

REVENIO

Revenio's Capital Markets Day 2023: Strategy period 2024–2026 is focusing on growing scale towards connected and predictive eye care pathways

Revenio Group Corporation, Stock Exchange Release, November 30, 2023 at 9:00 a.m. EET

Revenio Group Corporation is organizing Capital Markets Day for investors and analysts today, November 30, 2023, starting at 2:00 p.m. The event will review the company's targets and focus areas for the strategy period 2024–2026.

Revenio's updated growth strategy keeps focusing on the eye care market, aiming to improve clinical diagnostics' quality through specific product innovations. Moreover, the objective is to streamline clinical care pathways via connected and predictive eye care solutions. To accomplish these goals, the company enhances its customer-centric approach within operations and sales while developing further its people and culture as fundamental strengths. As a part of the strategy work, Revenio has reviewed its ESG priorities and KPIs, establishing targets for the forthcoming years centered on creating value for stakeholders, society, people, and the planet.

The cornerstones of the updated strategy for 2024–2026 are:

1. Improve the quality of clinical diagnostics with targeted product innovations
2. Optimize clinical care pathways with connected and predictive solutions
3. Enhance customer focus in operations & sales
4. Continue to develop People & Culture as a foundational strength
5. Continue sustainable and profitable growth

CEO Jouni Toijala comments:

"During the strategy period 2021–2023 we have transformed from an eye care-focused ophthalmic diagnostic device provider to a complete eye care solution supplier. We have strengthened our position in the eye care market through innovative, user-friendly products and software solutions to improve patient experience in the eye care pathways. With the Oculo acquisition in 2021 we gained access to software platform assets and a competent team. Based on the Oculo assets and team we created a unique end-to-end retina screening solution including iCare DRSpplus fundus imaging device, iCare ILLUME software platform and AI. This is a significant factor from the perspective of critical resources in health care globally. As the prevalence of vision-threatening diseases increases, we at Revenio fight to keep the wonderful world visible for all. Our leading topic for the forthcoming three years is focusing on growing scale towards connected and predictive eye care pathways. The foundation for maintaining our profitable growth comprises our top-tier offering, our diverse team of global professionals, our uncompromised dedication to quality, our customer-centric approach in operations and sales, as well as our strategic channels and partnerships. With these strengths we aim to grow 3 times faster than the market growth from 2025 onwards. We are excited, committed and look confidently into the future."

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Global trends support our growth:

- Aging populations with lifestyle-related diseases
- Advancement in ophthalmic treatment
- Insufficient eye care workforces
- Changing healthcare landscape

Financial guidance for 2023 unchanged (updated on August 1, 2023)

Revenio Group's exchange rate-adjusted net sales growth is estimated to be between 1 - 5 percent compared to the previous year and profitability, excluding non-recurring items, is estimated to remain at a good level.

The company will publish its financial guidance for 2024 in connection with Financial Statements Bulletin on February 15, 2024.

Committed to sustainable and profitable growth

Revenio has been taking market share with approximately 27% CAGR revenue growth rate during 2016-2022 compared to the market growth rate of approximately 4-5%.

The relevant global market for Revenio is the market for ophthalmic diagnostic devices, which has had an average annual growth rate of just over 4%. Revenio aims to continue improvement in market share of all main products. The company is targeting to reach a growth rate of 3 times faster than the ophthalmic diagnostic device market growth 2025 onwards.

The next 6 months look challenging due to the macroeconomic outlook. The company expects the market situation to normalize starting from the second half of next year.

Dividend payout policy

Revenio aims to pay a sustainable dividend that does not endanger the parent company's or group's liquidity. Revenio is a growth company and if attractive M&A opportunities arise, Revenio may adjust the dividend payout levels to fund the potential transactions. Revenio aims to keep a strong balance sheet to support any M&A opportunities that will accelerate profitable growth.

Disclaimer

This stock exchange release contains certain statements that are estimates based on the management's best knowledge at the time they were made. For this reason, they involve a certain amount of inherent risk and uncertainty. The estimates may change in the event of significant changes in general economic conditions.

Capital Markets Day on November 30, 2023

The event starts on November 30, 2023 at 2:00 p.m. and ends approximately at 5:00 p.m. The presentations of the Capital Markets Day can be followed as a live webcast at <https://revenio.videosync.fi/cmd2023/>. The presentation materials and the recording of the event will be available at www.reveniogroup.com/en/investors/cmd_2023 after the event. The Capital Markets Day and all materials are in English.

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Revenio Group Corporation

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Revenio Group in brief

Revenio is a leading company in the global market for ophthalmological devices and software solutions. Revenio's ophthalmic diagnostic solutions include intraocular pressure (IOP) measurement devices (tonometers), fundus imaging devices, and perimeters as well as clinical software under the iCare brand. iCare is a trusted partner in ophthalmic diagnostics, offering physicians fast, easy-to-use, and reliable tools for the diagnosis of glaucoma, diabetic retinopathy, and macular degeneration (AMD). iCare Solutions provide digital clinical tools that drive greater efficiency and enhance quality in eye care.

In 2022, the Group's net sales totaled EUR 97.0 million, with an operating profit of EUR 29.7 million. Revenio Group Corporation is listed on Nasdaq Helsinki with the trading code REG1V.

Attachments

[Revenio's Capital Markets Day 2023: Strategy period 2024–2026 is focusing on growing scale towards connected and predictive eye care pathways](#)