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Optomed Q2 2023

4th August 2023

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Q2-2023 Highlights

1.

Software segment
4+ % growth track
continued

2.

Positive profitability
trend continues

3.

Device sales under
own brands increases,
OEM decreases

Q2-2023 Key Figures



REVENUE WAS STABLE

	Q2/2023	Q2/2022	Change
Revenue	3,744	3,733	0.3%
Gross profit ¹⁾	2,486	2,149	15.7%
Gross margin ²⁾	66.4%	57.6%	8.8pps
EBITDA	-462	-813	43.1%
EBITDA margin	-12.4%	-21.8%	9.4pps
Net profit / loss	-1,314	-1,328	1.1%
Earnings per share	-0.08	-0.10	13.0%
Cash flow from operating activities	-468	-965	51.5%
<i>1) Of which grants:</i>	34	0	
<i>2) Gross margin without grants</i>	65.5%	57.6%	

H1-2023 Key Figures



REVENUE GROWTH WAS DRIVEN BY OUR SOFTWARE SEGMENT THAT GREW 11.9%

	H1/2023	H1/2022	Change
Revenue	7,222	6,947	4.0%
Gross profit ¹⁾	4,962	4,339	14.4%
Gross margin ²⁾	68.7%	62.4%	6.3pps
EBITDA	-976	-1,750	44.2%
EBITDA margin	-13.5%	-25.2%	11.7pps
Net profit / loss	-2,471	-2,698	8.4%
Earnings per share	-0.16	-0.20	19.5%
Cash flow from operating activities	-913	-1,665	45.2%
<i>1) Of which grants:</i>	34	37	
<i>2) Gross margin without grants</i>	68.2%	61.9%	



Segment highlights

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Devices Segment Q2-2023



DEVICES' REVENUE DECLINED DUE TO LACK OF MAJOR OEM ORDERS

1.

Revenue declined 6.5 % due to lack of major OEM orders during the quarter

2.

Strong global distributor sales performance continues - improved gross margin due to increased sales of own branded products

3.

Large tenders in several market areas

	Q2/2023	Q2/2022	Change
Revenue	1,273	1,361	-6.5%
Gross profit	674	642	5.0%
Gross margin	53.0%	47.2%	5.8pps
EBITDA	-217	-464	53.2%
EBITDA margin	-17.1%	-34.1%	17.0pps

Software Segment Q2-2023



POSITIVE TREND CONTINUES, BOTH REVENUE AND PROFITABILITY INCREASED

1.

Revenue increased by 4.2 %, gross margin by almost 10% and EBITDA margin improved 3.2 pps.

2.

The increase was driven by new healthcare software solution deliveries and increased recurring business

	Q2/2023	Q2/2022	Change
Revenue	2,471	2,372	4.2%
Gross profit	1,812	1,507	20.2%
Gross margin	73.3%	63.5%	9.8pps
EBITDA	578	478	20.7%
EBITDA margin	23.4%	20.2%	3.2pps

Cash Flow Q2-2023



CASH FLOW FROM OPERATING ACTIVITIES IMPROVED

- Net cash from operating activities was 468 negative
- Cash position decreased by EUR ~1.5 million during Q2
- Q2'22 adjusted for financing activities (share issue): decrease of ~2.2 million

	Q2 2023	Q2 2022
Loss for the financial year	-1,314	-1,328
Cash flows before change in net working capital	-479	-369
Change in net working capital	52	-189
Cash flows before finance items	-426	-557
Cash flows from finance items	-41	-408
Net cash from operating activities	-468	-965
Net cash used in investing activities	-668	-825
Net cash from financing activities	-348	4,208
Net increase (decrease) in cash and cash equivalents	-1,483	2,418
Cash and cash equivalents at the beginning of period	7,179	4,630
Cash and cash equivalents at end of period	5,691	7,079

New Business Model



SIGNIFICANT RECURRING REVENUE OPPORTUNITY IN THE US

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)

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



Expansion into new geographical markets



Opening new customer segments: primary care



Bringing AI-integrated health screening to the market



Appendix

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Devices Segment: Key Financials H1-2023



	1-6/2023	1-6/2022	Change %
Revenue	2,161	2,425	-10.9%
Gross profit	1,233	1,283	-3.9%
Gross margin	57.0%	52.9 %	
EBITDA	-643	-963	33.2%
EBITDA margin	-29.8%	-39.7 %	

Software Segment: Key Financials H1-2023



	1-6/2023	1-6/2022	Change %
Revenue	5,061	4,522	11.9%
Gross profit	3,729	3,056	22.0%
Gross margin	73.7%	67.6%	
EBITDA	1,368	898	52.2%
EBITDA margin	27.0%	19.9%	

Cash Flow: H1-2023



	1-6/2023	1-6/2022
Loss for the financial year	-2,471	-2,698
Cash flows before change in net working capital	-980	-1,273
Change in net working capital	105	50
Cash flows before finance items	-875	-1,223
Cash flows from finance items	-38	-442
Net cash from operating activities	-913	-1,665
Net cash used in investing activities	-1,213	-1,672
Net cash from financing activities	-696	3,595
Net increase (decrease) in cash and cash equivalents	-2,822	257
Cash and cash equivalents at the beginning of period	8,524	6,804
Cash and cash equivalents at end of period	5,691	7,079

Balance Sheet



- Equity ratio of 63.6 (61.5) percent
- Total borrowings of EUR 4.8 (6.3) million
- Net working capital was EUR 3,537 (4,239)
- Interest-bearing net debt totalled EUR -883 (-825) thousand

	30 June 2023	30 June 2022
ASSETS		
Goodwill	4,256	4,256
Development costs	7,200	7,115
Other intangible assets	1,918	2,215
Total intangible assets	13,374	13,586
Total tangible assets	769	664
Total non-current assets	15,391	15,293
Inventories	2,954	3,161
Trade and other receivables	4,590	5,190
Cash and cash equivalent	5,691	7,079
Total current assets	13,235	15,429
TOTAL ASSETS	28,627	30,722
LIABILITIES		
Total equity	18,203	18,888
Non-current liabilities	4,913	6,758
Total current liabilities	5,510	5,077
TOTAL EQUITY AND LIABILITIES	28,627	30,722