems in US and 75 Germany***
- On target; medical utility in customer hands established
- Strong business model for commercialization
- Well capitalized

► Evolution of MelaFind



35