



Culture Matters!

Putting Culture into Practice

Accelerate 2024

The Values That Define Glaukos



At Glaukos, we'll go first – we won't play it safe. We strive. We reach. We dream big and deliver even bigger. We think harder, listen better, and innovate faster because each and every Glaukos employee dares to BE more



DREAM More
... and imagine the impossible

LEAD More... and inspire the success of others

... by putting empathy into action

Glaukos Attributes



We Are Patient Focused

Every action of every day brings us one step closer to making a difference in the lives of patients by addressing their unmet needs.

We Have Courage/Conviction

We aspire to be courageous and to have courage in our conviction in chasing product innovation, market development and improvements to corporate operations.

We Thirst for Victory

We are a culture of winners. We embark on any endeavor we expect to be successful, to pursue and to prevail over competition.

We Have Compassion/Charity

We are committed to acts of compassion and charity, not for self-pious recognition, but because it is the right thing to do.

We Are Responsible

Each of us is accountable for the building & success of the company; for preserving this special culture we have all created.

We Act with Integrity

We expect the highest ethical behavior to guide our actions and decisions and we hold ourselves accountable to that standard.

We Are Resilient/Tenacious

What separates Glaukos is our earned history of getting back up multiple times and never giving up while quickly implementing the best solutions.

We Work Hard and Remain Humble

We are passionate about our work ethic and accomplish yet carry ourselves with deep humility.

We are Change Agents

We seek to make a DENT IN THE UNIVERSE. We embrace change and seek continuous improvement in all that we do.



Putting Values into Practice

Putting Culture into Practice



Act Smaller as the Company Grows Bigger:

"One of the reoccurring concerns of an enterprising organization is - as it grows — that it become inwardly focused, a vanilla strategic organization that loses its ability to innovate, to adapt, to make a difference.

We are all resolved to rise above and do better. Values statements are instructions but putting them into practice is the key to embracing and preserving our unique culture that defines us."

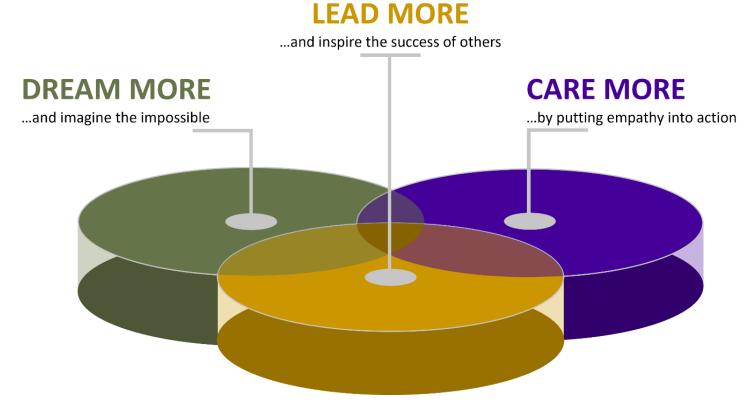
- The Glaukos Senior Team

Glaukos Expected Behaviors



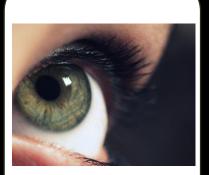
Glaukos has special behaviors that distinguish us from others and inspires us to achieve heights that others find difficult to reach.

These behaviors are enshrined in our Dare to Dream, Dare to Lead, and Dare to Care corporate culture campaign.



Putting Culture Into Practice





A Culture of Risk Taking & Conviction



A Culture of Decisive Efficiency



A Culture of Collaboration



A Culture of Quality



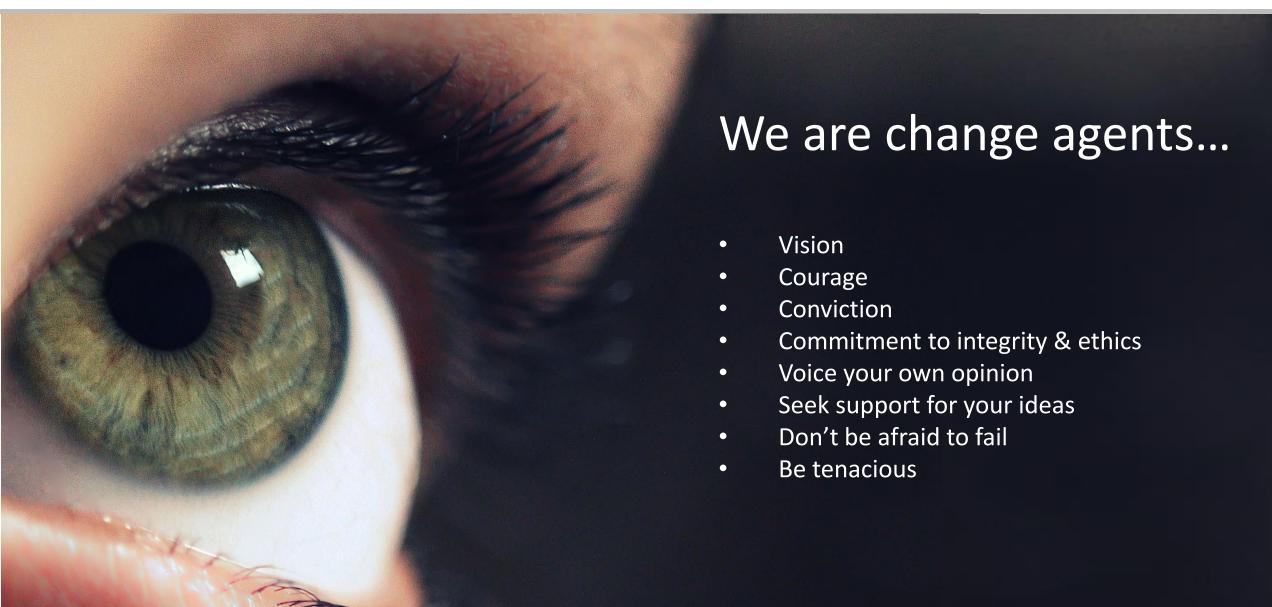
A Culture of Compassion



A Culture of Spirited Enthusiasm

A Culture of Risk Taking and Conviction



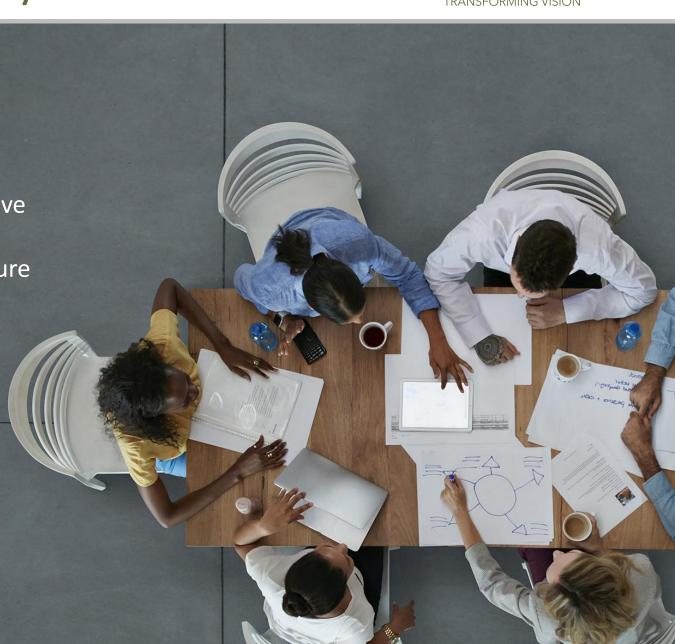


A Culture of Decisive Efficiency



Team Meetings

- Meet in-person, whenever possible. If virtual, have cameras on.
- Consider who needs to be in the meeting to ensure an appropriate exchange of ideas.
 - Rule of Thumb: No more than 8 members
- Come prepared and accountable for past assignments.
- Pull together small groups whenever possible.
- Challenge the need for reoccurring meeting.
- Meetings are not subject to an hourglass.



A Culture of Decisive Efficiency



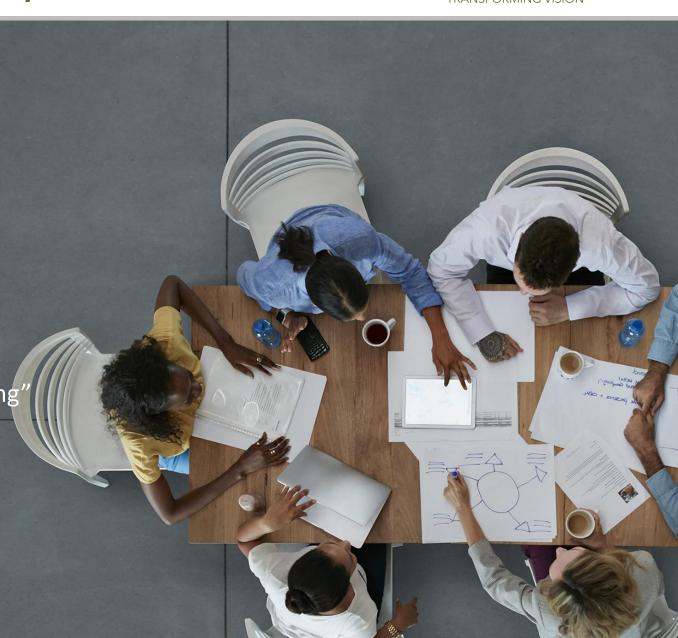
Process

"Process is a servant not a master"

- Respect and use process to efficiently execute actions.
- Challenge unnecessary processes that hinder decisive action.

Email

- Strive for in-person, telephonic, or "team meeting" communications.
- For onsite employees, walk around and meet individual face-to-face.
- Limit "reply all" email responses.



A Culture of Collaboration





No Swim Lanes

- Be open when colleagues cross-over with ideas impacting your area of expertise and/or responsibility.
- Seek to understand different perspectives.

Accountability

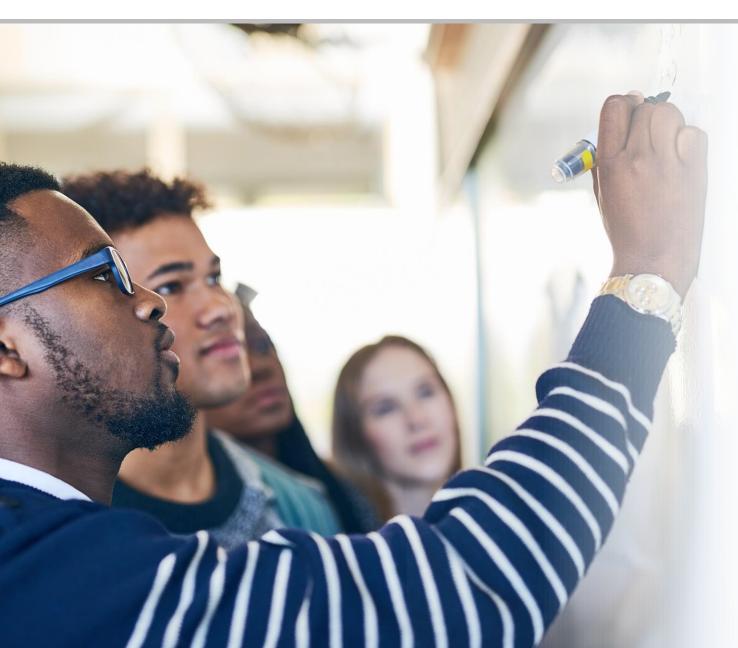
We are all going to make mistakes. Own them.
 Learn from them. Avoid finger-pointing.

Consensus Building

- Seek consensus of initiatives and heed comments.
- Be decisive in the absence of consensus.

A Culture of Collaboration





Don't Just Accept Things

 Ask question. Challenge conventional wisdom and the status quo. Don't be afraid to negotiate.

Transparent Communication

 Communicate with each other with full transparency and honesty within the realistic constraints of a publicly traded company.

A Culture of Quality





A Culture of Compassion





Giving Back

- We are a company that cares and strives to give back.
- We activity seek to support volunteer events.

Treating Each Other

- Treat each other with respect, transparency and trust.
- Assume positive intent.
- Be kind.

A Culture of Spirited Enthusiasm

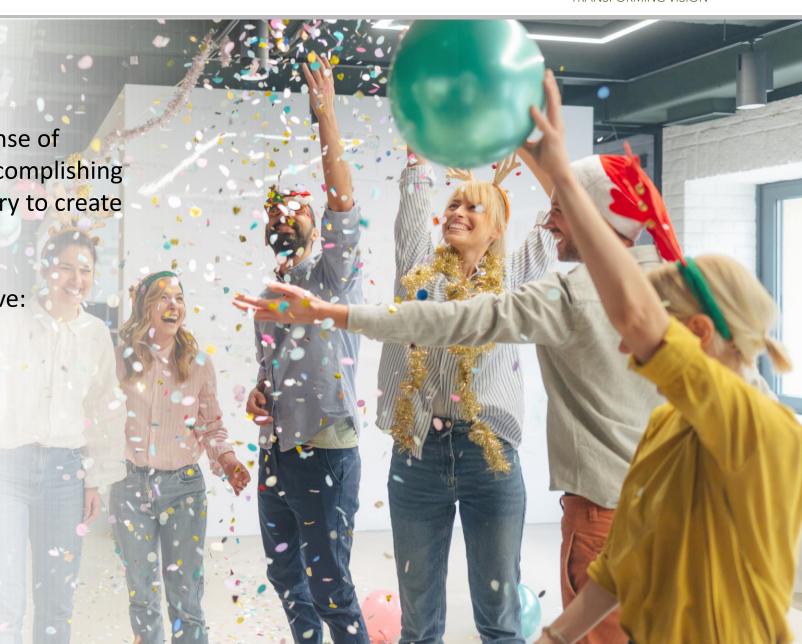


Life is short...

Feeling fulfilled at work and having a sense of mission along with the enjoyment of accomplishing these goals with others is the spirit we try to create at Glaukos.

At our office locations we frequently have:

- Food truck Fridays
- Halloween contests
- Thanksgiving celebration
- Krazy Christmas
- Founder's Fridays
- March Madness



Dream Attributes | Putting Values into Practice



Attribute	What	How
THIRST FOR VICTORY We are a culture of winners. When we embark on any endeavor, we expect to be successful and to prevail over competitors	Demonstrate Business Acumen	Leverage deep knowledge of industry trends, current and future policies, best practices, and technology to make informed, strategic decisions.
	Drive for Results	Pursue ambitious company goals and stay motivated to achieve them. Persist through challenges with an optimistic and tenacious mindset.
	Negotiate Effectively	Navigate complex situations to create winning outcomes while preserving relationships.
CHANGE AGENTS We seek to make a DENT IN THE UNIVERSE	Champion Change	Courageously drive meaningful change, guided by a sharp vision and a commitment to create lasting positive impact.
	Adapt to Flexibility	Readily adjust emotions, thoughts, communication, and behaviors to unfamiliar, unpredictable, and dynamic ideas or circumstances.
	Generate Innovation	Effectively lead the ideation process, encouraging creativity and fresh solutions. Tap into diverse perspectives to uncover new possibilities.
INTEGRITY We expect the highest ethical behavior to guide our actions and decisions	Practice Empathy	Recognize, understand, and appreciate the perspectives and motivations of others.
	Actively Listen	Demonstrate genuine interest in others' perspectives by listening attentively and with patience.

Lead Attributes | Putting Values into Practice



Attribute	What	How
COURAGEOUS CONVICTION	Exhibit Courage	Be transparent, speak up with candor and let people know where they stand by providing both positive and constructive feedback to drive improvement.
We aspire to be courageous and to have	Express Emotions	Openly and appropriately convey feelings, both verbally and non-verbally, to build trust.
courage in our convictions	Enable Autonomy	Empower yourself and others by providing the necessary resources, tools, and decision-making latitude to excel in their roles.
RESILIENT/TENACIOUS Glaukos has an earned history of getting back up	Survivor Mentality	People and teams view setbacks as temporary and believe they can overcome adversity. They maintain hope and optimism especially in the most challenging times.
multiple times and never giving up while quickly implementing the best solutions	Problem Solving	Resilient teams and individuals are good at finding solutions—even in the face of big setbacks.
RESPONSIBLE Each of us is accountable for the building and success of Glaukos	Be Accountable	Operate with personal ownership and look for ways to improve performance all the time. Own your mistakes and learn from them. Avoid finger pointing and take accountability if you cannot keep commitments. Be on time.
DECISIVELY EFFICIENT Examine and maximize new ways to use time, materials, communication methods, and investments	Meeting Efficiency	Have a meeting purpose and agenda even if a meeting is spontaneous. Be able to answer why a meeting is happening. Carefully identify who should be involved. In person meetings are best and if remote, participants should be on camera.
	Process	Use process wisely—especially those that seek full compliance that ensures patient safety, product efficacy and product quality in the most pragmatic and efficient way we can. Challenge processes that hinder decisive action. Be impatient with unnecessary delays.
	Communication and Email	Challenge yourself to use in person, phone, or Teams meetings over email. Limit the use of Reply All. Use the 3-email rule—more than three emails on the same subject might indicate the need to talk in person.
QUALITY We expect high-quality, compliant products to be	Seek Quality in Everything	Critical to our culture of quality are assured patient safety, effective products, full compliance and predictable supply of commercial products. We seek to fulfil all aspects in our dedication to a culture of quality for any role and in any function. Identify and embed quality measures and outcomes in all work.
available when and where our patients need them and for every role in every function	Take Appropriate Risks	Use a mix of analysis (<i>science</i>), wisdom, experience, and judgement (<i>art</i>). Involve others to provide balance to risk taking and decisions. Examine how effective past risk taking and decisions have been.
SPIRITED ENTHUSIASM Feeling fulfilled at work and having a sense of mission along with the enjoyment of accomplishing these goals with others is the spirit that we try to create at Glaukos	Identify Your Why	Ask yourself how you identify with Glaukos? How does your job and your role link to our purpose and future?
	Contribute and Participate	In person and virtual events sponsored by Glaukos and departments and teams are intended as vehicles of release, camaraderie and joy. Identify ways for you to participate, contribute and to connect to others and the company.

Care Attributes | Putting Values into Practice



Attribute	What	t How	
PATIENT FOCUS Remember that every action of every day brings us one step closer to making a difference in the lives of patients	Prioritize Customer Focus	Build strong customer relationships and deliver innovative, customer-centric solutions. Continuously seek insights to build and deliver solutions that meet and enhance the customer experience.	
WORK HARD and REMAIN HUMBLE As a culture of winners, we are passionate about	Demonstrate Humility	Approach interactions with modesty and self-awareness, acknowledging and learning from your own imperfections and mistakes. Use these as ways to learn and grow, rather than projecting an image of infallibility.	
our work ethic and accomplishments yet carry ourselves with deep humility	Have Fun	Use good-will and self-deprecating humor to connect to others.	
COMPASSION/CHARITY We are committed to acts of compassion and charity	Embrace Social Responsibility	Willingly contribute to the well-being of society, social groups, and the welfare of others.	
	Build Trusted Relationship	Develop and maintain mutually satisfying relationships characterized by trust, empathy, and compassion. Assume positive intent. Be kind.	
	Foster Collaboration	Work cross-functionally leveraging diverse expertise to achieve shared goals.	
COLLABORATION	No Swim Lanes	Be open and secure when colleagues offer ideas impacting your area of expertise and/or responsibility particularly when their actions are intended to better the business. Seek to understand different perspectives. Be willing to step up and pitch in outside of your area of responsibility if you have the expertise and the bandwidth to take on a key task.	
Enable a safe, strong, and unified working relationship that makes the best of individual knowledge and expertise	Build Consensus	Seek consensus on initiatives. Heed all comments. Embrace constructive debates. After assessing all, be decisive even in the absence of consensus. At times, the "wrong" decision is preferable to inaction. If you do not prevail in your position, get behind and embrace the final decision.	
кношейде ини ехрептѕе	Appropriately Challenge	Ask questions. Challenge conventional wisdom and the status quo. Don't be afraid to negotiate. Phrases such as "that's the way it has always been done", "that's the way we did it at PriorCo", or "those are the terms they sent me" are all just starting points of a conversation, not the end point.	
	Communicate Transparently	Communicate with each other with full transparency and honesty within the realistic constraints of a publicly traded company. This transparency builds trust and unity that translates into success at so many levels in our organization.	



Glaukos Culture, Values, and Attributes are embedded throughout the Talent Cycle including...

Hiring

- Job Posts and Job descriptions refer to values, attributes and behaviors
- Interview Guides have values, attributes and behaviors references and questions

Succession and Calibration

 Discuss demonstration of values, attributes and behaviors during calibration, succession, and promotion discussions

Compensation and Benefits

- Job Leveling Guide, attributes and behaviors used to evaluate employees
- DARE Awards
- Benefit enhancements to support employees and their families
- Total Reward Statements / Comp & Ben Communications



Onboarding and Orientation

- · Orientation materials
- Onboarding Guide references values, attributes and expected behaviors
- CEO New Hire Breakfast

Career and Performance

- · Goal templates in Oracle and Word
- Performance Development Plans

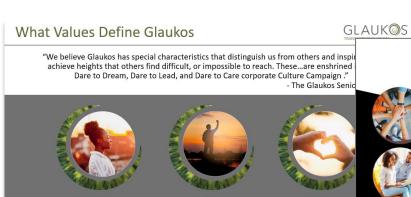
Learning Activities

- Custom Courses:
 - Grow Your Development
 - Leadership Programs (Launch & Leader Lab)
 - Negotiate to Collaborate
 - Source and Select
- iLearn Toolkits

GLAUKOS

2024

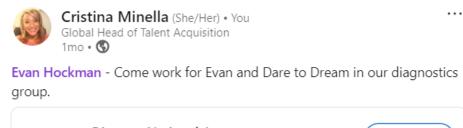




New Hires Learn
More...

...about the Glaukos Culture Values and Attributes in Orientation and through Onboarding.





GLAUK@S

Director, National Accounts

Job by Glaukos Corporation Aliso Viejo, California, United States (On-site)



170 connections work here

View job

ONBOARDING GUIDE

...starts with job postings, job descriptions, and interview guides that reference our Culture, Values, and Attributes.

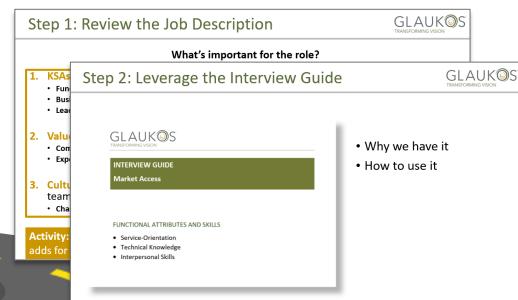
The journey and introduction to Glaukos Values,
Attributes, and Culture...

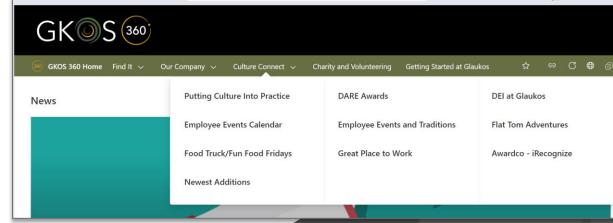
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8 reposts





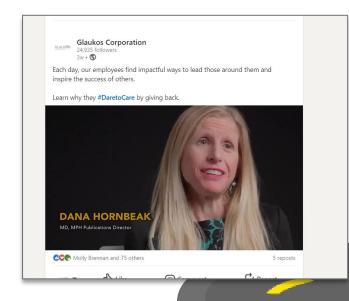




Our Culture is Further Reinforced...

...in the Culture Connect portion of GKOS 360 with a rich set of tools and information.

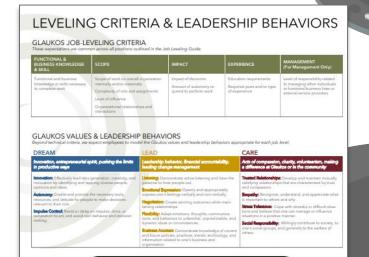




Social Media Posts...

...regularly describe people who live our Values and stories and events that demonstrate our commitment to our culture





As a Further Reference...

...the Attributes and Values are the heart of our Total Rewards philosophy including Dare Awards and the Job Leveling Guide introduced in 2023

DARE Award Nomination Examples



DREAM MORE

linked to innovation, entrepreneurial spirit, pushing the limits in productive ways

- · Scientific / Technology discovery
- New patents leading to significant impact for business Great idea proposed but not implemented
- Grass roots ideas

- Innovative solution to a difficult probler
- · Breaking into a new market segment

· Improvements in efficiency

- · Landing or converting a key critical client



linked to leadership behavior, financial accountability, leading change management · Influencing and collaborating with others to accomplish · Leveraging internal expertise, skills and resources in

- · Educating, communicating or presenting information in
- · Negotiation that results in excellent ROI to Glaukos
- · Impactful moment with other team members which
- . Mentoring, developing or teaching others



CARE MORE

linked to acts of compassion, charity, volunteerism; making a difference at Glaukos or in the community

- · Provide for the need or welfare of others
- · Promoting ideas on how Glaukos can fulfill needs in our business

New Ways to Put Culture and Values into Practice



Involve Employees

Company culture and values gain credibility when a variety of employees are involved in the development and implementation. Some possibilities include:

- High-potential employees co-lead meetings with senior leaders
- Implement Culture Ambassadors program (formerly DEI Forum and Culture of Excellence)team members used to support culture initiatives
- Past Leader Lab alums and/or high potentials to serve on the Micro Learning Design and Facilitation committee led by L&D
- Provide feedback to employees regarding GPTW and Culture Sessions and create action plans as needed

Leaders Take Ownership

- Regular 1:1 and team discussions
- Leader accountability for integrating through all talent practices—hiring, development, retention, and succession/talent calibration
- CEO/Senior Leadership Team video of "The Glaukos Culture"
- What do we do when the behavior is not the Glaukos way?



Onboarding and Orientation

- Update materials (NHO and guide) with references to Practice into Action (complete)
- Include SLT in NHO talking about Glaukos Culture and Values (complete)
- Use Cultural Ambassadors to meet and welcome new employees (in process)

Career and Performance

- Update Check-In Tools
- Implement People Goals (MBO)

Learning Activities

- Expand Glaukos World Café (in process)
- Continue to link behaviors and values to new learning activities (in process)
- Create playlists in iLearn



The Cultural Ambassador Program

Overview



Charter	 Evolve the current Culture of Excellence committee into a new combined group of employees who will serve in an "inside-out" role to consult, guide, and take direct actions that support and further Glaukos's culture. Identify 3-4 projects linked to the Attributes and influenced by the greatest company needs, and feedback and insight from employees. Provide Action Learning (real-time coaching, feedback and development) to Cultural Ambassadors to fuel their own growth and success. 	
Cultural Ambassadors	 Diverse character Cross-funct Time at Gla Levels Social demo 	ional representing the entirety of Glaukos business lines
Sponsorship and Oversight	 Executive Sponsors Attribute Teams: 2 VPs per project team HR support 	
	Decisive Efficiency	Assess current state and best practices to recommend tools and approaches related to meetings, processes, and communication.
Draft Projects	Change Agents	Learn change leadership principles and design a communication plan and development tools to help all employees learn and apply adaptability, and skills to drive innovation.
	Collaboration	Analyze what "no swim lanes" means to employees and design ways to help people understand pragmatic ways to demonstrate the behavior.



GLAUKOS WORLD CAFÉ Sip. Learn. Connect.

About



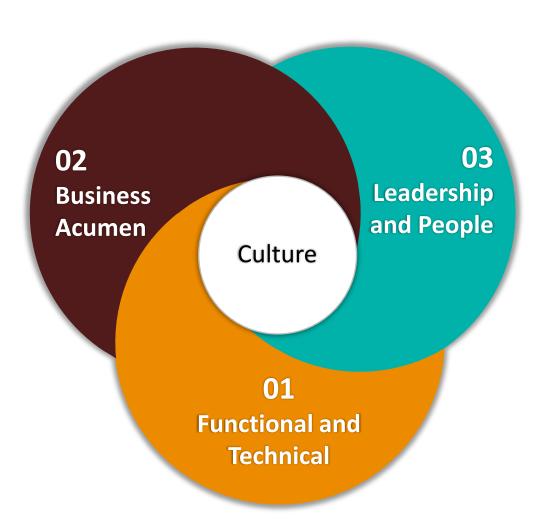
Glaukos World Café (GWC) gives employees a set of learning tools, models, and information facilitated by a variety of internal and external experts.

Learning topics support the Glaukos culture, link to the <u>Glaukos</u> <u>Values</u> and Attributes, and align to one of the following culture and development areas:

- Functional and technical skills
- Business acumen skills
- Leadership and people skills

Participants will benefit from:

- Hearing from, and interacting with, a variety of internal and external experts.
- Getting new perspectives as a way to feel connected to the vision, values, and culture.
- Virtual-live learning sessions that are recorded and available to all employees.



2024 – 2025 Calendar



	Date	Topic	Description
	October	Putting Culture Into Practice	Interview and discussion with Tom Burns
2024	November	Making Meetings Meaningful	Interaction Associates, meeting experts – interview panel with senior leaders
	December	Understanding Your Glaukos ESPP	Interview with Jon Coy, Sr. Director, Total Rewards on the importance of stock ownership
	February	The Question Behind the Question	More details to come
2025	March	Diversity, Equity, Inclusion	More details to come
20	April	Glaukos Portfolio and Pipeline	More details to come
	June	Happiness at Work	Denice Torres

All sessions will be hosted virtually. Recording will be available to watch in iLearn More sessions to be announced in 2025



Culture Meetings Summary

Culture Sessions Overview | June – August 2024





Meeting Themes



Theme	Context
Preserve Culture	 The culture document resonates, but some employees are not clear on who will be held accountable and how Keep asking employees for feedback and having these discussions (small group, cross-functional format) Employees want to see their leaders live the document Link management action to employee feedback – and why There is a desire to protect our top-to-bottom openness and transparency Specific examples in the "cultural in practice" were useful, add others as applicable Preserve the culture of innovation Some longer-tenured employees perceive new employees as "corporatizing" us; conversely some new employees feel their voices aren't heard or their experience isn't respected
Patient Focus	Employees are strongly connected to our mission and would love to hear more real-life Glaukos impact stories from patients
Change Leadership and Stakeholder Engagement	 Employees understand the need for compliance and regulation – they want the "why" and to be included in the solution or design process For some, compliance has become burdensome and there are unreasonable expectations for end users
System Burden and Process Frustration	 End users want to be engaged in system and process design Process inefficiency is a concern. For example, one document can require multiple approvals by the same people in 3 different systems and takes weeks to get it through. ECOs can take 3 weeks if tightly managed Oracle is a challenge. "Oracle is exceedingly challenging". "It is hard to see an expensive system rolled out, then worked around, then buy pricey systems to support it" Perceive little thought into how the systems interrelate; feels like a spiderweb on top of Oracle

Meeting Themes



Theme	Context
Swim Lanes	 Desire to understand and make sense "When can I insert myself outside my function?" "Conversely, when someone approaches me outside my department with input without knowing what I do, or without respect & curiosity, I am not open to hearing it" There is friction between wanting to be engaged and involved and the organization's desire to limit meeting attendance
Communication	 Some feel disrespected by other departments or line management. (See: swim lanes). The crux seems to be tone related to humility, curiosity, and genuine desire to help Communication cascade is not reliable and is leader dependent; quality of communication is inconsistent or non-existent A need for more communication directly to employees, including international-specific communication and representation Want a report back as to what we are doing with their feedback
Collaboration and Cross-	 The day-to-day and "local" culture is highly leader dependent There is a desire to get teams to collaborate, be innovative, and to share best practices and learn from others

Appreciation and Gratitude

Pollination

- Glaukos is a great place to work, and employees have been drawn here because of the culture (reputation, people they know, the strong pipeline)
 - Continue holding culture sessions; small group format is useful

Success relies on leader vulnerability and willingness to learn

Suggestions



	TRANSFORMING VISION
Theme	Suggestions
Preserve Culture	 Create a team of culture ambassadors to welcome new hires (in process) Highlight new hires on GKOS360 / at town halls Make the culture document part of onboarding (already in place) Begin meetings with 2 minutes with examples about how we lived the culture this week Link management action to our feedback – show me you heard me and help me understand the decision Issue employees and people leaders Awardco points so we can spot recognize
Patient focus	 Highlight patient and physician stories at town halls and GKOS360 Highlight Armenia engagement
Communication	 VPs and directors hold regular meetings with members of their team who do not report directly to them Highlight new hires and company milestones in town hall meetings and/or GKOS360 Train us on how to communicate "the Glaukos way" Hold line managers accountable for treating employees with respect Report back to entire company on implementation of suggestions
Change Leadership and Stakeholder Engagement	 Set clear stakeholder management guidelines Communicate with stakeholders before implementing processes, systems, or tools. Get their input and avoid surprises
System Burden and Process Frustration	 Review Agiloft budget/spend thresholds (Approval Matrix) – (Currently under review) Evaluate how systems work together (e.g.; SOW, Contract, PO). Excessive reviewers for each process Move to an electronic DHR (project with GTS in process to make progress)

Suggestions

Remote



	TRANSFORMING VISION
Theme	Suggestions
Meeting Effectiveness	 Default our calendars to 25- and 55-minute meetings Consider the bill rate of time spent in a meeting for all participants (value of an hour) Help us get more work time and fewer meetings
Leadership Presence	 If employees must be onsite, then their managers should also be onsite Increase senior leadership presence outside Aliso Viejo Breakfast meetings with Tom (in process)
Exposure	 Get employees into the field – as part of orientation or as a reward to see their product in action Have more people travel between AV and Burlington to strengthen relationships Resend Oracle & MS365 photo upload instructions
San Clemente	 Facility and Amenity requests: Cleanliness, temperature and timeclocks, park & gym (Budgeted dollars planned for 2025) Consider vanpool for 2nd shift (already available, contingent on enough riders) Revisit AWS (4/10s - mixed interest) Focus on stabilizing different cultures in 229 and 236
Burlington	 Remember to include Burlington as pilot participants in programs and processes Include the Avedro origin story and the back of the napkin origin story
	Expand the memo to include a nod to remote employees

On Food Truck Fridays or for long meetings, buy lunch for remote teams

Provide campus visits for remote employees