

# Alcon Investor Presentation at the American Academy of Ophthalmology

October 24, 2009

**Alcon®**

Exhibit 99.1



# Safe Harbor Statement

*This presentation, made on October 24, 2009, includes forward-looking statements based on current expectations and Alcon does not undertake the obligation to update the forward-looking information or statements. These expectations could differ materially from actual results and are subject to a number of uncertainties and risks as detailed in the company's form 20-F filed with the SEC on March 17, 2009.*

*In addition, this presentation may include several financial measures, to assist in better understanding our business, that are not prepared in accordance with generally accepted accounting principles (GAAP). These non-GAAP financial measures will be reconciled at the end of this presentation or in associated public information filed with the SEC.*

*Reports noted above are available on our website at [www.alcon.com](http://www.alcon.com) in the "Investors and Media" section. For further information contact the Alcon Investor Relations Department at (817) 551-8805.*

# Agenda

- Opening Remarks – Kevin Buehler
- Discussion of Growth Drivers – Bill Barton
  - Premium IOLs
  - Surgical Equipment and Disposables
  - Glaucoma Product Portfolio
- Question and Answer Session
  - Kevin Buehler, Bill Barton, Rick Croarkin, Sabri Markabi PhD

# Opening Remarks

**Kevin Buehler**

**President and Chief Executive Officer**

# Opening Remarks

- American Academy of Ophthalmology enables customer focus
  - Enables best practices and education for doctors
  - Allows Alcon to maintain close customer relationships
  - Provides open dialogue to better understand the needs of the future
- Value of eye care focus and balanced industry leadership
  - Importance of vision for quality of life
  - Clear market leader in ophthalmology
  - Attractive fundamentals and demographics
  - Product, payor and geographic diversity
- Continue to develop innovative products through R&D
  - Address unmet medical need for eye-related diseases
  - Utilize centers of excellence to bring products to market

# Research and Development Strategy

- Blend internal research with external licensing, partnerships and acquisitions
- Create novel, science-based solutions to address unmet medical needs in ophthalmology
- Target critical areas
  - Glaucoma
  - Retinal disease
  - Dry eye
  - Cataract
- Use worldwide capabilities to effectively execute global product development and registration

# Access to New Compounds and Technologies

## AstraZeneca

- Exclusive ophthalmic discovery and potential development rights to AstraZeneca's compound library
- Access to multiple classes of small molecules targeting glaucoma, retinal disease, ocular allergy and dry eye
- Mutually validated targets and compounds for ophthalmology

## ESBATech

- Provides access to proprietary antibody fragment technology particularly suited to treat ocular diseases
- Demonstrated ability to manufacture stable and soluble antibody fragments with drug-like characteristics
- Technology has been tested in pre-clinical and clinical settings
- Provides Alcon with platform for ongoing biologics development

# Discussion of Growth Drivers

**Bill Barton**

**Vice President, International Markets**



# Product Growth Drivers

Advanced Technology  
IOLs

Surgical Equipment  
and Disposables

Glaucoma Product  
Portfolio

# Product Growth Drivers

Advanced Technology  
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# Advanced Technology IOLs as Source of Growth

## AcrySof® IQ Toric

- Leading toric IOL with approximately 98% U.S. market share
- IQ technology enhances image quality consistent with NT-IOL class
- Entry point to advanced technology IOLs for cataract-only doctors



*AcrySof® IQ Toric*

## AcrySof® IQ ReSTOR®

- Number one global PC-IOL
- ReSTOR® +3.0 redefines the value proposition for patients
- 95% of patients get 20/40 vision at all distances

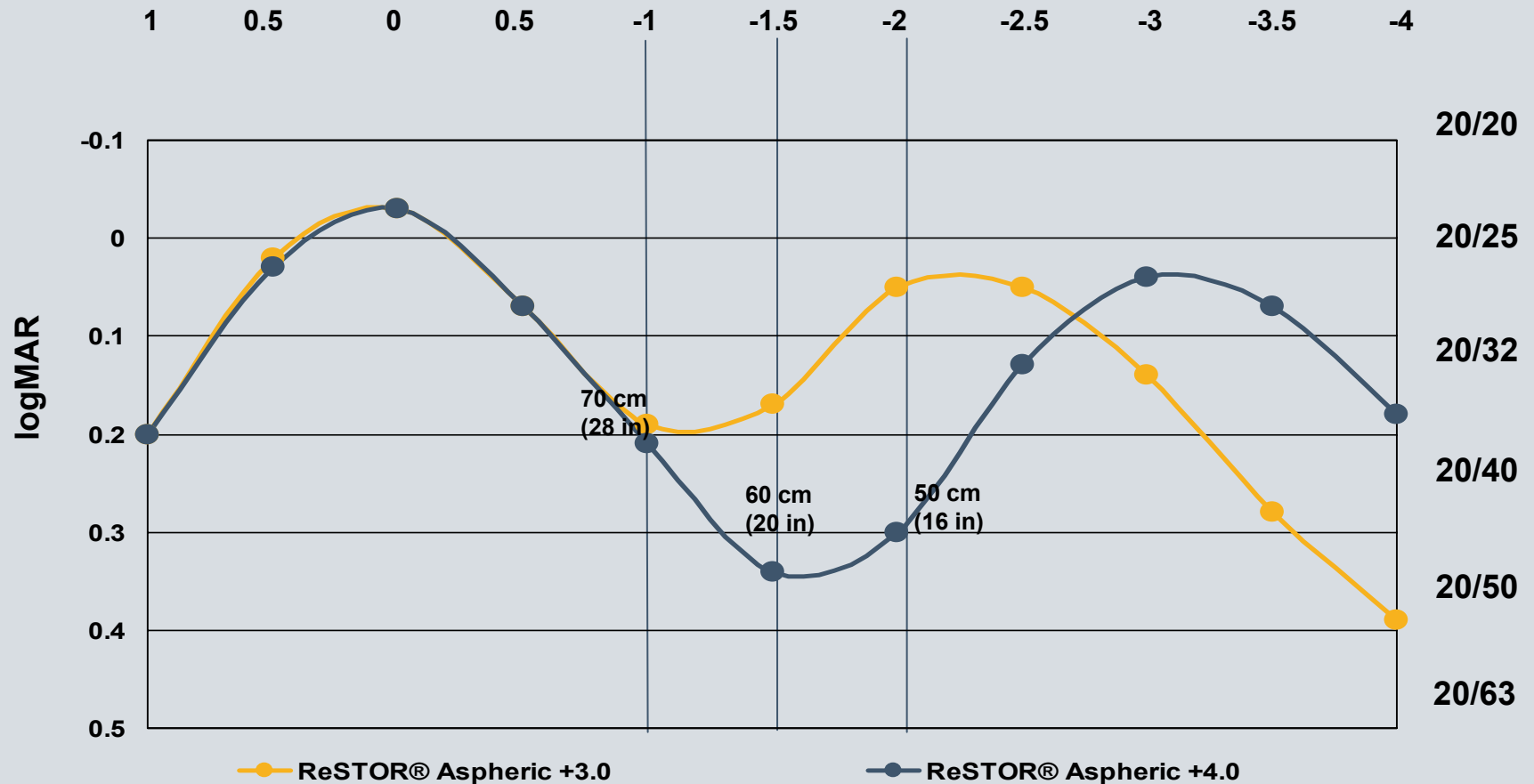


*AcrySof® IQ ReSTOR® +3.0*

# Substantial Improvement in Intermediate Vision

## Bilateral Defocus Curve

Refraction (D)



# Improved Vision at All Distances

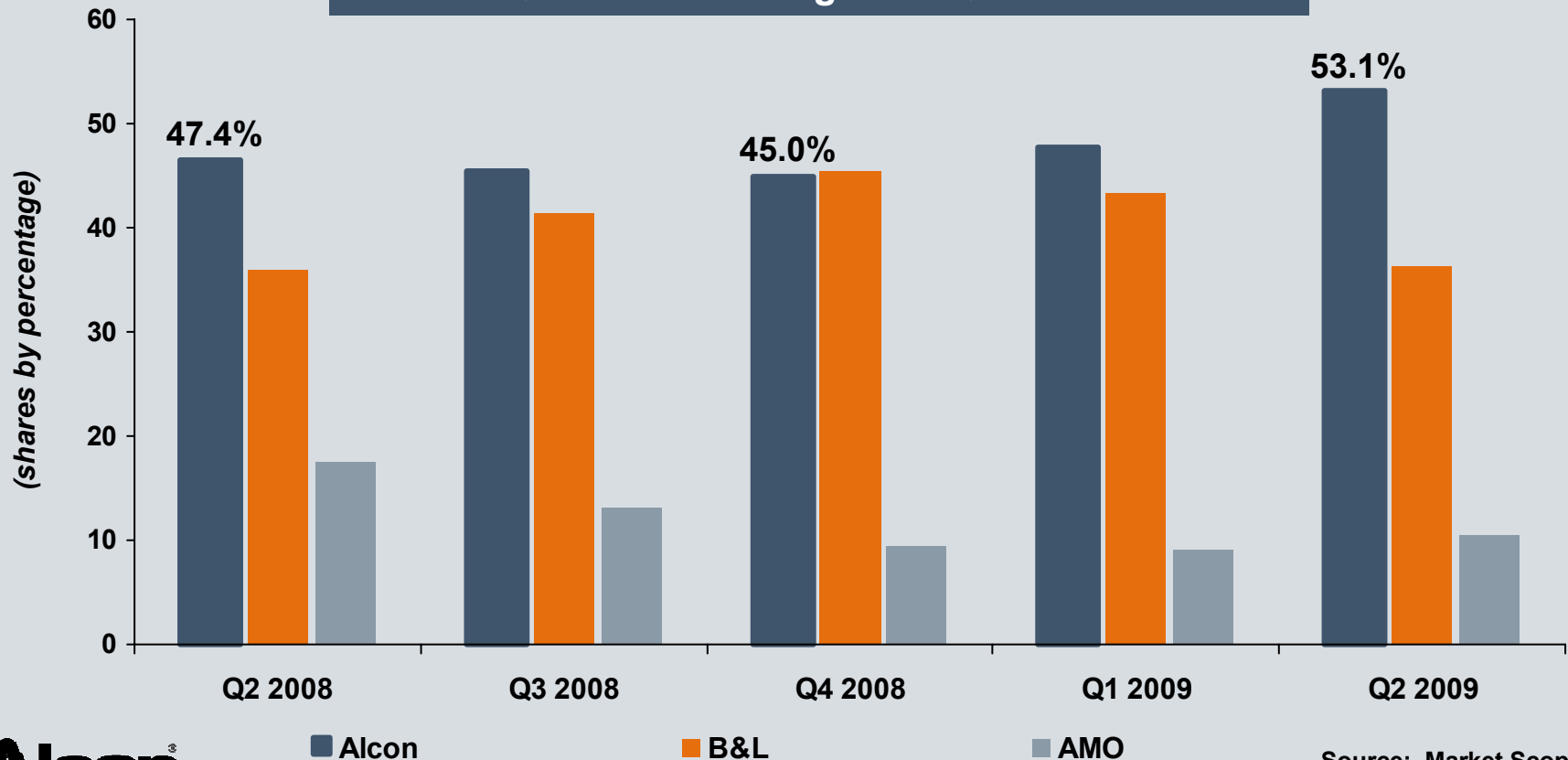
## Visual Acuity Comparison of the ReSTOR® Lenses

	ReSTOR® Aspheric +3.0	ReSTOR® Aspheric +4.0
20/20 or Better	31.2%	8.4%
20/25 or Better	61.6%	21.4%
20/32 or Better	86.2%	49.6%
20/40 or Better	94.9%	71.8%
Worse than 20/40	5.1%	28.2%

# AcrySof® IQ ReSTOR® +3.0 Drives PC-IOL Gains

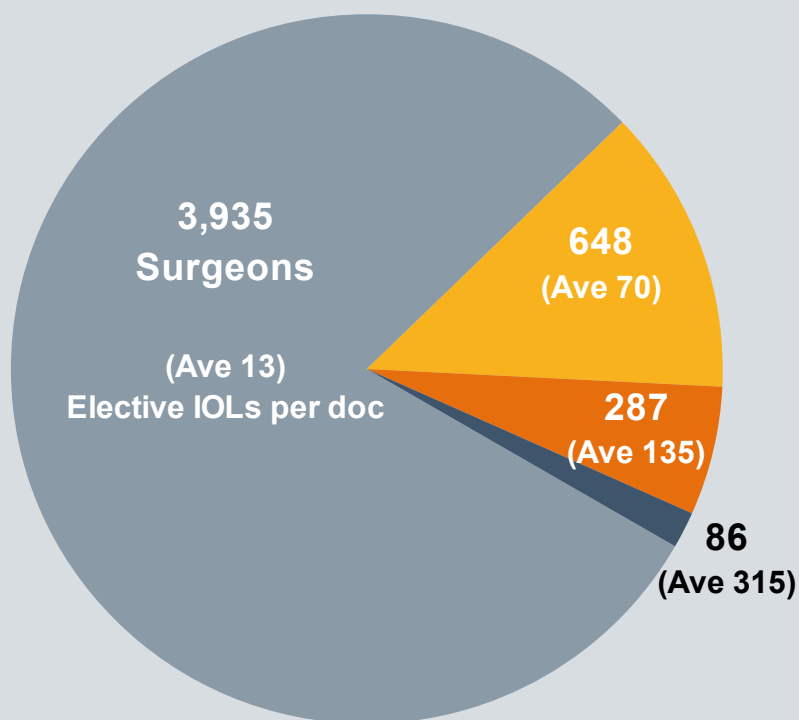
## U.S. PC-IOL Market Share

U.S. market share has increased 810 basis points since Q4 2008 on strength of IQ ReSTOR® +3.0



# U.S. Cataract Surgery Opportunity

Total High Volume Surgeons  
Implanting Elective IOLs



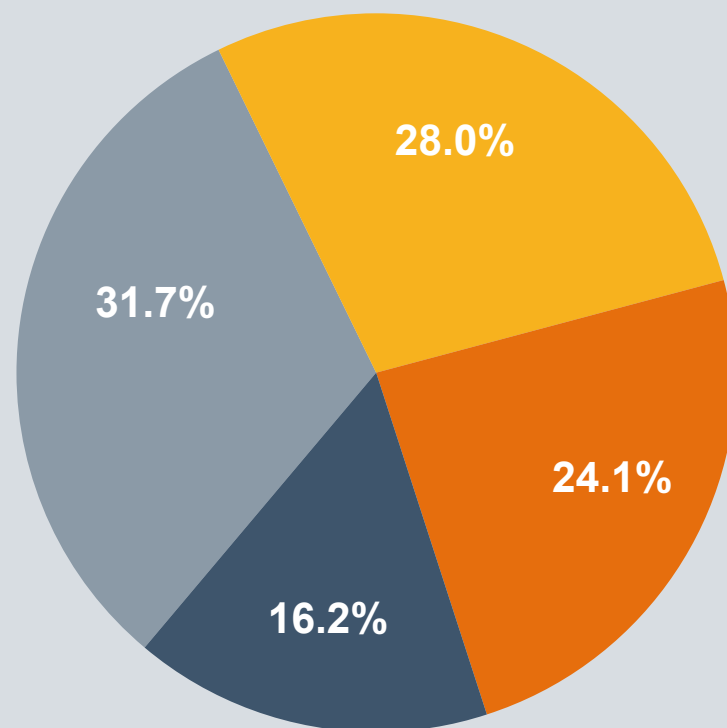
■ Low Adoption (0-50)

■ High Adoption (100-200)

**Alcon**

Source: Internal Research

Percentage of Total Elective IOL  
Procedures by Adoption Classification



■ Medium Adoption (50-100)

■ Integrated Business Model (200+)

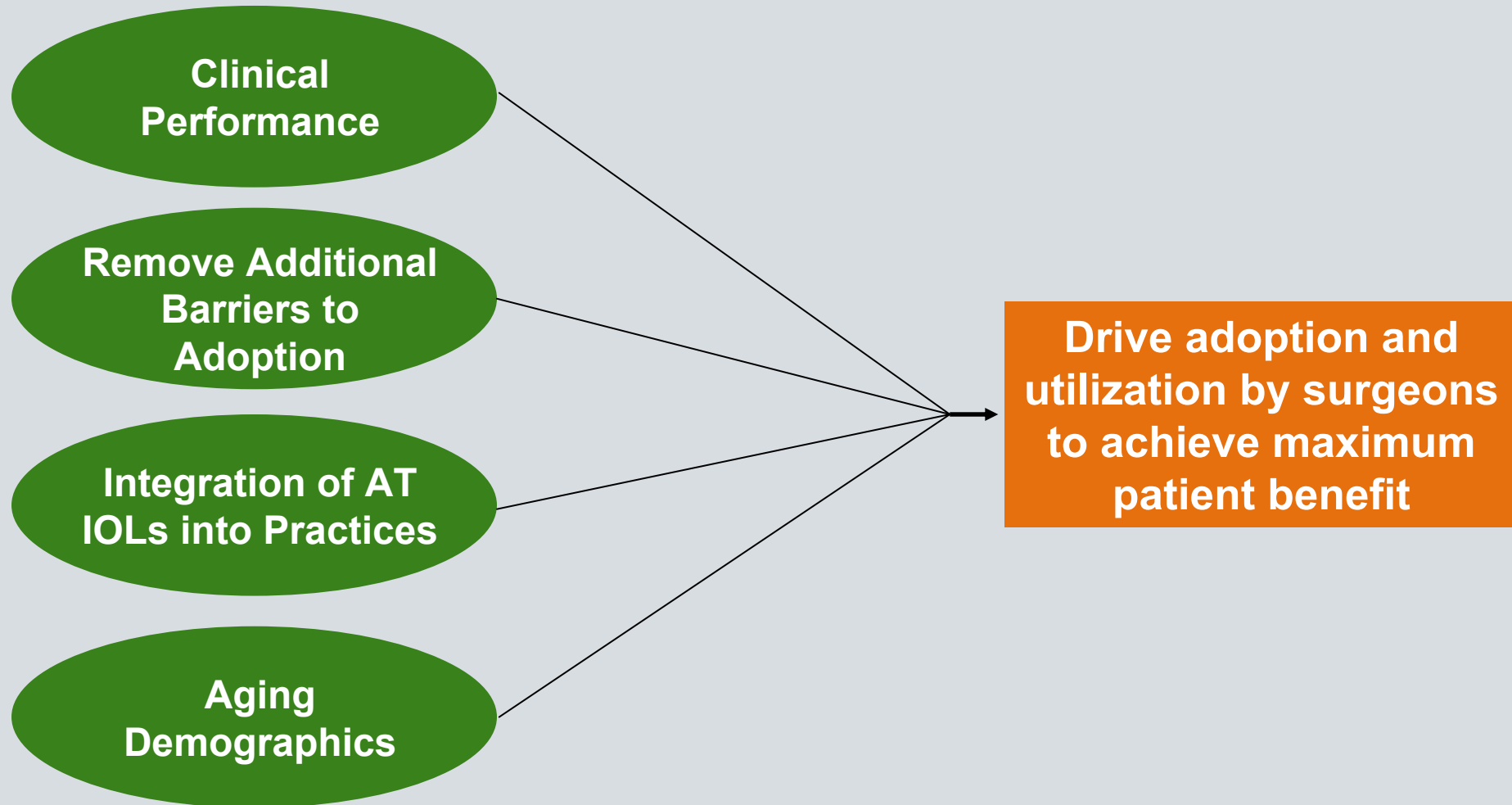
Source: Internal Research

# Dr. Warren Hill Discussing AcrySof® IQ Toric





# Growth Drivers for Advanced Technology IOLs



# Alcon at AAO: IOL Topics

- **AcrySof® IQ ReSTOR® +3.0: My Personal Experience with PC-IOLs**  
*Sunday, October 25, 9:00am (Alcon Booth #1501)*
  - Andy Shatz, M.D.
- **AcrySof® IQ ReSTOR® +3.0: Results In My First 50 Patients**  
*Sunday, October 25, 12:30pm (Alcon Booth #1501)*
  - Richard Mackool, M.D.
- **AcrySof® IQ Toric: Entry into Elective IOLs**  
*Sunday, October 25, 3:00pm (Alcon Booth #1501)*
  - Paul Ernest, M.D.

# Product Growth Drivers

Advanced Technology  
IOLs

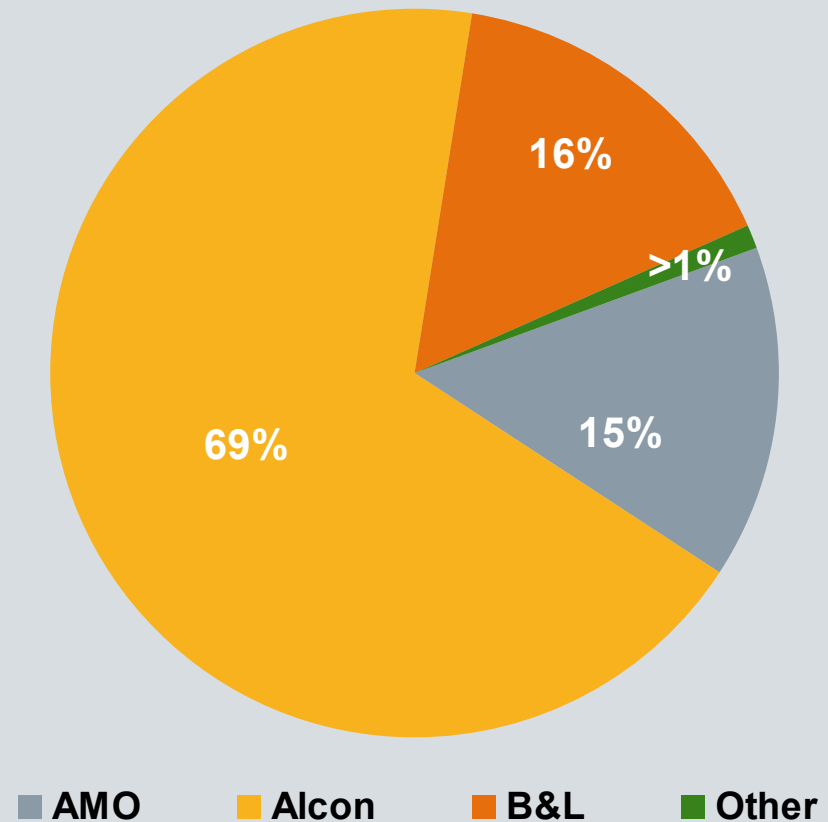
Surgical Equipment  
and Disposables

Glaucoma Product  
Portfolio

# U.S. Phaco Machine Share

- Alcon continues to gain share due to INFINITI®
- INFINITI® with OZil® allows for excellent patient outcomes, safety and efficiency

## U.S. Cataract Equipment Shares as of Q2 2009



Source: Quarterly Market Scope Cataract Survey

# Introduction of OZil® iP



**Alcon**

Anticipating every move.  
Now that's smart.

**INFINITI**  
VISION SYSTEM with NEW OZil® iP

The Power of Intelligent Phaco.

Introducing the intuitively adaptive control of NEW OZil® iP.

Featuring innovative OZil® Intelligent Phaco, the INFINITI® Vision System puts optimized OZil® torsional emulsification and dynamic fluidic management at your fingertips. With significantly enhanced capabilities, OZil® iP is always thinking one step ahead. For more information, contact your Alcon representative.

**iP**

INFINITI VISION SYSTEM

OZil 0.9 mm Mini-Flared Divide and Conquer

Metrics 0.00 CAA

OZil Continuous Torsional Amplitude 0 100

Dynamic Rise 8

Vacuum 0 100

Asp. Rate 0

# OZil® iP Demonstration Video



# CONSTELLATION<sup>®</sup> Value Proposition

- Differentiated from the competition
  - ULTRAVIT<sup>®</sup> vitrectomy probe
    - Operates at 5000 cuts per minute
  - Integrated IOP control
  - Improved fluidics
  - Embedded PUREPOINT<sup>®</sup> Laser
  - Benefits of the V-LOCITY<sup>®</sup>
- Key features of V-LOCITY<sup>®</sup> include:
  - Larger 17" display
  - Barcode scanner
  - Articulating tray arm
- Doctor-driven improvements have enhanced demand



# Constellation® Growth Opportunities

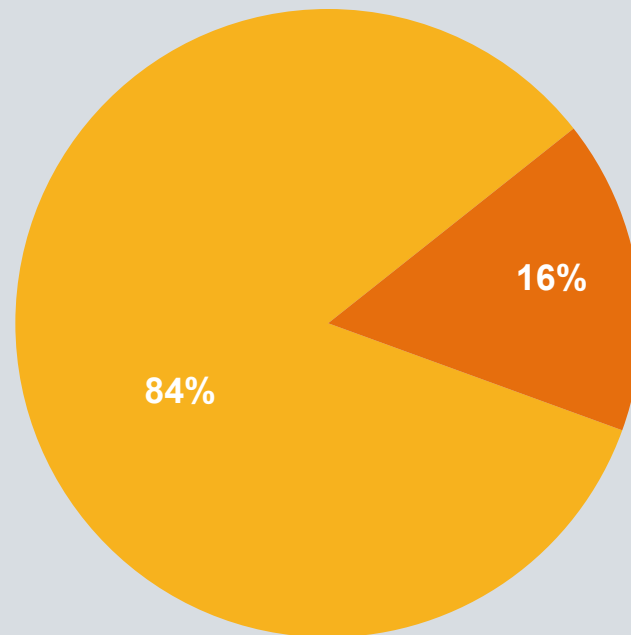
## Competitive Goals

Conversion of ACCURUS®  
Installed Base

Target High Volume and  
High Profile Accounts

Grow Share through  
Competitive Conversion

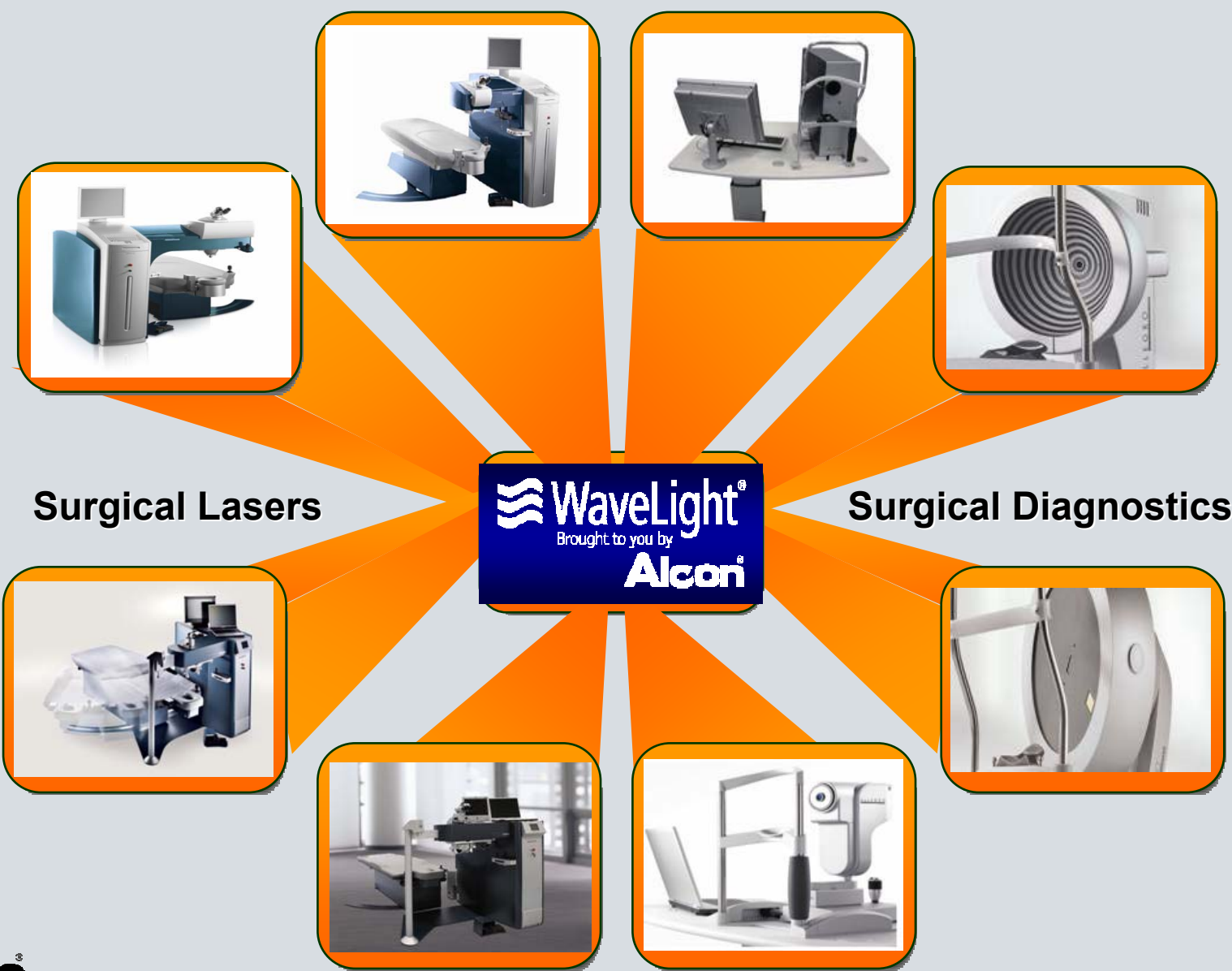
## U.S. Vitreoretinal Pak Shares as of Q2 2009



Alcon

B&L

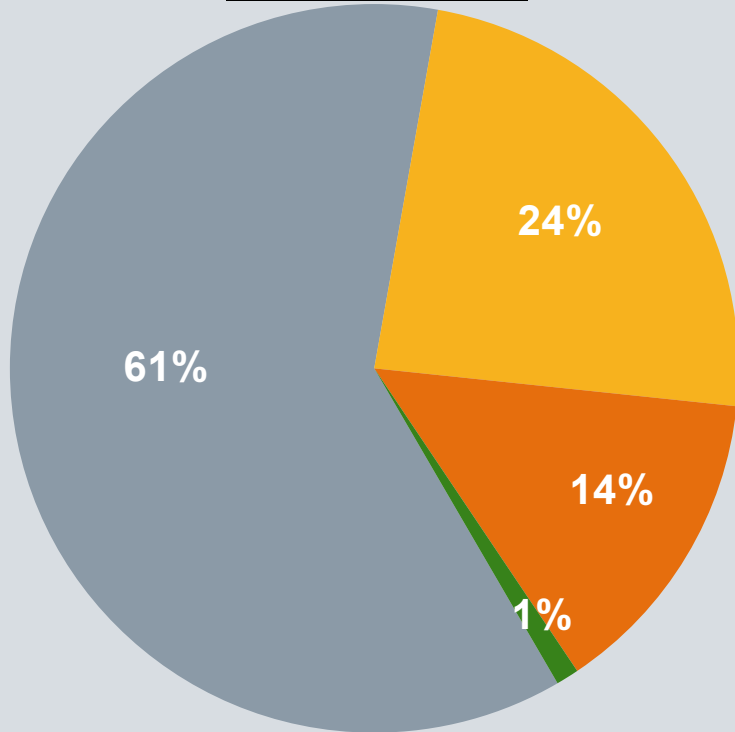




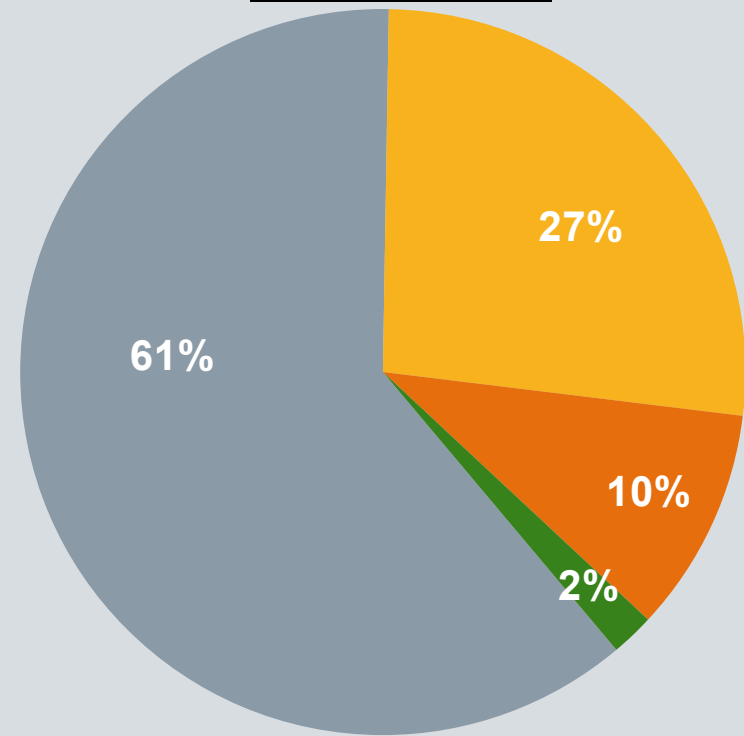
# Refractive Competitive Performance

Alcon/WaveLight has gained 3 procedure share points

U.S. Procedure Share  
as of Q4 2007



U.S. Procedure Share  
as of Q2 2009



**Alcon**<sup>®</sup>

■ AMO

■ Alcon/WaveLight

■ B&L

■ Nidek

Source: Quarterly Market Scope Refractive Surgeon Survey

# Alcon at AAO: Equipment Topics

## ■ Initial Experience with New OZil® iP on the INFINITI® Vision System

***Sunday, October 25, 10:30am (Alcon Booth #1501)***

- Armando Crema, M.D. and Ivan Ossma, M.D.

## ■ CONSTELLATION® Vision System: Advancements in Surgical Technology & Efficiency

***Sunday, October 25, 9:30am (Alcon Booth #1501)***

- Timothy Murray, M.D. (Moderator), Stanislao Rizzo, M.D., Pravin Dugel, M.D. and Peter Kaiser, M.D.

## ■ Superior Clinical Outcomes and Practice Efficiencies with The ALLEGRETTO WAVE® Eye-Q

***Sunday, October 25, 3:00pm (Alcon Booth #1501)***

- Paul Ernest, M.D. (Moderator), Arthur Cummings, M.D., Chas Reilly, Lt. Col., USAF, M.C., F.S.

# Product Growth Drivers

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IOLs

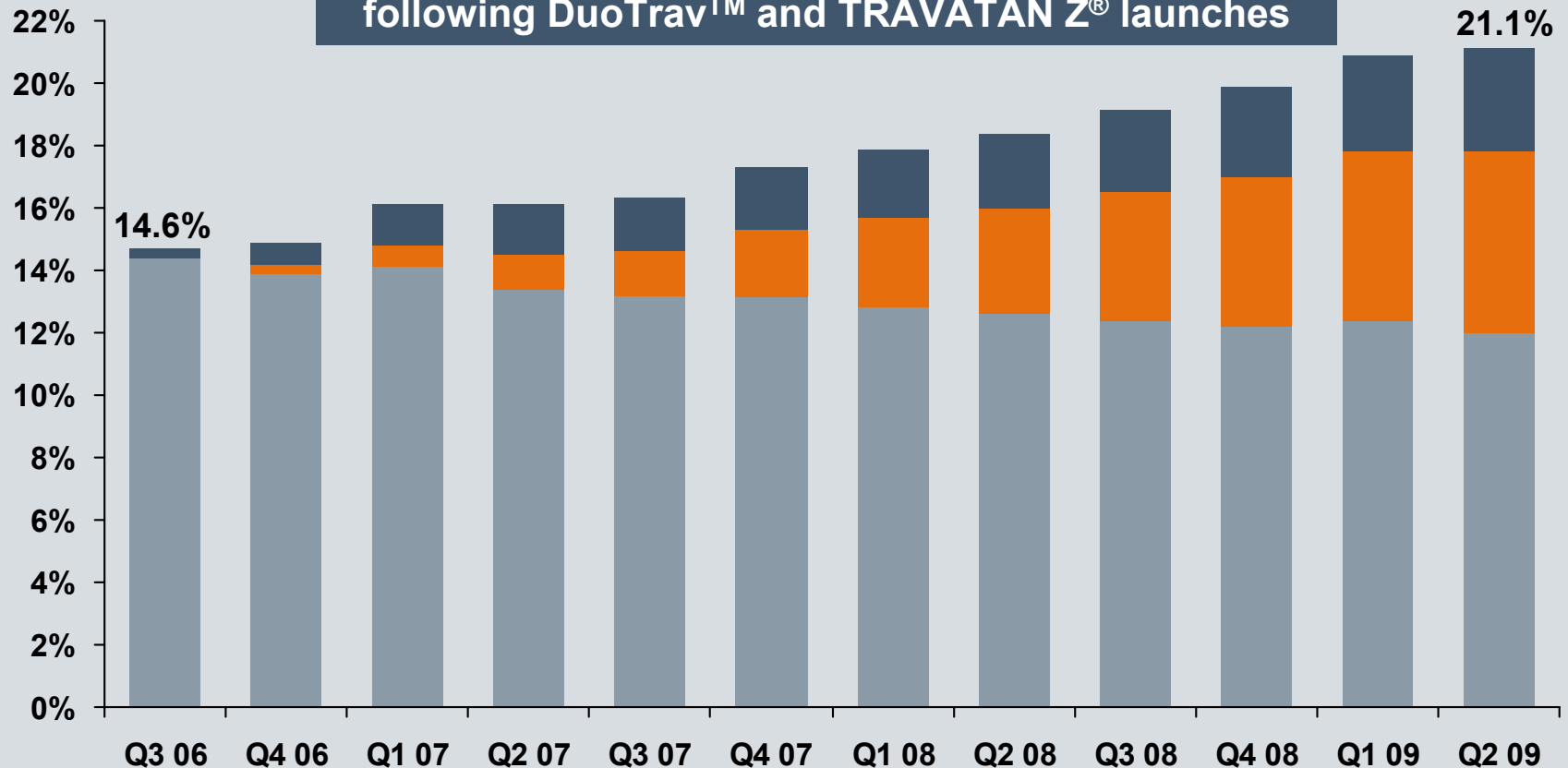
Surgical Equipment  
and Disposables

**Glaucoma Product  
Portfolio**

# TRAVATAN® Family Glaucoma Market Success

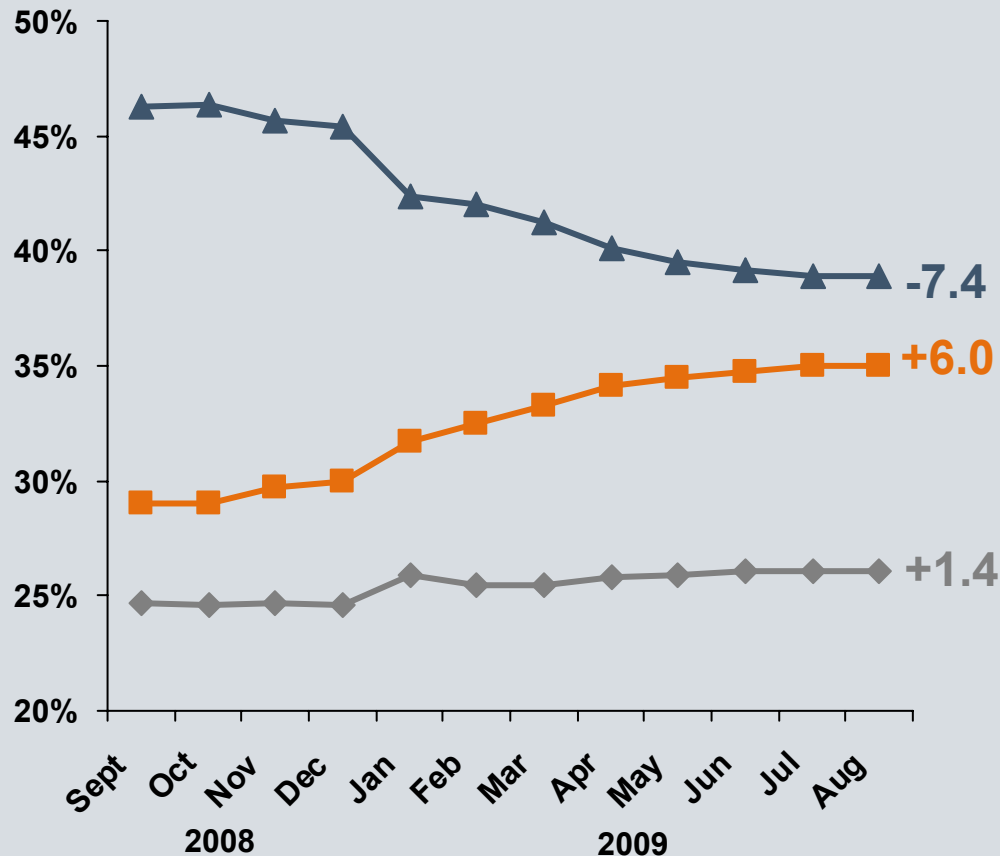
## Alcon Global Prostaglandin Market Share

TRAVATAN® Family has gained 6.5 share points following DuoTrav™ and TRAVATAN Z® launches



# TRAVATAN Z<sup>®</sup> Managed Care Success

## Top 12 Medicare Part D Plan Performance



Source: WK Health

## Formulary Access for MPD

	Preferred	Non-preferred	Not Covered
Lumigan	79.7%	9.9%	10.3%
Travatan/Z	90.0%	9.3%	0.7%
Xalatan	41.1%	45.4%	13.5%

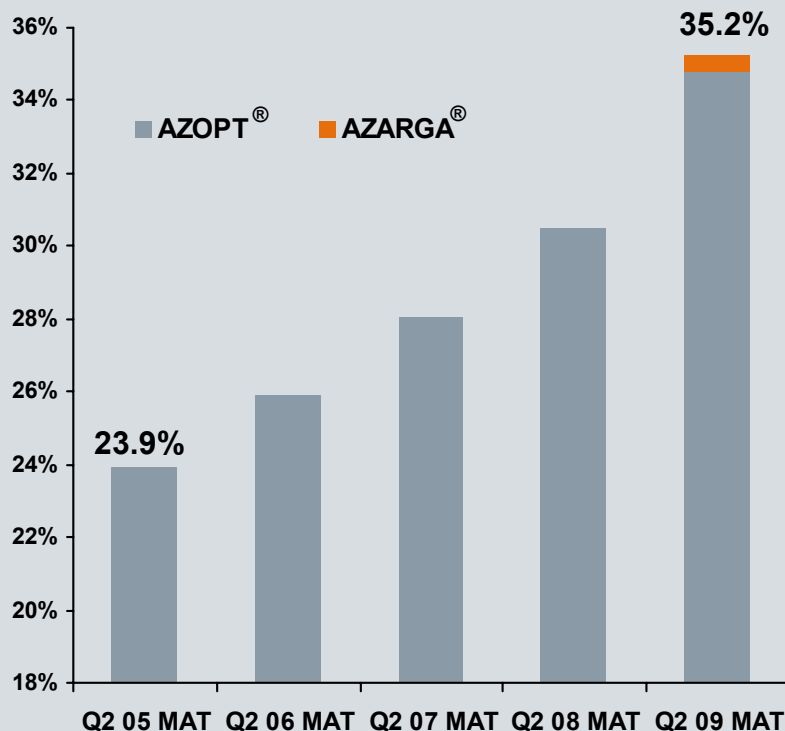
### Top 12 MPD Plans Represent

- 40% of all Travatan Z<sup>®</sup> Rx's
- 69% of all MPD lives

# AZARGA® Adds to Azopt® Growth Opportunity

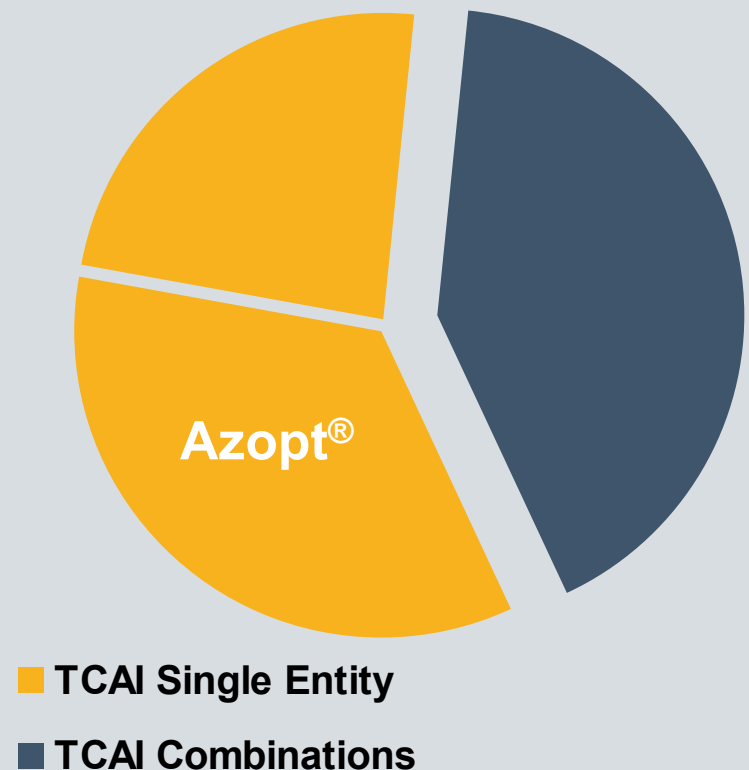
## Global TCAI and TCAI Combination Share

Azopt® Family has gained 11.3 share points since Q2 2005



## Global TCAI and TCAI Combination Rx

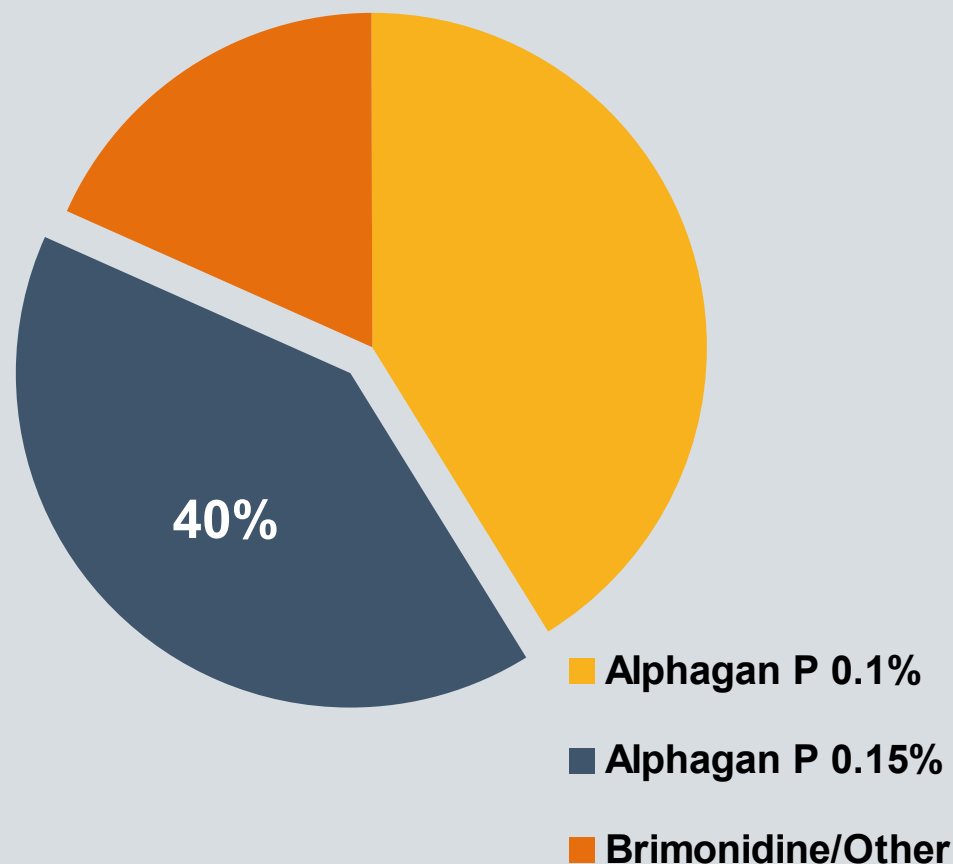
Azopt® makes up 59.1 percent of the TCAI category



# Brimonidine 0.15% Launched in October

- Alpha-Agonist category has annual U.S. sales in excess of \$200 million
  - Brimonidine 0.15% comprises approximately 40% of prescriptions
- Alcon commenced distribution in the United States in October
- Revenue impact beginning in the fourth quarter

**U.S. Alpha-Agonists Category Share**  
(As of July 2009)





# Question and Answer Session

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