

## **Johnson & Johnson Vision Acquires Sightbox**

### **Acquisition will help more patients connect with eye care professionals through a member-based contact lens subscription service**

Johnson & Johnson Vision today announced that it has acquired Sightbox, Inc., an online, membership-based subscription service for contact lens wearers in the United States. Sightbox helps patients connect with eye care professionals and addresses a growing consumer preference for more convenient access to eye health services and products.

Sightbox services include scheduling a comprehensive, annual eye exam and contact lens evaluation for members, as well as providing them with an annual supply of contact lenses. The company's growth has been primarily fueled by private pay patients who do not have vision insurance. This model encourages people who may not otherwise do so to visit an eye care professional and enter the category.

"Consumer preferences and digital technologies are accelerating a broad shift to e-commerce across many industries," said Ashley McEvoy, Company Group Chairman, responsible for the Johnson & Johnson Vision Companies. "We are excited about how Sightbox can potentially fuel category growth by meeting consumers where and how they want, and by helping more contact lens wearers connect with eye care professionals through this concierge-type service."

While Sightbox will become part of Johnson & Johnson Vision, it will operate as a separate business, leveraging its own unique business model. Sightbox will continue to provide contact lenses from all major manufacturers. The acquisition is complementary to Johnson & Johnson Vision's strategy to become a broad-based, global leader in eye health. It further enhances the company's leading eye health portfolio.

Sightbox marks the third acquisition completed this calendar year that expands the offerings of Johnson & Johnson Vision. The first – Abbott Medical Optics, acquired in February – included cataract, refractive and consumer eye care products. TearScience, acquired in September, added medical device technologies that address Meibomian Gland Disease, the leading cause of Dry Eye, to the Johnson & Johnson Vision portfolio.

Johnson & Johnson Vision acquired Sightbox, Inc. through its Vision Care operating company, Johnson & Johnson Vision Care, Inc. Sightbox sales will be reported through the Medical Devices segment, under Vision Care. Financial terms of the transaction have not been disclosed.

## **Johnson & Johnson Vision Expands Monthly Offering with ACUVUE® VITA® Brand Contact Lenses for ASTIGMATISM**

### **Nearly half of vision-corrected patients has astigmatism in at least one eye and full correction can provide improved visual quality of life**

Johnson & Johnson Vision announced the U.S. launch of ACUVUE® VITA® Brand Contact Lenses for ASTIGMATISM, a daily wear, monthly replacement contact lens with BLINK-STABILIZED® Design and HydraMax™ Technology for consistent, clear, stable vision with reliable, exceptional comfort – all month long.

ACUVUE® VITA® Brand for ASTIGMATISM is the newest addition to the ACUVUE® VITA® family. Two-thirds of monthly spherical contact lens wearers report comfort-related issues, yet a majority (73%) do not tell their Eye Care Professional about their comfort issues because many think it is “normal” and some even fear that their doctor might take them out of contact lenses.

Astigmatism is an imperfection in the curvature of the cornea that can cause blurred or distorted vision. Symptoms of uncorrected astigmatism may include eye strain and headaches, especially after reading or other prolonged visual tasks. Squinting also is a common symptom. Mild to moderate astigmatism can be corrected through eyeglasses, contact lenses or surgery.

Nearly 1 out of every 2 vision corrected patients has astigmatism in at least one eye,<sup>1</sup> and full correction can provide them with improved visual quality of life.<sup>2</sup> With the addition of ACUVUE® VITA® for ASTIGMATISM, the ACUVUE® VITA® family now offers parameters for nearly 96% of spherical and astigmatic eyes.

ACUVUE® VITA® for ASTIGMATISM combines two technologies:

- HydraMax™ Technology is a non-coated silicone hydrogel formulation balanced to help maximize and maintain hydration throughout the lens for reliable, exceptional comfort – all month long. In a clinical study, more than 7 out of 10 wearers reported that ACUVUE® VITA® for ASTIGMATISM delivers exceptional comfort at weeks 1, 2, 3 and 4.
- BLINK-STABILIZED® Design works naturally with the eyelids, helping to keep the lens in the correct position. In a clinical study, 75% of wearers reported crisp, clear, stable vision, even with head and eye movements.

“It is important that when eye care professionals prescribe a monthly contact lens for their astigmatic patients, they can be confident that the lens provides consistent, clear stable vision and exceptional comfort for a full month of wear – not just for the first week or two,” said Cristina Schnider, OD,

Director, Global Professional Affairs for Johnson & Johnson Vision Care, Inc.

ACUVUE® VITA® for ASTIGMATISM provides Class I UV protection, blocking approximately 93% of UVA and 99% of UVB rays.

Johnson & Johnson Vision will launch ACUVUE® VITA® for ASTIGMATISM through its operating company, Johnson & Johnson Vision Care, Inc.

## **Johnson & Johnson Vision Completes Acquisition of TearScience**

### **Acquisition marks expansion into Dry Eye medical device technology, providing a complementary eye health solution to address important unmet need**

Johnson & Johnson Vision today announced that it has completed its acquisition of TearScience, Inc., a medical device manufacturer dedicated to evaluating meibomian gland health and treating Meibomian Gland Dysfunction (MGD), the leading cause of Dry Eye Disease (Dry Eye)<sup>i</sup>. The acquisition is another step in Johnson & Johnson Vision's strategy to become a broad-based, global leader in eye health and further expands the company's leading eye health portfolio.

"Dry Eye is too often the culprit of why patients drop out of contact lenses or why they may have a less than optimal outcome from their cataract surgery," said Ashley McEvoy, Company Group Chairman, responsible for the Johnson & Johnson Vision Companies. "The medical device technologies from TearScience will allow us to address the main underlying cause of Dry Eye, giving us a mechanical solution to a mechanical problem."

Dry Eye impacts an estimated 340 million people globally, and MGD, a chronic, progressive condition that can range from mild to severe pain, is the leading cause. Patients with MGD may present in an optometrist's office or at an ophthalmology appointment, so the disease is treated across the eye care community. TearScience technologies allow physicians to evaluate meibomian gland health and treat MGD with a 12-minute in-office treatment.

Johnson & Johnson Vision acquired TearScience, Inc., through its surgical vision operating company, Abbott Medical Optics Inc. Sales will be reported in the Medical Devices segment, under Vision Care. Financial terms of the transaction have not been disclosed.