

## Sales Performance Glaucoma Surgical Devices Segment

### Highlights

- **Sales in Germany up 24%, including early sales of *iTrack™ Advance***
- **USA sales showing strong rebound during the second half due to returning customers**

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 an unaudited sales update for the Company's glaucoma surgical devices segment for the 12 months ended 30 June 2022.

Nova Eye Medical expects to report total sales across the glaucoma surgical devices segment of approximately A\$13.1 million<sup>1</sup> for the year ended 30 June 2022. This represents growth in sales revenue of 0.5% on the prior corresponding period (PCP) (down 1.5% on PCP measured in constant currency terms). Sales were materially reduced by freight-delayed product bound for Wuhan, China. Specifically, a A\$740,000 delivery was not freighted until 5 July 2022, despite being scheduled for collection in June.

German sales during the period were strong, up 24% on PCP. The positive sales momentum in Germany was underscored by the launch of the Company's new canaloplasty device, *iTrack™ Advance*. As previously announced, Nova Eye Medical expects the introduction of *iTrack™ Advance* to drive increased surgeon uptake of the canaloplasty procedure by cataract surgeons and comprehensive ophthalmologists, in addition to glaucoma surgeons. Continued investment in the Company's direct sales team infrastructure in Germany also contributed to the strong result during the period.

In the USA, sales revenue was down 3% following a strong rebound after the first half, during which sales fell 10% compared to PCP. Nova Eye Medical attributes this positive turnaround to the return of previous customers after trialling competitor devices, and due to renewed interest in the role of canaloplasty in the glaucoma treatment armamentarium.

In China, sales revenue was down 30% on PCP due to the freight delay.

<sup>1</sup> Figures bases on management accounts that have not been audited



Nova Eye Medical Managing Director, Tom Spurling commented:

*"The launch of iTrack™ Advance in Europe during the period was an important milestone for our business. COVID-19 presented various challenges, including production and supply issues, as well as restricting access to surgeons. We are now starting to yield the benefits of our investment in iTrack™ Advance, however. The early feedback from surgeons has been extremely positive and I am confident that our team will roll out this world-leading technology to immense success.*

*We will continue to focus on introducing iTrack™ Advance to surgeons in Germany and other parts of Europe. We will also prepare for its commercial availability in markets beyond Europe and I look forward to updating shareholders on our progress in the near future."*

**- ENDS -**

This release dated 8 July 2022 has been authorised for lodgement to ASX by the Board of Directors of Nova Eye Medical Limited and lodged by Simon Gray, Company Secretary.

For additional information about Nova Eye Medical and its technologies,

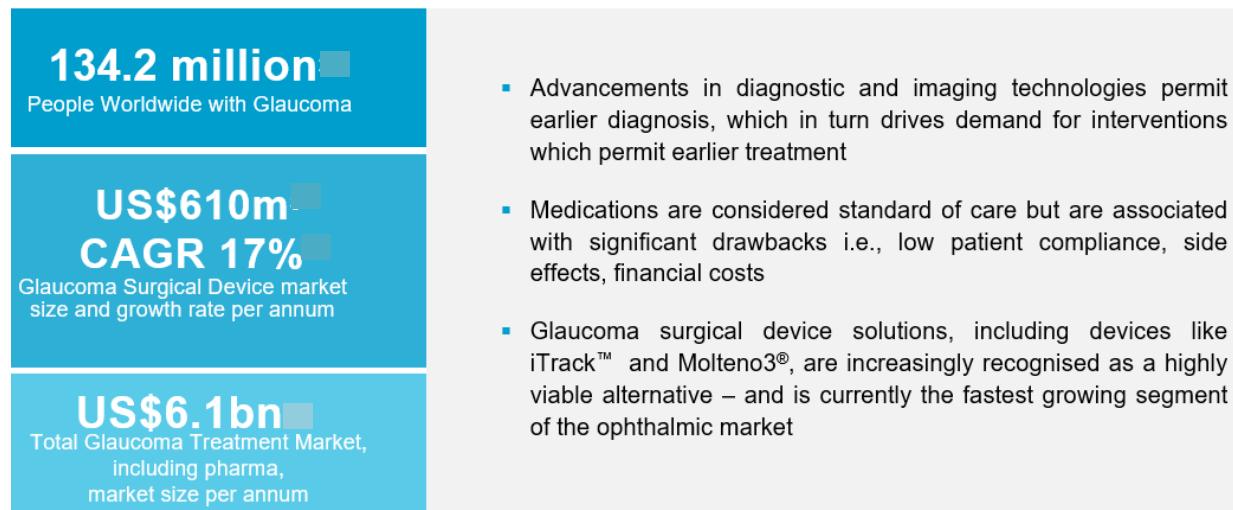
please visit: [www.nova-eye.com](http://www.nova-eye.com)

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## ABOUT THE GLOBAL GLAUCOMA MARKET

Glaucoma is the leading cause of irreversible blindness and the second leading cause of blindness worldwide. The aging global population is driving glaucoma prevalence and provides a strong platform for business growth.



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## ABOUT NOVA EYE MEDICAL LIMITED

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 in more than 100 countries globally, these technologies include the iTrack™ portfolio of canaloplasty devices for the treatment of glaucoma. The Company also manufactures and sells the proprietary Molteno3® glaucoma drainage device for the treatment of severe or complex glaucoma. With its sales headquarters based in Fremont, California, Nova Eye Medical is supported by sales offices in Adelaide, Australia and Berlin, Germany, and a global network of more than 50 distribution partners. Manufacturing facilities are located in Fremont, California and Dunedin, New Zealand.