

Record FY24 Growth and Operating Result

- **FY24 group sales A\$23.3 million, up 35% compared to pcp in constant currency. Notably, sales in the USA surged by 71%, reaching US\$11.4 million (A\$17.3 million)**
- **Group EBITDA loss of A\$5.7 million for FY24 has improved by 33% (\$2.9 million) on FY23, demonstrating the increasing leverage of the improved top-line result**
- **Glaucoma segment trending towards profitability with \$3.3 million (54%) EBITDA improvement on FY23**
- **An EBITDA loss of \$0.4 million in H2FY24 was a \$2.1 million (85%) improvement in profitability compared with H1FY24 and augers well for the future**
- **Substantial improvement in the operating result was driven by higher gross margin and return on sales and marketing investment**
- **Demand for iTrack Advance™ in the USA remains high at the commencement of FY25**
- **Proposed 30% reimbursement rate increase by CMS, effective from 1 January 2025 in the USA, is poised to benefit the business significantly**

Nova Eye Medical Limited (ASX: EYE) (**Nova Eye Medical** or the **Company**) is pleased to report its audited financial results for the year ended 30 June 2024. The Company achieved record combination of sales growth and operating result improvement during the period, underpinned by solid performance in its core glaucoma segment, particularly in the United States.

Demand for the Company's flagship product, *iTrack Advance*™, in the Company's primary market, the USA, remains high at the commencement of FY25, with sales in July 2024, seasonally a low-sales month, materially above July 2023. Investments recently made in markets outside the USA are expected to yield sales growth in those markets during FY25.

In addition to the improvement in operating results evident in the business, the sales outlook for FY25 is expected to be strengthened by proposed changes in USA Medicare reimbursement rates for surgeries using the Company's products.

In July 2024, the Centre for Medicare and Medicaid (CMS) announced it proposed increasing the payments to facilities for hosting canaloplasty surgeries after designating canaloplasty as a "device-intensive procedure". The facility reimbursement rate in 2024 is \$2,045 per surgery. Effective 1 January 2025, the proposed rate is \$2,653 per surgery. If it becomes final, this increase of 30% is expected to benefit the Company's business in 2025.

Financial Results

Group sales revenue of A\$23.3 million was achieved for the year ended 30 June 2024. Of this amount, A\$23.2 million (US\$15.3 million) is attributable to the glaucoma segment. Group sales revenue is up 35% in constant currency on the previous corresponding period (**pcp**). This result includes annual sales in the USA of US\$11.4 million, up 71% on FY23.

The strong sales growth, particularly in the second half of FY24, has substantially improved the group's operating results. The group EBITDA loss of \$5.7 million is nearly a \$3 million improvement on FY23. Of note is the EBITDA loss of \$1.5 million in H2FY24, an improvement of \$2.7 million on the first half of FY24.

The improved result was driven by the glaucoma segment, which had improved gross margin and improved returns on the investments made in new sales representatives and marketing in the USA, particularly in the second half. The second half FY24 operating result augers well for future operating results.

	H1FY24 A\$'000s	H2FY24 A\$'000s
Glaucoma Segment Sales	10,141	13,017
Gross Margin	7,107	9,622
Gross Margin %	69%	73%
Operating Expenditure	(9,641)	(10,047)
EBITDA (loss)	(2,534)	(425)

The Company has cash on hand of A\$6.2 million at 30 June 2024.

– ENDS –

Authorised for lodgement by the Board of Directors of Nova Eye Medical Limited.

For more information:

Company

Tom Spurling
 Managing Director
 +61 417 818 658
tspurling@nova-eye.com

Company

Kate Hunt
 Chief Commercial Officer
 +61 404 080 679
khunt@nova-eye.com

Investors

Mark Flynn
 Investor Relations
 +61 416 068 733
mflynn@nova-eye.com

For personal use only

ABOUT NOVA EYE MEDICAL

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 globally, these technologies include iTrack™ Advance a minimally invasive consumable glaucoma surgical device that restores the eye's natural outflow pathway to lower pressure inside the eye and to eliminate patient reliance on anti-glaucoma medications for mild-moderate glaucoma. The Molteno3® glaucoma drainage device platform is designed to enhance surgical utility and optimize clinical outcomes for long-term IOP control in cases of severe glaucoma. It also offers the benefit of a simplified and faster surgical procedure. With its sales headquarters based in Fremont, California, Nova Eye Medical is supported by a global network of distribution partners. Manufacturing facilities are located in Fremont, California and Dunedin, New Zealand.

For additional information about Nova Eye Medical and its technologies, please visit: www.nova-eye.com