

EuroEyes

**EuroEyes International Eye Clinic Limited**

德視佳國際眼科有限公司

(Stock Code: 1846.HK)

## **EuroEyes 2024 Interim Revenue Reaches Record High of HK\$368mn**

*Resilient Demand for Presbyopia Correction Surgery Fuels Future Growth*

(Hong Kong, 29 August 2024) - [EuroEyes International Eye Clinic Limited](#) (“EuroEyes” or the “Company”, together with its subsidiaries, the “Group”, stock code: 1846), a leading global vision correction service provider, today announced its unaudited interim results for the six months ended 30 June 2024 (“1H2024” or the “Period”).

### **Revenue Reaches Another Record High Despite Macroeconomic Headwinds**

During the Period, EuroEyes continued to strengthen its market leading position in the presbyopia correction market and demonstrated strong resilience amid macroeconomic uncertainties. It recorded a 6.3% year-on-year increase in revenue – the highest revenue growth rate among all Hong Kong and Shenzhen listed peers – to HK\$368.4 million, another new record high, due to a favorable change in surgery mix towards more lens exchange surgeries.

Excluding the non-recurring costs such as pre-operating expenses, adjusted gross profit decreased by 6.8% year-on-year to HK\$158.1 million due to higher raw material and consumable costs. The adjusted gross profit margin was 42.9%. Adjusted EBITDA declined by 5.5% year-on-year to HK\$136.4 million with an adjusted EBITDA margin of 37.0%. The adjusted net profit after tax was HK\$62.3 million, down 11.6% year-on-year. The decline was mainly due to the two newly opened flagship clinics in London and Hong Kong not yet having reached breakeven and the slowdown in revenue growth caused by the weaker consumer confidence in some of the regions where the Group operates.

The Directors recommended an interim dividend of HK3.49 cents per ordinary share of the Company for the six months ended 30 June 2024.

### **Benefitting from the Growing Demand for Intraocular Lenses Worldwide**

According to data compiled by Market Scope, a respected source of market intelligence in the field of ophthalmology, the market for intraocular lenses (IOLs) in Europe, particularly multifocal and extended depth of focus (EDOF) lenses, is projected to grow at a compound annual growth rate (CAGR) of around 7.5% from 2023 to 2029. The Chinese market for premium IOLs and refractive lens exchange (RLE) surgeries is expected to grow even faster, at a CAGR of approximately 9.0% from 2023 to 2029. The growth in the IOL market is driven by a global trend of more patients choosing lens-based solutions over traditional laser vision correction due to their long-term benefits and advancements in technology.

EuroEyes is best known for its market-leading position in IOL surgery, particularly trifocal lens exchange surgery, which differentiates the Group from its peers. As a beneficiary of this global trend, the Group's revenue from the performance of lens exchange surgery reached a new record of HK\$198.8 million for the Period, 12% higher than that of the same period in 2023. Lens exchange surgery accounted for 54.0% of EuroEyes' total revenue, up from 52.1% in 2023.

### **Resilient Demand for Presbyopia Correction Surgery, Continues to Strengthen Market Leading Position**

Presbyopia is a natural aging process, and trifocal lens exchange surgery is currently the best way to correct the symptom. Revenue from performing lens exchange surgery reached a new record of HK\$198.8 million for the Period, up 12.0% year-on-year, accounting for 54.0% of the Group's total revenue. The strong performance in this category was fueled by the aging population in various countries where EuroEyes operates. The Group believes that the demand for trifocal lens exchange surgery will continue to increase regardless of the economic environment and will become the most powerful engine to fuel its future growth.

In addition to lens exchange surgery, Presbyond is another treatment EuroEyes offers to correct presbyopia using a refractive laser. It extended this offering to its global patients in Germany and the PRC in 2023. During the Period, Presbyond accounted for 4.3% of the Group's total revenue. Combined with the revenue contribution from performing Presbyond surgery, revenue from presbyopia correction treatments accounted for 58.3% of total revenue, up 2.8 percentage points from the previous year.

### **Geographically Diversified Operations Provide Natural Hedge Against Regional Headwinds**

With operations stretching from Europe to Asia, EuroEyes benefits from a geographically diversified revenue base that helps balance its overall performance.

In Germany, total revenue for the Period rose to HK\$201.1 million, up 9.9% year-on-year and accounting for 54.6% of the Group's total revenue. Lens exchange surgery and ICL surgery were the two main growth drivers, increasing by 14.9% and 10.7% year-on-year to HK\$118.1 million and HK\$21.9 million respectively. Revenue from performing refractive laser surgery decreased by 4.2% year-on-year to HK\$55.4 million as consumer confidence among the younger generation has not yet fully recovered. During the Period, the Group added a new clinic in Wiesbaden, expanding its presence in Germany. The new clinic has seen a large influx of customers and is expected to reach breakeven in 2024. Another clinic in Kiel, the capital and the most populous city of the northern state of Schleswig-Holstein, will be opened by the end of this year.

In the PRC, despite the macroeconomic challenges that led to a decline in consumer confidence, EuroEyes managed to maintain a stable revenue growth of 3.9% year-on-year and brought the region's sales to HK\$75.6 million, accounting for 20.5% of its total revenue. Lens exchange surgery achieved a 27.9% year-on-year revenue growth, bringing this revenue in the PRC to a new milestone of HK\$44.3 million. This growth has offset the weaker demand for myopia correction surgery, where revenue from performing refractive laser surgery decreased by 29.2% year-on-year to HK\$13.2 million and ICL revenue decreased by 10.8% year-on-year to HK\$15.6 million. The newly opened flagship clinic in Hong Kong is on track to achieve breakeven after receiving the Day Procedure Center license in late March.

In the United Kingdom, which accounted for 15.7% of total revenue, revenue grew by 21.1% year-on-year to HK\$57.9 million as the new London flagship clinic in Knightsbridge increased revenue. London Vision Clinic (“LVC”) also returned to growth after last year’s setback.

**Dr. Jørn Slot Jørgensen, Founder, Chairman and CEO of EuroEyes** said, “Macroeconomic uncertainties are likely to persist, so we are cautious about the remainder of 2024. However, we are confident that our resilient business model focused on the presbyopia market and its global portfolio can help us navigate the challenges and outperform the market in 2024.

“In the medium term, we remain optimistic that the three growth pillars can help us achieve the organic targets by 2026. In addition, we continued to seek merger and acquisition targets in Europe, Asia and the Americas. We aim to acquire leading brands of eye clinics or engage reputable and excellent surgeons to expand the clinic network and extend our reach into new geographic regions, with a particular interest in emerging markets. With a more extensive and stronger surgeon network, we will improve our ophthalmic level and further strengthen our leading position in the industry.”

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**About EuroEyes International Eye Clinic Limited (1846.HK)**

EuroEyes was established in 1993 and is one of the leading brands in the vision correction industry that combines German ophthalmology excellence and over 25 years of experience with individualised customer care. EuroEyes is one of the few eye clinic groups with a far-reaching geographical coverage, with operations in Germany, Denmark, the PRC and the United Kingdom. The Group's vision correction services include (i) refractive laser surgery (which includes ReLEx smile and Femto LASIK and Presbyond®); (ii) phakic lens (ICL) surgery; (iii) lens exchange surgery (which includes the monofocal and trifocal lens exchange surgery) and (iv) others (which include PRK/LASEK and ICRS implantation). For more information, please visit [ir.euroeyes.hk](http://ir.euroeyes.hk).