

Investor Presentation

CEO Stephen Snowdy, PhD/MBA
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Visioneering Technologies Inc.
ASX:VTI



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Experienced Leadership Team



Dr. Stephen Snowdy
CEO and Executive Director

- Joined VTI as Chairman in May 2009 and has been Chief Executive Officer since June 2013
- 17 years of experience in life science venture investing and executive management
- Doctorate in Neurobiology and Master of Business Administration (Finance) from University of North Carolina. Bachelor of Science (Major in Chemistry) from University of Florida



Tony Sommer, Jr.
Senior VP Sales & Marketing

- 20 years experience in sales and marketing management
- Previously Head of Sales for Bausch & Lomb's US Vision Care division
- Bachelor of Science from the United States Air Force Academy and Master of Business Administration from Oklahoma City University



Brian Lane
CFO

- CFO with extensive track record of strong financial results.
- CFO of a private equity-backed company and CAO of multiple public companies
- Career foundation built on 11 years with EY
- Bachelor of Business Administration, Accounting from University of Georgia

Highly Credentialed Board of Directors



Dr. David J. Mazzo
Chairman and
Non-executive Director

- 40 years of experience in the life sciences industry
- Currently President, CEO and Executive Director of Caladrius Biosciences (NASDAQ:CLBS) and Board member of 2 NASDAQ-listed companies
- Previously served as CEO of several public companies, including leading Regado through its IPO



Christi Van Heek
Non-executive Director

- 25 years of experience in the life sciences industry
- Previously served as Vice President of Global Marketing for Genzyme, amongst other roles (acquired by Sanofi S.A. for >US\$20bn)
- Board member of a NASDAQ-listed biotechnology company and previous Board member of a NASDAQ-listed biopharmaceutical company



Jean Franchi
Non-executive Director

- 20+ years of experience building finance & accounting systems and teams in life sciences
- Currently CFO of Replimune Group; served as SVP Corporate Finance at Genzyme, a biotech company with over \$4B in revenue, and as CFO of Merrimack Pharmaceuticals, Dimension Therapeutics and Good Start Genetics



Zita Peach
Non-executive Director

- Over 30 years of experience in the pharmaceutical, biotechnology, medical device & healthcare sectors
- Currently serves on the board of ASX-listed Starpharma Holdings, Monash IVF Group and Pacific Smiles Group. Previously held executive roles at ASX-listed CSL Limited and Fresenius Kabi



Tom Dooley
Non-executive Director

- 30 years of experience in pharma and medical devices, including contact lenses and eye care
- Most recently served as President of Alcon Japan, where he oversaw 1,300 employees, and \$1B in revenue from contact lens products, medical devices, and pharma
- Served as Alcon's country manager in Australia and New Zealand



Dr. Stephen Snowdy
CEO and Executive
Director

- See Leadership team slide for background information

ASX:VTI Securities Overview

Key Financial Details

ASX code	VTI
Listing date	28 March 2017
GICS classification	Health Care Equipment & Services
CDI price (28 October 2020)	AUD\$0.030
Market Capitalisation	AUD\$29M
Shares on issue	~969M
Cash on Hand (30 September 2020)	AUD\$5.0M
Trading range (last 12 months)	AUD\$0.012 – \$0.105
Average daily volume	4M

ASX:VTI Securities Overview

Substantial Holders of Outstanding Shares

Thorney Investment Group	27%
Regal Funds Management	9%
Paul Cozzi	7%
Charter Life Sciences	5%
Memphis Biomed Ventures	1.7%
Stephen Snowdy, CEO*	1.4%

***Dr. Snowdy also holds ~43m options**

What we do: Revolutionary contact lenses

that address two high-need and underserved populations:



Near-sighted children, or paediatric myopia

\$13-17bn global TAM

- Affects up to one-third of children in US and 80-90% of children in many Asian nations, 2 billion people worldwide
- Correlates to elevated life-time risk for blindness and other debilitating ocular diseases
- Risk for ocular diseases correlates with level of near sightedness
- No widely adopted solutions are available
- US\$2bn addressable market in US, ~\$10bn China, plus other large OUS markets



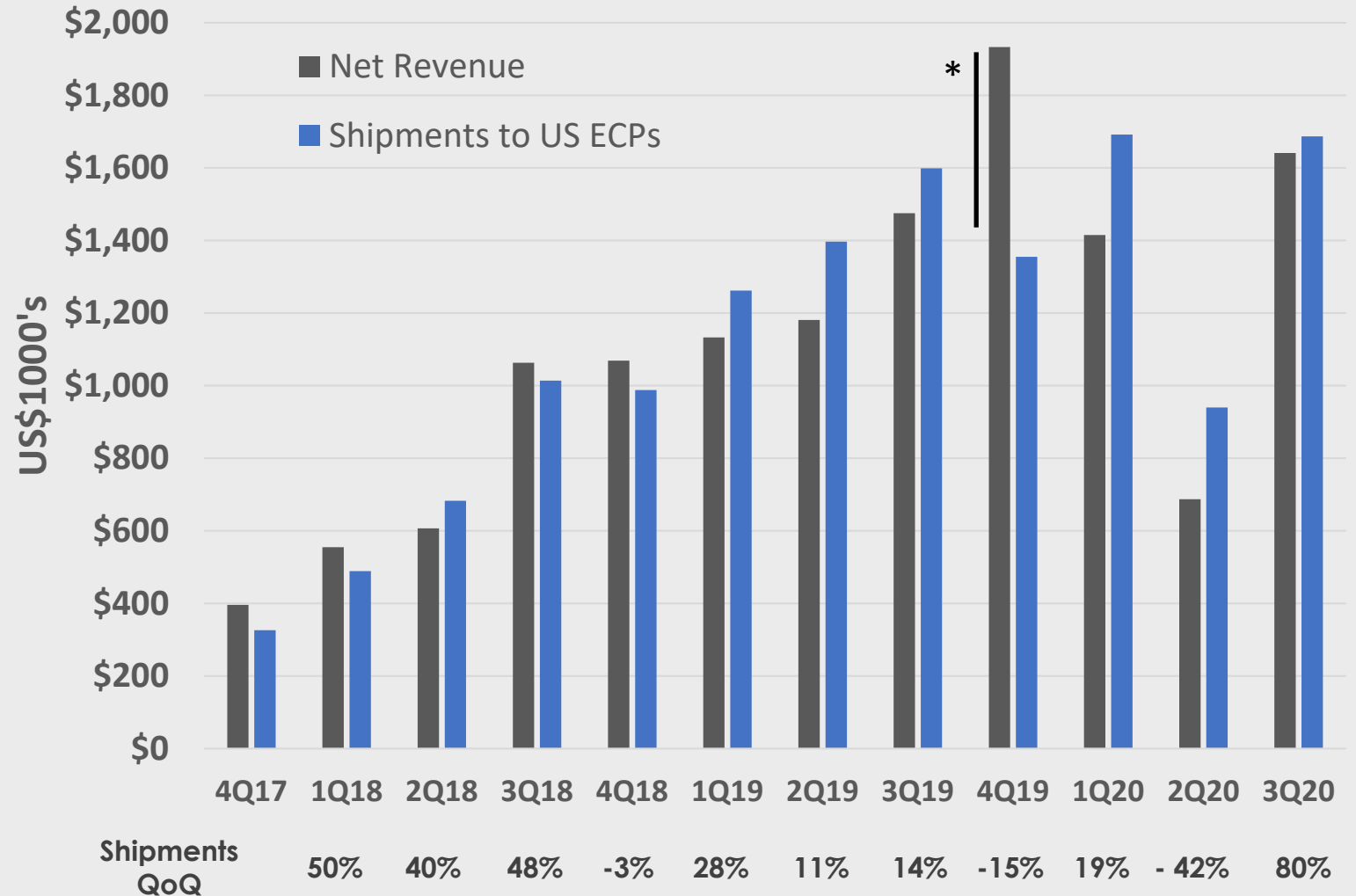
Adults over 45 losing up-close vision, or Presbyopia

\$8bn global TAM

- Affects nearly everyone over 45-50 in every part of the world
- Progressive disease; worsens with age
- Current contact lenses for presbyopia compromise either near or distance vision and are time-consuming for practitioners to optimize
- US\$3bn addressable market in US, large OUS markets

Strong growth in shipments and revenue

- September quarter (3Q20) set records in nearly all metrics despite pandemic:
 - Cash receipts A\$2.7M (US\$1.9M)
 - Cash flow positive for first time, excluding inventory purchases
 - Net Revenue A\$2.2M (US\$1.6M)
 - Shipments to US ECPs A\$2.4M
 - Gross Margin 46%
 - 2,173 Active Accounts
- 2019 Net Revenue up 74% over 2018 to \$5.7M
- Shipments to US ECPs represents gross value to VTI of shipments going from distributors' inventories to US practitioners, and removes effect of inventory changes at distributor level
- Industry-wide December quarters typically lower than September quarters



Options to slow Myopia Progression are limited

Awareness is rapidly increasing

Glasses or simple contacts only correct the nearsighted vision, but do not slow the progression of myopia. Some believe that simple correction of vision may even accelerate the progression near-sightedness.

Myopia progression is caused by the abnormal lengthening of the eye, and generally remains untreated owing to the treatment options available and lack of awareness

Atropine

Drug formulated as eyedrops or ointment for the eye.



Drawbacks

- Uncertain efficacy
- Significant side effects
- Rebound effect
- Temporary use only
- Difficult to obtain
- PDL: "Should not be supplied"

Ortho-K

Hard contact lenses worn at night to reshape the front surface of the eye.



Drawbacks

- Expensive
- Requires daily lens sanitization
- Loss of vision correction through day
- Limited optical powers
- High practitioner time and training
- Off-label for myopia progression control

Soft contact lenses

High industry interest in soft contact lenses for myopia progression control.



Drawbacks

- Several past and present attempts
- None have achieved widespread adoption
- Highly variable published data

Data support Visioneering's NaturalVue MF ability to slow or stop myopia progression in children*

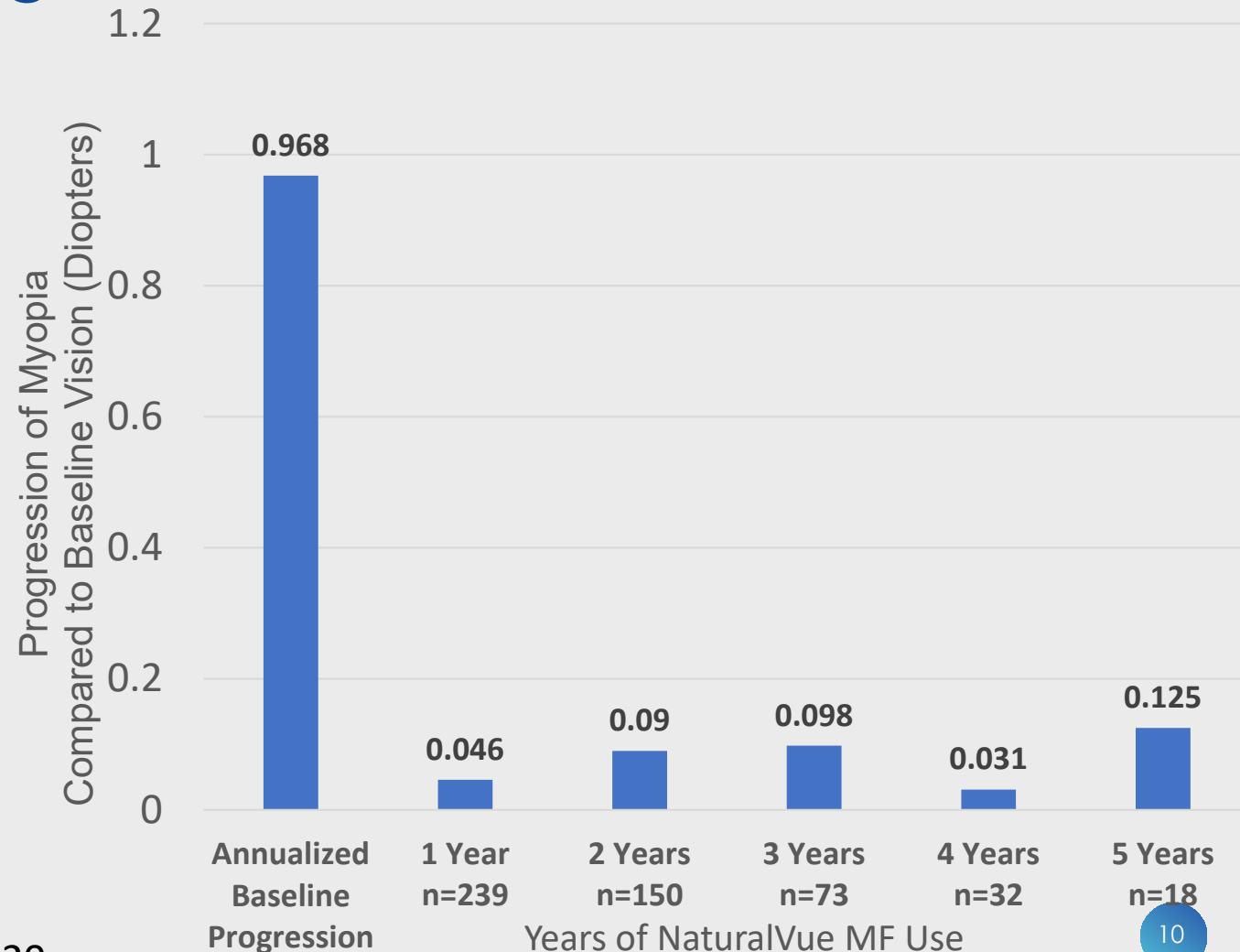
15 eye care professionals followed actual patients wearing VTI's NaturalVue MF contact lenses

Length of follow up was up to 5 years in 305 eyes (153 children)

→ **93%** showed decrease in rate of myopia progression

→ **65%** showed decrease of 70% or greater

→ **55%** slowing of axial elongation



* Presented at the Global Myopia Symposium, October 2020

VTI at forefront of rapidly expanding interest in myopia

Menicon

Launched entire brand around myopia control called Menicon Bloom. Entered private label agreement with VTI for Europe

Global Myopia Awareness Coalition (GMAC)

This is a coalition of the largest eye care companies to join forces in creating awareness in myopia.

VTI is a founding member and sits alongside the world's largest eye care companies.

Essilor

World's largest eye care company, formed task force for myopia control, Myopia In Action (M.I.A.)

J&J Vision Care

Initiated \$25M research collaboration with Singapore for myopia control treatments (no products available or in publicly listed clinical trials).

Recently announced large clinical research project for drug-eluting contact lenses.

Alcon

IPO'd/spun out of Novartis and called out myopia control as an area of market expansion opportunity for the company (no products available or in publicly listed clinical trials).

Bausch Health

Recently began in-licensing of technologies for myopia control

Coopervision

Coopervision has had a myopia control contact lens available outside the US for many years; not widely used. Recently entered the United States, but FDA requiring extensive clinical trial.

World Council of Optometry

The organization, which operates as an advisory board under the World Council of Optometry, has 11 corporations committed to this effort.

These include Alcon, CooperVision, Essilor, Euclid Systems Corporation, Hoya, Johnson & Johnson, Menicon, Nevakar, Oculus, SightGlass Vision, and Visioneering Technologies.

Worldwide Markets for pediatric myopia control

Geography	Market Size (US\$)	VTI Status/Partner	VTI Clearance
United States	\$2 bn	Launched-Direct	Myopia/Presby
Australia/NZ	\$0.3 bn	Launched-Corneal Lens Corporation	MPC/Myopia/Presby
Europe	\$1 bn	Launched-Menicon, Positive Impact	MPC/Myopia/Presby
Canada	\$0.4 bn	Launched-Direct	MPC/Myopia/Presby
Hong Kong	\$0.1 bn	Launched-Oculus	MPC/Myopia/Presby
China	\$7-10 bn	2024 Est	Expect MPC
Singapore/Korea	\$0.7 bn	Singapore launched-Oculus	MPC/Myopia/Presby in Singapore
Japan	\$1.4 bn	2024 Est	MPC/Myopia/Presby

MPC = Myopia Progression Control
Presby=Presbyopia

Strategic Partnership Signed with Menicon Ltd



- Menicon Co., Ltd. is **Japan's first and largest contact lens manufacturer** founded by Mr Kyoichi Tanaka in 1951, and is now represented in over 80 countries with US\$700M annualized revenue
- Menicon **announced new myopia control brand** in May 2019, Menicon Bloom
- **VTI will private label NVMF** for Menicon with Bloom branding for Europe market (<https://menicon.com.au/news/590/>)
- **Expands footprint** of NaturalVue MF with large contact lens company
- Structure of non-exclusive cancellable deal allows VTI to **maintain strategic flexibility**

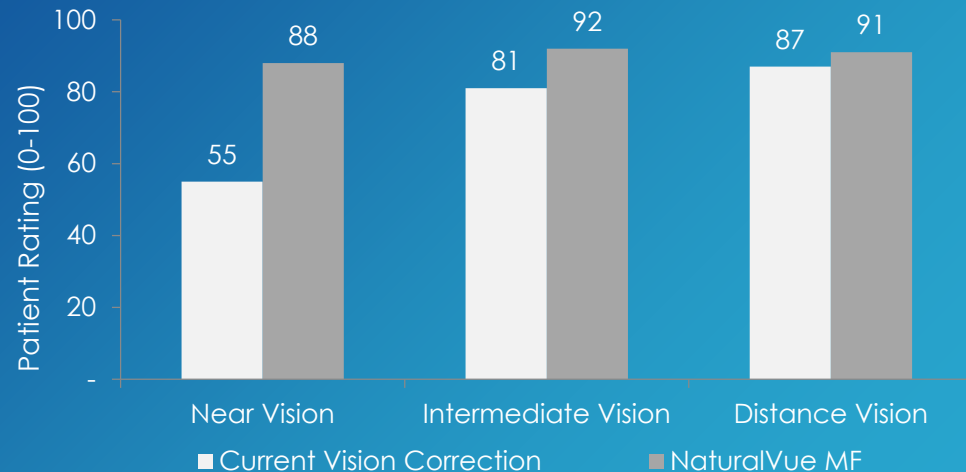
NaturalVue

Contact lenses also have benefits for over-45 adults

Superior clinical performance

- The NaturalVue MF contact lens solves the near vision problem
- Simultaneously provides superior near, intermediate and distance vision.

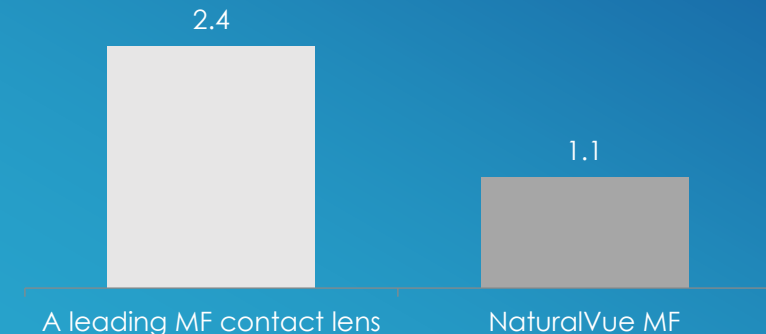
PMET Trial – near, intermediate & distance vision (n=59)



Easier to fit

- Currently marketed MF contact lenses require multiple visits (up to 6) to achieve a successful fit a majority of the time¹
- In Visioneering's clinical trial, NaturalVue was successfully fit in an average of 1.1 visits vs 2.4 for a leading MF competitor²

Average fitting visits – NaturalVue MF vs Competitor MF



1. As reported by ECPs when fitting presbyopic patients
2. As reported by the manufacturer of the contact lens

Covid-19 Response

Improve cash Flow/Extend runway

Cash conservation actions

Reduced headcount by 22 employees, bringing personnel from 42 to 20 employees, reduced cash salaries companywide, paused new product development and launches of new products. Retained core sales team, and retained all personnel required to maintain world-wide regulatory compliance. Supply of product uninterrupted, and company stands ready to accelerate when conditions permit. Company expecting sharp downturn in 2QFY20, followed by beginnings of recovery in 3QFY20.

Non-dilutive funding

Received ~A\$1.6M in non-dilutive loan funding from the US government. Debt will mostly be forgiven, very **favorable** terms on any remainder not forgiven

Capital raise

Raised US\$3.9M net of fees in placement and oversubscribed securities purchase program

These actions result in our having cash runway into 3Q2021.

2020 activities and beyond

Current Environment

- Service our existing US and Canada accounts and wearers with core sales team, and supporting users in Europe, HK, Singapore, ANZ
- Continue enabling international expansion
 - Menicon in Europe
 - Oculus in Singapore and HK
 - Additional SE Asia launches
- Continue preparations for new products (scaled down and slowed)
 - Multifocal toric
 - Next-gen multifocal
- Wrap up small clinical projects
 - Larger projects will be delayed
- Maintain readiness to hit the throttle when macro-conditions improve

As conditions improve

- Prudently pursue growth in the US
- Launch multifocal toric and conduct clinical projects on additional products
- Explore addition of other companies' products into the VTI sales bag

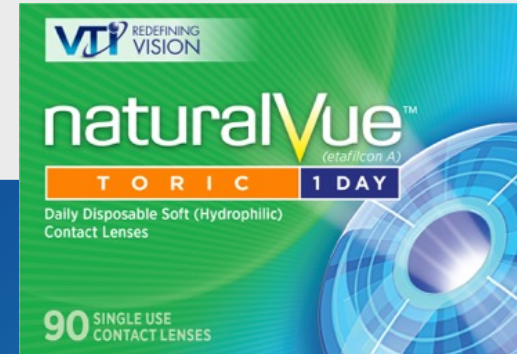
Visioneering Technologies'

Product development pipeline



NaturalVue® Multifocal Toric Daily Disposable Soft Contact Lenses

- Correction of astigmatism, distance vision and presbyopia
- Daily disposable Multifocal Toric is revolutionary in the eye care industry, enabled by our technology
- No additional regulatory clearance required in US
- Greatly reduced SKUs due to universal ADD and cloverleaf toric design, which reduces number of axes to 2-4 (from 17).



NaturalVue® Toric Daily Disposable Soft Contact Lenses

- Correction of astigmatism and distance vision
- No additional regulatory clearance required in US



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NaturalVue® Daily Disposable Multi-Focal
Soft Contact Lenses