

InFocus

Look closer.
See further.

NEWSLETTER - Issue 5

Welcome to latest issue of the HS-UK & John Weiss newsletter



Whilst the beginning of 2021 brings lots of uncertainty to any business environment, HS-UK and John Weiss' fundamental objective is to ensure that we offer continuity of service and supply.

Since the UK voted to leave the EU, both HS-UK and John Weiss have been working meticulously to analyse all implications of Brexit, under a variety of potential outcomes, and put a number of important actions in place to ensure that we can maintain our operations and meet any new requirements from 1st January 2021 onwards.

In addition to Brexit, obviously, we still have the added complexity of the on-going COVID-19 pandemic. The health and safety of our customers and employees is our top priority and our measures are constantly updated, in accordance with the UK Government's recommendations, to ensure we can safely operate and supply at this time.

We are maintaining a fluid approach and are regularly evaluating potential risks, while developing robust contingency

plans and we are currently unaware of any major issues that are likely to impact supply, beyond the potential short-term disruption at borders and customs clearance delays that we see presently, in these early weeks of 2021.

Despite the uncertainty associated with Brexit and the pandemic, it is very much 'business as usual' at HS-UK and John Weiss, and both companies have seen some exciting developments since the last issue of our joint 'InFocus' newsletter.

We have seen some exciting new technology from Haag-Streit Diagnostics, with the launch of the LENSTAR Myopia, a state-of-the-art myopia management system. According to a recent report by the Joint World Health Organisation-Brien Holden Vision Institute Global Scientific Meeting, by 2050, 50% of the world's population will suffer from this condition, so this new instrument could prove to be an important tool in its early detection.

Haag-Streit Diagnostics has also launched Hill-RBF Method 3.0, the first purely data-driven IOL calculation technique incorporating pattern recognition based on AI and sophisticated data interpolation. Hill-RBF features a unique reliability check providing confidence for every IOL calculation. This AI based method works equally well on long, normal and short eyes and clearly outperforms second- and third-generation formulas.

We have also seen some exciting studies by Nova Eye on the iTrack surgical system, specifically comparing the device to other canaloplasty microcatheters that are presently on the market today. Interesting

findings include; the fact it delivers 10 times more OVD (approx. +100 μ l of OVD vs +11 μ l) at a magnitude of pressure that is 8 times greater than other microcatheters. In addition, iTrack is designed to intubate the full 360° of Schlemm's canal, compared to competitor systems that deliver OVD over 180°. It is definitely a superior surgical system and is proving to be a crucial element in the success of ABiC™ and canaloplasty.

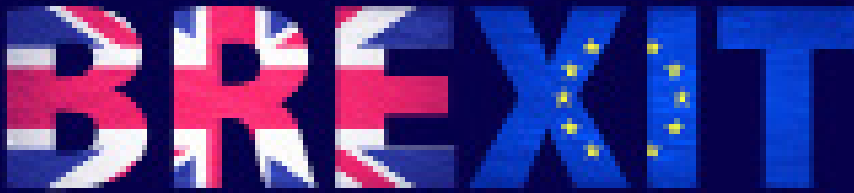
Finally, we have seen new technology from Optovue. The new iVue80 SD-OCT system offers retina, glaucoma and anterior segment scanning, as standard. Three times faster than the original iVue model, it offers improved efficiency and enhanced image quality. The system also features new scan options and functions, along with a wider field-of-view.

I do hope you find this latest issue of 'InFocus' both interesting and informative. Once again, I would like to thank all our valued customers, suppliers, and our World-wide network of distributors for their continued support and would like to wish everyone a prosperous and healthy 2021.

Stay safe.

A handwritten signature in black ink, appearing to read 'Dean Johnson', with a long horizontal flourish extending to the right.

Dean Johnson
Managing Director
Haag-Streit UK
and John Weiss & Son



HS-UK wants to hear from its BA 904, Synoptophore & Perkins Mk3 users

HS-UK is asking for its valued customers, in both the UK and Worldwide, to take the time to complete a short survey about their use of the Clement Clarke Ophthalmic range of products; the BA 904 portable slit lamp, Synoptophore and Perkins Mk3 hand-held tonometer.

HS-UK is looking for users to complete online questionnaires to provide valuable feedback on subjects such as; usage, user experience and views on customer service.

HS-UK constantly strives to improve both its products and services. Feedback from customers is vital to aid in the design and development of future ophthalmic products.

The surveys are all confidential, data will be collected and stored securely, and won't be passed on to any third parties.

The surveys are available to complete online now. The BA 904 slit lamp survey can be completed at <http://hsuk.co/BA904UserSurvey>.

The Synoptophore survey is available to complete at <http://hsuk.co/SynoptophoreUserSurvey> and the Perkins Mk3 survey can be completed at <http://hsuk.co/PerkinsUserSurvey>. HS-UK would like to thank customers in advance for taking the time to provide this valuable feedback.

HS-UK and John Weiss & Son Brexit Statement

The United Kingdom (UK) referendum result in June 2016 has meant that the UK left the European Union (EU) single market and customs union on 31st December 2020.

Since the UK voted to leave in 2016, both HS-UK and John Weiss & Son have been working meticulously to analyse all implications of Brexit for our customers, Distributor partners and suppliers, under a variety of potential outcomes.

HS-UK and John Weiss & Son's risk assessments identified a number of key areas of focus for a potential Brexit impact. In recent months both companies have focused on those areas that could have the most direct impact on our ability to service customers including, but not limited to, changes to tariffs, customs borders, exchange rates and regulatory frameworks, as well as any impact on our supply chains.

The successful supply of products and services to our customers is our number one priority. We have reviewed every area within both organisations, from customer service, sales and procurement, to finance, compliance/regulatory, manufacturing, warehouse/logistics, HR and IT.

Our fundamental objective is to ensure that HS-UK and John Weiss

& Son offer continuity of service and supply to our customers, in the UK, inside the EU and further afield, and we hope the measures set out in our company's statements fully-illustrate how both organisation's plan to achieve this goal.

To review the full HS-UK Brexit statement, visit the website at <http://hsuk.co/BrexitStatement>.

To review the full John Weiss Brexit statement, please visit <http://jweiss.co/BrexitStatement>.

We are not currently aware of any significant issues that are likely to impact supply, beyond the potential short-term disruption at borders and for customs clearance that we see presently, and HS-UK and John Weiss & Son will continue to monitor this closely.

Despite the uncertainty associated with Brexit, HS-UK and John Weiss & Son are confident that our planning will enable us to maintain the high level of customer service and support our customers, Distributor partners and suppliers have come to expect from our organisations, and we vow to keep you informed of any significant changes or updates as events unfold.

Haag-Streit UK and John Weiss & Son



Haag-Streit Academy host successful 'Improving Outcomes' biometry webinars

The Haag-Streit Academy hosted very successful Basic and Advanced 'Improving Outcomes' biometry webinars on 10th and 17th December 2020. The webinars, which were delivered using Zoom, were designed to help both beginners and more experienced users get the most from their biometer.

The 'Improving Outcomes' Basic Biometry webinar focused on the importance of good biometry practice to ensure optimal outcomes for patients undergoing cataract surgery.

The key topics covered by this webinar included; which formulas to use, A-constant optimisation and improving precision.

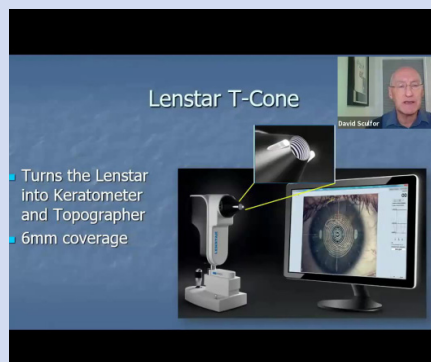
The Basic webinar was aimed at clinicians, cataract & refractive nurses, technicians and allied ophthalmic professionals with an interest in biometry.

The 'Improving Outcomes' Advanced Biometry webinar focused on more complex biometry and surgical planning techniques. The key topics covered by this webinar included; understanding toric IOL calculations and post refractive surgery IOL calculation.

The Advanced Biometry webinar was aimed at cataract & refractive surgeons, along with healthcare

professionals with a special interest in biometry.

Both webinars were a huge success, and each session was attended by over 100 delegates from the UK and further afield. Presentations were given by Mr David Sculfor, Consultant Optometrist and Head of Optometry at Buckinghamshire Healthcare NHS Trust. David is an expert in the field of biometry and a key opinion leader for the Haag-Streit UK LENSTAR LS 900 biometer.



To view the webinars online, please visit <https://hsuk.co/BasicBiometryWebinar> (Basic) and <https://hsuk.co/AdvancedBiometryWebinar> (Advanced).

For further information on the Basic or Advanced 'Improving Outcomes' biometry webinars, or to sign up for information on future Haag-Streit Academy online training, please email academy@haag-streit-uk.com.



Roman Angst elected CEO of Haag-Streit Diagnostics

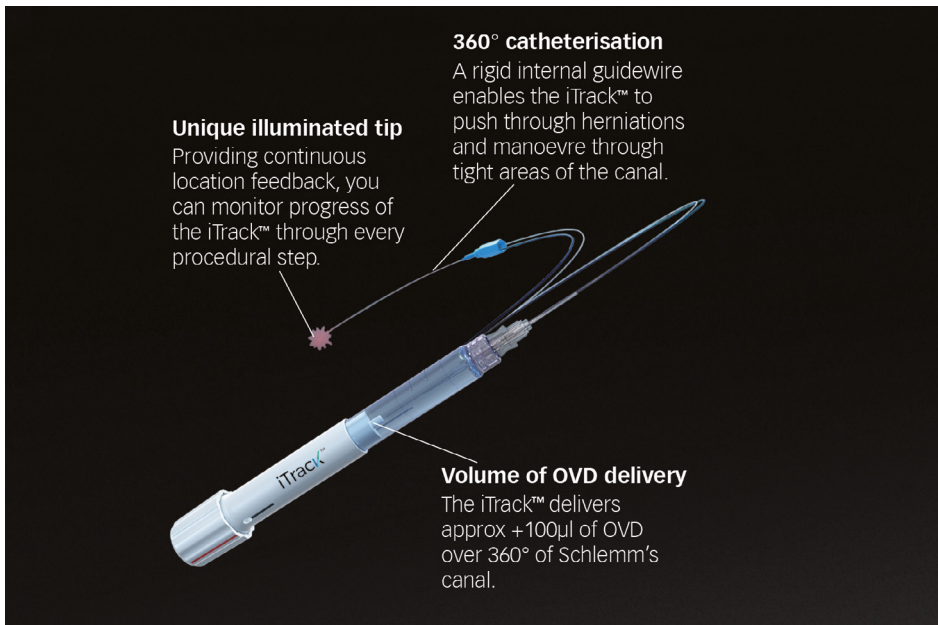
Roman Angst was elected as the new CEO of Haag-Streit Diagnostics on 1st January 2021.

Roman has succeeded Thomas Bernhard as CEO of Haag-Streit Diagnostics with Thomas now appointed as CEO of Haag-Streit Holdings AG.

Roman joins the company with a wealth of design and manufacturing experience. Having started his career with an apprenticeship as a machine designer and mechanical engineering at ABB in Zürich, he then spent 6 years designing and engineering fresh water and waste water ozone treatment plants with the company Ozonia and gained his degree in mechanical engineering HTL/FH and postgraduate diplomas in marketing and economics.

Roman has vast experience working with customers from all over the world and during the final years of his previous role, enjoyed bringing customer's needs and market trends back to his team.

Haag-Streit are delighted to welcome him to the team and look forward to a successful first year working with him.



Unique illuminated tip

Providing continuous location feedback, you can monitor progress of the iTrack™ through every procedural step.

360° catheterisation

A rigid internal guidewire enables the iTrack™ to push through herniations and manoeuvre through tight areas of the canal.

Volume of OVD delivery

The iTrack™ delivers approx +100µl of OVD over 360° of Schlemm's canal.

iTrack™ – boasting more features than any other canaloplasty microcatheter available today

The next step in canal-based glaucoma surgery, the iTrack™ can restore the eye's natural pathway to reduce the medication burden, safely and efficaciously.

An atraumatic, tissue-sparing MIGS procedure, iTrack™ achieves excellent clinical outcomes in cases of mild-moderate glaucoma while preserving future treatment options. iTrack™ can also be performed via an ab-externo approach as a bleb-free alternative to trabeculectomy.

The iTrack™ surgical system comprises the iTrack™ microcatheter, the Viscolnjector™ viscoelastic injector and the iLumin™ illumination source – and is a crucial element in the success of both ab-interno and ab-externo canaloplasty procedures.

iTrack™ is a unique surgical system, which boasts more features than any other canaloplasty microcatheter available today.

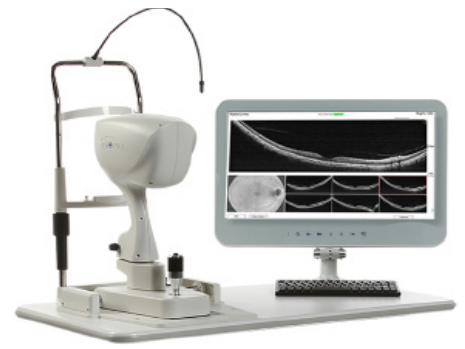
Did you know that the iTrack.....?

- is the only Surgeon-controlled canaloplasty microcatheter
- delivers 10 times more OVD than other canaloplasty microcatheters
- is the only device designed to viscodilate 360° of Schlemm's canal
- has a flexible microcatheter designed to intubate the full 360° of Schlemm's canal

- is the only device to deliver OVD into Schlemm's canal via a patented pressurised mechanism
- delivers OVD at a magnitude of pressure that is 8 times greater than other canaloplasty microcatheters
- allows the Surgeon to adjust the amount of OVD delivered in accordance with the patient's pathology
- delivers approx. +100µl of OVD over 360° of Schlemm's canal, other canaloplasty microcatheters deliver +11µl
- has a unique illuminated tip, so the Surgeon can monitor progress through every procedural step
- has a rigid internal guide wire that enables the iTrack™ to manoeuvre through tight areas of Schlemm's canal.

To find out more about how the iTrack™ surgical system compares to other canaloplasty microcatheters, please visit <http://jweiss.co/iTrackvsOmni>.

John Weiss is the sole UK Distributor of the iTrack™ from Nova Eye Medical. For further information on the iTrack™ canaloplasty microcatheter, please email itrack@johnweiss.com or, alternatively, please visit <https://jweiss.co/itrack>



Haag-Streit UK announces the launch of the iVue80

Haag-Streit UK is pleased to announce the launch of the new Optovue iVue80 OCT in the UK.

The new iVue80 SD-OCT system offers 80,000 A-scans per second. Three times faster than the original iVue model, it offers improved efficiency and enhanced image quality. The system also features new scan options and functions, along with a wider field-of-view.

The iVue80 is the next phase in advanced OCT product design, offering retina, glaucoma and anterior segment scanning, as standard. The system quantifies the thickness of the retina, nerve fibre layer, ganglion cell complex and the cornea. It also tracks change and predicts trends in RNFL and GCC thickness and precisely measures angles to aid in disease diagnosis.

Easy-to-use, the iVue80 is suitable for every clinical practice, featuring a streamlined interface and familiar slit lamp-style design. Real-time en face imaging displays a 12mm x 9mm view of the retina during acquisition, to assist the operator in scanning the desired location.

The optional addition of the iCam12, allows the user to upgrade to the iFusion80, combining the advanced capabilities of iVue80 with the high-quality imaging from iCam12 on a single, integrated, versatile platform. The ability to simultaneously perform high-resolution fundus and external photography, enables the OCT image to be overlaid with the fundus photo. This aids in the diagnosis of the patient, by enhancing any suspected abnormalities.

For more information on the iVue80 please visit www.haagstreituk.com/ivue, or email ivue@haag-streit-uk.com.

Perimetry Focus Month

A Haag-Streit Focus Event



Jonathan Myers, MD



Augusto Paranhos, MD, PhD



Pinakin Davey, OD, PhD



Sherry Bass, OD



Fiona Rowe, PhD



E. Randy Craven, MD



Thomas Bernhard succeeds Mr René Ott as CEO of Haag-Streit Holdings AG

Haag-Streit Diagnostics to host 'Perimetry Focus Month'

Haag-Streit Diagnostics will host a number of virtual education events as part of its 'Perimetry Focus Month'.

Perimetry remains a standard diagnostic method to detect and track progression of glaucoma, assess visual function and evaluate a variety of other diseases, such as neurological vision loss.

The 'Perimetry Focus Month' aims to build confidence with visual field testing for both Clinicians and Visual Field Technicians and will feature a series of virtual educational lectures, throughout March 2021. The events will be delivered via Zoom by visual field testing experts, featuring tips and tricks on how to get the most from your visual field device in a variety of testing situations. Lectures include;

- *'Tips & tricks for successful visual field interpretation'* by Monika Fischer, Senior Marketing Manager in Perimetry, Haag-Streit Diagnostics (**12pm & 5pm, 2nd March**)
- *'What switching to an Octopus meant for our glaucoma service'* by Jonathan Myers, MD, Chief Glaucoma Service, Wills Eye Hospital, USA (**12pm, 4th March**)
- *'Macular evaluation in glaucoma?'* by Augusto Paranhos, MD, PhD, Professor of Ophthalmology, Federal University of Sao Paulo, Brazil (**12pm, 8th March**)
- *'10 common mistakes made when running visual fields'* by Molly Nettell, Clinical Application

Specialist, Haag-Streit USA (**4.30pm, 10th March**)

- *'Early detection of glaucomatous defects'* by Pinakin Davey, OD, PhD, Professor of Optometry, Western University of Health Sciences, College of Optometry, USA (**4pm, 11th March**)
- *'Glaucomatous visual field loss not due to glaucoma'* by Sherry Bass, OD, Distinguished Teaching Professor, SUNY State College of Optometry, USA (**12pm, 16th March**)
- *'How can I get the most out of kinetic perimetry?'* by Fiona Rowe, PhD, Professor of Orthoptics and Health Services Research, University of Liverpool, UK (**12pm, 18th March**)
- *'Goldmann Gems – take another look!'* by Sandra Mohring, Perimetry Specialist, Haag-Streit USA (**4.30pm, 24th March**)
- *'Perimetry options in challenging cases'* by Randy Craven, MD, Associate Professor of Ophthalmology and Chief of the Wilmer Eye Institute- Bethesda, Johns Hopkins Medicine, USA (**12pm, 25th March**).

The clinical and product presentations are aimed at both current and future Octopus perimeter users. Online registration for all of these events is now open. 'Perimetry Focus Month' is the first in a series of 'Focus' events to be delivered by Haag-Streit Diagnostics. For more information, or to book your place, please visit <http://hsuk.co/perimetryfocus>.

Earlier this year, Mr René Ott stepped down as CEO of Haag-Streit Holding AG. During his 21 years' service, Mr Ott ensured that the Haag-Streit Group was dominant in the global market, developing outstanding cutting-edge ophthalmic products and partnering with the best Distributors in 100 countries worldwide.

Mr Thomas Bernhard, who has managed Haag-Streit Diagnostics for the past 7 years, succeeds Mr Ott in the role of CEO. Upon his new appointment, Mr Bernhard commented, "Firstly, I would like to take this opportunity to thank Mr Ott for his tireless commitment to the Group and to wish him good luck and fulfilment as he begins a new life-chapter".

Speaking about the Group and its people, Mr Bernhard continued, "My role as CEO is to consistently pursue our goal of 'One Haag-Streit'. Haag-Streit stands for the highest quality. This applies to our clients, to our partners and also to each other. Despite all the changes - people are and remain central. Especially in recent months, marked as they have been by the coronavirus pandemic, it has become clear that we as a Group are built on a solid foundation".

For further information on Mr Bernhard's appointment, please email info@haag-streit-uk.com.

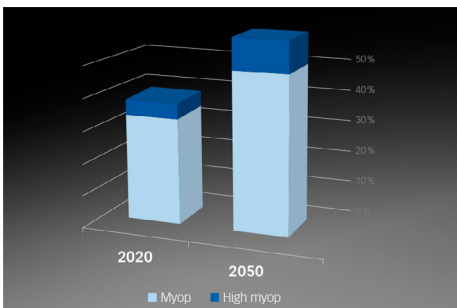


Haag-Streit UK announces the launch of the LENSTAR Myopia in the UK

Haag-Streit UK is pleased to announce the launch of the LENSTAR Myopia in the UK.

The new LENSTAR Myopia is a state-of-the-art myopia management system, comprising the long-established LENSTAR 900 optical biometer, partnered with EyeSuite Myopia software, it is the ideal instrument for the early detection of myopia.

World-wide cases of myopia have increased dramatically in recent years, with research suggesting that by 2050, 50% of the World's population will suffer from the condition. It is increasing and developing exponentially in children, adolescents and young adults, making early diagnosis vital.



Developed in collaboration with leading myopia experts, the LENSTAR Myopia allows optometrists, opticians and ophthalmologists to expand myopia management capabilities, allowing early detection of myopia onset. Graphical visualisations are designed to facilitate consultations and aid the education of both patients and parents

about the prevalence, causes and consequences of myopia in children and to discuss possible treatments to slow progression.

EyeSuite Myopia is a compact, highly-customisable, easy-to-use yet comprehensive myopia management software platform. It is based on the latest findings of myopia research on refractive progression trends, axial length growth of the eye and environmental factors.

Precision measurements, primarily of the axial length, allow for early diagnosis of myopia and its progression in children. The system also integrates other important factors such as keratometry, refraction data and customisable progression reports.

Sam Laidlaw, HS-UK Senior Product Manager, said, "The LENSTAR Myopia is a fantastic addition to the Haag-Streit UK portfolio. Myopia is an increasing concern for all eye care professionals and can lead to serious conditions such as cataracts, glaucoma or retinal detachment. This system offers a solution for the increasing demand for myopia management and will help in the fight against myopia."

For more information on the LENSTAR Myopia, please visit <https://hsuk.co/lenstarmyopia>, or email lenstar@haag-streit-uk.com.



Hill-RBF 3.0 - Reliable data for improved outcomes

Haag-Streit UK is pleased to announce that Hill RBF 3.0 is now available on all LENSTAR devices.

The Hill-RBF method provides sophisticated IOL power selection using artificial intelligence. The method is constantly evolving, with data being collected by leading Cataract Surgeons, Worldwide.

Completely free of calculation bias, the unique reliability checks provide confidence in successful outcomes and the new 3.0 version will show 50% less out-of-bounds warnings.

Hill-RBF 3.0 is based on a larger and more refined dataset than previous versions, providing more reliable and accurate IOL predictions, particularly for extremely short and long eyes.

The system now considers a number of new patient parameters to further refine both spherical and torical IOL power calculation. These include; lens thickness, white-to-white corneal diameter, central corneal thickness and patient gender.

For more information on Hill RBF 3.0, please visit <http://hsuk.co/HILLRBF> or email hillrbf@haag-streit-uk.com



Workplace testing for COVID-19 to commence at Harlow HQ

Following the new government drive to increase workplace testing to detect coronavirus in staff who are not showing symptoms, COVID-19 testing will now be offered at HS-UK and John Weiss' Harlow HQ.

The Government has asked employers to sign up for this workplace testing programme to ensure that targeted, rapid testing is set-up in key organisations. This will help stop the spread of the virus, while still ensuring that businesses can run effectively.

Testing for coronavirus is key to breaking the chain of transmission. Testing at the Harlow HQ will be performed by the Human Resources (HR) Team.

The HR Team will perform lateral flow tests, which take a sample from the back of the throat or nose and test for the presence of antigens, the signature proteins of the virus.

All HR staff have received extensive training on setting up a secure test site, to ensure accuracy of results, as well as protect the health and safety of both

employees and those involved in the testing process. Testing will commence during March 2021 and will utilise the NHS Test and Trace System.

As well as on-site testing, lateral flow test kits will also be sent out to field-based staff, along with comprehensive instructions on how to perform the tests.

Many field-based employees are currently being asked for a confirmed negative test before they can enter a hospital environment, so this will facilitate them in providing this required evidence.

Kennedy Reed, HS-UK & JW HR & Facilities Manager, said, "We are delighted to have been able to secure workplace testing for Haag-Streit UK and John Weiss employees. While we have supported our staff who can work from home, for some staff this is not possible - we still have a number of employees who are office and field-based. Identifying asymptomatic employees helps us protect the welfare and safety of both our team and our valued customers, as well as helping break the chain of transmission."

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