



# Delivering the **Power of Sight**

Investor Presentation

**August 2022**

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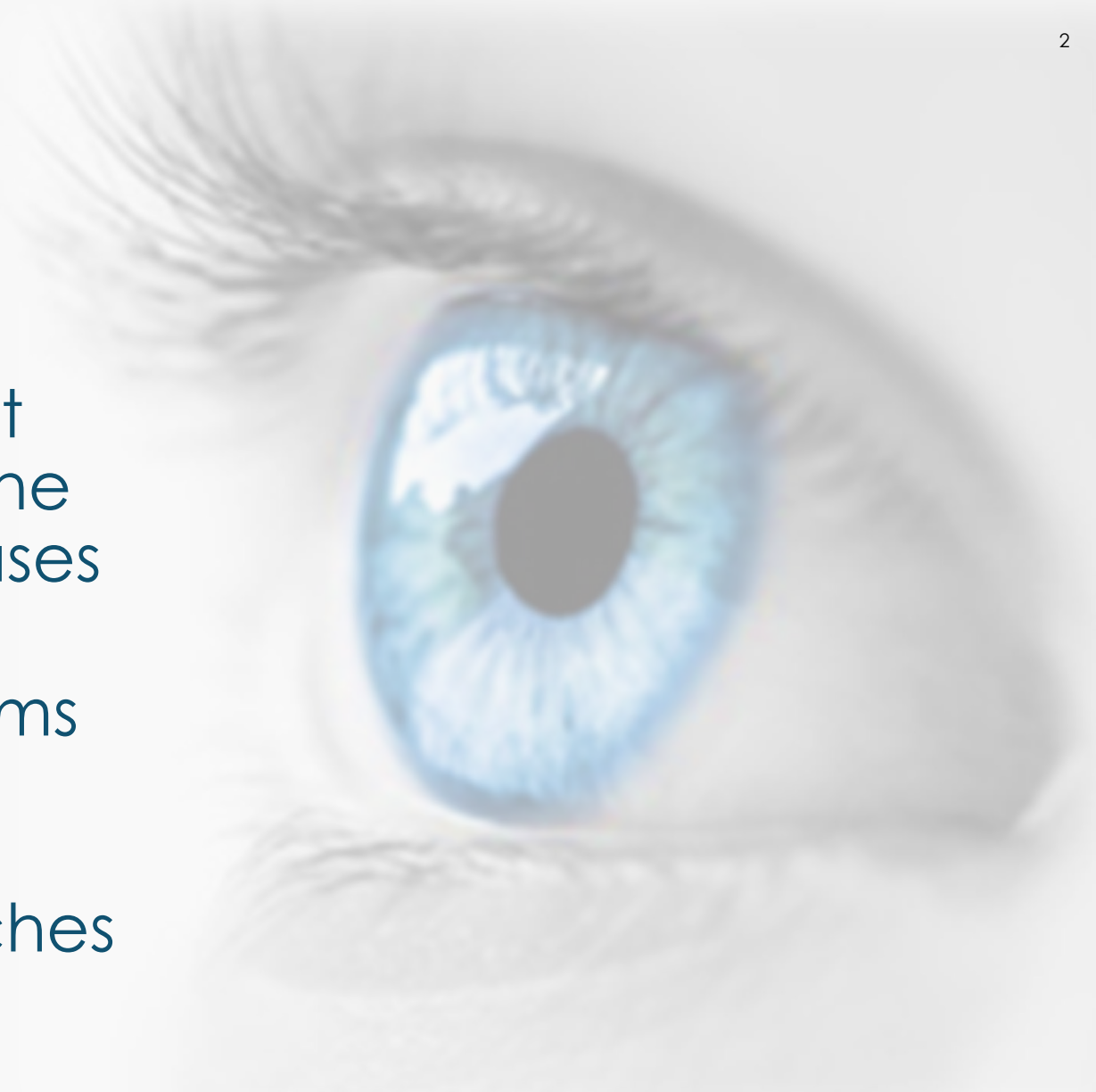
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# Our Mission

Transform Ophthalmology and Optometry through products that **target the underlying causes** of the world's most prevalent eye diseases

Establish new treatment paradigms and create an **interventional mindset in Eyecare** to replace conventional outdated approaches

***Goal: Products that Restore Natural Functionality of Diseased Eyes to Deliver Consistent, Effective and Safe Outcomes for Patients***



## Surgical Glaucoma

## Dry Eye

### CURRENT PRODUCT PORTFOLIO



**3.4M**

Diagnosed  
U.S. patients

**\$6Bn**

U.S. TAM

**>120k**

Cases  
Performed<sup>1</sup>

- Glaucoma is #1 cause of irreversible blindness
- Microinvasive Glaucoma Surgery (MIGS) is the leading innovation in POAG treatment
- Underdeveloped Standalone MIGS segment represents \$5 billion U.S. market opportunity
- OMNI® indicated to treat all severities of POAG in adults with or without concomitant cataract surgery
- Introducing innovative SION™ Surgical Instrument for bladeless goniotomy 3Q2022

**14M**

Diagnosed  
U.S. patients

**\$10Bn**

U.S. TAM

**>20k**

Cases  
Performed<sup>1</sup>

- Increasing DED prevalence linked to many prominent demographic, medical and sociological trends
- MGD is associated with 86% of DED cases but severely undertreated in current DED practice
- Massive need for patient access to effective MGD treatment
- TearCare® indicated for patients with evaporative DED due to MGD

***Additional products in development to build comprehensive portfolio of POAG and DED treatment options***



# Strategic Value Creation Initiatives



## Expand Presence in Established Combination Cataract MIGS Segment in POAG

- Continue gaining adoption among existing base of >5,600 MIGS-trained surgeons
- Continue penetrating Combination Cataract segment by leveraging the ability of OMNI® to address all three points of potential resistance in the conventional outflow pathway
- More established market that remains a compelling growth opportunity: \$1BN U.S. TAM, 17% claims CAGR 2018-21, ~1/3 penetrated

## Develop and Grow Underserved Standalone MIGS Segment in POAG

- Significant untapped opportunity in 5x larger Standalone MIGS segment
- Enable surgeons to intervene earlier in disease progression with minimally invasive procedure, treating patients not requiring cataract surgery
- Expand use by existing OMNI-trained surgeons from Combination Cataract cases to Standalone cases
- Educate POAG community regarding earlier potential Standalone interventions, help connect with OMNI-trained surgeons



## Develop Market Access for TearCare® Procedures

- Long term strategy with multiple complementary elements
- SAHARA RCT versus Restasis® – designed with input from eight payor medical directors to demonstrate effectiveness and durability
- Increase real-world usage and claims submissions
- **December 2021 FDA clearance** expanded indication for use
- Convert existing Category III CPT code (0563T) to permanent Category I code

**Bedrock of Clinical Excellence: numerous completed, ongoing and planned trials in POAG and DED**



# SURGICAL GLAUCOMA

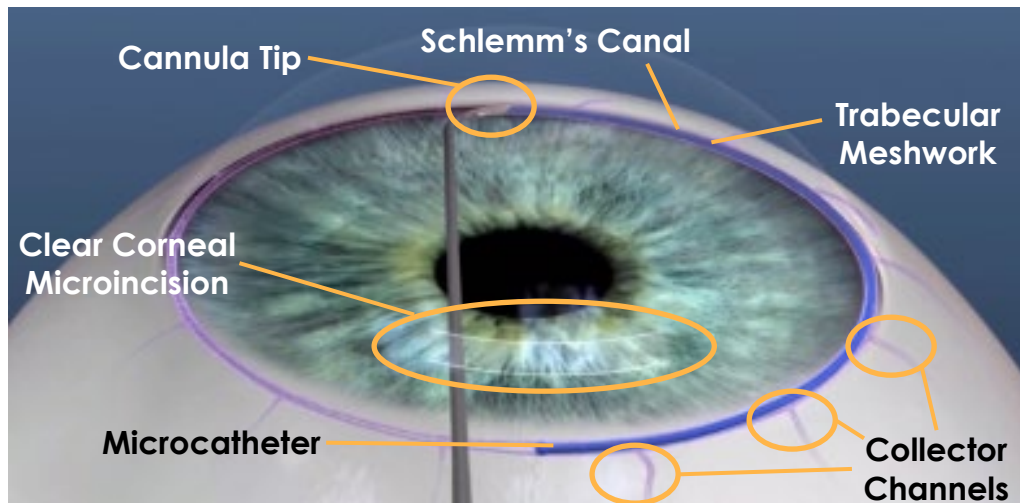
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# OMNI: Leading Indication for Use for Both Combination Cataract and Standalone MIGS

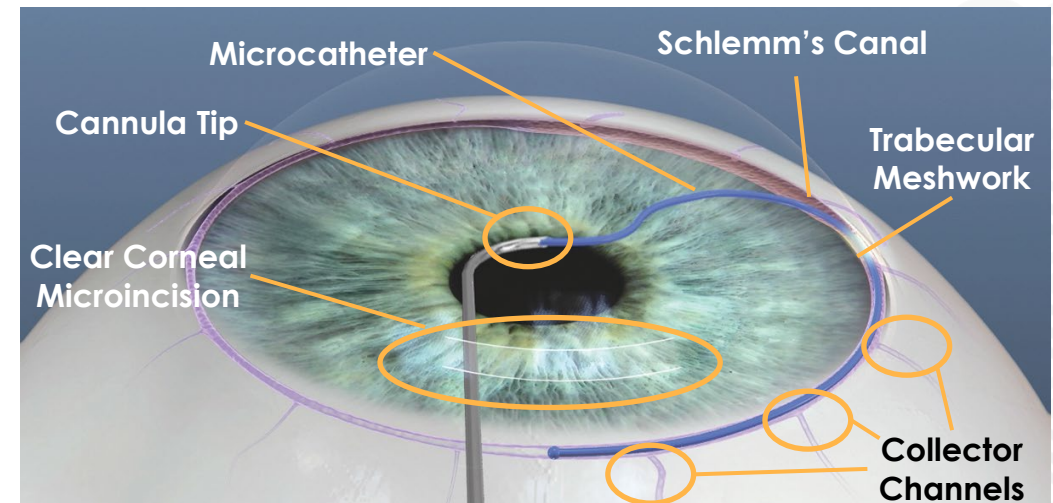
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*“for canaloplasty (microcatheterization and transluminal viscodilation of Schlemm's canal) followed by trabeculotomy (cutting of trabecular meshwork) to reduce intraocular pressure (IOP) in adult patients with primary open-angle glaucoma”*

- Conventional *ab externo* canaloplasty and trabeculotomy procedures are effective, but invasive (require deep scleral incisions) and associated with complications and longer recovery times
- OMNI enables two sequential, *ab interno* MIGS procedures up to 360° each in adults with POAG – intuitive, minimally invasive, performed through a single clear corneal microincision



Canaloplasty using OMNI




Trabeculotomy using OMNI


# OMNI<sup>®</sup>: Comprehensive Mechanisms of Action

We believe OMNI is singularly well-suited among MIGS devices to comprehensively address **all 3 primary points** of resistance in the conventional outflow pathway

**Canaloplasty** using OMNI expands and dilates **Schlemm's canal and collector channels**

**Trabeculotomy** using OMNI unroofs the **trabecular meshwork**

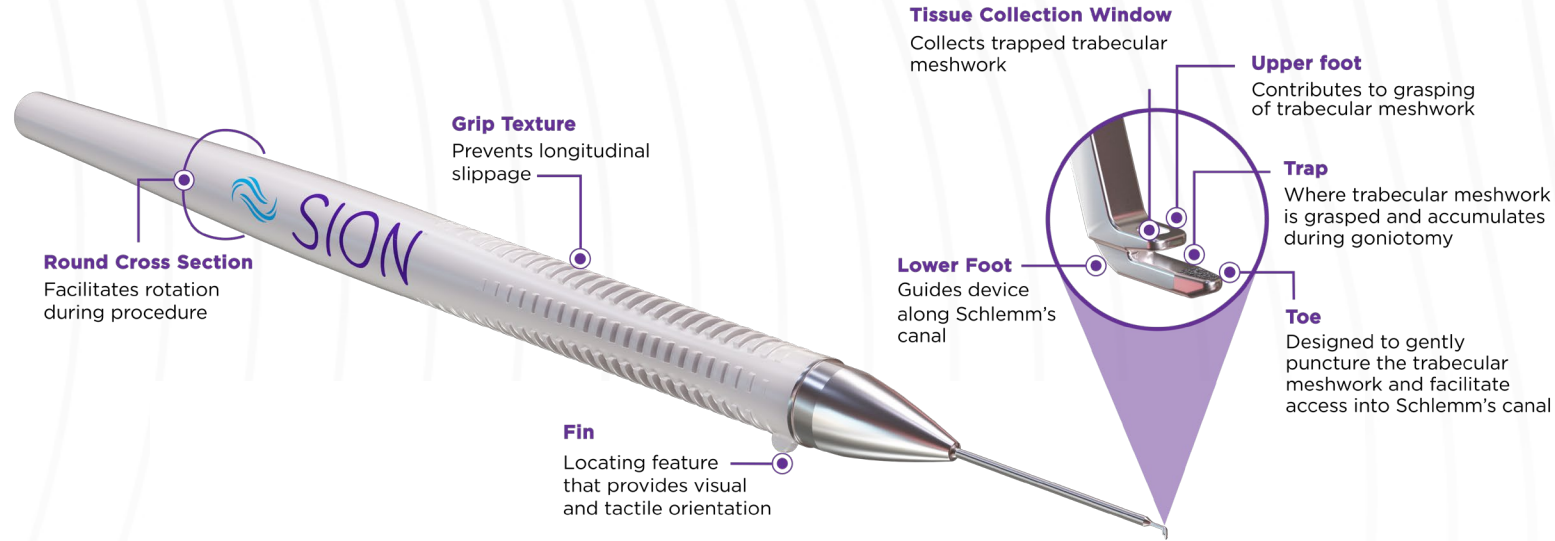


	① TRABECULAR MESHWORK	② SCHLEMM'S CANAL	③ COLLECTOR CHANNELS
Trabecular Bypass Stents	✓		
Canaloplasty Only		✓	✓
Trabeculotomy Only	✓		
 OMNI <sup>®</sup> SURGICAL SYSTEM	✓	✓	✓

We believe (i) there is NO diagnostic to determine where the resistance is in the conventional outflow pathway and (ii) OMNI<sup>®</sup> is singularly well-suited to address all 3 primary points of resistance



# Bladeless Goniotomy



 **SION**<sup>TM</sup>  
Surgical Instrument

**Innovative** design **bladelessly** excises diseased trabecular meshwork across **several clock-hours**

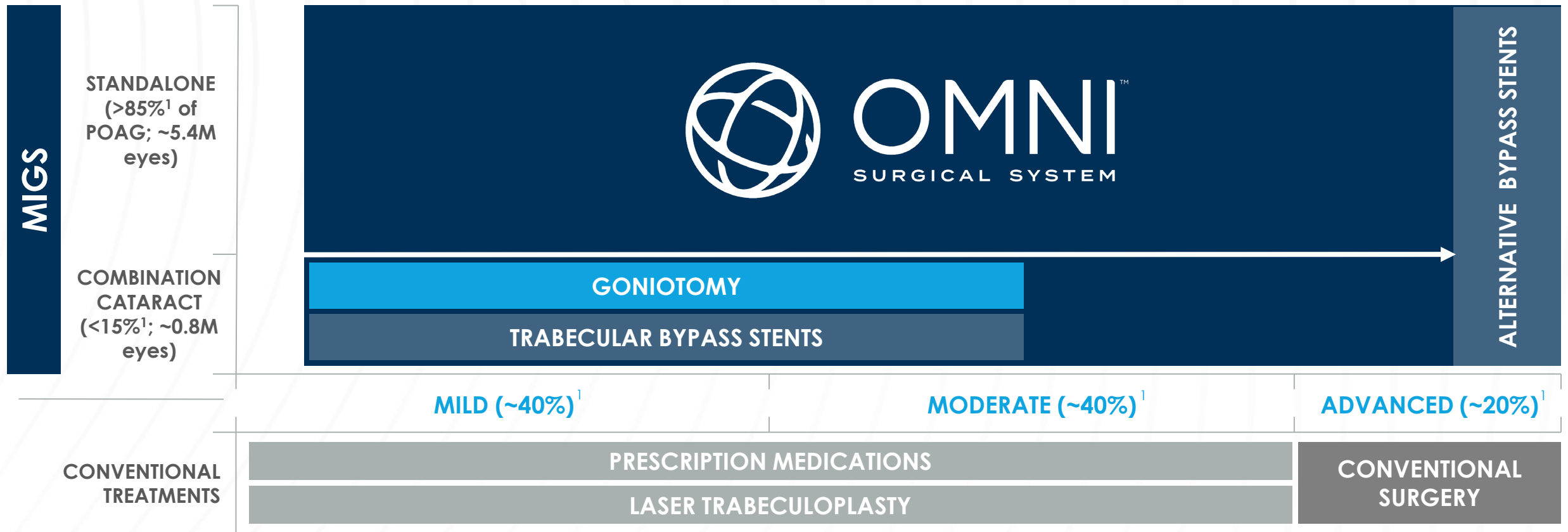
Fully meets AAO definition of **goniotomy**, aligns with Category I **CPT code 65820**

Targeting specific subsets of combination cataract use-cases; minimal expected overlap with OMNI

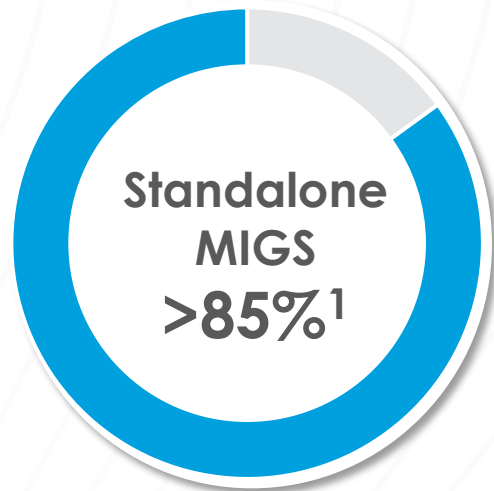
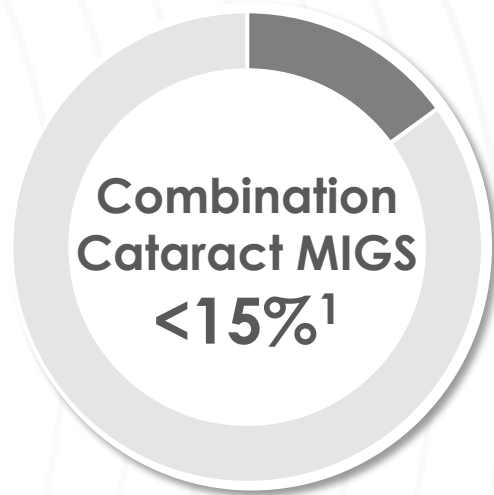
Designed in-house; microengineered & precision-manufactured using specialized lasers

# Enabling an Interventional Mindset in POAG

Surgeons can use **OMNI**<sup>®</sup> to intervene across a broad population of POAG patients



# OMNI®: Customizable to All 6 MIGS Categories in POAG



Mild Disease  
(40%)<sup>1</sup>

360° Canaloplasty  
alone<sup>2</sup> or  
Goniotomy



Moderate Disease  
(40%)<sup>1</sup>

360°  
Canaloplasty +  
90° - 180° Trab



Advanced Disease  
(20%)<sup>1</sup>

360°  
Canaloplasty +  
180° - 360° Trab



360°  
Canaloplasty +  
90° - 180° Trab



360°  
Canaloplasty  
+ 180° Trab



360°  
Canaloplasty  
+ 360° Trab



**Primary Distinguishing Treatment Requirements for MIGS Procedures:**

Low Risk of Hyphema
  Consistency of Efficacy
  Degree of Efficacy

1. Represents estimated % of U.S. POAG TAM.

2. The FDA granted an investigational device exemption authorizing our PRECISION RCT to assess the safety and effectiveness of a canaloplasty alone procedure in conjunction with cataract surgery.

# Pieces in place to deliver the benefits of Standalone

OMNI efficacy,  
consistency and safety

+

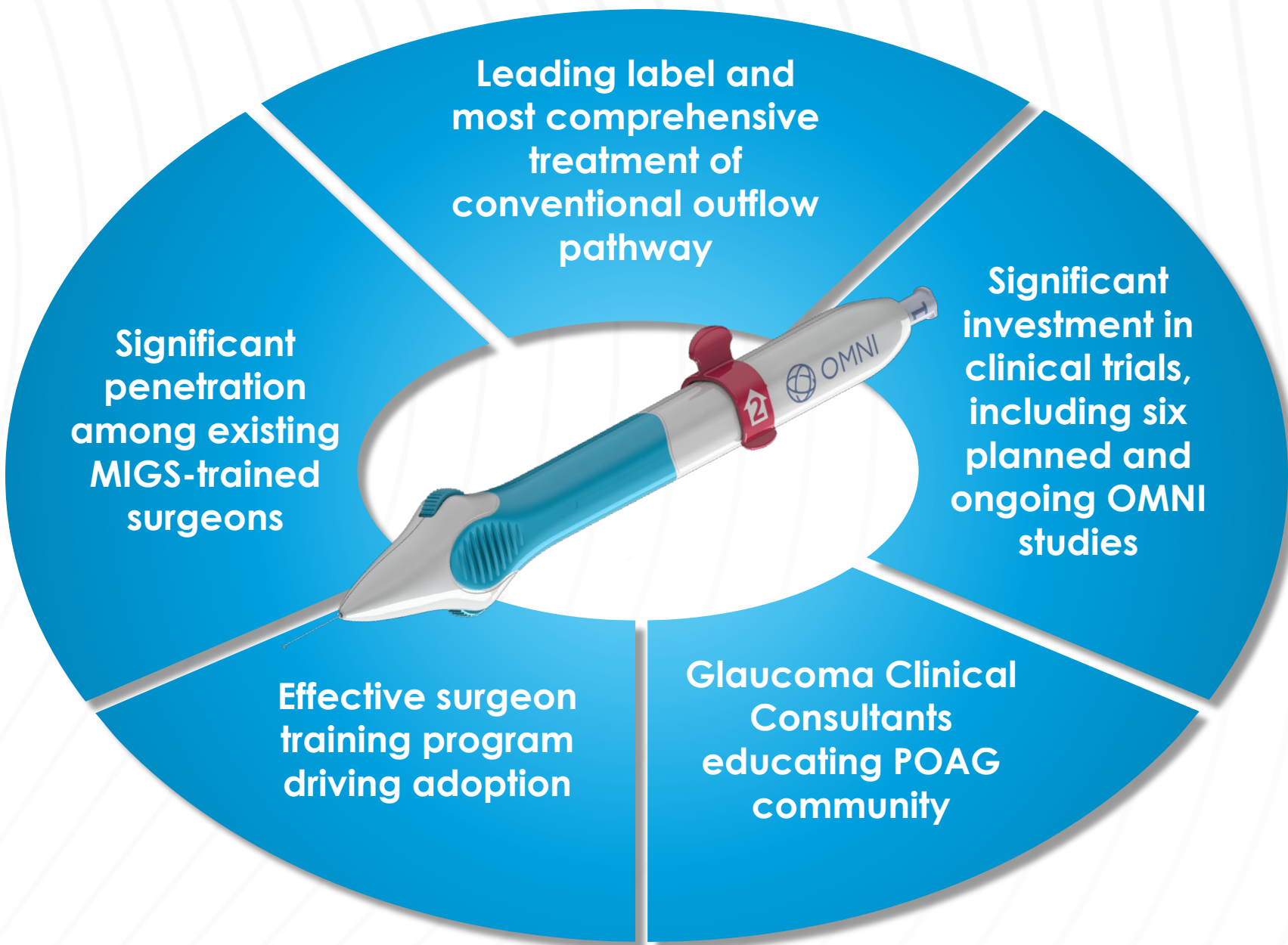
Strong & growing base of  
adopted surgeons

+

Patient demand for better  
treatment alternatives

+

Methodical market  
education initiative





# Development of Standalone MIGS Underway with OMNI

## Convert >5,600 **MIGS-Trained Surgeons** to OMNI

Exceptional customer experience; hands-on training in dry labs and OR

~2,000 surgeons trained to use OMNI

## Penetrate Existing **Combination Cataract MIGS**

Surgeons begin using OMNI in CC cases that are already on their schedule

875 ordering accounts in 2022Q1

## Develop + Grow Underserved **Standalone MIGS**

Educate patients and primary care eye doctors

OMNI code is the only growing procedure among Standalone glaucoma claims

*85% of glaucoma patients would be likely to get a Standalone intervention with OMNI if recommended by their doctor<sup>1</sup>*

Surgical Sales Representatives: train and support surgeons at ASCs and HOPDs  
+  
Strategic Account Managers: train and support surgeons at teaching institutions, VA hospitals

**Glaucoma Clinical Consultants:** educate POAG community about potential benefits of Standalone interventions

# OMNI® Robust Clinical Roadmap

## MIGS Clinical Program

### ROMEO (Completed)

- 12-month multi-center retrospective real world study
- **Elevated baseline IOP group:** significant reduction in IOP and medications
- **Controlled baseline IOP group:** IOP controlled, significant reduction in medications
- Compelling and consistent data supported broad FDA cleared indication

### GEMINI (Completed)

- 12-month multi-center prospective, historic controlled
- N=150, Mild-to-Moderate, CC
- Significantly reduced IOP, medication use and daily fluctuations in IOP
- Outcomes confirmed by results from Hispanic subset
- Three published articles in peer-reviewed journals

### Ongoing and Planned Trials

- Targeted clinical program to meet specific commercial needs
- PRECISION IDE for canaloplasty alone indication for use
- Prospective and real-world study designs
- Standalone and Combination Cataract

### Goals

- Drive competitive differentiation and bolster marketing campaigns
- Establish OMNI as MIGS standard of care in POAG
- Support reimbursement and coverage
- Seek FDA clearance of expanded IFU (canaloplasty alone)
- Support Standalone market development



**DRY EYE DISEASE**

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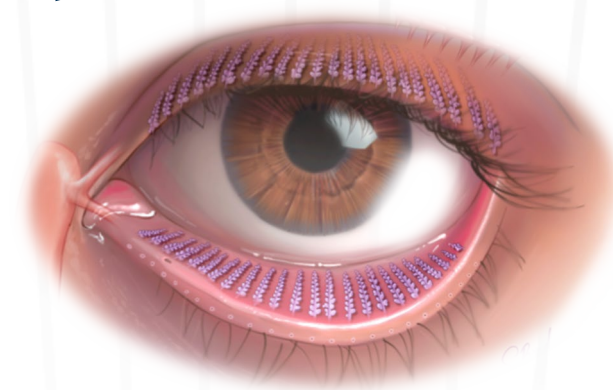


# Dry Eye Disease and Meibomian Gland Dysfunction

**Dry Eye Disease (DED) can be extremely painful and can lead to permanent cornea damage and vision impairment**

- MGD is present in the vast majority of diagnosed dry eye cases, linked to many prominent demographic, medical and sociological trends
- Clogged glands prevent **meibum**, an oily secretion that **protects tears from premature evaporation**, from reaching the tear
- DED treatment historically focused on aqueous deficiency and inflammation

**MEIBOMIAN GLANDS**



**86%**

of DED  
caused by MGD

**38**

million affected in U.S.  
(17 million diagnosed)

**\$10 Bn**

U.S. TAM, hugely  
underserved

**0%**

meaningful  
reimbursement for MGD  
procedures



# Our Solution: TearCare®

The Only Wearable Eyelid Technology designed to melt + remove meibomian gland obstructions

## Eyelid Therapy for Evaporative Dry Eye

- In patients with MGD, meibum hardens within the meibomian glands and forms obstructions
- TearCare delivers software and sensor-controlled, precise (41° C at the inner eyelid) and consistent (15 minutes) heat that has been clinically proven to melt gland obstructions
- Enables manual gland clearance by an ECP

## Intuitive Design

- Designed for intuitive provider training and comfortable patient experience
- SmartLids™ are designed to conform to variable eyelid anatomy and heat glands to a proven temperature to “prime” meibum through natural blinking



# TearCare® Cleared by FDA December 2021

*Supported by favorable safety and efficacy data from our OLYMPIA RCT*

## December 2021 Indication for Use

*“For the application of localized heat therapy in adult patients with evaporative DED due to MGD, when used in conjunction with manual expression of the meibomian glands”*

## Considerable benefits from expanded indication for use

Significant improvement over prior “tool” claim backed by **robust clinical data**; specifically mentions **heat therapy** and **manual expression**

Enhances promotional capabilities: marketing collateral and sales reps can now explicitly **address all key attributes** of the TearCare System

Allows patients and ECPs to have more **intuitive understanding** of the TearCare System’s ability to treat DED due to MGD

Key step toward achieving ultimate IFU goal: **treat signs and symptoms of DED due to MGD**

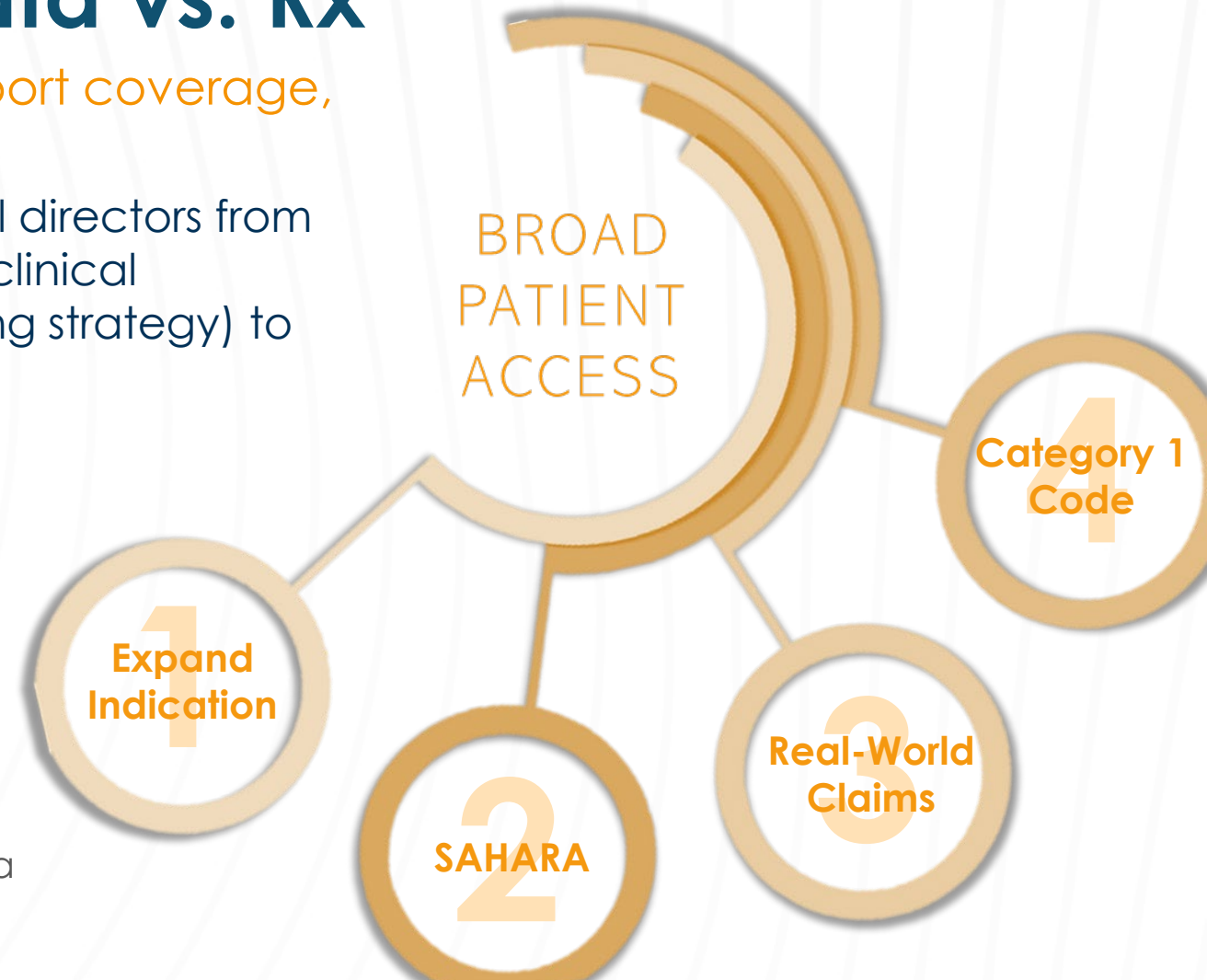
# Support Patient Access Strategy with Expanded Label and RCT Clinical Data vs. Rx

Clinical and real-world data intended to support coverage, coding and payment

**Payor research:** conducted eight 1:1s with medical directors from national and regional payors for feedback on our clinical programs (e.g., endpoints, value, messaging, pricing strategy) to drive patient access

## Key Steps to Patient Access:

- Expand indications for use – ultimate IFU goal: “treat the signs and symptoms of evaporative DED due to MGD”
- Conduct SAHARA RCT, designed to provide key clinical data to support potential reimbursement decisions by third-party payors
- Utilize real-world prior authorization and claims data to demonstrate to payors the perceived value of TearCare®
- Convert temporary Category III CPT code for TearCare to a permanent Category I CPT code



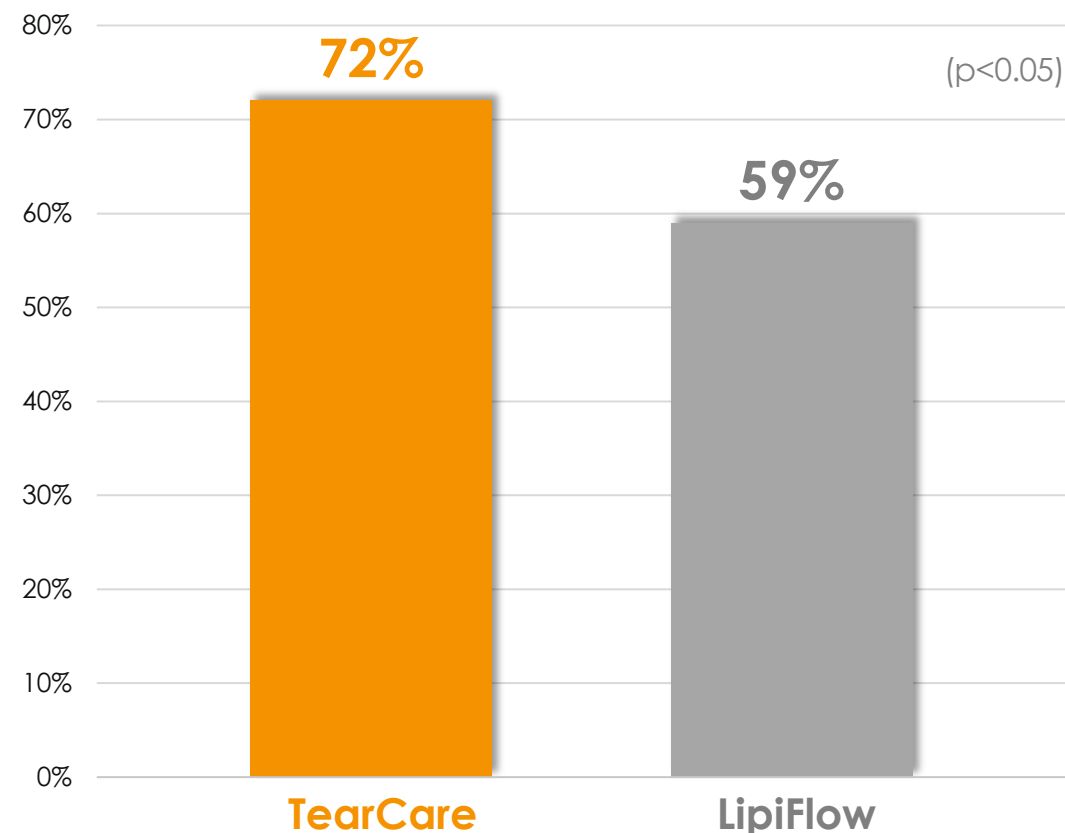
**Goal:** broad coverage and appropriate payment from private payors and Medicare for treating DED due to MGD

# The OLYMPIA RCT

## Head-to-head versus MGD device (LipiFlow®)

- Objective: To study effectiveness and safety of the TearCare System compared to LipiFlow in reducing the signs and symptoms of DED
- Prospective multi-center (10 sites), randomized controlled, masked
- 135 total subjects
- Completed with **favorable results**:
  - Primary endpoint of non-inferiority to Lipiflow met and no statistically significant differences between TearCare and LipiFlow observed
  - A single use of TearCare **successfully reduced signs and symptoms of DED w/in 2 weeks**
  - In a post-hoc analysis, a **significantly greater proportion of patients in the TearCare group showed improvements in at least one OSDI category from baseline** compared to LipiFlow

## Improvement by at least 1 OSDI category



Gupta P. TearCare for the Treatment of Meibomian Gland Dysfunction in Adult Patients With Dry Eye Disease: A Masked Randomized Controlled Trial. Cornea: September 29, 2021 doi: 10.1097/ICO.0000000000002837

OLYMPIA RCT (Completed)



# The SAHARA RCT

## Head-to-head vs. market leading DED Rx eyedrop

- Multi-center U.S. RCT; enrollment ongoing
- 24-month study period (n = 300)
- Designed with input from 8 payor medical directors with goal of driving reimbursement and coverage
- Goal: demonstrate safety and effectiveness of TearCare<sup>®</sup> procedures compared to Restasis<sup>®</sup> to treat the signs and symptoms of dry eye disease in adult patients
  - 6-month period to study superiority to 2x / day use of Restasis<sup>®</sup>
  - 18-24 month durability study period (Restasis<sup>®</sup> group crosses over)
  - Primary outcome measures: tear break-up time, OSDI score

**SAHARA RCT (ongoing)**

2021

**First patient, first visit 2Q 2021**

2022

**Enrollment completion expected 2H 2022**

2023

**6-month read out of superiority endpoint expected 2H 2023**

2024-25

**12-month results expected 2H 2024  
24-month results expected 2H 2025**

# TearCare® Controlled Release

Executing a **controlled release** of TearCare with ~10 direct outside sales reps since April 2019 (expanded to ~20 3Q 2022)

Successful patient-pay adoption

- Over **750 facilities** added (through 6/30/2022); sizable base of steady **reordering accounts**
- Six consecutive quarters with sequential revenue growth

**Fair Access** campaign launched April 2022 to engage physician and patient stakeholders to support insured access with fair physician reimbursement





Delivering the  
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# NEW PRODUCT OVERVIEW

# Our Product Development Process



## Comprehensive Understanding of Disease Physiology

Analyze available clinical data, science and literature to achieve sound understanding of disease

## Address the Underlying Causes

Developing and marketing products designed to restore natural functionality of diseased eyes for optimal combination of effectiveness and safety

## Intuitive Design

Innovate with intuitive, minimally invasive, user-friendly “go to” solutions and procedures for eyecare providers (ECPs)

## Patient Access

Maximize availability and accessibility of solutions to patients with a data-driven approach and clinical rigor

***Four fundamental requirements  
to deliver consistent, effective and safe outcomes for patients***



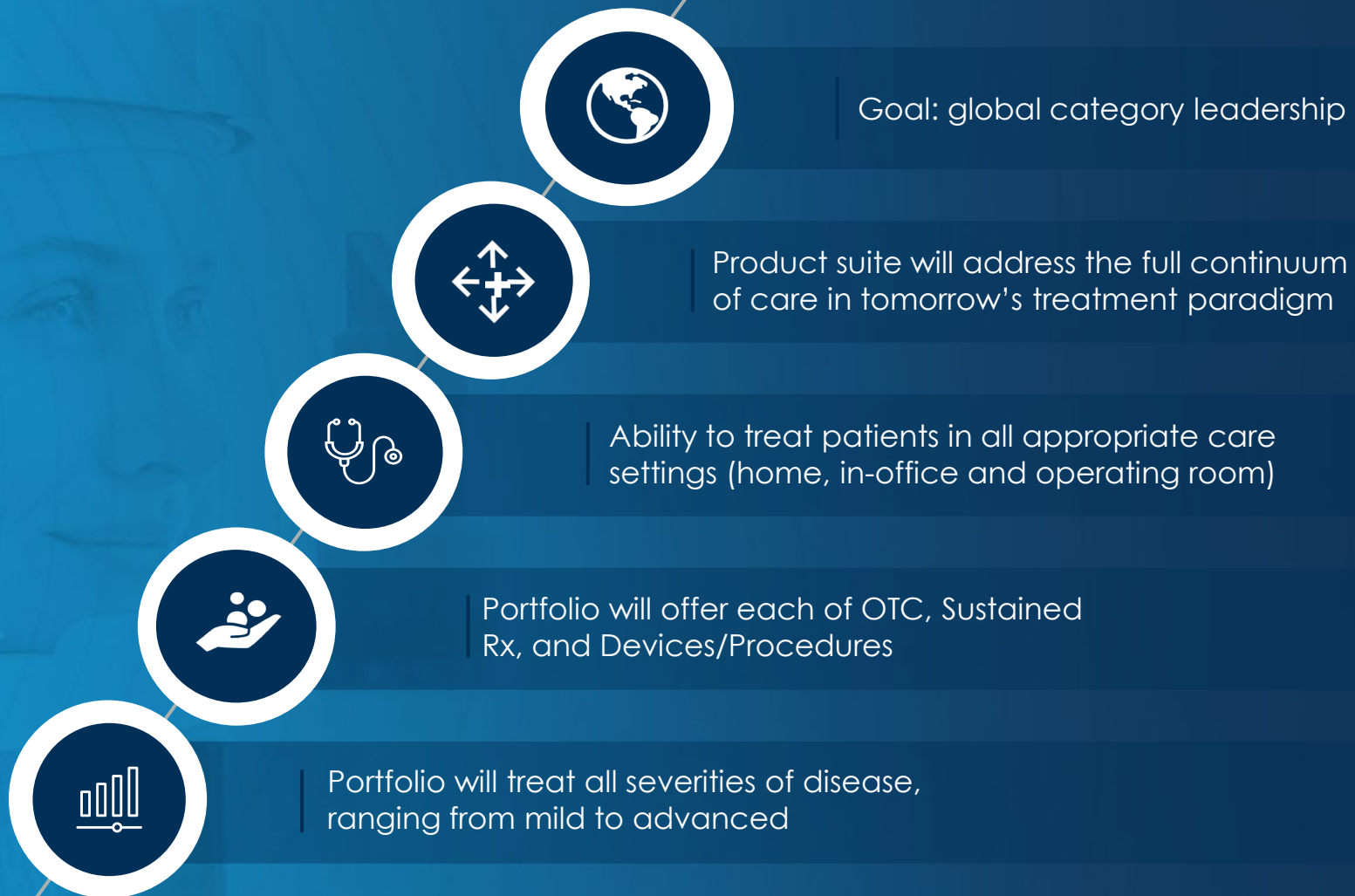
# Lead the Glaucoma and Dry Eye Categories

*Leverage Sight's Proven Development Expertise and Commercial Infrastructure*

Our product development initiatives further leverage:

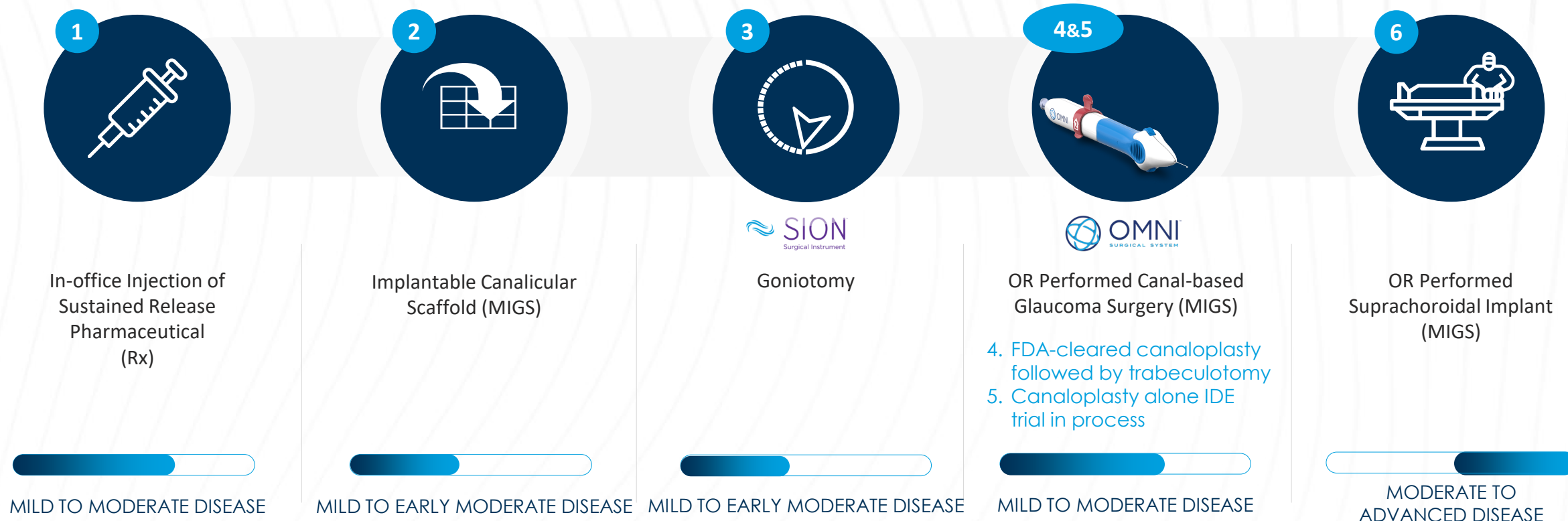
- 1 An unparalleled clinical understanding of the underlying causes of glaucoma & dry eye
- 2 A differentiated and efficient development process
- 3 Ongoing and substantial investment in specialized Sales, Marketing, Clinical and Market Access resources that are developing the deep, focused stakeholder relationships throughout eyecare
- 4 Through OMNI and TearCare, substantial goodwill / credibility with ECPs that associates Sight Sciences with highly proprietary, "best-in-class" innovative treatments
- 5 High-quality corporate infrastructure that has been built with specific lens on being able to scale with a high growth, diverse operating environment

## Lead the Glaucoma and Dry Eye Disease Categories



# SURGICAL GLAUCOMA PRODUCT DEVELOPMENT OVERVIEW

## Offer a **Comprehensive Portfolio** of Six Products



2022 Introduction

2022 Introduction  
(3<sup>rd</sup> Gen)

# DRY EYE DISEASE PRODUCT DEVELOPMENT OVERVIEW

## Offer a **Comprehensive Portfolio** of Four Products



Over-the-counter  
Artificial Tear With A  
Differentiated Lipid Layer  
Technology



Dry Eye Disease  
Prescription  
Pharmaceutical  
Eyelid Ointment



Office-Based Eyelid  
Procedure



2023 Next Gen  
Release



Home-Based Eyelid Device  
Treatment



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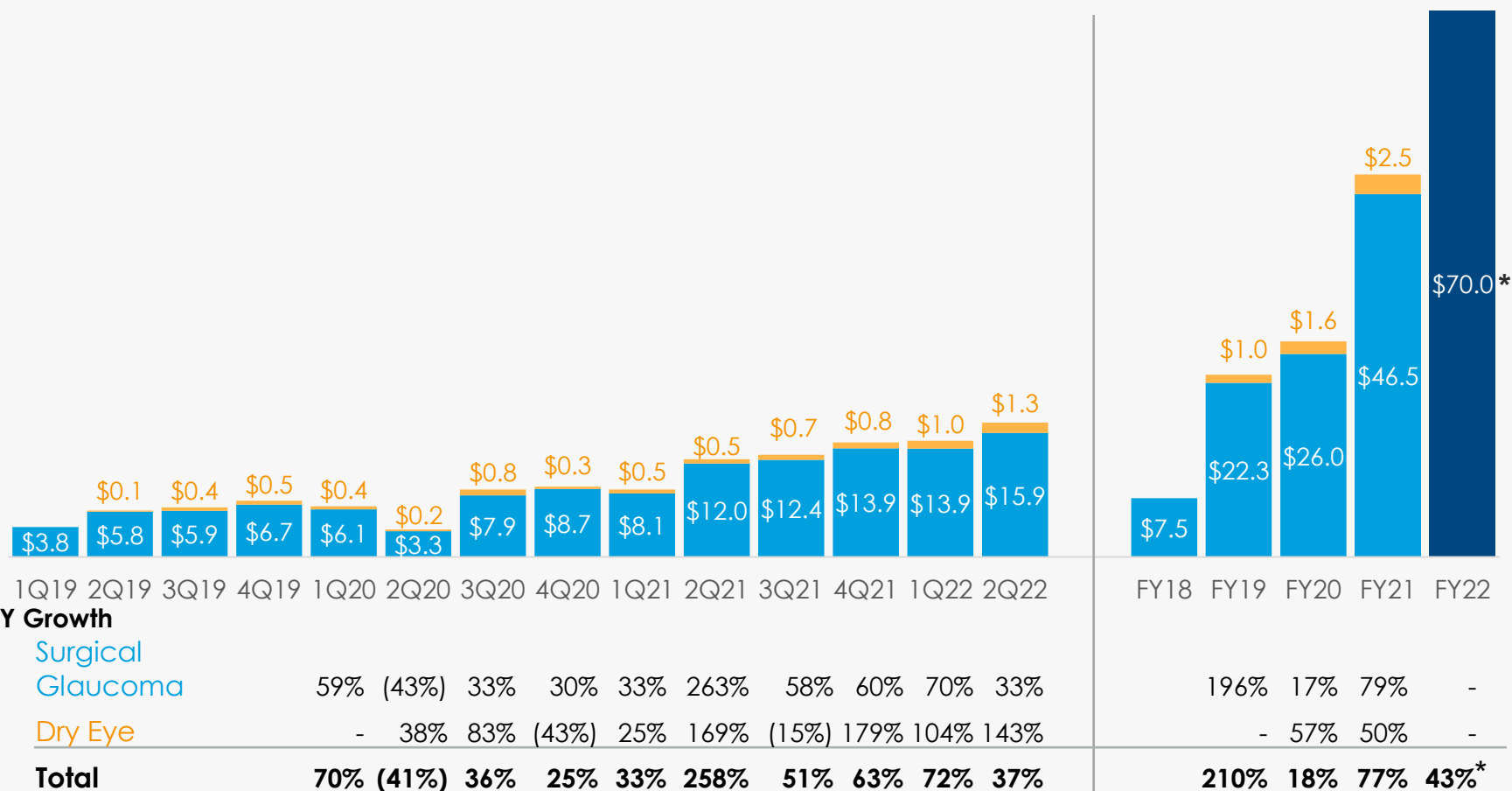
# FINANCIAL OVERVIEW



# Strong Financial Profile

## Revenue by Segment (\$MM)

■ Dry Eye    ■ Surgical Glaucoma



## FY22 Highlights

- Q2 Revenue: \$17.2MM, +37% YoY
  - Surgical Glaucoma: \$15.9MM, +33% YoY
  - Dry Eye: \$1.3MM, +143% YoY
- Q2 Gross Margin: 84%
  - Surgical Glaucoma: 88%
  - Dry Eye: 41%
- Q2 YTD Revenue: \$32.1MM, +52% YoY
  - Surgical Glaucoma: \$29.8MM, +48% YoY
  - Dry Eye: \$2.3MM, +124% YoY
- Q2 YTD Gross Margin: 82%\*\*
  - Surgical Glaucoma: 88%
  - Dry Eye: 1%\*\*
- FY22 Guidance: \$68MM to \$72MM (+43% YoY at the midpoint)
- \$220.1M cash balance at 6/30/22

\* Represents midpoint of FY22 total revenue guidance.

\*\* Includes \$0.9 MM charge from voluntary SmartHub replacement program related to expanded TearCare indication for use in 1Q2022.



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# APPENDIX

# OMNI<sup>®</sup> Clinical Timeline

Name	Description	2022		2023		2024		2025	
		1H	2H	1H	2H	1H	2H	1H	2H
<b>PRECISION</b>	IDE study evaluating the safety and effectiveness of canaloplasty alone using new higher volume OMNI in conjunction with cataract extraction. IDE could be used to support a canaloplasty alone indication for use for OMNI			Initiation planned				Initial results available	
<b>TREY</b>	Retrospective study evaluating the effectiveness of Standalone intervention using OMNI in eyes with uncontrolled IOP previously treated with trabecular bypass canal implants	Initial results available	Results to be presented at ESCRS in September; Manuscript submitted						
<b>ROMEO II</b>	Multi-center study to evaluate longer term outcomes (18-24 months) from Elevated IOP cohort (>18 mmHg) in ROMEO study		Manuscript submitted						
<b>GEMINI 2.0</b>	NCT05044793: An Observational Multicenter Clinical Study To Assess The Long-Term Safety And Effectiveness Of The OMNI <sup>®</sup> Surgical System In Combination With Cataract Surgery In Eyes With Open Angle Glaucoma					Initial results available			
<b>ORION 2.0</b>	NCT04872348: An Observational Multicenter Clinical Study To Assess The Safety And Effectiveness Of The OMNI <sup>®</sup> Surgical System In Pseudophakic Eyes With Primary Open Angle Glaucoma. Evaluate 24-month durability of effectiveness and safety for OMNI					Initial results available			
<b>AAO/IRIS<sup>®</sup> Registry</b>	Evaluate historical data for OMNI and competing products from IRIS <sup>®</sup> Registry in the U.S.	Initiated		Initial results available					

Note: Clinical trials, including their design, endpoints and timing, are subject to change at the Company's discretion. Initial results may include preliminary data and interim analyses that are subject to change.