



Alcon 3Q20 Earnings Presentation

November 11, 2020

Alcon

Legal Disclaimers

Forward-Looking Statements

This document contains “forward-looking statements” within the meaning of the safe harbor provisions of the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as: “anticipate,” “intend,” “commitment,” “look forward,” “maintain,” “plan,” “goal,” “seek,” “target,” “assume,” “believe,” “project,” “estimate,” “expect,” “strategy,” “future,” “likely,” “may,” “should,” “will” and similar references to future periods. Examples of forward-looking statements include, among others, statements Alcon makes regarding its liquidity, revenue, gross margin, effective tax rate, foreign currency exchange movements, earnings per share, its plans and decisions relating to various capital expenditures, capital allocation priorities and other discretionary items, and generally, its expectations concerning its future performance and the effects of the COVID-19 pandemic on its businesses.

Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on Alcon’s current beliefs, expectations and assumptions regarding the future of its business, future plans and strategies, and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties and risks that are difficult to predict. Such forward-looking statements are subject to various risks and uncertainties facing Alcon, including: the effect of the COVID-19 pandemic as well as other viral or disease outbreaks; the commercial success of its products and its ability to maintain and strengthen its position in its markets; the success of its research and development efforts, including its ability to innovate to compete effectively; its success in completing and integrating strategic acquisitions; pricing pressure from changes in third party payor coverage and reimbursement methodologies; global economic, financial, legal, tax, political, and social change; the ability to obtain regulatory clearance and approval of its products as well as compliance with any post-approval obligations, including quality control of its manufacturing; ongoing industry consolidation; its ability to properly educate and train healthcare providers on its products; changes in inventory levels or buying patterns of its customers; its reliance on sole or limited sources of supply; ability to service its debt obligations; the need for additional financing through the issuance of debt or equity; its reliance on outsourcing key business functions; its ability to protect its intellectual property; the impact on unauthorized importation of its products from countries with lower prices to countries with higher prices; the effects of litigation, including product liability lawsuits; its ability to comply with all laws to which it may be subject; effect of product recalls or voluntary market withdrawals; data breaches; the implementation of its enterprise resource planning system; its ability to attract and retain qualified personnel; the accuracy of its accounting estimates and assumptions, including pension plan obligations and the carrying value of intangible assets; legislative and regulatory reform; the ability of Alcon Pharmaceuticals Ltd. to comply with its investment tax incentive agreement with the Swiss State Secretariat for Economic Affairs in Switzerland and the Canton of Fribourg, Switzerland; its ability to operate as a stand-alone company; whether the transitional services Novartis has agreed to provide Alcon are sufficient; the impact of being listed on two stock exchanges; the ability to declare and pay dividends; the different rights afforded to its shareholders as a Swiss corporation compared to a US corporation; and the effect of maintaining or losing its foreign private issuer status under US securities laws. Additional factors are discussed in Alcon’s filings with the United States Securities and Exchange Commission, including its Form 20-F and its Form 6-K furnished May 12, 2020. Should one or more of these uncertainties or risks materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those anticipated. Therefore, you should not rely on any of these forward-looking statements. Forward-looking statements in this document speak only as of the date of its filing, and Alcon assumes no obligation to update forward-looking statements as a result of new information, future events or otherwise.

Intellectual property

This report may contain references to our proprietary intellectual property. All product names appearing in italics or ALL CAPS are trademarks owned by or licensed to Alcon Inc.

Non-IFRS measures

Alcon uses certain non-IFRS metrics when measuring performance, including when measuring current period results against prior periods, including core results, percentage changes measured in constant currencies, and free cash flow. Because of their non-standardized definitions, the non-IFRS measures (unlike IFRS measures) may not be comparable to the calculation of similar measures of other companies. These non-IFRS measures are presented solely to permit investors to more fully understand how Alcon management assesses underlying performance. These non-IFRS measures are not, and should not be viewed as, a substitute for IFRS measures.

Agenda

- Key Topics
- Financial Results
- Outlook

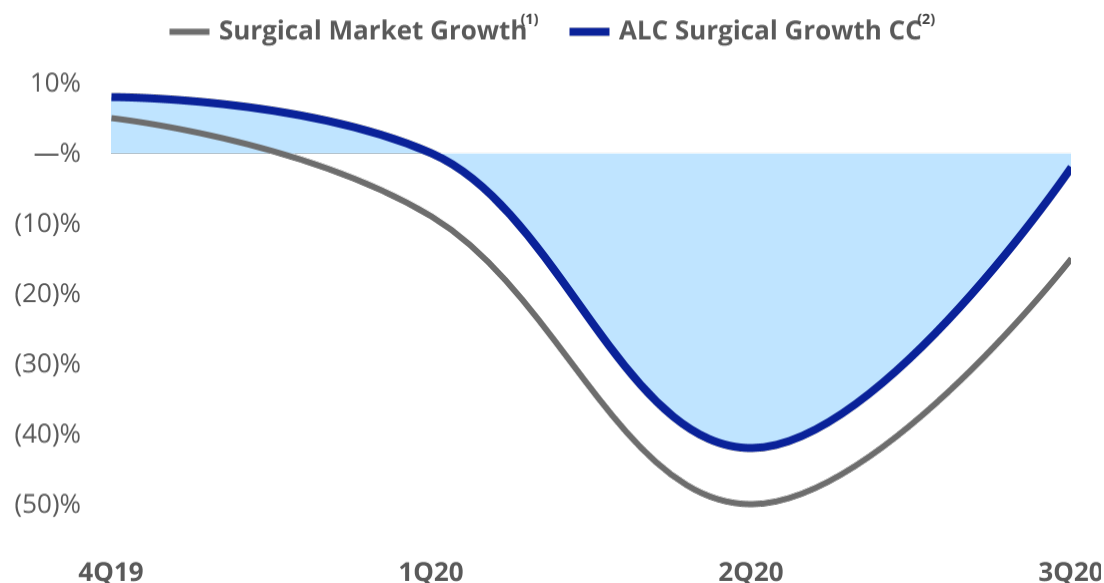




Key Topics

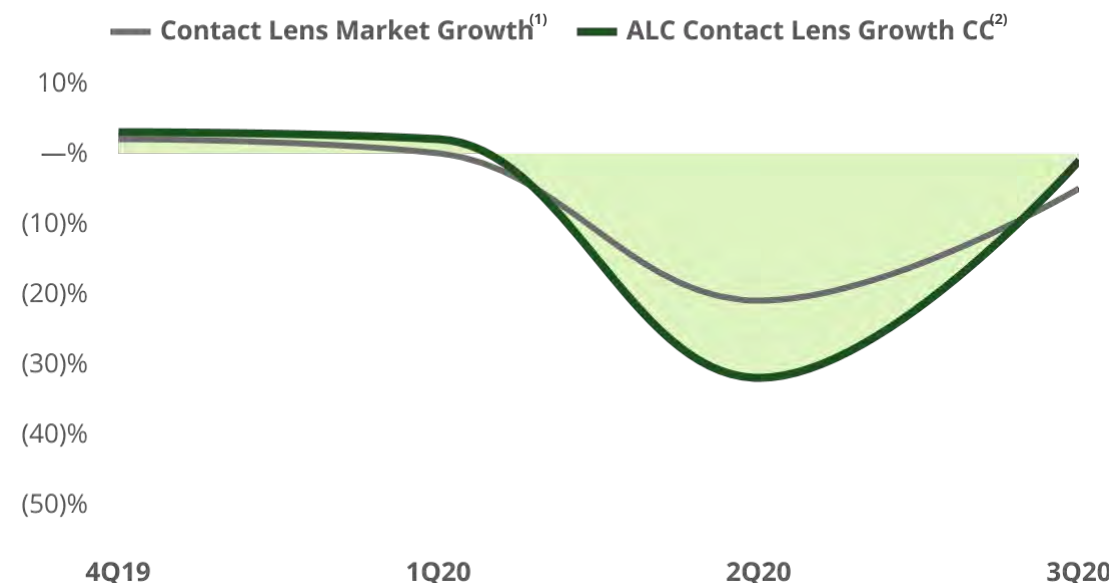
Strong execution enabled Alcon to outperform market

Alcon Surgical



- Rebound of surgical procedures as hospitals and private clinics increase patient flow
- Research suggests surgeons are refilling new patient pipelines⁽³⁾
- *PanOptix* continues to perform well in newly launched countries
- Expanded virtual learning and customer engagement
- Elevated share of voice with strong presence at trade events

Alcon Contact Lens

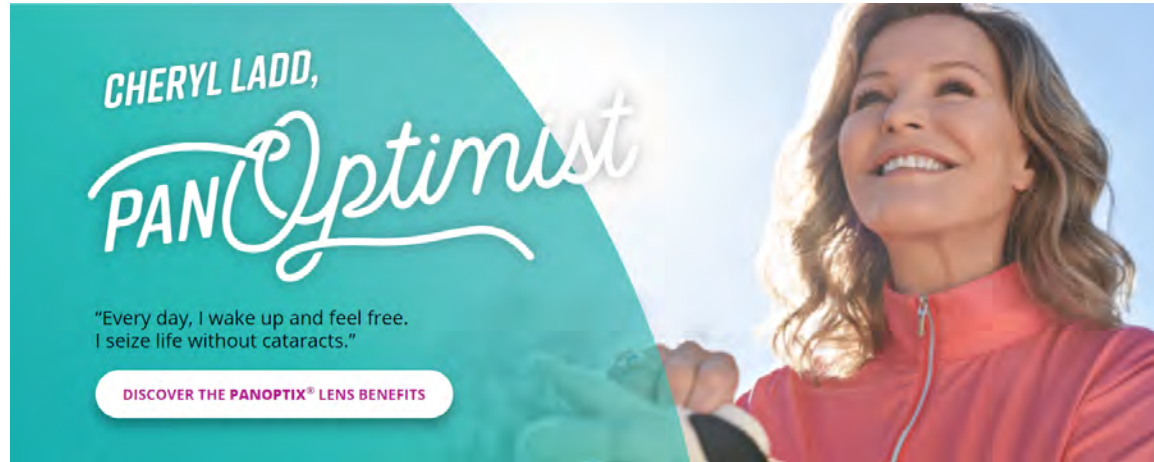


- Momentum from new product launches
- Share gains in daily SiHy market supported by launch of *Precision1* sphere
- Digital marketing campaigns build awareness
- Expanded manufacturing capacity supports product launches
- Q2/Q3 include significant inventory movements industry-wide

Organizational resilience

- **Associates:** full employment while maintaining continuous operations
- **Advancing separation:** accelerating IT migration, exited >90% of TSAs⁽¹⁾
- **Transformation on schedule:** standing up Global Service Centers, simplifying processes and streamlining work in core support functions
- **Agility:** substantially reduced discretionary spend, pivoted to digital technology to augment customer engagement
- **Manufacturing:** continuing expansion of vision care production lines to support new product launches

Momentum in new product launches



PanOptix

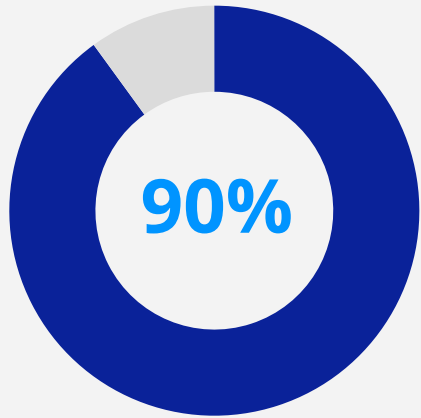
- Strong adoption and patient conversion to *PanOptix*
- US PC-IOL share >75% in Q3⁽¹⁾
- Continued ramp up in Japan, controlled launch in China
- Favorable feedback for *Vivity*'s pilot at select practices in Europe



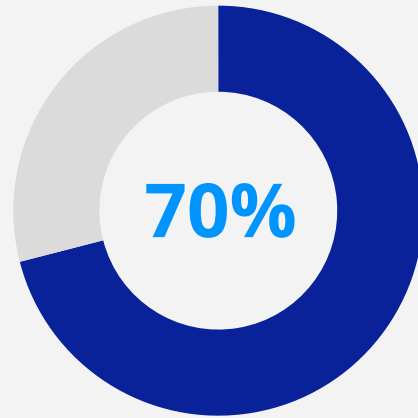
Precision1

- Launch of *Precision1* sphere drives gains in new and switch fits⁽¹⁾
- Early positive feedback from introduction of Precision1 for Astigmatism in select US accounts
- Expecting concurrent sphere and toric launch in Europe in early 2021, strengthening brand family
- Will have a comprehensive offering of lenses for both the premium and middle market segments

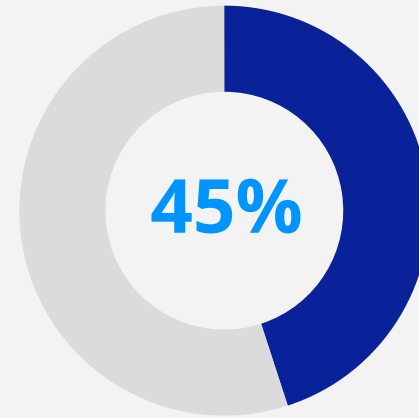
Surveys point to favorable demand trends in eye care



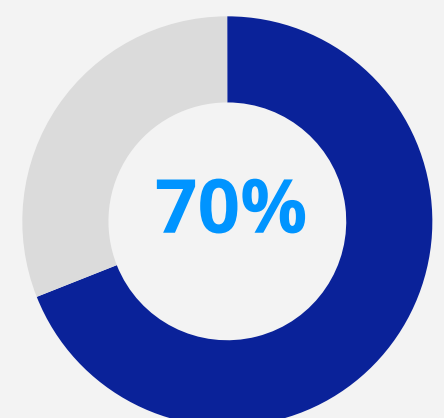
~90% of contact lens wearers surveyed are returning to **normal contact lens wearing schedule**⁽¹⁾



~70% of contact lens wearers surveyed are **willing to pay more** for an **innovative contact lens**⁽¹⁾



~45% are reporting **dry eye** due to **increased screen time**⁽²⁾
~80% spending more digital screen time⁽²⁾

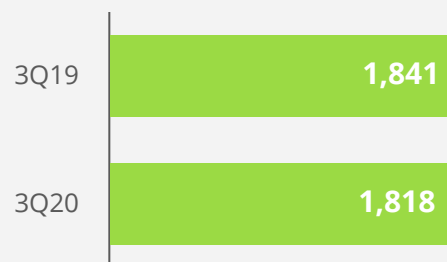


Monthly cataract referrals have returned to **~70% of pre-pandemic levels**⁽³⁾

3Q20 Select Financial Highlights

TOP LINE

Third Party Sales (\$M)



Strong recovery in both franchises, with 3Q20 sales down 1% cc⁽¹⁾

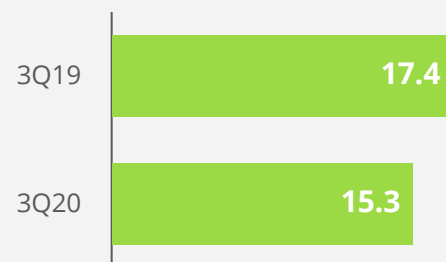
Sales flat excluding positive impact from Japanese consumption tax in 3Q19

Double-digit growth in the US with strong market recovery

Mixed recovery in International markets

PROFITABILITY

Core Operating Margin⁽¹⁾ (%)



3Q20 core operating margin down 210 bps versus prior year

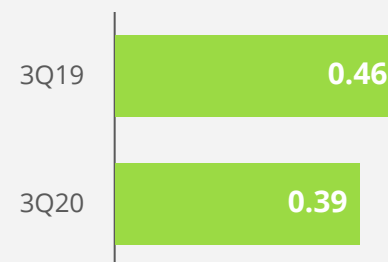
40 bps negative impact from foreign currency

Lower gross margin, primarily driven by inventory provisions and unfavorable manufacturing absorption

Continued cost management and reduction in discretionary spend

CORE EPS

Core Diluted EPS⁽¹⁾ (\$)

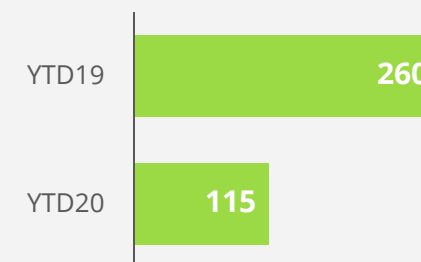


3Q20 core earnings of \$0.39 / share driven by lower core gross margin offset by expense leverage

Includes \$(0.02) / share from COVID-19 related charges

CASH GENERATION

Free Cash Flow⁽¹⁾ (\$M)



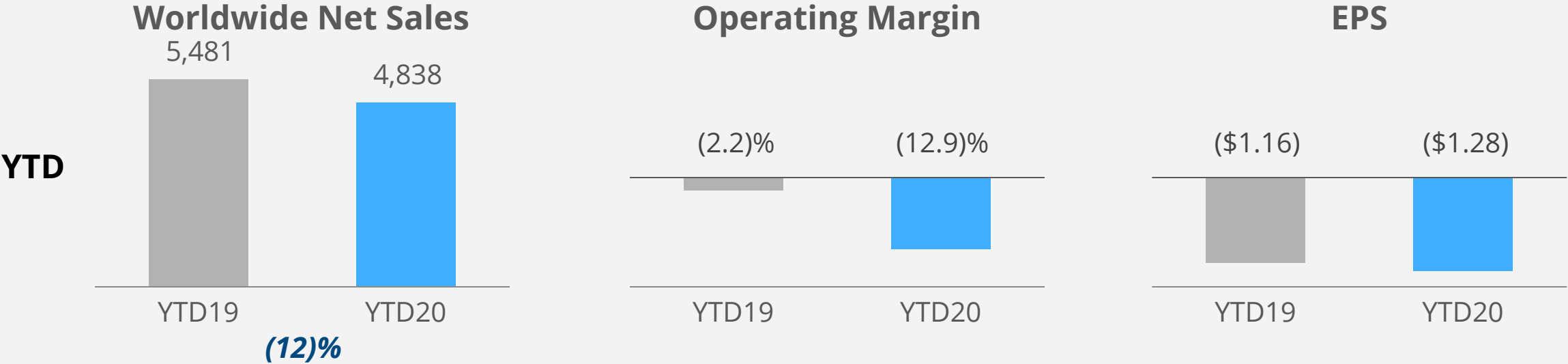
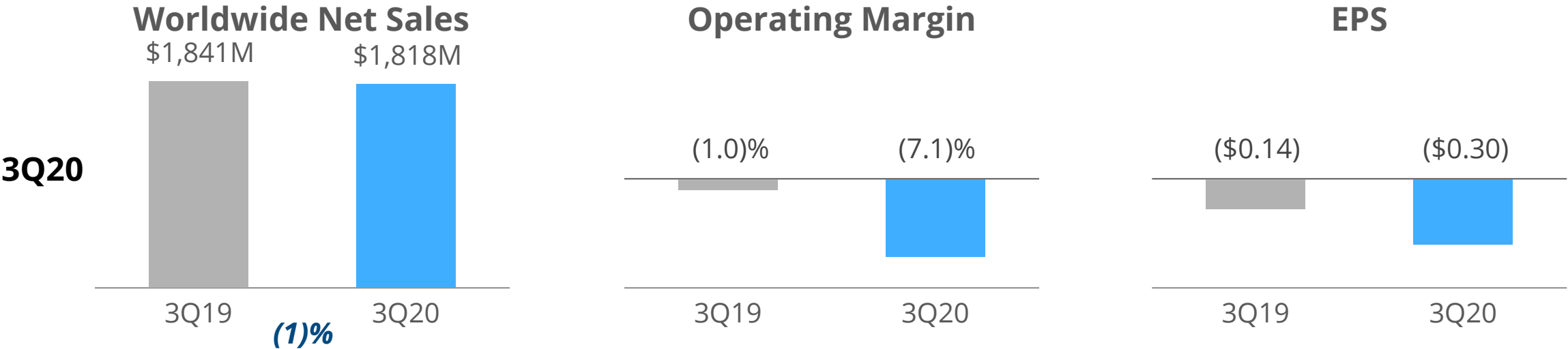
YTD free cash flow down versus prior year due to impact of COVID-19 on operating results, partially offset by lower capex

Strong collections in 3Q20

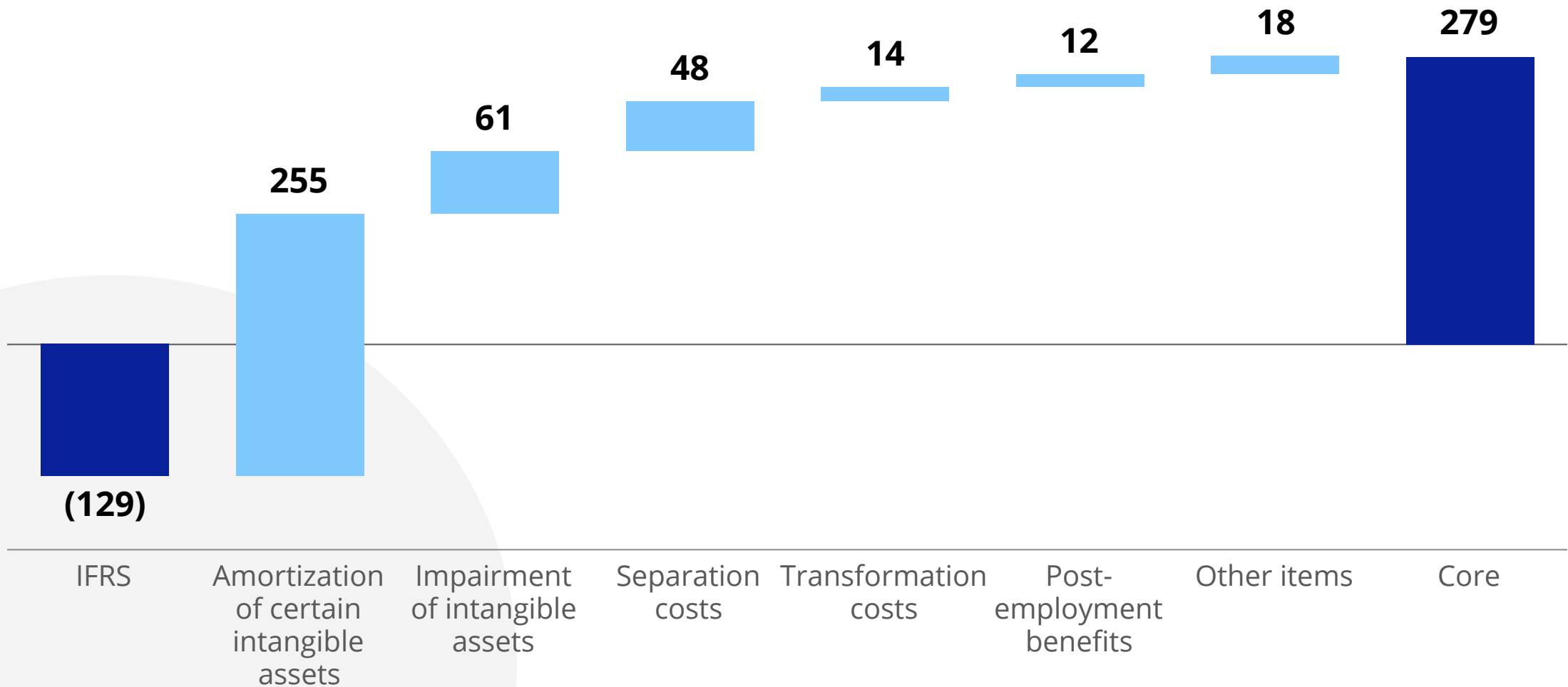
IFRS Results



3Q20 & YTD IFRS Results



3Q20 IFRS to Core Operating Income⁽¹⁾ bridge

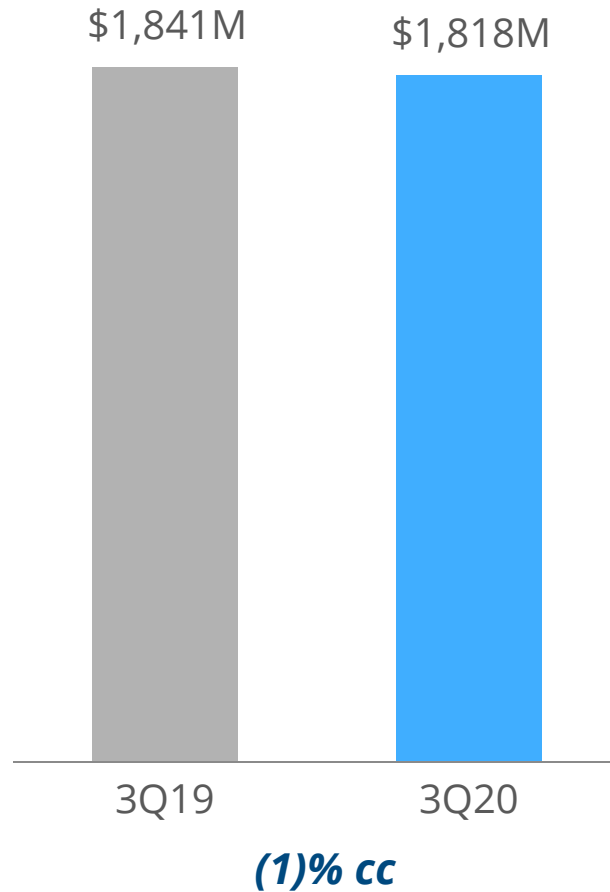


Core Results

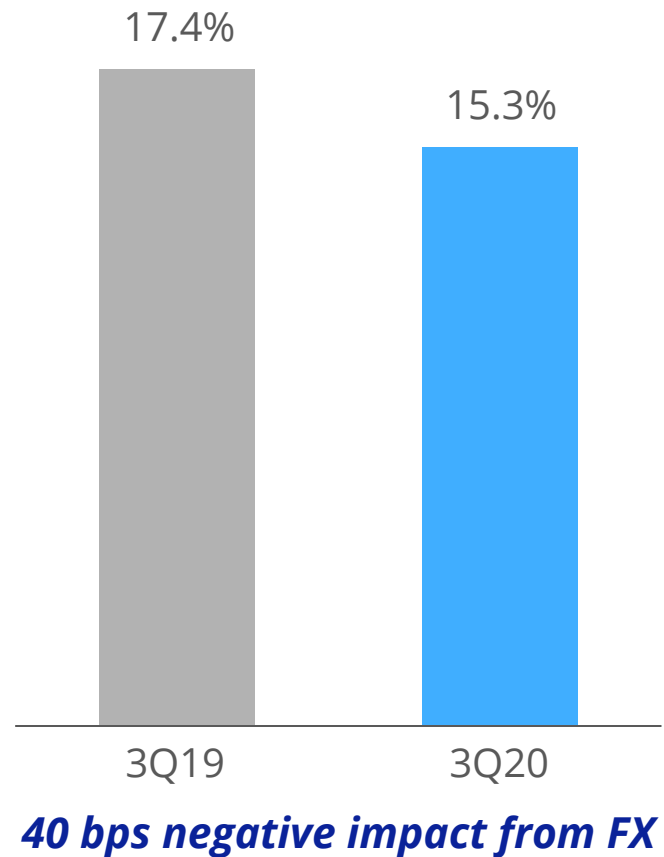


3Q20 Core Results⁽¹⁾

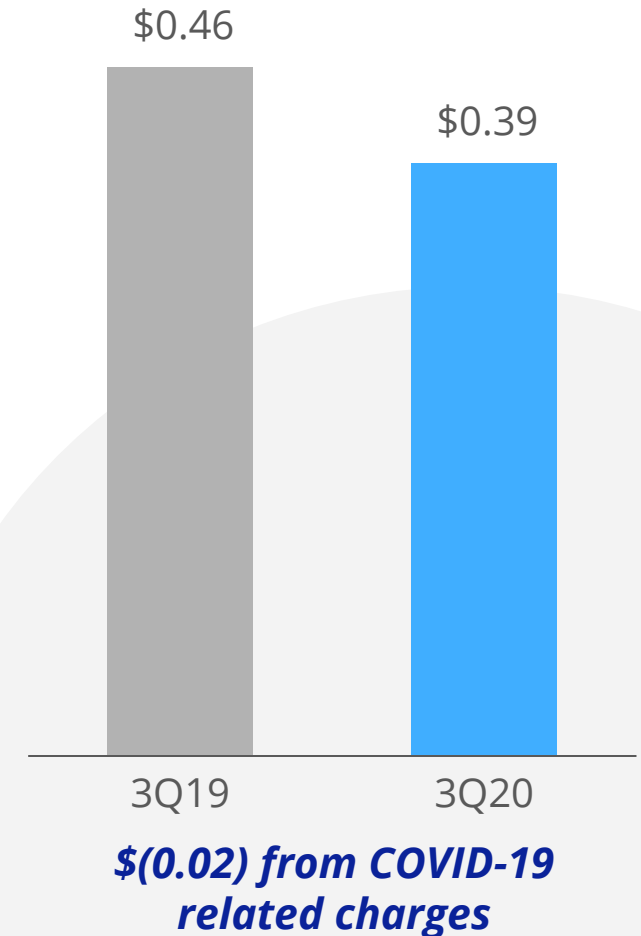
Worldwide Net Sales



Core Operating Margin

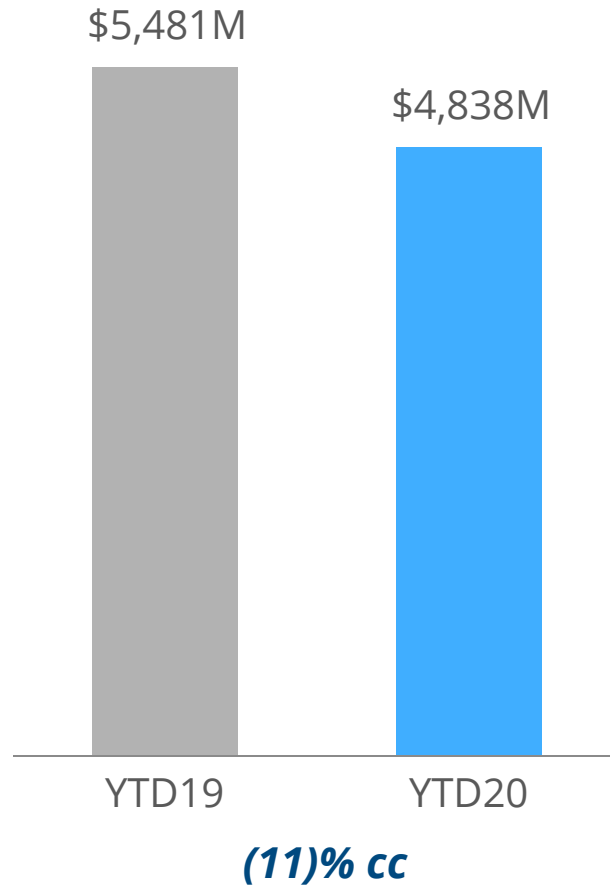


Core Diluted EPS

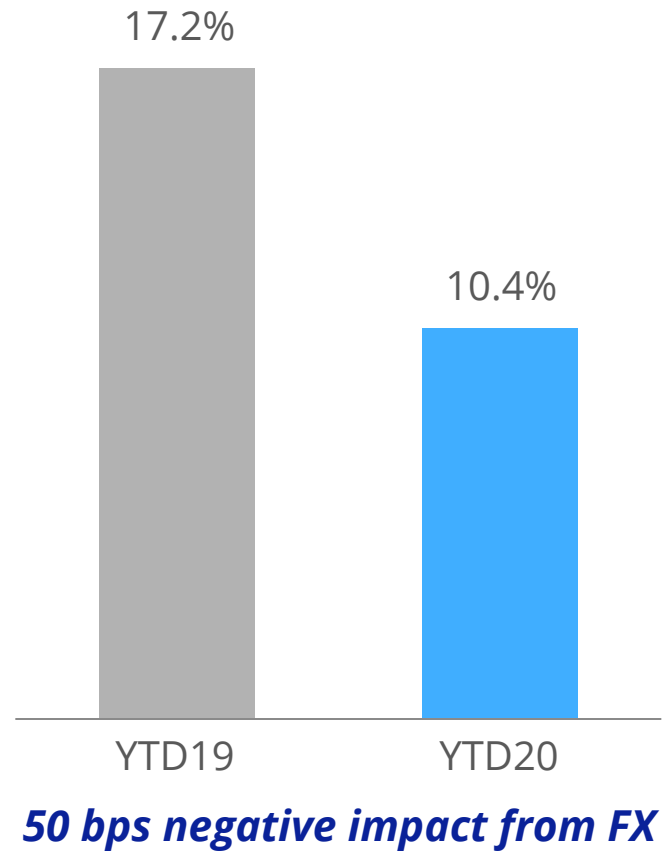


YTD 2020 Core Results⁽¹⁾

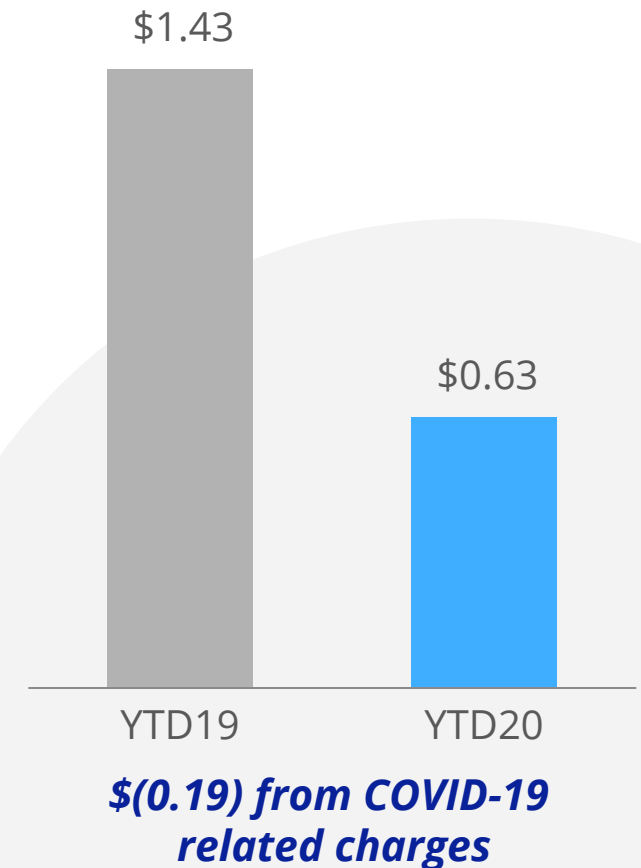
Worldwide Net Sales



Core Operating Margin



Core Diluted EPS



Mix of Vision Care and Surgical Products

Vision Care \$0.8B (45%)

Ocular Health (37%)

- Dry eye products
- Allergy eye drops
- Contact lens solution

Contact Lenses (63%)

- Daily lenses
- Reusable lenses
- Cosmetic lenses

Surgical \$1.0B (55%)

Implantables (29%)

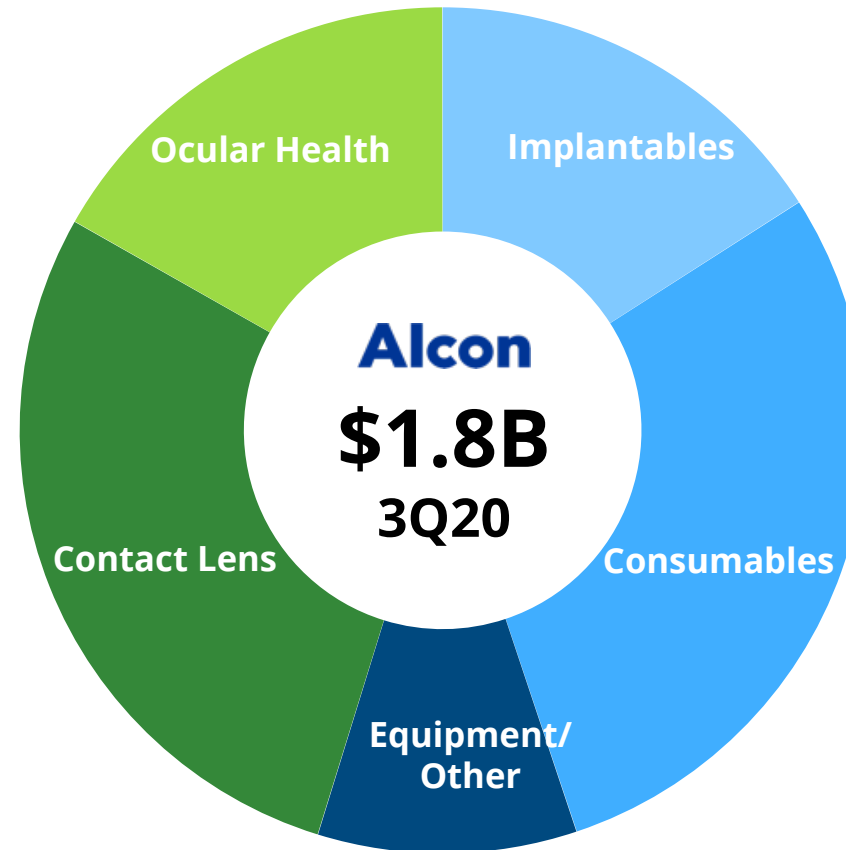
- Monofocal intraocular lenses (IOLs)
- Advanced technology IOLs

Consumables (53%)

- Dedicated consumables
- Custom surgical packs
- Procedural products

Equipment/Other (18%)

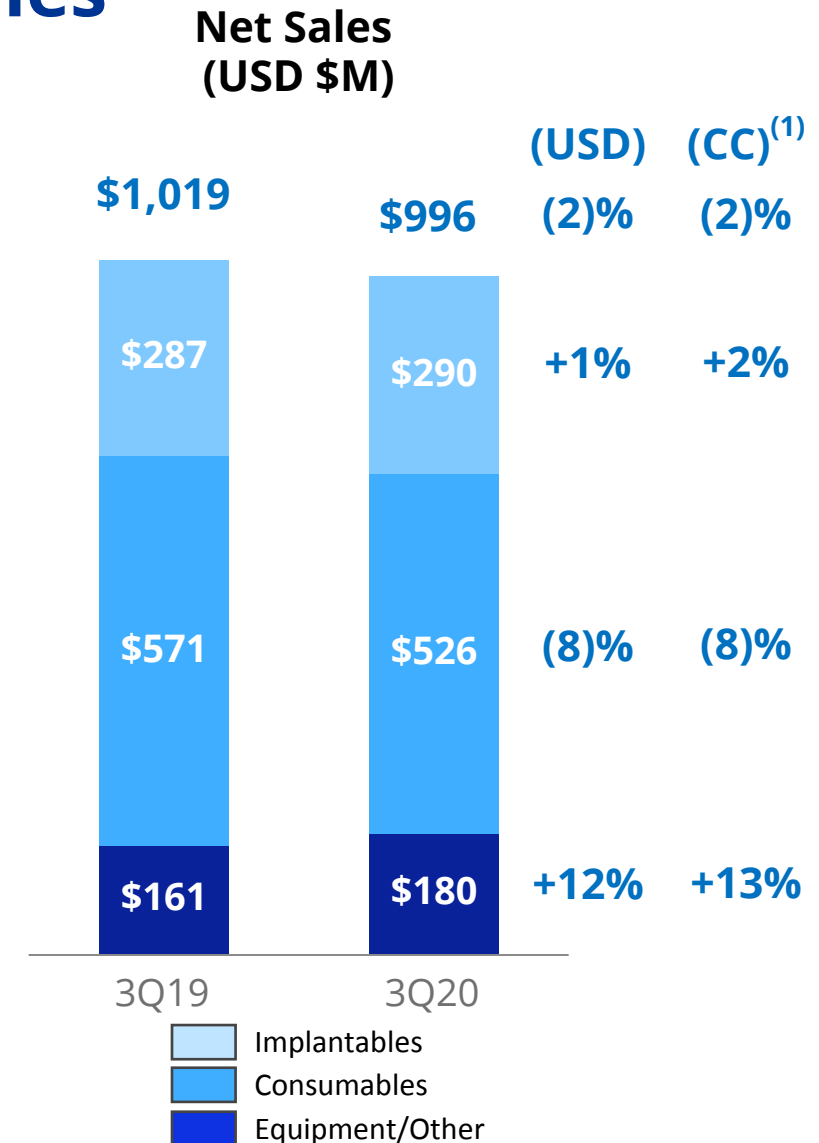
- Cataract equipment
- Retinal equipment
- Refractive equipment
- Diagnostic and visualization
- Equipment service
- Procedural eye drops



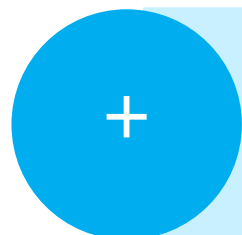
Numbers may be rounded for presentation purposes.

Surgical: momentum from product launches and market recovery

- +**
 - Strong continued adoption of *PanOptix*
 - Favorable feedback from European pilot of *Vivity*
- - Monofocal IOLs in line with surgical procedures
 - Consumables reflect continued COVID-19 impact, slightly better performance than the market
- +**
 - Innovation in surgical diagnostics and phaco accessories, and a one-time benefit in equipment/other



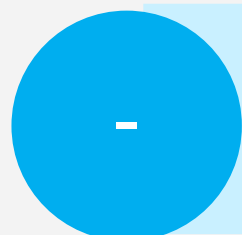
Vision Care: product launches and US-led market recovery



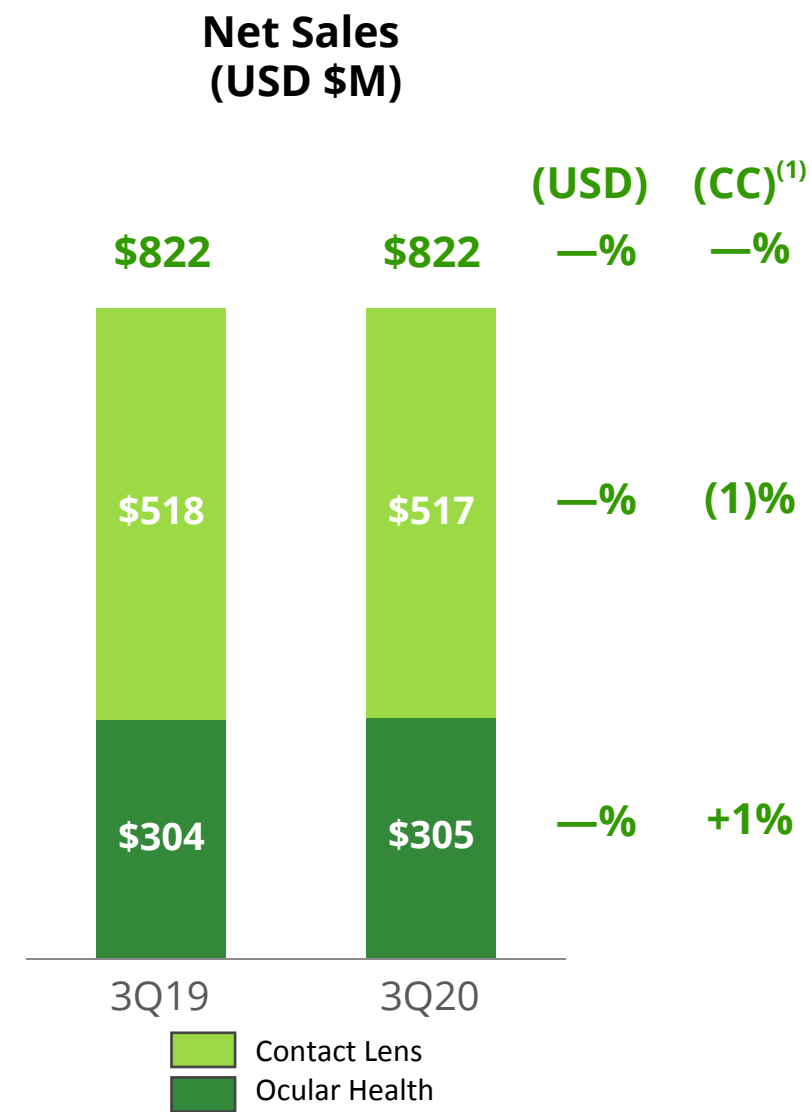
- Healthy demand for *Precision1* in the US, driven by strong commercial execution
- *Precision1* gains in new and switch fits



- Solid growth in *Systane*; increased screen time exacerbating dry eye
- Good momentum in OTC⁽²⁾ US launch of *Pataday* for allergy relief

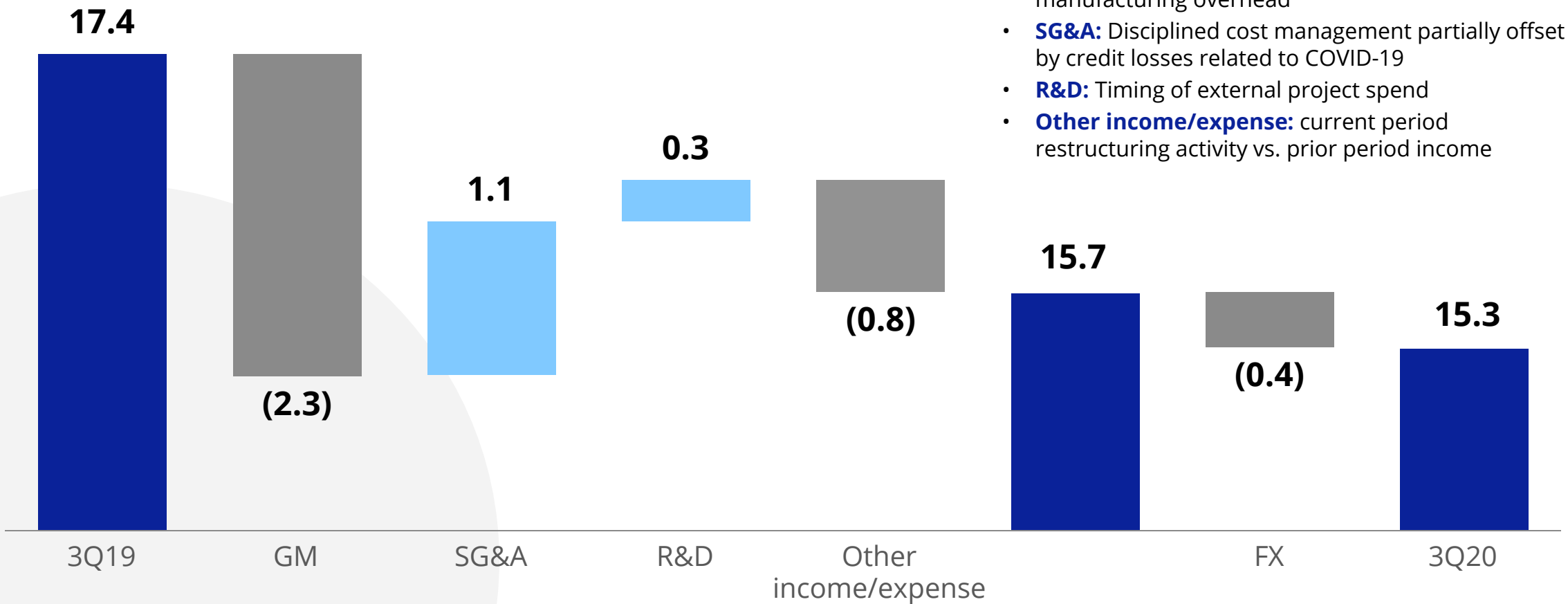


- Declines in other artificial tears and impact from Q1 stocking activity
- Global lens market decline driven by International, partly offset by growth in the US



Core operating margin⁽¹⁾ bridge

3Q20 vs 3Q19 (% of net sales)

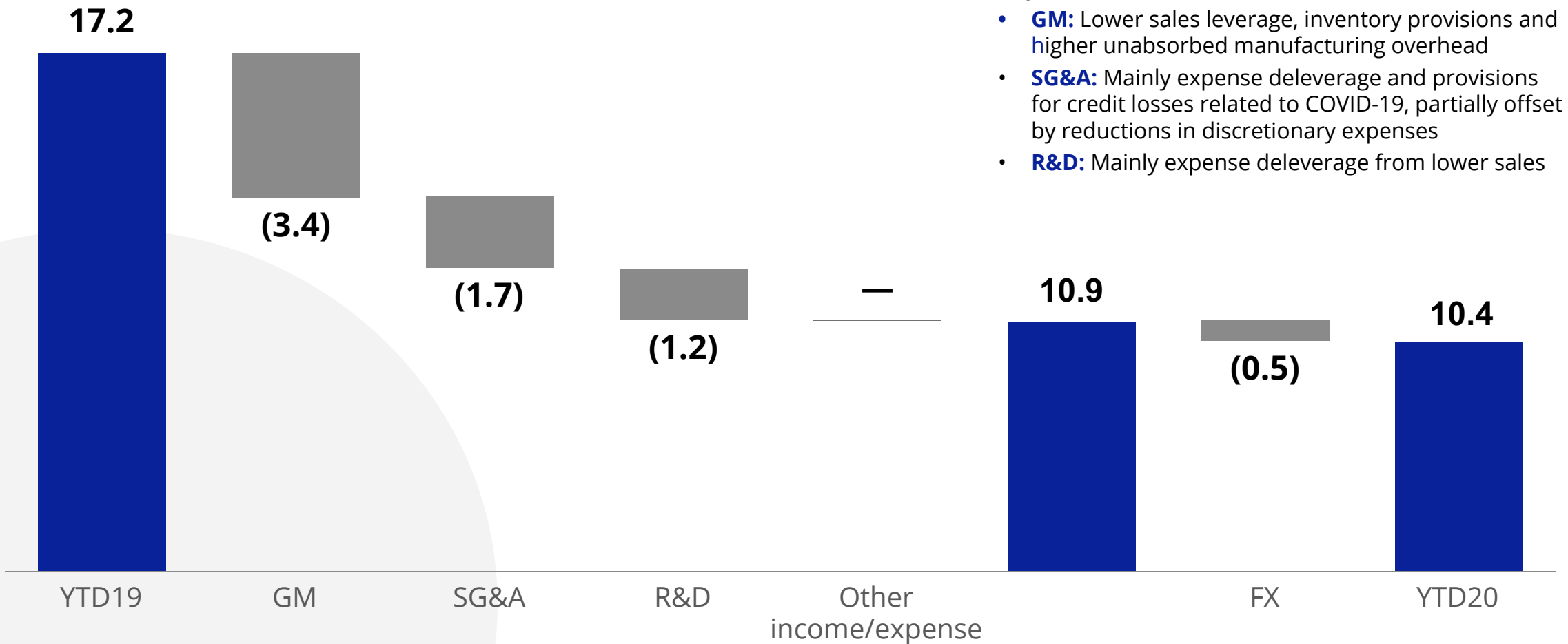


Key Drivers:

- **GM:** Inventory provisions and higher unabsorbed manufacturing overhead
- **SG&A:** Disciplined cost management partially offset by credit losses related to COVID-19
- **R&D:** Timing of external project spend
- **Other income/expense:** current period restructuring activity vs. prior period income

Core operating margin⁽¹⁾ bridge

YTD20 vs YTD19 (% of net sales)



Balance sheet and cash flow to support key investments

Cash and cash equivalents

\$1.4 billion

YTD cash flows from operations \$384 million

YTD free cash flow⁽¹⁾ \$115 million

YTD Capex

\$269 million

Investing in new contact lens manufacturing lines

Debt

\$4.1 billion

Raised \$750 million in senior notes in May

No financial covenants





**Serving customers, doctors
and patients**

See Brilliantly

Appendix

Appendix: Non-IFRS measures as defined by the Company

Alcon uses certain non-IFRS metrics when measuring performance, including when measuring current period results against prior periods, including core results, percentage changes measured in constant currencies, and free cash flow. Because of their non-standardized definitions, the non-IFRS measures (unlike IFRS measures) may not be comparable to the calculation of similar measures of other companies. These non-IFRS measures are presented solely to permit investors to more fully understand how Alcon management assesses underlying performance. These non-IFRS measures are not, and should not be viewed as, a substitute for IFRS measures.

Core results

Alcon core results, including core operating income and core net income, exclude all amortization and impairment charges of intangible assets, excluding software, net gains and losses on fund investments and equity securities valued at fair value through profit and loss ("FVPL"), fair value adjustments of financial assets in the form of options to acquire a company carried at FVPL, obligations related to product recalls, and certain acquisition related items. The following items that exceed a threshold of \$10 million and are deemed exceptional are also excluded from core results: integration and divestment related income and expenses, divestment gains and losses, restructuring charges/releases and related items, legal related items, gains/losses on early extinguishment of debt or debt modifications, impairments of property, plant and equipment and software, as well as income and expense items that management deems exceptional and that are or are expected to accumulate within the year to be over a \$10 million threshold.

Taxes on the adjustments between IFRS and core results take into account, for each individual item included in the adjustment, the tax rate that will finally be applicable to the item based on the jurisdiction where the adjustment will finally have a tax impact. Generally, this results in amortization and impairment of intangible assets and acquisition-related restructuring and integration items having a full tax impact. There is usually a tax impact on other items, although this is not always the case for items arising from legal settlements in certain jurisdictions.

Alcon believes that investor understanding of its performance is enhanced by disclosing core measures of performance because, since they exclude items that can vary significantly from period to period, the core measures enable a helpful comparison of business performance across periods. For this same reason, Alcon uses these core measures in addition to IFRS and other measures as important factors in assessing its performance.

A limitation of the core measures is that they provide a view of Alcon operations without including all events during a period, such as the effects of an acquisition, divestment, or amortization/impairments of purchased intangible assets and restructurings.

Constant currencies

Changes in the relative values of non-US currencies to the US dollar can affect Alcon's financial results and financial position. To provide additional information that may be useful to investors, including changes in sales volume, we present information about changes in our net sales and various values relating to operating and net income that are adjusted for such foreign currency effects. Constant currency calculations have the goal of eliminating two exchange rate effects so that an estimate can be made of underlying changes in the consolidated income statement excluding (1) the impact of translating the income statements of consolidated entities from their non-US dollar functional currencies to the US dollar and (ii) the impact of exchange rate movements on the major transactions of consolidated entities performed in currencies other than their functional currency. Alcon calculates constant currency measures by translating the current year's foreign currency values for sales and other income statement items into US dollars, using the average exchange rates from the prior year and comparing them to the prior year values in US dollars.

Free cash flow

Alcon defines free cash flow as net cash flows from operating activities less cash flow associated with the purchase or sale of property, plant and equipment. Free cash flow is presented as additional information because Alcon management believes it is a useful supplemental indicator of Alcon's ability to operate without reliance on additional borrowing or use of existing cash. Free cash flow is not intended to be a substitute measure for net cash flows from operating activities as determined under IFRS.

Reconciliation of IFRS to Core Results

Three months ended September 30, 2020

(\$ millions except (loss)/earnings per share)	IFRS results	Amortization of certain intangible assets ⁽¹⁾	Impairments ⁽²⁾	Separation costs ⁽³⁾	Transformation costs ⁽⁴⁾	Post-employment benefits ⁽⁵⁾	Other items ⁽⁶⁾	Core results
Gross profit	848	250	—	4	—	—	14	1,116
Selling, general & administration	(685)	—	—	5	—	—	—	(680)
Research & development	(216)	5	61	—	—	—	5	(145)
Other income	7	—	—	—	—	—	(1)	6
Other expense	(83)	—	—	39	14	12	—	(18)
Operating (loss)/income	(129)	255	61	48	14	12	18	279
(Loss)/income before taxes	(168)	255	61	48	14	12	18	240
Taxes ⁽⁷⁾	21	(44)	(8)	(7)	(3)	(2)	(4)	(47)
Net (loss)/income	(147)	211	53	41	11	10	14	193
Basic (loss)/earnings per share	(0.30)							0.39
Diluted (loss)/earnings per share	(0.30)							0.39
Basic - weighted average shares outstanding ⁽⁸⁾	489.1							489.1
Diluted - weighted average shares outstanding ⁽⁸⁾	489.1							492.0

(1) Includes recurring amortization for all intangible assets other than software.

(2) Includes impairment charges related to intangible assets.

(3) Separation costs are expected to be incurred over the two to three-year period following the completion of the Spin-off from Novartis and primarily include costs related to IT and third party consulting fees.

(4) Transformation costs, primarily related to restructuring and third party consulting fees, for the multi-year transformation program.

(5) Includes impact from a pension plan amendment.

(6) Gross profit primarily includes losses on disposal of property, plant & equipment. Research & development includes amortization of option rights. Other income includes fair value adjustments of financial assets.

(7) Total tax adjustments of \$68 million include tax associated with operating income core adjustments and discrete tax items. Tax associated with operating income core adjustments of \$408 million totaled \$65 million with an average tax rate of 15.9%.

(8) Core basic earnings per share was calculated using the weighted-average shares of common stock outstanding during the period. Core diluted earnings per share also contemplate dilutive shares associated with unvested equity-based awards as described in Note 5 to the Condensed Consolidated Interim Financial Statements.

Reconciliation of IFRS to Core Results

Three months ended September 30, 2019

(\$ millions except (loss)/earnings per share)	IFRS results	Amortization of certain intangible assets ⁽¹⁾	Separation costs ⁽²⁾	Transformation costs ⁽³⁾	Other items ⁽⁴⁾	Core results
Gross profit	950	252	4	—	(31)	1,175
Selling, general & administration	(717)	—	8	—	5	(704)
Research & development	(179)	6	1	—	19	(153)
Other income	17	—	—	—	—	17
Other expense	(89)	—	64	8	2	(15)
Operating (loss)/income	(18)	258	77	8	(5)	320
(Loss)/income before taxes	(64)	258	77	8	(5)	274
Taxes ⁽⁵⁾	(2)	(34)	(19)	(2)	7	(50)
Net (loss)/income	(66)	224	58	6	2	224
Basic (loss)/earnings per share	(0.14)					0.46
Diluted (loss)/earnings per share	(0.14)					0.46
Basic - weighted average shares outstanding ⁽⁶⁾	488.2					488.2
Diluted - weighted average shares outstanding ⁽⁶⁾	488.2					490.6

(1) Includes recurring amortization for all intangible assets other than software.

(2) Separation costs are expected to be incurred over the two to three-year period following the completion of the Spin-off from Novartis and primarily include costs related to IT and third party consulting fees.

(3) Transformation costs, primarily related to restructuring and third party consulting fees, for the multi-year transformation program.

(4) Gross profit includes \$38 million in fair value adjustments of contingent consideration liabilities, partially offset by \$7 million in manufacturing sites consolidation activities and integration related expenses for recent acquisitions. Selling, general & administration primarily includes expenses for integration of recent acquisitions. Research & development primarily includes the amortization of option rights and expenses for integration of recent acquisitions and a post-marketing study following a product's voluntary market withdrawal. Other expense primarily includes fair value adjustments of a financial asset.

(5) Total tax adjustments of \$48 million include tax associated with operating income core adjustments and discrete tax items. Tax associated with operating income core adjustments of \$338 million totaled \$58 million with an average tax rate of 17.2%.

Core tax adjustments for discrete items totaled \$10 million, primarily related to the re-measurement of deferred tax asset and liabilities following a tax rate change in India and other items.

(6) Core basic earnings per share was calculated using the weighted-average shares of common stock outstanding during the period. Core diluted earnings per share also contemplate dilutive shares associated with unvested equity-based awards as described in Note 5 to the Condensed Consolidated Interim Financial Statement

Reconciliation of IFRS to Core Results

Nine months ended September 30, 2020

(\$ millions except (loss)/earnings per share)	IFRS results	Amortization of certain intangible assets ⁽¹⁾	Impairments ⁽²⁾	Separation costs ⁽³⁾	Transformation costs ⁽⁴⁾	Post-employment benefits ⁽⁵⁾	Other items ⁽⁶⁾	Core results
Gross profit	2,065	752	57	11	—	—	18	2,903
Selling, general & administration	(1,957)	—	—	14	—	—	—	(1,943)
Research & development	(518)	20	61	—	—	—	(6)	(443)
Other income	25	—	—	—	—	—	(4)	21
Other expense	(238)	—	—	156	34	12	—	(36)
Operating (loss)/income	(623)	772	118	181	34	12	8	502
(Loss)/income before taxes	(739)	772	118	181	34	12	8	386
Taxes ⁽⁷⁾	113	(131)	(22)	(31)	(7)	(2)	3	(77)
Net (loss)/income	(626)	641	96	150	27	10	11	309
Basic (loss)/earnings per share	(1.28)							0.63
Diluted (loss)/earnings per share	(1.28)							0.63
Basic - weighted average shares outstanding ⁽⁸⁾	488.9							488.9
Diluted - weighted average shares outstanding ⁽⁸⁾	488.9							491.7

(1) Includes recurring amortization for all intangible assets other than software.

(2) Includes impairment charges related to intangible assets.

(3) Separation costs are expected to be incurred over the two to three-year period following the completion of the Spin-off from Novartis and primarily include costs related to IT and third party consulting fees.

(4) Transformation costs, primarily related to restructuring and third party consulting fees, for the multi-year transformation program.

(5) Includes impact from a pension plan amendment.

(6) Gross profit includes \$23 million losses on disposal of property, plant & equipment partially offset by \$5 million in fair value adjustments of contingent consideration liabilities. Research & development includes a \$34 million fair value adjustment of a contingent consideration liability, partially offset by \$28 million for the amortization of option rights. Other income includes fair value adjustments of financial assets.

(7) Total tax adjustments of \$190 million include tax associated with operating income core adjustments and discrete tax items. Tax associated with operating income core adjustments of \$1,125 million totaled \$196 million with an average tax rate of 17.4%.

Core tax adjustments for discrete items totaled \$6 million, primarily related to tax expense from the delayed spin of a subsidiary.

(8) Core basic earnings per share was calculated using the weighted-average shares of common stock outstanding during the period. Core diluted earnings per share also contemplate dilutive shares associated with unvested equity-based awards as described in Note 5 to the Condensed Consolidated Interim Financial Statements.

Reconciliation of IFRS to Core Results

Nine months ended September 30, 2019

(\$ millions except (loss)/earnings per share)	IFRS results	Amortization of certain intangible assets ⁽¹⁾	Separation costs ⁽²⁾	Transformation costs ⁽³⁾	Legal items ⁽⁴⁾	Other items ⁽⁵⁾	Core results
Gross profit	2,749	754	7	—	—	(21)	3,489
Selling, general & administration	(2,133)	—	21	—	—	14	(2,098)
Research & development	(492)	17	3	—	—	39	(433)
Other income	35	—	—	—	—	(1)	34
Other expense	(278)	—	124	13	32	61	(48)
Operating (loss)/income	(119)	771	155	13	32	92	944
(Loss)/income before taxes	(225)	771	155	13	32	92	838
Taxes ⁽⁶⁾	(340)	(104)	(37)	(3)	(8)	356	(136)
Net (loss)/income	(565)	667	118	10	24	448	702
Basic (loss)/earnings per share	(1.16)						1.44
Diluted (loss)/earnings per share	(1.16)						1.43
Basic - weighted average shares outstanding ⁽⁷⁾	488.2						488.2
Diluted - weighted average shares outstanding ⁽⁷⁾	488.2						489.6

(1) Includes recurring amortization for all intangible assets other than software.

(2) Separation costs are expected to be incurred over the two to three-year period following the completion of the Spin-off from Novartis and primarily include costs related to IT and third party consulting fees.

(3) Transformation costs, primarily related to restructuring and third party consulting fees, for the multi-year transformation program.

(4) Includes legal settlement costs and certain external legal fees.

(5) Gross Profit includes \$38 million in fair value adjustments of contingent consideration liabilities, partially offset by \$17 million in spin readiness costs, manufacturing sites consolidation activities and integration of recent acquisitions. Selling, general & administration primarily includes spin readiness costs and the integration of recent acquisitions. Research & development includes \$53 million for the amortization of option rights, post-marketing study following a product's voluntary market withdrawal and the integration of recent acquisitions, partially offset by \$14 million in fair value adjustments of a contingent consideration liability. Other income and expense primarily includes spin readiness costs, fair value adjustments of a financial asset and other items.

(6) Total tax adjustments of \$204 million include tax associated with operating income core adjustments and discrete tax items. Tax associated with operating income core adjustments of \$1,063 million totaled \$172 million with an average tax rate of 16.2%.

Core tax adjustments for discrete items totaled \$376 million, including \$301 million in non-cash tax expense for re-measurement of deferred tax balances as a result of Swiss tax reform and a \$68 million tax expense related to rate changes in the US following legal entity reorganizations executed related to the Spin-off, \$5 million non-cash tax expense related to the re-measurement of deferred tax assets and liabilities following a tax rate change in India, and net changes in uncertain tax positions.

(7) Core basic earnings per share was calculated using the weighted-average shares of common stock outstanding during the period. Core diluted earnings per share also contemplate dilutive shares associated with unvested equity-based awards as described in Note 5 to the Condensed Consolidated Interim Financial Statements.

Reconciliation of Free Cash Flow

The following is a summary of Alcon free cash flow for the the nine months ended September 30, 2020 and 2019, together with a reconciliation to net cash flows from operating activities, the most directly comparable IFRS measure:

(\$ millions)	2020	2019
Net cash flows from operating activities	384	574
Purchase of property, plant & equipment	(269)	(314)
Free cash flow	115	260

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