



Sustainable Growth Strategy

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CEO

Revenio in brief



A leading company in the global market for ophthalmological devices and software solutions



Ophthalmic diagnostic solutions include intraocular pressure (IOP) measurement devices (tonometers), fundus imaging devices, perimeters and clinical software under the iCare brand



Devices and software solutions for screening, diagnosis and monitoring of glaucoma, diabetic retinopathy, and macular degeneration (AMD)

Net sales

97.0

MEUR 2022

Operating profit

29.7

MEUR 2022

EPS, undiluted

0.818

EUR 2022

Distributors in over

100

countries

Around

210

employees

Growth

26.7%

CAGR-% 2016–2022

We aspire to keep the wonderful world visible for all

Strategic Cornerstones 2021–2023

Focus fully on the eye care market



Since the start of 2021, all capital allocated only to eye care

Improve the quality of clinical diagnostics with targeted product innovations



HOME2, EIDON UWF, IC200 Quick Measurement
Various new software versions & compelling roadmap

Transform clinical care pathways with eye care focused software solutions



Entry to cloud software through Oculo acquisition
Entry to retina screening and AI business

Build on iCare brand awareness and customer experience



iCare brand awareness increased

Continue strong profitable growth



2020 – 2022 Revenue growth 5-6x market growth

We are in a growth industry

**The need for
eye care is
growing
globally**

**Insufficient
eye care
workforces**

**We need
smarter ways of
working**

Keeping the wonderful world visible for all by developing a connected and predictive eye care pathways

PAST

Revolutionary technologies

Our leading-edge innovation in retinal imaging and tonometer devices has improved patient-comfort and made ophthalmology more convenient, more accessible.



PRESENT

Innovative ophthalmic solutions

We connect innovative eye care technology and digital solutions to improve ophthalmic diagnostics and management. We are present from homes to eye care clinics and hospitals.



FUTURE

Connected & predictive eye care pathways

Our technology is available in wider settings as eye care becomes increasingly significant in societies. Our connected data platform elevates diagnostic confidence and reduces the risk of vision loss.

We are evolving our potential addressable market

PAST

Revolutionary technologies



PRESENT

Innovative ophthalmic solutions



FUTURE

Connected & predictive eye care pathways

Additional 1/3 of ODM to target by M&A

Glaucoma home monitoring solution market USD 0.75B by 2030*

DR screening market USD 1B by 2030

1/3 of traditional ophthalmic diagnostics market (ODM) USD 3.45B

* With reimbursement in key markets

Growing scale towards connected and predictive eye care pathways 2024–2026



Improve the quality of clinical diagnostics with targeted product innovations



Optimize clinical care pathways with connected and predictive solutions

ESG

Keeping the Wonderful World Visible for All



Enhance customer focus in operations & sales



Develop People & Culture as a foundational strength

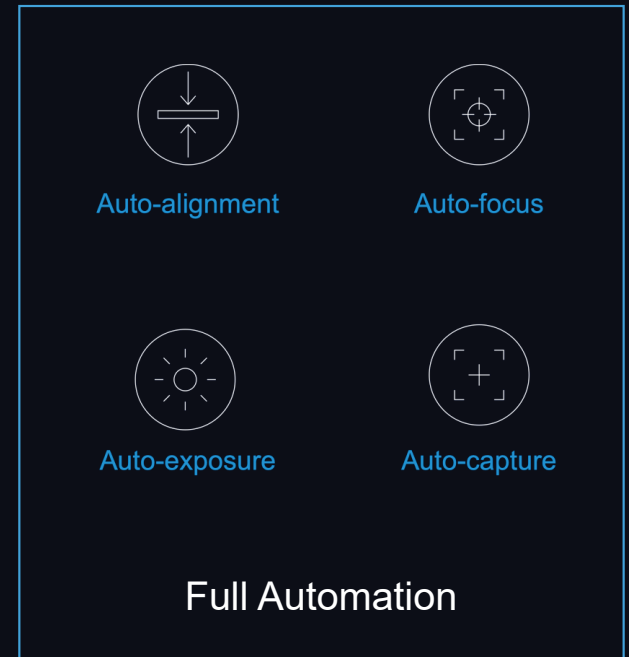
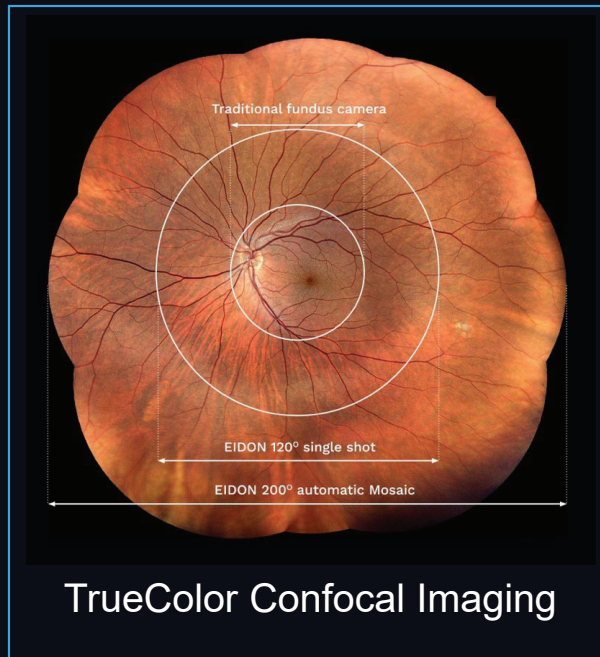
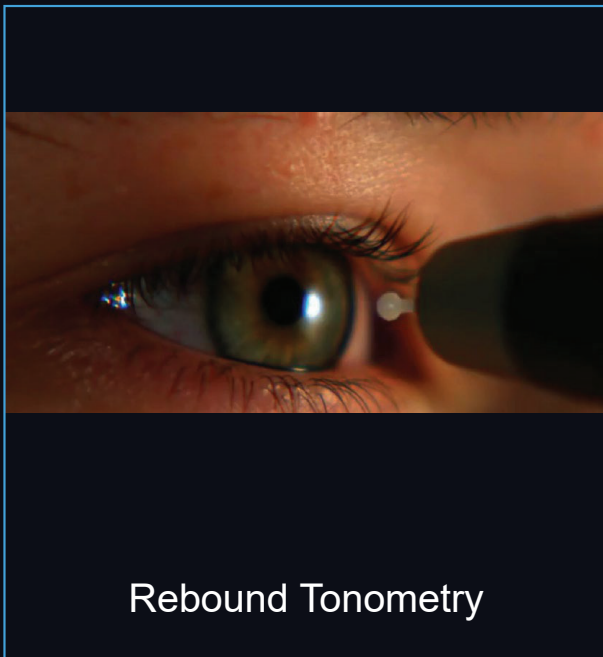
Continue sustainable and profitable growth





Connected and predictive eye care pathways 2024–2026

Improve the quality of clinical diagnostics with targeted product innovations





Connected and predictive eye care pathways 2024–2026

Optimize clinical care pathways with connected and predictive solutions

iCare OCULO Home My Referrals Address Book Manage My Practice Help

Mr Howard Wong
Specsavers Melbourne CBD

Patient:
Mr Paulie Robertson + Referral + Eye Report [E] Test

DOB: 01/01/1990 (Age: 33)
Sex: Male
Medicare/DVA: 2

Patient Details Medical History Referral History

Referral & Eye Report History

Show 10 entries Search:

Type	Urgency	Status	Sender	Recipient	Sent
Referral	Urgent	Pending	Mr Howard Wong (Specsavers Melbourne CBD - Melbourne, VIC)	Mr Kevin Quinn (The Eye Place Optometry - Melbourne, VIC)	11/08/2023

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iCare OCULO

iCare ILLUME

AI

iCare ILLUME

The diagram illustrates the integration of iCare ILLUME hardware (a white and black device) connected to a cloud service (iCare ILLUME) and a computer monitor displaying a software interface. Below the cloud service is a blue square icon with the letters 'AI' inside, surrounded by a glowing circuit pattern, representing artificial intelligence.



Connected and predictive eye care pathways 2024–2026

Enhance customer-focus in operations and sales



With our long-term partners, we are stronger together



Make smart distribution channel choices based on customer need



Together, we are committed to sustainability, transparency and Global Supplier Code of Conduct



Build new, non-ophthalmic distribution channels for screening business



Continue to develop iCare brand and customer experience



Continue to grow Key Opinion Leader network and collaborations



Connected and predictive eye care pathways 2024–2026

Develop People & Culture as a foundational strength



Right talent and
competencies
to drive profitable
growth



Strengthen positive
employee experience
& employer image



Cultivate our values
and culture, ways of
working and
collaboration

Revenio's ESG program

R&D spend: 8.9%
of net sales



We improve quality of life

- Improved eye care
- Product development through innovations, digitalization and research collaboration
- Superior safety and quality of our products

Employee engagement
3.99/5



We grow and develop together

- Employee safety, health and wellbeing
- Promoting diversity, inclusion and equality
- Fostering innovation, collaboration and development

All new products designed according to Environmentally Conscious Design standard (IEC 60601-1-9)



We nurture the environment

- Sustainable and circular product design
- Reducing our products' lifecycle environmental impacts
- Reducing greenhouse gas emissions in own operations and value chain

100% subcontractors completed third-party sustainability assessments



We act responsibly and transparently

- Compliance with the Code of Conduct
- Developing sustainability in the supply chain
- Data protection and security

Summary: Growing scale towards connected and predictive eye care pathways 2024–2026



Improve the quality of clinical diagnostics with targeted product innovations



Optimize clinical care pathways with connected and predictive solutions

ESG

Keeping the Wonderful World Visible for All



Enhance customer focus in operations & sales



Develop People & Culture as a foundational strength

Continue sustainable and profitable growth

