

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

Company presentation 2020

OPTOMED





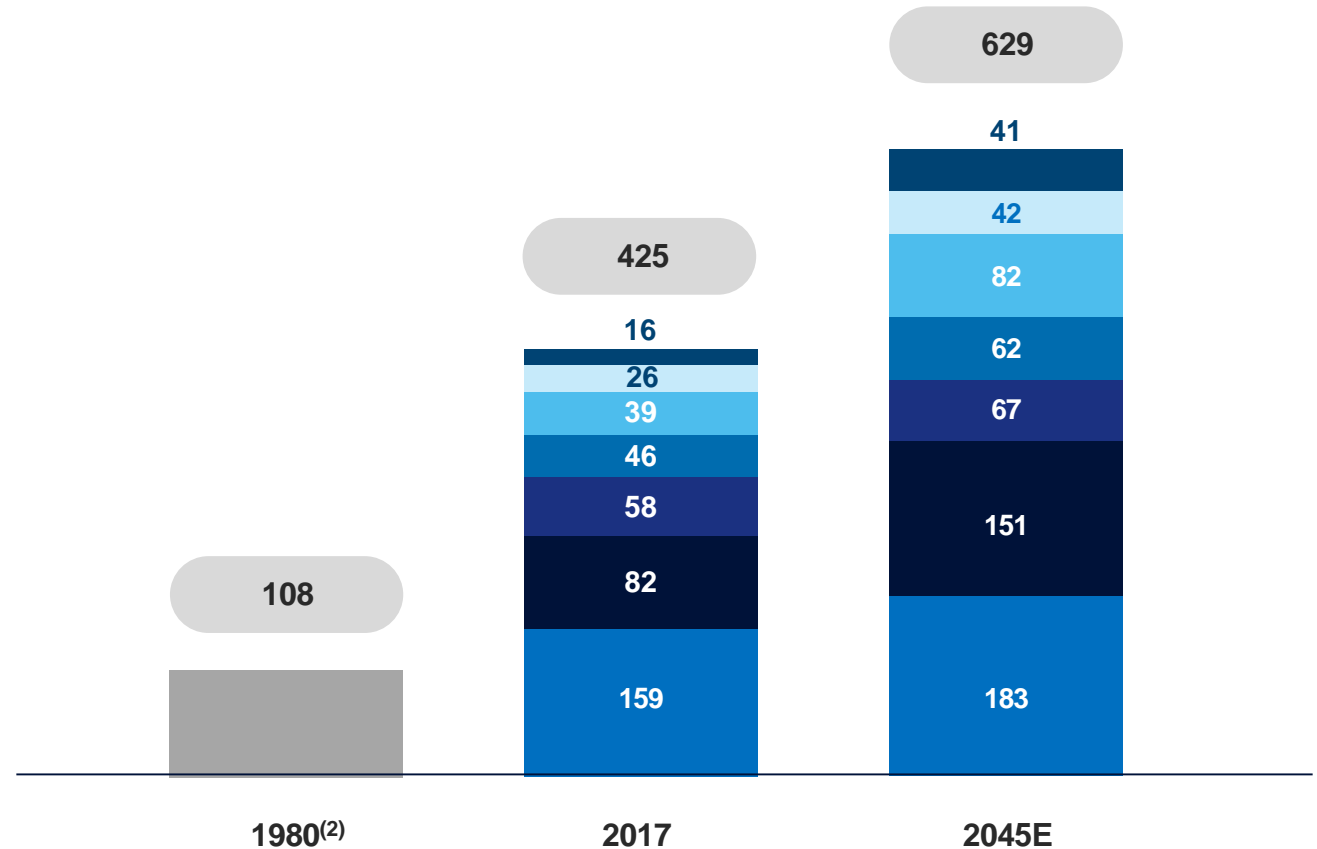
“

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

OPTOMED

Diabetes is a growing chronic disease

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



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.

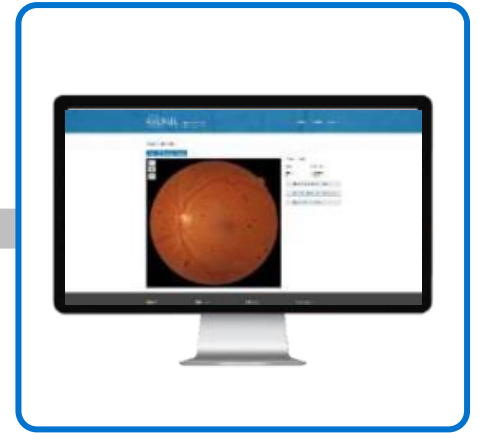


Scalable business
with outsourced
manufacturing with
a global EMS-
partner

Optomed products and solutions



AI
Solutions



OPTOMED

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

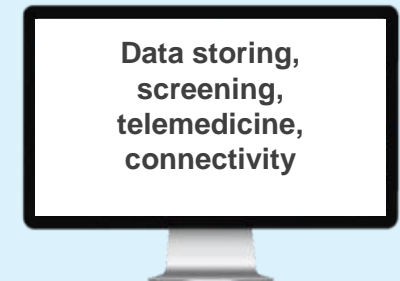
Optomed fundus cameras



Optomed AI

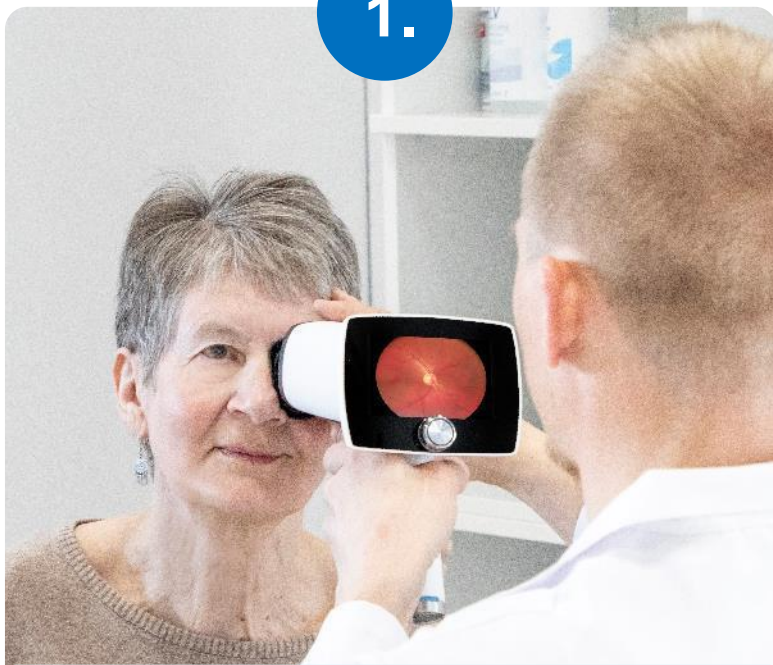


Optomed Software



Optomed's growth strategy

1.



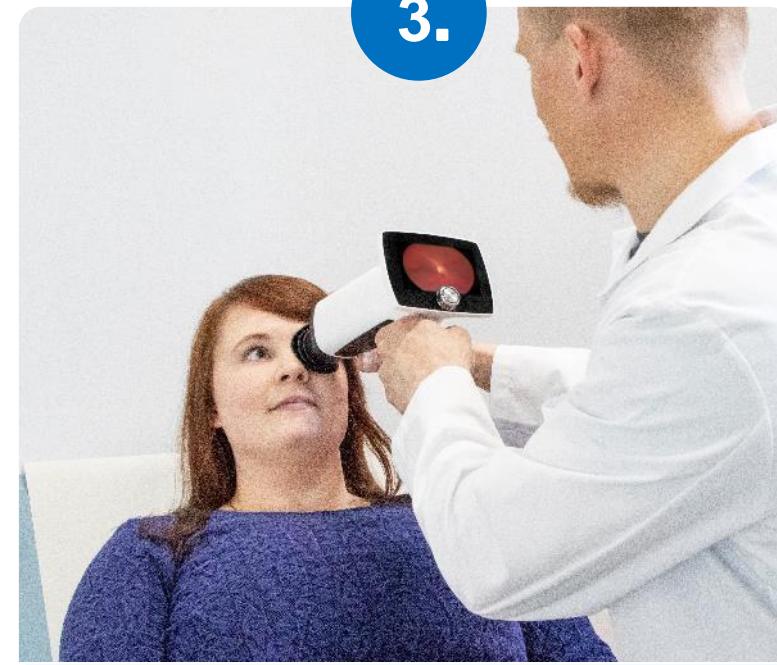
- Grow in existing markets and enter new markets
- Expanding distribution network

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 entire image is overlaid with a blue tint. The man is on the left, looking towards the right, and the woman is on the right, looking towards the left. The device is a small, white, handheld unit with a lens and a handle.

“

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

OPTOMED