

Investor Presentation, June 2024

Optomed in Brief

OPTOMED



The prevalence of eye diseases is expected to rapidly increase, which again increases the need for screening



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 Further, various other systemic diseases are expected to be screened by AI

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)



Transition from traditional desktop cameras to AI integrated handheld cameras has started

Traditional equipment



- Large initial investments
- Not usable in primary care due to space constraints

Optomed's handheld camera...



- Cost efficient
- Possibility to increase screening coverage
- The first FDA cleared AI+handheld solution







...together with AI

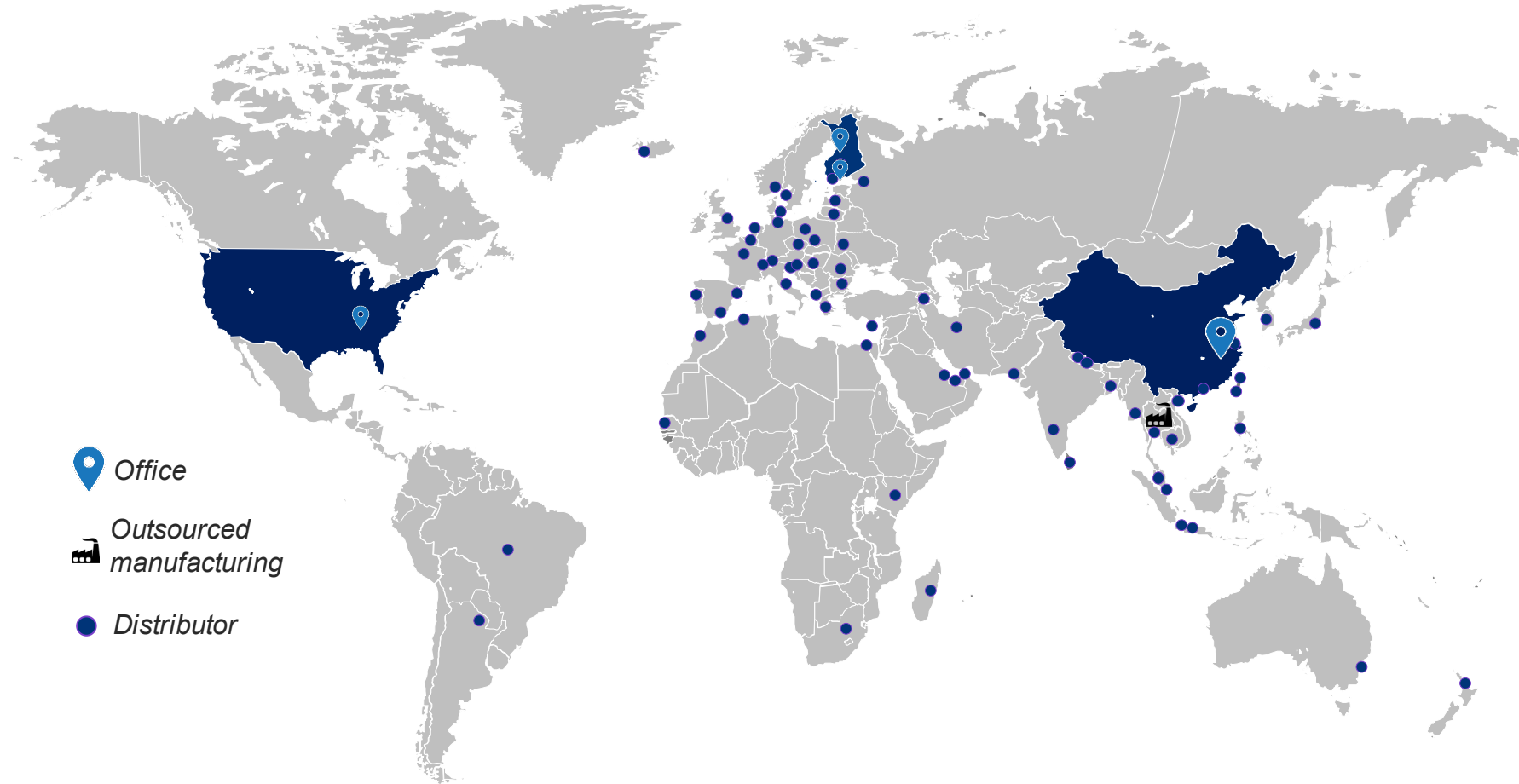


- Saves eye doctor resources and lowers costs
- AI enables screening of various conditions in the primary care

OPTOMED

Optomed is the leading handheld camera + AI company

-  HQ and product development in **Finland**
-  Revenue **15 MEUR** (2023)
-  **Over 60** distributors in **50 countries**; several OEM partners
-  Own sales organisation and client base
-  **Several AI partnerships** e.g. *AEYE Health Ltd, Eyenuk Inc., OphtAI, EyRIS Pte. Ltd, Thirona, Toku Inc*
-  **55+** international patents



-  Office
-  Outsourced manufacturing
-  Distributor



FDA Clearance in Q2/2024

- Optomed Aurora IQ is the first handheld device + a fully autonomous AI to receive **FDA clearance for diagnosis of referable diabetic retinopathy**
- Two large-scale prospective phase-III studies, in which the solution demonstrated best-in-class efficacy and imageability
- **92% - 93%** sensitivity
- **89% - 94%** specificity
- **99+%** imageability
- Only a single image per eye



Transition to recurring revenue model in the US

Previously, Optomed has sold its devices in capex model. The AI readiness enables service-based model

Market

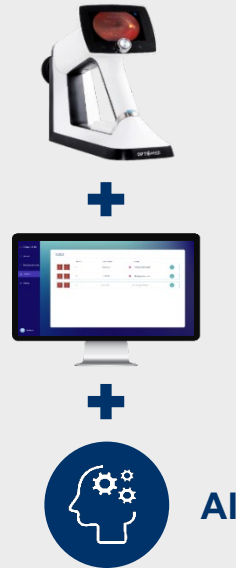
Already established reimbursement code CPT 92229

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



AI

Recurring Revenue Model



Solution leased, not sold – enables recurring revenue from long-term contracts



High revenue share on Optomed sales



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

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Benefits for customers and clinics in the US

Target customers are healthcare professionals from primary care to hospitals, eye clinics and optics stores



- + **No initial investments**, only monthly rental fee
- + **High reimbursement**, >USD 41, per diabetic (2024 national average) which is higher than the reimbursement received without using the AI
- + **Profit also for clinics with low screening volume:**
 - If the clinic obtains USD 41 per patient and takes in 2 patients per working day, the monthly revenue stream is approximately USD 1,640



- + **Improves clinic HEDIS score** which is a widely used healthcare performance measurement tools. Higher HEDIS score indicates better quality of care and acts as a multiplier for all the reimbursements that the clinic gets
- + The capability to perform **screening with just one image per eye** and deliver **results on-the-spot within 60 seconds**

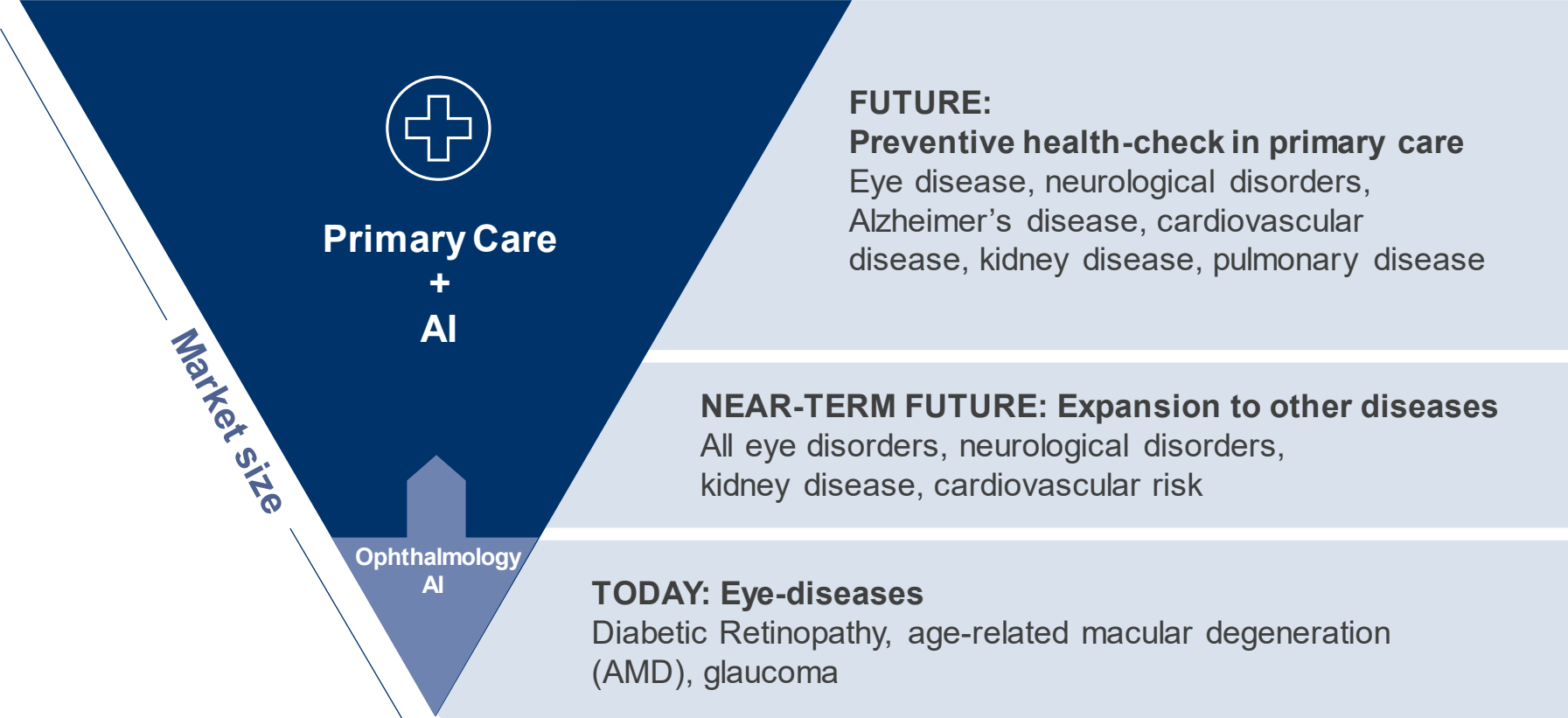


- + **Clinical results:** 92% - 93% sensitivity, 89% - 94% specificity, 99+% imageability



Expansion to other disease screenings with AI

The markets for other diseases and preventive health-checks in primary care are significantly larger than the current ophthalmology market



Co-operation with Toku Q2/2024

- Optomed and Toku Inc. entered a partnership to commercialize **AI CLAiR and BioAge**
- CLAiR is cardiovascular risk detection algorithm that has recently been granted the FDA's Breakthrough Device designation
- BioAge is an algorithm for assessing a person's biological age in comparison to their chronological age



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