

1st Quarter 2025 – flō Optics Newsletter



Comments from the CEO – Jonathan Jaglom



flō Optics has built itself strong for the challenges of 2025 and beyond. With our [capital raise](#), we have secured over \$35M that will help us transition from Technology Phase to Growth Phase. Strong Strategics have joined us on our quest to disrupt the ophthalmic industry, amongst these being MEI Systems with its [announcement](#) of acquiring a minority share in flō Optics. With such strong backing and financing, we are well geared to face the challenges of this fiscal year and in successfully installing first beta units at customer sites.

MIDO 2025 – Outcome

MIDO 2025 was a massive success for flō Optics. Prospects from over 50 nations visited our booth, with Rx labs of various sizes seeking interest in the technology demonstrated. The split was as follows:

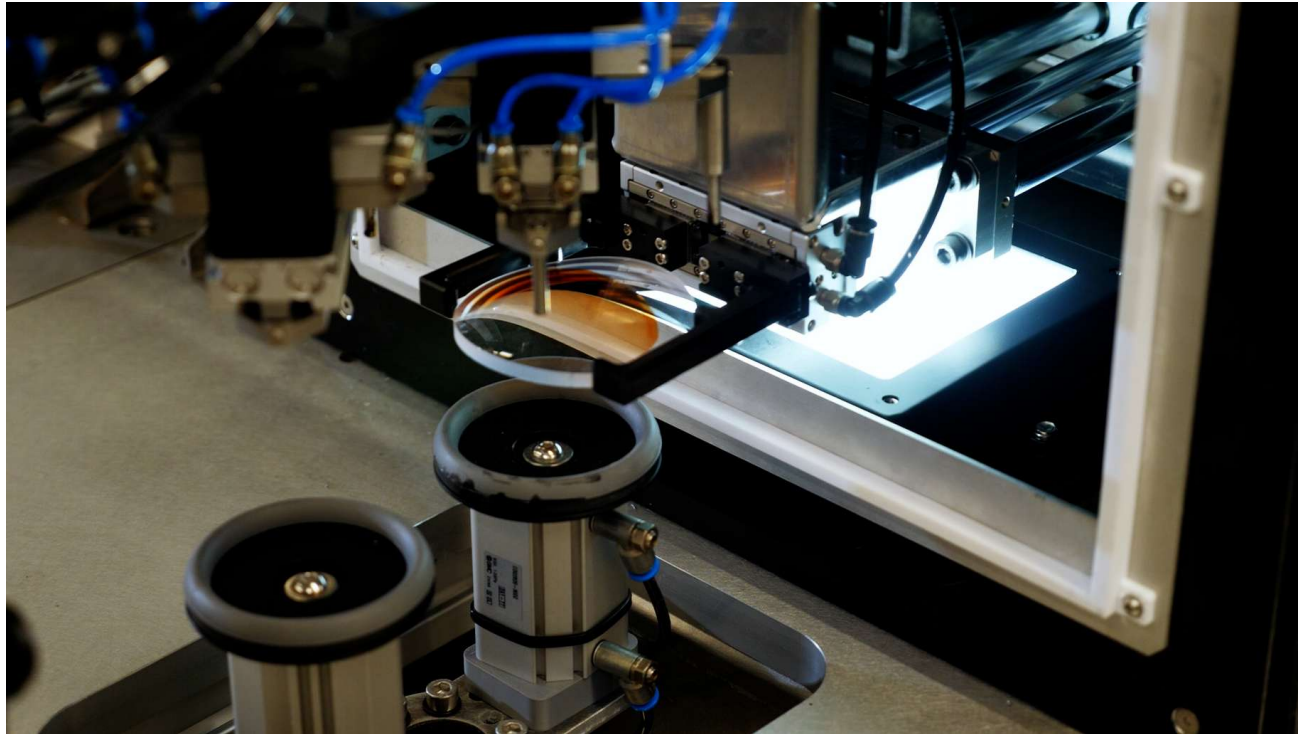
| Size (Job/Day) / Rx Lab | % |
|-------------------------|-------|
| Smaller than 500 | 24.5% |
| 500-1000 | 35.5% |
| Above 1000 | 40.0% |



Overall, over 100 Rx labs showed interest in our technology and clearly identify our value proposition as supporting their needs. We are currently in touch with those labs deemed relevant for our first product release, planned to be shipped end-2025.

Color Request & Specification

During MIDO 2025, many shared current pains of having to match existing colors desired by end customers with tints. Substrate variations in lens, an analogue (mainly visual), make this matching very difficult. With digital printing technology used by flō Optics, the process for matching desired colors with actual tints becomes ever so easy. Hereby below a step-by-step explaining how this works:



Customer Request

Color desired and substrate is identified



Color Matching

A spectrophotometer is used to determine color and match it to lens substrate



Color Calibration

RIP (Raster Image Processor) software converts the digital files of the color into printer-compatible instructions.



Printing Process

The digital printer uses precise inkjet droplet placement.



Quality Control & Verification

A spectrophotometer is used again to validate the digital color outcome



Customer Approval & Final Production

The final print is compared side by side with the original sample

Photochromic & Hard Coat

A lot of interesting developments are taking place in this field. At MIDO photochromic colors of various kinds were displayed, including in Ruby – the official color of the MIDO show. Our developments with PPG on the hard coat are also exciting and will present some new possibilities to our future customer base.

The Future is Bright and Colourful — Stay Connected!



Endless Possibilities



Consistent Quality



Cost Saving



Sustainability



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Next Edition Sneak Peek: Pilot news, Potential customer needs survey, R&D insider perspectives—stay tuned!