ASX RELEASE
29 April 2025

# Quarterly Activities and Cashflow Report – March 2025

**Highlights**

- **Q3FY25 sales of US$4.7 million, up 27% on prior corresponding period (PCP) and 16% up on Q2FY25, excluding sales to China.**
- **Q3FY25 USA sales of US$3.7 million, up 32% on PCP and were the highest in the history of the business**
- **Twelve (12) months revenue to 31 March 2025 was US$17.8 million (A$28.5 million)**
- **Glaucoma segment EBITDA-level loss reduced to US$30 thousand in Q3FY25 a substantial improvement on the US$1.79 million loss in the H1FY25**
- **Group cash outflow from operations of A$1.38 million for the quarter includes A$1.2 million investment in working capital, mostly accounts receivable**
- **FY25 revenue guidance (excluding China sales) confirmed between US$9 and US$10 million for H2FY25, with full-year revenue projected between A$27.5 and A$29.1 million**
- **Potential revenue streams in ocular drug delivery with iTrack™ Technology identified**

Nova Eye Medical Limited (ASX: EYE) (**Nova Eye Medical** or **the Company**), a medical technology company committed to advanced ophthalmic treatment technologies and devices, is pleased to provide a quarterly report on activities and Appendix 4C for the three months ended 31 March 2025.

The Company delivered strong operational and financial results for the March 2025 quarter, highlighted by record US sales, sequential revenue growth, and a material improvement in glaucoma segment profitability. The Company's balance sheet was further strengthened by a successful capital raising completed in February 2025. Additional opportunities to expand the application of the proprietary iTrack™ technology into ocular drug delivery markets were identified, setting the stage for future growth.

## Strong Glaucoma Segment Sales

The Company achieved a 27% PCP growth in Q3FY25 (excluding China), driven by strong performances in all markets. The USA led the way with a 32% PCP increase. Sales in the USA for the quarter were the highest in the history of the business. Germany continues to show encouraging signs following investments made in late Q1FY25, with a 19% PCP lift, and the Rest of World (ROW) was steady compared with the PCP. The trailing 12 months revenue is now US$17.8 million.

Pleasingly the business has achieved quarter on quarter sales growth. Sales growth (excluding China) from Q2FY25 to Q3FY25 was 16%.

***Table 1: Quarterly and 12 months revenue by sales territory compared with PCP***

| US $000's | Q3FY24 | Q3FY25 | Q3FY25 growth on PCP | 12 months to 31 Dec 24 | 12 months to 31 Mar 25[1] |
|---|---|---|---|---|---|
| **USA** | 2,777 | 3,673 | 32% | 12,777 | 13,705 |
| **Germany** | 500 | 596 | 19% | 1,720 | 1,773 |
| **ROW** | 402 | 406 | 1% | 1,012 | 1,222 |
| | **3,679** | **4,676** | **27%** | **15,509** | **16,700** |
| **China** | 360 | -[2] | N/A | 1,385 | 1,070 |
| **Total sales in US$** | **4,039** | **4,676** | **14%** | **16,894** | **17,770** |
| **Total sales in A$ (at A$1 = 0.6240)** | | **7,493** | | | **28,525** |

***Table 2: Quarter on quarter revenue by sales territory***

| US $000's | Q2FY25[1] | Q3FY25[1] | Q3FY25 growth on Q2FY25 |
|---|---|---|---|
| **USA** | 3,337 | 3,673 | 10% |
| **Germany** | 512 | 596 | 16% |
| **ROW** | 172 | 406 | 136% |
| | **4,021** | **4,676** | **16%** |
| **China** | 350 | -[2] | |
| **Total sales in US$** | **4,371** | **4,676** | **7%** |
| **Total sales in A$ (at A$1 = 0.6240)** | | **7,493** | |

1. Based on unaudited management accounts for the three months ended 31 March 2025 and financial statements for the year ended 31 December 2024.

2. No sales Q3FY25 were scheduled to be made to China during Q3FY25, and none were made.

**USA manufacturing site and USA tariff policy**

Nova Eye Medical manufactures its products in the USA.

During the 12 months to 31 March 2025, US$13.7 million (77% of the Company's sales) were made to customers in the USA. USA tariff policies do not impact USA sales.

During the same period, US$3.0 million (18% of the Company's sales) were made to the EU, and US$1.1 million (5% of the Company's sales) were made to China. At the time of this report, the EU has not placed any reciprocal tariffs on imports from the USA. Reciprocal tariffs have been imposed by the Chinese government.

**Sales to China**

In accordance with the agreement with the Company's China-based distribution partner, there were no sales scheduled to be made to China in Q3FY25, and none were made. Under that agreement, sales are scheduled to be made in Q4FY25. However, the Chinese government's current tariffs are likely to negatively impact these sales.

**Improvement in glaucoma segment profitability**

The Glaucoma Segment reported a small EBITDA-level loss of US$30 thousand. This is a substantial improvement in the business's profitability compared with H1FY25. Sales growth combined with gross margin improvement to 74% in the quarter, driven by stabilised manufacturing process and carefully planned recruitment of new sales representatives, has improved the result. Management continues to balance capitalising on the significant global sales opportunities with the near-term goal of group cash flow breakeven.

***Table 3: Glaucoma Segment Operating Result Q3FY25 and H1FY25 (unaudited)***

| US$000 | H1FY25 | Q3FY25 |
|---|---|---|
| Revenue | 8,468 | 4,676 |
| COGS | (2,878) | (1,232) |
| Gross Margin | 5,590 | 3,444 |
| | 66% | 74% |
| Less operating expenditures | (7,382) | (3,474) |
| EBITDA/(loss) glaucoma segment | (1,792) | (30) |

The operating result for Q3FY25, during which there were no sales to China, signals that the business is progressing well towards profitability in H2FY25. However, there is uncertainty over the Q4FY25 sales to China. The final resolution of Q4FY25 sales to China will impact the final H2FY25 operating result.

**Group cashflow from operations and working capital**

Quarterly group cash outflow from operations (which includes all company activities, not just glaucoma) was A$1.38 million, of which A$1.2 million was invested in working capital, indicating improved underlying operating performance.

The working capital investment is mostly related to an increase in accounts receivable associated with increasing sales. Final payments for the acquisition of intellectual property were made in the quarter. Non-recurring restructuring costs to reduce AlphaRET operating costs were also made in the quarter.

Cash at bank as of 31 March 2025 is A$6.3 million

**Capital Position and Investment in Growth**

In February 2025, the Company successfully completed a placement of shares to raise gross proceeds of approximately A$6.6 million, receiving support from both new and existing institutional and sophisticated investors. This strengthened its balance sheet and allowed it to capitalise on its significant opportunity in minimally invasive surgical devices.

**FY25 Guidance Confirmed**

- Revenue for H2FY25 (excluding China sales) is expected to range between US$9.0 and US$10 million, reflecting growth of 15%-30% over H1FY25.
- Full-year FY25 revenue (excluding China sales) is projected between A$27.5 and A$29.1 million.
- The glaucoma segment is expected to achieve profitability in H2FY25, although the level of Q4FY25 sales to China may impact the operating result.
- Improved gross margins and sales growth are anticipated to drive a continued reduction in cash outflows, with steady progress toward breakeven.

**Additional Revenue Opportunities**

During the quarter, the Company assessed new revenue opportunities that leverage its proprietary iTrack™ technology for targeted drug delivery into the ocular structures. Following a market analysis and increasing interest from large pharmaceutical companies, significant potential for iTrack™ beyond its current use in glaucoma treatment has been identified.

The iTrack™ microcatheter, the smallest in the world capable of delivering therapeutic payloads to delicate ocular structures, has FDA clearance for "*fluid infusion or aspiration during surgery,*" an indication that remains largely untapped. This regulatory clearance provides a pathway for Nova Eye to expand iTrack™ into the global ocular drug delivery market, which is projected to grow from US$6.89 billion in 2024 to US$12.59 billion by 2034 (CAGR 6.21%)[3].

The ocular drug delivery market is driven by the increasing prevalence of eye diseases such as glaucoma, diabetic retinopathy, and age-related macular degeneration, alongside rising demand for more effective treatment solutions. Current drug delivery methods, such as topical eye drops and intravitreal injections, face bioavailability, precision, and patient compliance challenges. Based on feedback from potential strategic partners, the Company believes that iTrack™ can offer a more efficient, targeted, and sustained drug delivery method within the eye, addressing these limitations.

Over the next 12 months, Nova Eye Medical intends to generate clinical validation data, refine its technology for targeted drug delivery applications, and assess commercialisation pathways with strategic partners.

**Strategic Engagement and Market Activation**

Nova Eye Medical continues to advance its global marketing and clinical engagement strategy through participation in two of the most prestigious ophthalmic conferences in the United States: the 2025 American Glaucoma Society (AGS) Annual Meeting and the 2025 American Society of Cataract and Refractive Surgery (ASCRS) Annual Meeting.

At the AGS Annual Meeting, held in Washington, DC, from February 26 to March 2, 2025, Nova Eye Medical's proprietary iTrack™ canaloplasty technology featured prominently across multiple podium and poster presentations within the official scientific program. The AGS, widely regarded as the foremost glaucoma-focused society in the United States, brings together more than 1,600 fellowship-trained glaucoma specialists and researchers dedicated to advancing the field.

The presentations at AGS 2025 highlighted new data from the iTrack™ Registry Study, a prospective real-world study conducted in partnership with the International Glaucoma Surgery Registry (IGSR), co-founded by Professor Keith Barton and Dr Kerr. The growing body of evidence from this initiative continues to gain traction among leading glaucoma surgeons, reinforcing canaloplasty's role as a safe, effective, and versatile MIGS procedure for the management of intraocular pressure across a range of glaucoma types and severities.

The Company also had a major presence at the 2025 ASCRS Annual Meeting, held in Los Angeles, California from 25 – 28 April 2025. iTrack™ and iTrack™ Advance took centre stage, featuring in 9 podium presentations, 8 e-Posters, and 2 films - a total of 21 scientific contributions from an outstanding group of global key opinion leaders. These sessions provided deep insights into clinical outcomes and broadened awareness of canaloplasty's application in mild-to-moderate glaucoma.

Additionally, to support educational outreach and clinician adoption, the Company hosted a hands-on session for ophthalmologists new to canaloplasty or seeking to deepen their understanding of MIGS options for glaucoma management. Held at the Nova Eye booth, this session was led by Dr Shamil Patel (USA) and Dr Mary Qiu (USA).

Nova Eye Medical's strong representation across these two major scientific forums reflects its ongoing commitment to evidence-led marketing, engagement with key opinion leaders, and accelerating global adoption of iTrack™ canaloplasty technology.

**Related party payments**

Related-party payments include CEO and Executive Chairman remuneration, directors' fees, and rent on the Company's headquarters.

3. https://www.marketresearchfuture.com/reports/ocular-drug-delivery-market-33951

***Authorised for lodgement by the Board of Directors of Nova Eye Medical Limited.***

– ENDS –

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**ABOUT NOVA EYE MEDICAL**

Nova Eye Medical Limited is a medical technology company that develops, manufactures and sells a portfolio of proprietary ophthalmic treatment technologies and devices. Used by eye surgeons globally, these technologies include iTrack™ minimally invasive glaucoma surgery (MIGS), a consumable surgical device that restores the eye's natural outflow pathway to lower pressure inside the eye and to eliminate patient reliance on anti-glaucoma medications for mild-moderate glaucoma. The Molteno3® glaucoma drainage device platform is designed to enhance surgical utility and optimize clinical outcomes for long-term IOP control in cases of severe glaucoma. It also offers the benefit of a simplified and faster surgical procedure. With its sales headquarters based in Fremont, California, Nova Eye Medical is supported by a global network of distribution partners. Manufacturing facilities are located in Fremont, California and Dunedin, New Zealand.

For additional information about Nova Eye Medical and its technologies, please visit: www.nova-eye.com

# Appendix 4C

# Quarterly cash flow report for entities subject to Listing Rule 4.7B

| 1.1 Name of entity | | |
|---|---|---|
| Nova Eye Medical Limited | | |
| 1.2 ABN | 1.3 | 1.4 Quarter ended ("current quarter") |
| 15 007 702 927 | | 31 March 2025 |

| 1.5 Consolidated statement of cash flows | | Current quarter $A'000 | Year to date (Nine months) $A'000 |
|---|---|---|---|
| **1.** | **Cash flows from operating activities** | | |
| 1.1 | Receipts from customers | 6,644 | 19,468 |
| 1.2 | Payments for | | |
| | (a) research and development | - | - |
| | (b) product manufacturing and operating costs | (4,086) | (11,836) |
| | (c) advertising and marketing | (801) | (2,793) |
| | (d) leased assets | (60) | (555) |
| | (e) staff costs | (2,880) | (7,902) |
| | (f) administration and corporate costs | (204) | (832) |
| 1.3 | Dividends received (see note 3) | - | - |
| 1.4 | Interest received | - | - |
| 1.5 | Interest and other costs of finance paid | 19 | 54 |
| 1.6 | Income taxes paid | (10) | (57) |
| 1.7 | Government grants and tax incentives | - | |
| 1.8 | Other (provide details if material) | - | |
| **1.9** | **Net cash from / (used in) operating activities** | **(1,377)** | **(4,452)** |

| **2.** | **Cash flows from investing activities** | | |
|---|---|---|---|
| 2.1 | Payments to acquire or for: | | |
| | (a) entities | - | - |
| | (b) businesses | - | - |
| | (c) property, plant and equipment | (206) | (437) |
| | (d) investments | - | - |
| | (e) intellectual property | (357) | (892) |
| | (f) other non-current assets | - | |

| 1.5 Consolidated statement of cash flows | | Current quarter $A'000 | Year to date (Nine months) $A'000 |
|---|---|---|---|
| 2.2 | Proceeds from disposal of: | | |
| | (a) entities | - | - |
| | (b) businesses | - | - |
| | (c) property, plant and equipment | - | - |
| | (d) investments | - | - |
| | (e) intellectual property | - | - |
| | (f) other non-current assets | - | - |
| 2.3 | Cash flows from loans to other entities | - | - |
| 2.4 | Dividends received (see note 3) | - | - |
| 2.5 | Other (provide details if material) | (9) | (9) |
| **2.6** | **Net cash from / (used in) investing activities** | **(571)** | **(1,338)** |

| **3.** | **Cash flows from financing activities** | | |
|---|---|---|---|
| 3.1 | Proceeds from issues of equity securities (excluding convertible debt securities) | 6,600 | 6.600 |
| 3.2 | Proceeds from issue of convertible debt securities | - | - |
| 3.3 | Proceeds from exercise of options | - | - |
| 3.4 | Transaction costs related to issues of equity securities or convertible debt securities | (431) | (431) |
| 3.5 | Proceeds from borrowings | - | - |
| 3.6 | Repayment of borrowings | - | - |
| 3.7 | Transaction costs related to loans and borrowings | - | - |
| 3.8 | Dividends paid | - | - |
| 3.9 | Other (provide details if material) | - | - |
| **3.10** | **Net cash from / (used in) financing activities** | **6,169** | **6,169** |

| **4.** | **Net increase / (decrease) in cash and cash equivalents for the period** | | |
|---|---|---|---|
| 4.1 | Cash and cash equivalents at beginning of period | 2,257 | 6147 |
| 4.2 | Net cash from / (used in) operating activities (item 1.9 above) | (1,377) | (4,452) |
| 4.3 | Net cash from / (used in) investing activities (item 2.6 above) | (571) | (1,338) |
| 4.4 | Net cash from / (used in) financing activities (item 3.10 above) | 6,169 | 6,169 |

| 1.5 Consolidated statement of cash flows | | Current quarter $A'000 | Year to date (Nine months) $A'000 |
|---|---|---|---|
| 4.5 | Effect of movement in exchange rates on cash held | (213) | (261) |
| **4.6** | **Cash and cash equivalents at end of period** | **6,265** | **6,265** |

| **5.** | 1.6 Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts | Current quarter $A'000 | Previous quarter $A'000 |
|---|---|---|---|
| 5.1 | Bank balances | 6,265 | 2,196 |
| 5.2 | Call deposits | - | - |
| 5.3 | Bank overdrafts | - | - |
| 5.4 | Other (provide details) | - | - |
| **5.5** | **Cash and cash equivalents at end of quarter (should equal item 4.6 above)** | **6,265** | **2,196** |

(a)

| **6.** | 1.7 Payments to related parties of the entity and their associates | Current quarter $A'000 |
|---|---|---|
| 6.1 | Aggregate amount of payments to related parties and their associates included in item 1 | 173 |
| 6.2 | Aggregate amount of payments to related parties and their associates included in item 2 | - |

*Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.*

| **7.** | 1.8 Financing facilities<br>*Note: the term "facility' includes all forms of financing arrangements available to the entity.*<br>1.9 *Add notes as necessary for an understanding of the sources of finance available to the entity.* | Total facility amount at quarter end $A'000 | Amount drawn at quarter end $A'000 |
|---|---|---|---|
| 7.1 | Loan facilities | | |
| 7.2 | Credit standby arrangements | | |
| 7.3 | Other (please specify) | | |
| 7.4 | **Total financing facilities** | - | - |
| 7.5 | **Unused financing facilities available at quarter end** | | - |
| 7.6 | Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well. | | |

NONE

| **8.** | 1.10 Estimated cash available for future operating activities | **$A'000** |
|---|---|---|
| 8.1 | Net cash from / (used in) operating activities (item 1.9) | 1,377 |
| 8.2 | Cash and cash equivalents at quarter end (item 4.6) | 6,265 |
| 8.3 | Unused finance facilities available at quarter end (item 7.5) | - |
| 8.4 | Total available funding (item 8.2 + item 8.3) | 6,265 |
| 8.5 | **Estimated quarters of funding available (item 8.4 divided by item 8.1)** | 4.6 quarters |

*Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.*

8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:

8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: n/a

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: n/a

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: n/a

*Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.*

## 1.11 Compliance statement

1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.

2 This statement gives a true and fair view of the matters disclosed.

Date: 29 April 2025.....

Authorised by: Board of Directors.....

(Name of body or officer authorising release – see note 4)

## 1.12 Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.

2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.

3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.

4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [*name of board committee – eg Audit and Risk Committee*]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".

5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.