

Over 32 million **optomap**® exams have been performed worldwide, helping us to secure our leading position in retinal diagnostics

## YTD Financial Highlights (figures in \$US)

### FY-11 Highlights

Total revenue	143.3m
Operating profit	25.1m
Gross profit	91.4m
Profit before tax	22m
EPS diluted (cents)	31.8c
Cash flow from operating activities	37.2m
Net debt	(\$25.2m)

(cash less lease finance liabilities)

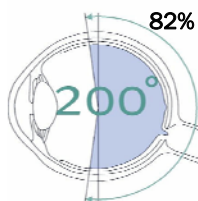
## Company Overview

Optos plc has the vision to be *The* retina company. We aim to be recognised as a leading provider of devices and solutions to eyecare professionals for improved patient care. Optos' core devices produce ultra widefield, high resolution digital images (**optomaps**®) of approximately 82% of the retina, something no other device is capable of doing in any one image.

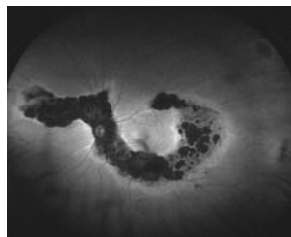
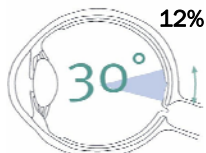
Optos has a range of imaging devices that support different customer segments and patient levels: the P200 and 200Dx devices are concentrated on wellness screening carried out by optometrists and ophthalmologists in primary care; the P200C devices are designed to meet the need for more exacting clinical imaging capabilities and standards in secondary care within the ophthalmology market and at optometric practices that are clinically managing a patient base with advanced ocular disease; and the P200MA and 200Tx devices supports ophthalmologists and retinal specialists in the medical care market. Our expanded product range includes visual acuity, perimetry and treatment laser products.

Our recent acquisition of OPKO instrumentation brings the group optical coherence tomography ("OCT") diagnostic devices and optical ultrasound scanners, used in the diagnosis and management of eye disease and conditions.

With the **optomap** exam, the majority of the retina is visible in one single image



With a conventional exam only a small part of the retina can be seen at one time



Optomap of Pigmentary Retinopathy



Optomap composite Healthy Retina

## Business Models

- A new range of flexible business models introduced to meet varying customer and market demands
- Customers typically pay a minimum monthly payment plus a variable per **optomap** fee over the minimum but can elect for a fixed monthly rental payment
- Rental customers are entitled to service, maintenance, patient support, and software and hardware upgrades
- Alternatively, customers buy the device outright and enter into service agreements covering maintenance, parts and some upgrades

## Products and Customers

- Over 4,200 eye professionals are using the **optomap** technology
- Ongoing R&D programmes provide significant enhancements to current products, and support our product pipeline focusing on ophthalmology
- Our P200 device is used as a diagnostic exam, principally by optometrists
- Our 200Dx device builds on the core P200, offering significant improvement in image technology and patient comfort and conformance
- Our P200C device with enhanced resolution is used by certain optometrists and ophthalmologists in disease management
- Our 200Tx device offers ophthalmologists higher performance and functionality (such as fluorescence angiography and Autofluorescence) within disease treatment regimes
- Daytona, next generation desktop retinal device unveiled with launch expected Q1 2012
- Recent acquisition of OPKO Instrumentation brings OCT capability plus ultrasound products

## Quick Facts

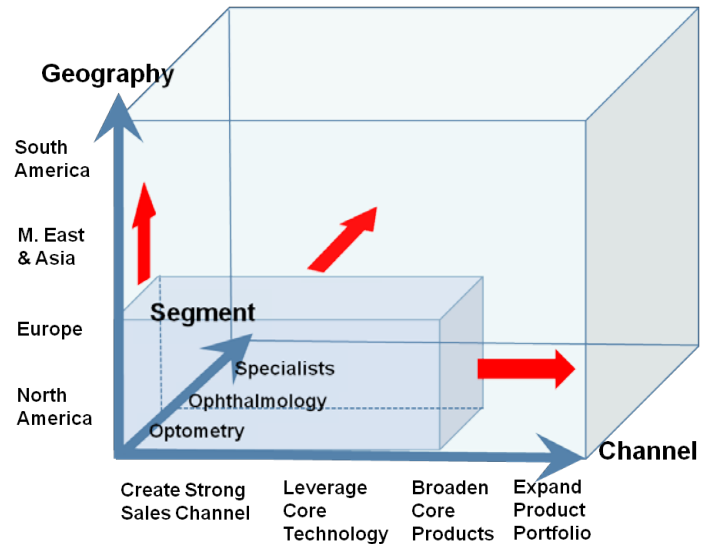
- Founded in 1992, IPO on LSE Main Market 2006. Operations in North America and Europe
- Over 32m **optomap** exams performed to date
- Initially, devices used primarily in "wellness screening" to verify eye health. Newer devices with increased functionality used in treatment regimes
- 82% of Optos' business is in the North America. We are growing quickly in Europe and expanding into new markets through new distribution channels and directly in Australia
- 95% of Optos' revenue is from the core optometry sector with growing presence in ophthalmology
- Optos has < 20% market penetration in 'target sectors' in existing markets - providing significant growth potential



## Strategy and Vision

To expand our channel, segments and geographic markets to secure our leading position in Retinal Diagnostics

<p><b>Drive Technology Adoption supported by clinical results</b></p> <p>By creating and increasing demand from insurance providers, patients and eye-care professionals, proving the <b>optomap</b> a "gold standard" retinal diagnostic exam through robust clinical evidence</p>	<p><b>Create a lean customer focused organisation</b></p> <p>By providing our customers with reliable, leading-edge technology and support, reinforced by a global structure that optimises systems and processes</p>
<p><b>Deliver value to practitioners and their customers</b></p> <p>By offering flexible business models, both outright capital sales or a rental option that allows access to a constantly upgraded suite of diagnostic tools, software and devices without major capital expenditure</p>	<p><b>Exploit opportunities for future growth</b></p> <p>By understanding and developing new geographic markets and adjunct technologies to enhance our offering to both optometrists and ophthalmologists</p>



## Share Information

Symbol: **OPTS**

Issued share capital: **71,295,022** (as at 30 Nov 2011)

Top shareholding (as at 31 Oct 2011)

Amadeus Funds	14.39%
Aberforth Partners	13.00%
Patrick R D Paul	6.53%

## Analyst coverage

Numis	Charles Weston
Jefferies	Ingeborg Oie
Nomura Code	Gary Waanders
Brewin Dolphin	Chris Gasper
Edison	John Savin
Singer CM	Elizabeth Klein
Shore Capital	Brian White
Collins Stewart	Julie Simmonds
Investec	Sebastien Jantet



Optos plc is followed by these analysts. Any opinions, estimates or forecasts regarding Optos plc and its performance made by these analysts is theirs alone and do not necessarily represent opinions, forecasts or predictions of Optos plc or its management. The Company does not endorse the views and conclusions of these firms or the reports issued by their analysts.

## The Optos Team

Roy Davis	Chief Executive Officer
Christine Soden	Chief Financial Officer
Mike Geraghty	Executive VP Global Sales
Tom Daniells	VP Global Corporate Accounts & Business Development
Tom Motta	VP Global Operations
Alex Warnock	VP Global R&D
Robert Tweedlie	VP Global Quality Assurance & Regulatory Affairs
Jairo Kerr Azevedo	VP Global Field Services
Dan Wood	VP Strategy & Operational Integration
Anne-Marie Cairns	VP Clinical

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