



# Visioneering Technologies, Inc.

**Annual General Meeting**

**20 April 2018**



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# Company Overview

- Developed, patented, and selling a revolutionary contact lens called NaturalVue® Multi-Focal (NaturalVue MF) which has unique properties to address two major eye care applications:
  - Presbyopia – progressive loss of ability to see near objects, in people over 40
  - Paediatric Myopia – inability to see far objects, starting in childhood and worsening until early adulthood
- Successful ASX IPO in March 2017 raised A\$33.3m
- Expanding launch in the US, \$1M in sales revenue in 2017, \$555K in 1Q18 (~40% over 4Q17).



# EoY 2016 versus EoY 2017

Growth in revenue, infrastructure, and clinical data fueled by IPO in March 2017 that brought in A\$33M

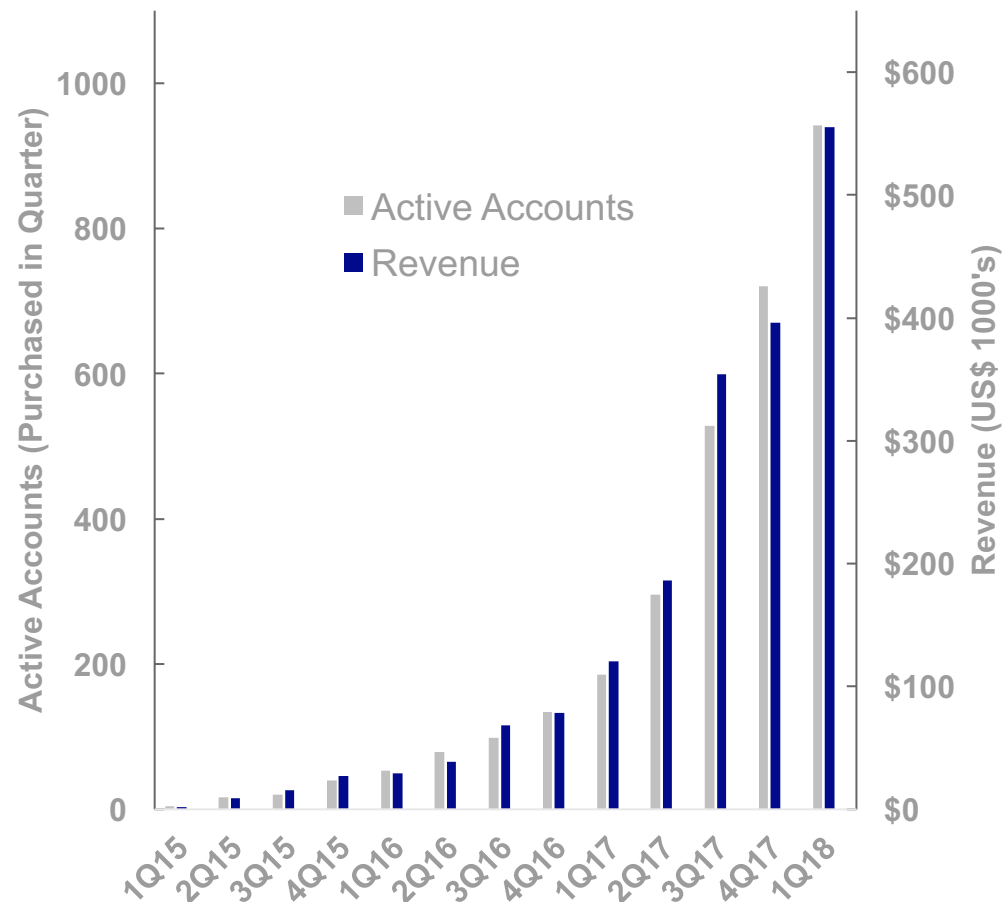
	31 December 2016	31 December 2017
Revenue	US\$216	US\$1,055
Revenue for Quarter Ending	\$120	\$555
Active Accounts	134	720
Territory Managers	5	25



# Strong US Sales Momentum into 1Q18

**2017 Revenue \$1.05M (vs 2016 Revenue \$216K), 1Q18 Revenue \$555K**

- 20 new territory managers hired in 2017, currently 25 sales representatives
  - Most new hires are experienced eye-care sales professionals (many joined from competing contact lens companies)
  - 43 of 50 states now covered in US
- Focused on building base of users (expansion of active accounts) and helping them introduce NaturalVue contact lenses into their practices
- Data publications supporting use in children, and peer-to-peer education resulting in inbound inquiry



# Progress Since IPO Leading to Opportunities

## IPO in March 2017 raised A\$33M

- 2016 revenue: \$216K
- 2016 EoY Active Accounts: 134
- Number of territory managers: 5

## Achievements in the 12 months following IPO...

- 2017 revenue: \$1.05M
  - 1Q18 revenue: \$555K
- 2017 EoY Active Accounts: 720
  - 1Q18 Active Accounts: 942
- Number of territory managers: 25
  - Hired 20 highly experienced eye care sales professionals
- Europe and Australia clearances obtained
- Very positive data published by practitioners showing halting of myopia progression in children wearing VTI's NaturalVue MF
- Additional patents awarded in world's largest paediatric myopia markets

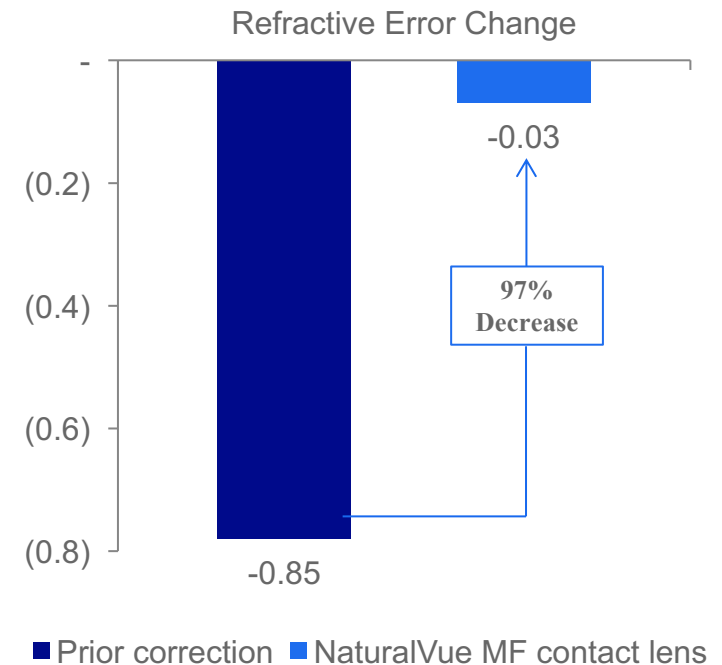
## ...have led to

- Increasing inflow in inbound requests for accounts
- Peer-to-peer advocacy of our products on social media
- Numerous mentions in industry conferences and publications
- Offers for debt financing received of \$10M+ to fund further growth - now under consideration

# Compelling Published Data Grows for NaturalVue MF in Myopia Progression

- At an international meeting of optometrists in January, the 2018 Global Specialty Lens Symposium, several practitioners presented data on children wearing NaturalVue MF. Their pooled data of 91 children showed:
  - ~97% average decrease in rate of myopia progression
  - ~91% of children showed a decrease in rate of myopia progression
  - ~72% of children showed a complete halt of progression, with many showing reversal
- One practitioner measured eye lengthening and showed that children wearing NaturalVue MF experienced a sharp decrease in lengthening of the eye
- Compelling strength of data and number of patients studied is driving awareness and inbound enquiries from eye-care professionals

## Annualised Myopia Progression in children wearing NaturalVue MF



# International Commercialisation Planned to Commence in 2018

- We will partner with leading vision care product distributors in each launch region:
  - Quicker access to large international markets
  - Leverage an existing distributor's in-country expertise and customer base
  - Cost-effective expansion

## Initial International Territories

- Clearances obtained for EU, Australia, New Zealand.
- Numerous territories are being evaluated for 2018 launch
  - In advanced stages of evaluation of territories and distribution partners, and expect distributor appointments to be made over next 3 – 6 months
  - Planning to have NaturalVue MF contact lenses available in Australia in 2018
  - Asia is a key target international territory – high prevalence of paediatric myopia



# Product Line Extensions

- Sphere: Simple commodity contacts for correction of distance vision. Launched in 2016, enhanced version launching mid-2018
- Toric: Lenses for astigmatism to launch in 2018, Multi-Focal Toric for Presbyopia + Astigmatism to launch 1H2019.
- No additional clearances required in US or CE Mark territories for any of our products.

## NaturalVue Spheres



Near / Farsightedness

## NaturalVue Torics



Near / Farsightedness  
+  
Astigmatism

## NaturalVue MF Torics



Near / Farsightedness  
+  
Astigmatism  
+  
Presbyopia

# News Flow 2018

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Continued updates on sales and marketing expansion in the US

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Commencement of international sales (EU and Pacific)

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Additional international clearances

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New product launches: Enhanced Sphere, Toric, expanded parameters of NVMF

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Development of additional new product line extensions

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Ongoing clinical data and practitioner/industry publications

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# Seasoned Management



**Dr Stephen Snowdy**  
*CEO*

- Initially joined VTI as Chairman in May 2009 and has been Chief Executive Officer since June 2013
- 15 years of experience in life science venture investing and executive management
- Doctorate (major in Neurobiology) and Master of Business Administration from the University of North Carolina, and a Bachelor of Science (Major in Chemistry) from the University of Florida



**Mr Mark Rapoport**  
*CFO*

- Over 30 years of experience in Financial Management, HR, Supply Chain Management
- Has served in executive roles in both public and private companies, including CFO at Capsule Technologies SAS (acquired by Qualcomm Life, Inc.), COO/CFO at Landacorp (Nasdaq: LCOR), and Controller at iXL (Nasdaq: IIXL)
- Master of Business Administration-Finance & Accounting from Emory University



**Mr Tony Sommer, Jr.**  
*Senior VP Sales and 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

## Clinical and Regulatory Team

- Dr. Sally Dillehay, OD. Dr. Dillehay's responsibilities span clinical support, clinical trials, regulatory support, and quality compliance. She has 35 years experience in clinical research and clinical trials in optometry.
- Dr. Doug Benoit, OD. Dr. Benoit is responsible for support and training of optometrists. He has 30 years experience in clinical optometry and clinical research.
- Penny Northcutt, CEO Reg Solutions. Ms. Northcutt leads VTI's regulatory filings and regulatory compliance. She has 28 years experience in Regulatory Affairs, Clinical Affairs, and Quality Systems.

# Backed by a Proven Board



**Mr Fred Shwarzer**  
*Chairman of the Board  
and Non-executive  
Director*

- Currently serves on the board of Amaranth Medical, Great Lakes Pharmaceuticals, Health Fidelity, IGM Bioscience, Kereos and Mirabilis Medical
- Presently Managing Partner at Charter Life Sciences
- Has led investments in a number of life science companies, including Inviragen (acquired by Takeda Pharmaceuticals)



**Ms 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)
- Currently serves on the board of Concert Pharmaceuticals, a NASDAQ listed biotechnology and previously served on the board of Affymax (previously listed on the NASDAQ)



**Ms Jean Franchi**  
*Non-executive Director*

- 20 years of experience building finance/accounting systems and teams in the life sciences industry
- Currently serves as CFO of Merrimack, a NASDAQ-listed pharmaceutical company
- Served as SVP Corporate Finance at Genzyme, a biotech company with over \$4B in revenue, and as CFO of Dimension Therapeutics and Good Start Genetics.



**Dr Stephen Snowdy**  
*CEO and Executive  
Director*

- See Management slide



**Ms 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 AirXpanders, in addition to board positions with Bionic Vision Technologies Pty Ltd, Vision Eye Institute Ltd.
- Previously held executive roles at ASX-listed CSL Limited and Fresenius Kabi



**Mr 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