

Welcome to the Grand Opening: EuroEyes Hong Kong



EuroEyes Clinics history and achievements

1993



First Clinic
in Germany:
Hamburg

1997



First Clinic
in Denmark:
Copenhagen

2012



First two ICL
awards from
STAAR
Many more
followed!

2013



First Clinic
in China:
Shanghai

2016



most
Multifocal
lenses
implanted
worldwide

2019



EuroEyes
listed on the
Hong Kong
stock
exchange

2022



First Clinic
in the UK.
Flagship
Clinic in
Copenhagen

2023

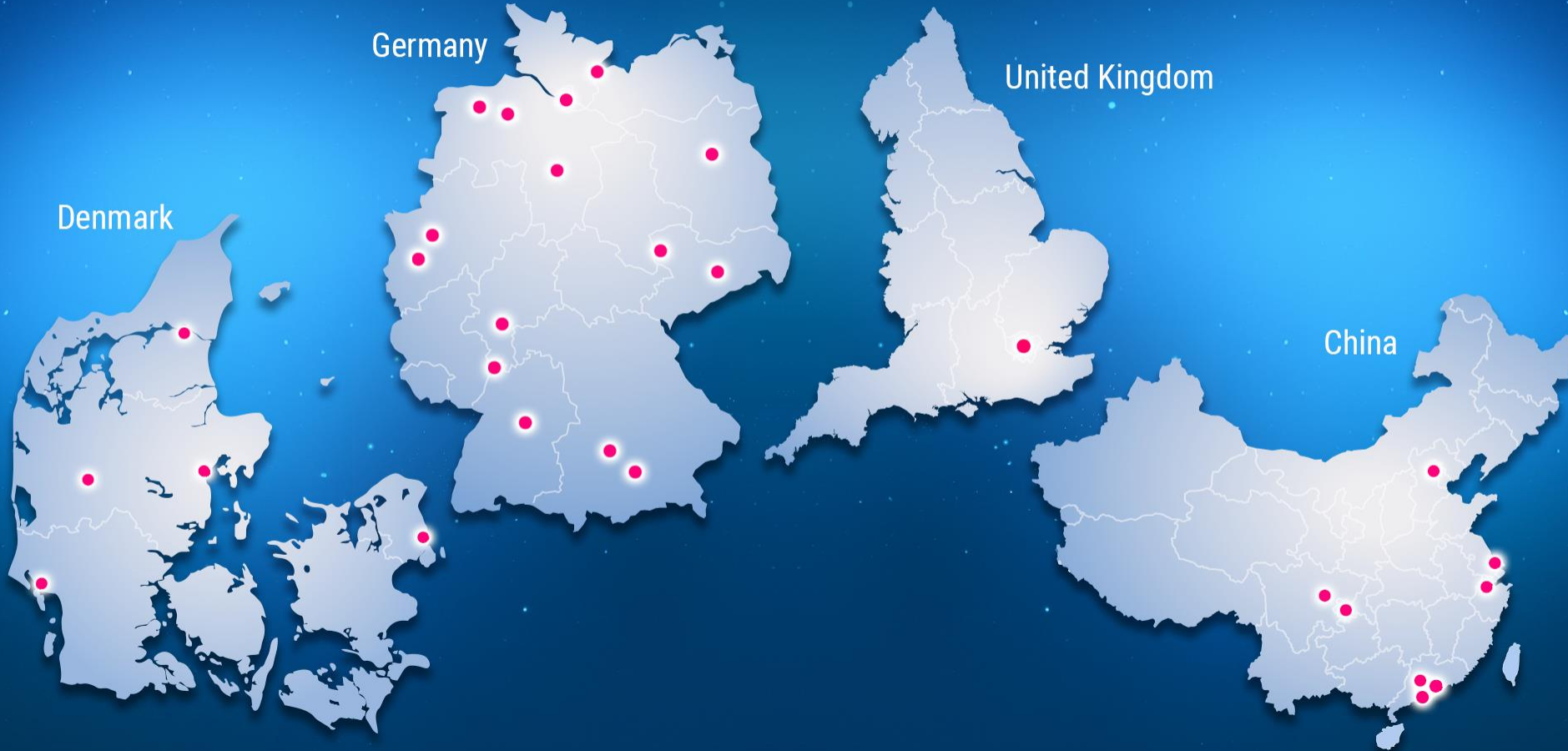


Opening
of LEC
Brompton
Road



2013 opening of EuroEyes Shanghai:
The German Chancellor Olaf Scholz cuts the ribbon

EuroEyes Clinics worldwide



November 2019: EuroEyes IPO in Hong Kong

香港交易所

Welcomes the Listing of
EuroEyes International Eye Clinic Limited
德視佳國際眼科有限公司

Stock Code: 1846

HKE C
香港交易所



EuroEyes Hong Kong Strategy!



These days in HK and China
around 80% of senior high school students are myopic



80% of pedestrians on Russell Street
have Myopia and wear glasses

Myopia can develop eye diseases

Get an Eye check



Myopia develops eye diseases

LEVEL OF MYOPIA	CATARACTS	GLAUCOMA	RETINAL DETACHMENT	MYOPIC MACULAR DEGENERATION
-1.00 to -3.00 D	2x	4x	3x	2x
-3.00 to -6.00 D	3x	4x	9x	10x
Over -6.00 D	5x	14x	22x	41x

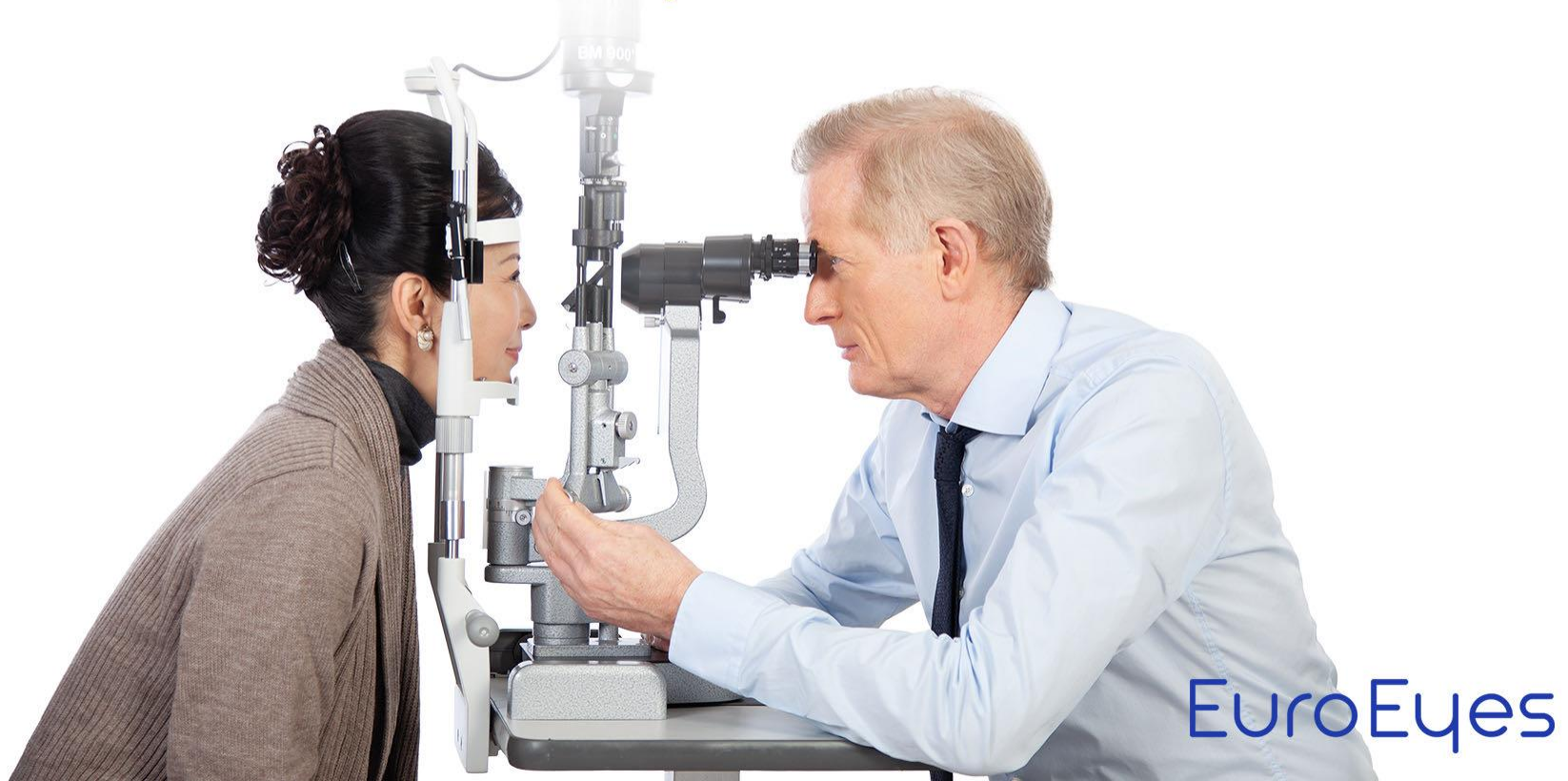


Retail Eye Clinic Locations makes B2C available!

EuroEyes

Myopia develops Cataract

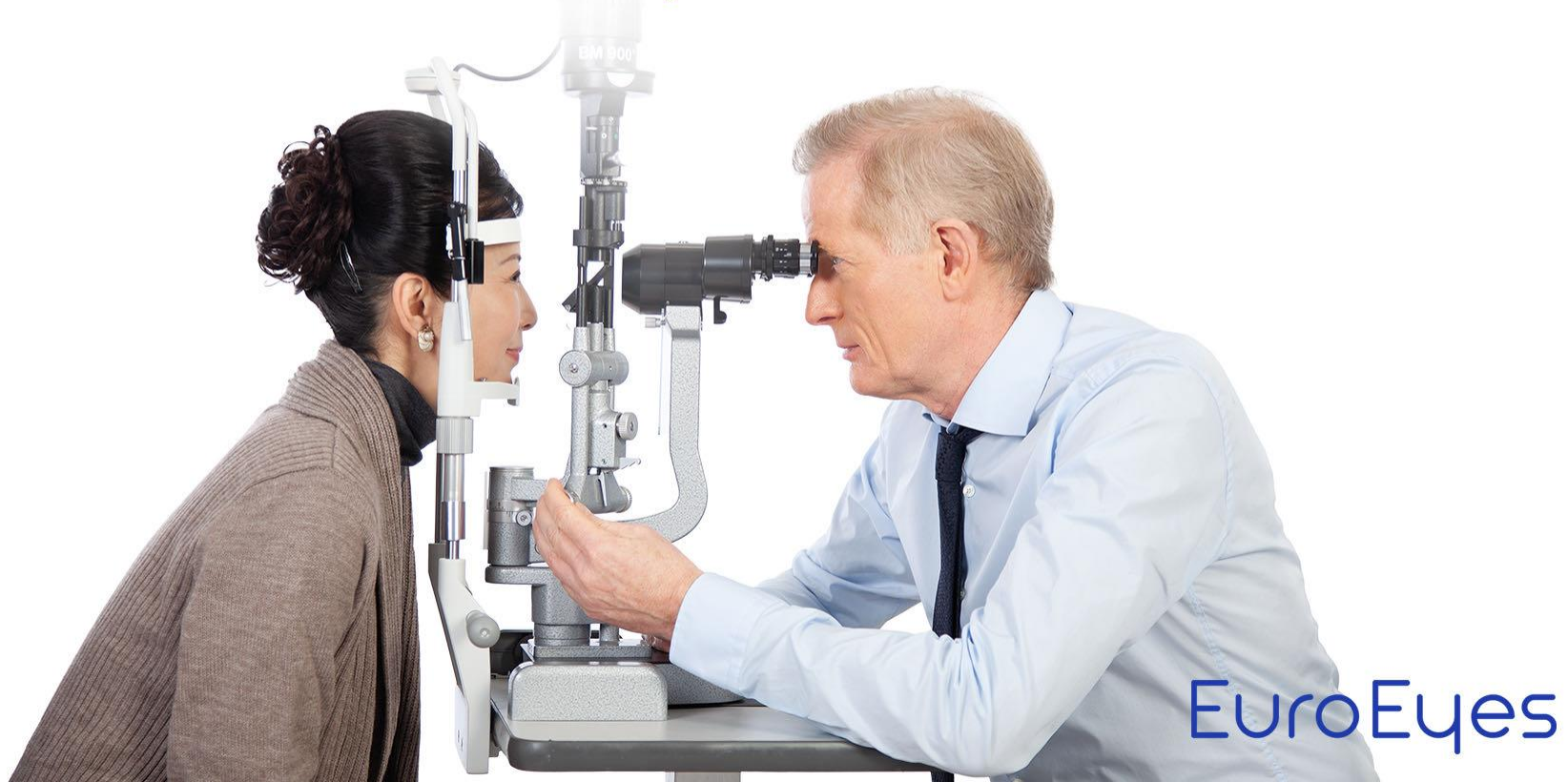
Get an eye check



EuroEyes

Myopia develops Glaucoma

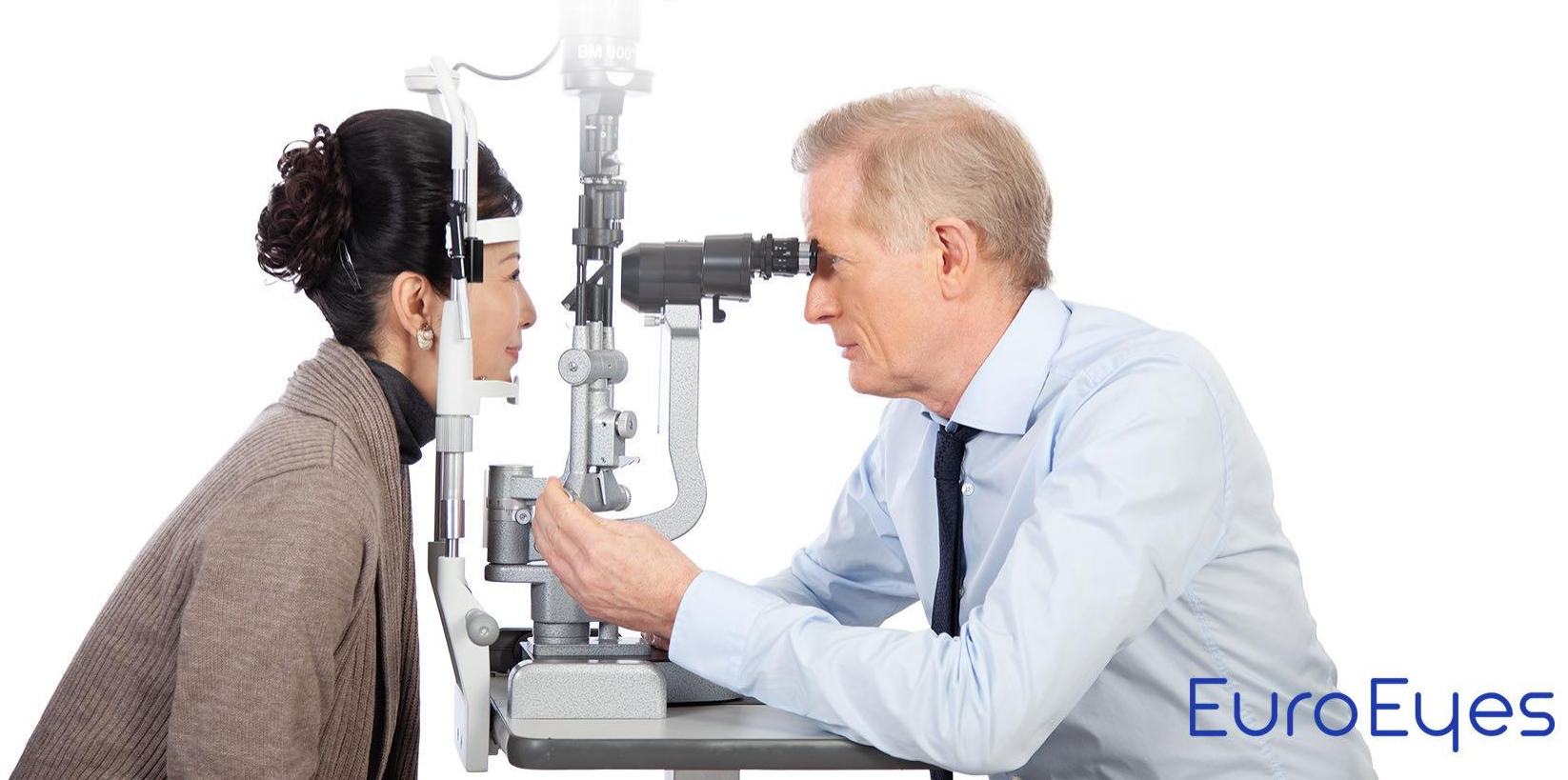
Get an eye check



EuroEyes

Myopia develops early Presbyopia

Get an eye check



EuroEyes

Presbyopia starts at 45+



德视佳
EuroEyes



The German poet
Johann Wolfgang von Goethe
is said to have said:

**"The only way to escape
presbyopia is to die young"**

What is new about EuroEyes offering for Hong Kong?



EuroEyes implanted the most trifocal lenses worldwide

Are you suitable? Get an eye check.



euroeyes.hk

德視佳
EuroEyes



25 years high Volume surgery experience
in treatment of presbyopic patients

EuroEyes implanted the most EVO ICL lenses Europe-wide

Are you suitable? Get an eye check.



euroeyes.hk

德視佳
EuroEyes



25 years high Volume surgery experience
in treatment of myopic patients



Longest experience in Laser treatments of presbyopia with Presbyond

Professor Dan Reinstein
Developer of Presbyond

EuroEyes



Dr. med Joern S.
Joergensen

EuroEyes Founder, CEO



Professor Dan Reinstein
EuroEyes Executive Board
Member



Lecturer, Dr. med. Ralf-
Christian Lerche
Medical Director
EuroEyes



Professor Thomas
F. W. Neuhann
University Eye Clinic
Munich



Professor Michael C.
Knorz
University Eye Clinic
Mannheim



Professor Gerd Auffahrt
University Eye Clinic
Heidelberg
Apple Institute
Top 2 The
Ophthalmologist



Professor Yao Ke
University Eye Clinic
Zhejiang
President of the Chinese
Ophthalmology Society



Professor Burkhard Dick
University Eye Clinic
Bochum
Top 100 The
Ophthalmologist

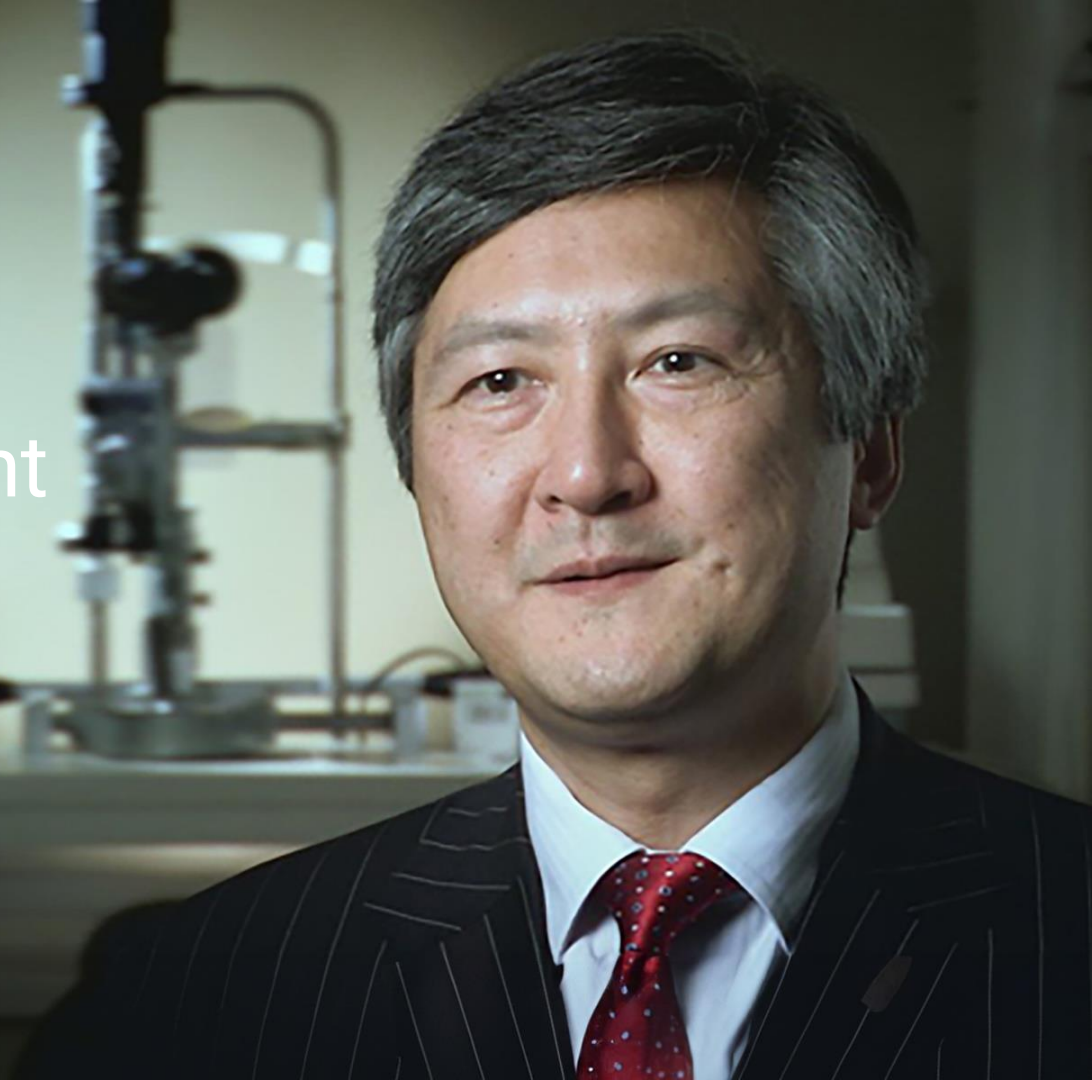
The very best:

EuroEyes International Medical Advisory Board

EuroEyes

Prof. Christopher
Liu, OBE, joined
EuroEyes Hong
Kong as consultant
and surgeon

德視佳
EuroEyes



Recap of H1-results – EuroEyes outperformed "Golden Year" 2021

Record High
Revenue and
Gross Profit in
1H

Leading
Profit Margin
in Eye Clinics

Strong
Cash Flow

Total Revenue

↑ 10% YoY

HK\$346.4mn

Net Income

↑ 45% YoY

HK\$67.5mn

20% Net Margin

EBITDA

↑ 24% YoY

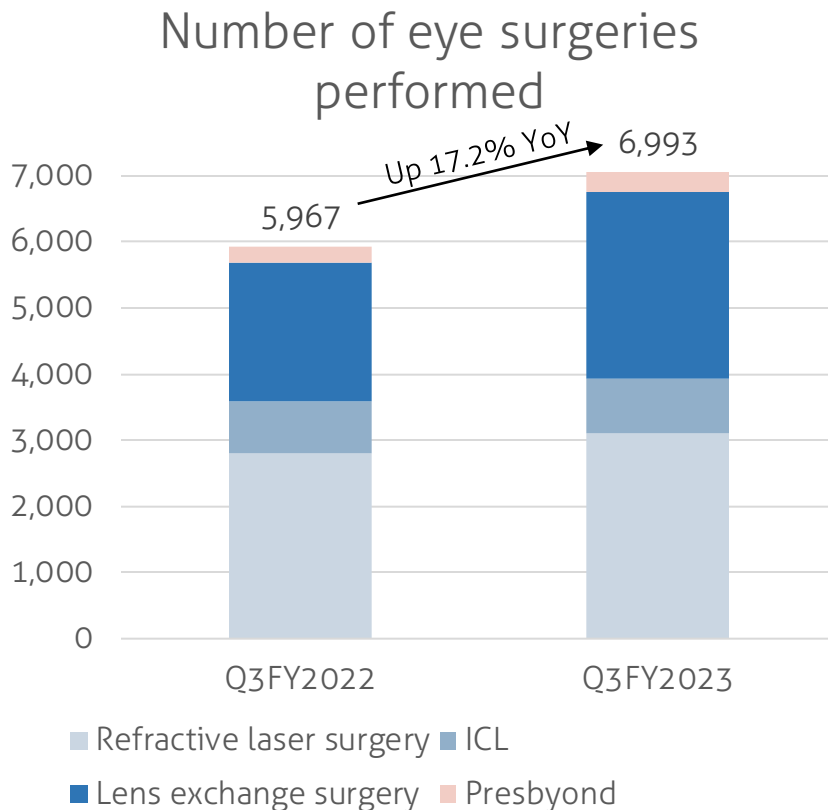
HK\$141.7mn

41% EBITDA Margin

Voluntary Announcement - Upward Trend of H1 Continues into Q3

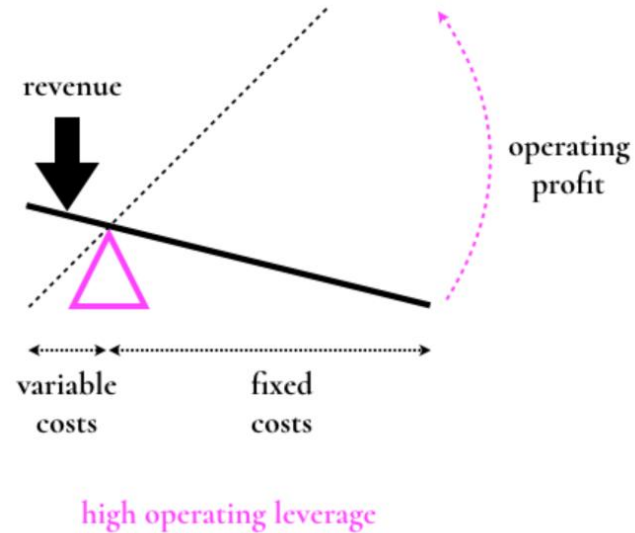
Q3 number of eye surgeries performed grew 17% YoY

- Led by big YoY increase from # of lens exchange surgery in all regions
- Especially China saw over 70% YoY increase in lens exchange surgery number in Q3
- Refractive laser surgery numbers achieved double digit growth in Q3, reversing the downward trend of 1H



Ideal Business Model for Profitability

Low variable costs - Low fixed costs
Once break-even is reached steep increase of profit

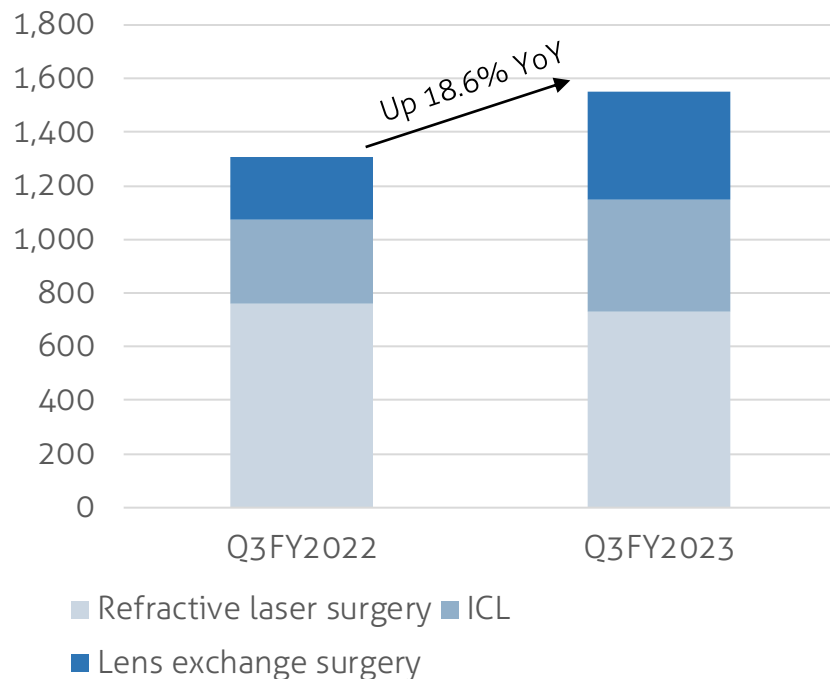


Resilient Demand from Lens Exchange Yield Double-Digit Growth in China

Demand for high value surgeries in China remained strong

- ICL surgery numbers grew over 30% YoY in China in Q3
- Lens exchange demand remained high with over 70% YoY increase in surgery numbers in Q3
- First Presbyond surgeries performed in PRC in October

Number of eye surgeries performed



山海之间 眼界决定境界

PRESBYOND LBV

视觉融合激光矫正术

20 分钟摘镜

无视岁月，诠释自由

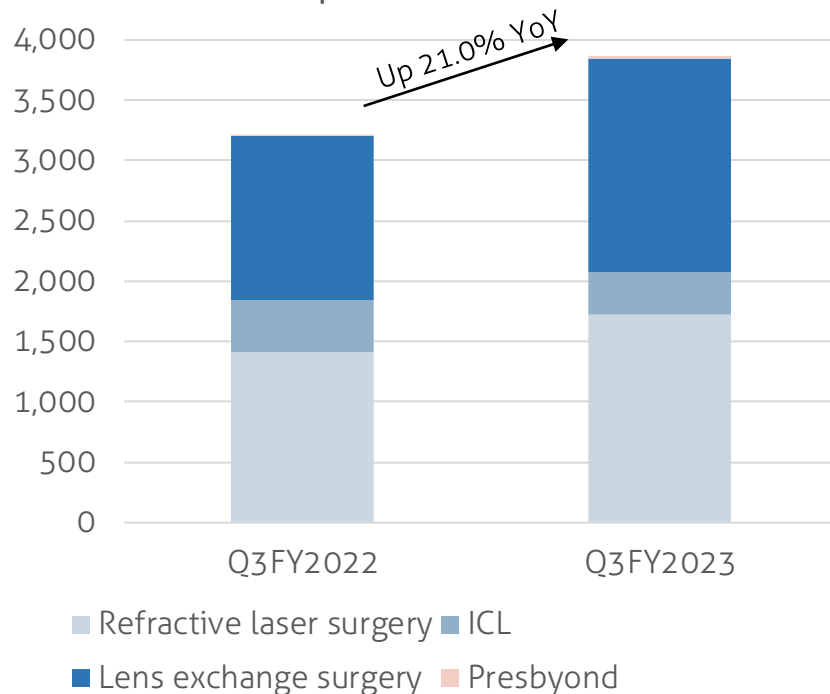


Germany Back to Growth Trajectory in Q3

Germany's # of eye surgery performed grew double-digit

- Refractive laser surgery number stabilized in Q3
- Lens exchange demand remained high with over 30% YoY increase in surgery numbers in Germany in Q3
- If excluding the contribution from the newly-acquired FreeVis, the organic growth rate in Q3 also reached over 12% YoY
- Acquisition of FreeVis adds Mannheim to the EuroEyes landscape

Number of eye surgeries performed



Acquisition of FreeVis GmbH in Germany



Rationales behind the deal

Renowned ophthalmic surgeon who is very well connected worldwide

Strengthens our management team in China by becoming CMO Greater China

Helps identify M&A-opportunities of world class surgeons' practice and famous eye clinic chains

Academic achievements bring EuroEyes to the next level of scientific research

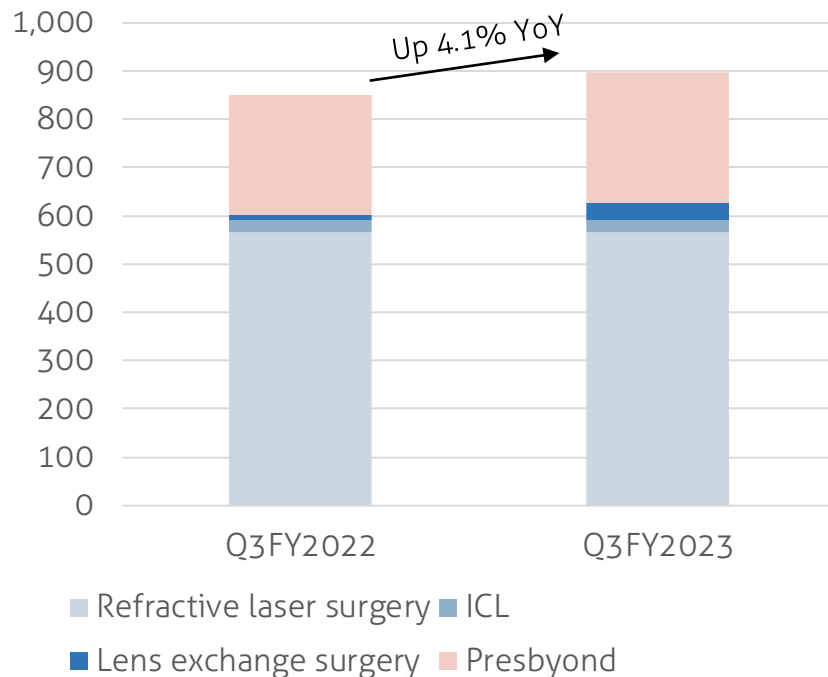
Expanding footprint in Germany

UK Regained Momentum in Q3

UK's Q3 performance surpassed last year's high base

- Recruited two new surgeons
- Surgery booking time started to shortened
- A new clinic in London, Laser Eye Clinic (LEC), opened in September
- Demand for vision correction in the country remained resilient

Number of eye surgeries performed



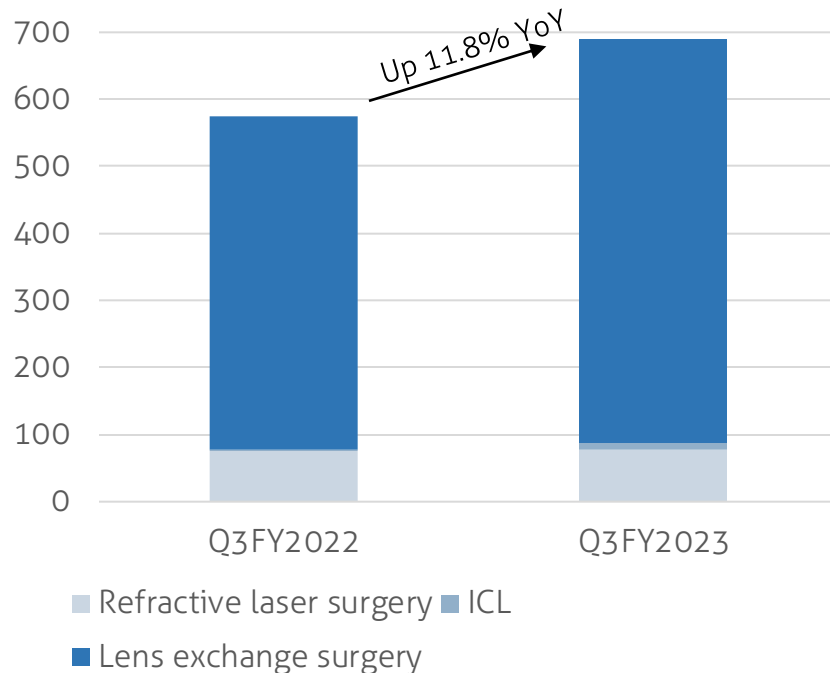


Denmark Maintained Stable Growth in Q3

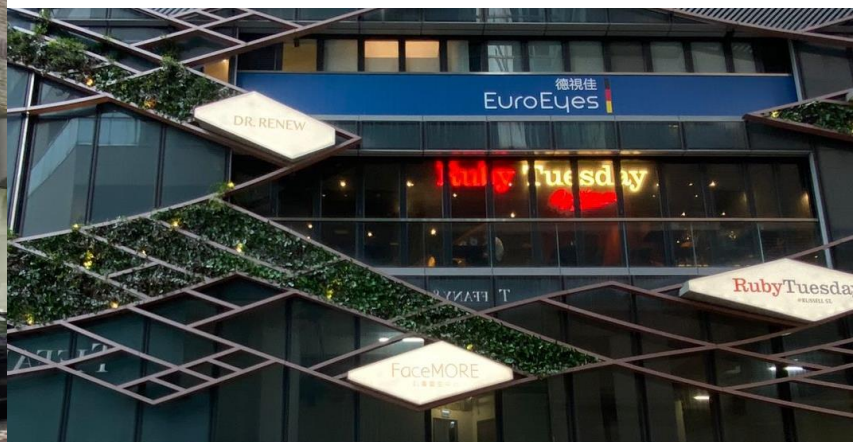
Stable YoY increase fueled by resilient lens exchange surgery numbers growth

- Lens exchange surgery continued to be the largest contributor in the country, accounted for close to 90%

Number of eye surgeries performed



Our new powerhouses are open and will contribute to our growth





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euroeyes.de

