Dear Bausch + Lomb Supporter,

Excitement and support for our cataract portfolio of products continues to build throughout the year. We are coming off another action-packed quarter in which we successfully launched two technologies – our Stellaris Elite™ phacoemulsification platform and FortifEYE® pre-loaded capsular tension ring.

Both technologies have been so incredibly well received that we needed to orchestrate a sales force and realignment strategy following the product launches to satisfy interest within the marketplace – a move that we feel better positions us to provide an unparalleled level of customer service both now and in the future. This realignment saw the expansion of overall product support within the current sales organization, deployment of dedicated teams of anterior and posterior surgical equipment specialists and the creation of an institutional account representatives whose focus will be to enrich the experience of doctors in training by increasing their utilization of Bausch + Lomb cataract technology.

We have no plans to stop there. Towards the later part of this year, Bausch + Lomb Surgical is poised to expand our offerings in the areas of IOL technology, surgical instrumentation and software enhancements for several of our key surgical systems.

We remain committed to excellence in our three core directives – customer service, consistent messaging and continuous innovation. We believe that steadfast commitment to these tenets will serve as the cornerstone to our success going forward. Through the continued support of our leadership teams in all departments, we are dedicated to exceeding the surgical ophthalmic needs of our customers: our surgeons and their patients.

We have a lot of very exciting news to share with you as we progress throughout the year. We look forward to updating you on our progress throughout the year.

Sincerely,

CHUCK HESS
General Manager and Vice President, US Surgical

Technology Showcase

FortifEYE® Pre-Loaded CTR

Bausch + Lomb Surgical is excited to expand its offering of pre-loaded technology for use during cataract surgery. The FortifEYE preloaded single-use injector simplifies capsular tension ring (CTR) implantation by preloading the implant eyelet into the device, allowing for safe, immediate preparation and use. FortifEYE CTR will be offered as a family of products with a preloaded injector delivery system in different sizes and in both right- and left- versions. The FortifEYE CTR is indicated for the stabilization of the crystalline lens capsule in the presence of weak or partially absent zonules in adult patients undergoing cataract extraction with intraocular lens implantation.
Technology Showcase (continued)

Bausch + Lomb Surgical is proud to offer the latest in phaco technology in our next-generation platform, the Stellaris Elite vision enhancement system, which features multiple innovations including Adaptive Fluidics™ and the Attune® energy management system. These enhancements are designed to work synergistically to deliver responsiveness and maximum control throughout the entire procedure. The advanced features available on Stellaris Elite automatically react to crucial procedural factors as they change, letting you focus on the surgery—not the system. Additionally, Stellaris Elite is ready to grow and evolve as technology advances, with a built-in capability to optimize value for multi-use environments now and to add upgrades or enhancements continuously, to customize and expand your system and meet the ever-evolving needs of your practice as future practice.

Be sure to visit StellarisELITE.com to learn more about the empowering features included in this next-generation system and view surgical videos that showcase the prowess of this phaco platform.

Throughout the remainder of the year, Bausch + Lomb Surgical will continue to offer the Stellaris Elite Technology Showcase Series, a unique opportunity to join your local Bausch + Lomb representative for a showcase of the technology at our Missouri development facility. These events provide the opportunity for surgeons to go behind-the-scenes and learn about the development, design, manufacturing and service applications that support our latest Stellaris Elite platform. Attendees are given a guided tour of the facility, the opportunity to meet with the engineers/scientists that collaborated on the Elite project and exchange ideas on the evolution of offerings that will shape the next-generation of cataract operating suites. Feel free to discuss this incredible opportunity with your Bausch + Lomb representative. We look forward to hosting you.

Vitesse™ Handpiece

Bausch + Lomb is excited to introduce surgeons to the first major vitreous removal innovation in 40 years. Early in Q2, “the successful product review and upcoming launch of Vitesse is another opportunity in our 2017 launch plan, which we believe will provide truly innovative applications for retina surgeons and their patients,” said CEO, Valeant Pharmaceuticals, Joe Papa. “We look forward to bringing this next evolution, cutting-edge technology to market on our new Stellaris Elite platform.” This technology uses a novel, single-needle open-port system to liquefy vitreous without requiring mechanical traction on the retina to excise vitreal material. This advanced offering will be exclusively available on the Bausch + Lomb’s new Stellaris Elite™ Vision Enhancement System.

Victus® Femtosecond Laser

The team at TPV in Germany as well as our service organization in St. Louis have done a great job on executing and implementing changes that have translated into a more reliable and robust platform for both existing and new customers alike. We have also introduced a Heating Element (HE) which has been installed in the majority of our current customer base and has been implemented into manufacturing for all new units. This HE acts as a thermal stabilizer for the platform. As we enter the third quarter as promised we will be introducing the new light source for the OCT on the Victus laser. We will continue to drive forward with continuous improvements and innovations that will help us capture technology leadership in this market.
Technology Showcase (continued)

Storz® Update

For over 120 years, Storz® Ophthalmic Instruments have been recognized around the world for industry leading quality and innovation. Each surgical instrument we design is manufactured and tested with surgeons involved throughout the entire process. This ensures the instrument that is delivered from our Manufacturing Center of Excellence exceeds your expectation for quality and performance. Our current product offering includes precision microsurgical instruments, diamond knives and Single-Use surgical instruments, as well as instruments customized for individual surgeons under the Storz Ophthalmic Instrument brand. Some recent examples of devices that resulted through our collaborative development process are featured here.

Our surgical instruments are recognized for providing surgical facilities excellent value based on our wide selection, the quality of our instruments, our Factory Service programs, and our incredible instrument warranty. Our dedicated team of engineers, craftsmen and customer advocates are committed to continuing the tradition that has earned Storz Ophthalmic Instruments the reputation of a premium instrument brand established on Trusted Quality and Leading Design.

Bausch + Lomb Outreach

Cataract Technology Summits (CTS) Q2 Highlights

In an attempt to provide surgeons with scientific evidence to support our promotional messaging, our Surgical Marketing and Medical Affairs teams partnered to develop the Cataract Technology Summit (CTS) series. Surgeons who have presented peer-reviewed papers or posters that assess various attributes of Bausch + Lomb cataract offerings over the past few years are invited to share their findings with a collection of their peers. By having the researcher present their independent, peer-reviewed scientific material, we are creating a forum whereby surgeons can learn about key attributes of our cataract portfolio through the experiential learning and scholarly investigation of their peers. Topics discussed have included comparative product analysis, review of patient outcomes, utility of technology within special populations and discussing insights learned through utilization of newer technologies.

We have hosted three successful Cataract Technology Summits so far in 2017. As we look to continue to evolve this format of surgeon engagement going forward, we invite those of you who have published findings or are looking to share research insights that you feel may be of value to your peers and our organization, please contact us so we can engage our clinical specialists to assist you in creating a deliverable that can be shared in a peer-reviewed venue and in turn be incorporated in future CTS meetings.

Going forward, we will be showcasing a handful of key peer-reviewed scientific presentations or publications that we believe to contain material of clinical importance and build support for products mentioned with the newsletter. Each of these presentations were featured at a recent Cataract Technology Summit (CTS) hosted by Bausch + Lomb Surgical Medical Affairs. If you would like to learn more about the material presented or about participating in a future CTS meeting, please feel free to contact us directly. The highlights for this quarter are both from our April 2017 CTS meeting in Dallas, Texas.
Cataract Technology Summits (CTS) Q2 Highlights (Continued)

DR. MARK PACKER
presented his study titled, “Comparison of Image Quality of Refractive and Diffractive IOLs with Shift in Pupil Center under Mesopic Conditions,” where the purpose of the study was designed to measure the difference in image quality and model clinical performance of diffractive and refractive IOLs with decentration of the IOL relative to the geometric center of the pupil. This study, presented at ASCRS 2017 as well as CTS Dallas in April 2017, Dr. Packer concluded that diffractive EDoF IOLs have lower peak MTF values than aspheric refractive IOLs; that pupil shift can result in lower image quality with diffractive IOLs, and that aspheric refractive IOLs are relatively insensitive to pupillary shift under different lighting conditions.

DR. TERRANCE O’BRIEN
presented his study titled, “Scanning Electron Micrographic Comparison of Manual Capsulorrhexis and Femtosecond Laser-assisted Capsulotomy Methods,” which he investigated with Dr. Jared Matthews. The objective of this study, which was also presented at ASCRS 2017, was to evaluate a hypothesis that optimized femtosecond laser line spacing can improve the quality of femtosecond laser anterior capsulotomy, yielding cleaner incisions with fewer capsular tags and ridges. He and Dr. Matthews concluded that adjusting the settings of the femtosecond laser to utilize increased laser line spacing can positively affect the quality of the anterior capsulotomy, producing a capsular edge with minimal capsular tags and ridges that closely approximates the smoothness of the capsular edge created during manual capsulorrhexis.

Bausch + Lomb Q3 Presence

In an attempt to expand our commitment to our customers to improve our share of voice, representative from Bausch + Lomb Surgical’s Sales and Marketing teams ventured out to engage your peers at several key surgical meetings throughout Q3.

A special thank you to all those who supported the Bausch + Lomb Surgical portfolio of products through their podium presentations, symposia attendance, industry engagements and peer-to-peer interactions at these recent meetings. We would also like to recognize all those who took time to meet with our representatives during these events, sharing their thoughts, opinions and ideas. We appreciate the opportunity to review our product offerings with our partners in eye care and who share our vision for the future of Bausch + Lomb Surgical.

Planned Q4 Meeting Participation

If you are planning to attend any of the above Q4 meetings, please reach out so we can set aside a few minutes to connect.