

**Addressing the Leading Causes of Blindness**

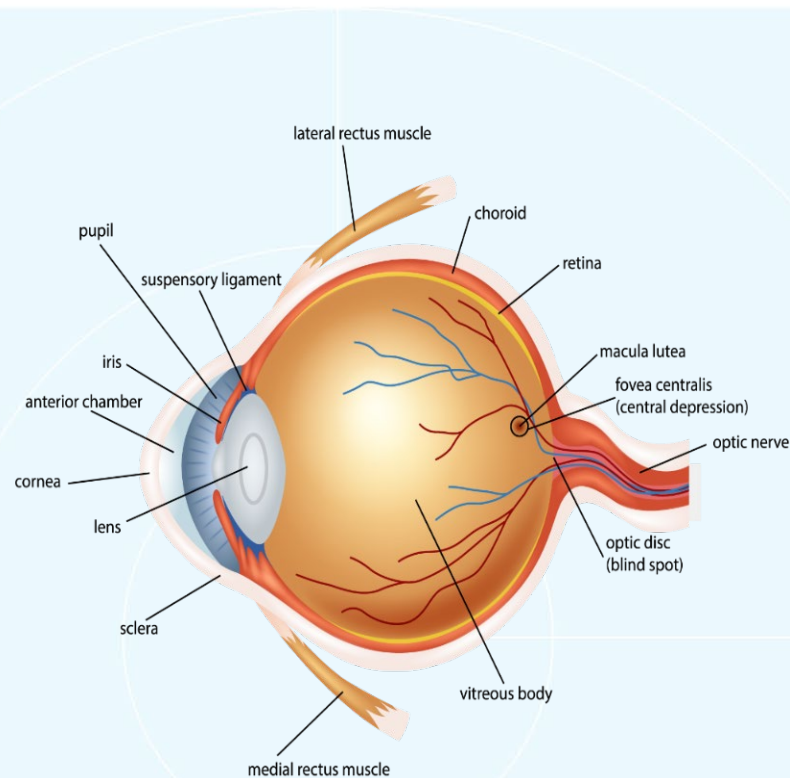
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**TechKnow**  
INVEST ROADSHOW

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# BUSINESS SNAPSHOT

Nova Eye Medical leads the way in interventional treatment solutions for glaucoma and age-related macular degeneration (AMD), **the leading causes of blindness in the developed world.**

Nova Eye Medical, Glaucoma	
Strategy	Develop, market and sell comprehensive portfolio of glaucoma consumable surgical devices
Market	Canaloplasty segment of the glaucoma surgical devices market scheduled to grow rapidly 2022-27
Sales	Established infrastructure; direct sales in USA, Germany, Australia; +20 distributors
Manufacturing	California, USA and Dunedin, New Zealand
IP Status	>100 patents issued and pending
Regulatory	Clearance in all key global markets, including USA (FDA)
Reimbursement	Favorable CPT codes (USA)

AlphaRET, AMD	
Strategy	Commercialise 2RT® to technology with partner
Market	Intermediate Age-related Macular Degeneration treatment (iAMD) – market not addressed. Underserved market for retinal disease therapy
Sales	Sales program to coincide with partnering
Manufacturing	Adelaide, Australia based contract manufacturing
IP Status	First mover advantage, >10 patents issued and pending in major markets
Regulatory	CE Mark (iAMD and diabetic eye disease) in Europe, Australia, NZ . FDA approval for diabetic eye disease

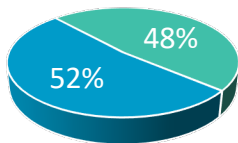
# COMPANY OVERVIEW

## Capital Structure

ASX Code	EYE
Share Price (at 28 July 2023)	\$0.26
Shares on Issue	190 M
Unlisted Options	3.35 M
Market Capitalisation	\$49.4 M
Cash	Capital raise 2 March 2023 ~\$7.5 M

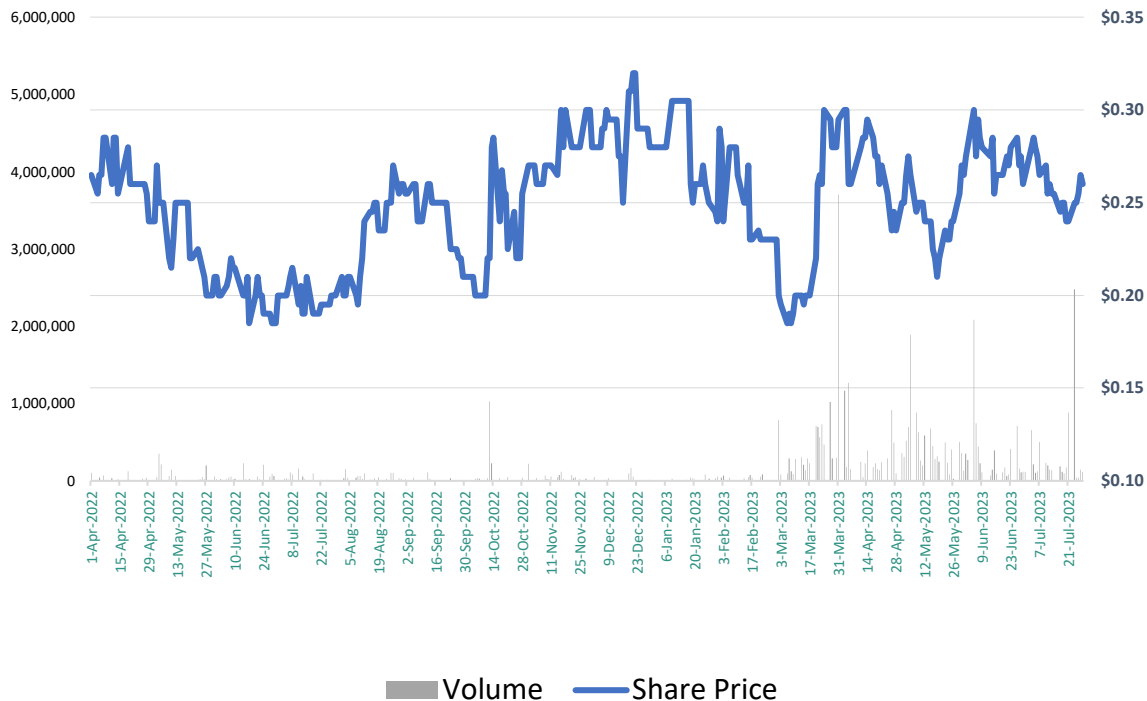
## Shareholders

Significant shareholder support from the top 20 shareholders



■ Top 20 Shareholders

## Share Price Chart



# OUR GLAUCOMA OPPORTUNITY

- With a proprietary product portfolio and an established glaucoma salesforce, Nova Eye Medical is well positioned to execute its glaucoma opportunity.
- The new **iTrack™ Advance** canaloplasty device, **cleared by the USA Food and Drug Administration (FDA) in early April 2023**, offers significant opportunity for sales growth.
- Capital raise of A\$8 million in March 2023 successfully completed to support commercial roll-out of **iTrack™ Advance**.

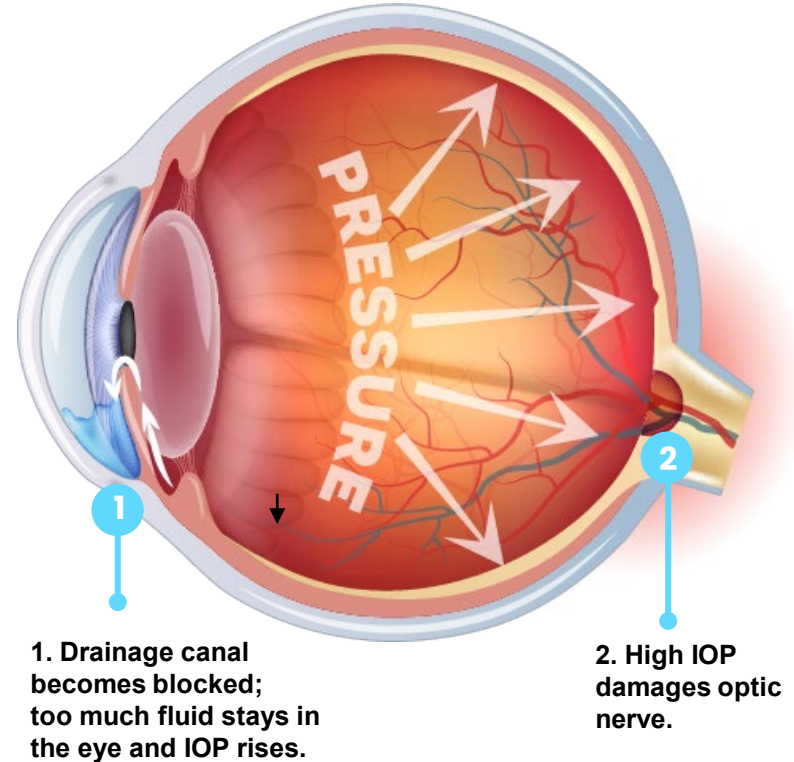
Unique intellectual property drives product portfolio.

Paradigm shift towards earlier surgical intervention for glaucoma via MIGS driving an advanced global opportunity.

Already commercialised. Established glaucoma salesforce in the USA

# GLAUCOMA, DISEASE OVERVIEW

- Glaucoma is the leading cause of blindness in the developed world
- Progressive, irreversible eye disease that causes vision loss due to optic nerve damage.
- Elevated intraocular pressure (IOP) is the most significant risk factor for the development of glaucoma.
- There is no cure for glaucoma.
- Topical medications are standard of care but nonadherence is ubiquitous.



# GLAUCOMA, TREATMENT OVERVIEW

- Traditional treatment paradigm consisted of long-term chronic medication use.
- Patients and surgeons are moving away from medications in favour of minimally invasive glaucoma surgery or MIGS.
- MIGS offer an improved safety profile and are performed earlier in the disease process.
- Advancements in diagnostic technologies also support earlier surgical intervention.
- **Nova Eye is a key player in the global MIGS market with its industry-leading canaloplasty device, iTrack™ Advance.**



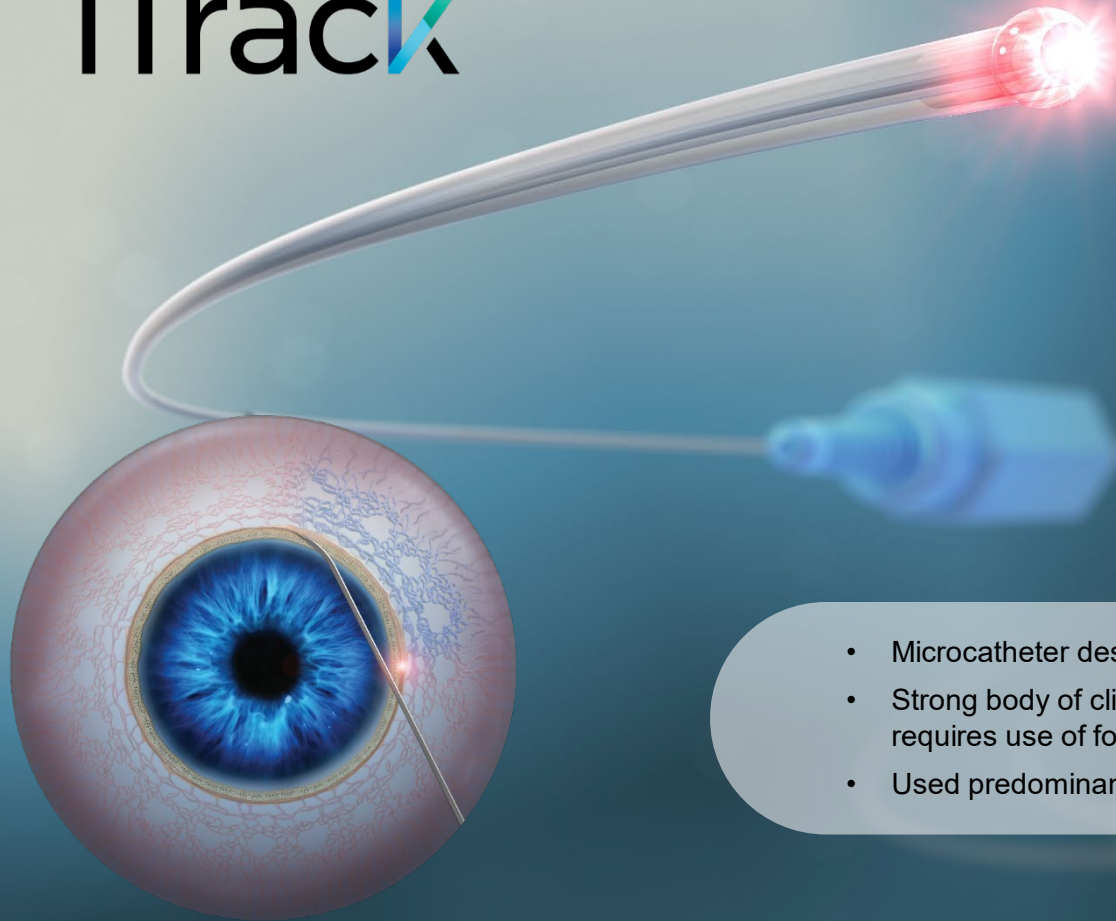
## Patient adherence to glaucoma medications is poor

10-25% of newly prescribed patients don't refill second prescription

Quigley HA Glaucoma: What Every Patient Should Know 2011; Friedman DS et al Invest Ophthalmol Vis Sci. 2007.

**Glaucoma surgical devices are increasingly recognized as a viable alternative to medications – and this is the highest area of focus and return for the patient, the physician and the supplier.**

# iTrack™



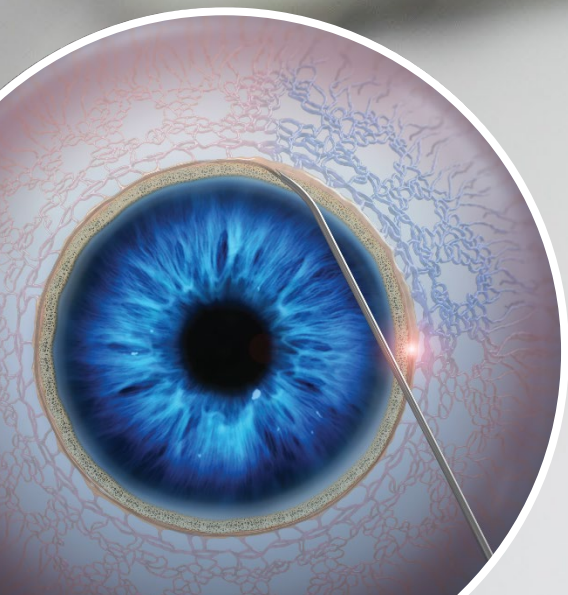
- Microcatheter designed for canaloplasty
- Strong body of clinical evidence but technically challenging—requires use of forceps, cutting instruments
- Used predominantly by glaucoma surgeons

# ***iTrack™ Advance***



- Our **iTrack™ Advance** MIGS device is redefining the treatment of glaucoma in its early stages.
- Enhanced version of our original iTrack™ microcatheter, which was first brought to market in 2008 and has been used in more than 120,000 procedures globally.
- Offers a stent-free, tissue-preserving surgical treatment for glaucoma.

*iTrack™ Advance*



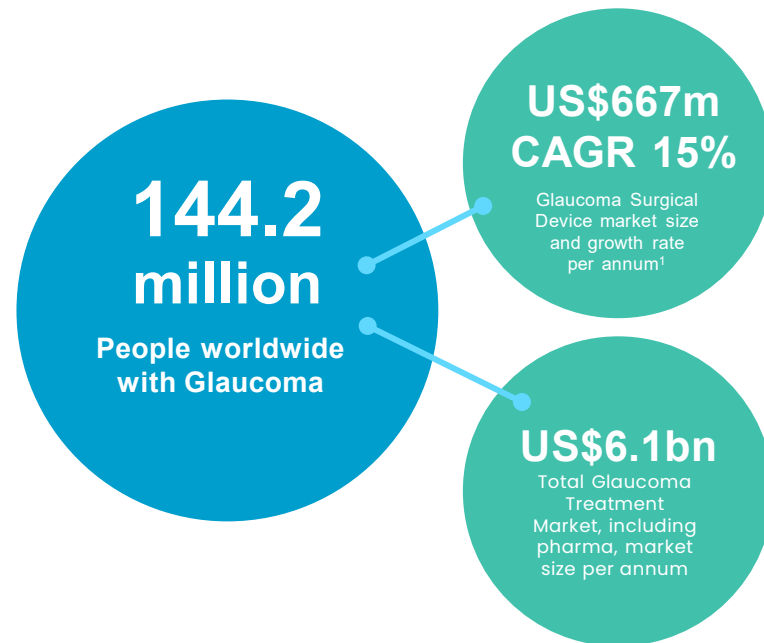
*iTrack™ Advance*



# GLAUCOMA, MARKET OVERVIEW



- **The glaucoma consumable surgical devices market is the fastest growing segment of the ophthalmic market.**
- The aging global population drives prevalence, representing a significant opportunity for our global business.
- Significant drawbacks associated with medications drives preferential growth of our proprietary consumable surgical devices.



1. Marketscope 2022 Glaucoma Surgical Devices Reports. Growth in glaucoma surgical devices.

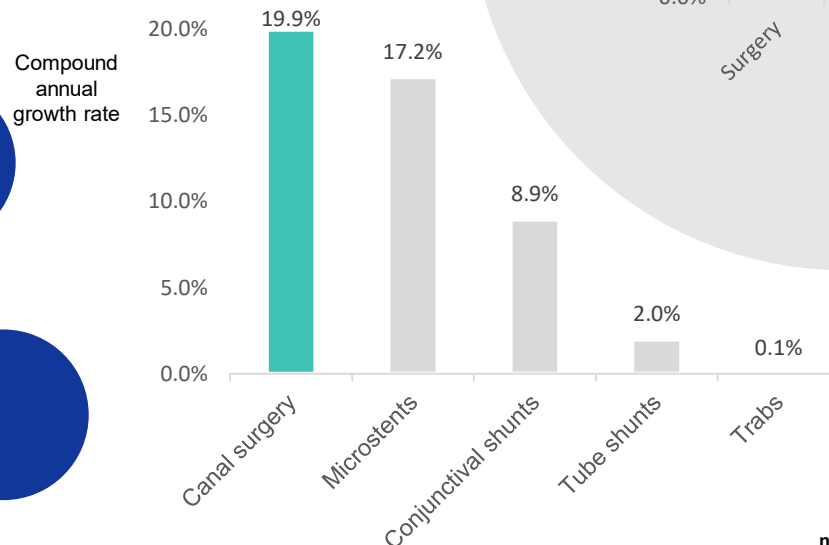
# GLAUCOMA MARKET – ACCESSING FAST GROWING SEGMENT

Surgical glaucoma interventions are forecast to grow at 14.7% per annum globally over the next 5 years. The fastest growing form of glaucoma surgery

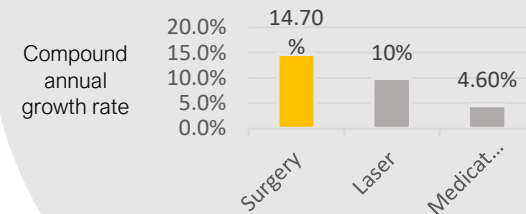
Canal surgery procedures are forecast to grow at 20% per annum over the next 5 years, faster than any other surgical device intervention option.

Nova Eye Medical is well positioned to meet the growing demand for innovative glaucoma treatments.

**Glaucoma surgical device intervention<sup>1</sup> (2022 to 2027)**

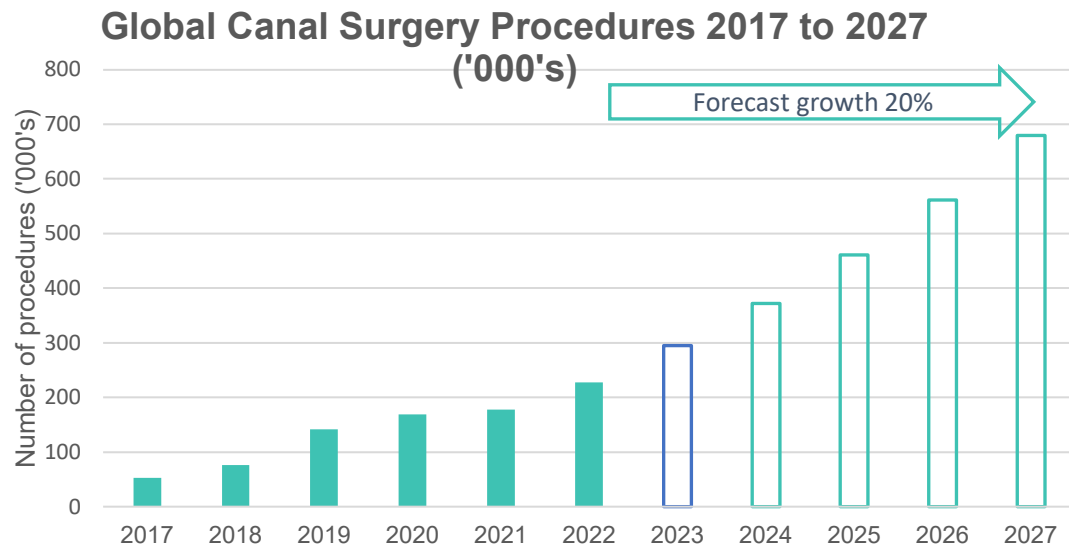


**Glaucoma interventions<sup>1</sup> (2022 to 2027)**



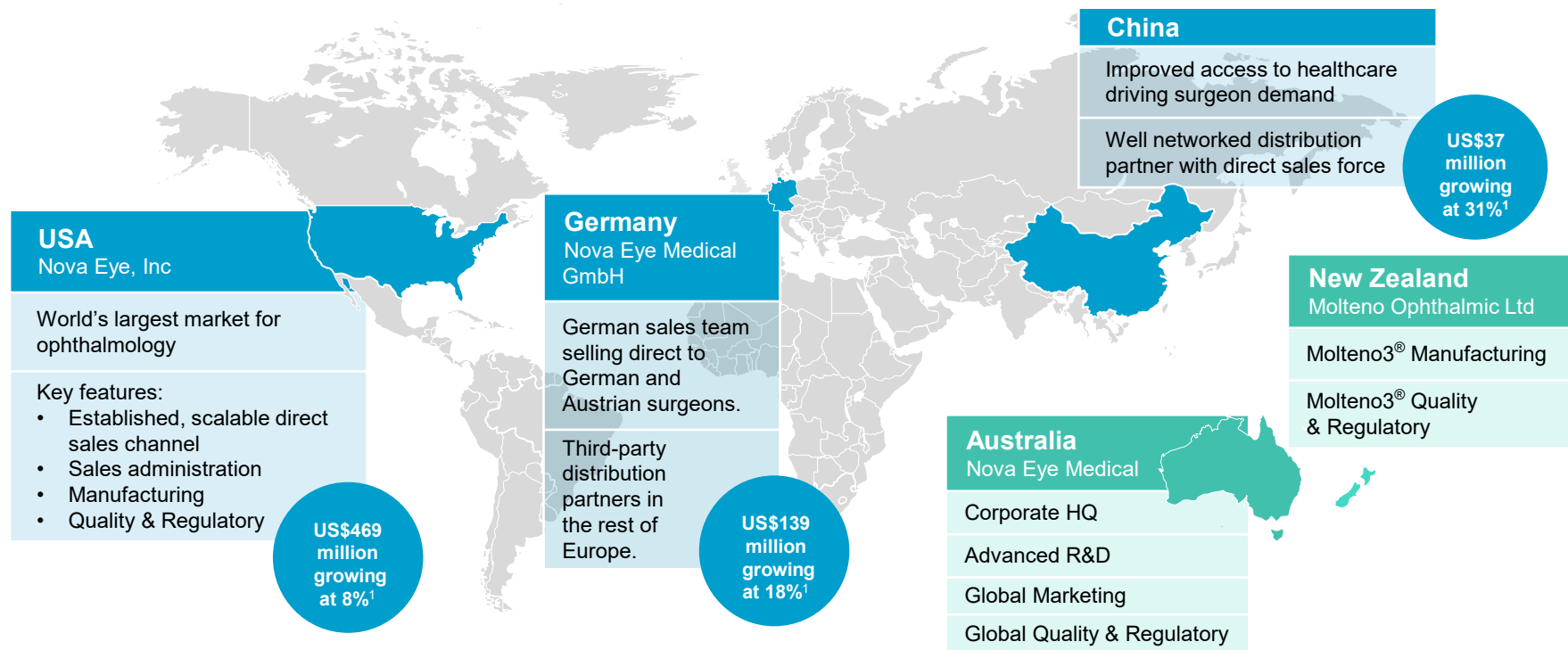
<sup>1</sup> All data from Marketscope 2022 glaucoma surgical devices report

# CANAL SURGERY SEGMENT MARKET GROWTH



- Canal Surgery Segment Procedures growth rate of 20% forecast between 2022 and 2027
- Canal Surgery Segment Revenue is expected to grow at a CAGR of 19% to US\$440m in 2027
- Major current participants in the Canal Surgery Segment: Nova Eye Medical, Sight Sciences, New World Medical

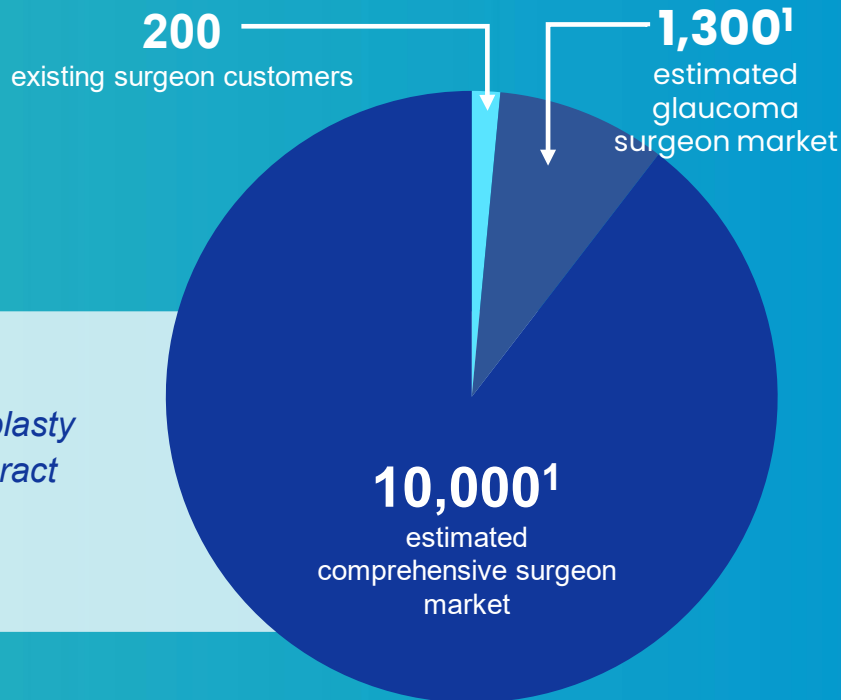
# GLAUCOMA, BY GEOGRAPHY



1. Marketscope 2022 Glaucoma Surgical Devices Reports. Growth in glaucoma surgical devices.

In the USA, iTrack™ is regularly used by approx. 200 specialist glaucoma surgeons. The new **iTrack™ Advance** will appeal to the additional 1,100 glaucoma surgeons and the additional 10,000 comprehensive and cataract surgeons.

*“iTrack™ usage has been primarily by glaucoma specialists. The **iTrack™ Advance** will make canaloplasty more accessible to the much broader market of cataract and anterior segment surgeons.”* David Lubeck, MD (Chicago, USA)



# USA SALES UPDATE



**1**

**Following the USA launch of *iTrack™ Advance* at the ASCRS meeting in May 2023, total USA sales in the three (3) months to 31 July 2023 were approx. US\$2.2 million, up 32% on the pcp**

**2**

**Solid sales growth in the USA is expected to continue, with a targeted program of new customer account acquisition to commence in late 2023**

**3**

**Sales team expansion has improved geographical coverage**

**4**

**Material increase in production capacity underway to meet strong sales demand**

# OUR GLAUCOMA OUTLOOK



**1**

**Glaucoma consumable surgical devices represent the fastest growing market in ophthalmology.**

**2**

**Best-in-class iTrack™ Advance device approved for sale in the USA, the world's largest market.**

**3**

**Established, scalable glaucoma salesforce and commercial infrastructure in USA.**

**4**

**Well positioned to support commercial roll-out of iTrack™ Advance following a capital raise in March 2023 for significant sales growth.**

# ALPHARET FOR RETINAL DISEASE



2RT® is a proprietary, world-first nanosecond laser therapy to treat retinal disease including intermediate AMD (iAMD).

2RT® works by stimulating the rejuvenation of cells in the retina to initiate a healing response that targets the underlying causes of AMD and other retinal diseases.

- **Age-related macular degeneration (AMD) is the leading cause of blindness in industrialised countries in people over the age of 50 years.**
- Late-stage Wet AMD market is currently the only market served (drug therapy anti-VEGF injections). Nova Eye estimates that this market is valued at US\$13.6bn annually.
- AlphaRET 2RT® is a leading candidate therapy to treat patients with iAMD, earlier in the disease state, preventing late-stage progression. This represents a revolutionary change from the status quo and provides enormous clinical and commercial potential.
- Commercialisation of 2RT® requires gathering additional clinical data.
- Estimated addressable market is 54 million people equating to US\$600m/year<sup>1</sup> revenue opportunity.

AlphaRET

# Overview of AMD Market

## Intermediate stage disease – AlphaRET

(Treats underlying causes of AMD.)

### Intermediate AMD

54 million  
people worldwide<sup>(1)</sup>

**Addressable  
by 2RT<sup>®</sup>**

There is currently no treatment for patients with iAMD. Nutraceuticals are currently recommended<sup>(2)</sup>

## Late stage macular degeneration

### Wet AMD (CNV)

Choroidal  
Neovascularization

15 million  
people worldwide <sup>(1)</sup>.

- Australian PBS A\$0.6 billion <sup>(3)</sup>
- USA Medicare US\$3.5 billion <sup>(4)</sup>

Highest spends on any ocular drug  
in USA and any drug in Australia.

Treating symptoms only.  
Requires retreatment.

### Dry AMD (GA)

Geographic Atrophy

14 million  
people worldwide <sup>(1)</sup>

New emerging therapies include:

- Iveric Bio, US\$2.9 bn (NASDAQ: ISEE)
- Apellis, US\$6.1 bn (NASDAQ: APLS) FDA approval with labelling conditions received 17 Feb 2023. Injections every 6 to 8 weeks. C. US\$20,000 per year for treatment<sup>3</sup>.

DISEASE PROGRESSION

1) AlphaRET estimate based on LEAD study and MarketScope 2018 Ophthalmic Lasers Report including allowance for 24% of iAMD patients (based in LEAD study) cannot be treated because they have RPD  
2) Macular Degeneration Foundation Australia recommendation pamphlet "Nutrition for AMD". USA National Eye Institute AREDS/AREDS 2 study concluded that supplements reduces the rate of progression from intermediate AMD to advanced AMD by 17% for cohort 3 3. Australian June 2021 PBS data<sup>8</sup>  
3) Apellis press release 17 February 2023 .  
4) Expenditure on Eylea, Avastin and Lucentis USA Medicare Report Aug 2021

# 2RT<sup>®</sup> DEVELOPMENT MILESTONES AND PLAN



Our strategy for 2RT<sup>®</sup> is to collect additional clinical data at sites in Europe, Australia, Canada and ultimately the USA to gain FDA clearance for the treatment of intermediate AMD funded by partners.



## PRE-CLINICAL WORK



## PILOT CLINICAL STUDY



CE MARK (iAMD) APPROVED FOR SALE IN AUSTRALIA,  
NEW ZEALAND AND EUROPE. FDA APPROVAL FOR DIABETIC EYE  
DISEASE



## FEASIBILITY & SAFETY CLINICAL STUDY ("LEAD")



## PROTOCOL PREPARATION FOR CONFIRMATORY PIVOTAL CLINICAL STUDY



## COLLECT ADDITIONAL CLINICAL DATA



FDA: EXPANSION OF INDICATION TO INCLUDE iAMD  
AS WELL AS DIABETIC EYE DISEASE

Continuing work on Investigational Device Exemption (IDE) application with the US Food & Drug Administration (FDA) in to commence a pivotal clinical study for 2RT<sup>®</sup>.

So far expressions of interest to participate in the study received from all 28 invited retinal research institutions and leading retinal specialists.

Continuing to engage and progress discussions with a number of high-calibre potential partners.



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