Alcon Investor Presentation at the American Academy of Ophthalmology

October 24, 2009
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 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 IOLs

Surgical Equipment and Disposables

Glaucoma Product Portfolio
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 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
Substantial Improvement in Intermediate Vision

Bilateral Defocus Curve

ReSTOR® Aspheric +3.0
ReSTOR® Aspheric +4.0

Data on File. Alcon, Inc.
# Improved Vision at All Distances

## Visual Acuity Comparison of the ReSTOR® Lenses

<table>
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<th>ReSTOR® Aspheric +3.0</th>
<th>ReSTOR® Aspheric +4.0</th>
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<tbody>
<tr>
<td>20/20 or Better</td>
<td>31.2%</td>
<td>8.4%</td>
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<tr>
<td>20/25 or Better</td>
<td>61.6%</td>
<td>21.4%</td>
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<tr>
<td>20/32 or Better</td>
<td>86.2%</td>
<td>49.6%</td>
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<td>20/40 or Better</td>
<td>94.9%</td>
<td>71.8%</td>
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<tr>
<td>Worse than 20/40</td>
<td>5.1%</td>
<td>28.2%</td>
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Note: Comparison of AcrySof® ReSTOR® Aspheric three months postoperatively after binocular implantation.

Data on File. Alcon, Inc.
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

<table>
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<tr>
<th>Quarter</th>
<th>Alcon (shares by percentage)</th>
<th>B&amp;L</th>
<th>AMO</th>
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<td>Q2 2008</td>
<td>47.4%</td>
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<td>38.0%</td>
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<tr>
<td>Q3 2008</td>
<td>53.1%</td>
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<td>14.8%</td>
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<td>Q4 2008</td>
<td>45.0%</td>
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<tr>
<td>Q1 2009</td>
<td>45.0%</td>
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<tr>
<td>Q2 2009</td>
<td>53.1%</td>
<td></td>
<td>14.8%</td>
</tr>
</tbody>
</table>

Source: Market Scope
U.S. Cataract Surgery Opportunity

Total High Volume Surgeons Implanting Elective IOLs

- Low Adoption (0-50)
- Medium Adoption (50-100)
- High Adoption (100-200)
- Integrated Business Model (200+)

Source: Internal Research

Percentage of Total Elective IOL Procedures by Adoption Classification

- Low Adoption (0-50) 16.2%
- Medium Adoption (50-100) 28.0%
- High Adoption (100-200) 31.7%
- Integrated Business Model (200+) 24.1%

Source: Internal Research
Dr. Warren Hill Discussing AcrySof® IQ Toric
Growth Drivers for Advanced Technology IOLs

- Clinical Performance
- Remove Additional Barriers to Adoption
- Integration of AT IOLs into Practices
- Aging Demographics

Drive adoption and utilization by surgeons to achieve maximum patient benefit
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
Introduction of OZil® iP

Introducing the intuitively adaptive control of NEW OZil® iP.

Featuring innovative OZil® Intelligent Plasmas, the INFINITI™ Vision System puts optimized OZil® functional, simulation 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.
OZil® iP Demonstration Video
**CONSTELLATION® Value Proposition**

- Differentiated from the competition
  - ULTRAVIT® vitrectomy probe
    - Operates at 5000 cuts per minute
  - Integrated IOP control
  - Improved fluidics
  - Embedded PUREPOINT® Laser
  - Benefits of the V-LOCITY®

- Key features of V-LOCITY® 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**

- 84% for Alcon
- 16% for B&L
Refractive Competitive Performance

Alcon/WaveLight has gained 3 procedure share points

U.S. Procedure Share as of Q4 2007
- AMO: 61%
- Alcon/WaveLight: 24%
- B&L: 14%
- Nidek: 1%

U.S. Procedure Share as of Q2 2009
- AMO: 61%
- Alcon/WaveLight: 27%
- B&L: 10%
- Nidek: 2%

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 ALLEGRO 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

Advanced Technology
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

Source: IMS
TRAVATAN Z® Managed Care Success

Top 12 Medicare Part D Plan Performance

Formulary Access for MPD

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<th></th>
<th>Preferred</th>
<th>Non-preferred</th>
<th>Not Covered</th>
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<tr>
<td>Lumigan</td>
<td>79.7%</td>
<td>9.9%</td>
<td>10.3%</td>
</tr>
<tr>
<td>Travatan/Z</td>
<td>90.0%</td>
<td>9.3%</td>
<td>0.7%</td>
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<tr>
<td>Xalatan</td>
<td>41.1%</td>
<td>45.4%</td>
<td>13.5%</td>
</tr>
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</table>

Source: WK Health

- 40% of all Travatan Z® 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

Source: IMS

AZOPT®

23.9% 26% 30% 32% 34%

Q2 05 MAT Q2 06 MAT Q2 07 MAT Q2 08 MAT Q2 09 MAT

Source: IMS
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)

- 40% Alphagan P 0.1%
- 40% Alphagan P 0.15%
- 20% Brimonidine/Other

Source: WK Health
Question and Answer Session
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