



Investor Presentation

Q2 FY '24

Release approved by Juan Carlos Aragón,
Chief Executive Officer and Executive Director
Visioneering Technologies Inc.
ASX:VTI



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Projection of Future Myopia Management Category: Summary



- Pediatric Myopia is a significant growth opportunity with a Total Addressable Market (**TAM**) >500MM children & young adults
- Category is in a nascent stage and concentrated in only a few markets
- We project the patients receiving treatment to grow from ~10MM people to ~57MM people by 2030
- Key driver for growth are (i) innovation, (ii) availability of approved solution, (iii) increased awareness of disease, (iv) pricing & (v) ECP standard of care
- We project the category to grow from the current estimate of ~\$2B to >\$17B
- China and US are projected to represent over 3/4 of the market
- External forces such as managed care and or regulatory approvals and potentially disruptive innovation can significantly impact the category trajectory

References, Sources:

1 US Census, Age Distribution for US Population: 2000, 2010, and 2020 Censuses

2 Population data, Population by age group (ourworldindata.org)

3 Population by Age, Population by age group, World, 2021 (ourworldindata.org)

4 Brian Holden Estimates: Holden et al. Global Prevalence of myopia and high myopia and temporal trends from 2000 through 2050. *Ophthalmology* 2016. 123(5):1036-42

5 VTI GfK FITS data, as of Q4 2023

6 GMAC Myopia population survey in US, 2019

Presbyopia

Opportunities & Key Challenges

Opportunities:

- **Big population pool**
 - Nearly 160 million people in the US over 40¹
 - 71% of patients presenting in clinics are age 37+²
 - Only 14% are fitted with a bifocal or multifocal contact lens³
 - The Global Population is aging; millions of contact lens wearers need to be upgraded to a multifocal alternative

Key Challenges that NaturalVue can address:

- **Vision and Comfort** can lead to dissatisfaction & dropouts
 - Up to 85% of patients have compromised vision⁴
 - Poor vision (38%) and discomfort (34%) are the primary reported reasons for discontinuation⁵
 - Contact lens discomfort is related to visual discomfort and is associated with accommodative decline and eye strain, especially in presbyopes⁵

Note: Note: Presbyopia TAM analysis underway and will be provided as soon as it is complete.

1. United States Census Bureau, Age & Sex Table (ACS 1-Year Estimates) 2019. <https://data.census.gov/cedsci/table?q=Age%20and%20Sex&tid=ACST1Y2019.S0101> Accessed 31 Aug 2021.

2. DeLong, S. 2018 Mega Market Trends. Eyecare Business, January 2018: 70. 3. Morgan PB, et al. International contact lens prescribing in 2021. Contact Lens Spectrum 2022 Jan;37(1):32-38. 4. VTI data on file 2013. As reported by eye care practitioners. 5. Rueff EM, Varghese RJ, Brack TM, Downard DE, Bailey MD. A Survey of Presbyopic Contact Lens Wearers in a University Setting. Optom Vis Sci. 2016; 93 (8):848-854



Investment Highlights



Uniquely designed product, **NaturalVue Multifocal**, addresses two large, global markets

Strong leadership team bolstered by distinguished industry leader joining as CEO in October 2023

Five-year revenue compound annual **growth rate of 18%** with excellent cost controls

Interim 1-year data for the **PROTECT RCT** (randomized clinical trial) announced 12 October 2023 and full one-year data announced 18 January 2024

Clear strategy for exploiting the **China market**, the largest myopia management market in the world

New distribution agreements signed for **Belgium, Vietnam, the Middle East, Greece & Cyprus, Spain & Portugal, Italy, and Latin America**

Negotiating agreements for **Netherlands, Germany, Austria, Switzerland, & the Republic of Korea**

Growing interest in **myopia management market** due to government and industry education initiatives

Real-World Data & PROTECT Randomized Clinical Trial REDEFINING VISION

Real-world data indicates NaturalVue MF is a superior product:

- NaturalVue MF is a unique solution in myopia progression control
- NaturalVue MF was at least **50% more effective** after two years than the overall treatment used in the CAMP study conducted by Treehouse Eyes, a leader in myopia management
- VTI's real-world data, the CAMP study and a study conducted by Dr. Lederman, a pediatric ophthalmologist, all showed similar results after two years:
 - › Average myopia progression less than -0.25D/yr (0.25D is the smallest interval for refraction)
 - › Average axial length elongation less than 0.10mm/yr (≤ 0.10 mm is normal growth of non-myopic eyes)

PROgressive Myopia Treatment Evaluation for NaturalVue Multifocal Contact Lens Trial

- Multi-center, randomized, double-masked clinical trial conducted at **8 sites in 4 countries**
- Protocol design mimics MiSight and BLINK studies¹ and allows for head-to-head comparison
- Higher quality clinical evidence than real-world data
- Positive 1-year follow up data announced on 18 January 2024 – NaturalVue MF is both safe and effective in myopia management
- One-year data in studies such as this shown to be strong predictor of overall outcomes
- Longer-term (2 and 3 year) data expected in late 2024 and late 2025
- PROTECT RCT corroborates the real-world findings and should prompt ECPs to seriously consider NaturalVue MF as an option for myopia management

¹ MiSight study conducted by CooperVision on their MiSight® 1 day lens; BLINK study conducted by two large research organizations in the US and funded by the US National Eye Institute

PROTECT Randomized Clinical Trial, 1-Year Data Set Positive Results



Analysis of the 1-year data sets follow-up from **100%** of the enrolled subjects

1-year full data set support the conclusion that NaturalVue Multifocal 1 Day contact lenses are **safe and efficacious for myopia progression** control

Treatment **effects are consistent** with those of the only treatment approved by the FDA for myopia progression control

Results show that NaturalVue Multifocal is **safe for children** as young as seven years old

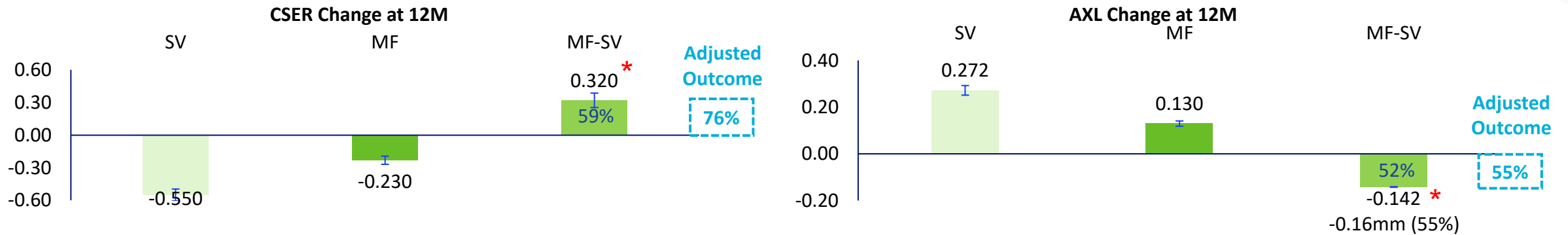
No compromise in vision, comfort, activities or wearing time

The PROTECT Randomized Clinical Trial is ongoing and the data will continue to be reviewed and analyzed with additional details to be shared **as available**.

PROTECT RCT Efficacy Results - Unadjusted CSER & AXL REDEFINING VISION

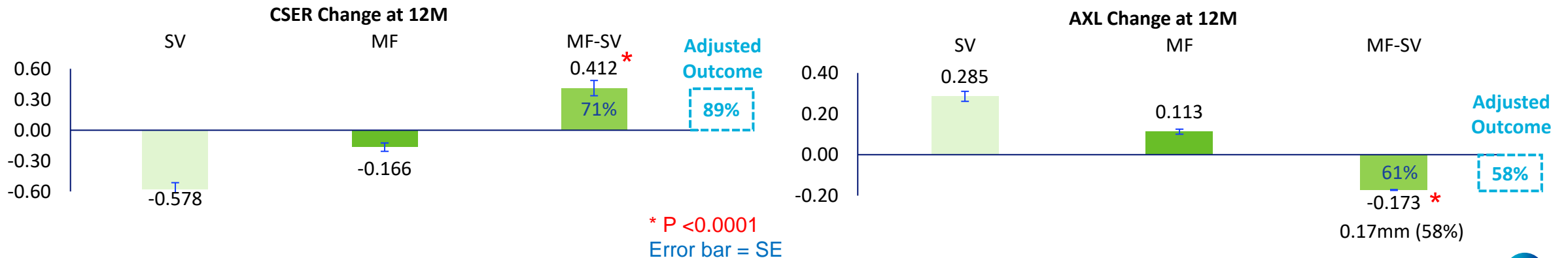
All Eligible Subjects

- 14% non-progressors in the control group (highly unusual; lowers efficacy results)
- Treatment lens is effective in slowing down the progression of myopia



Modified Population To Match With Common Study Populations

- Ages 8 to <13; CSER -0.75 to -4.00
- Baseline demographics remain balanced

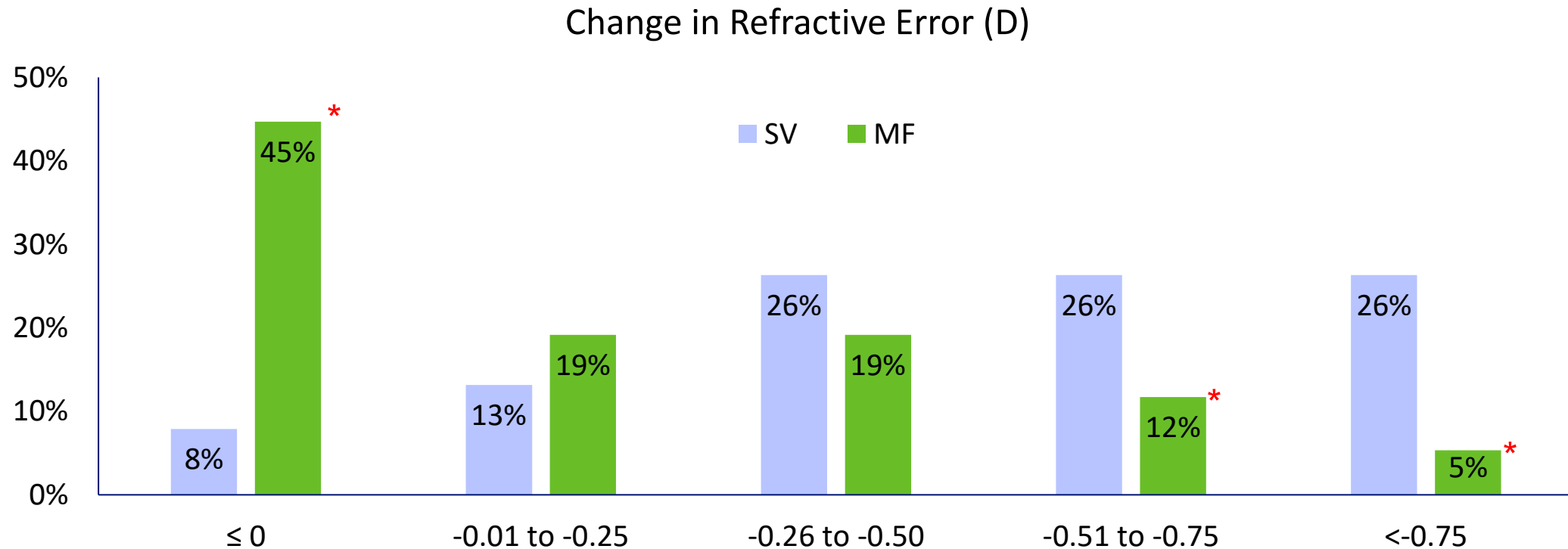


PROTECT RCT Distribution of Myopia Progression REDEFINING VISION

(Common Study Population)

NaturalVue Multifocal:

- 64%¹ study population has $\leq 0.25D$ or less myopic progression
- 5% study population may have responded mildly or fast progressors



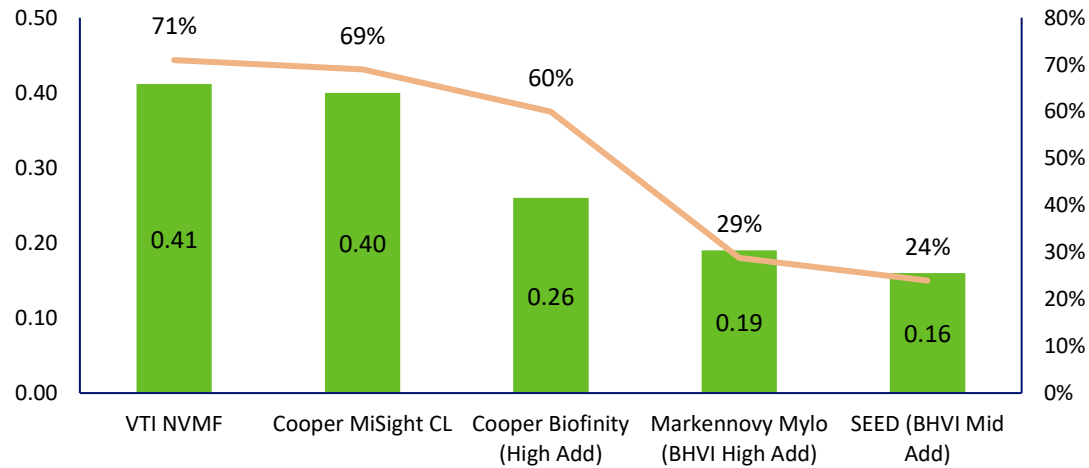
1. Proportional analysis showed a significant difference ($p < 0.05$) between the two groups

Comparative Clinical Trial Interim 1-Year Results

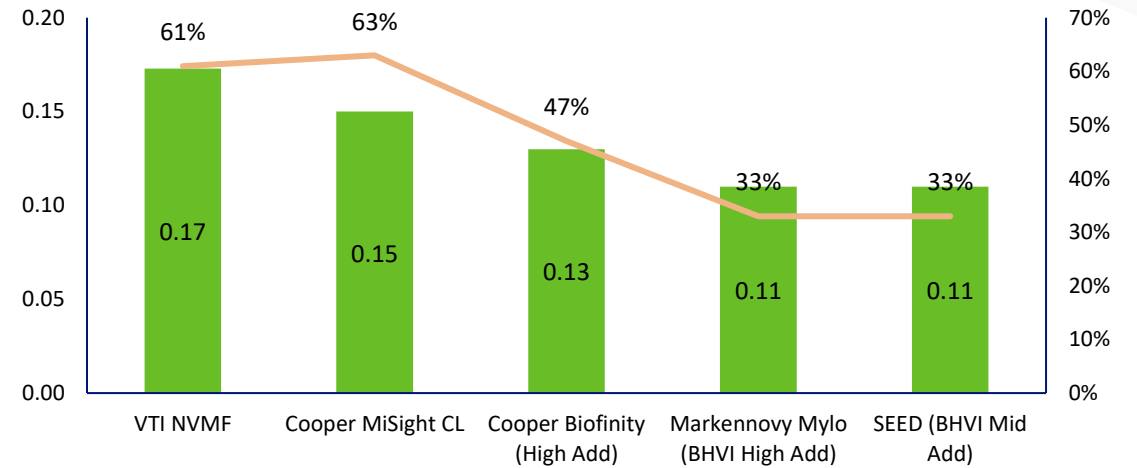


(Common Study Populations; Unadjusted results)

12M
Myopia Treatment Effect (D)



12M
Axial Length Treatment Effect (mm)



	Extended Depth of Focus Design (VTI)	Dual-Focus Design (CooperVision)	Center Distance "D" Lens Designs	Extended Depth of Focus Design (BHVI)
Design Image / Power Profile				
Replacement	Daily	Daily	Monthly	Daily / Monthly / Custom

Summary and Conclusion



1-year interim PROTECT Randomized Clinical Trial data

- The safety profile of the study population is similar between single vision (SV) and multifocal contact lenses (NVMF)
- In the unadjusted results for the population of 8 to <13 year-olds, baseline cycloplegic myopia between -0.75D to -4.00D (common study population), compared with control, **NVMF had:**
 - 0.41 D (71%)** reduction of myopia progression (0.48 D (89%) adjusted results)
 - 0.17 mm (61%)** reduction of axial length (0.17 mm (58%) adjusted results)
 - 45%** had **no** myopia progression (vs 8% in control group)
 - 64%** had myopia progression \leq **0.25 D** (vs 21% in control group)

NVMF RCT data corroborates the NVMF real-world data analyses

NVMF may be safe and effective in slowing myopia progression

*US: NaturalVue® (etafilcon A) Multifocal 1 Day™ Disposable Soft Contact Lenses are indicated for daily wear for the correction of refractive ametropia (myopia and hyperopia), and/or presbyopia in normal eyes. OUS: indicated for daily wear for the correction of refractive ametropia (myopia and hyperopia), and/or presbyopia, and myopia progression control in normal eyes.

Clinical Study – Functional Visual Range



VTI completed a clinical trial entitled, “Evaluation of the Functional Visual Range of a Catenary Curve-Based, Extended Depth-of-Focus Contact Lens for Presbyopia”

- The results of the clinical trial were published in *Clinical Ophthalmology* on July 19, 2024
- The study enrolled 24 mature adults with presbyopia.
- Under high-contrast conditions, NaturalVue Multifocal provided a full range of functional binocular vision at each optical range tested (distance to 30cm).
- Participants demonstrated a significant improvement in binocular visual acuity from 1 meter to 30 cm wearing NaturalVue Multifocal while maintaining clear distance vision, compared to wearing single vision glasses.
- The clinical study also confirmed that NaturalVue Multifocal provides the same level of vision and satisfaction for the mild (+1.00 to 1.25 D ADD) and intermediate (+1.50 to +1.75 D ADD) presbyopes. These results confirm that NaturalVue Multifocal has a Universal ADD for all levels of presbyopic patients.

Q2 FY'24 and 1H 2024 Results



(US\$ in 000's, unaudited)	Q2 FY '24	Q2 FY '23	Variance		1H 2024	1H 2023	Variance
Net Revenue	\$2,400	\$2,383	1%		\$4,640	\$4,671	(1)%
Shipments to US ECPs	\$2,108	\$2,034	4%		\$4,365	\$4,278	2%
Cash receipts from customers	\$2,349	\$1,995	18%		\$4,693	\$4,260	10%
Net cash (used in) operating activities	(\$872)	(\$1,196)	(27)%		(\$1,274)	(\$1,688)	(25)%
Gross margin	57.2%	54.9%	n/a		56.5%	53.1%	n/a
Active US Accounts	2,217	2,157	3%				
Shipments to US ECPs per Active US Account	\$951	\$943	1%				
Repeat Customer Rate	92.5%	92.4%	n/a				

Contact Us

Dr. Juan Carlos Aragón

Chief Executive Officer and Executive Director

Visioneering Technologies

jaragon@vtivision.com

www.vtvisioninvestors.com

VTI-IR-ASX97



NaturalVue® Daily Disposable Multifocal Soft Contact Lenses

