



Connected and Predictive Eye Care

Tomi Karvo

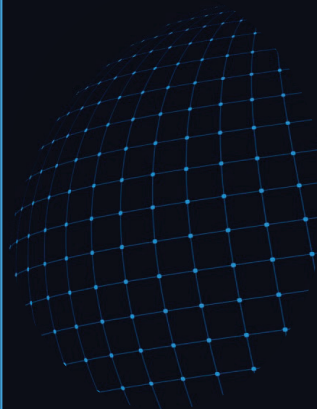
**Vice President
Products, Brand and Marketing**

Envisioning a connected product portfolio


Following growth drivers from global health care & disease burden trends



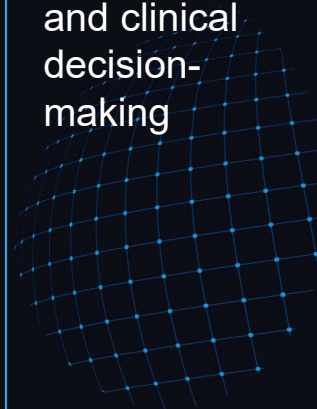
Building on strengths of current portfolio for future wins



Enhancing competitive differentiation



Understanding customer needs for workflow efficiency and clinical decision-making



Identifying growth opportunities in eye care diagnostics





We aspire to keep the wonderful world visible for all

We aim to be the leader in patient-centric ophthalmic screening, diagnostics and monitoring.

Our innovative solutions bridge devices with the software to improve diagnostic confidence, workflow efficiency, and seamless connectivity in glaucoma and retinal diagnostics.

In a world built largely around the ability to see, we want to preserve vision for all.

We build our future based on our key differentiators and understanding the needs of our customers

SPECIFIC NEEDS

	Optometry / Optical stores	Standard Ophthalmology	Premium Ophthalmology	Non-ophthalmic segments	Patients	Research/ Universities Pharma companies CRO's
	<ul style="list-style-type: none"> • Focus on screening and efficient patient care • Reliable diagnostics • Referral relationships • Value for money 	<ul style="list-style-type: none"> • Efficient processes • Value for money • Clinical confidence • Stress-free work • Referral relationships 	<ul style="list-style-type: none"> • Superior treatment • Highest quality • Business enablers • Referral relationships 	<ul style="list-style-type: none"> • Continuum of care • Connectivity to other care providers • Easy access to support • Affordable solutions 	<ul style="list-style-type: none"> • Managing own disease • Peace of mind • Medication reminders • Easy access to caregivers 	<ul style="list-style-type: none"> • Academic visibility • Teaching tools • Latest technology for research • Attracting talent • Data for Research

Efficiency and ease of use

Easy, comprehensive access to data

Clinical confidence, reliable diagnosis

Positive patient & user experience

Connectivity & interfacing to systems and devices

Our vision is a connected ecosystem for eye care

PAST

Revolutionary technologies



PRESENT

Innovative ophthalmic solutions



FUTURE

Predictive eyecare pathways

CUSTOMERS

- Ophthalmology professionals
- Research

- Ophthalmology professionals
- Research
- Primary care / ER / Diabetic care
- Patients

- Ophthalmology professionals
- Research
- Primary care / Hospitals / ER / Diabetic care
- Patients

SOLUTIONS

- Tonometry
- Perimetry
- Fundus imaging

- Tonometry
- Perimetry
- Fundus imaging
- AI-assisted solutions

- Tonometry, Perimetry
- Fundus imaging
- New diagnostic solutions
- Predictive AI-assisted solutions
- Data management

DISEASES

Retinal diseases

Glaucoma

Other common eye diseases and disorders

Other systemic diseases

Our offering today

Management of glaucoma

The detection and monitoring of glaucoma include IOP measuring, subjective evaluation of the optic nerve head (ONH) and visual field testing.

iCare Glaucoma management devices:

- Support regular & continuous measurement of IOP
- Don't require diagnostic drops
- Visualize ONH through opacities
- Are highly automated and easy-to-use

Patented rebound technology

IOP measurement made exceptionally gentle and reliable, anywhere.

Automated tracked Perimetry

Provides accurate and reliable information on the patient's visual field and glaucoma status.

Easy to use in any setting

iCare tonometers are hand-held and intuitively designed. The Home allows patients to track IOP for better outcomes.

Best care with software connectivity

Ability to update patient results in real-time and allow for remote monitoring of well-being and tele-consultations.



iCare IC200

Our offering today

Retinal solutions

iCare retinal diagnostic solutions are reliable, fast, and enable better treatment outcomes.

iCare TrueColor confocal retinal imaging devices:

- Improve color contrast
- Don't require dilating drops
- Image through opacities, like cataract
- Highly automated

Connected seamlessly to data management systems, so the vital patient data is secure and available in real-time.

True-to-life rendition of retinal colors

Providing a true image of the retina, with non-mydriatic imaging that works through cataracts and other opacities.

Ultra-wide field of 200 degrees

Enabling detection of pathologies in the peripheral retina.

Ease of use and efficiency

Allowing for reliable and fast diagnostics with confidence.

AI-assisted workflows

Making retinopathy screening extremely easy and efficient.



Retinal solutions



Screening with ILLUME

In every step of the care pathways, a connected ecosystem bridges hardware and software to advance eye care

DIAGNOSIS

Our AI-assisted solutions for diagnosis advance the reliability, efficiency and patient comfort throughout the retina pathologies and glaucoma pathways in various locations.

MANAGEMENT

Our monitoring devices and digital solutions improve the diagnostic confidence and facilitate smooth flow of data to ensure efficient processes, treatments, and preventative eye care.

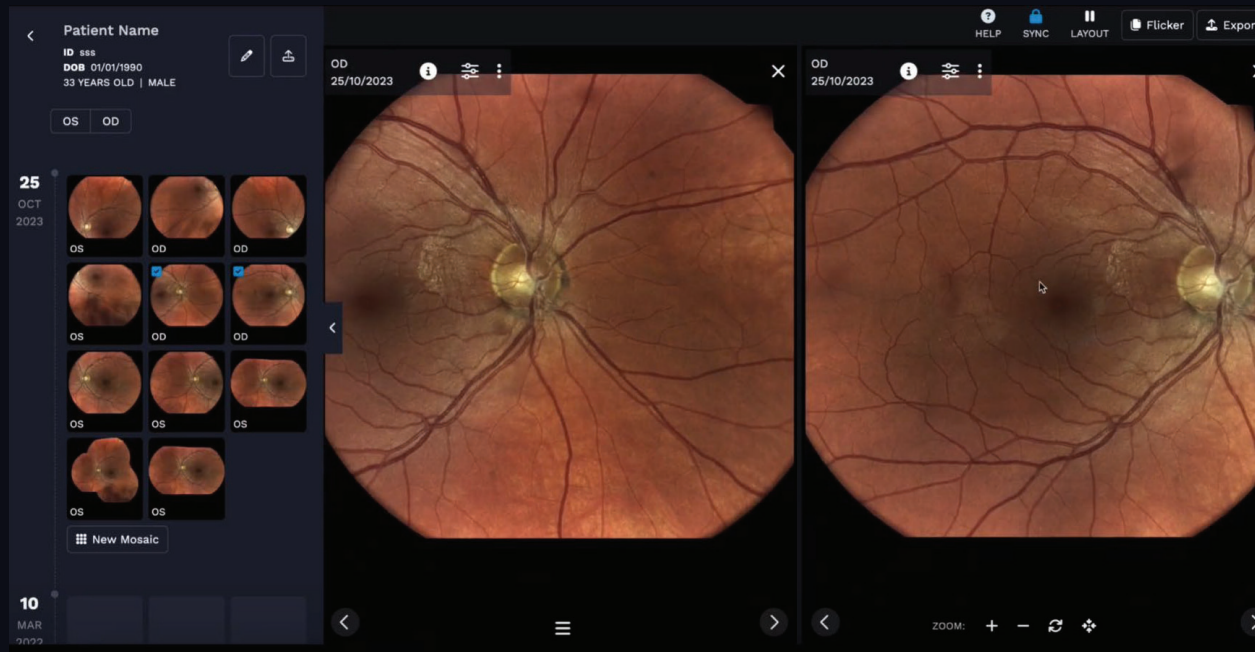
	Screening	General examination	Advanced imaging	Surgery / Treatment	Post-treatment follow-up	Long-term monitoring
Retina pathologies	ILLUME DRSplus	DRSplus EIDON AF	EIDON EIDON AF EIDON FA Microperimetry		EIDON Family DRSplus Microperimetry Tonometers	EIDON Family DRSplus Microperimetry Tonometers
	New Diagnostic products				New Diagnostic products	
Glaucoma	ILLUME DRSplus	COMPASS HOME2	EIDON EIDON AF COMPASS		Tonometers HOME2 EIDON AF COMPASS	Tonometers HOME2 EIDON AF COMPASS
	New Diagnostic products				New Diagnostic products	

Our software offering

connects our hardware with AI-assisted solutions and provides patient data in each step of the pathways to improve workflows and patient outcomes.



Introducing iCare Data Management



iCare Data Management

Seamless connectivity

Our data management platform unites patients, data, and professionals for enhanced diagnosis and treatment, as well as improves treatment compliance and effectiveness.

- One shared platform
- Collaborative care
- Efficient and effective care pathways
- Assisted clinical decision-making
- Secure connections at all care levels



We aspire to keep the wonderful world visible for all

We aim to be the leader in patient-centric ophthalmic screening, diagnostics and monitoring

WHAT SETS US APART?

Diagnostic confidence

Patient-centric solutions

Seamless connectivity

Efficient workflows

OUR CONNECTED EYE CARE SOLUTIONS

RETINA
PATHOLOGIES
GLAUCOMA

Optometry /
Optical stores

Standard
Ophthalmology

Premium
Ophthalmology

Primary care /
Diabetology / ER

Patients

Research / Teaching
/ Pharma companies

DIAGNOSIS

Screening

General examination

Advanced
imaging

Surgery / Treatment

Post-treatment
follow-up

Long-term
monitoring

MONITORING

DEVICES

TONOMETRY | PERIMETRY | FUNDUS IMAGING | NEW

SOFTWARE SOLUTIONS

CONNECT solutions, health data, patients and healthcare professionals

Brand creation through all touchpoints

Increase of 9% points
from 81% to 90% in
aided brand awareness

90%

Aided brand awareness

Third (3) position amongst eye
care diagnostic device
manufacturers measured by
Net Promoter Score

#3

NPS

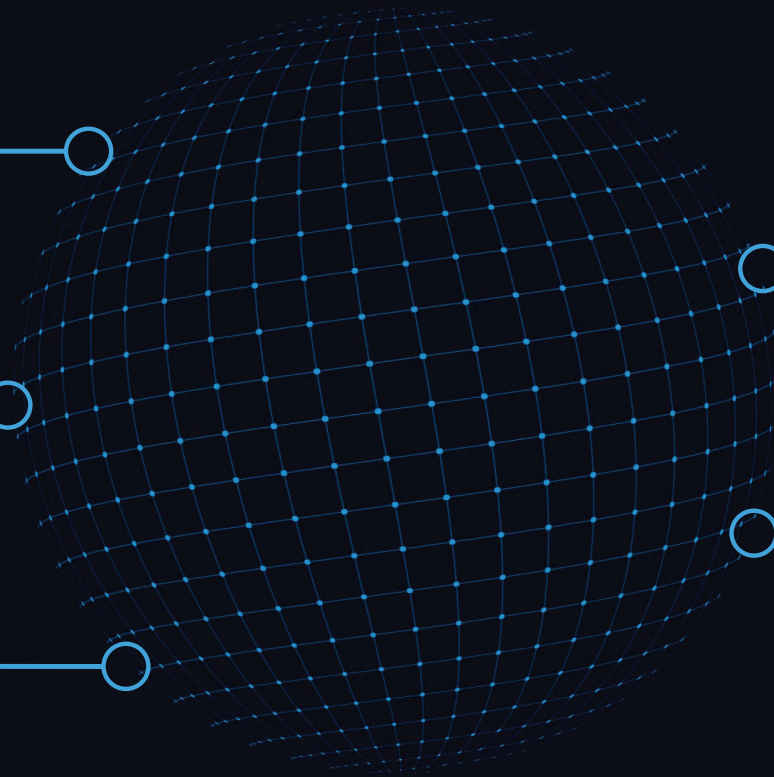


Key takeaways – Connected and predictive eye care

Solutions for glaucoma,
retina pathologies
and screening

Continue innovation
in diagnostic devices

Build connectivity and
seamless data solutions



Expand portfolio to offer
new diagnostic devices

Strong brand and superior
customer experience