

LIVESTREAM

THE NEXT GENERATION OF SMART GLASSES

Ray-Ban | Meta



Instagram LIVE 68

iii_lapislazuli
hi elo, great music!

photosbyean joined

Q3 Highlights

- Group's revenue up 5.2% in Q3 at constant exchange rates
- All the regions positive in both segments
- North America in line with the second quarter, supported by optical
- EMEA strong, driven by Professional Solutions and optical retail
- Varilux XR ramping up nicely, Stellest doubled in China
- Swarovski off to a promising start
- Ray-Ban Meta launched, the next generation of smart glasses

SWAROVSKI



Revenue Growth

Constant currency

Current currency

Q3 2023 vs 2022

Group Revenue

+5.2%

-1.6%

9M 2023 vs 2022

Group Revenue

+7.2%

+4.1%



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Q3 revenue by segment 2023 vs 2022

| € million | Q3 2023 | Q3 2022 | Change at constant exchange rates | Change at current exchange rates |
|-------------------------|--------------|--------------|-----------------------------------|----------------------------------|
| Professional Solutions | 2,978 | 3,029 | +5.7% | -1.7% |
| Direct To Consumer | 3,316 | 3,365 | +4.7% | -1.5% |
| EssilorLuxottica | 6,294 | 6,394 | +5.2% | -1.6% |

Q3 revenue by region 2023 vs 2022

| € million | Q3 2023 | Q3 2022 | Change at constant exchange rates | Change at current exchange rates |
|-------------------------|--------------|--------------|-----------------------------------|----------------------------------|
| North America | 2,839 | 3,009 | +2.1% | -5.6% |
| EMEA | 2,317 | 2,262 | +6.9% | +2.4% |
| Asia-Pacific | 760 | 761 | +11.7% | -0.0% |
| Latin America | 377 | 363 | +6.2% | +4.1% |
| EssilorLuxottica | 6,294 | 6,394 | +5.2% | -1.6% |

Nine-month revenue by segment 2023 vs 2022

| € million | 9M 2023 | 9M 2022 | Change at constant exchange rates | Change at current exchange rates |
|-------------------------------|---------------|---------------|-----------------------------------|----------------------------------|
| Professional Solutions | 9,213 | 8,865 | +7.2% | +3.9% |
| Direct To Consumer | 9,932 | 9,523 | +7.2% | +4.3% |
| EssilorLuxottica | 19,145 | 18,388 | +7.2% | +4.1% |

Nine-month revenue by region 2023 vs 2022

| € million | 9M 2023 | 9M 2022 | Change at constant exchange rates | Change at current exchange rates |
|-------------------------|---------------|---------------|-----------------------------------|----------------------------------|
| North America | 8,727 | 8,600 | +3.6% | +1.5% |
| EMEA | 7,034 | 6,663 | +8.8% | +5.6% |
| Asia-Pacific | 2,279 | 2,112 | +15.7% | +7.9% |
| Latin America | 1,104 | 1,013 | +8.8% | +9.0% |
| EssilorLuxottica | 19,145 | 18,388 | +7.2% | +4.1% |



Leon Urbonas



CAPTURE

THE NEXT GENERATION OF SMART GLASSES

Ray-Ban | Meta



Store Count on September 30, 2023

| | North America | EMEA | Asia-Pacific | Latin America | Corporate Stores | Franchising & Other | Total Storecount |
|-------------------------------|---------------|--------------|--------------|---------------|------------------|---------------------|------------------|
| Sunglass Hut | 1,661 | 600 | 314 | 402 | 2,977 | 214 | 3,191 |
| LensCrafters | 1,013 | | 87 | | 1,100 | 5 | 1,105 |
| Vision Express | | 853 | | | 853 | 144 | 997 |
| Apollo | | 684 | | | 684 | 222 | 906 |
| Target Optical | 571 | | | | 571 | | 571 |
| MasVisión | | 72 | | 460 | 532 | 7 | 539 |
| Pearle | | 503 | | | 503 | 220 | 723 |
| Générale d'Optique | | 385 | | | 385 | 296 | 681 |
| OPSM | | | 373 | | 373 | 27 | 400 |
| GMO | | | | 354 | 354 | | 354 |
| GrandVision | | 276 | | 41 | 317 | 31 | 348 |
| Atasun Optik | | 300 | | | 300 | 32 | 332 |
| Oakley | 186 | 12 | 75 | 23 | 296 | 80 | 376 |
| Ray-Ban | 36 | 49 | 126 | 43 | 254 | | 254 |
| Salmoiraghi & Viganò | | 249 | | | 249 | 28 | 277 |
| Synoptik | | 248 | | | 248 | | 248 |
| GrandOptical | | 234 | | | 234 | 78 | 312 |
| Luxoptica | | 221 | | | 221 | | 221 |
| Mujosh | | | 144 | | 144 | 369 | 513 |
| Pearle Vision | 108 | | | | 108 | 462 | 570 |
| MultiÓpticas | | 107 | | | 107 | 112 | 219 |
| Aoyo | | | 84 | | 84 | 193 | 277 |
| Bolon | | | 61 | | 61 | 175 | 236 |
| Óticas Carol | | | | 24 | 24 | 1,429 | 1,453 |
| All Others | 259 | 1,213 | 130 | 741 | 2,343 | 133 | 2,476 |
| Total EssilorLuxottica | 3,834 | 6,006 | 1,394 | 2,088 | 13,322 | 4,257 | 17,579 |



LISTEN

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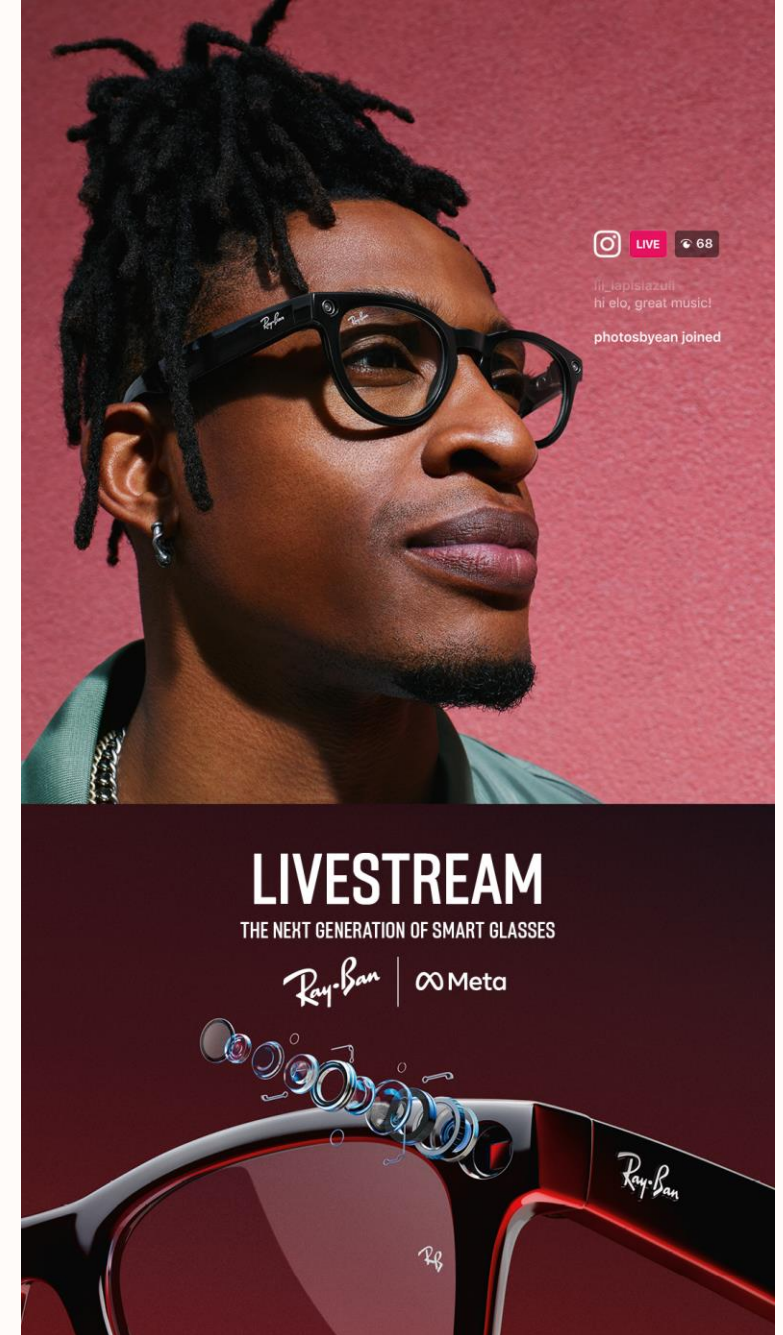
North America revenue +2.1% in Q3

PROFESSIONAL SOLUTIONS

- Up low-single digit, solid performance in premium lenses
- Varilux XR new driver, mainly in ECPs channel
- Continued momentum in luxury frames

DIRECT TO CONSUMER

- Up low-single digit, thanks to optical banners
- Positive comparable-store sales at LensCrafters, Target Optical and Pearle Vision
- Sunglass Hut remained negative



EMEA revenue +6.9% in Q3

PROFESSIONAL SOLUTIONS

- Up mid-to-high-single digit, growing across mature and emerging markets
- Progressive lenses performing well, with Varilux XR gaining traction
- Frames still the best performing category, first Swarovski collection well received

DIRECT TO CONSUMER

- Up mid-to-high-single digit, with optical banners up 9% in comparable-store sales
- Strong results at Vision Express, Générale d'Optique, S&V and Synoptik
- Comparable-store sales at Sunglass Hut up low-single digit



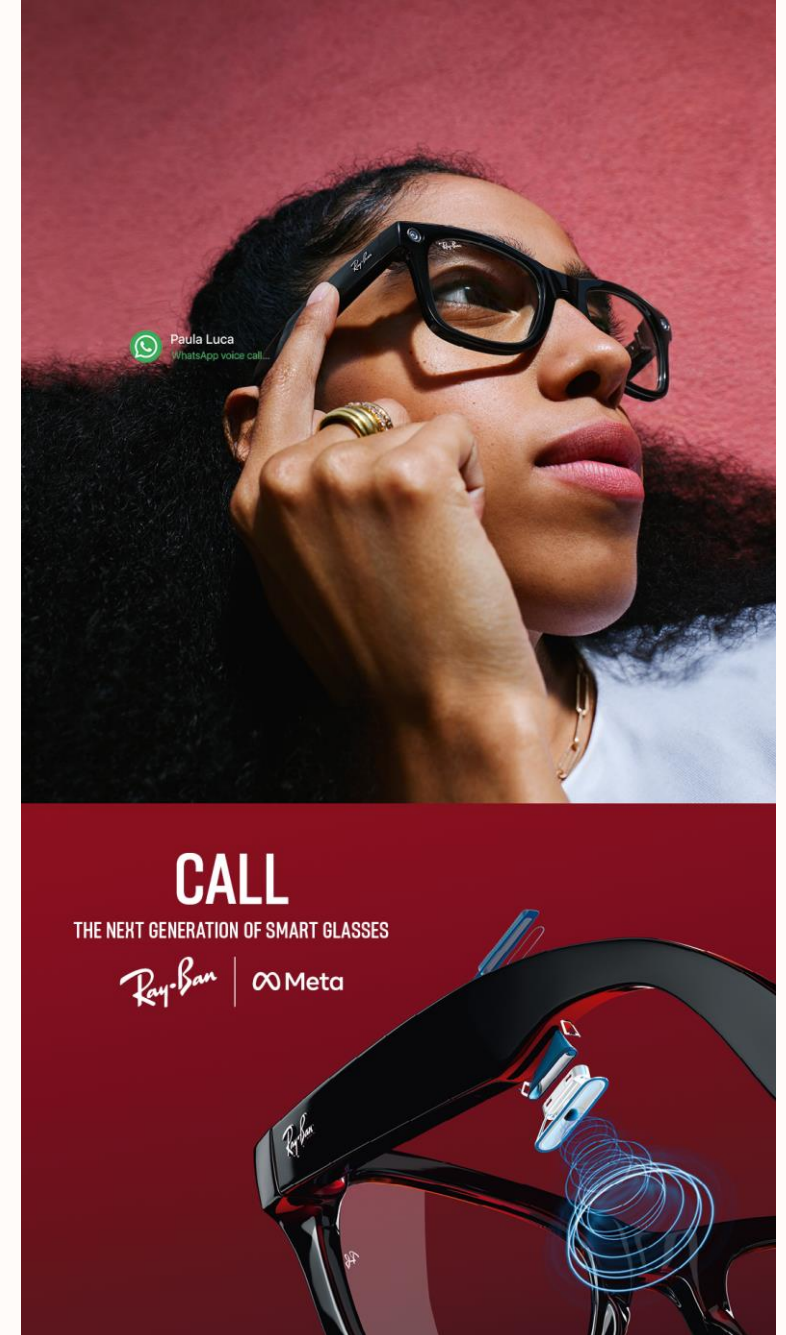
Asia-Pacific revenue +11.7% in Q3

PROFESSIONAL SOLUTIONS

- Up double digits, China best performing country (Stellest sales doubled)
- Ray-Ban, Oakley and luxury driving frames in the region, Bolon strong in China
- India, Japan and South Korea up double digits

DIRECT TO CONSUMER

- Up double digits, with positive comparable-store sales in both optical and sun
- Comparable-store sales positive at OPSM despite tough comparison base
- Sunglass Hut continuing to advance at double digits



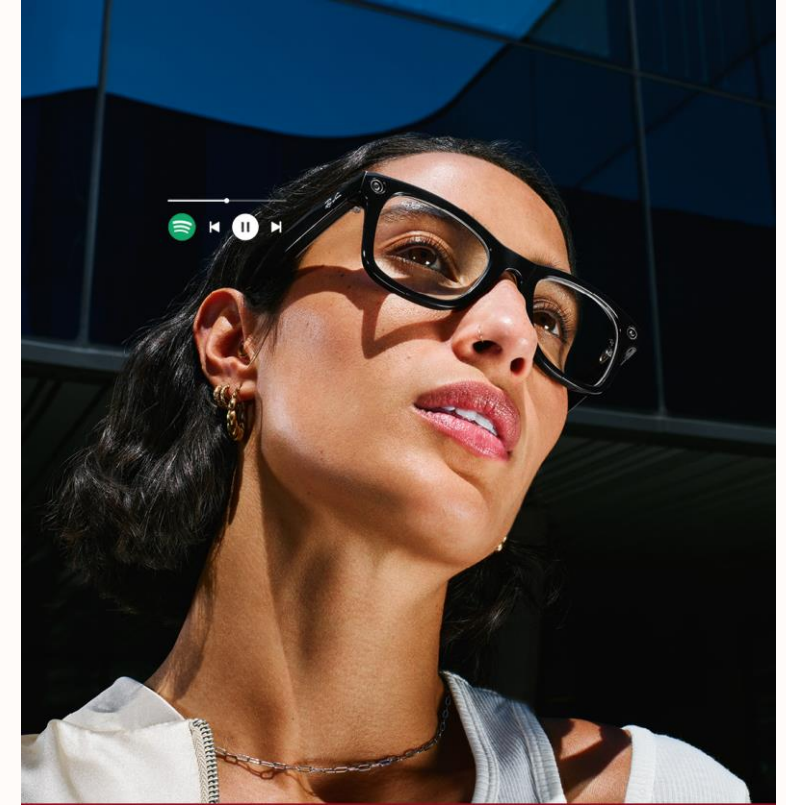
Latin America revenue +6.2% in Q3

PROFESSIONAL SOLUTIONS

- Up mid-single digit, driven by robust Mexico
- Strong growth in frames, driven by Ray-Ban in Brazil
- Lenses supported by Varilux growing double digits

DIRECT TO CONSUMER

- Up high-single digit, mainly driven by optical banners
- Comparable-store sales up high-single digit in optical, helped by the integration
- Sunglass Hut performance confirmed solid



HELIX

www.helixsolution.com

[EssilorLuxottica Press Release on Helix](#)