

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549**

**FORM 8-K**

**CURRENT REPORT**

**Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934**

**Date of Report (Date of earliest event reported): January 05, 2023**

**Sight Sciences, Inc.**

(Exact name of Registrant as Specified in Its Charter)

**Delaware**  
(State or Other Jurisdiction  
of Incorporation)

**001-40587**  
(Commission File Number)

**80-0625749**  
(IRS Employer  
Identification No.)

**4040 Campbell Avenue  
Suite 100  
Menlo Park, California**  
(Address of Principal Executive Offices)

**94025**  
(Zip Code)

**Registrant's Telephone Number, Including Area Code: 877 266-1144**

**N/A**  
(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

**Securities registered pursuant to Section 12(b) of the Act:**

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, \$0.001 par value per share	SGHT	NASDAQ Global Select Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

## **Item 2.02 Results of Operations and Financial Condition**

On January 9, 2023, Sight Sciences, Inc. (the "Company") announced its preliminary unaudited financial results for the fourth quarter and year ended December 31, 2022. A copy of the press release issued in connection with the announcement is furnished as Exhibit 99.1 to this Current Report on Form 8-K (this "Current Report").

## **Item 5.02 Departure of Directors or Certain Officers; Election of Directors; Appointment of Certain Officers; Compensatory Arrangements of Certain Officers**

### *Transition of Chief Financial Officer and Treasurer*

Effective January 9, 2023, Jesse Selnick, the Company's Chief Financial Officer and Treasurer, stepped down from his positions with the Company effective immediately. The Company and Mr. Selnick entered into an agreement pursuant to which Mr. Selnick will provide certain transition consulting services to the Company through the earlier of April 30, 2023 or 15 days after the appointment of Mr. Selnick's successor. Mr. Selnick's resignation is not the result of a disagreement with the Company or its independent registered public accountants on any matter relating to the Company's operations, policies or practices.

### *Appointment of Interim Chief Financial Officer and Treasurer*

Effective January 9, 2023, Jim Rodberg, the Company's Vice President of Finance and Corporate Controller, was appointed by the Board of Directors of the Company (the "Board") to serve as interim Chief Financial Officer and Treasurer until the appointment of Mr. Selnick's successor. Mr. Rodberg will also serve as the Principal Financial Officer and Principal Accounting Officer of the Company. The Company has commenced a search for Mr. Selnick's permanent successor with the assistance of an independent executive search firm.

Mr. Rodberg, age 40, has served as the Company's Vice President of Finance and Corporate Controller since May 2021. Prior to joining the Company, Mr. Rodberg served as the Vice President of Finance from 2020 to 2021, and the Vice President of Internal Audit from 2018 to 2020, at nVent Electric PLC. From 2017 to 2018, Mr. Rodberg served as Director of Finance at Abbott Laboratories ("Abbott"). In 2017, Abbott acquired St. Jude Medical, Inc., where Mr. Rodberg served in progressive leadership positions in finance and accounting since 2009. From 2005 to 2009, Mr. Rodberg worked in the audit and assurance division of Deloitte Touche Tohmatsu Limited. Mr. Rodberg holds a B.S. in Accounting from the University of Minnesota.

Mr. Rodberg has no family relationships with any director or executive officer of the Company. There are no arrangements or understandings between Mr. Rodberg and any other person pursuant to which Mr. Rodberg was appointed as an executive officer. Additionally, there are no transactions involving Mr. Rodberg that would require disclosure under Item 404(a) of Regulation S-K.

### *Transition of Director*

Effective January 5, 2023, Mack Hicks stepped down as a Class II director and as a member of the Audit Committee of the Board (the "Audit Committee"). Mr. Hicks' resignation is not the result of a disagreement with the Company on any matter relating to the Company's operations, policies or practices.

In connection with Mr. Hicks' resignation, the Board reduced the number of directors constituting the full Board from nine to eight consistent with the Company's Amended and Restated Bylaws.

### *Appointment of Audit Committee Member*

Effective January 8, 2023, Tamara R. Fountain, M.D., a current Class III director, was appointed to serve as a member of the Audit Committee.

## **Item 7.01 Regulation FD Disclosure.**

On January 9, 2023, the Company issued a press release announcing the transition of Mr. Selnick and Mr. Hicks and the appointment of Mr. Rodberg, as well as preliminary unaudited financial results for the fourth quarter and year ended December 31, 2022. A copy of the press release is furnished as Exhibit 99.1 to this Current Report and is incorporated into Items 2.02 and 7.01 by reference.

On January 9, 2023, the Company posted an investor presentation to its website at <https://investors.sightsciences.com/>. The Company expects to use the investor presentation, in whole or in part, in connection with presentations to investors, analysts and other interested parties. A copy of the investor presentation is furnished as Exhibit 99.2 to this Current Report.

The information in Items 2.02 and 7.01 of this Current Report, including Exhibits 99.1 and 99.2 attached hereto, is being furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section. Such information shall not be deemed incorporated by reference into any filing of the

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Company under the Securities Act of 1933, as amended, or the Exchange Act, whether made before or after the date hereof, regardless of any general incorporation language in such filing, except as otherwise expressly set forth by specific reference in such filing.

## Item 9.01 Financial Statements and Exhibits

(d) Exhibits

<b>Exhibit No.</b>	<b>Description of Exhibit</b>
99.1	<a href="#">Press Release dated January 9, 2023.</a>
99.2	<a href="#">Sight Sciences Investor Presentation dated January 9, 2023.</a>
104	Cover Page Interactive Data File (embedded within the Inline XBRL document).

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Sight Sciences, Inc.

Date: January 9, 2023

By: /s/ Paul Badawi  
President and Chief Executive Officer

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## Sight Sciences Announces Preliminary Unaudited Fourth Quarter and Full Year 2022 Financial Results

*Company Also Announces CFO Transition*

**MENLO PARK, Calif.— January 9, 2023**— Sight Sciences, Inc. (Nasdaq: SGHT) (“Sight Sciences” or the “Company”), an eyecare technology company focused on creating innovative solutions intended to transform care and improve patients’ lives, today announces several Company updates.

### **Preliminary Revenue Results**

The Company is announcing preliminary unaudited financial results for the fourth quarter and year ended December 31, 2022.

Fourth quarter 2022 total revenue is expected to be in the range of \$20.4 million to \$20.6 million, an increase of 40% compared to the prior year period and a sequential increase of 10% compared to the third quarter of 2022 at the estimated midpoint.

- Surgical Glaucoma revenues are expected to be in the range of \$18.7 million to \$18.8 million, an increase of 35% compared to the prior year period and a sequential increase of 10% compared to the third quarter at the estimated midpoint.
- Dry Eye revenues are expected to be in the range of \$1.7 million to \$1.8 million, an increase of 130% compared to the prior year period and a sequential increase of 9% compared to the third quarter at the estimated midpoint.

Full year 2022 total revenue is expected to be in the range of \$71.2 million to \$71.4 million, an increase of 46% compared to the prior year at the estimated midpoint.

- Surgical Glaucoma revenues are expected to be in the range of \$65.5 million to \$65.6 million, an increase of 41% compared to the prior year at the estimated midpoint.
- Dry Eye revenues are expected to be in the range of \$5.7 million to \$5.8 million, an increase of 134% compared to the prior year at the estimated midpoint.

“We are pleased with the strong performance across our entire business in 2022,” said Paul Badawi, Founder and Chief Executive Officer of Sight Sciences. “Our progress this year reinforced that our OMNI® Surgical System, TearCare® System and now our SION™ Surgical Instrument are each category-leading and differentiated solutions with the potential to not only continue taking significant market share but also, and perhaps more importantly, expand very large markets in glaucoma and dry eye. Looking ahead to 2023, we believe that we are well positioned to drive sustained growth through increasing adoption and utilization of our Surgical Glaucoma and Dry Eye products.”

The Company’s fourth quarter and full year 2022 financial results are preliminary and subject to the completion of the Company’s 2022 audit. The Company expects to announce complete fourth quarter and full year 2022 financial results in March 2023.

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**CFO Transition**

Jesse Selnick, the Company's Chief Financial Officer and Treasurer, has stepped down to pursue another opportunity. The Company has initiated a search for a permanent successor with the assistance of an independent executive search firm. Jim Rodberg, Sight Sciences' Vice President of Finance and Corporate Controller, will serve as interim Chief Financial Officer. To facilitate an orderly transition, Mr. Selnick will provide CFO transition consulting services.

"From the outset when he helped facilitate and invested in Sight Sciences' Series A financing in 2011, Jesse has shared my strong conviction in our mission and value proposition. This became even more evident when he joined as CFO in 2018," said Paul Badawi, Founder and Chief Executive Officer of Sight Sciences. "His leadership has been instrumental in accomplishing the Company's many transformative milestones over the past five years. We thank Jesse very much for his partnership and we wish him the best in his future endeavors. I also look forward to working more closely with Jim who, given his tenure at Sight Sciences and broad expertise across a variety of finance roles, is a natural fit to serve as CFO on an interim basis."

"On behalf of the Board, I want to thank Jesse for his contributions helping Sight Sciences reach a position of tremendous operational and financial strength. The foundation that Jesse played an integral part in building will continue to support the Company's innovation and growth over the years to come. And we are pleased to have Jim step in as the interim CFO leading the team he helped build and continues to manage," added Staffan Encrantz, Chairman of the Sight Sciences Board of Directors.

Jim Rodberg has served as Sight Sciences' Vice President of Finance and Corporate Controller since joining the Company in early 2021. Mr. Rodberg has 17 years of public accounting and company finance leadership experience at Deloitte, St. Jude Medical, Abbott Laboratories and nVent.

**Board of Directors Update**

Mack Hicks, a Series A investor in Sight Sciences and a Board member since 2011, has stepped down from the Sight Sciences Board of Directors. "I would like to thank Mack for his early identification of our market opportunity, belief in our vision, mission, and founding team, and his steadfast advice and support in the execution of our mission over each of the past 11 years on our board," said Paul Badawi.

**Financial Disclosure Advisory**

The Company reports its financial results in accordance with U.S. generally accepted accounting principles ("GAAP"). The select preliminary, unaudited results described in this press release are estimates only and are subject to revision until the Company reports its full financial and business results for the quarter and year ended December 31, 2022. These estimates are not a comprehensive statement of the Company's financial results for the fourth quarter and fiscal year ended December 31, 2022 and actual results may differ materially from these estimates as a result of the completion of year-end accounting procedures and adjustments, including the execution of the Company's internal control over financial reporting, the completion of the preparation and audit of the Company's financial statements and the subsequent occurrence or identification of events prior to the formal issuance of the audited financial statements for the year ended December 31, 2022.

**About Sight Sciences**

Sight Sciences is an eyecare technology company focused on developing and commercializing innovative solutions intended to transform care and improve patients' lives. Using minimally invasive or non-invasive approaches to target the underlying causes of the world's most prevalent eye diseases, Sight Sciences

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seeks to create more effective treatment paradigms that enhance patient care and supplant conventional outdated approaches. The Company's OMNI<sup>®</sup> Surgical System is a minimally invasive glaucoma surgery (MIGS) device indicated to reduce intraocular pressure in adult patients with primary open-angle glaucoma (POAG), the world's leading cause of irreversible blindness. The SION<sup>™</sup> Surgical Instrument is a bladeless, manually operated device used in ophthalmic surgical procedures to excise trabecular meshwork. The Company's TearCare<sup>®</sup> System is 510(k) cleared in the United States for the application of localized heat therapy in adult patients with evaporative dry eye disease due to meibomian gland dysfunction (MGD), enabling office-based clearance of gland obstructions by physicians to address the leading cause of dry eye disease.

For more information, visit [www.sightsciences.com](http://www.sightsciences.com).

OMNI<sup>®</sup> and TearCare<sup>®</sup> are registered trademarks of Sight Sciences.

SION<sup>™</sup> is a trademark of Sight Sciences.

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#### **Forward-Looking Statements**

This press release, together with other statements and information publicly disseminated by the Company, contains certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which statements are subject to considerable risks and uncertainties. The Company intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Forward-looking statements include all statements other than statements of historical fact, including statements regarding the Company's leadership transition, the Company's ability to execute its strategic vision and drive long-term growth, the strength of the Company's business and products, and the Company's projected financial results, and should be evaluated as such. These statements often include words such as "anticipate," "expect," "suggests," "plan," "believe," "intend," "estimates," "targets," "projects," "should," "could," "would," "may," "will," "forecast" and other similar expressions. Management bases these forward-looking statements on its current expectations, plans and assumptions affecting the Company's business and industry, and such statements are based on information available as of the time such statements are made. Although management believes these forward-looking statements are based upon reasonable assumptions, it cannot guarantee their accuracy or completeness. Forward-looking statements are subject to and involve risks, uncertainties and assumptions that may cause the Company's actual results, performance or achievements to be materially different from any future results, performance, or achievements predicted, assumed or implied by such forward-looking statements. Some of the risks and uncertainties that may cause actual results to materially differ from those expressed or implied by these forward-looking statements are discussed under the caption "Risk Factors" in the Company's filings with the U.S. Securities and Exchange Commission, as may be updated from time to time in subsequent filings. These cautionary statements should not be construed by you to be exhaustive and are made only as of the date of this press release. We undertake no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable law.

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**Investor contact:**

Philip Taylor

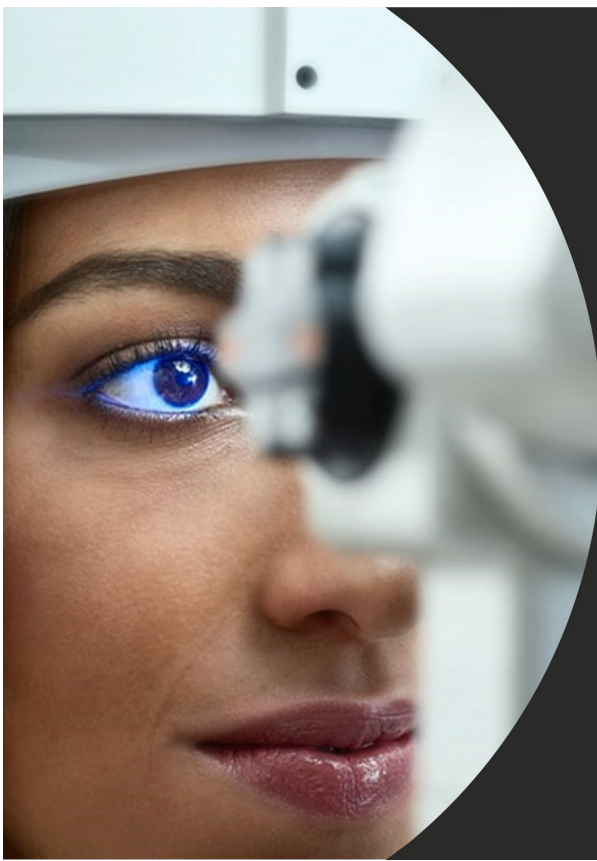
Gilmartin Group

415.937.5406

[Investor.Relations@Sightsciences.com](mailto:Investor.Relations@Sightsciences.com)

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# Delivering the **Power of Sight**

Investor Presentation

January 2023

# Forward-Looking Statements

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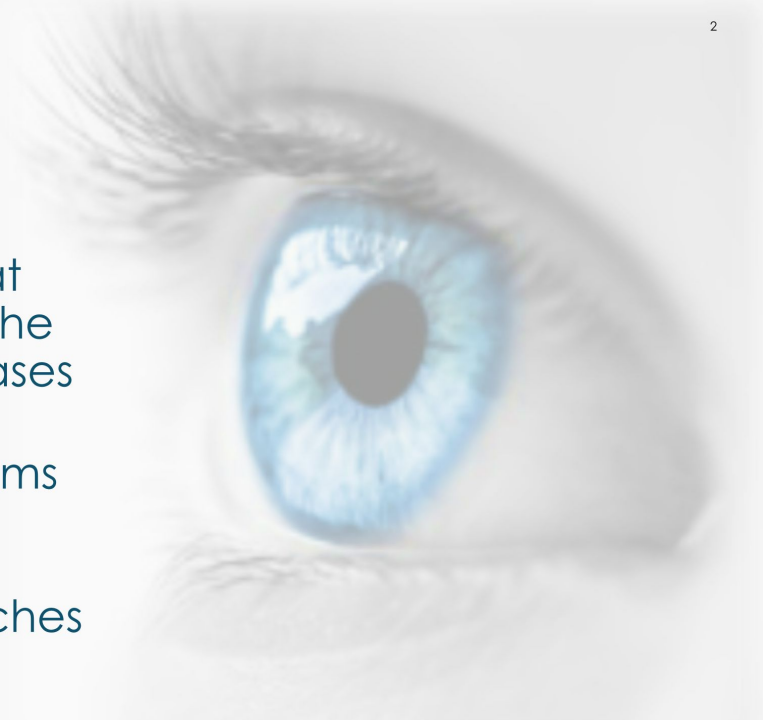
Certain information contained in this presentation relates to, or is based on, studies, publications, surveys and other data obtained from third-party sources and the Company's own internal estimates and research. While the Company believes these third-party sources to be reliable, it has not independently verified, and makes no representation as to the adequacy, fairness, accuracy or completeness of, any information obtained from third-party sources. In addition, all of the market data included in this presentation involves a number of assumptions and limitations, and there can be no guarantee as to the accuracy or reliability of such assumptions. Finally, while the Company believes its own estimates and research are reliable, such estimates and research have not been verified by any independent source.

We have proprietary rights to trademarks, trade names and service marks appearing in this presentation that are important to our business. Solely for convenience, the trademarks, trade names and service marks may appear in this presentation without the ® and ™ symbols, but any such references are not intended to indicate, in any way, that we forgo or will not assert, to the fullest extent under applicable law, our rights or the rights of the applicable licensors to these trademarks, trade names and service marks. All trademarks, trade names and service marks appearing in this presentation are the property of their respective owners. We do not intend our use or display of other parties' trademarks, trade names or service marks to imply, and such use or display should not be construed to imply, a relationship with, or endorsement or sponsorship of us by, these other parties. Without limitation, SIGHT SCIENCES™, OMNI®, SION™ and TEARCARE® are trademarks of Sight Sciences, Inc. in the United States and other countries.

## Our Mission

Transform Ophthalmology and Optometry through products that **target the underlying causes** of the world's most prevalent eye diseases

Establish new treatment paradigms and create an **interventional mindset in Eyecare** to replace conventional outdated approaches



*Goal: Products that Restore Natural Functionality of Diseased Eyes to Deliver Consistent, Effective and Safe Outcomes for Patients*

## Surgical Glaucoma

## Dry Eye

### CURRENT PRODUCT PORTFOLIO



**3.4M**

Diagnosed  
U.S. patients

**\$6Bn**

U.S. TAM

**>130k**

Cases  
Performed<sup>1</sup>

- Glaucoma is #1 cause of irreversible blindness
- Microinvasive Glaucoma Surgery (MIGS) is the leading innovation in primary open-angle glaucoma (POAG) treatment
- Underdeveloped Standalone MIGS segment represents \$5 billion U.S. market opportunity
- OMNI® indicated to treat all severities of POAG in adults with or without concomitant cataract surgery
- Introduced innovative SION™ Surgical Instrument for bladeless goniotomy 3Q2022

**14M**

Evaporative  
DED diagnosed  
U.S. patients

**\$10Bn**

U.S. TAM

**>20k**

Cases  
Performed<sup>1</sup>

- Increasing dry eye disease (DED) prevalence linked to many prominent demographic, medical and sociological trends
- Meibomian gland disease (MGD) is associated with 86% of DED cases but severely undertreated in current DED practice
- Massive need for patient access to effective MGD treatments
- TearCare® indicated for patients with evaporative DED due to MGD

***Additional products in development to build comprehensive portfolio of POAG and DED treatment options***

1. As of September 30, 2022.

# Strategic Value-Creation Initiatives



## Expand Presence in Established Combination Cataract MIGS Segment in POAG

- Continue gaining adoption among existing base of >5,600 MIGS-trained surgeons
- Continue penetrating Combination Cataract segment by leveraging superior efficacy of OMNI®
- Establish SION as best-in-class goniotomy device among targeted customer subsets
- More established market with compelling growth : \$1BN U.S. TAM, ~1/3 penetrated

## Develop and Grow Underserved Standalone MIGS Segment in POAG

- Significant untapped opportunity in 5x larger Standalone MIGS segment
- Enable surgeons to intervene earlier in disease progression with minimally invasive procedure, treating patients not requiring cataract surgery
- Expand use by existing OMNI-trained surgeons from Combination Cataract cases to Standalone cases
- Educate POAG community regarding earlier potential Standalone interventions, help connect with OMNI-trained surgeons



## Develop Market Access for TearCare® Procedures

- Long term strategy with multiple complementary elements
- SAHARA RCT versus Restasis® – designed with input from eight payor medical directors to demonstrate effectiveness and durability
- Increase real-world usage and claims submissions
- December 2021 FDA clearance expanded indication for use
- Convert existing Category III CPT code (0563T) to permanent Category I code

*Bedrock of Clinical Excellence: numerous completed, ongoing and planned trials in POAG and DED*



## SURGICAL GLAUCOMA

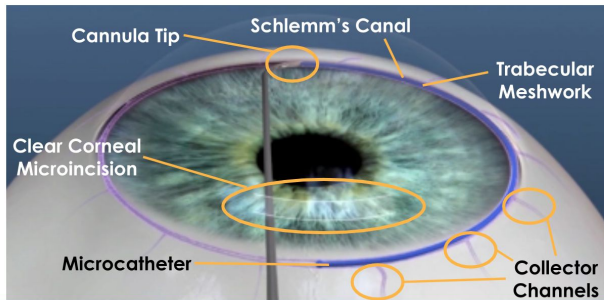
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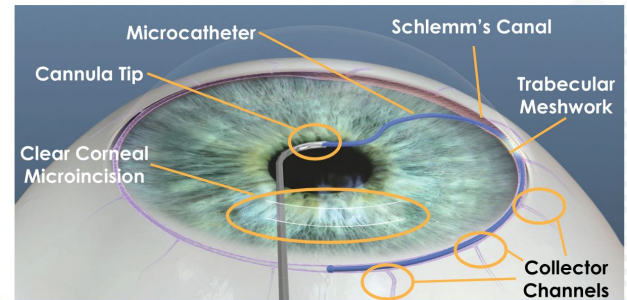
# OMNI: Leading Indication for Use for Both Combination Cataract and Standalone MIGS

*“for canaloplasty (microcatheterization and transluminal viscodilation of Schlemm’s canal) followed by trabeculotomy (cutting of trabecular meshwork) to reduce intraocular pressure (IOP) in adult patients with primary open-angle glaucoma”*

- Conventional *ab externo* canaloplasty and trabeculotomy procedures are effective, but invasive (deep scleral incisions) and can be associated with significant complications + longer recovery times
- OMNI enables two sequential, *ab interno* MIGS procedures up to 360° each in adults with POAG – intuitive, minimally invasive, performed through a single clear corneal microincision



Canaloplasty using OMNI




Trabeculotomy using OMNI


# OMNI<sup>®</sup>: Comprehensive Mechanisms of Action

We believe OMNI is singularly well-suited among MIGS devices to comprehensively address **all 3 primary points** of resistance in the conventional outflow pathway

**Canaloplasty** using OMNI expands and dilates **Schlemm's canal and collector channels**

**Trabeculotomy** using OMNI unroofs the **trabecular meshwork**

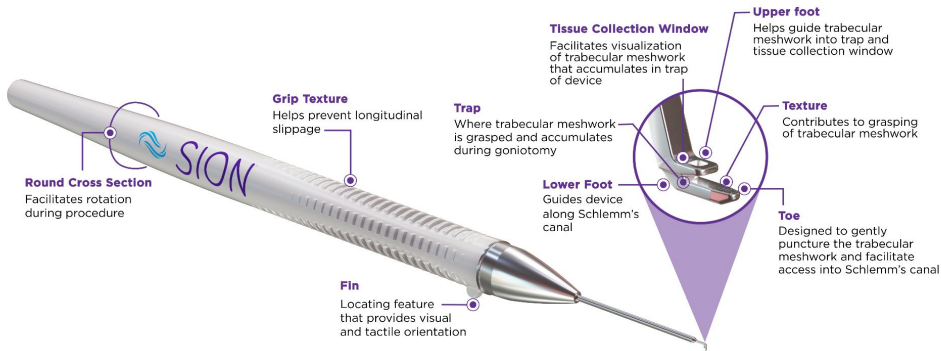


	① TRABECULAR MESHWORK	② SCHLEMM'S CANAL	③ COLLECTOR CHANNELS
Trabecular Bypass Stents	✓		
Canaloplasty Only		✓	✓
Trabeculotomy Only	✓		
 OMNI SURGICAL SYSTEM	✓	✓	✓

We believe (i) there is NO diagnostic to determine where the resistance is in the conventional outflow pathway and (ii) OMNI<sup>®</sup> is singularly well-suited to address all 3 primary points of resistance



# Bladeless Goniotomy



**SION**<sup>™</sup>  
Surgical Instrument

**Innovative** design **bladelessly** excises diseased trabecular meshwork across **several clock-hours**

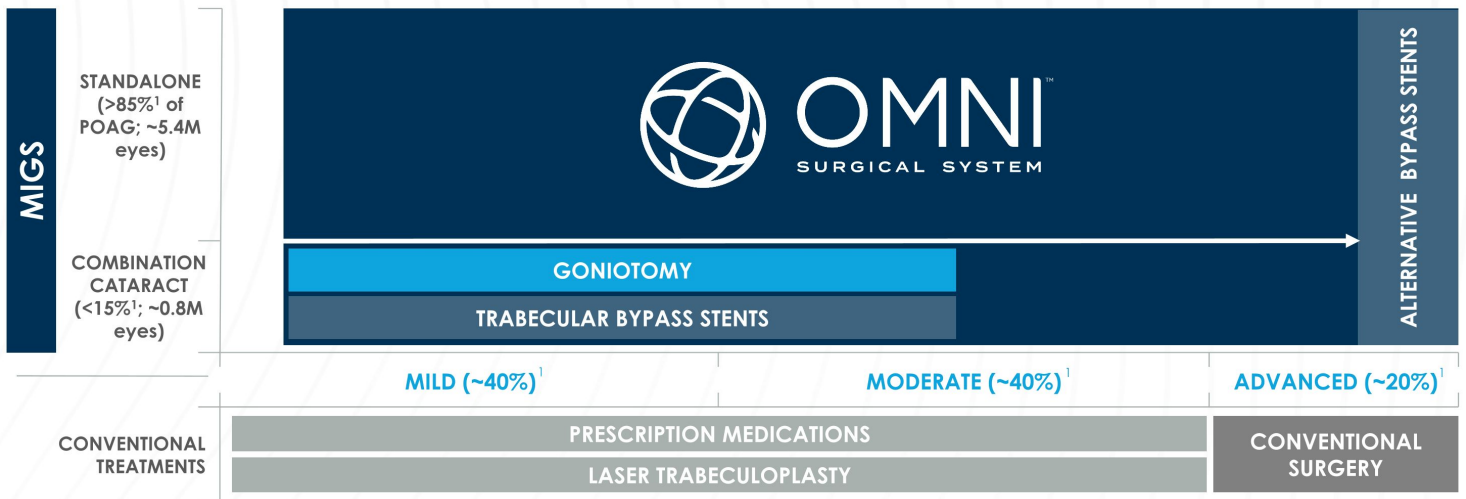
Fully meets AAO definition of **goniotomy**, aligns with Category I CPT code **65820**

Targeting specific subsets of customers; minimal expected overlap with OMNI

Designed in-house; microengineered & precision-manufactured using specialized lasers

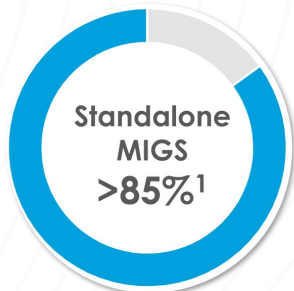
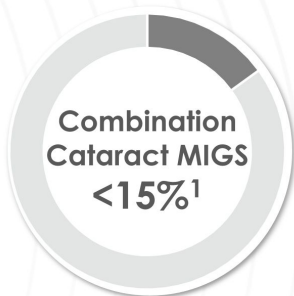
# Enabling an Interventional Mindset in POAG

Surgeons can use **OMNI®** to intervene across a broad population of POAG patients



<sup>1</sup>. Represents estimated % of U.S. POAG patients.


# OMNI®: Customizable to All 6 MIGS Categories in POAG



Mild Disease (40%)<sup>1</sup>

Moderate Disease (40%)<sup>1</sup>

Advanced Disease (20%)<sup>1</sup>

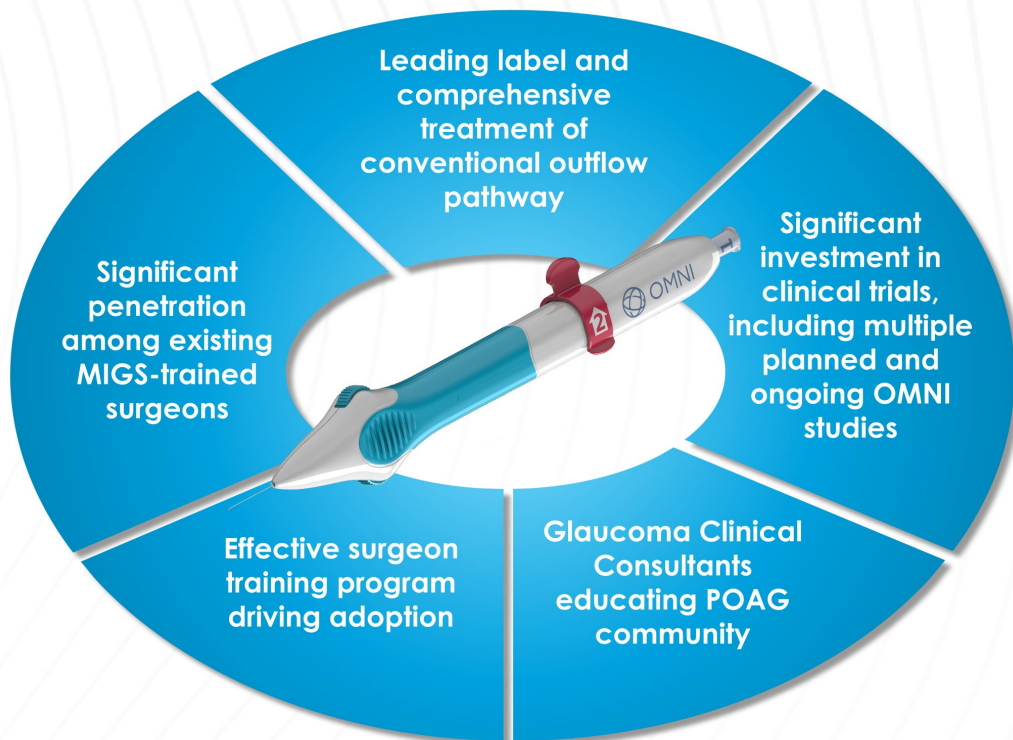
<p>360° Canaloplasty alone<sup>2</sup> or Goniotomy</p> 	<p>360° Canaloplasty + 90° - 180° Trab</p> 	<p>360° Canaloplasty + 180° - 360° Trab</p> 
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<p>360° Canaloplasty + 90° - 180° Trab</p> 	<p>360° Canaloplasty + 180° Trab</p> 	<p>360° Canaloplasty + 360° Trab</p> 
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**Primary Distinguishing Treatment Requirements for MIGS Procedures:**

- Low Risk of Hyphema
- Consistency of Efficacy
- Degree of Efficacy

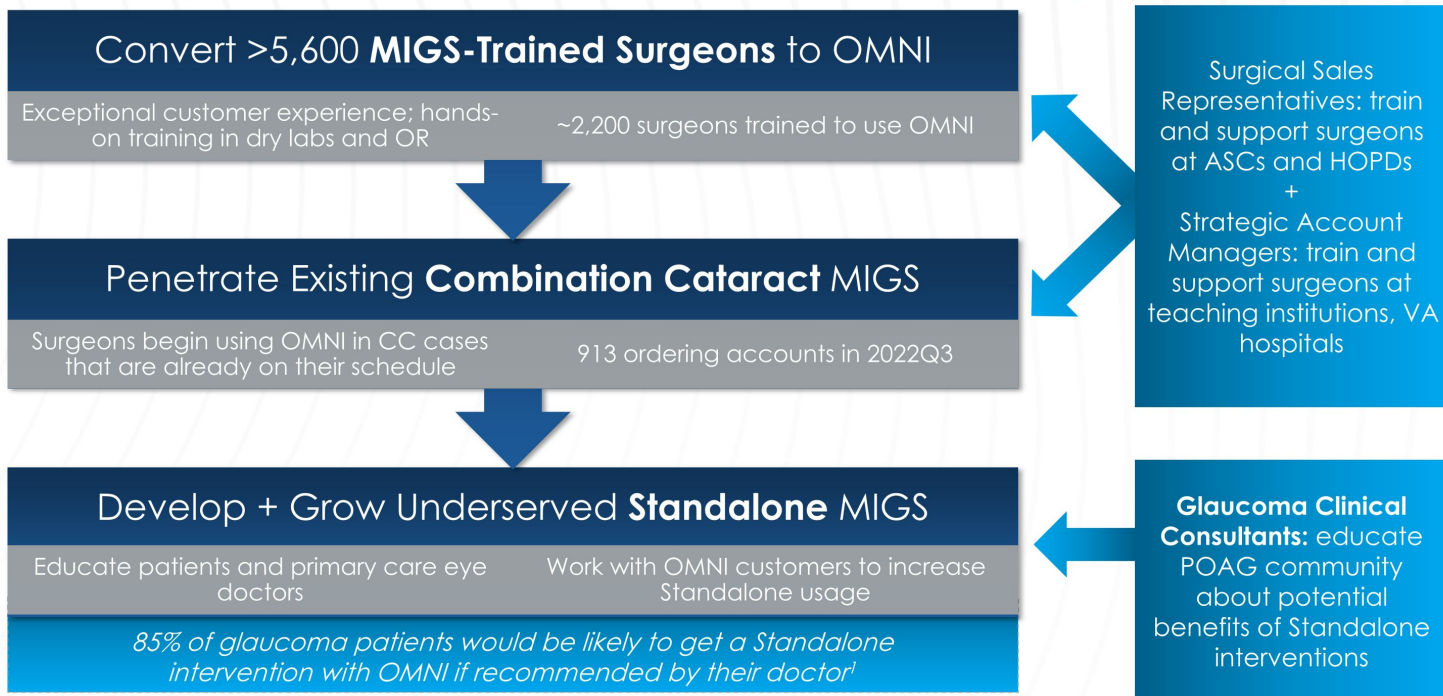
1. Represents estimated % of U.S. POAG TAM.  
2. OMNI canaloplasty alone indication for use is currently investigational in the U.S.



## Pieces in place to deliver the benefits of Standalone

OMNI efficacy, consistency and safety  
+  
Strong & growing base of adopted surgeons  
+  
Patient demand for better treatment alternatives  
+  
Methodical market education initiative

# Development of Standalone MIGS Underway with OMNI



1. Company market research.

# OMNI<sup>®</sup> Robust Clinical Roadmap

## MIGS Clinical Program

### ROMEO (Completed)

- 12-month multi-center retrospective real world study
- **Elevated baseline IOP group:** significant reduction in IOP and medications
- **Controlled baseline IOP group:** IOP controlled, significant reduction in medications
- Compelling and consistent data supported broad FDA cleared indication

### GEMINI (Completed)

- 12-month multi-center prospective, historic controlled
- N=150, Mild-to-Moderate, CC
- Significantly reduced IOP, medication use and daily fluctuations in IOP
- Outcomes confirmed by results from Hispanic subset
- Three published articles in peer-reviewed journals

### TREY (Completed)

- Multi-center retrospective real world study
- Standalone OMNI procedure in patients with a history of trabecular bypass stent + uncontrolled IOP
- Published in *International Ophthalmology*

### Ongoing and Planned Trials

- Targeted clinical program to meet specific commercial needs
- PRECISION IDE for canaloplasty alone indication for use
- Prospective and real-world study designs
- Standalone and Combination Cataract

Note: Clinical trials, including their design, endpoints and timing, are subject to change at the Company's discretion. Initial results may include preliminary data and interim analyses that are subject to change.



## DRY EYE DISEASE

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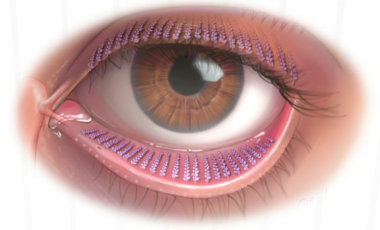


# Dry Eye Disease and Meibomian Gland Dysfunction

Dry Eye Disease (DED) can be extremely painful and can lead to permanent cornea damage and vision impairment

- MGD is present in the vast majority of diagnosed dry eye cases, linked to many prominent demographic, medical and sociological trends
- Clogged glands prevent **meibum**, an oily secretion that **protects tears from premature evaporation**, from reaching the tear
- DED treatment historically focused on aqueous deficiency and inflammation

MEIBOMIAN GLANDS



**86%**

of DED  
caused by MGD

**38**

million affected in U.S.  
(14 million diagnosed  
evaporative DED)

**\$10 Bn**

U.S. TAM, hugely  
underserved

**0%**

meaningful  
reimbursement for MGD  
procedures



# Our Solution: TearCare®

The Only Wearable Eyelid Technology designed to melt + remove meibomian gland obstructions

## Eyelid Therapy for Evaporative Dry Eye

- In patients with MGD, meibum hardens within the meibomian glands and forms obstructions
- TearCare delivers software and sensor-controlled, precise (41° C at the inner eyelid) and consistent (15 minutes) heat that has been clinically proven to melt gland obstructions
- Enables manual gland clearance by an ECP

## Intuitive Design

- Designed for intuitive provider training and comfortable patient experience
- SmartLids™ are designed to conform to variable eyelid anatomy and heat glands to a steady temperature while allowing natural blinking



# TearCare® Cleared by FDA December 2021

Supported by favorable safety and efficacy data from our OLYMPIA RCT

## December 2021 Indication for Use

*"For the application of localized heat therapy in adult patients with evaporative DED due to MGD, when used in conjunction with manual expression of the meibomian glands"*

## Considerable benefits from expanded indication for use

Backed by **robust clinical data from OLYMPIA study**; specifically mentions **heat therapy** and **manual expression**

Enhances promotional capabilities: marketing collateral and sales reps can now explicitly **address all key attributes** of the TearCare System

Allows patients and ECPs to have more **intuitive understanding** of the TearCare System's ability to treat DED due to MGD

Key step toward achieving ultimate IFU goal: **treat signs and symptoms of DED due to MGD**

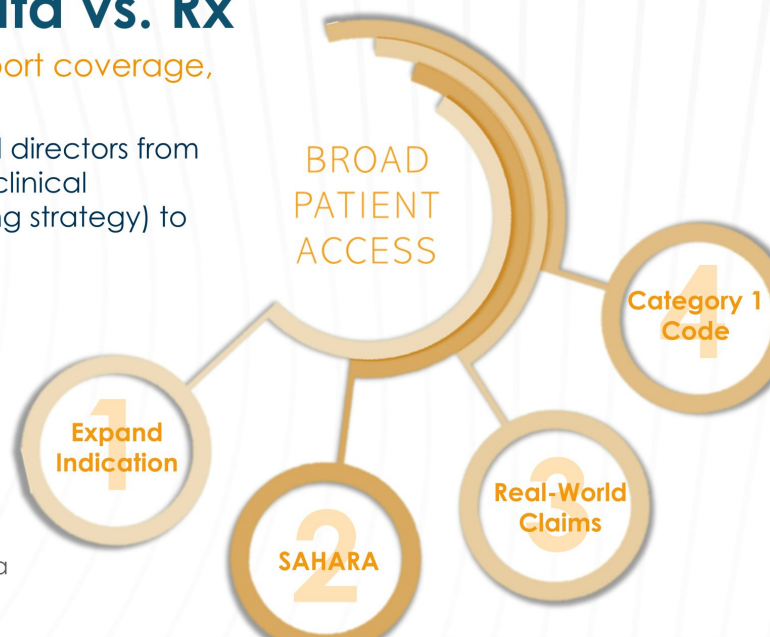
# Support Patient Access Strategy with Expanded Label and RCT Clinical Data vs. Rx

Clinical and real-world data intended to support coverage, coding and payment

**Payor research:** conducted eight 1:1s with medical directors from national and regional payors for feedback on our clinical programs (e.g., endpoints, value, messaging, pricing strategy) to drive patient access

## Key Steps to Patient Access:

- Expand indications for use – ultimate IFU goal: “treat the signs and symptoms of evaporative DED due to MGD”
- Conduct SAHARA RCT, designed to provide key clinical data to support potential reimbursement decisions by third-party payors
- Utilize real-world prior authorization and claims data to demonstrate the value of TearCare® to payors
- Convert temporary Category III CPT code for TearCare to a permanent Category I CPT code



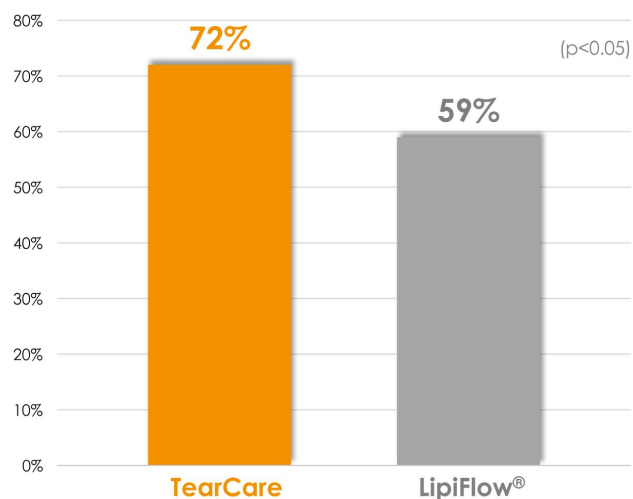
**Goal:** broad coverage and appropriate payment from private payors and Medicare for treating DED due to MGD

# The OLYMPIA RCT

## Head-to-head versus MGD device (LipiFlow®)

- Objective: To study effectiveness and safety of the TearCare System compared to LipiFlow® in reducing the signs and symptoms of DED
- Prospective multi - center (10 sites), randomized controlled, masked
- 135 total subjects
- Completed with **favorable results:**
  - Primary endpoint of non-inferiority to Lipiflow® met and no statistically significant differences between TearCare and LipiFlow® observed
  - A single use of TearCare **successfully reduced signs and symptoms of DED w/in 2 weeks**
  - In a post-hoc analysis, a **significantly greater proportion of patients in the TearCare group showed improvements in at least one OSDI category from baseline** compared to LipiFlow®

## Improvement by at least 1 OSDI category



Gupta P. TearCare for the Treatment of Meibomian Gland Dysfunction in Adult Patients With Dry Eye Disease: A Masked Randomized Controlled Trial. Cornea; September 29, 2021 doi: 10.1097/ICO.0000000000002837

OLYMPIA RCT (Completed)

# The SAHARA RCT

## Head-to-head vs. market leading DED Rx eyedrop

- Multi-center U.S. RCT; enrollment ongoing
- 24-month study period (n = 300)
- Designed with input from 8 payor medical directors with goal of driving reimbursement and coverage
- Goal: demonstrate safety and effectiveness of TearCare® procedures compared to Restasis® to treat the signs and symptoms of dry eye disease in adult patients
  - 6-month period to study superiority to 2x / day use of Restasis®
  - 18-24 month durability study period (Restasis® group crosses over)
  - Primary outcome measures: tear break-up time, OSDI score

**SAHARA RCT (ongoing)**

2021

**First patient, first visit 2Q 2021**

2022

**Enrollment completed 3Q 2022**

2023

**6-month read out of superiority endpoint expected 2H 2023**

2024-25

**12-month results expected 2H 2024  
24-month results expected 2H 2025**

Note: Clinical trials, including their design, endpoints and timing, are subject to change at the Company's discretion. Initial results may include preliminary data and interim analyses that are subject to change.

# TearCare® Controlled Release

Executing a **controlled release** of TearCare with ~10 direct outside sales reps since April 2019 (expanded to ~20 3Q 2022)

Successful patient-pay adoption

- **878 facilities** added (through 9/30/2022); sizable base of steady **reordering accounts**
- Eight consecutive quarters with sequential revenue growth

**Fair Access** campaign launched April 2022 to engage physician and patient stakeholders to support insured access with fair physician reimbursement



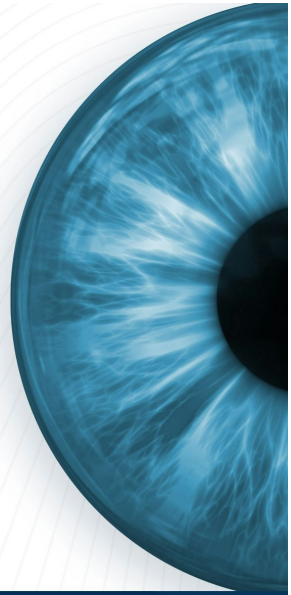
© 2022 Sight Sciences, Inc.  
TearCare® is a registered trademark of Sight Sciences.

8/22 TC-2250-US.v1





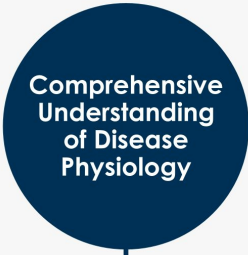
Delivering the  
Power of Sight



# NEW PRODUCT OVERVIEW

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# Our Product Development Process



## Comprehensive Understanding of Disease Physiology

Analyze available clinical data, science and literature to achieve sound understanding of disease



## Address the Underlying Causes

Developing and marketing products designed to restore natural functionality of diseased eyes for optimal combination of effectiveness and safety



## Intuitive Design

Innovate with intuitive, minimally invasive, user-friendly “go to” solutions and procedures for eyecare providers (ECPs)



## Patient Access

Maximize availability and accessibility of solutions to patients with a data-driven approach and clinical rigor

*Four fundamental requirements  
to deliver **consistent, effective and safe** outcomes for patients*

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# Lead the Glaucoma and Dry Eye Categories

*Leverage Sight's Proven Development Expertise and Commercial Infrastructure*

Our product development initiatives further leverage:

- 1 An unparalleled clinical understanding of the underlying causes of glaucoma & dry eye
  - 2 A differentiated and efficient development process
  - 3 Ongoing and substantial investment in specialized Sales, Marketing, Clinical and Market Access resources that are developing the deep, focused stakeholder relationships throughout eyecare
  - 4 Through OMNI and TearCare, substantial goodwill / credibility with ECPs that associates Sight Sciences with highly proprietary, "best-in-class" innovative treatments
  - 5 High-quality corporate infrastructure that has been built with specific lens on being able to scale with a high growth, diverse operating environment
-

# Lead the Glaucoma and Dry Eye Disease Categories



Goal: global category leadership



Product suite will address the full continuum of care in tomorrow's treatment paradigm



Ability to treat patients in all appropriate care settings (home, in-office and operating room)



Portfolio will offer each of OTC, Sustained Rx, and Devices/Procedures



Portfolio will treat all severities of disease, ranging from mild to advanced

# SURGICAL GLAUCOMA PRODUCT DEVELOPMENT OVERVIEW

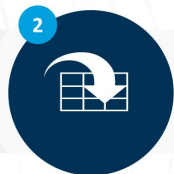
## Offer a **Comprehensive Portfolio** of Six Products



In-office Injection of Sustained Release Pharmaceutical (Rx)\*



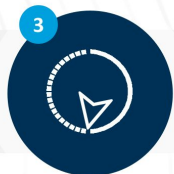
MILD TO MODERATE DISEASE



Implantable Canalicular Scaffold (MIGS)\*



MILD TO EARLY MODERATE DISEASE



Goniotomy



MILD TO EARLY MODERATE DISEASE



OR Performed Canal-based Glaucoma Surgery (MIGS)

- 4. FDA-cleared canaloplasty followed by trabeculotomy
- 5. Canaloplasty alone IDE trial in process



MILD TO MODERATE DISEASE



OR Performed Suprachoroidal Implant (MIGS)\*



MODERATE TO ADVANCED DISEASE

\*This pipeline product is under development and is not commercially available

2022 Introduction

2023 Introduction (3<sup>rd</sup> Gen)

# DRY EYE DISEASE PRODUCT DEVELOPMENT OVERVIEW

## Offer a **Comprehensive Portfolio** of Four Products



Over-the-counter Artificial Tear With A Differentiated Lipid Layer Technology\*



Dry Eye Disease Prescription Pharmaceutical Eyelid Ointment\*



Office-Based Eyelid Procedure



Anticipated Late 2023 Next Gen Controlled Release

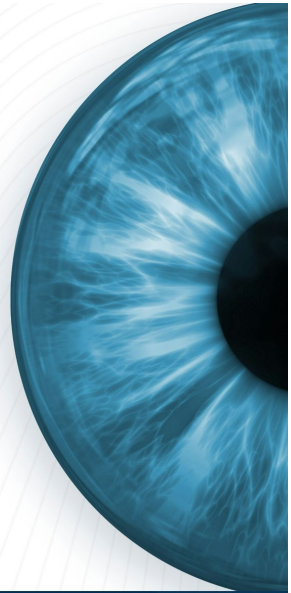


Home-Based Eyelid Device Treatment\*

\*This pipeline product is under development and is not commercially available



Delivering the  
Power of Sight



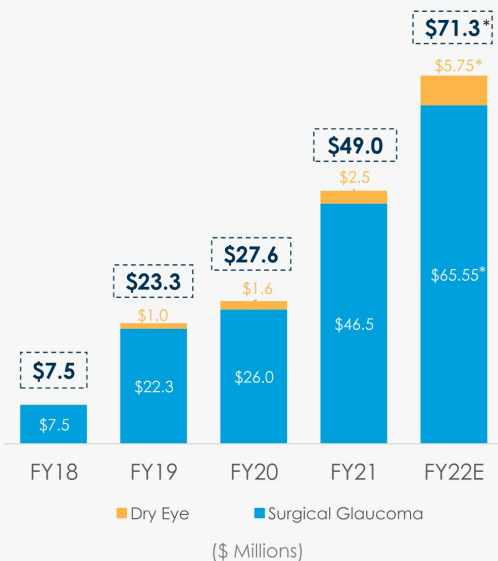
# FINANCIAL OVERVIEW

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# Strong Financial Profile

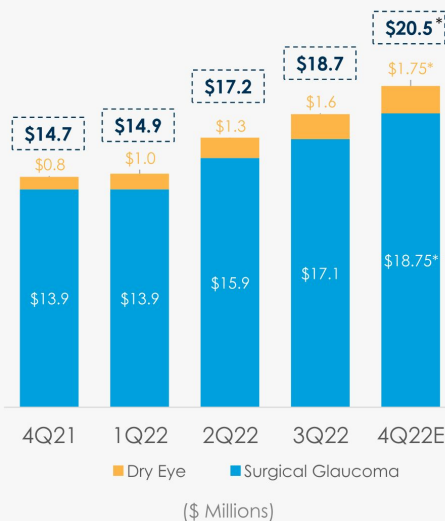
## Annual Revenue

FY18-FY22E\* CAGR: 76%



## Quarterly Revenue

Q4E\* Growth: +40% Y/Y, +10% Q/Q



## Preliminary FY22 Revenue Estimate (unaudited)

**Q4 Revenue: \$20.4 - 20.6MM, +40% Y/Y, +10% Q/Q**

- Surgical Glaucoma: \$18.7 - 18.8MM, +35% Y/Y, +10% Q/Q
- Dry Eye: \$1.7 - 1.8MM, +130% Y/Y, +9% Q/Q

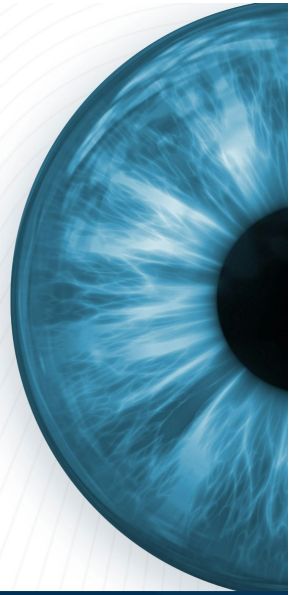
**FY22 Revenue: \$71.2 - 71.4MM, +46%**

- Surgical Glaucoma: \$65.5 - 65.6MM, +41%
- Dry Eye: \$5.7 - 5.8MM, +134%

\*Midpoint of Preliminary Q4 and FY22 Revenue estimates (unaudited)



Delivering the  
Power of Sight



# APPENDIX

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# OMNI<sup>®</sup> Clinical Timeline

Name	Description	2022		2023		2024		2025	
		1H	2H	1H	2H	1H	2H	1H	2H
<b>PRECISION</b>	IDE study evaluating the safety and effectiveness of canaloplasty alone using new higher volume OMNI. IDE could be used to support a canaloplasty alone indication for use for OMNI			Initiation planned*				Initial results available*	
<b>TREY</b>	Retrospective study evaluating the effectiveness of Standalone intervention using OMNI in eyes with uncontrolled IOP previously treated with trabecular bypass canal implants	Initial results available	Published in <i>International Ophthalmology</i>						
<b>ROMEO II</b>	Multi-center study to evaluate longer term outcomes (18-24 months) from Elevated IOP cohort (>18 mmHg) in ROMEO study		Manuscript submitted						
<b>GEMINI 2.0</b>	NCT05044793: An Observational Multicenter Clinical Study To Assess The Long-Term Safety And Effectiveness Of The OMNI <sup>®</sup> Surgical System In Combination With Cataract Surgery In Eyes With Open Angle Glaucoma. Evaluate 36-month durability of effectiveness and safety for OMNI						Initial results available*		
<b>ORION 2.0</b>	NCT04872348: An Observational Multicenter Clinical Study To Assess The Safety And Effectiveness Of The OMNI <sup>®</sup> Surgical System In Pseudophakic Eyes With Primary Open Angle Glaucoma. Evaluate 24-month durability of effectiveness and safety for OMNI					Initial results available*			
<b>AAO/IRIS<sup>®</sup> Registry</b>	Evaluate historical data for OMNI and competing products from IRIS <sup>®</sup> Registry in the U.S.	Initiated		Initial results available*					

\*Note: Clinical trials, including their design, endpoints and timing, are subject to change at the Company's discretion. Initial results may include preliminary data and interim analyses that are subject to change.