

June 2nd 2020, Seppo Kopsala, CEO / Lars Lindqvist, CFO

Company presentation 2020

OPTOMED



A doctor in a white lab coat is examining a patient's eye using a handheld fundus camera. The patient is lying in a hospital bed, looking up at the doctor. The scene is set in a bright hospital room with a window in the background. The image is overlaid with blue text and a logo.

“

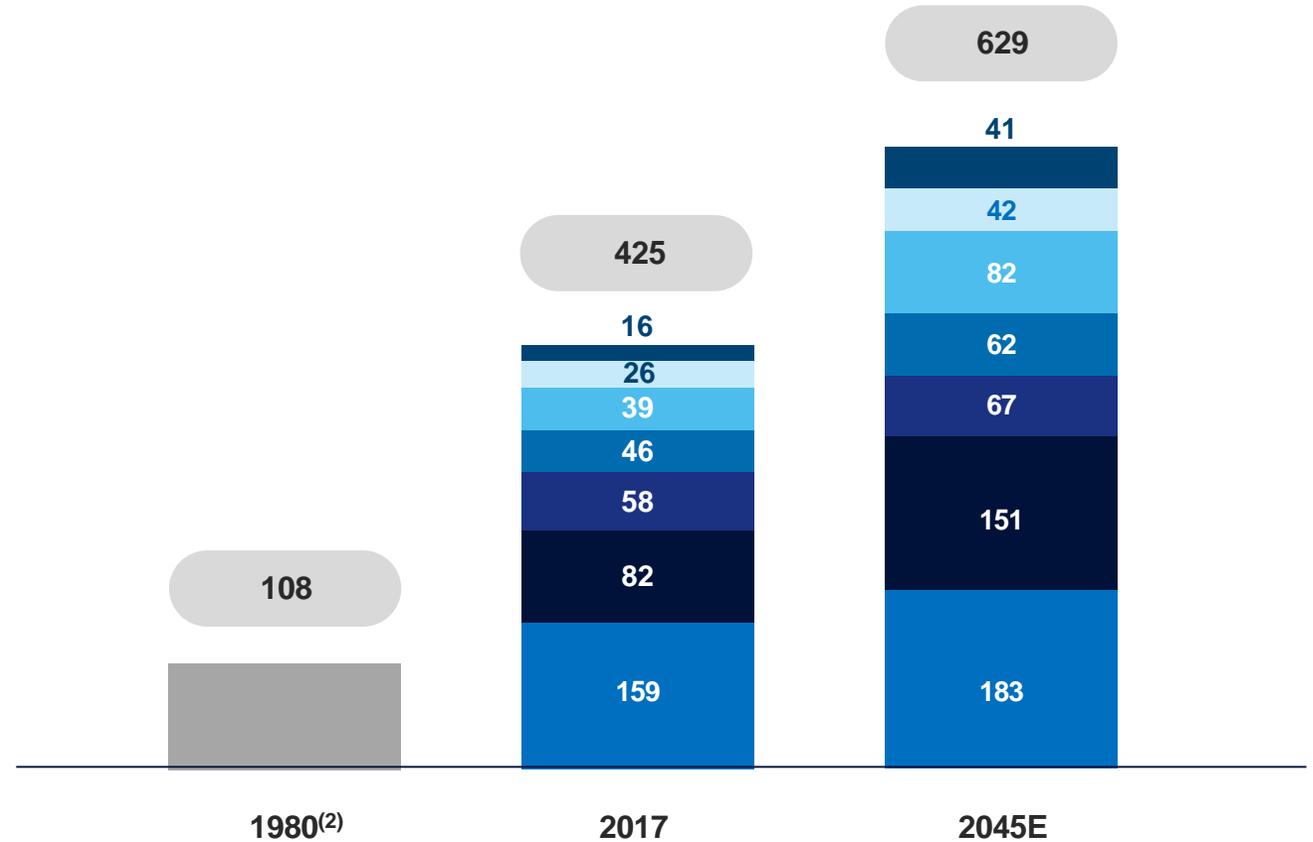
We offer our customers leading handheld fundus cameras and software solutions with integrated Artificial Intelligence (AI) for screening of blinding eye diseases

OPT  **MED**

Diabetes is a growing chronic disease

Total number of adults with diabetes (20-79 years), millions⁽¹⁾

- Western Pacific
- South East Asia
- Europe
- North America & Caribbean
- Middle East and North Africa
- South and Central America
- Africa



Diabetic retinopathy: Leading cause of vision loss in working-age population globally

~1/3 of diabetics are expected to be affected by DR. However, everyone is in need of screening .



China

114.4m diabetics
*screening coverage <10%

-Optomed subsidiary



India

72.9m diabetics
*screening coverage <5%

-Distribution network, OEM's



USA

30.2m diabetics
*screening coverage <50%

-Optomed subsidiary, OEM's



Brazil

12.5m diabetics
*screening coverage <35%

-OEM's, direct



Europe

58m diabetics⁽³⁾
*screening coverage between >80% in UK to <10% in Italy

-Direct, OEM's, distribution network

Traditional stationary equipment and eye doctors can only reach a small fraction of all diabetics

Traditional equipment



Low screening coverage
Capacity constraints

Optomed's handheld camera...



Possibility to increase
Screening coverage

...together with AI



Possibility for increased
Volume capabilities

OPTOMED

Optomed Plc at a glance



Established 2004 in Finland with the aim of bringing eye examinations to primary care.



Listed on **Nasdaq Helsinki main list** in December 2019.



Offices: Finland; Oulu, Espoo, Tampere; China; Shanghai, USA; San Francisco.

110+ employees.



2 complementary business segments: **Devices and Software**



Global pioneer and **market leader in hand-held fundus cameras**. Northern-Europe market leader in screening software.



OEM-partnerships with majority of global ophthalmic instrument companies; **Topcon, Carl Zeiss, Volk Optical, Haag-Strait**.



Sales in **over 60 countries globally**. Distribution network of over **55 distributors**.



Medical approvals in all major markets including CE (Europe), FDA (USA & Canada), CFDA (China).



Well patented technology, **56 international patents** and 5 in pending.

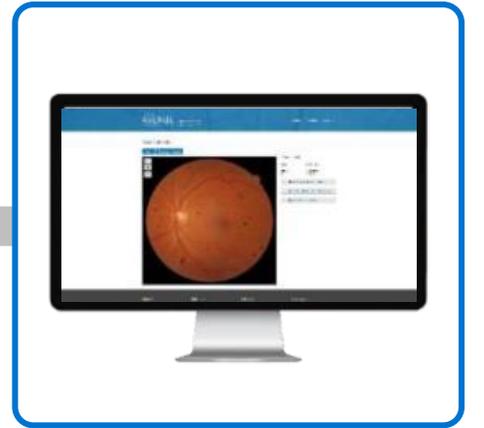


Scalable business with outsourced manufacturing with a global EMS-partner

Optomed products and solutions



AI
Solutions



Optomed integrated AI camera - faster access to primary care



OPTOMED

**Launching in 2020*

Optomed's Artificial Intelligence (AI) roadmap

2020

Eye-diseases

Diabetic Retinopathy, age-related macular degeneration (AMD), glaucoma

Near-term future

Expansion to other diseases

All eye disorders, neurological disorders, kidney disease, cardiovascular risk

Future opportunities

Preventive health-check in primary care

Eye disease, neurological disorders, Alzheimer's disease, cardiovascular disease, kidney disease, pulmonary disease

Optomed fundus cameras



Optomed AI



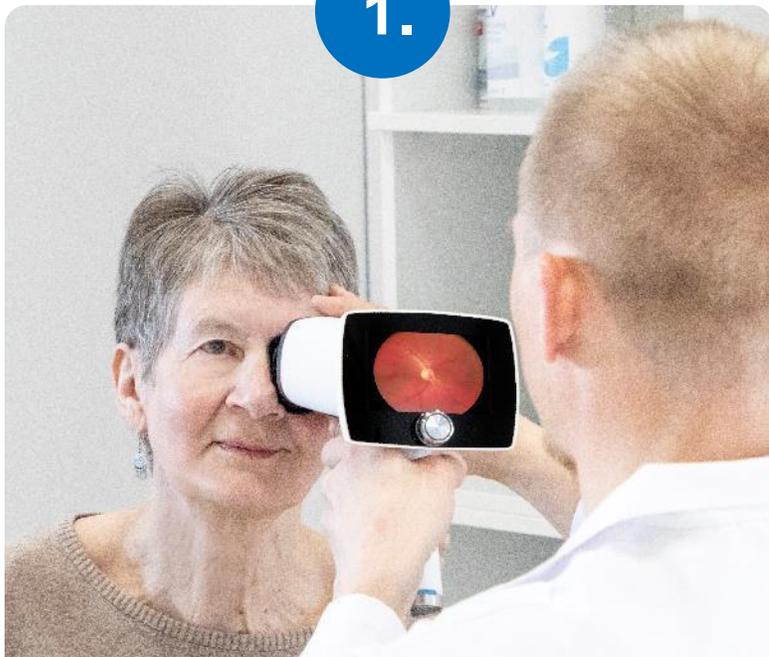
Optomed Software

Data storing,
screening,
telemedicine,
connectivity



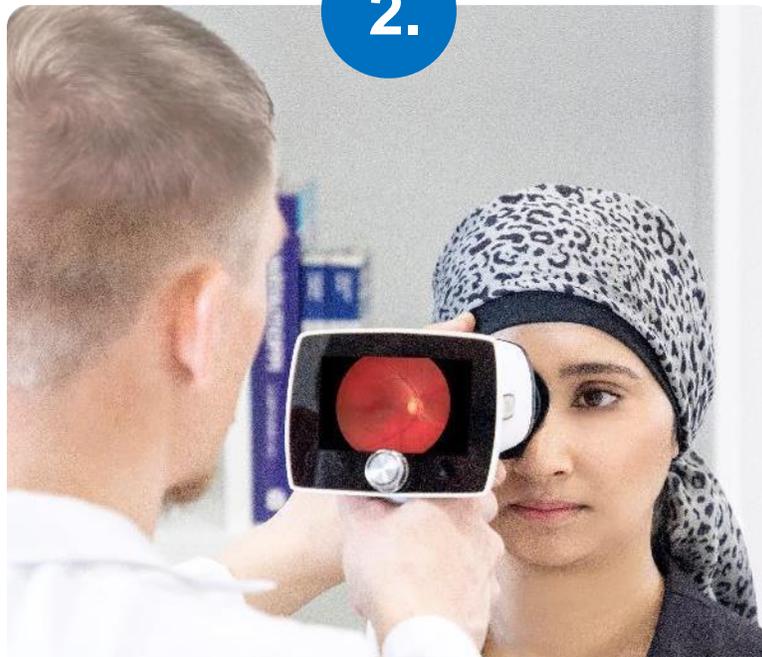
Optomed's growth strategy

1.



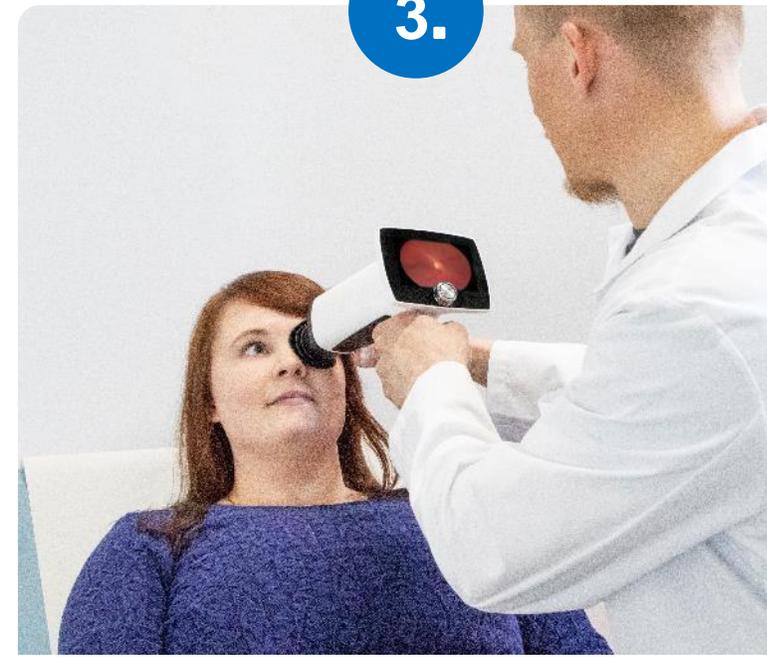
- Grow in existing markets and enter new markets
- Expanding distribution network

2.



- Expansion into new customer segments
- Primary care

3.



- Bringing new products and solutions to the market
- New cameras
- New AI capabilities

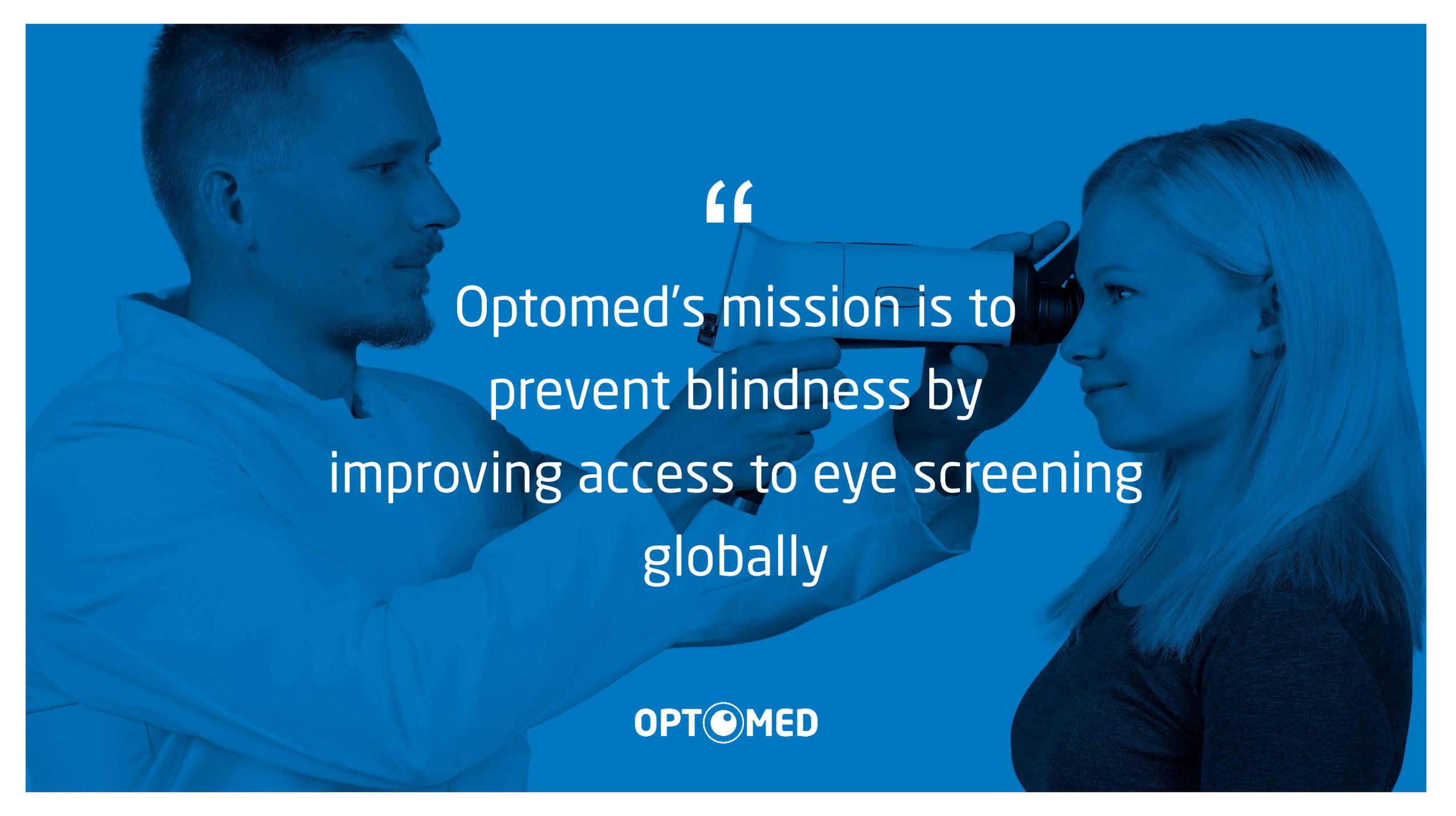
Financial targets

Revenue Growth

Optomed's medium-term target is to deliver a double-digit annual organic revenue growth. In the long-term Optomed's target is to deliver an average annual organic revenue growth above 20%

Adjusted EBITDA

Optomed's target is to prioritise investments in the organisation to support growth in the medium-term and achieve an adjusted EBITDA margin above 30% in the long-term

A man in a white lab coat is using a handheld eye screening device on a woman's eye. The scene is overlaid with a blue tint. The man is on the left, looking towards the woman on the right. The device is held between them, with the woman's eye positioned at the lens.

“

Optomed's mission is to
prevent blindness by
improving access to eye screening
globally

OPTOMED