

Report on <Consumer's Concern over Contact Lens Solution Survey>

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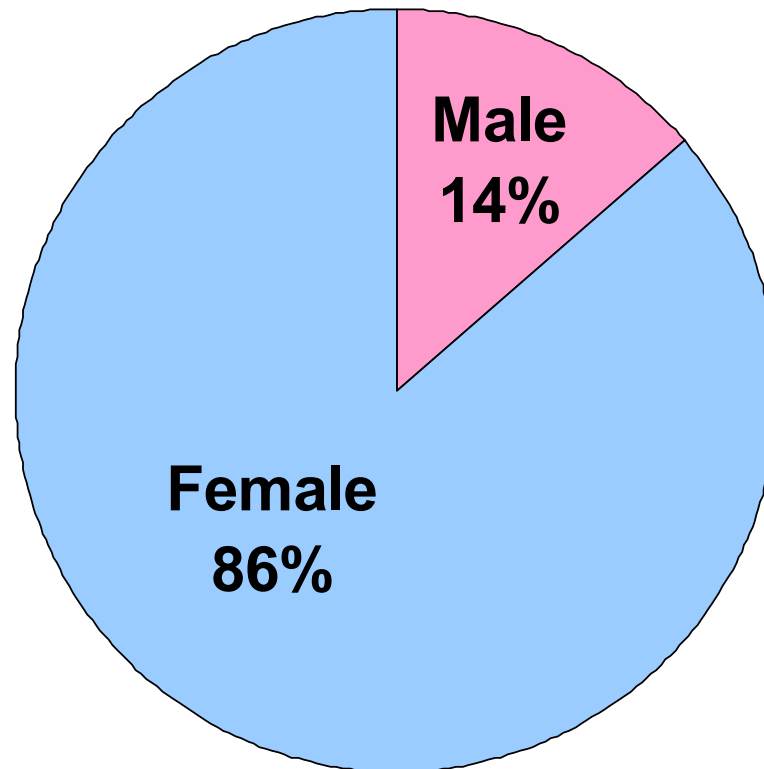
Survey Overview

Survey Objective	To understand consumers' usage and concerns of contact lens solution, and their knowledge in managing dry eye symptoms
Survey Period	From January 22 to February 2, 2009
Methodology	Telephone numbers were first drawn randomly from the residential telephone directories. After filtering duplicated numbers and mixing the remaining ones, telephone surveys were conducted by interviewers
Survey Target	Contact lenses wearers aged 18-50 and have used contact lens solution in the past ten years
Survey Institute	The Public Opinion Programme at the University of Hong Kong
Sample Size	503
Effective Response Rate	87.2% (Calculation based on the number of qualified targets)
Standard Sampling Error	Less than 2.2 %, the sampling error for all percentages was less than plus/minus 4.5 percentage points at 95% confidence level.

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Respondents Profile

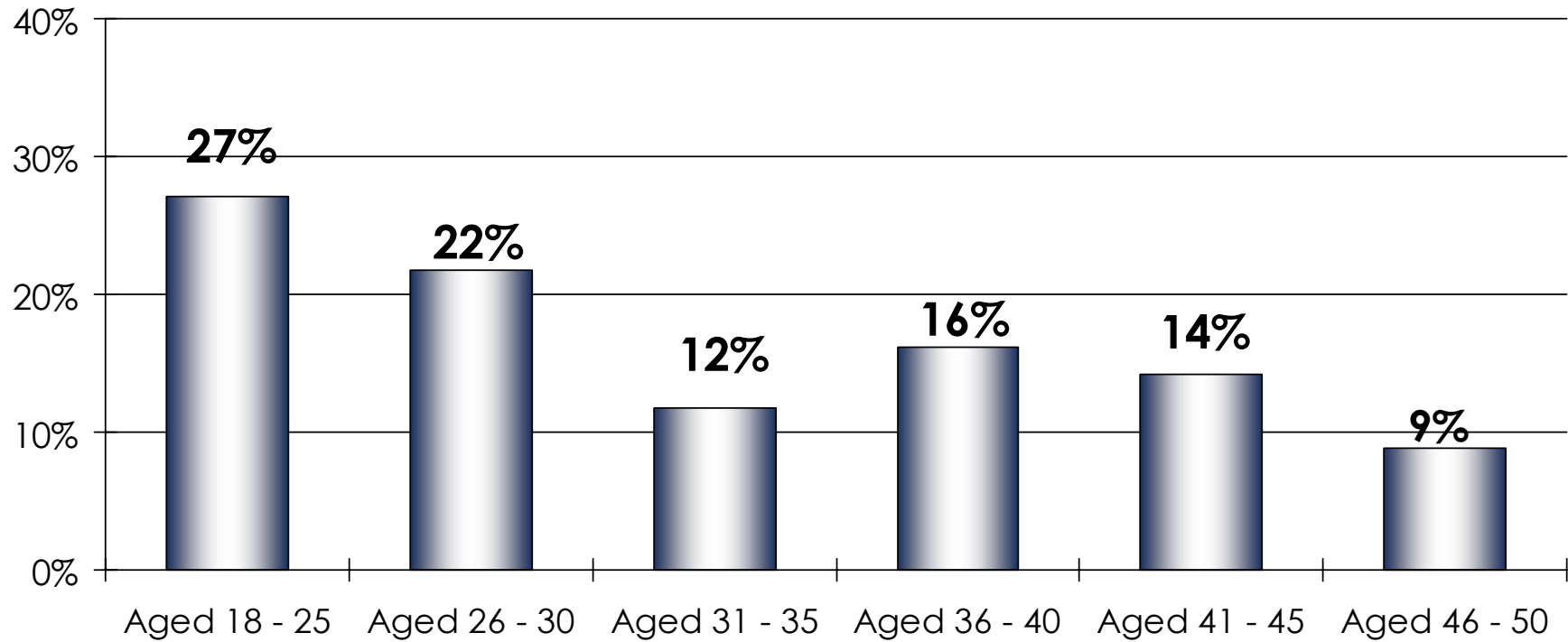
Gender



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Valid samples : 503 4

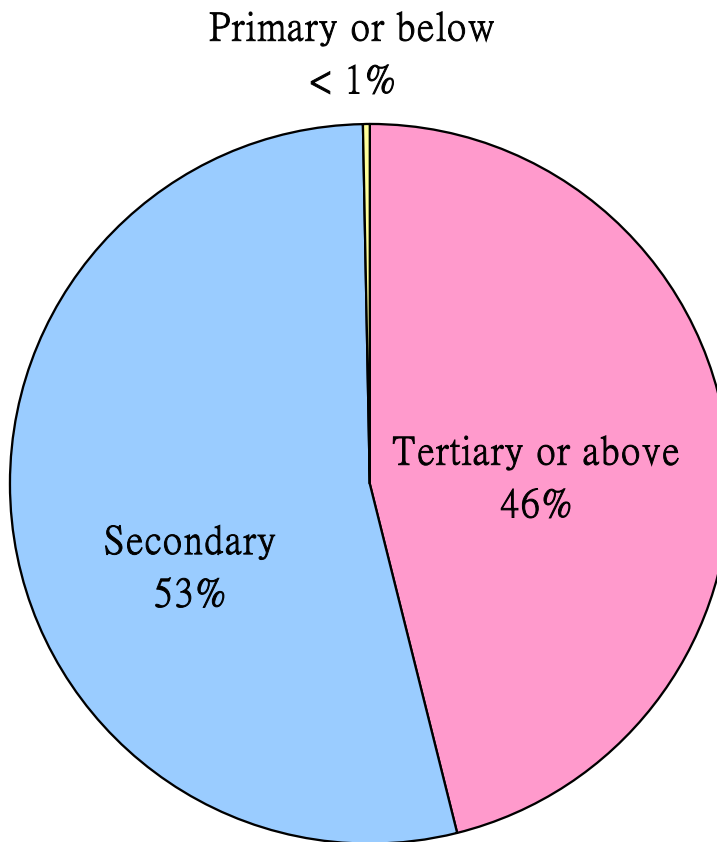
Age



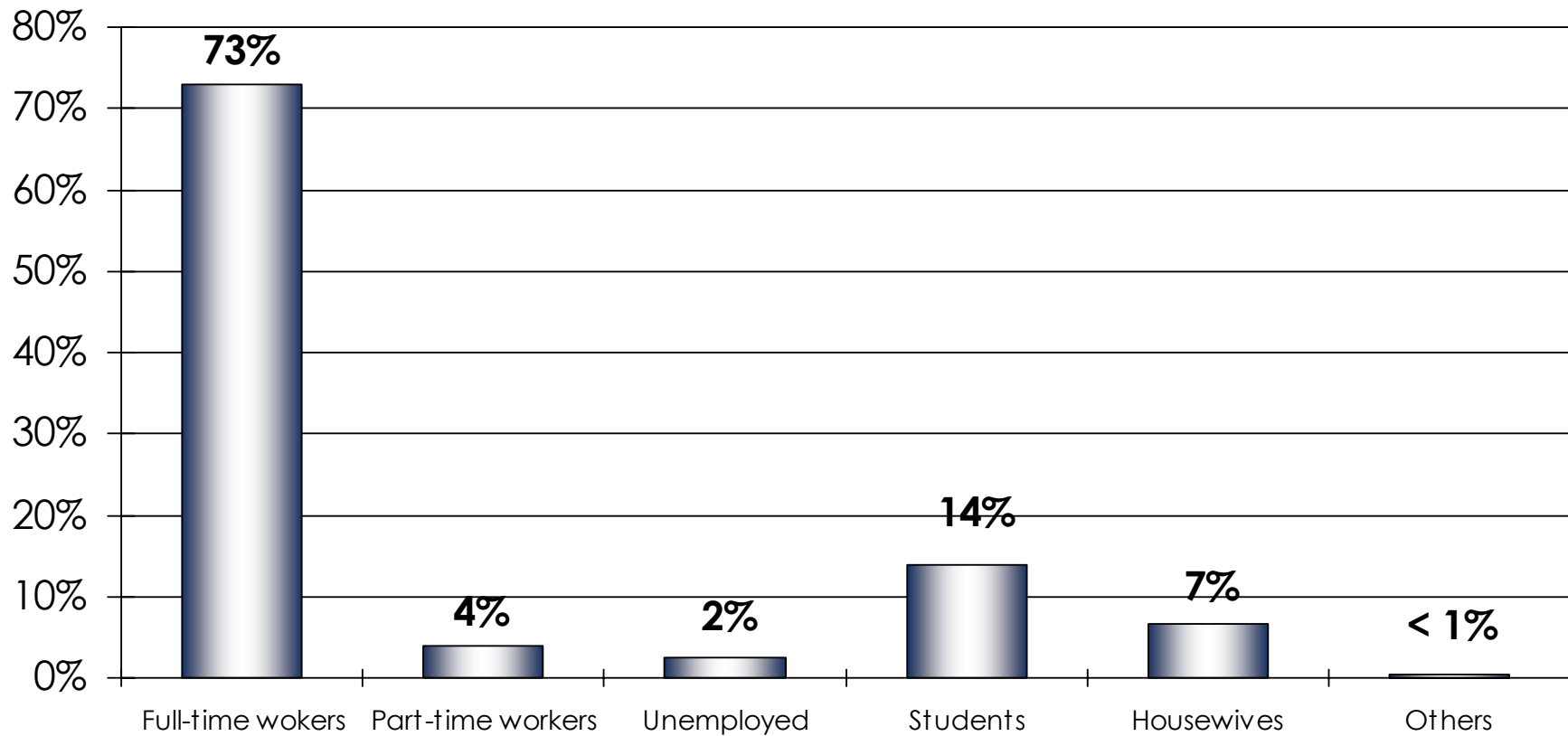
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Valid samples : 499 5

Education Level



Job Status



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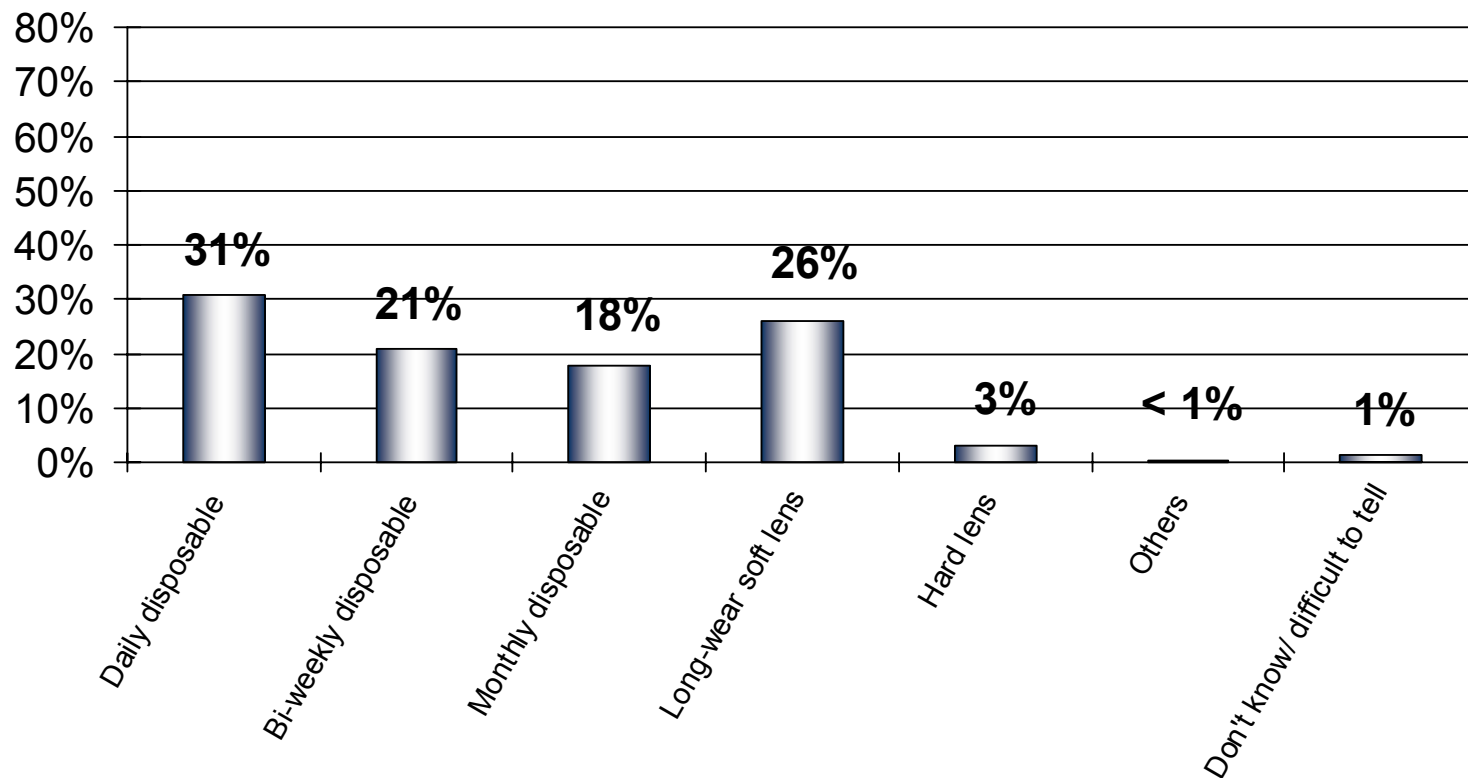
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Survey Findings

1. Respondents' usage of contact lens solution

Over 50% of respondents were wearing daily or bi-weekly disposable contact lenses

Q: What sort of contact lenses are you wearing?

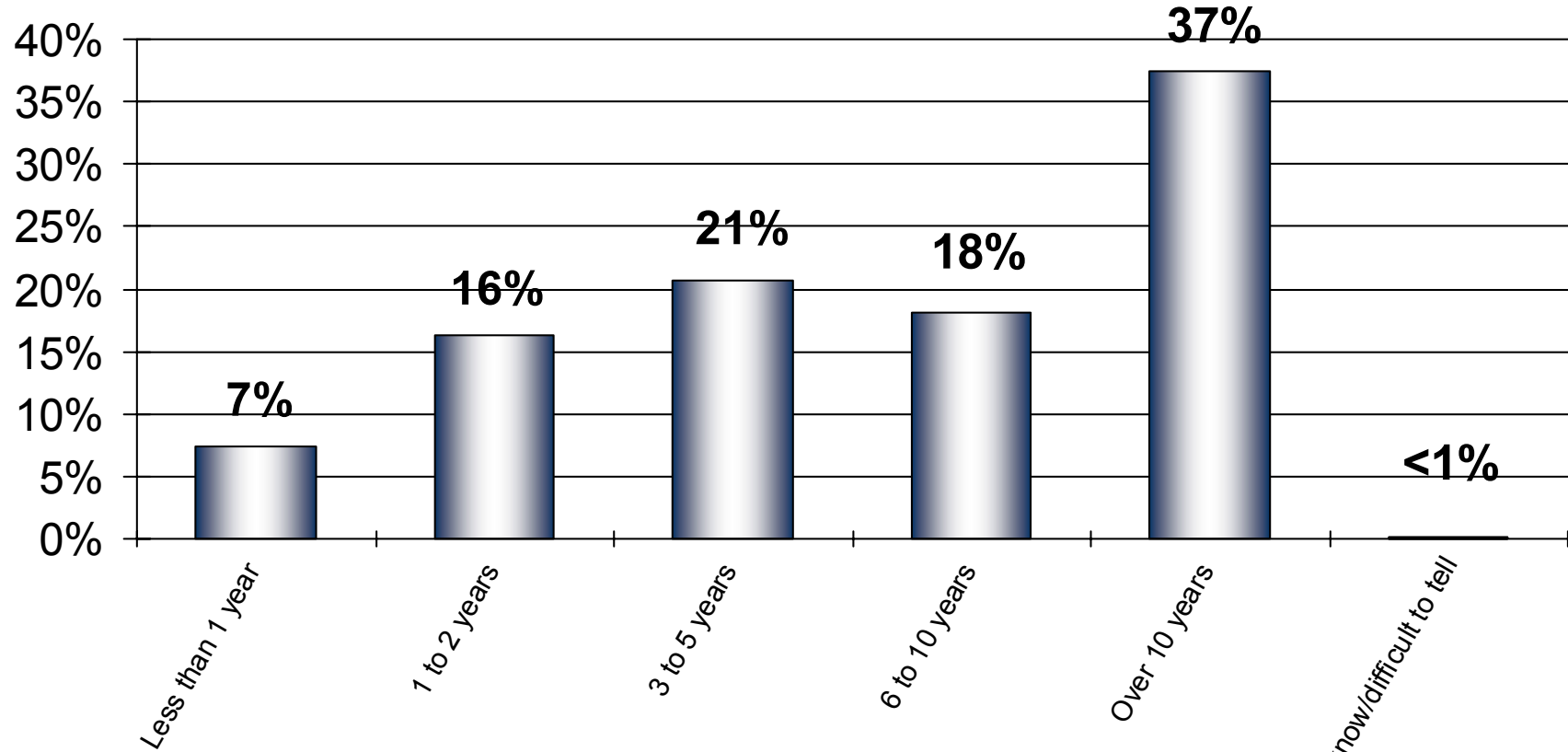


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Valid samples : 502 10

55% of respondents have been using contact lens solution for at least six years

Q: How long have you been using contact lens solution?



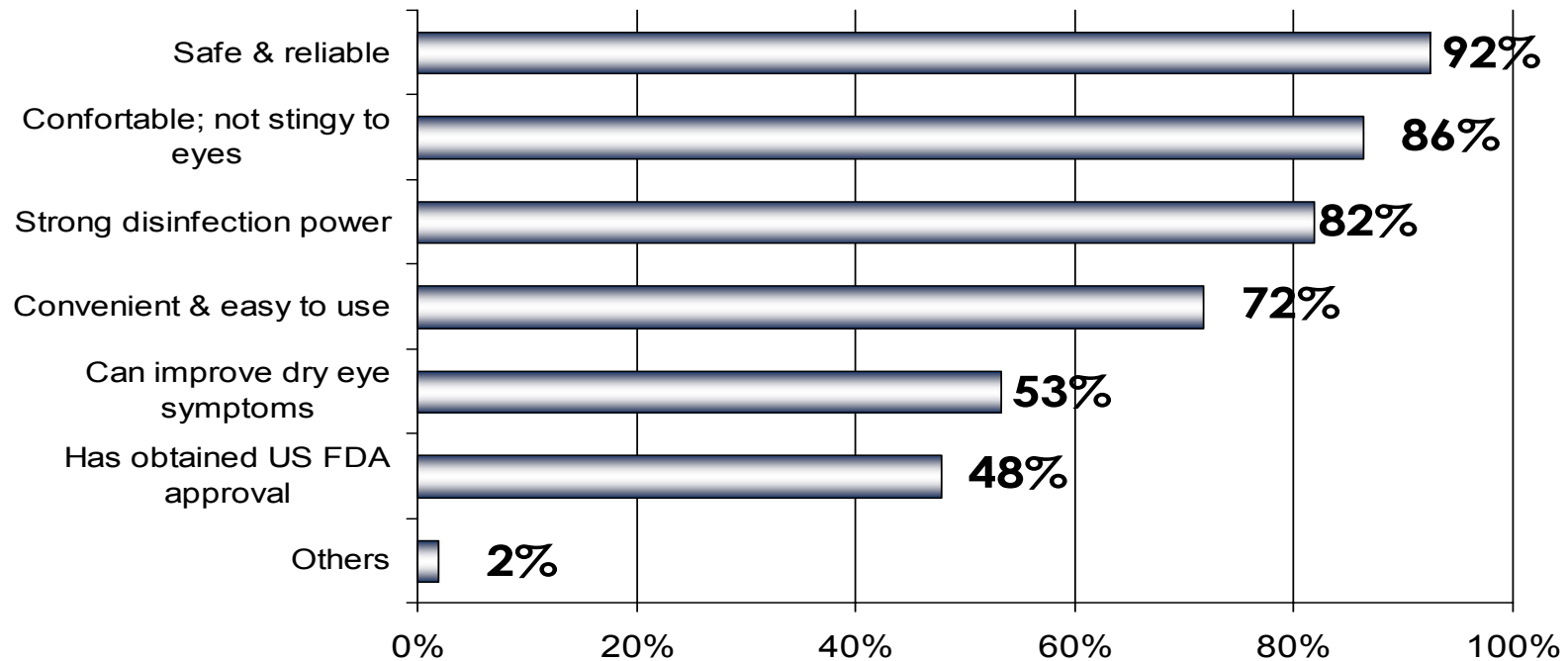
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Can't remember/don't know/difficult to tell

2. Respondents' concern of contact lens solution

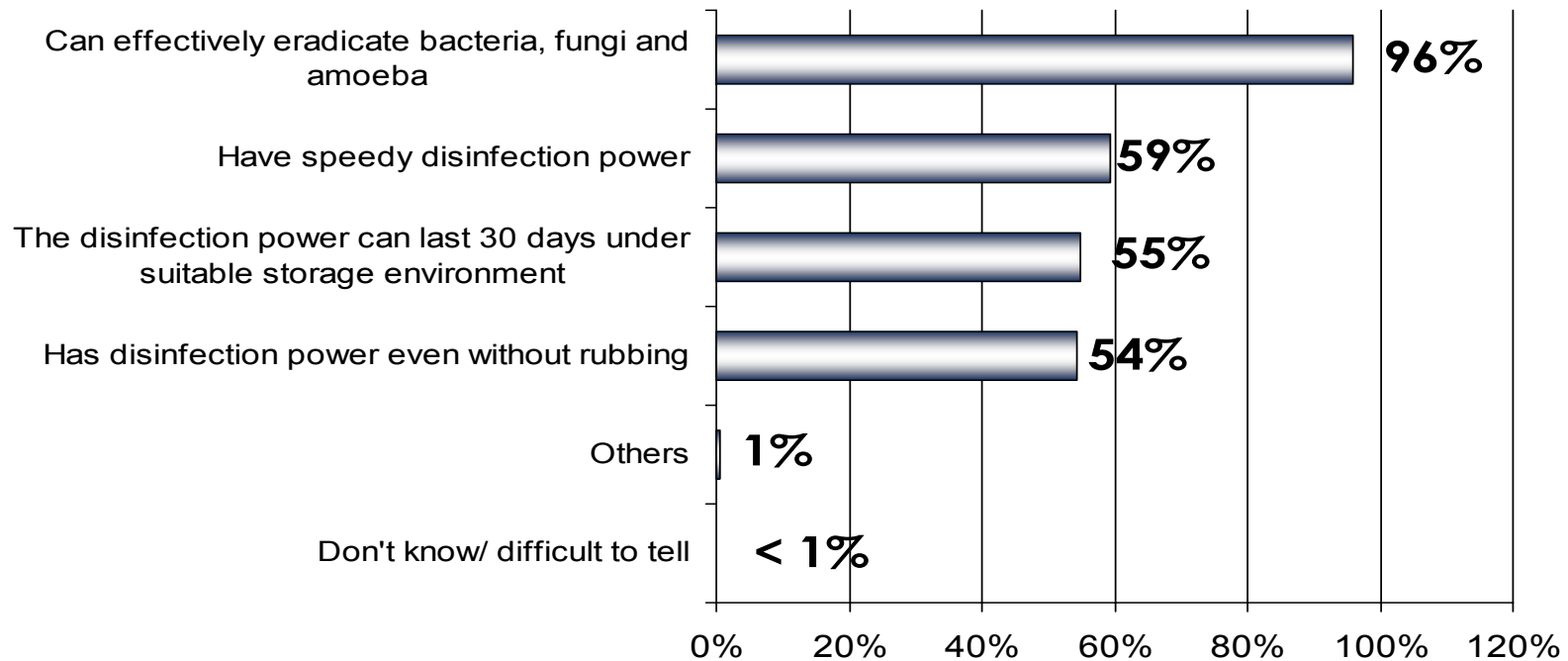
92% of respondents required their contact lens solution to be safe & reliable

Q: What are your requirements of contact lens solution?



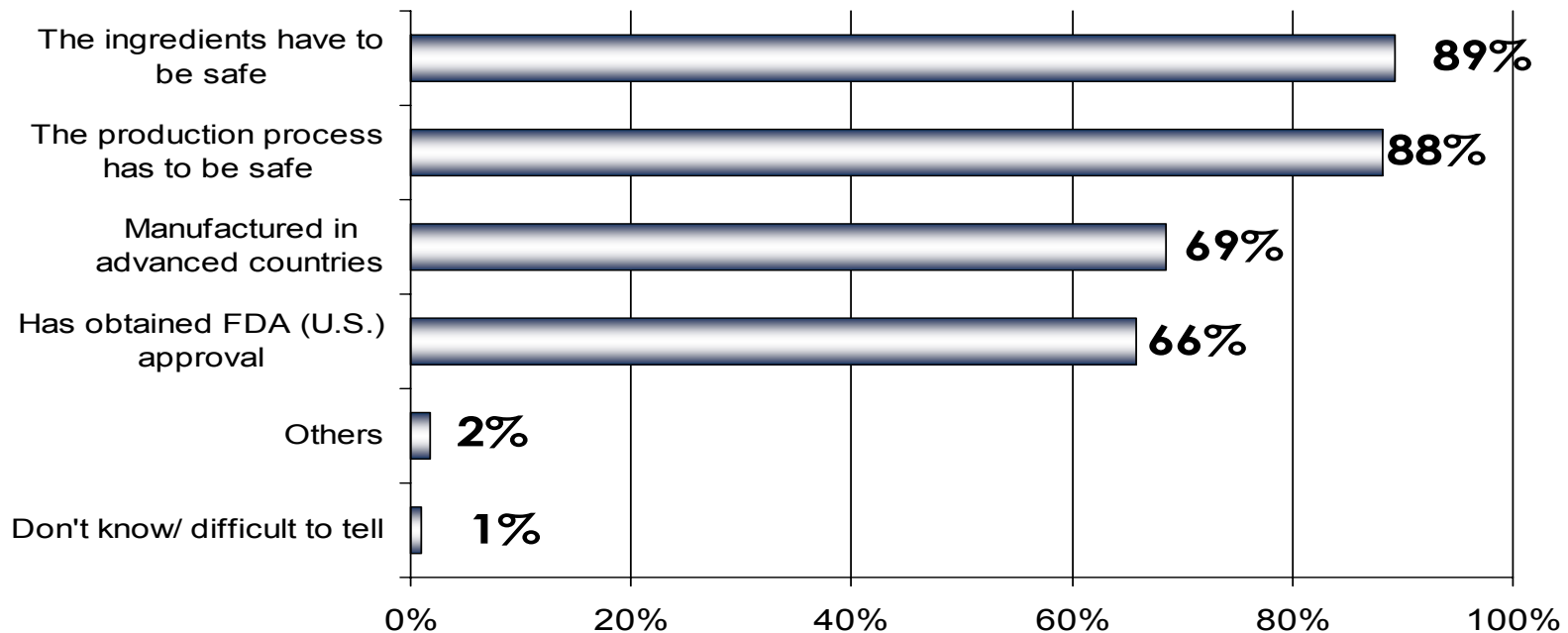
With regard to disinfection power, 96% of respondents considered an ability to eradicate bacteria, fungi and amoeba was essential to contact lens solution

Q: What's meant by "disinfection power" in your definition?



With regard to safety, close to 90% of respondents considered “safe ingredients” and “safe production process” were essential to contact lens solution

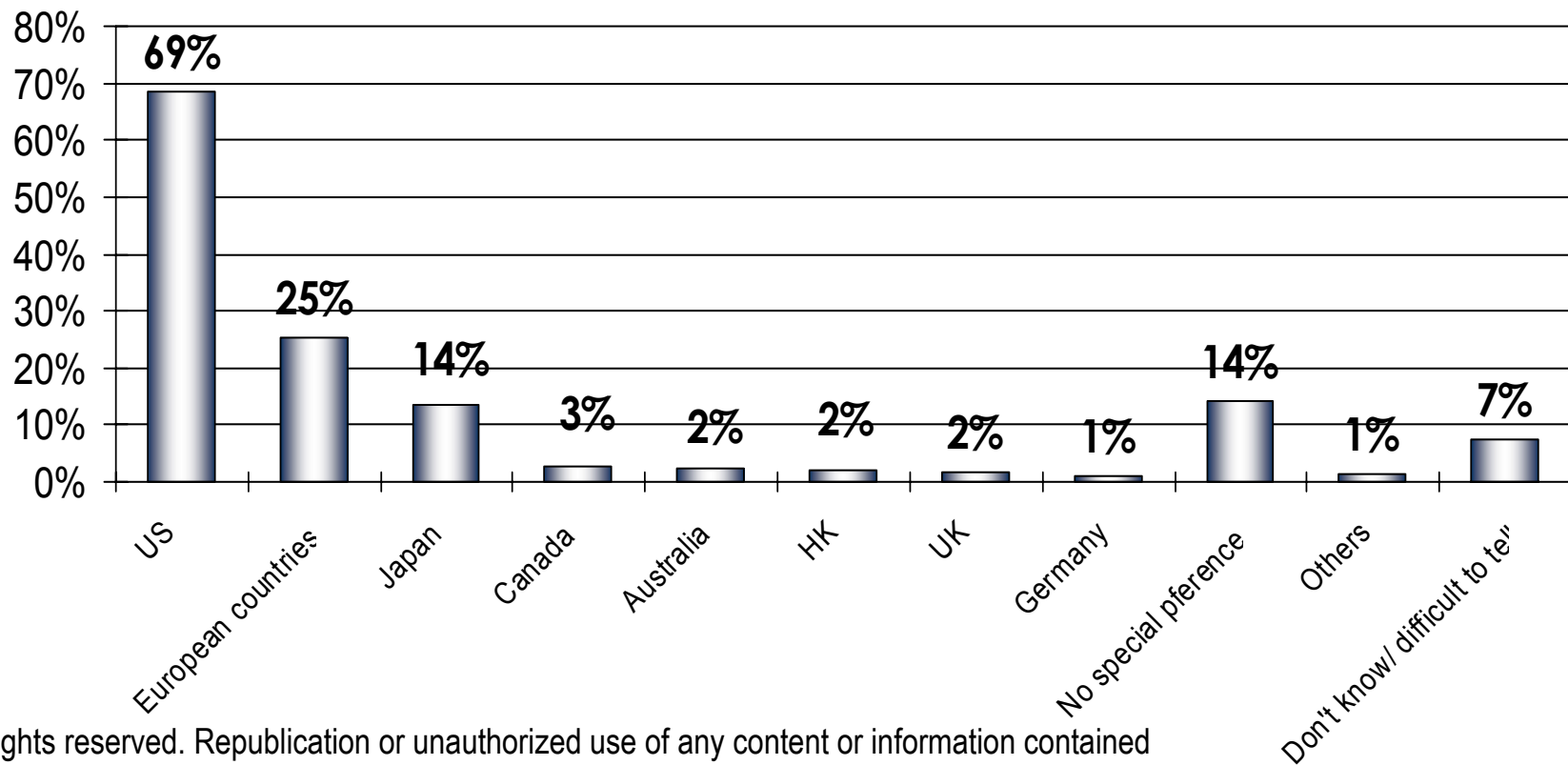
Q: What’s meant by “safe” in your definition?



69% of respondents had trust in contact lens solution produced in the U.S.

None had confidence in the products produced in mainland China

Q: In general, which place of origin of contact lens solution do you have trust in?



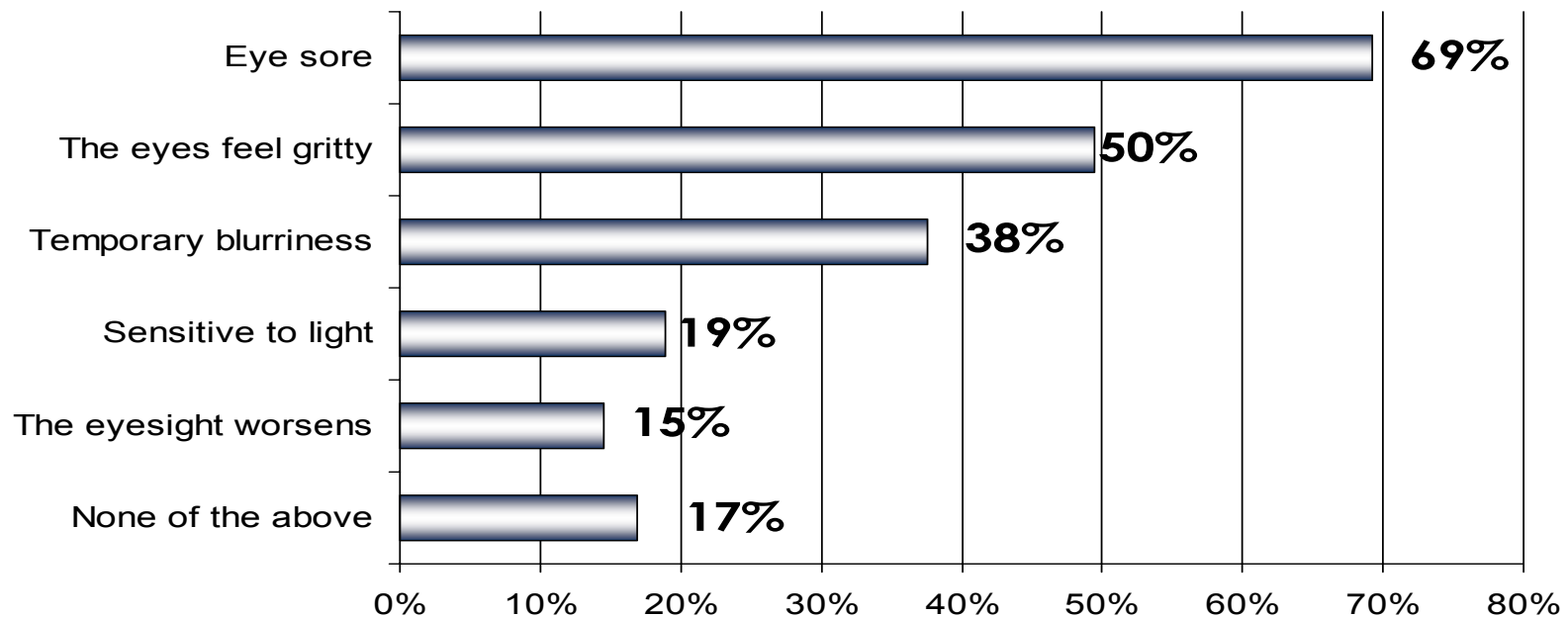
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Valid samples : 502 (Multiple answers)

3. Dry eye symptoms in relations to wearing contact lenses

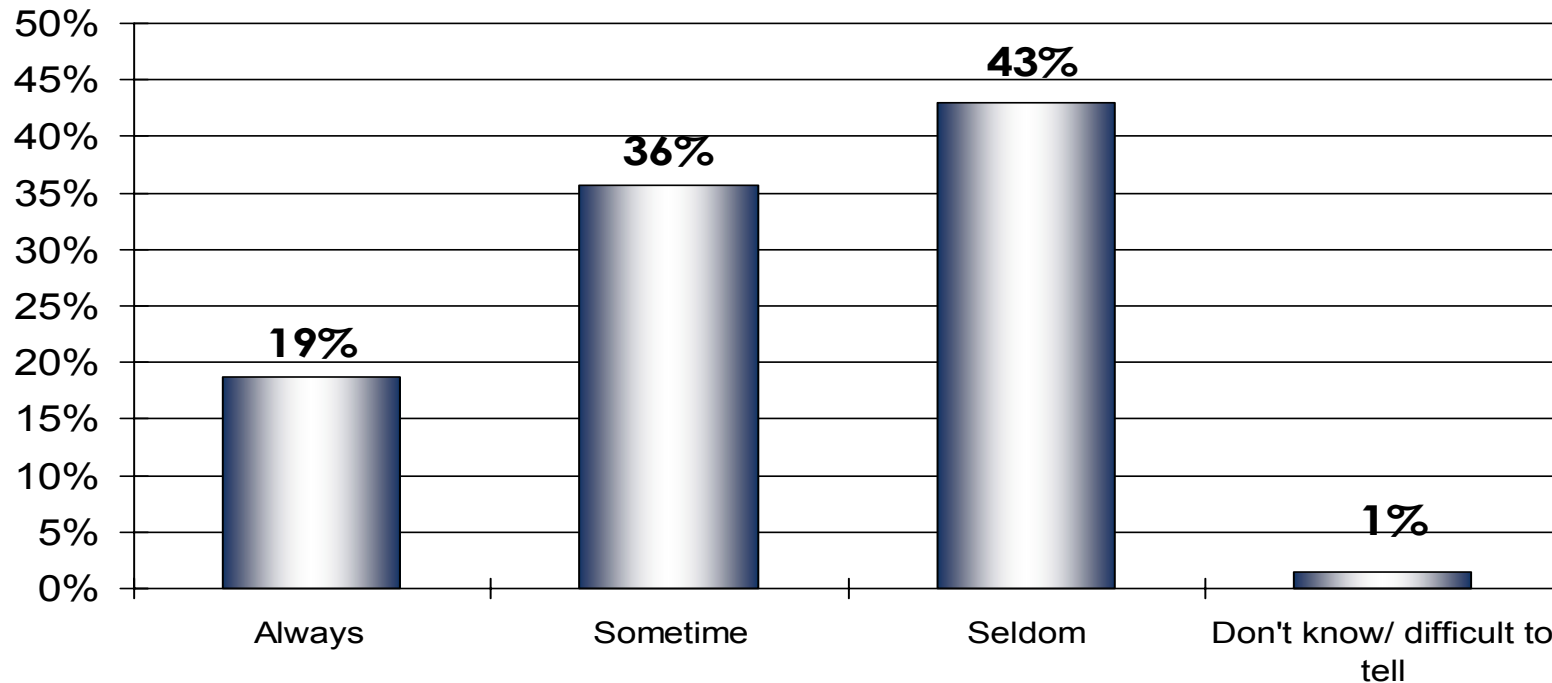
Close to 70% of respondents had experienced sore eyes when wearing contact lenses

Q: Have you ever experienced any dry eye symptoms when wearing contact lenses?



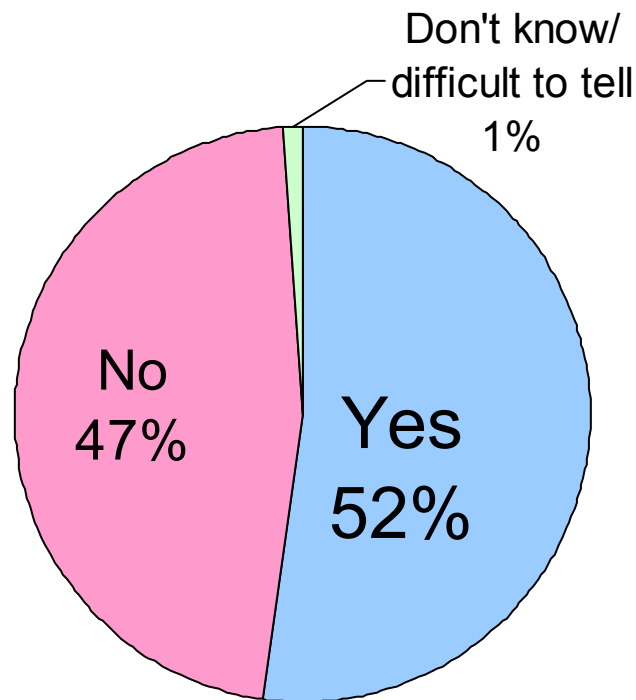
55% of respondents who had dry eye symptoms said the symptoms always or sometimes came up

Q: How often do you have the above dry eye symptoms?



52% of respondents had experienced that their eyes were so dry that the contact lenses dropped out or moved

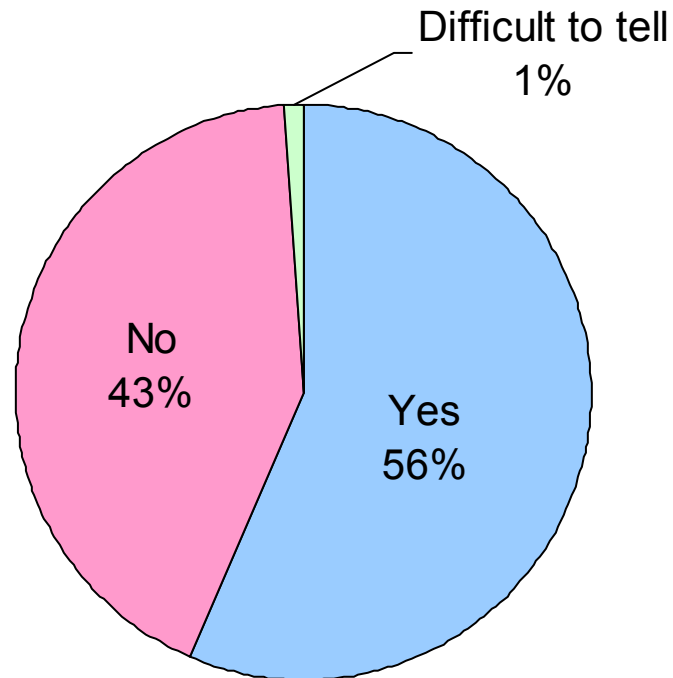
Q: Have you ever experienced a situation that your eyes were so dry that the contact lenses dropped out or moved?



4. Respondents' awareness of usage of contact lens solution in managing dry eye symptoms

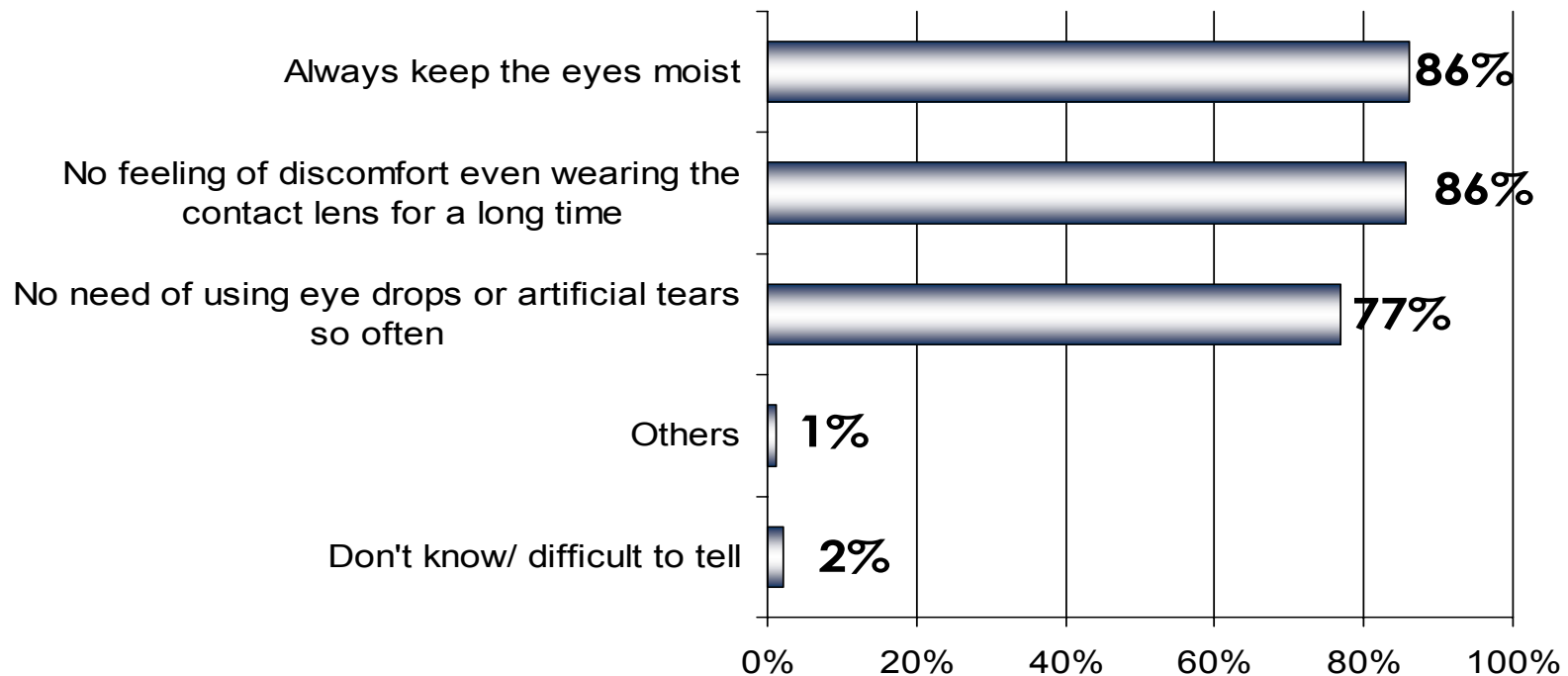
56% of respondents knew that not all contact lens solution could help improve dry eye symptoms

Q: Do you know that not all contact lens solution can help improve dry eye symptoms?



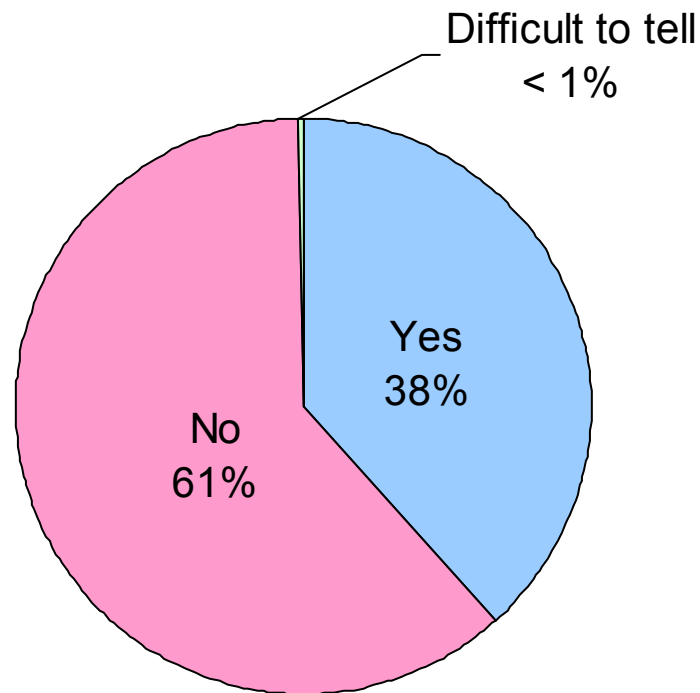
86% of respondents hope that the contact lens solution could keep their eyes moist and they would not feel uncomfortable for wearing the lenses for a long time

Q: How would you expect the contact lens solution to help improve your dry eye symptoms?



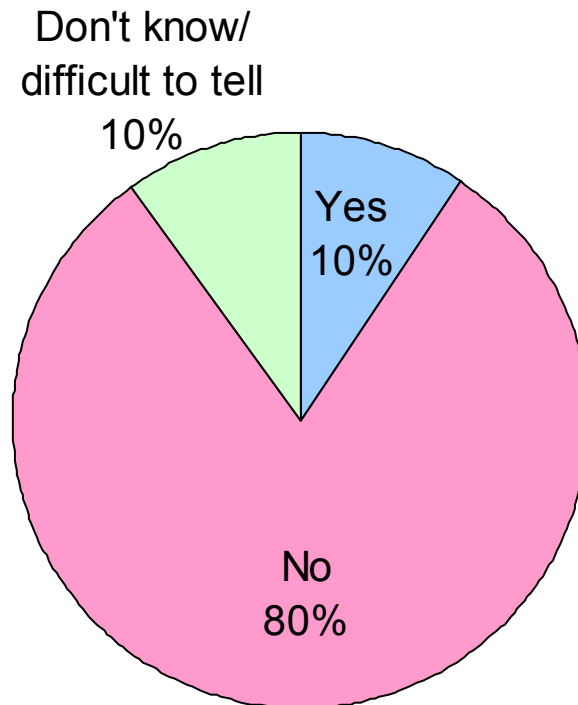
61% of respondents knew that their eyes would feel uncomfortable if their contact lens solution did not match with their contact lenses

Q: Do you know that your eyes would feel uncomfortable if your contact lens solution does not match with your contact lenses?



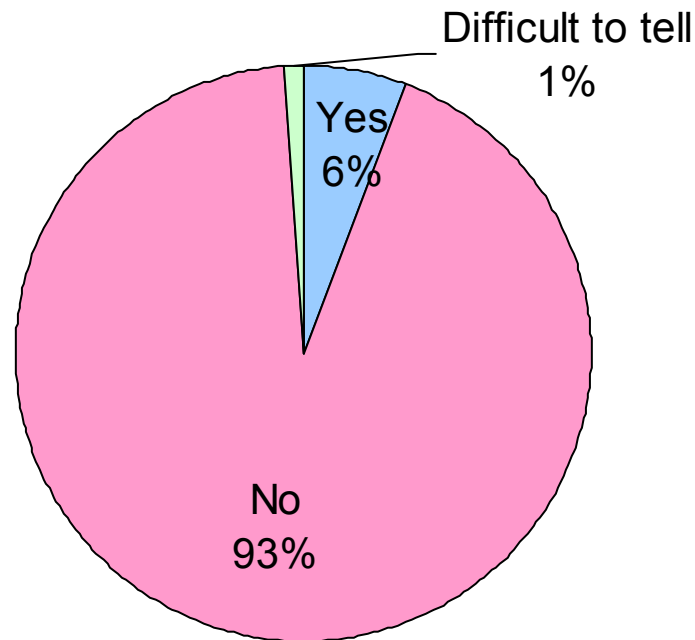
Only 10% of respondents had used Silicon Hydrogel contact lenses with high oxygen permeability before

Q: Have you ever used Silicon Hydrogel contact lenses with high oxygen permeability ?



93% of respondents did not know that not all contact lens solutions were compatible with Silicon Hydrogel contact lenses

Q: Do you know that not all contact lens solutions are compatible with Silicon Hydrogel contact lenses?



Conclusion

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Respondents' concern of contact lens solution

- 92% of respondents required their contact lens solution to be safe & reliable.
- With regard to disinfection power, 96% of respondents considered an ability to eradicate bacteria, fungi and amoeba was essential to contact lens solution.
- With regard to safety, close to 90% of respondents considered “safe ingredients” and “safe production process” were essential to contact lens solution.
- 69% of respondents had trust in contact lens solution produced in the U.S. None had confidence in the products produced in mainland China.

Dry eye symptoms in relations to wearing contact lenses

- Close to 70% of respondents had experienced sore eyes when wearing contact lenses. 55% of those who had dry eyes symptoms said the symptoms always or sometimes came up.
- 52% of respondents had experienced that their eyes were so dry that the contact lenses dropped out or moved.

Respondents' awareness of usage of contact lens solution in managing dry eye symptoms

- 56% of respondents knew that not all contact lens solution could help improve dry eye symptoms.
- 86% of respondents hope that the contact lens solution could keep their eyes moist and they would not feel uncomfortable for wearing the lenses for a long time.
- 61% of respondents did not know that their eyes would feel uncomfortable if there was an incompatibility of lenses and solution.
- Only 10% of respondents had used the high oxygen permissible Silicon Hydrogel contact lenses before.
- 93% of respondents did not know that not all contact lens solutions were compatible with Silicon Hydrogel contact lenses.