#### **ASX RELEASE**

Ellex Medical Lasers Limited (ASX:ELX)

Adelaide, Australia

Date: 1 March, 2017

Release: Immediate

Topic: Ellex presenting to the "Ophthalmology Futures Asian Forum 2017" in Singapore



Adelaide, Australia, 2 February 2017 – Ellex Medical Lasers Limited (ASX:ELX), a global leader in medical devices for the diagnosis and treatment of eye disease, today announced that it will today be presenting to the "Ophthalmology Futures Asian Forum 2017" in Singapore. The forum will be attended by physicians, investors and industry participants and focussed on showcasing the latest investment trends and new products in ophthalmology. The forum is held as adjunct to the Asia-Pacific Academy of Ophthalmology (APAO) congress being held in Singapore from 2 March to 5 March 2017 in Singapore. The presentation is to be given by Ellex CEO, Tom Spurling, is attached.

#### **ABOUT ELLEX**

Ellex designs, develops, manufactures and sells innovative products that help eye surgeons around the world to effectively and efficiently treat eye disease. Ellex is a world leader in this field. Headquartered in Adelaide, Australia, Ellex has ophthalmic lasers and devices that treat glaucoma, retinal disease primarily caused by diabetes, secondary cataract and vitreous opacities, as well as age-related macular degeneration. Manufacturing is carried out in Adelaide, Australia and Fremont, California. Sales and service directly to eye surgeons is conducted via subsidiary offices in Minneapolis, Lyon, Berlin and Tokyo. A network of more than 50 distribution partners around the world services other markets.

For additional information about Ellex and its products, please visit www.ellex.com

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ELLEX MEDICAL LASERS LTD (ASX:ELX)

OPHTHALMOLOGY FUTURES FORUM

SINGAPORE – 1 MARCH 2017

**TOM SPURLING, CEO** 



## Ellex

- Designs, develops, manufactures and sells a range of ophthalmic therapeutic and diagnostic devices
- In business for 32 years; listed on ASX for 16 years.
- Employs 272 globally.
  - Adelaide, South Australia ophthalmic laser and ultrasound devices: R&D, design, manufacture, marketing
  - San Francisco Bay Area, USA Ellex iTrack HQ for iTrack MIGS device and manufacturing
  - ELX sales and service Adelaide Headquarters, Lyon, Berlin, Tokyo, Minneapolis
- Last reported annual revenues of A\$72m and growing
- Market capitalisation A\$150m

Ellex has established strong global distribution channels and a world-leading corporate and brand identity.

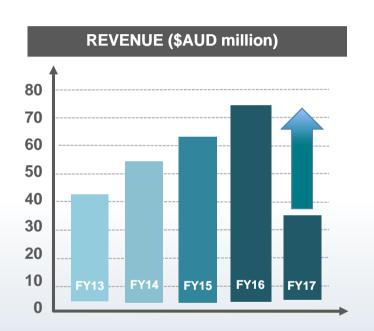


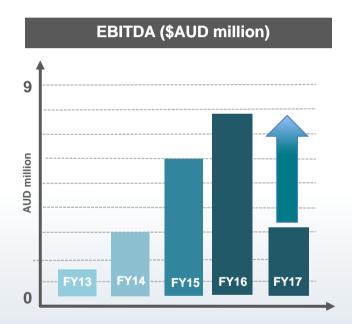
# **Ellex strategy**

- Ellex has a strong brand with global distribution and a track record of innovation for its core ophthalmic lasers and diagnostic ultrasound business
- Ellex is currently investing in leveraging that brand into the fast-growing MIGS market with its iTrack™ catheter for glaucoma and the emerging market for treating early AMD with its 2RT™ nanopulse laser product



## **Growing revenue and profit**

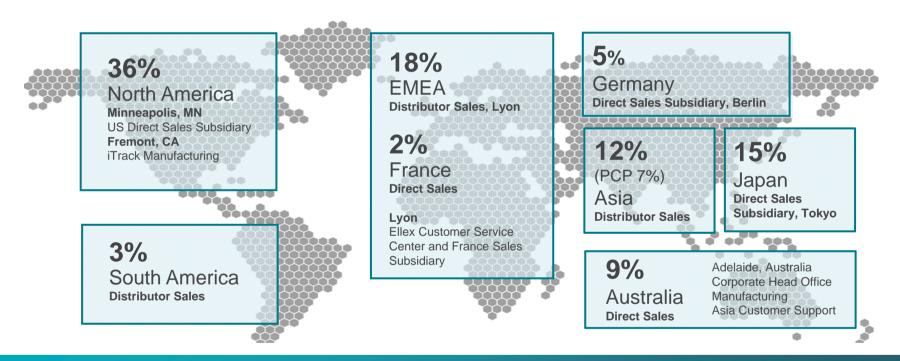




Ellex has a profitable and growing core business – four consecutive years of revenue and profit growth, both in absolute terms and as a percentage of sales.



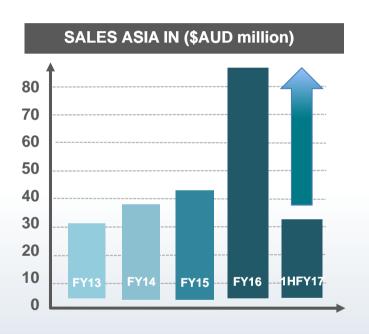
## Trusted global brand in a global market



Ellex is based in South Australia and has global distribution channels with direct sales in major markets



# **Growing sales in Asia**



- CAGR of 28% of the last 4 years
- Expanding distribution channels in Asia with large private ophthalmic groups particularly on minimally invasive glaucoma surgery and vitreolysis



## Ellex – Three business segments, one theme

Segment	Last Reported Annual Revenue \$Am
Ellex laser & ultrasound	65
Ellex iTrack™ MIGS device	6
Ellex 2RT™ for early AMD (pending trial outcome)	1

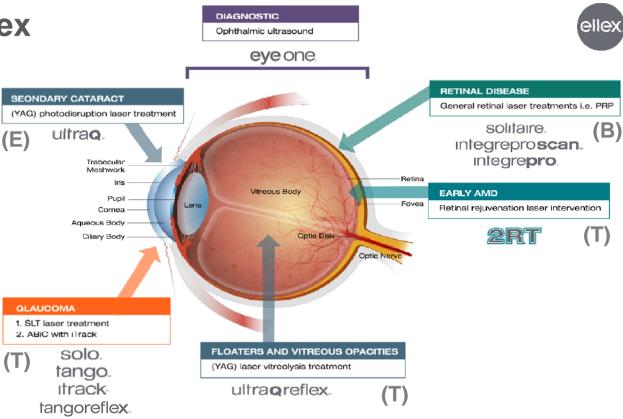
### Common theme:

Supporting minimally invasive ophthalmic procedures with devices that provide doctors with options hitherto unavailable, good financial return while lowering patient costs and improving patient care & convenience

Revenues from the Ellex iTrack™ and Ellex 2RT™ for early AMD business segments each have the potential to be substantially larger than the current revenue being generated from the Ellex Laser and Ultrasound Segment.

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Large range of Ellex products and their application



Ellex has a comprehensive product portfolio, including a pipeline of transformational products.

## Secondary cataracts and vitreous opacities





- Everyone will develop a cataract by the age of 70.
  - Approx. 25 million cataract operations are performed worldwide annually.
- Virtually every individual has experienced or will experience the visual shadows caused by debilitating vitreous opacities
  - On average, seven in ten people are affected by floaters
- Proprietary, patented Ultra Q Reflex<sup>™</sup> laser is the world's first and only ophthalmic laser designed for the treatment of floaters i.e. Laser Floater Removal (LFR)
- Provides physicians with a treatment for a common condition hitherto treated invasively or not at all

Laser Floater Removal performed with Ultra Q Reflex laser is the only outpatient-based, minimally invasive treatment option for floaters.

# SLT



## **SLT for Glaucoma**

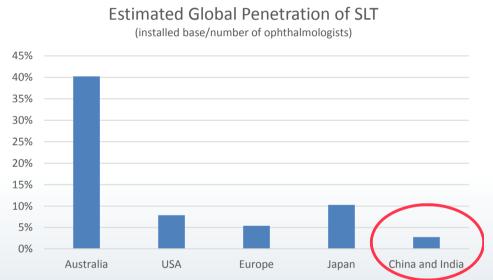


- Current mainstay of glaucoma treatment is medication (topical drops), but it places a burden on patients to:
  - comply with a daily medication regimen
  - to continuously pay for the drops
- A single treatment with Ellex SLT (AKA "Special Light Therapy") can free a patient from the need for daily drops for up to 10 years.
- Ellex is recognised as the global leader in SLT laser technology and sales, with 50% market share.
- Proven efficacy plus good financial returns to physicians using SLT

Ellex has an opportunity to increase market penetration of SLT as a first-line therapy in both developed and developing markets.



# "Special Light Therapy" in Asia



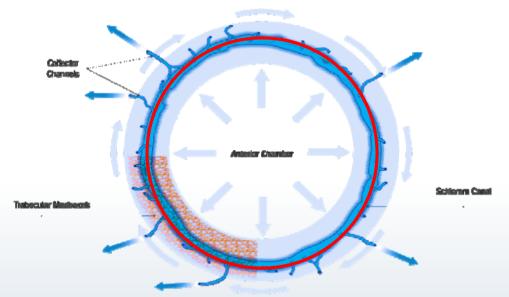
- As of February 2017, Ellex has identified <u>259</u>
   <u>peer-reviewed papers, articles, posters</u>

   <u>and book chapters</u> that support SLT as an effective IOP-lowering therapy with a growing number now coming out of Asia
- Approx. 43,000 ophthalmologists in Asia
- Improving take up in Asia to, say, levels of penetration in Japan and the USA, is an opportunity that could be valued at many tens of millions of US\$ over the next few years

There is a significant opportunity to improve SLT take up in Asia



## **Ellex iTrack™ ABiC MIGS procedure**



- Ellex iTrack<sup>™</sup> is a proprietary singleuse microcatheter MIGS device
- The ABiC procedure with Ellex iTrack<sup>™</sup> method of action is based on 360° visco dilation of Schlemms Canal and flushing of collector channels
- Unlike other devices, not only is ABiC tissue sparing, it is an adjunctive therapy complementary to other MIGS devices and later stage glaucoma treatment



# A unique glaucoma therapy combination: SLT and ABiC with iTrack MIGS device

# Working together.

The Optimum Partnership for IOP Control.

Both SLT and ABiC™ work to control IOP by a process of restoration of the natural outflow pathways.

SLT stimulates a process of cellular regeneration to create a healthier, more porous TM structure. Proven to be equivalent in safety and efficacy to prostaglandins, SLT achieves an average reduction in IOP of 30% when used as a first-line therapy.

ABiC™ is a new ab-interno MIGS procedure that flushes out the natural outflow channels, without damaging tissue and without leaving behind a stent or shunt. On average, ABiC™ achieves a mean IOP reduction of 30%\*.

Visit www.ellex.com/slt-abic-natural-partnership Or, call us today on (855) 767-5784



\*E&OE. © 2016. Ellex Medical. \* 228-eye ABiC 12-Month Case Series Data, presented at ASCRS 2016. Data on file. Ellex Medical.





## Ellex 2RT™ for early AMD





- Late stage treatment with anti-VEGF drugs preserves vision but is:
  - a. onerous on patients and caregivers, and;
  - b. burden for government health schemes to purchase the drugs

Top 3 drugs by cost to Australian government year to 30 June 2016 (in A\$)			
Medication	Treats	Cost to Government	Prescriptions
Ledipasvir & Sofosbuvir	Hepatitis C	\$942,824,000	25,205
Ranibizumab & Sflibercept	Macular degeneration	\$472,450,000	318,999
Adalimumab	Arthritis & inflammatory bowel diseases	\$335,857,859	194,405
Source: Reported on 5 December 2016 by Australia's ABC News			

Current treatment options for AMD only address advanced or end-stage complications associated with the disease, furthermore they are placing a growing strain on health care systems

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## Ellex 2RT™ for early AMD





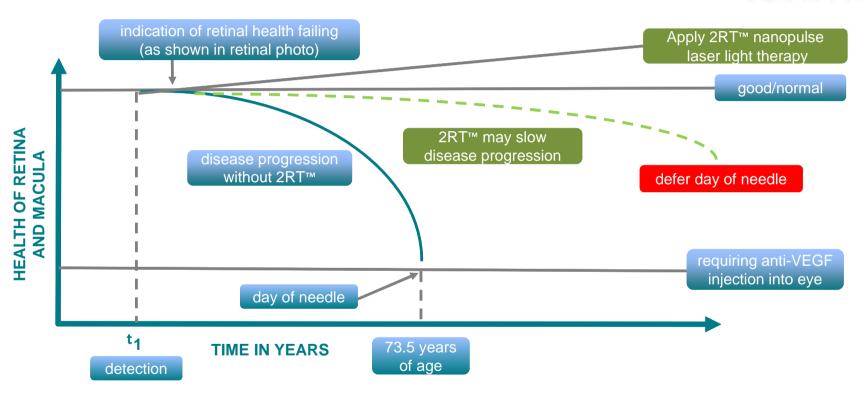
### Ellex has pioneered the development of 2RT (Retinal Rejuvenation Therapy)

- 2RT applied to retina early in disease state may stimulate rejuvenation of RPE and enable them to feed and support the macula, thereby slowing down the disease.
- 2RT shows promising results in initial and concurrent clinical trials and with early adopter ophthalmologists in Europe, Australia and New Zealand.
- The laser intervention in Early AMD (LEAD) trials a multi-centred, randomised, sham controlled, clinical trial with 292 patients enrolled.
- Lead investigator Professor Robyn Guymer, MBBS, PhD, FRANZCO, a world-leading retinal professor who is based at the Centre for Eye Research Australia
- Measuring progression of the disease, including progression to late stage, of patients in early / intermediate disease stage over 3 years.
- We believe that this data set will form the largest study group and have the longest follow-up period for patients screened for early to intermediate stages of AMD and their progression

Based on results to date, 2RT is demonstrating that it has the potential to be the world's first interventional treatment for early to intermediate AMD.

## 2RT™ might defer late-stage AMD





2RT™ may provide physicians intervene and treat patients at a stage of the disease for which there is no alternative therapy.

## The Ellex Theme



- Medications are only effective in those who take them and patient compliance is poor.
- Invasive surgical techniques are also effective but have complications.

therefore

Ellex is supporting minimally invasive ophthalmic procedures with devices that provide doctors with options hitherto unavailable, good financial return while lowering patient costs and improving patient care & convenience

