

# Pricing Principles

## WE'LL GO FIRST

*Glaukos is committed to investing in the future of ophthalmology to transform standards of care and improve patient lives*

### INVESTING IN TRANSFORMATIVE INNOVATION

We invest a significant and peer-leading portion of our revenues in R&D to:

- Address unmet patient needs
- Deliver innovation that challenges conventional treatment paradigms
- Advance standards of care
- Improve patient lives
- Create entirely new commercial and clinical marketplaces

Our R&D investments reflect a long-term commitment to pursuing innovation in often-complex and rare disease areas, with significant risk of failure and expense before we ultimately succeed

### ESTABLISHING RESPONSIBLE PRICING

Glaukos thoughtfully determines pricing of our products, taking into consideration:

- Benefits and costs/cost savings to patients and health care systems
- Improvement in patients' clinical outcomes and quality of life
- Ability to provide eligible patients in need access to our therapies
- Investment required to bring our products to market, including pioneering new markets, and to continue pursuing breakthrough innovation for the future