

Q&A With VTI Chief Financial Officer

Brian Lane is Visioneering Technologies Inc. (ASX:VTI) Chief Financial Officer. He has 30 years of experience in financial operations and management. He was previously the CFO of OnePath, controller for PRGX Global (NASDAQ:PRGX), and employed for 11 years with accounting firm Ernst & Young. Brian has held senior finance roles in other companies in financial services, franchising and manufacturing. Brian has a Bachelor of Business Administration from the University of Georgia, and he is a Certified Public Accountant (CPA).



Can you explain how you are connected to and/or working with VTI?

I joined VTI in 2018 as CFO. VTI is a small company and our associates work in multiple areas. My areas of expertise and responsibility include Finance and Accounting, Risk Management, Human Resources, Information Technology, Legal and Logistics functions.

Can you name an achievement, or series of achievements, that you've been proud to contribute to as a leader/affiliate in this Company?

I have assisted with several capital raises to provide vital capital for VTI to continue its growth and begin the PROTECT Clinical Study. I have also managed the Company through the COVID-19 pandemic, requiring extremely difficult decisions that resulted in our cutting net cash used in operating activities in half, and enabling the Company to operate with minimal cash. I also assisted with the Company's growth into multiple international markets and helped launch the Enhanced NaturalVue Multifocal.

▶ **In your own words, can you explain why VTI's novel product range, and continued R&D, is so important?**

The optics in the NaturalVue Multifocal are amazing. I've worn other multifocal contacts for presbyopia, and they don't compare to NaturalVue. More importantly, I believe NaturalVue Multifocal appears to be the best product for slowing the progression of myopia in children. With the prevalence and severity of myopia accelerating in recent years, it's critical that we continue our R&D efforts and expand the reach of our product to more patients in more countries.

▶ **In your opinion, what are some of the things that are needed to support VTI's continued market reach and patient impact?**

The PROTECT Clinical Study is the most important initiative needed to support our continued market reach and patient impact. Although our real-world data is very positive, many ECPs want to see the results of a randomized clinical trial in order to feel comfortable prescribing the lens to their patients.

▶ **Do you think the world has learnt an important lesson about supporting niche and novel R&D, like VTI's product portfolio, following the widespread impact of the COVID-19 pandemic?**

I believe the pandemic highlighted the need for advances in technology and the beneficial effects of recent work in that area. The pandemic accelerated the need for NaturalVue Multifocal and certain telemedicine technologies as well, but to a lesser extent.

▶ **Do you have any particular advocacy messages you would like to share with our valued key stakeholders?**

NaturalVue Multifocal is an important product that has the potential to positively impact the quality of life for millions of patients one day. Our investors have invested over \$80 million to date, and while it is expensive to develop and grow a medical device in the current environment, we remain focused on building and delivering value.

- *Brian Lane*