Eye Care Business Unit

~Contributes to one’s quality of visions~
Outlook for Market Trends by Region

Europe

Positive Factor:
- Maintain steady markets on diabetic screening

Negative Factor:
- Economic crisis in major countries
- Appreciation of the yen decreases revenues

Japan

Positive Factor:
- Increasing demands in medical checkups

Negative Factor:
- Shrinking market in optical shops
- Reduced new investment

Asia, Oceania, China, Middle East

Positive Factor:
- Steady demands in China

Negative Factor:
- Depreciations of the local currencies and oil prices (oil-producing countries)

North America, Latin America

Positive Factor:
- Steady demands of products in Latin America
- Relatively positive against medical investment under the New Obama Administration (Checkup market in North America)

Negative Factor:
- Weakening economy in U.S.
- Appreciation of the yen decreases revenues

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Action of FY2009

Our Policies and Concrete Measures

- Launch new OCT models and enhance product lineups
- Strengthen IT solution businesses
- Strengthen a field in surgical equipments
- Answer to the quest for Quality of Vision (QOV)
Forecast in Sales

FY2008 Financial Results

- **Optical Shop Business:** 30%
- **Medical Business:** 70%

FY2009 Financial Results

- **Checkups/Diagnosis:** 75%
- **Medical Business:** 25%
- **IT Solutions:**
- **Surgical Equipment:**

Topcon Investor Relations
Approach in the Growing Business

OCT (Ophthalmic treatment, Check-ups, and Preventive medicine)

Diabetic Retinopathy
Incidence rate: 7% *1

Age-related Macular Degeneration
Incidence rate: 4.5% *2

Glaucoma
Incidence rate: 5% *3

*1: The number of patients was estimated by "Disease Control and Prevention" center. Participants: 65-year-old or elder. Population was quoted from U.N. data.
*2: The number of patients was estimated from "Prevent Blindness America". Population was quoted from U.N. data.
*3: Excerpted from Tajimi’s survey report on epidemiology for glaucoma (Japan Glaucoma Society). Participants: 40-year-old or elder.

Early Detection/Early Treatment
Approach in the Growing Business

OCT (Enhance product lineups)

Launch new OCT models and enhance product lineups to answer doctors’ various needs (including products under development).

*3D OCT Series*

Standard model/Superior model

*SL-OCT*

SLSCAN for outpatients
Approach in the Growing Business

OCT (Feature of the new products)

We are proud to launch new models in the middle of 2009 for checkups, clinics and middle-sized hospitals.
Approach in the Growing Business

OCT (Feature of the new products)

2 functions in 1 device + High cost performances

Competitors

Retinal Camera + OCT

TOPCON

3D OCT
Approach in the Growing Business

OCT (Feature of the new products)

Rich with screening assistant softwares!

Easy to diagnose by comparing with normative database

- Glaucoma analysis: Compare the thicknesses of retinal nerve fiber layers

Normal  Abnormal
Approach in the Growing Business

IT Solutions (IMAGEnet, Electronic medical record)

We strengthen network solutions with the concept of “CONNECTING VISIONS”
Approach in the Growing Business

IT Solutions (IMAGEnet, Electronic medical record)

Not only a single unit that we can offer. What we can provide is also a “systematic solution”

Reduced physician's expense insurances

Long term follow-up patient information

Prevention of duplicate examinations

How to increase patient satisfaction

Introduction of electronic medical chart

How should I solve these problems....?
Approach in the Growing Business

IT Solutions (IMAGEnet, Electronic medical record)

• We provide total solutions ~
  Smooth communications inside the hospital as well as strong local network.

- IMAGEnet
- e-medical record

Obtaining data

Examination & Patient history data

Diagnosis

Decide treatment

Eye Route

Local medical institutions

Clinic

Web-based network system
**Approach in the Growing Business**

**IT Solutions (IMAGEnet, Electronic medical record)**

- **Electronic medical record**
  - (Strong networkability inside the hospital and Clinic)

- **EHR**
  - (Regional network)

- **Introduce Solutions**

- **Patient**
  - Easy to understand DR’s explanations with visualized images.

- **Medical practitioner**
  - Medical workload is reduced!

- **Manager of Hospital and Clinic**
  - More efficient patient flow and higher patient satisfaction.
Approach in the Growing Business

Surgical Equipments (Pascal, Intraocular Lens)

We are ready to challenge in the surgical field by making alliance/M&A with influential companies

- Laser surgical equipments: OptiMedica Corp. (Japan and Europe)
- IOL lens: Oculentis (Europe)
Approach in the Growing Business

“KR-1W”
Answer to the demands for aging society & QOV

The new wave-front sensor (TM-1: time to market No.1 product) is now available. Targeting auto kerato-reflectometer users and any other potential users.
Approach in the Growing Business

“KR-1W”
Answer to the demands for aging society & QOV

Ophthalmology  Contact lens

LASIK

Before

After

FY2008 Financial Results Briefing Session