



PRESS RELEASE

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ABB OPTICAL GROUP ANNOUNCES COUNTRY MANAGER FOR CANADA BUSINESS OPERATIONS

CORAL SPRINGS, Fla. – ABB Optical Group, a leading provider of optical products, services and business solutions for the eye care industry, is pleased to announce that Marc Tersigni has joined ABB Optical Group as Country Manager for its Canadian operations.

In his role, Tersigni will be responsible for leading business operations in Canada as ABB Optical Group will begin distributing contact lenses to Canadian eye care professionals starting in the first quarter of 2020. Tersigni comes to ABB Optical Group with more than 20 years of experience in the eye care industry. He most recently served as country manager for Essilor's Canadian operations, overseeing more than 1,800 employees. Prior to his role as country manager of Canada, Tersigni was Essilor's country managing director in the United Kingdom.

"Marc is the best person to lead ABB Optical Group's Canadian business unit. His knowledge of the industry, especially the Canadian eye care market, and his passion for providing superior service will be essential in ensuring that we meet the needs and expectations of the many eye care professionals we will be supporting in Canada," said ABB Optical Group Chief Executive Officer Tom Burke.

According to ABB Optical's market intelligence, eye care professionals in Canada have previously not had the benefit of a professional, one-stop contact lens distribution and business management best practices partner. This is a common model in the United States that enables eye care practitioners to better compete in the marketplace by operating more efficiently, and providing better, faster service to patients.

"Efficient contact lens supply chain management gives eye care professionals the opportunity to better serve their patients and provide an overall improved patient experience," said Tersigni. "Along with working to provide Canadian eye care professionals the best in products and services, I am very excited to be a part of a growing company that is making a substantial economic investment in Canada by having a distribution facility located in Canada and providing job opportunities to Canadians."

ABB Optical Group announced in September 2019 the company's plans to expand contact lens distribution into Canada. The company also offers other business solutions for the optical industry that could benefit Canadian eye care professionals in the future, such as lens fabrication, ophthalmic lens distribution, frames distribution, practice development strategies, data and analytics, and gas permeable contact lens manufacturing.



About ABB Optical Group

ABB Optical Group is a leading provider of optical products, services and business solutions in the eye care industry. ABB operates through three business pillars: ABB Contact Lens, ABB Labs and ABB Business Solutions. ABB is focused on the future of eye care professionals, helping them succeed by making practices more efficient and assisting providers to effectively navigate market changes. Visit abboptical.com for more information.

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