



ELLEX: A GLOBAL LEADER IN RESTORATIVE GLAUCOMA THERAPY

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(Australian Securities Exchange, ELX)

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ELLEX MEDICAL CORPORATE SUMMARY

Exchange	Australian Securities Exchange
Year Listed	2001
Headquarters	Fremont, CA and Adelaide, Australia
Ticker	ELX
Last reported revenues	US\$30 million (6 months to 31 December 2017)
Last reported annual revenues	US\$56 million (12 months to June 2017)
Last reported earnings	US\$(0.7)m EBITDA loss (6 months to 31 December 2017)
Net tangible assets	US\$53 million (including cash US\$19 million)
Market capitalization as at March 10, 2018	US\$93 million

GLAUCOMA DEVICES MARKET - GROWTH

CURRENT MARKET¹ (in US millions)



US\$4.9
billion per
annum*

* MIGS market includes SLT.

1. MarketScope 2017 Glaucoma
Surgical Devices, Early to Moderate
Glaucoma Therapy Devices

PROJECTED MARKET IN 2022¹ (in US millions)



US\$5.3
billion per
annum*

* MIGS market includes SLT.

1. MarketScope 2017 Glaucoma Surgical
Devices, Early to Moderate Glaucoma
Therapy Devices

GLAUCOMA DEVICES MARKET - GROWTH

GLAUCOMA

is characterized by high intraocular pressure (IOP)

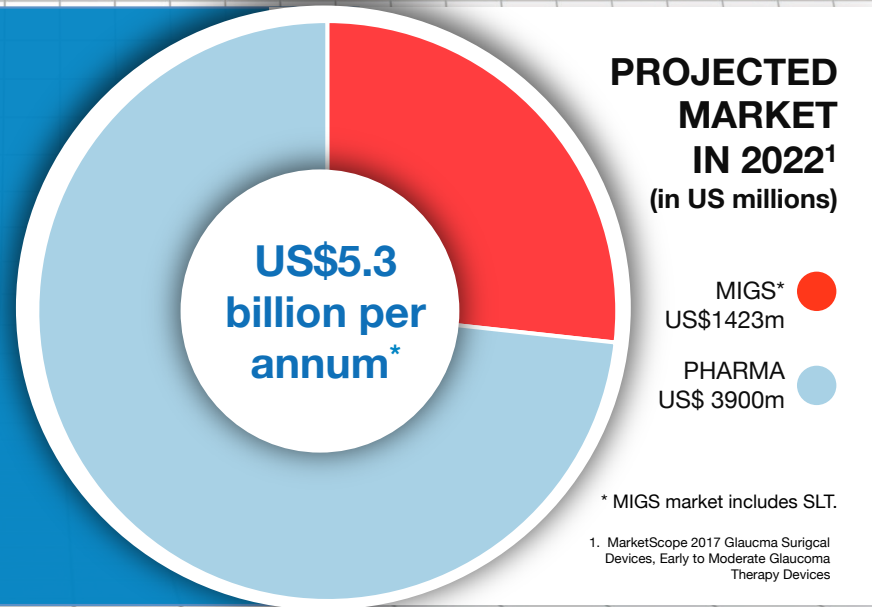
LEADING CAUSE

of irreversible blindness

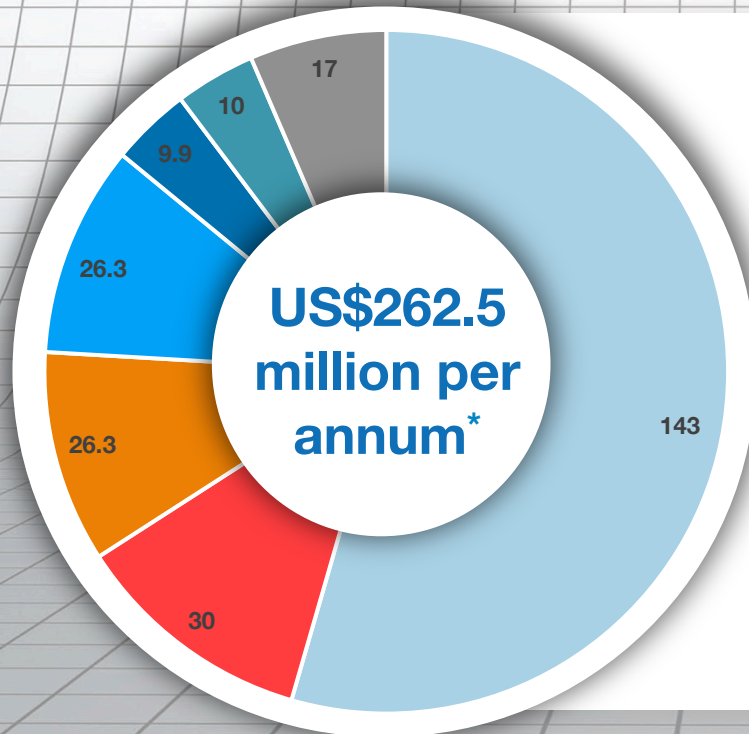
82 MILLION

people worldwide with glaucoma

Growth in glaucoma device demand is driven by emerging recognition of poor patient compliance and side effects associated with medication. The established pharma market is failing to deliver.



GLAUCOMA DEVICE MARKET: ELLEX IS CURRENTLY RANKED NO. 2



SHARE OF REVENUE FROM DEVICES IN 2018 FOR EARLY-MODERATE STAGE GLAUCOMA THERAPY*

(Estimated annual US\$m revenue)



* Market Scope 2017 Glaucoma Surgical Device
Report estimates for Alcon and Allergan
* Public information from Glaukos
* Public information from Ellex
* Stockmarket analyst estimates for Ellex

ELLEX RESTORATIVE GLAUCOMA THERAPY

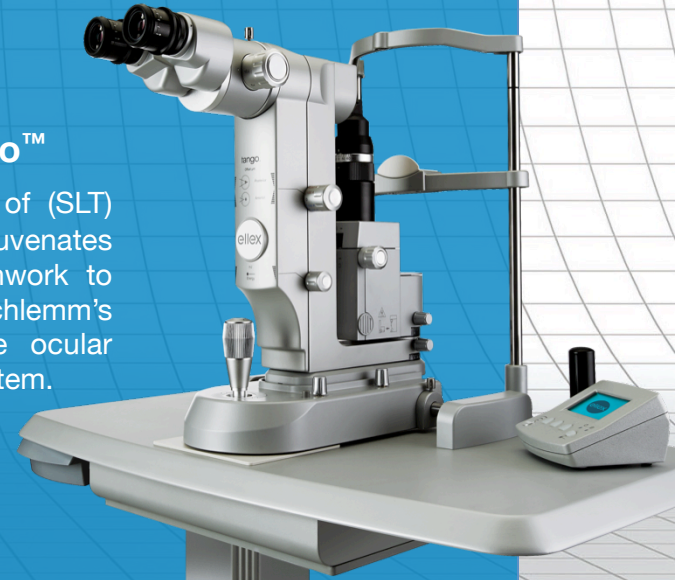


ELLEX iTrack™

A minimally invasive glaucoma surgery (MIGS) device that dilates, purges and rejuvenates Schlemm's canal to restore the ocular drainage outflow system.

ELLEX tango™

A very short pulse of (SLT) laser light that rejuvenates the trabecular meshwork to facilitate flow into Schlemm's canal, restoring the ocular drainage outflow system.



**ELLEX IS THE ONLY COMPANY TO OFFER A COMPREHENSIVE
REJUVENATION APPROACH TO RESTORE IOP.**

GLAUCOMA: DATED PARADIGM

1

MEDS

- Daily administration of eye drops.
- < 50% patient compliance.
- Side effects include stinging, blurred vision, eye redness, low blood pressure, reduced pulse rate.

EARLY

2

ALT

- Argon Laser Trab (ALT) coagulates tissue; performed after meds.
- Can be performed only once per patient, due to permanent scarring of the trabecular meshwork.

EARLY-MILD

3

SURGERY

- Trabeculectomy – permanent opening in the eye with drugs to keep it from healing (bleb).
- 50% failure rate at five years.
- High post surgical infection risk
- Significant post-operative patient management burden.

SEVERE

4

OCULAR IMPLANT

- Highly invasive.
- Reserved for end-stage disease only.

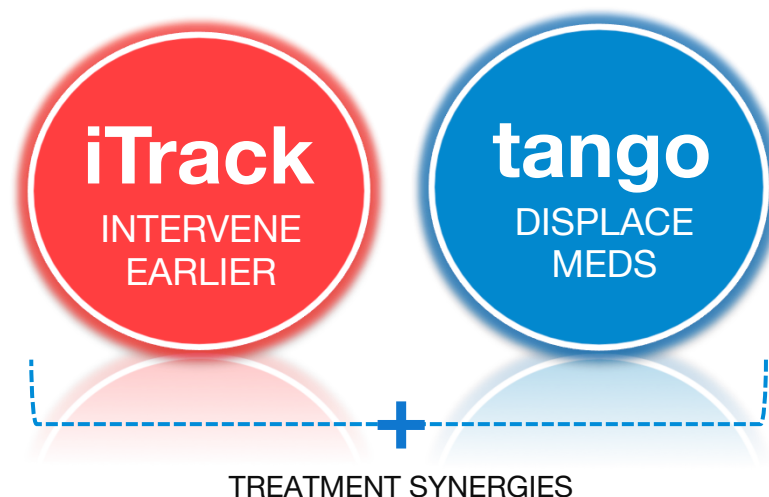
ADVANCED

This is the dated treatment paradigm for only Primary Open-Angle Glaucoma (POAG) and Angle Closure Glaucoma (ACG).

RESTORATIVE TREATMENT PARADIGM

With a move away from medication to SLT as first-line treatment, and the introduction of a new class of surgery, MIGS – Minimally Invasive Glaucoma Surgery – the treatment paradigm for glaucoma is changing significantly.

Ellex is the only company to offer an SLT laser (Ellex Tango) and a MIGS device (Ellex iTrack) – the treatment synergies of which are significant.



ELLEX iTrack™ AND ELLEX tango™ ARE COMPLEMENTARY REJUVENATIVE THERAPIES THAT LOWER IOP.

MISSION: DISPLACE MEDICATIONS WITH ELLEX tango™

ELLEX tango™ is the best primary therapy for both POAG*
and ACG* in place of medications.

**Highly
Effective**

RESULTS OF
PROSPECTIVE,
RANDOMIZED STUDY

Katz LJ, Steinmann WC, Kabir A, Molineaux J, Wizov SS, Marcellino G; SLT/Med Study Group. Selective laser trabeculoplasty versus medical therapy as initial treatment of glaucoma: a prospective, randomized trial. J Glaucoma. 2012;21:460-8.)

30%

AVERAGE IOP
REDUCTION OVER
FIVE YEARS

Jindra LF, Gupta A, Miglino EM. Poster presented at the American Academy of Ophthalmology Annual Meeting. November 2007.

**High
benefit-
risk ratio**

FREE OF THE SYSTEMIC
AND OCULAR SIDE
EFFECTS ASSOCIATED
WITH DROPS

Nordstrom BL, Friedman DS, Mozaffari E, et al. Am J Ophthalmol. 2005;140:598-606.

ellex

- Recognized as global leader in SLT
- 50% market share
- Opportunity to increase market penetration

MISSION: ELLEX iTrack™ FOR EARLIER INTERVENTION

Ellex iTrack™ is a restorative MIGS. It is a highly viable option when primary treatment options fail and is the best choice for combined cataract surgery.

Comprehensive

TARGETS ENTIRE
OUTFLOW PATHWAY

30%

AVERAGE
REDUCTION IN
MEAN IOP

228-eye ABiC 12-Month Case Series Data,
presented at ASCRS 2016. Data on file. Ellex
Medical.)

50%

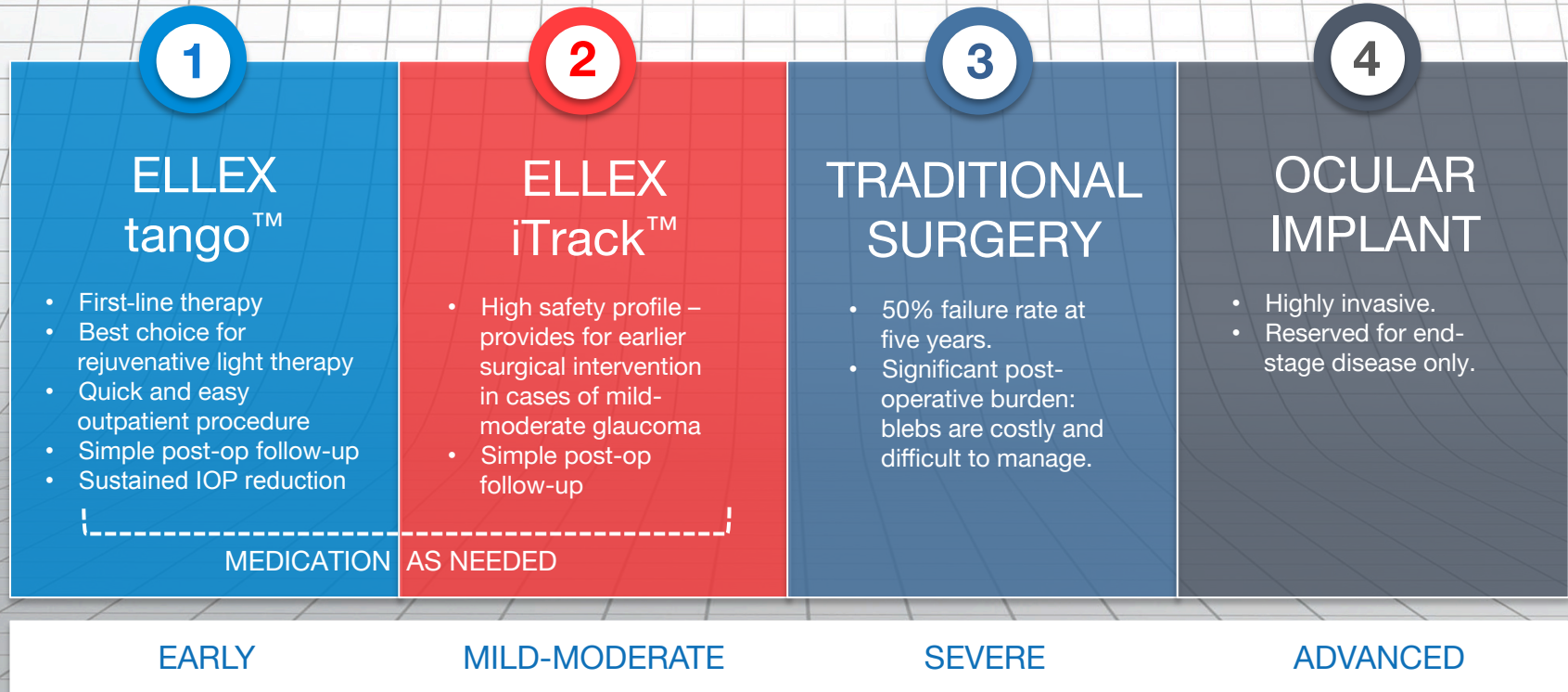
REDUCTION
IN MEDICATION
BURDEN

228-eye ABiC 12-Month Case Series Data,
presented at ASCRS 2016. Data on file. Ellex
Medical.)

ellex

- Patented illuminated iTrack device
- High margin consumable product
- Adjunct to other MIGS

GLAUCOMA NEW PARADIGM



ELLEX iTrack™

Revitalizes the natural outflow pathways:

- Employs circumferential (360°) catheterization of Schlemm's canal combined with gentle viscodilation.
- Spares conjunctival manipulation.

Unlike stent-based MIGS, ELLEX iTrack™ does not leave anything behind.

Addresses all aspects of the ocular outflow system:

- Site of glaucoma resistance is not known.
- With stent-based MIGS there is a risk that the area of blockage will be missed or sub-optimally treated.

Based on principles of angioplasty



- Patented, single-use microcatheter
- Distinguished from MIGS competitors as follows:
 1. iTrack™ can be used and reimbursed in USA without concurrent cataract surgery.
 2. Superior to other MIGS that comprise a single-point stent that either bypasses or penetrates Schlemm's canal; iTrack™ clears Schlemm's canal and opens the collector channels.

ELLEX iTrack™ AS AN ADJUNCT MIGS

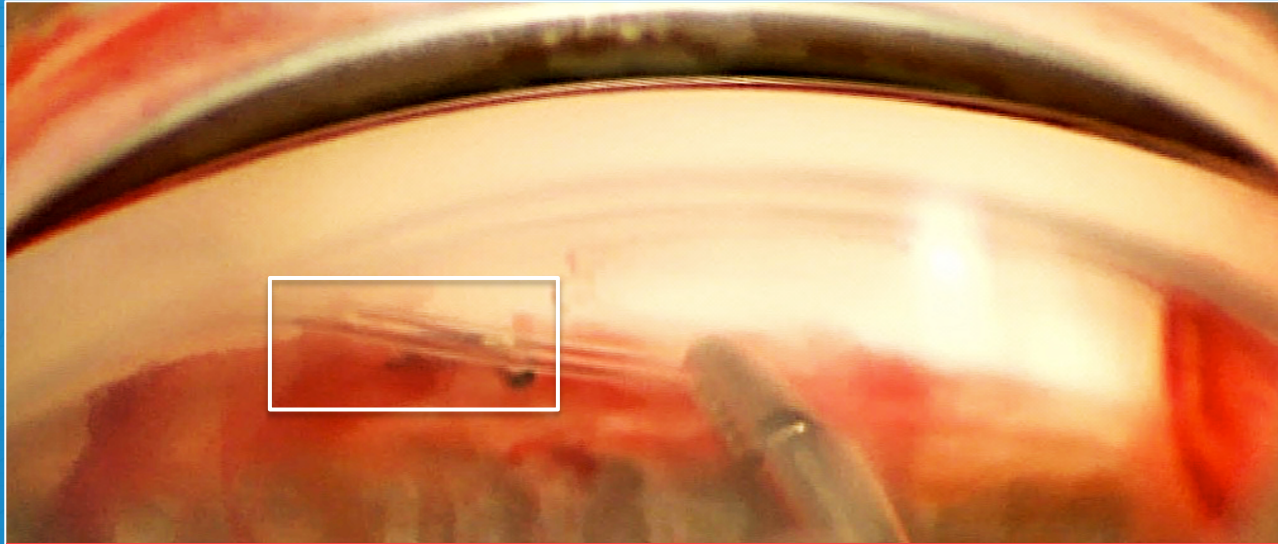
Ellex iTrack™ can stand alone – or be performed in conjunction with other MIGS.

“ABiC with iTrack can be performed subsequent to SLT, stent placement, and even trabeculectomy. It is approved and reimbursable for all grades of glaucoma, whether or not performed in conjunction with cataract surgery...”.

Prof. David Lubeck, MD, PhD.
Assistant Clinical Professor of Ophthalmology,
UIC Eye Center, Chicago, Illinois

iTRACK	• TARGETS ENTIRE OUTFLOW SYSTEM • MILD-MODERATE AND SEVERE GLAUCOMA
iStent (Glaukos)	• TARGETS A SINGLE POINT ONLY IN SCHLEMM'S CANAL • MILD-MODERATE GLAUCOMA
CyPass (Alcon)	• TARGETS SUB-CONJUNCTIVAL SPACE • SEVERE/ADVANCED GLAUCOMA
XEN (Allergan)	• TARGETS SUPRACILLIARY SPACE • SEVERE/ADVANCED GLAUCOMA

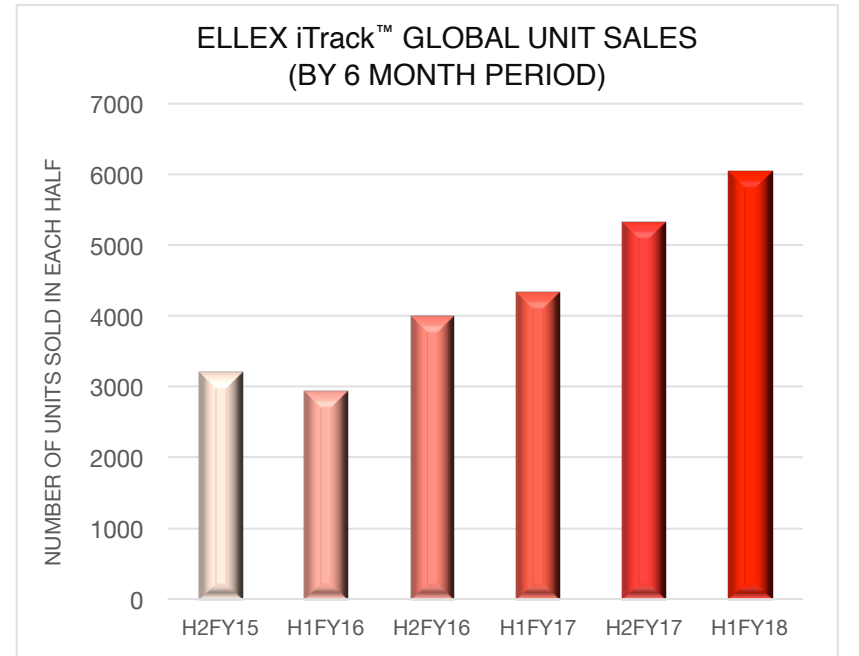
ELLEX iTrack™ PERFORMED AFTER GLAUKOS iSTENT



Source: Prof. David Lubeck, MD, PhD. Assistant Clinical Professor of Ophthalmology, UIC Eye Center, Chicago, Illinois

ELLEX iTrack™ GLOBAL USAGE

- 6000 procedures performed globally in 6 months to 31 December 2017
 - 50% usage in USA, growing at 64% year-on-year
- Good growth in markets outside the US and good initial sales into China, where Ellex iTrack™ has CFDA approval
- Continued USA sales force recruitment and additional marketing key growth drivers



ELLEX iTrack™ CLINICAL DATA AT 2 YEARS

% REDUCTION IN IOP AND MEDICATION USE COMPARED TO BASELINE

	ALL EYES (n=75 pre-op)		PHACO+ ABiC (n=34 pre-op)		STANDALONE ABiC (n=41 pre-op)	
	12-month	24-month	12-month	24-month	12-month	24-month
n (eyes)	73	33	3	18	24	19
Reduction in IOP (%)	33.68%	39.06%	33.24%	34.46%	33.95%	43.07%
Reduction in number of medications (%)	60.75%	70.15%	67.05%	78.54%	55.91%	59.85%

Data courtesy of Mark J. Gallardo, MD. Data unpublished.

SLT, ELLEX tango™

SLT is a highly effective first-line therapy. It is also effective as adjunct therapy with drugs, and as alternative therapy when drugs or surgery fail.

- SLT should be considered the least invasive MIGS.
- SLT can be applied both before and after other MIGS to stave off medication – and filtration surgery – for longer.
- SLT does not affect outcomes of future surgery or medication use - can be used earlier in treatment paradigm.
- SLT is not ALT; SLT agitates cells – it does not destroy them. Whereas ALT denatures and may preclude the use of MIGS, SLT pairs seamlessly with other MIGS.



ELLEX tango™ AS PRIMARY THERAPY

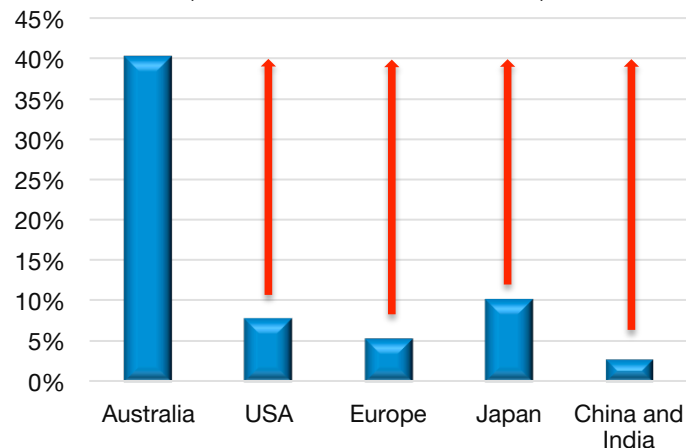
Opportunity to increase market penetration of SLT as a first-line therapy in both developed and developing markets.

- Ellex is recognised as the global leader in SLT laser technology - holds approximately 50% market share ⁽¹⁾
- Proven efficacy plus good financial returns to physicians
- Experience in Australia is that approx. 40% of all ophthalmologists will adopt SLT
- If Australian penetration levels are achieved globally, opportunity equates to 20,000 units at average sell price of US\$50,000 per unit.

(1) MarketScope 2017

PENETRATION IMPROVEMENT OPPORTUNITY

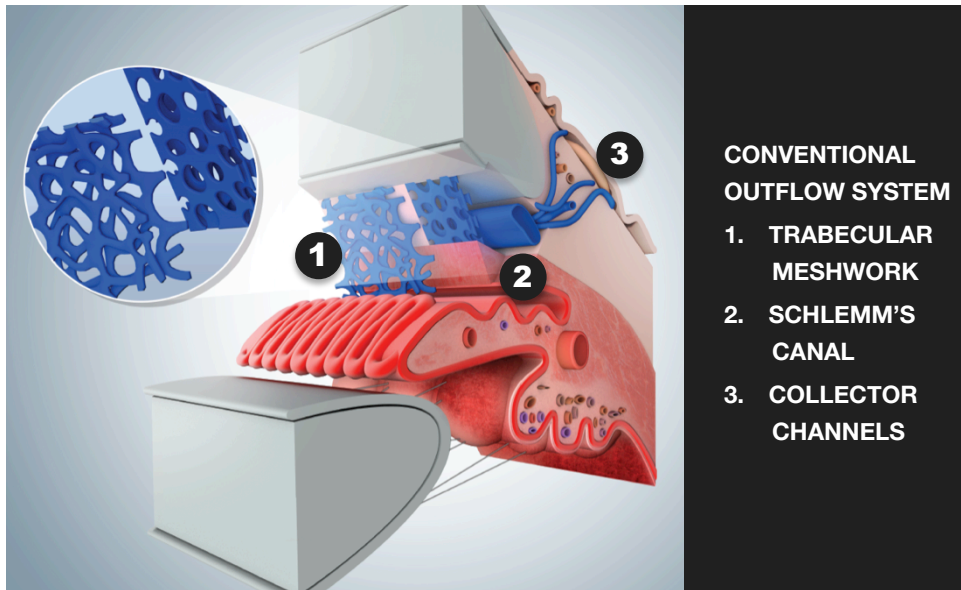
ESTIMATED GLOBAL PENETRATION OF SLT
(NO. OF OPHTHALMOLOGISTS)



ELLEX tango™ AS A DIAGNOSTIC AID

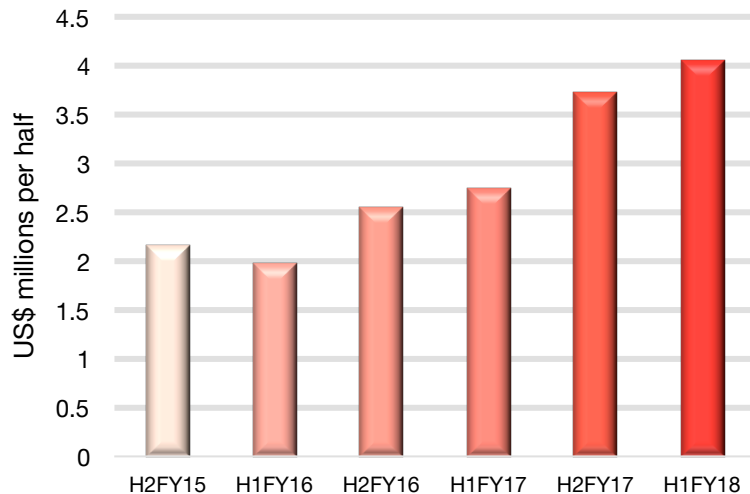
Alongside its role in treating glaucoma, SLT with Ellex tango™ can also provide powerful insight into glaucoma patients' pathology.

- Since SLT primarily addresses the trabecular meshwork (TM), a successful SLT procedure implies that the primary blockage is located in the TM.
- Not only is this helpful in better understanding the patient's pathology, but it can also assist with the selection of future treatment options, including MIGS.
- The role of SLT as a diagnostic aid further supports its role as a primary therapy.

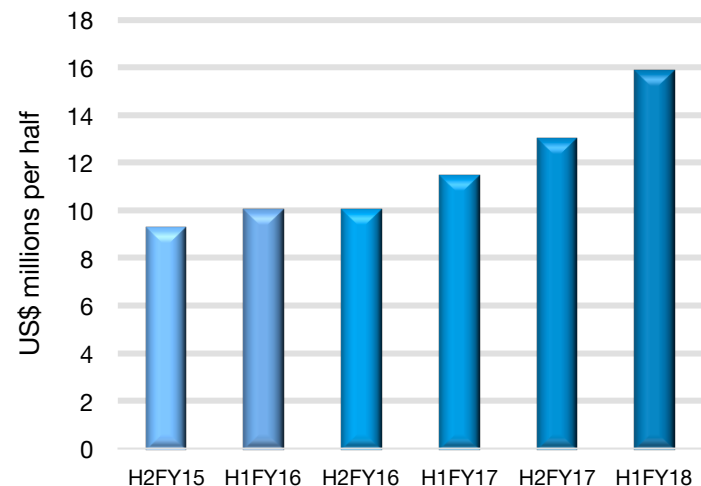


ELLEX REVENUE AND GROWTH

ELLEX iTrack™ REVENUE GROWTH
(US\$ MILLIONS)



ELLEX GLAUCOMA DEVICE GROWTH
(US\$ MILLIONS)



ELLEX GROWTH DRIVERS

1

GLAUCOMA GROWTH STRATEGY

1. Increased uptake of ELLEX tango™ as primary therapy
2. Increased market penetration of ELLEX iTrack™ MIGS device
3. Exploit synergies between ELLEX tango™ and ELLEX iTrack™

2

2RT REJUVENATIVE LASER THERAPY FOR EARLY AMD

1. Clinical trial expected to be completed in FY19
2. Leverage existing global sales channel to commercialize ELLEX 2RT® in key markets

THANK YOU

www.glaucoma-SLT.com

www.glaucoma-iTrack.com

