

Optomed

Enabling Eye Screening for All

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OPT  **MED**



Megatrends driving the growth of eyecare market



Aging population

Prevalence of serious eye diseases (causing vision loss) increase strongly with age.¹



Diabetes growing

Diabetic Retinopathy (causing vision loss) affects ~35% of all diabetics but can be prevented by laser treatment.²



AI

Technological advances in artificial intelligence enable faster diagnostics.³

Screening and diagnosis

Sources: 1) National Eye Institute 2) International Diabetes Federation. IDF Diabetes Atlas 9th Edition (2019) 3) Du Li & Hu Application of artificial intelligence in ophthalmology (2018)



We provide unique handheld fundus cameras with AI for screening of blinding eye diseases

Traditional equipment



- Large initial investments
- Space constrains
- For professional use

Optomed's handheld camera...



- Cost efficient
- For the use of all healthcare professionals
- Possibility to increase Screening coverage

...together with AI



- Saves eye doctor resources and lowers costs

OPTOMED

Team in the US since 2020



Established **2004**, HQ and product development in **Oulu, Finland**



Revenue **15** MEUR (2021)



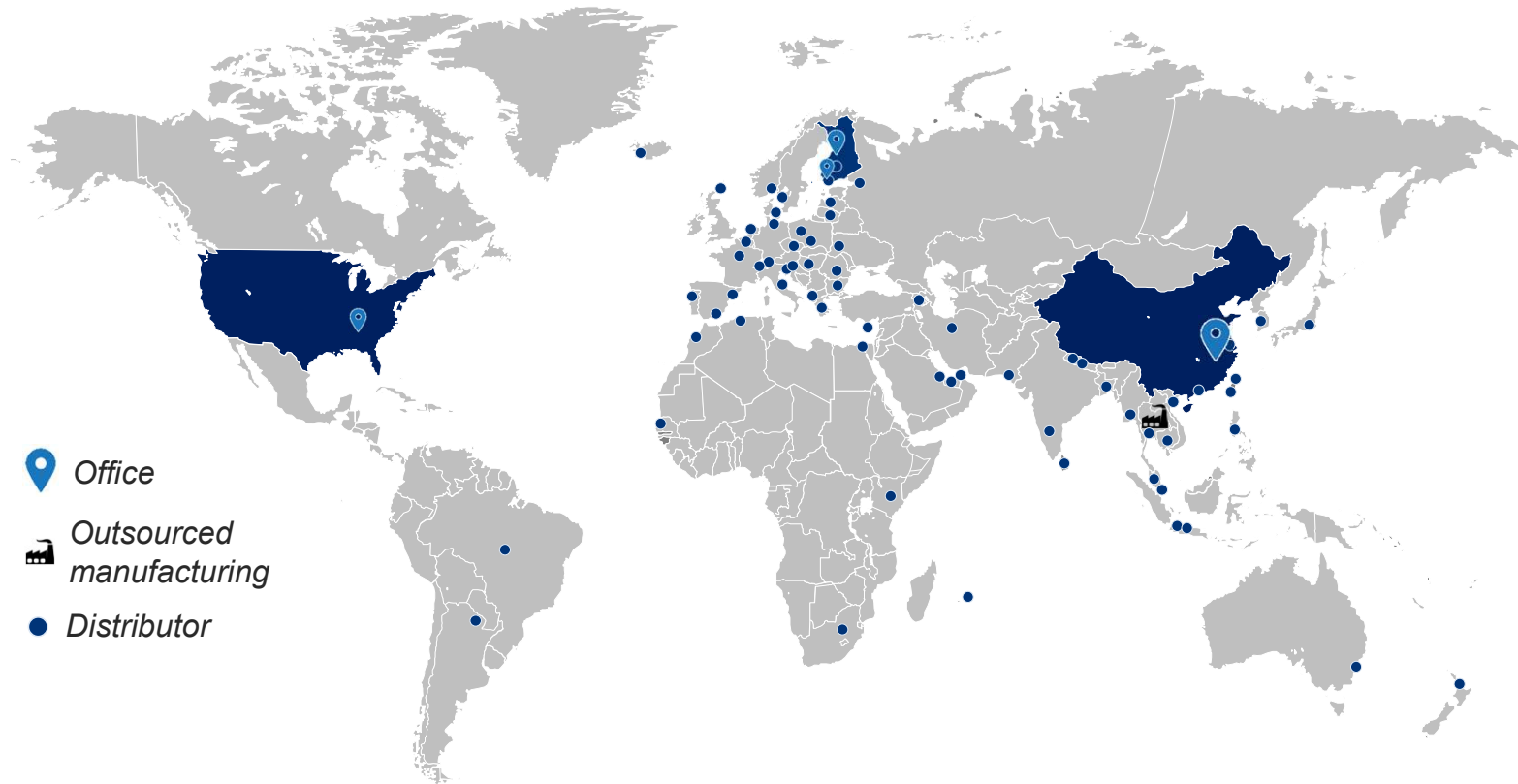
Over **60** distributors in **50** countries; several OEM partners



Several AI partnerships
e.g., AEYE Health Ltd, Eyenuk Inc, EyRIS Pte. Ltd.



55+ international patents



Significant recurring revenue opportunity in the US

Screening of diabetic retinopathy is starting to move to primary care

Newly established reimbursement code CPT 92229

300k target customers / clinics

In the next 5-10 years, there will be at least 50,000 - 100,000 AI connected fundus cameras in the US

Complete Solution

From product sales to complete screening solutions with diagnosis



AEYE HEALTH AI

Recurring Revenue Model



Solution leased, not sold – enables recurring revenue



Fixed annual subscription price



High revenue share on Optomed sales



Highly effective sales model with direct sales managers, KOL managers and independent sales reps

Customer Benefits



No initial investments
Only monthly rental fee



Excellent clinical results,
91.9% sensitivity,
93.6% specificity,
>99% imageability



High reimbursement
>USD 55/ diabetic



Profit also for clinics with low screening volume



Improves clinic HEDIS score (Medicare star rating)

Extensive clinical trials completed in February 2022 in the US



Optomed Aurora AEYE solution for screening of diabetic retinopathy

Seeking FDA clearance for the solution in near future



CAUTION - Investigational device. Limited by United States law to investigational use.



Thank You

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