## STAAR Surgical Reports Fourth Quarter and Full Year 2015 Results

March 2, 2016
MONROVIA, Calif., March 2, 2016 /PRNewswire/ -- STAAR Surgical Company (NASDAQ: STAA), a leading developer, manufacturer and marketer of implantable lenses and delivery systems for the eye, today reported financial results for the fourth quarter and full year ended January 1, 2016.

## Fourth Quarter 2015 Overview

- Record Quarterly Net Sales of $\$ 20.9$ Million Up $26 \%$ from the Prior Year Quarter and Up $27 \%$ on a Constant Currency Basis
- Worldwide Implantable Collamer ${ }^{(8)}$ Lens ("ICL") Revenue Up 57\% and Units Up 60\% vs. Prior Year Quarter:
- Europe Middle East Africa (EMEA) ICL Revenue Up 19\% and Units Up 16\%
- Asia Pacific (APAC) ICL Revenue Up 118\% and Units Up 118\%
- North America (NA) ICL Revenue Up 5\% and Units Down 4\%
- Worldwide Intraocular Lens ("IOL") Revenue Down 11\% and Units Down 14\% vs. Prior Year Quarter
- Gross Margin Improved from $56.7 \%$ to $70.3 \%$ of Sales Primarily Attributable to Favorable Mix, Price Increase and Manufacturing Performance Improvement
- On-Going FDA Remediation Effort for the Quarter On-Track and On-Budget
- Fourth Quarter Net Loss of $\$ 0.02$ per Share vs. Prior Year Quarter Net Loss of $\$ 0.07$ per Share.


## Full Year 2015 Overview

- Record Full Year Net Sales of $\$ 77.1$ Million Up 3\% from Prior Year and Up 6\% on a Constant Currency Basis
- Worldwide ICL Revenue Up 17\% and Units Up 18\% vs. Prior Year:
o Europe Middle East Africa (EMEA) ICL Revenue up 11\% and Units Up $21 \%$
- Asia Pacific (APAC) ICL Revenue Up $25 \%$ and Units Up 18\%
- North America (NA) ICL Revenue Up 8\% and Units Up 6\%
- Worldwide IOL Revenue Down 18\% and Units Down 11\% vs. Prior Year
- Gross Margin Improved from $65.1 \%$ to $68.4 \%$ of Sales Primarily Attributable to Favorable Mix and Manufacturing Performance Efficiencies
- On-Going FDA Remediation Effort for the Year On-Track and On-Budget
- Full Year Net Loss of $\$ 0.17$ per Share vs. Prior Year Net Loss of $\$ 0.22$ per Share.
"Our record fourth quarter and full year net sales were due to the continuing growth of our ICL business. The majority of APAC and EMEA ICL markets performed very well closing out the year with good momentum. The
 data is testament to its potential as a primary and premium lens choice for refractive surgeons. Our ICL lenses are intended to provide visual freedom for patients, lessening or eliminating the reliance on glasses or contact lenses. In 2016, we will be focusing aggressively on a number of key strategic priorities to advance the ICL as an Evolution in Visual Freedom ${ }^{\text {TMfor patients globally," said Caren Mason, President and CEO. "We are }}$

 renovation. The investment in these imperatives will remain significant and will outpace revenue and gross margin expansion in the near term. One-time charges, such as the recently announced stock plan acceleration expense, need also to be considered. An aggressive and transformative three year cycle is essential for STAAR to capture its market position as a clinically proven product provider with global quality and regulatory compliance that is at the forefront of refractive procedure offerings," added Ms. Mason.


## Financial Overview

Net sales were $\$ 20.9$ million for the fourth quarter of 2016 , up $26 \%$ compared to $\$ 16.6$ million reported in the prior year. On a constant currency basis, fourth quarter net sales increased $27 \%$ compared to the prior period.
The sales increase was driven by strong ICL unit sales in APAC and EMEA with units growing $118 \%$ and $16 \%$, respectively and a price increase on ICL's in most markets that averaged $6 \%$. These increases were partially offset by lower IOL unit sales and foreign currency changes due to the strengthening U.S. dollar against the euro and the yen.
For the fourth quarter of 2015 , the gross profit margin increased 13.6 points to $70.3 \%$ compared to the prior year period of $56.7 \%$. An increased mix of higher margin ICL units, higher average selling prices exclusive of currency impacts, and lower unit and other costs improved gross margin by approximately 14.5 points which was partially offset by a decrease of approximately one point due to the impact of the weaker euro on average selling prices.

 stock-based compensation, partially offset by lower recruiting and consulting costs. Marketing and selling expense was $\$ 5.9$ million and $\$ 200,000$ higher than the prior year due to the costs of direct selling in Germany, partially offset by optimization of North American selling and promotional costs. Research and development expense, which includes remediation and other FDA expenses, was $\$ 4.0$ million and approximately $\$ 700,000$ higher than the prior year due to increased validation and project-related spending, partially offset by lower remediation expenses. Remediation expense for the year was on budget.
The net loss for the fourth quarter of 2015 was $\$ 0.8$ million or $\$ 0.02$ per share, compared with a net loss of $\$ 2.5$ million or $\$ 0.07$ per share for the prior year period.
 between GAAP and non-GAAP financial information is provided in the financial tables included with this release.
The GAAP net loss for the fiscal year ending January 1,2016 was $\$ 6.5$ million or $\$ 0.17$ per share, compared to a net loss of $\$ 8.4$ million or $\$ 0.22$ per share for the prior year. Adjusted net income for the full year was $\$ 1.7$ million or $\$ 0.04$ per diluted share versus adjusted net income of $\$ 779,000$ or $\$ 0.02$ per diluted share for the prior year.
Cash and cash equivalents at January 1,2016 totaled $\$ 13.4$ million, compared to $\$ 16.1$ million at the end of the third quarter of 2015 and $\$ 13.0$ million at year-end 2014 . The Company used $\$ 2.7$ million in cash during the fourth quarter of 2015 , which includes $\$ 1.8$ million used in operating activities and $\$ 0.8$ million for purchases of property and equipment.

## Conference Call

The Company will host a conference call and webcast on Wednesday, March 2 at 4:30 p.m. Eastern / 1:30 p.m. Pacific to discuss its financial results. To access the conference call (Conference ID 34287402 ), please dial 855-765-5684 for domestic participants and 262-912-6252 for international participants. The live webcast can be accessed from the investor relations section of the STAAR website at www.staar.com.
A taped replay of the conference call will also be available beginning approximately one hour after the call's conclusion for seven days. This replay can be accessed by dialing $855-859-2056$ for domestic callers and 404-537-3406 for international callers. An archived webcast will also be available at www.staar.com.

## Use of Non-GAAP Financial Measures

 outside the U.S. It receives sales revenue and pays expenses principally in U.S. dollars, Swiss francs, Japanese yen and euros. The exchange rates between dollars and non-U.S. currencies can fluctuate greatly and can have a significant effect on the Company's results when reported in U.S. dollars. When preparing its financial statements in conformity with U.S. generally accepted accounting principals ("GAAP"), the Company translates foreign currency sales and expenses denominated in Japanese yen to dollars at the weighted average of exchange rates in effect during the period. As a result, the Company's reported performance may be significantly


 in this press release are similarly useful to investors to give insight on long term trends in the Company's performance without the external effect of changes in relative currency values. The table below shows sales results calculated in accordance with GAAP, the effect of currency, and the resulting non-GAAP measure expressed in constant currency.
"Adjusted Net Income (or Loss)" excludes the following items that are included in "Net Income (or Loss)" as calculated in accordance with GAAP: manufacturing consolidation expenses, gain or loss on foreign currency transactions, stock-based compensation expenses, and FDA panel and remediation expenses.
 margin by improving the mix of high value products while reducing the costs over which management has control.

Management has excluded manufacturing consolidation expenses and FDA panel and remediation expenses because these are non-recurring expenses and their inclusion may mask underlying trends in our business performance.
 driven by fluctuations in the price of our stock and not by the same factors that generally affect our other business expenses.

The Company has provided below a detailed reconciliation table, which is useful to investors in providing the context to understand STAAR Surgical's non-GAAP information and how it differs from GAAP

## About STAAR Surgical


 refractive surgery is called an Implantable Collamer® Lens or "ICL". More than 550,000 Visian ICLs have been implanted to date. To learn more about the ICL go to: www.visianinfo.com. STAAR has approximately 300
 website at www.staar.com.

## Safe Harbor

All statements in this press release that are not statements of historical fact are forward-looking statements, including statements about any of the following: any financial projections; the plans, strategies, and objectives of

 actual results to differ materially from those indicated by such forward-looking statements are set forth in the Company's Annual Report on Form 10-K for the year ended January 2 , 2015, under the caption "Risk Factors," which is on file with the Securities and Exchange Commission and available in the "Investor Information" section of the company's website under the heading "SEC Filings."





 ICL with CentraFLOW are not yet approved for sale in the United States.

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## STAAR Surgical Company <br> Consolidated Balance Sheets <br> (in 000's) <br> Unaudited

| ASSETS |
| :--- |
| Current assets: |
| Cash and cash equivalents |
| Accounts receivable trade, net |
| Inventories, net |
| Prepayments, deposits, and other current assets |
| Deferred income taxes |
| $\quad$ Total current assets |
| Property, plant, and equipment, net |
| Intangible assets, net |
| Goodwill |
| Deferred income taxes |
| Other assets |
| Total assets |

## LIABILITIES AND STOCKHOLDERS' EQUITY

## Current liabilities:

## Line of credit

Accounts payable
Deferred income taxes
Obligations under capital leases
Other current liabilities
Total current liabilities
Obligations under capital leases
Deferred income taxes
Asset retirement obligations
Pension liability
Deferred rent
Total liabilities

Stockholders' equity:
Common stock
Additional paid-in capital
Accumulated other comprehensive loss
Accumulated deficit
Total stockholders' equity
Total liabilities and stockholders' equity

STAAR Surgical Company
Consolidated Statements of Operations
(In 000's except for per share data)
Unaudited

Net sales
Cost of sales
Gross profit
Selling, general and administrative expenses
General and administrative
Marketing and selling
Research and development
Other general and administrative expenses

$$
\begin{array}{cc}
\begin{array}{c}
\text { January 1, } \\
2016
\end{array} & \begin{array}{c}
\text { January 2, } \\
2015
\end{array} \\
\hline
\end{array}
$$

| \$ | 13,402 | \$ | 13,013 |
| :---: | :---: | :---: | :---: |
|  | 15,675 |  | 11,054 |
|  | 15,921 |  | 15,717 |
|  | 3,636 |  | 4,517 |
|  | 439 |  | 596 |
|  | 49,073 |  | 44,897 |
|  | 10,095 |  | 10,066 |
|  | 666 |  | 870 |
|  | 1,786 |  | 1,786 |
|  | 717 |  | 695 |
|  | 617 |  | 597 |
| \$ | 62,954 | \$ | 58,911 |


| \$ 4,159 | \$ 4,150 |
| :---: | :---: |
| 6,691 | 6,620 |
| 370 | 301 |
| 362 | 399 |
| 6,305 | 4,901 |
| 17,887 | 16,371 |
| 204 | 468 |
| 1,888 | 1,704 |
| 156 | 115 |
| 3,886 | 3,079 |
| 87 | 75 |
| 24,108 | 21,812 |


| 399 |  | 384 |
| ---: | ---: | ---: |
| 187,007 |  | 178,232 |
| $(1,580)$ |  | $(1,070)$ |
| $(146,980)$ |  | $(140,447)$ |
| 38,846 | 37,099 |  |
|  |  | $\$ 58,911$ |


|  | Three Months Ended |  |  |  |  |  |  | Year Ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \% of <br> Sales | $\begin{gathered} \text { January 1, } \\ 2016 \\ \hline \end{gathered}$ | \% of <br> Sales | January 2,$2015$ |  | Fav (Unfav) |  | \% of <br> Sales | January 1,2016 |  | \% of <br> Sales | January 2, 2015 |  | Fav (Unfav) |  |
|  |  |  |  |  |  | Amount | \% |  |  |  | Amount |  |  | \% |
| Net sales | 100.0\% | \$ 20,858 | 100.0\% | \$ | 16,573 | \$ 4,285 | 25.9\% | 100.0\% | \$ | 77,123 |  | 100.0\% | \$ | 74,987 | \$ 2,136 | 2.8\% |
| Cost of sales | 29.7\% | 6,194 | 43.3\% |  | 7,170 | 976 | 13.6\% | 31.6\% |  | 24,400 | 34.9\% |  | 26,164 | 1,764 | 6.7\% |
| Gross profit | 70.3\% | 14,664 | 56.7\% |  | 9,403 | 5,261 | 56.0\% | 68.4\% |  | 52,723 | 65.1\% |  | 48,823 | 3,900 | 8.0\% |
| Selling, general and administrative expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| General and administrative | 23.3\% | 4,856 | 25.4\% |  | 4,211 | (645) | -15.3\% | 25.4\% |  | 19,604 | 24.3\% |  | 18,287 | $(1,317)$ | -7.2\% |
| Marketing and selling | 28.3\% | 5,911 | 34.3\% |  | 5,689 | (222) | -3.9\% | 30.7\% |  | 23,695 | 34.5\% |  | 25,879 | 2,184 | 8.4\% |
| Research and development | 19.0\% | 3,961 | 19.6\% |  | 3,245 | (716) | -22.1\% | 19.1\% |  | 14,761 | 16.5\% |  | 12,363 | $(2,398)$ | -19.4\% |
| Other general and administrative expenses | 0.0\% | - | 0.0\% |  | - | - |  | 0.0\% |  | - | 0.4\% |  | 321 | 321 | 100.0\% |




STAAR Surgical Company
Global Sales
(in 000's)
Unaudited

| Geographic Sales | Three Months Ended |  |  |  |  |  |  | Year Ended |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \hline \text { January 1, } \\ 2016 \\ \hline \end{gathered}$ |  | 14.7\% | $\begin{gathered} \hline \text { January 2, } \\ 2015 \\ \hline \end{gathered}$ |  | \% Change <br> Fav (Unfav) |  | $\begin{gathered} \hline \text { January 1, } \\ 2016 \\ \hline \end{gathered}$ |  | 14.8\% | $\begin{gathered} \hline \text { January 2, } \\ 2015 \end{gathered}$ |  | \% Change <br> Fav (Unfav) |
| United States | 11.7\% | \$ | 2,441 |  | \$ | 2,441 | 0.0\% | 14.1\% | \$ | 10,904 |  | \$ | 11,117 | -1.9\% |
| Japan | 21.4\% |  | 4,466 | 28.7\% |  | 4,757 | -6.1\% | 22.0\% |  | 16,982 | 25.5\% |  | 19,107 | -11.1\% |
| China | 18.1\% |  | 3,778 | 10.2\% |  | 1,696 | 122.7\% | 16.3\% |  | 12,571 | 12.5\% |  | 9,370 | 34.2\% |
| Korea | 13.2\% |  | 2,758 | 5.4\% |  | 891 | 209.5\% | 10.5\% |  | 8,061 | 8.8\% |  | 6,563 | 22.8\% |
| Spain | 7.3\% |  | 1,515 | 7.8\% |  | 1,292 | 17.3\% | 7.3\% |  | 5,617 | 7.4\% |  | 5,562 | 1.0\% |
| Other | 28.3\% |  | 5,900 | 33.2\% |  | 5,496 | 7.3\% | 29.8\% |  | 22,988 | 31.0\% |  | 23,268 | -1.2\% |
| Total International Sales | 88.3\% |  | 18,417 | 85.3\% |  | 14,132 | 30.3\% | 85.9\% |  | 66,219 | 85.2\% |  | 63,870 | 3.7\% |
| Total Sales | 100.0\% | \$ | 20,858 | 100.0\% | \$ | 16,573 | 25.9\% | 100.0\% | \$ | 77,123 | 100.0\% | \$ | 74,987 | 2.8\% |
| Product Sales |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Core products |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ICLs | 67.8\% | \$ | 14,148 | 54.3\% | \$ | 8,994 | 57.3\% | 66.8\% | \$ | 51,543 | 58.7\% | \$ | 44,047 | 17.0\% |
| IOLs | 23.5\% |  | 4,905 | 33.4\% |  | 5,532 | -11.3\% | 25.7\% |  | 19,857 | 32.5\% |  | 24,336 | -18.3\% |
| Total core products | 91.3\% |  | 19,053 | 87.7\% |  | 14,526 | 31.2\% | 92.6\% |  | 71,400 | 91.2\% |  | 68,383 | 4.4\% |
| Non-core products |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Other | 8.7\% |  | 1,805 | 12.4\% |  | 2,047 | -12.0\% | 7.4\% |  | 5,723 | 8.8\% |  | 6,604 | -13.4\% |
| Total Sales | 100.0\% | \$ | 20,858 | 100.0\% |  | 16,573 | 25.9\% | 100.0\% | \$ | 77,123 | 100.0\% | \$ | 74,987 | 2.8\% |

[^0]|  | 2016 |  | 2015 |  | 2016 |  | 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net loss - (as reported) | \$ | (844) | \$ | $(2,538)$ | \$ | $(6,533)$ | \$ | $(8,392)$ |
| Less: |  |  |  |  |  |  |  |  |
| Foreign currency impact |  | 257 |  | 200 |  | 949 |  | 896 |
| Stock-based compensation expense |  | 557 |  | (73) |  | 3,304 |  | 4,663 |
| Manufacturing consolidation expenses |  | - |  | - |  |  |  | 321 |
| FDA panel/remediation expense |  | 567 |  | 1,187 |  | 3,933 |  | 3,291 |
| Net income (loss) - (adjusted) | \$ | 537 | \$ | $(1,224)$ | \$ | 1,653 | \$ | 779 |
| Net income (loss) per share, basic - (as reported) | \$ | (0.02) | \$ | (0.07) | \$ | (0.17) | \$ | (0.22) |
| Foreign currency impact |  | 0.01 |  | 0.01 |  | 0.02 |  | 0.02 |
| Stock-based compensation expense |  | 0.01 |  | (0.00) |  | 0.08 |  | 0.12 |
| Manufacturing consolidation expenses |  | - |  | - |  | - |  | 0.01 |
| FDA panel/remediation expense |  | 0.01 |  | 0.03 |  | 0.10 |  | 0.09 |
| Net income (loss) per share, basic - (adjusted) | \$ | 0.01 | \$ | $\stackrel{\text { (0.03) }}{ }$ | \$ | 0.04 | \$ | 0.02 |
| Net income (loss) per share, diluted - (as reported) | \$ | (0.02) | \$ | (0.07) | \$ | (0.16) | \$ | (0.21) |
| Foreign currency impact |  | 0.01 |  | 0.01 |  | 0.02 |  | 0.02 |
| Stock-based compensation expense |  | 0.01 |  | (0.00) |  | 0.08 |  | 0.12 |
| Manufacturing consolidation expenses |  | - |  | - |  | - |  | 0.01 |
| FDA panel/remediation expense |  | 0.01 |  | 0.03 |  | 0.10 |  | 0.08 |
| Net income (loss) per share, diluted - (adjusted) | \$ | 0.01 | \$ | (0.03) | \$ | 0.04 | \$ | 0.02 |
| Weighted average shares outstanding - Basic |  | 39,763 |  | 38,413 |  | 39,260 |  | 38,091 |
| Weighted average shares outstanding - Diluted |  | 40,559 |  | 38,413 |  | 40,451 |  | 40,220 |
| Note: Net income (loss) per share (adjusted), basic and diluted, may not add due to rounding |  |  |  |  |  |  |  |  |

STAAR Surgical Company
Reconciliation of Non-GAAP Financial Measure
Constant Currency Sales
(in 000 's)
Unaudited

| Unaudited Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | GAAP Sales January 1, 2016 |  | Effect of Currency |  | Constant Currency |  | $\begin{gathered} \text { January 2, } \\ 2015 \end{gathered}$ |  | As Reported |  |  | Constant Currency |  |  |
|  |  |  | \$ Change | \% Change |  |  | \$ Change | \% Change |
| ICL | \$ | 14,148 |  |  | \$ | 16 |  |  | \$ | 14,164 | \$ | 8,994 | \$ | 5,154 | 57.3\% | \$ | 5,170 | 57.5\% |
| IOL |  | 4,905 |  | 74 |  | 4,979 |  | 5,532 |  | (627) | -11.3\% |  | (553) | -10.0\% |
| Other |  | 1,805 |  | 64 |  | 1,869 |  | 2,047 |  | (242) | -11.9\% |  | (178) | -8.7\% |
| Total Sales | \$ | 20,858 | \$ | 154 | \$ | 21,012 | \$ | 16,573 | \$ | 4,285 | 25.9\% | \$ | 4,439 | 26.8\% |


|  | Year Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { GAAP Sales } \\ \text { January } 1 \text {, } \\ 2016 \\ \hline \end{gathered}$ |  | Effect of Currency |  | Constant Currency |  | $\begin{gathered} \text { January 2, } \\ 2015 \\ \hline \end{gathered}$ |  | As Reported |  |  | Constant Currency |  |  |
|  |  |  | \$ Change | \% Change |  |  | \$ Change | \% Change |
| ICL | \$ | 51,543 |  |  | \$ | 235 |  |  | \$ | 51,778 | \$ | 44,047 | \$ | 7,497 | 17.1\% | \$ | 7,732 | 17.6\% |
| IOL |  | 19,857 |  | 1,590 |  | 21,447 |  | 24,336 |  | $(4,479)$ | -18.4\% |  | $(2,889)$ | -11.9\% |
| Other |  | 5,723 |  | 604 |  | 6,327 |  | 6,604 |  | (882) | -13.4\% |  | (278) | -4.2\% |
| Total Sales | \$ | 77,123 | \$ | 2,429 | \$ | 79,552 | \$ | 74,987 | \$ | 2,136 | 2.8\% | \$ | 4,565 | 6.1\% |

To view the original version on PR Newswire, visit:http://www.prnewswire.com/news-releases/staar-surgical-reports-fourth-quarter-and-full-year-2015-results-300229808.html SOURCE STAAR Surgical Company


[^0]:    STAAR Surgical Company
    Reconciliation of Non-GAAP Financial Measure
    (in 000's)
    Unaudited

