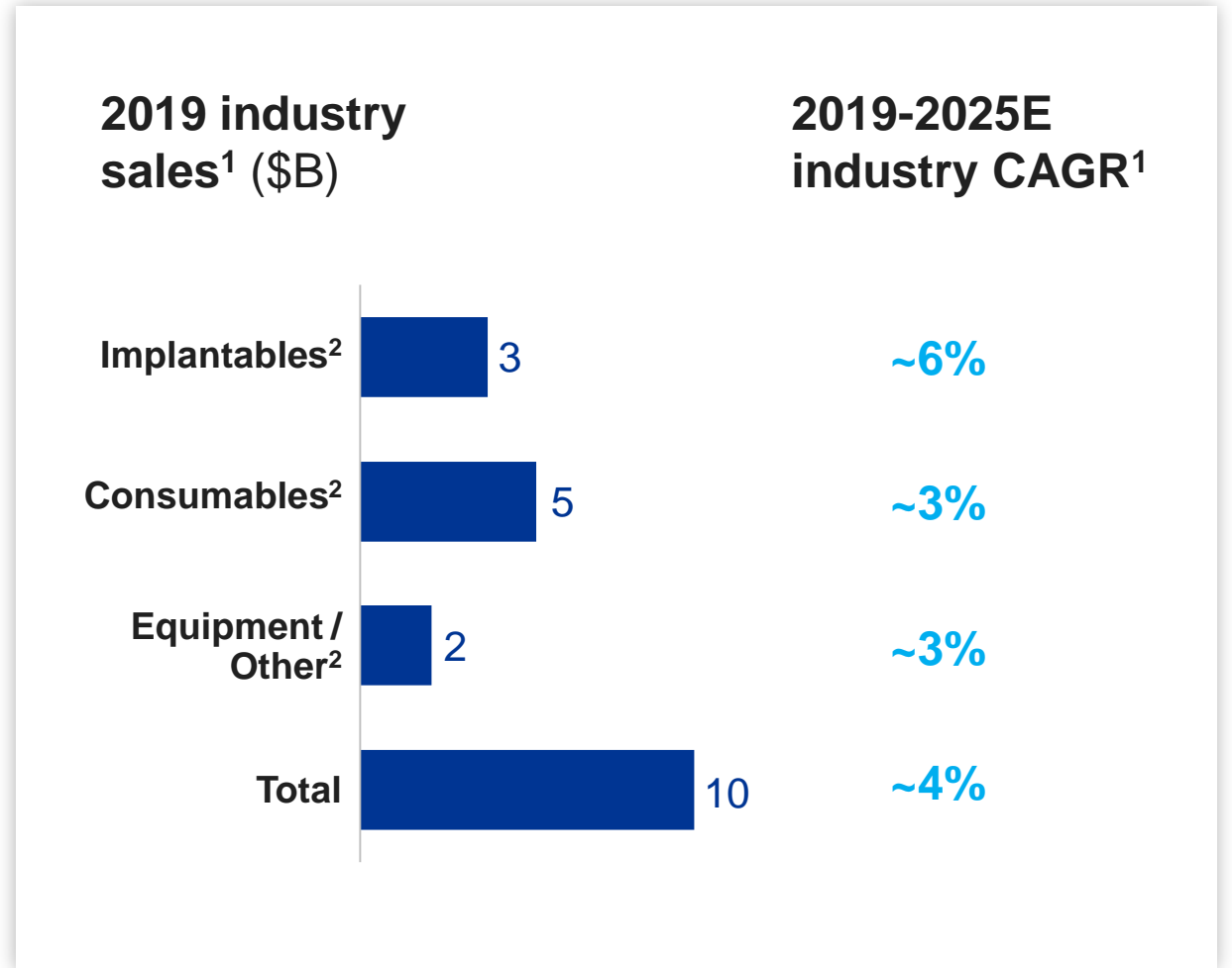
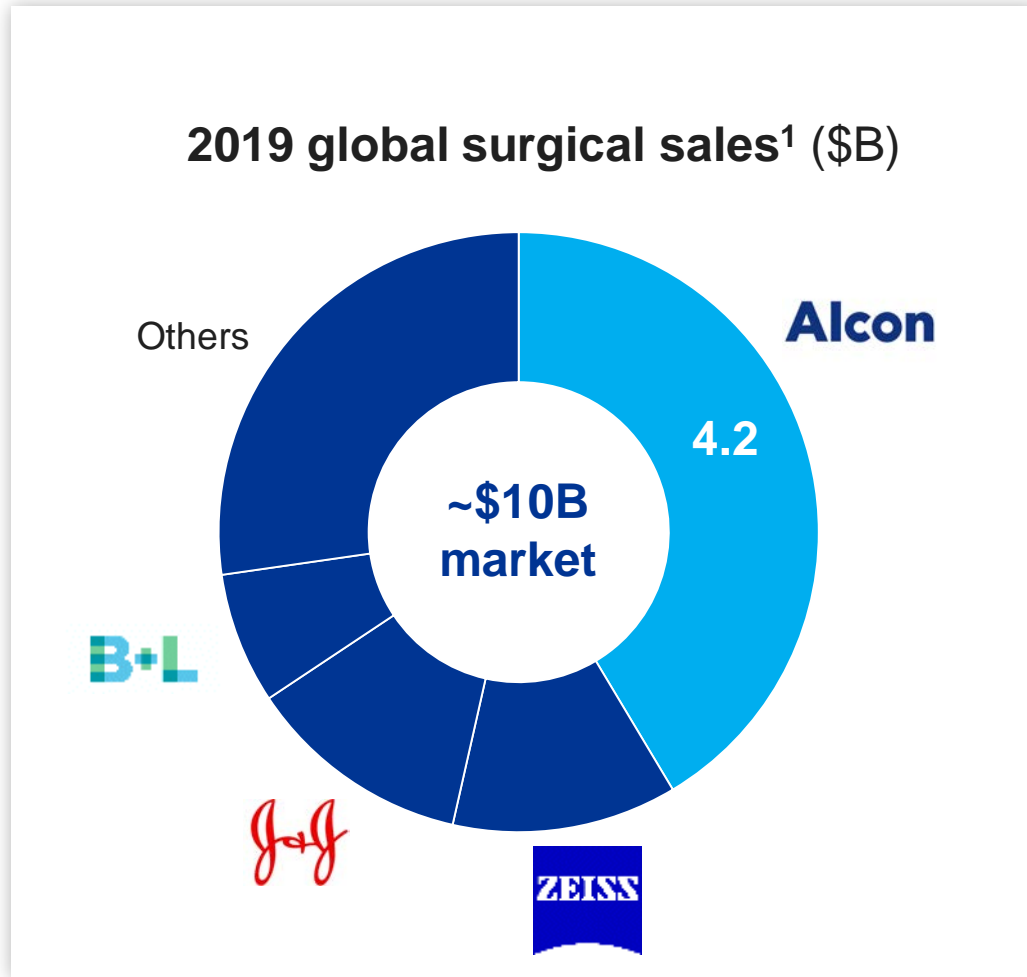




**STRENGTHENING SURGICAL LEADERSHIP**  
JEANNETTE BANKES, PRESIDENT SURGICAL

# Leading position in the global surgical market



1. Market Scope; Alcon internal estimates; Company press release; see Legal Disclaimers for more information about future industry growth projections.

2. Implantables include IOLs, surgical glaucoma devices; Consumables include cataract, vitreoretinal, and refractive disposable instruments; Equipment includes cataract and vitreoretinal consoles and accessories, FLACS laser, refractive lasers, equipment service & maintenance, microscopes, diagnostics, and drops for mydriatics, cycloplegics, diagnostics and anesthetics.

3. All trademarks are property of the respective owner.

# Delivering on our 2018 commitments:

## What we said we would do

- Drive ATIOL share and address barriers to adoption with new technologies

- Deepen vitreoretinal penetration in key markets and accelerate conversion to digital surgery

## What we did

- Grew to >50% global ATIOL share (>70% in US)
- Increased global ATIOL market penetration by ~2.5pp since 2017
- Launched *AcrySof Vivity* non-diffractive EDOF IOL in 20 countries

- Grew sales 5% globally
- Expanded retina sales force and launched retinal development (RD) training program
- Launched 2 new vit-ret probes and instruments
- Acquired *TrueVision* and launched *NGENUITY* in >45 countries globally

## What's next

- Continue global launches of *AcrySof PanOptix* and *Vivity*
- Bring best optics on best material platform with *Clareon PanOptix* and *Clareon Vivity*

- Continue this playbook, investing in vit-ret and helping to expand emerging markets
- Integrate equipment ecosystem for both cat and vit-ret procedures
- Lead the market conversion to digital surgery

# What's next: driving global share in PCIOL market

**>50% share**

Global PCIOL share leadership

**~\$100M**

Alcon sales for every +100 bps in global PCIOL penetration



**AcrySof IQ PanOptix Trifocal IOL**

**20/20** near, intermediate and distance vision

**99%** patient satisfaction<sup>2</sup>

**150 bps** US PCIOL penetration growth 2019-2020

**AcrySof IQ Vivity Extended Depth of Vision IOL**

**Non-diffractive** optic delivers minimal visual disturbance

**20/20** distance, **>20/25** intermediate and **20/32** near vision

**Q1 2021** US launch

1. Market Scope, as of Q4 2020.  
 2. Alcon data on file. Percentage of PanOptix patients saying they would choose the same lens again.

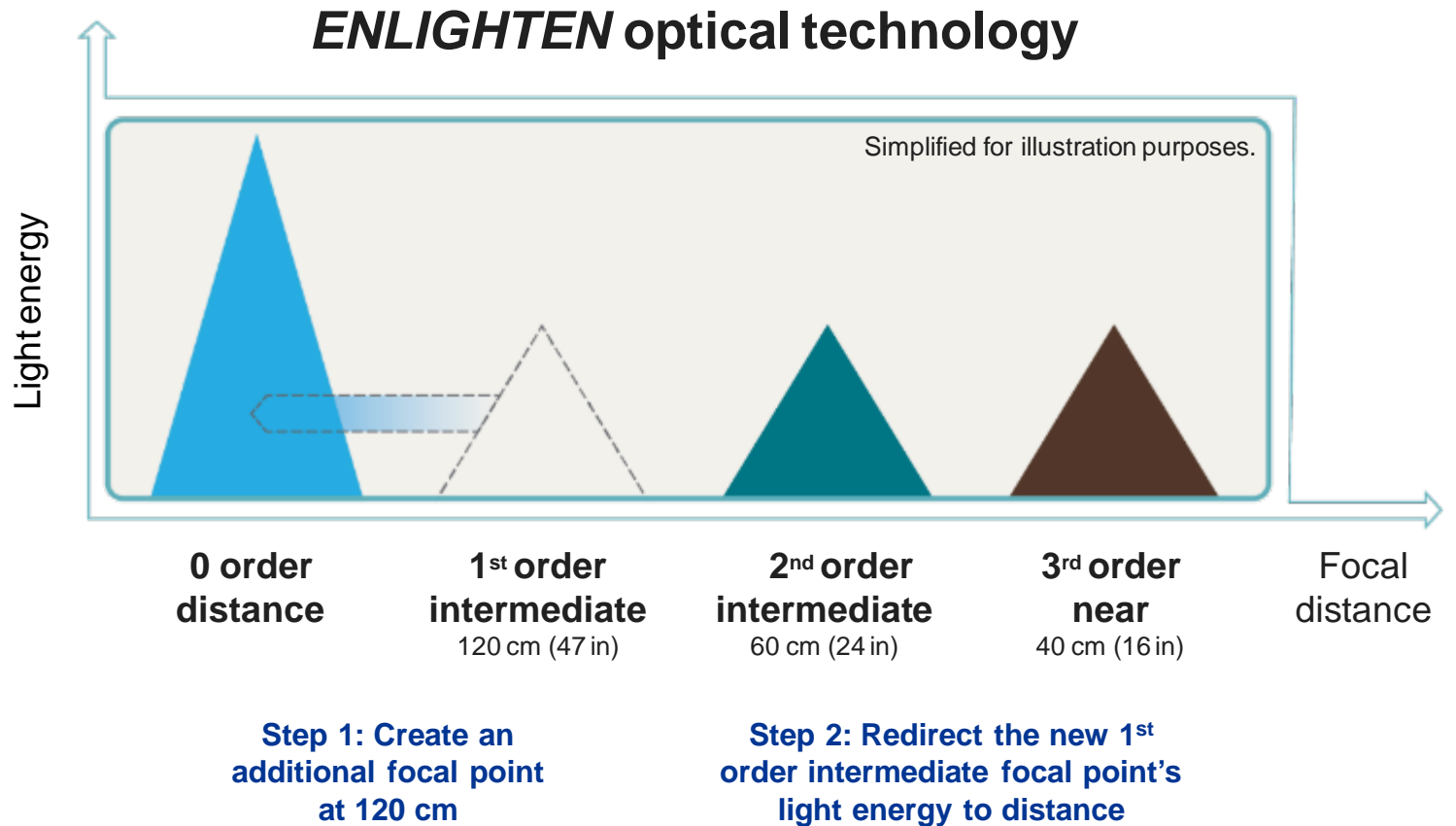
# What's next: gaining share with *PanOptix*, a unique trifocal IOL with patented *ENLIGHTEN* technology

## *ENLIGHTEN* optical technology

Proprietary design optimizes intermediate focal point (60 cm) – most common middle-vision sight distance

Without compromising exceptional near (40 cm) and distance vision<sup>1</sup>

Compared to 80cm intermediate vision offered by our competitors



# What's next: expanding our PCIOL portfolio with *Vivity*, the first and only extended depth of focus IOL

## X-WAVE Technology

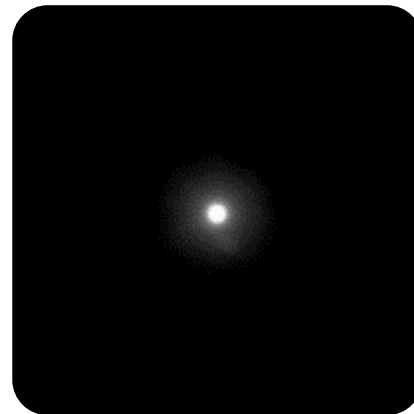
Proprietary design stretches and shifts light without splitting it to deliver visual acuity across the visual range

Halo profile comparable to *AcrySof IQ* Monofocal IOL and superior to competitor diffractive EDOF IOLs on the market<sup>1</sup>

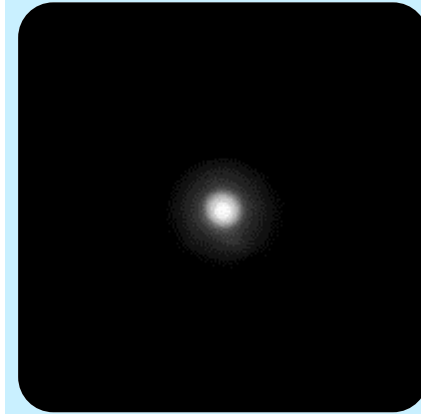
Opens the door to cataract patients who may not have been a candidate for a diffractive lens

## Visual disturbance profile

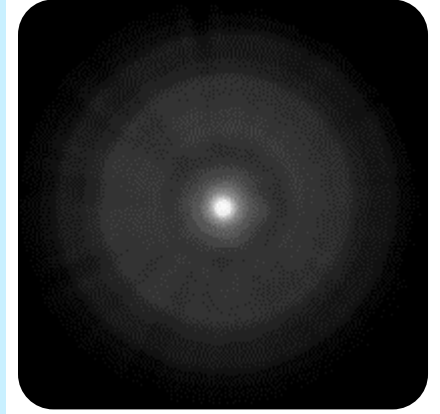
Optical bench halo measurements: 4.5mm pupil size<sup>1</sup>



*AcrySof IQ*  
Monofocal IOL



*AcrySof IQ Vivity IOL*  
X-WAVE Technology



*TECNIS Symphony²*  
Diffractive EDOF

# What's next: investing in an ecosystem of the future

## Diagnostics and visualization deliver interconnectivity in office and in OR

### NGENUITY

Intra-operative visualization, heads-up 3D display



### LuxOR Revalia

Intra-operative visualization, digital microscope



### Consumables

Cataract, vitreoretinal, refractive surgery



Alcon  
Equipment  
Ecosystem



### ARGOS biometer

In-office pre-operative cataract diagnostics

### Digital Health Solutions: Cataract Planner

Cloud-based platform, improving patient outcomes

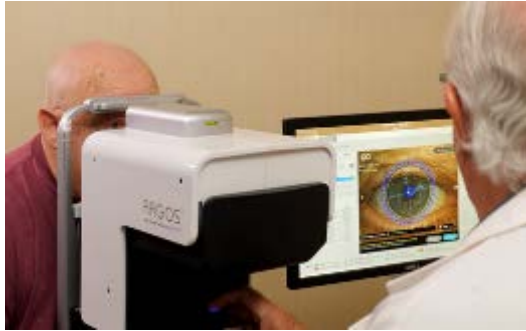


### CENTURION and CONSTELLATION

Cataract and vitreoretinal surgical platforms

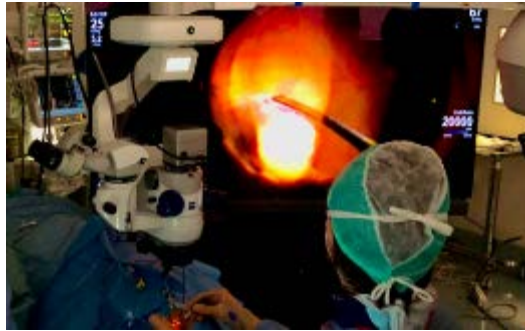


# What's next: improving procedure efficiency and patient outcomes



## ARGOS biometer

- Faster, easier, better pre-operative biometry solution
- Can help practices reduce pre-operative biometric measurement time by 30-40%<sup>1</sup> through reduced measurement time



## NGENUITY

- 3D digital visualization system transforms the surgical experience
- Up to 5x extended depth of field<sup>2</sup>, increased magnification, and depth resolution to help surgeons "See Better, Do Better"



## Digital Health Solutions Cataract Planner

- Cloud-based platform enables equipment connectivity and streamlined data exchange
- Integrates Alcon's equipment ecosystem across our pre-operative and intra-operative footprint

# What's next: focusing on fast-growing and underpenetrated markets

**+50  
bps**

international  
ATIOL  
penetration  
(2018-2019)

**>75**

regulatory  
filings pending  
and planned  
for 2021

**~60K**

videos viewed on  
Alcon Experience  
Academy in 2020<sup>2</sup>

**20**

product  
launches in  
underpenetrated  
markets  
(2018-2020)<sup>3</sup>

**>5M**

procedures in  
underpenetrated  
markets via  
Phaco  
Development  
Programs<sup>1</sup>

# Surgical pipeline: rich product flow fueling growth

2019 – 2020

## **PanOptix (US)**

Trifocal IOL

## **Vivity (International)**

Extended range vision IOL; monofocal-like disturbance

## **ARGOS biometer**

Pre-operative biometer with image guidance

## **Legion (International)**

Value segment phaco console

2021 – 2022

## **Vivity (US)**

Non-diffractive extended depth of focus IOL

## **InnovEyes**

Refractive diagnostic for myopia treatment

## **Digital Health Solutions**

Cloud-based Cataract Planner

## **Clareon family of products**

IOLs with trifocal, extended range vision and toric optical designs on our *Clareon* material platform; compatible delivery devices

2023+

## **Next generation diagnostic**

All-in-one office diagnostic platform

## **Next generation phaco vit-ret console**

Best-in-class console for cataract and vitreoretinal surgery

## **Novel delivery system**

Allows for smaller incision sizes

## **Next generation refractive suite**

Modular and upgradable refractive console

# Key Takeaways

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Continuous innovation sustaining leadership position in a growing market



Developing integrated equipment ecosystem to deliver efficiency in clinic and OR



Launching best-in-class products to drive global share in PCIOL market



Investing in growth markets to drive new revenue streams