

OPHTECS Buys Dutch Contact Lens Manufacturer

OPHTECS Corporation (hereinafter OPHTECS), acquired a 100% stake in Dutch contact lens manufacturer Microlens Contactlens Technology B.V. (hereinafter Microlens) and made it a wholly owned subsidiary. The purchase price is undisclosed. The subsidiary with its new name “OPHTECS Europe B.V.” is operational under a new corporate structure from January 2019. The new company will set out to expand its business in Europe by creating synergy effects between OPHTECS’ existing European distributors and Microlens’ existing customers as well as continuing with Microlens’ contact lens R&D, manufacturing and sales operations.

OPHTECS entered the European market in 2016 and has been building distributor networks in the Netherlands, Britain, France, Spain, Italy, Switzerland and so on since then. Having a European subsidiary in the Netherlands through the latest acquisition will make it possible to deepen coordination with distributors in Europe, quickly gather information on the European market place and optimize its strategies for product development and sales activities. Furthermore, by thoroughly binding Microlens’ contact lenses and OPHTECS’ contact lens solutions, the company will enhance the creation of new customers by entering new countries. Moreover, the latest acquisition is also aimed at reducing costs and improving efficiency for procurement, transportation and warehousing control by using Microlens’ local office as distribution base in Europe.

◆ About Microlens Contactlens Technology

Microlens has been manufacturing and selling mainly lathe-cut soft and hard contact lenses, as well as contact lens solutions. The company is particularly specialized in rigid gas-permeable (RGP) specialty contact lenses for medical use as well as for regular refractive correction use. The company sells its products to a wide variety of eye care practitioners from independent eye clinics to large contact lens retailers in the Netherlands and elsewhere in Europe and beyond.

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