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Volcano Corporation, Q1 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instruction). And we will hear first from Michael Weinstein with J.P. Morgan.

Chris Rogers

Hi guys this is Chris Rogers calling here for Mike. Couple of questions Mike, couple of questions. First, Scott, can you expand on the type of deal you are looking, over size or potential transaction or the therapeutic area?

Scott Huennekens

Exactly what we have talked about in the past products that would be in a coronary and peripheral therapy space with balloons and stents and stands and the like?

John Dahldorf

Given the confidentiality agreements around I can't really give you any more details than that.

Chris Rogers

Okay. And then on the guidance, can you talk a little bit on what you saw in the past couple of months the drove the increase in the top line expectations?

Scott Huennekens

Yeah, across the board we are on schedule with our programs sort of REVO program with the s5i where we've seen our backlog for consoles and opportunities for consoles around the world, gaining all the regulatory approvals and timings for launching the catheters and the orders that we have, all those things are just going very, very well.

Chris Rogers

Okay. And then just one last question?

Scott Huennekens

Looking for the average, John?

John Dahldorf

Yeah, I think that the disposable growth both on the IVUS side and the trends that we see on the FM side leads us to be very confident with the – that we will continue to see that throughout the year.

Chris Rogers

Okay great. One last quick one, Japanese disposable sales are going to be strong this quarter, are there any impact or onetime kind of bulk stocking orders from distributors that we saw last quarter or you can say what you saw this quarter organic demand?

Scott Huennekens

We believe that the stocking orders really kind of happened in the fourth quarter and what we are seeing now the kind of true run rates of the business.

Chris Rogers

Okay great thank you

John Dahldorf

And you will see a increase Chris and run rate next quarter when we fully market released s5i with revolution and on it Japan. So that will be available on a broader platform, it was available on IVG, now its getting available on the s5 family in Q3. So that's a bigger base that the product will be available on. And that's another part of our – the expectations for revenue growth.

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