

Menicon Co., Ltd.

Company Introduction

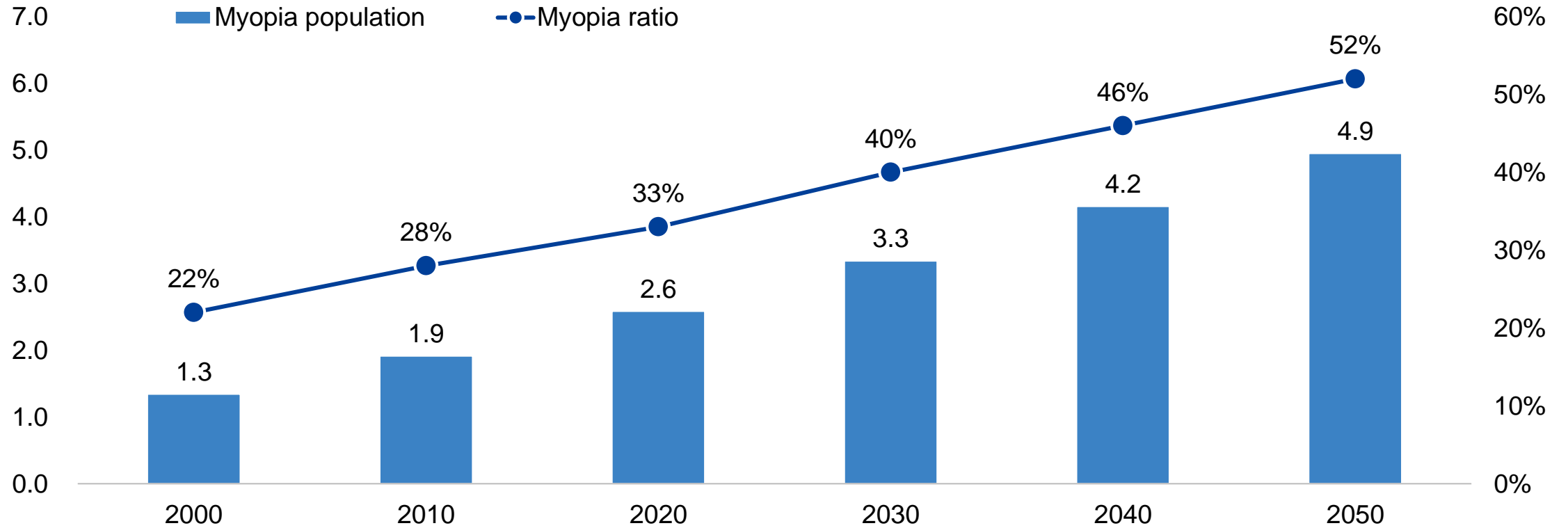
TSE Prime Market : Securities Code 7780

Ver. Nov 13, 2024

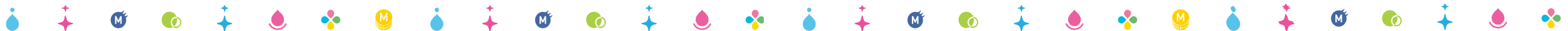
World myopia population

The number of people with myopia is increasing worldwide, and the ratio of myopia to the population is on the rise. It is expected to continue to rise in the future.

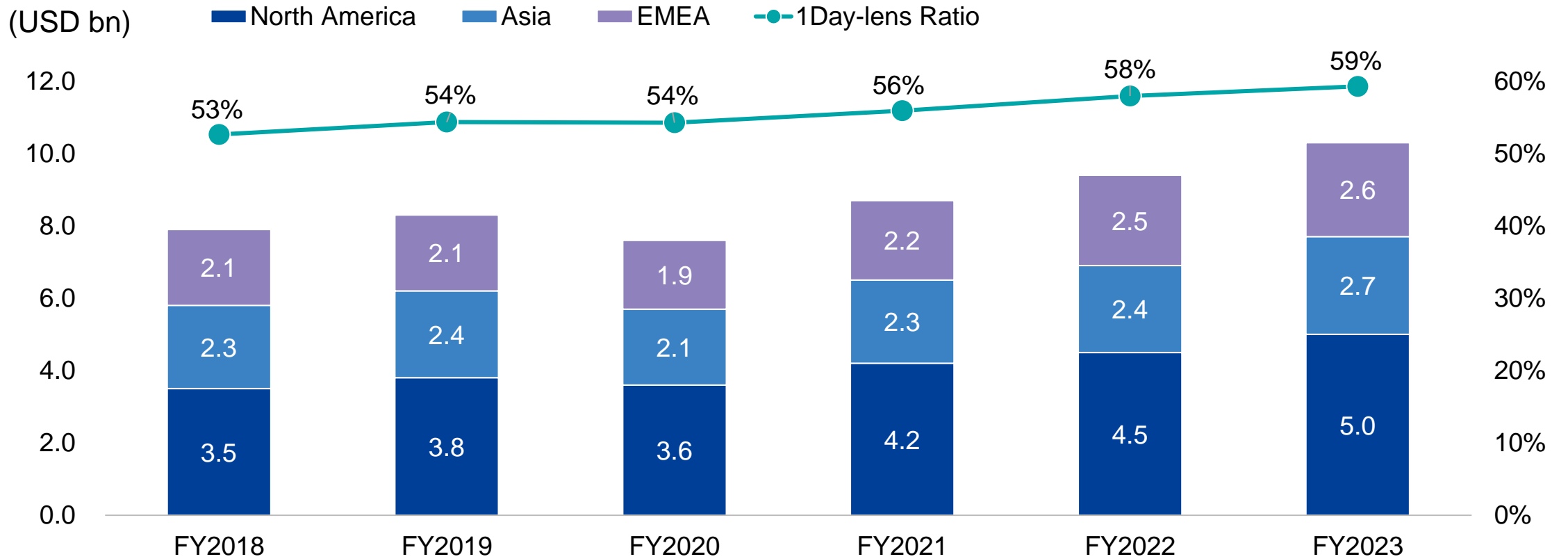
(bn people)



Source : World Health Organization 「THE IMPACT OF MYOPIA AND HIGH MYOPIA」



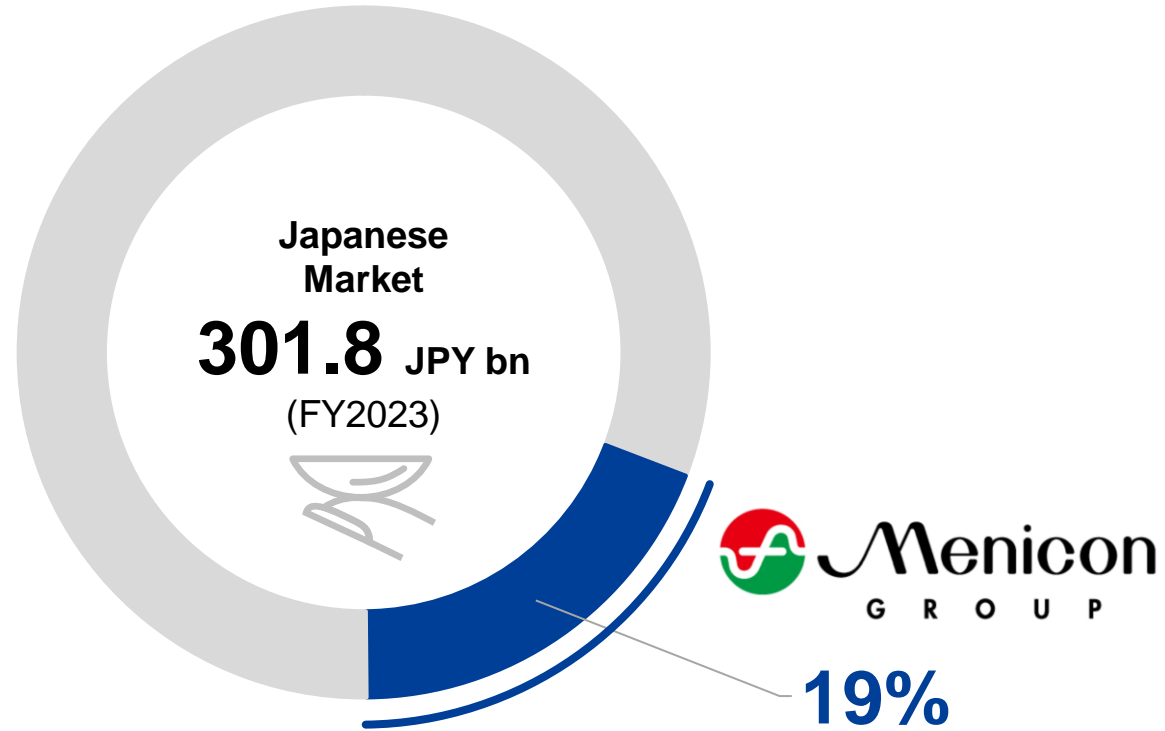
Global Contact Lenses Market



Data Source; In-house survey data * Shipment value from manufacturers



Market Environment - Japan



Source (Japanese market): Japan Contact Lens Association
* Based on shipment value from manufacturers and wholesalers



Key Success Factors

MELS Plan

- ✓ Subscription model in Japan

1DAY-lens

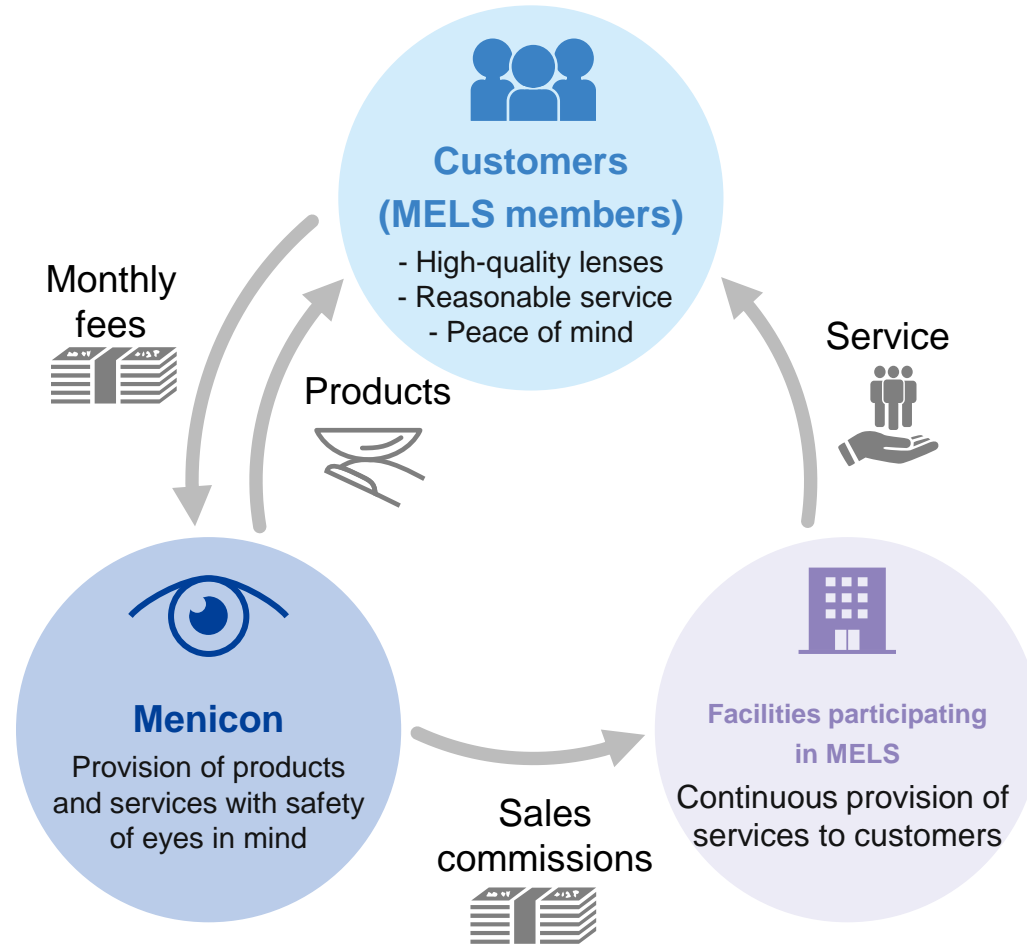
- ✓ Global strong demand

Orthokeratology Lenses

- ✓ Growing in Asia



MELS Plan Virtuous Circle



MELS Plan Consumer Benefits

Disposable Contact Lenses (1DAY-lens, 2WEEK-lens, 1MONTH-lens)

- ✓ No additional cost due to fixed price system.
- ✓ If the lens is not working properly, replace it with a new one regardless of how long it has been in use.

Conventional Contact Lenses (Hard, Soft)

- ✓ If the lens is damaged, dirty, or scratched, replace it with a new lens.
- ✓ In case of loss, new lens is provided at a cost of 5,000 yen (excluding tax) per lens.
- ✓ Can be replaced with new lens once a year, regardless of the condition of the lens.

Common Benefits

- ✓ If your power changes, have it checked and replaced with lens that match your vision.
- ✓ Lens type can be changed.
- ✓ Extensive selection includes color contact lenses and bifocal lenses.
- ✓ Services available at MELS Plan member facilities nationwide.



Product Line-up (Monthly fee of MELS Plan)

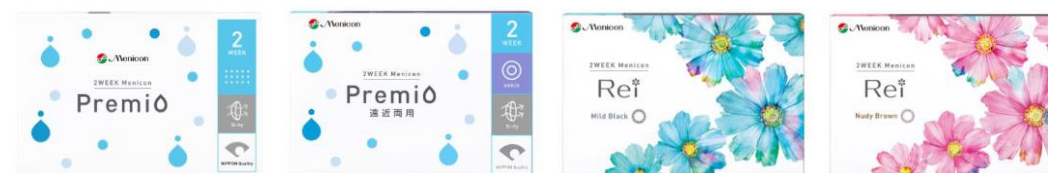
1DAY-lens

Price range : JPY4,600~5,600



2WEEK-lens

Price range : JPY2,200~2,700



1MONTH-lens

Price range : JPY2,100



3MONTH-lens

Price range : JPY2,400~2,700



Hard Lens






Price range : JPY2,100~2,400



* Price ranges are shown exclusive of tax after the price revision implemented sequentially from January 2024.
For details on the price revision, please refer to the "Announcement of Price Revision" released by the Company on November 10, 2023.



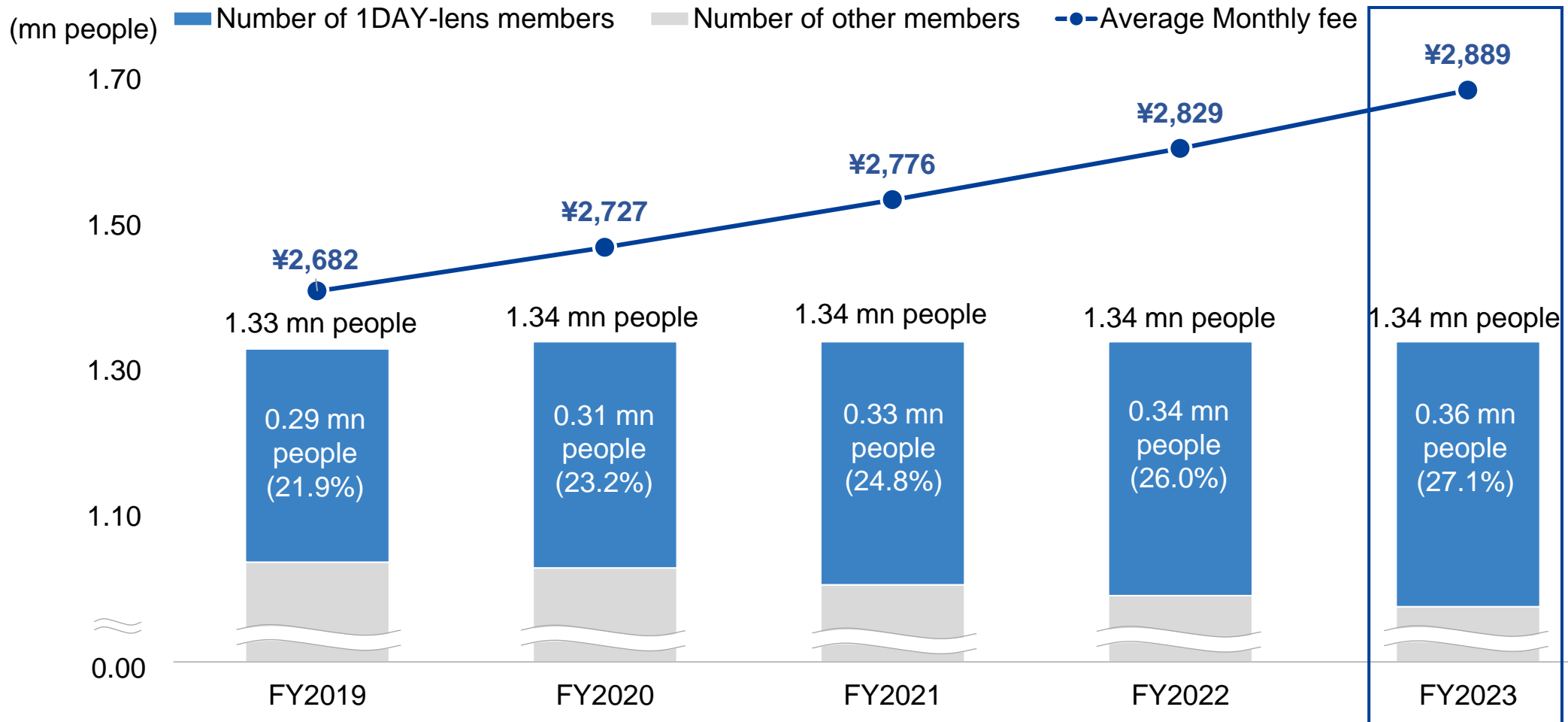
Strengthen Sales Channels

	Shops
 Menicon Miru  Miru⁺	56
 Ace Contact	83
 Fuji Contact	12
 City Contact	21
Hamano Contact	3
Group Total	175
Other MELS Plan member shop	1,495
MELS Plan member shop Total	1,670

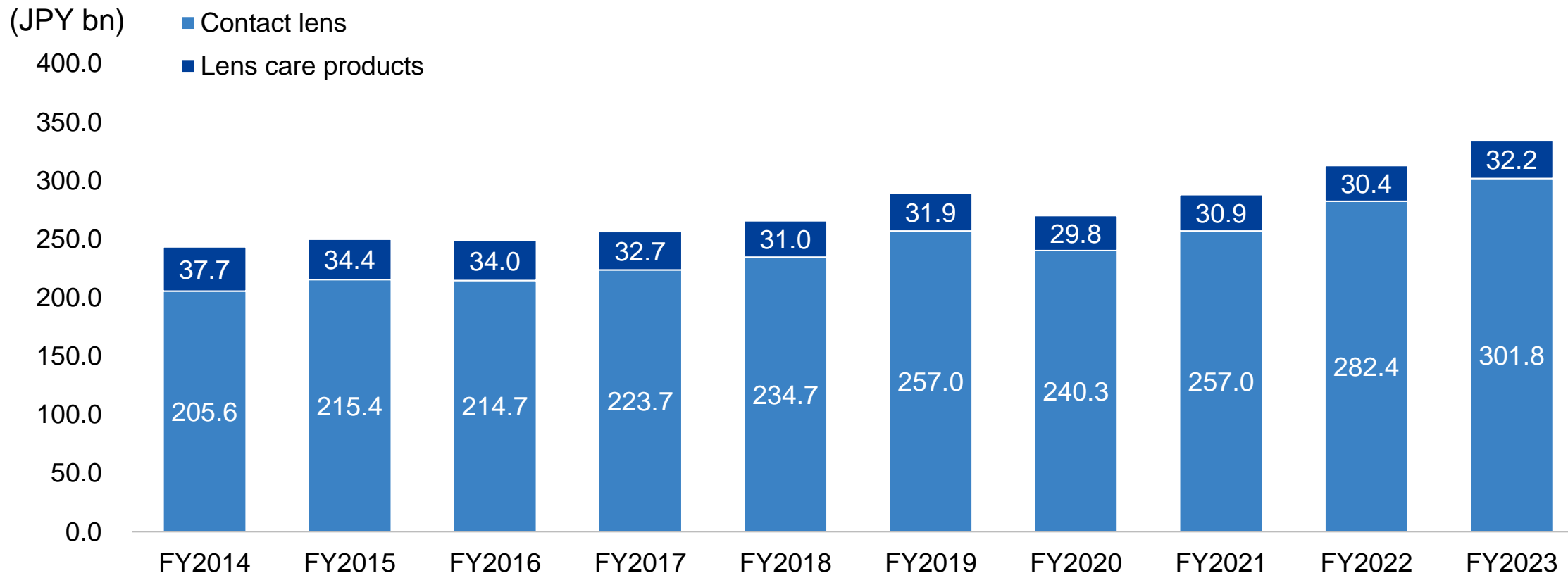
As of March 31, 2024

Total Number of MELS Plan Members

Increase the ratio of high unit price 1DAY-lens members



Japanese Contact Lenses Market



Source (Japanese market): Japan Contact Lens Association * Based on shipment value from manufacturers and wholesalers



1DAY-lens

Expanding sales of 1DAY-lens.

Silicone Hydrogel Contact Lenses

“1DAY Menicon PremiO” (Japan)

“Miru 1day Upside” (Global)

Myopia Astigmatism Presbyopia



Flat pack

“Magic” (Japan)

“Miru 1day Menicon Flat Pack” (Global)

Myopia Astigmatism Presbyopia

*Note: Sold only overseas.



Color Contact Lenses

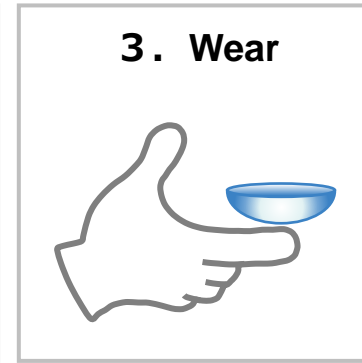
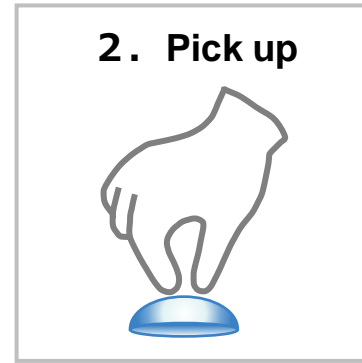
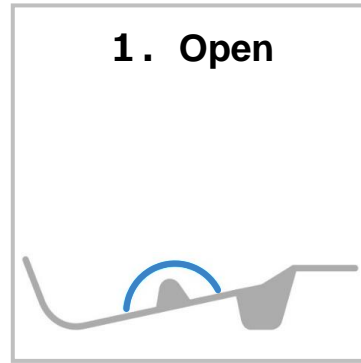
“1DAY FRUTTIE”

Myopia



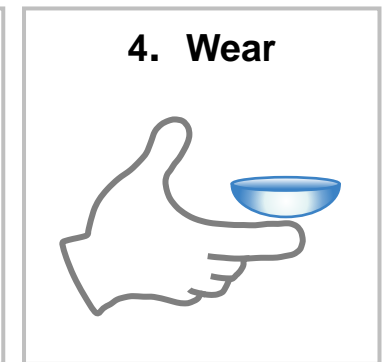
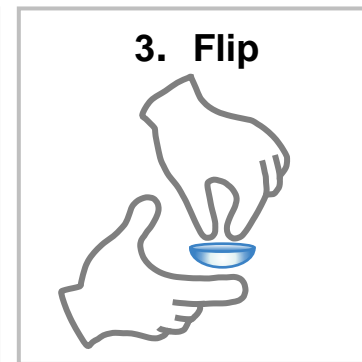
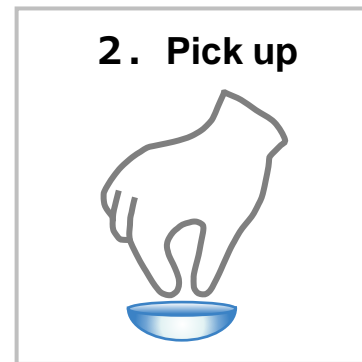
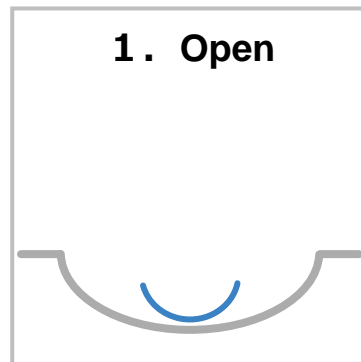
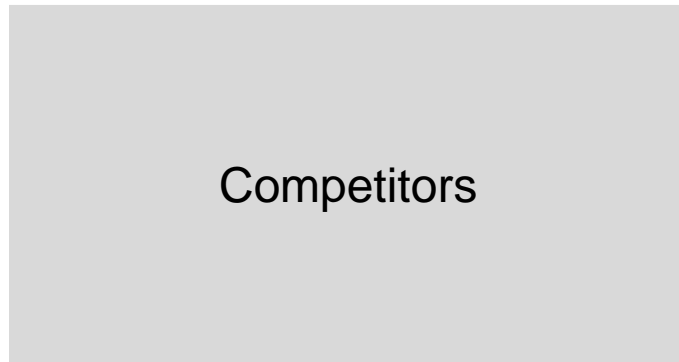
1DAY-lens

The design of the package allows users to remove the lenses without checking which side is correct, without touching the inside of the lenses.



Hygienic & EASY

SMART TOUCH



1DAY-lens

Expand sales regions and product lineups based on expanded production capacity



Expanding sales area

Global expansion of sales channel into Europe, USA etc.



Expanding product line-up

Expansion of functional contact lenses as toric lenses, multifocal lenses, and color lenses



Expanding production capacity

Strengthening product capacity of Menicon Kakamigahara Plant (for 1DAY-lens “PremiO” manufacture) and Singapore Plant (for 1DAY-lens “Magic” manufacture)
Preparation for operation of Malaysia Plant (for 1DAY-lens)



Production bases of the Menicon Group



Orthokeratology Lenses

Orthokeratology Lenses (Global): Sales through “Multiple products” and “Expansion to other countries”
Lens Care Products (Asia): Sales through multiple channels (medical/EC)

Orthokeratology Lenses (Global)

α Ortho-K

- Product features: Highly customized
- Sales area: Japan / China / Asia

Menicon Z Night

- Product features: High oxygen permeability
Soft wear to support prescription
- Sales area: Europe / China / Asia

Menicon Bloom Night

- Product features: Myopia control management approval
- Sales area: Europe / Asia



Number of countries where products are exhibited: about **35**

Lens Care Products (Asia)

MeniCare Plus

- Product features: Cleaning, disinfection and preservation solution
High cleaning and disinfection effectiveness

Progent

- Product features: Protein remover
High cleaning effectiveness



Expand sales through medical/EC channels



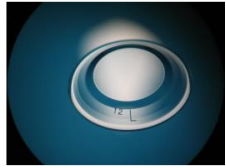
Orthokeratology Lenses in China

Continuous structural building in the expanding Chinese market.

Alpha Corporation

- Produce Orthokeratology lenses

α ORTHO[®]-K



Menicon B.V.

- Orthokeratology lenses manufacturer
- Launched in China in May 2023

Menicon Z Night



Menicon Nect

- Produce lens care products
- Strengthening production system

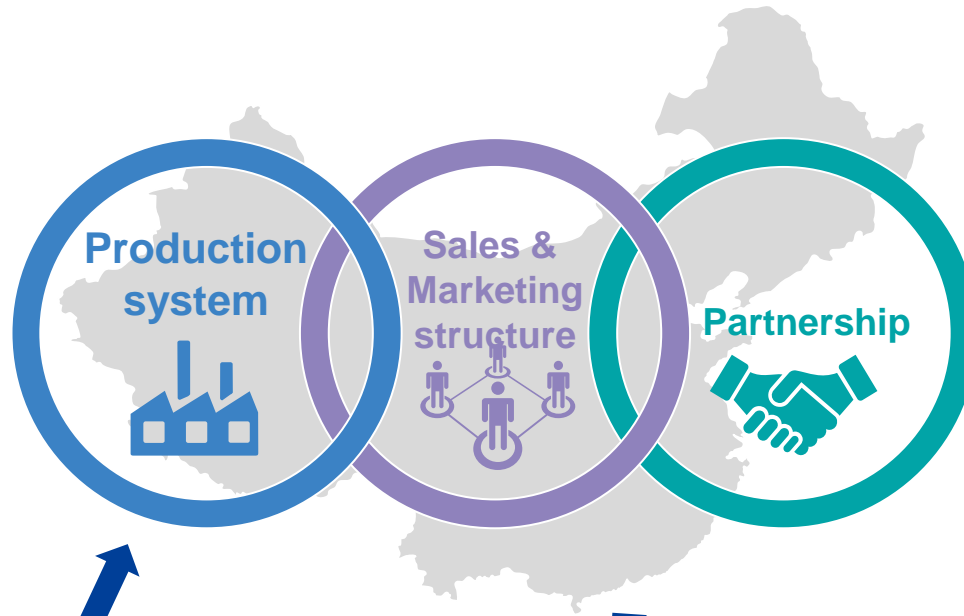
Itabashi Trading

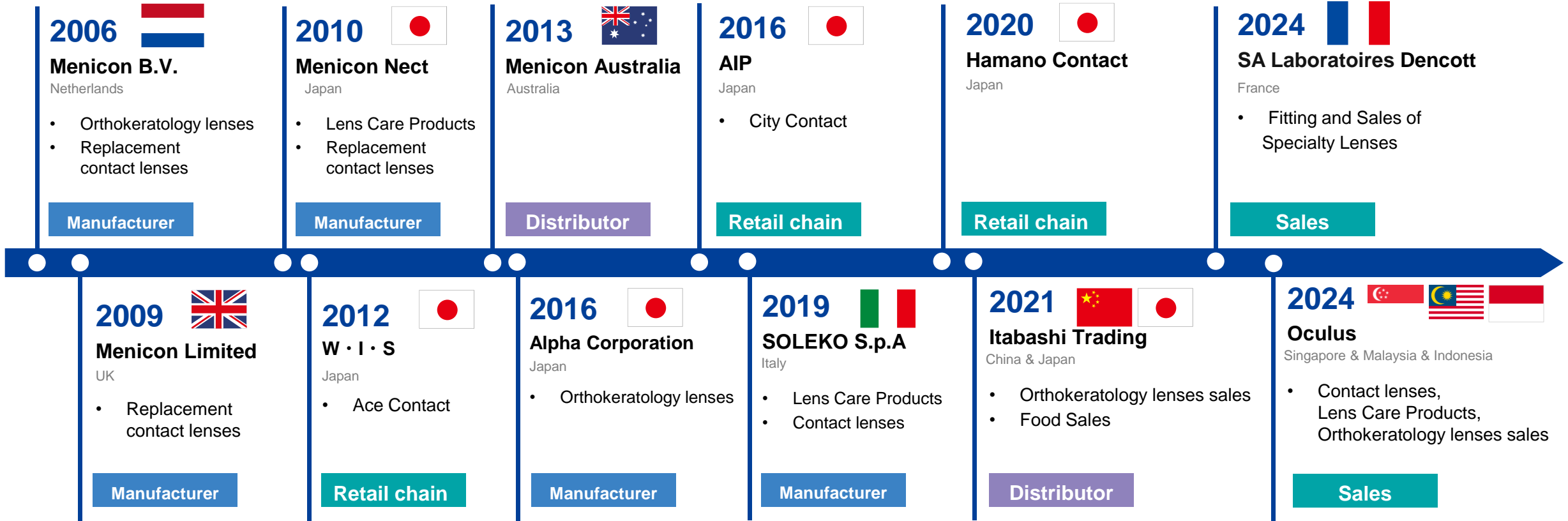
- Sales and export/import of medical equipment
- A wholly owned subsidiary since Jan. 2021
- Strengthening sales network



Wenzhou Medical University

Eye Hospital
• Business tie-up





Japan

- Menicon Co., Ltd.
- Menicon Nect Co., Ltd.
- Menicon Business Assist Co., Ltd.
- Meni-one Co., Ltd.
- W.I. System Co., Ltd.
- Alpha Corporation Co., Ltd.
- AIP Co., Ltd.
- Hamano Co., Ltd.
- Itabashi Trading Co., Ltd.

North America

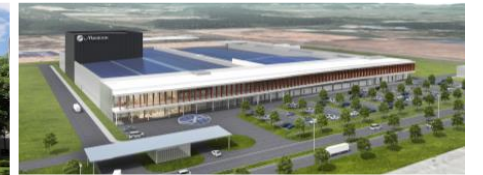
- Menicon America, Inc.

Europe

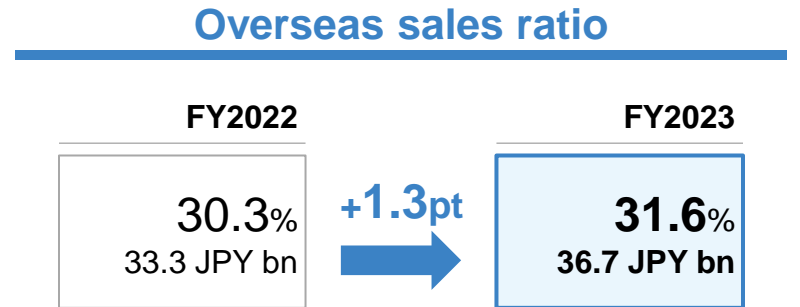
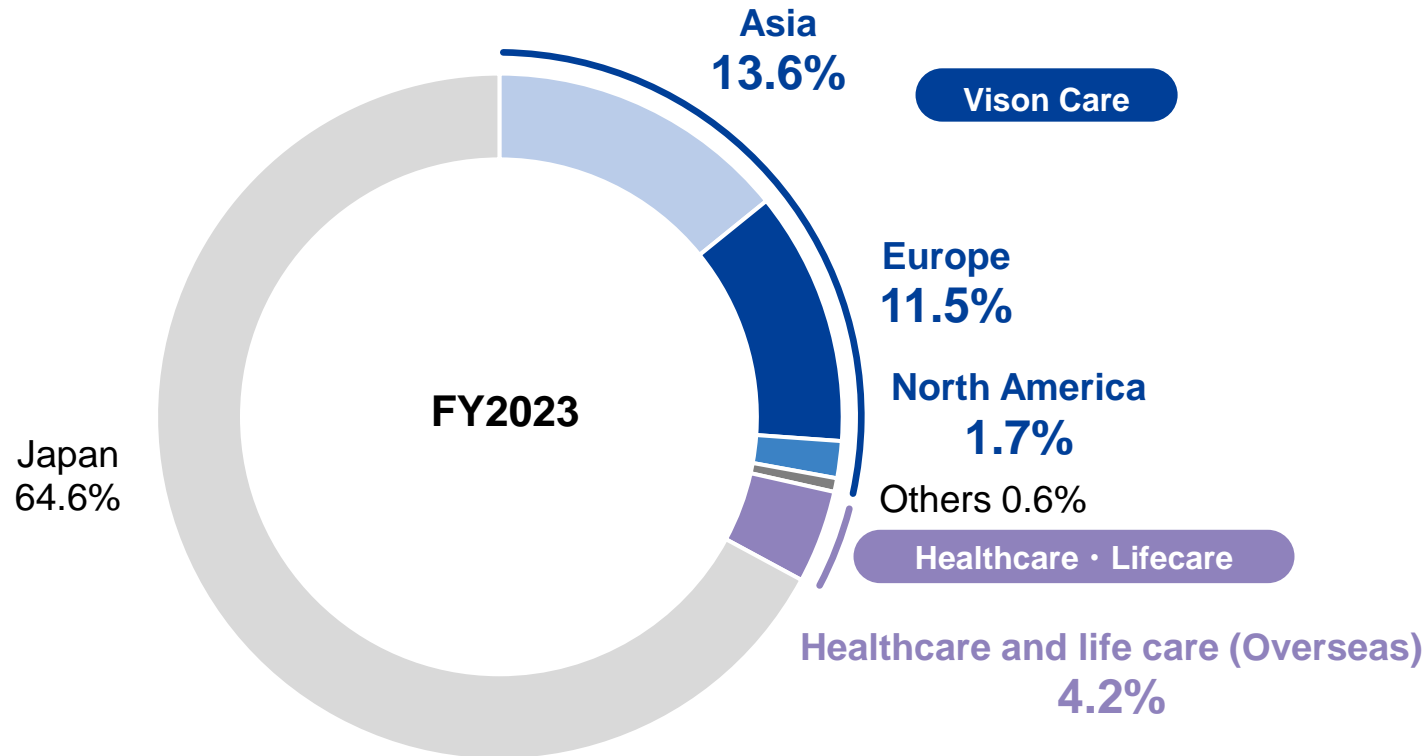
- Menicon Holdings B.V. (Netherlands)
- Menicon B.V. (Netherlands)
- Menicon SAS (France)
- Menicon Pharma SAS (France)
- Menicon GmbH (Germany)
- Menicon SC GmbH (Germany)
- Menicon Limited (UK)
- Menicon Iberia S.L. (Spain)
- SOLEKO S.p.A. (Italy)
- SA Laboratoires Dencott (France)

Asia · Oceania

- Wenzhou FocuSee Vision Care Technologies Co., Ltd. (China)
- Alpha (Wuxi) Co., Ltd. (China)
- Itabashi Medical (Dalian) Co., Ltd. (China)
- Meni-one China Co.,Ltd. (China)
- Menicon Singapore Pte. Ltd. (Singapore)
- Menicon Singapore Sales Pte. Ltd. (Singapore)
- Menicon Australia Pty Ltd. (Australia)
- Menicon Korea Co., Ltd. (Korea)
- Menicon Malaysia Sdn. Bhd. (Malaysia)
- Oculus Visioncare (S) Pte. Ltd. (Singapore)
- Oculus (M) Sdn. Bhd. (Malaysia)
- PT Oculus Indonesia (Indonesia)



Overseas Sales Ratio



Disclaimer on Forward-Looking Statements

- ✓ This material includes certain forward-looking statements about the Menicon Group. To the extent that statements in this material do not related to historical or current facts as of November 13, 2024, they constitute forward-looking statements.
- ✓ These forward-looking statements are based on the current assumptions and judgments of the Menicon Group in light of the information currently available to it, and involve know and unknown risks, uncertainties and other factors, which may affect the statements made in this material.

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