

Over 30million **optomap**® exams have been performed worldwide, helping us to secure our leading position in retinal diagnostics

YTD Financial Highlights (figures in \$US)

1st Half to 31/03/11

Total revenue	\$58.0m
Operating profit	\$5.5m
Gross profit	\$36.1m
Profit before tax	\$3.9m
EPS diluted (cents)	6.2c
Cash flow from operating activities	\$18.9m

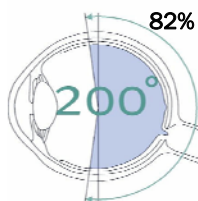
* FY End 30 September 2011

Company Overview

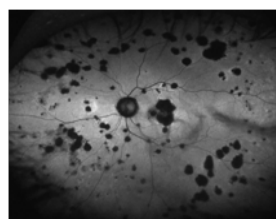
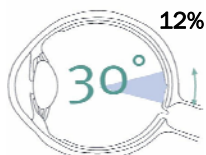
Optos plc is *The* retina company. Our vision is to be recognised as a leading provider of devices and solutions to ophthalmic professionals for improved patient care. Optos' core devices produce ultra wide-field, high resolution digital images of approximately 82% of the retina, something no other device is capable of doing in any one image. The images provide optometrists and ophthalmologists with enhanced clinical information which facilitates the early detection, management and treatment of disorders and diseases evidenced in the retina such as retinal detachments and tears, glaucoma, diabetic retinopathy and age-related macular degeneration. Retinal imaging can also indicate evidence of non-eye or systemic diseases such as hypertension and certain cancers.

Optos has a range of medical 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. Optos' product range has recently been expanded to include the AccuPen, PachPen and B-Scan handheld devices for glaucoma and tumour management. The acquisition of Opto Global, completed in December 2010, brings additional devices for both optometrist and ophthalmologist practices, (including the visual acuity products SmartChart and the AP100, AP200 & AP300 perimeters and treatment lasers) and expands the geographic reach outside our core North American and European markets.

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 Mulyfocal Choroiditis



Optomap image of an Operculated Tear

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 4,000 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 200 Tx device offers ophthalmologists higher performance and functionality (such as fluorescence angiography and Autofluorescence) within disease treatment regimes
- Significant advances continue to be made in our development programmes, with the imminent launch of software and hardware upgrades, and desk-top device
- Launch of new products through new distribution networks will support eye professionals in optometry and ophthalmology. We are distributing 3 handheld devices from Accutome Inc: the AccuPen, PachPen and B-Scan ultrasound devices

Quick Facts

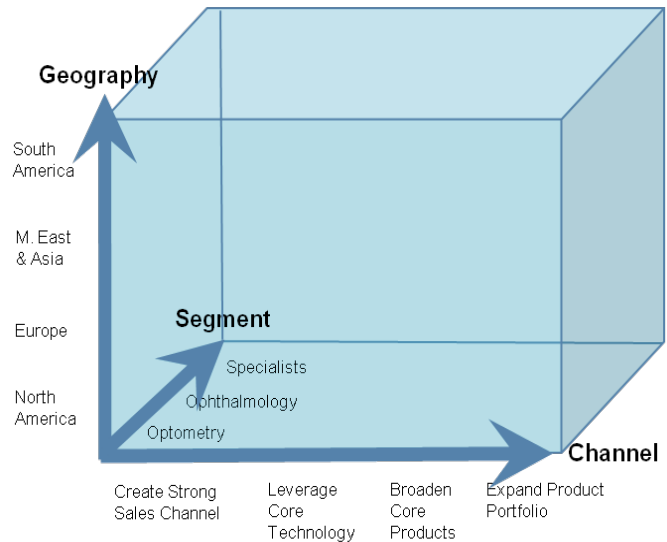
- Founded in 1992, IPO on LSE Main Market 2006. Operations in North America and Europe
- Over 30m **optomap** exams performed to date
- Initially, devices used primarily in "wellness screening" to verify eye health. Newer devices with increased functionality used in treatment regimes
- 85% of Optos' business is in the USA. We are growing quickly in Europe and expanding into new markets through new distribution channels
- 95% of Optos' revenue is from the core optometry sector
- 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>Drive Technology Adoption supported by clinical results</p> <p>By creating and increasing demand from insurance providers, patients and eye-care professionals, proving the optomap a "gold standard" retinal diagnostic exam through robust clinical evidence</p>	<p>Create a lean customer focused organisation</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>Deliver value to practitioners and their customers</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>Exploit opportunities for future growth</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: **71,230,926** (as at 1 August 2011)

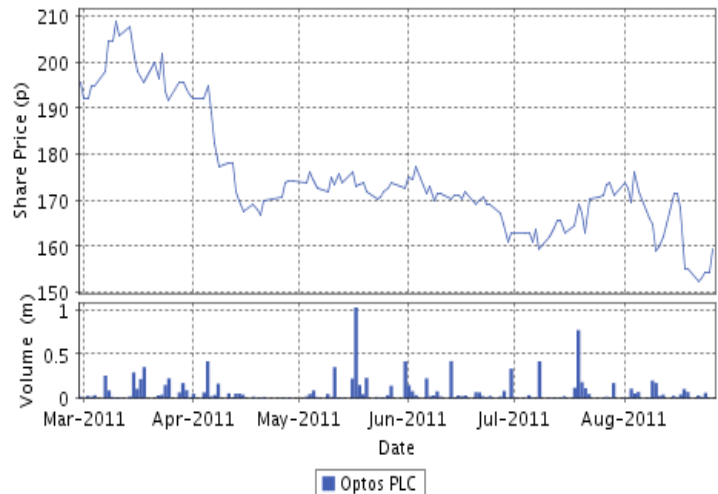
Top shareholding (as at 1 Aug 2011)

Amadeus Funds	14.40%
Aberforth Partners	12.01%
Patrick R D Paul	6.64%

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

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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

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