



**nuance audio**

in tune with life



# Financial Highlights

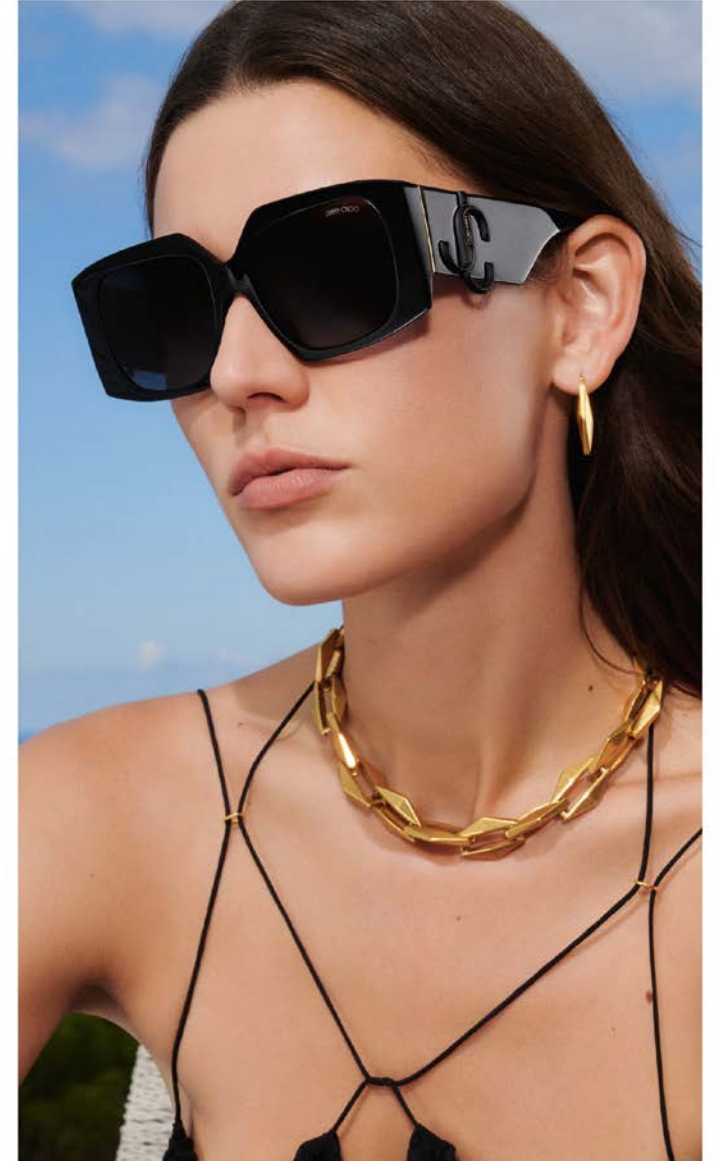
- Group revenue at constant exchange rates +7.1% in Q4 and FY, third consecutive year >7%
- Nice acceleration in North America in Q4, EMEA keeping the sound pace of Q3
- Innovation as a key driver, with Stellest, Varilux XR and Ray-Ban Meta
- Frame portfolio strengthened with new brands, licenses growing double digits
- Nuance Audio disruptive innovation successfully presented at the CES in Las Vegas
- Adjusted operating margin at 16.9% at constant exchange rates
- Free cash flow at Euro 2.4 billion in FY, after strong investments in operations, digital and AI technologies
- Dividend proposed at Euro 3.95 per share, up 22% vs 2022
- Advancing on people engagement, setting the Group's new values



# Operational Highlights

- Deep innovation roll-out in 2023 and 2024
- Cutting-edge next generation Transitions Gen S just unveiled
- First collections launched on Brunello Cucinelli, Ferrari, Jimmy Choo and Roger Federer with Oliver Peoples
- Well-balanced myopia management ecosystem in place
- New state-of-the-art manufacturing facilities in Thailand, Mexico and France
- Employee shareholding program continuing to expand, including 77,500 employees
- Group's cultural identity defined, with new values at the core

# JIMMY CHOO



# Mission & Sustainability

- OneSight EssilorLuxottica Foundation footprint expanded to Latin America
- Access to vision care given to 177 million people in 2023, >4,900 access points established
- 270,000 beneficiaries screened in 49 countries in the World Sight Day
- Awareness on good vision supported by key partnerships with influential ambassadors – like Diamond DeShields, Kylian Mbappé, Li Zhixuan
- Significant strides in each pillar of Eyes on the Planet program
- Carbon neutrality for direct operations achieved in Europe, on track for neutrality worldwide in 2025
- SBTi alignment to cut down short-term emissions
- Circularity approach extended to retail activities



3 Nov 2023, Ile-De-France – Kylian Mbappé with OneSight EL Foundation & Oakley to raise eyecare awareness among young generations



nuance audio  
in tune with life



# Revenue Growth

Constant  
exchange rates

Current  
exchange rates

*Q4 2023 vs 2022*

---

**Group Revenue**

**+7.1%**

**+2.4%**

*FY 2023 vs 2022*

---

**Group Revenue**

**+7.1%**

**+3.7%**

# Financial Highlights

Q4

FY

## *Current exchange rates*

**REVENUE GROWTH vs 2022**

**+2.4%**

**+3.7%**

**ADJUSTED OPERATING PROFIT**

AS A % OF REVENUE

**16.5%**

## *Constant exchange rates*

**REVENUE GROWTH vs 2022**

**+7.1%**

**+7.1%**

**ADJUSTED OPERATING PROFIT**

AS A % OF REVENUE

**16.9%**

# CALL

THE NEXT GENERATION OF SMART GLASSES

Ray-Ban | Meta



Paula Luca  
WhatsApp voice call...





# Q4 revenue by segment, 2023 vs 2022

| € million                     | Q4 2023      | Q4 2022      | Change at constant exchange rates | Change at current exchange rates |
|-------------------------------|--------------|--------------|-----------------------------------|----------------------------------|
| <b>Professional Solutions</b> | <b>2,986</b> | <b>2,905</b> | <b>+8.1%</b>                      | <b>+2.8%</b>                     |
| <b>Direct To Consumer</b>     | <b>3,264</b> | <b>3,201</b> | <b>+6.1%</b>                      | <b>+1.9%</b>                     |
| <b>EssilorLuxottica</b>       | <b>6,250</b> | <b>6,106</b> | <b>+7.1%</b>                      | <b>+2.4%</b>                     |

## Q4 revenue by region, 2023 vs 2022

| € million               | Q4 2023      | Q4 2022 | Change at constant exchange rates | Change at current exchange rates |
|-------------------------|--------------|---------|-----------------------------------|----------------------------------|
| <b>North America</b>    | <b>2,910</b> | 2,892   | +5.9%                             | +0.6%                            |
| <b>EMEA</b>             | <b>2,150</b> | 2,086   | +6.4%                             | +3.1%                            |
| <b>Asia-Pacific</b>     | <b>757</b>   | 731     | +10.3%                            | +3.6%                            |
| <b>Latin America</b>    | <b>433</b>   | 398     | +12.7%                            | +8.8%                            |
| <b>EssilorLuxottica</b> | <b>6,250</b> | 6,106   | +7.1%                             | +2.4%                            |

# FY revenue by region and segment, 2023 vs 2022

| € million               | FY 2023       | FY 2022       | Change at constant exchange rates | Change at current exchange rates |
|-------------------------|---------------|---------------|-----------------------------------|----------------------------------|
| <b>North America</b>    | <b>11,637</b> | <b>11,492</b> | <b>+4.2%</b>                      | <b>+1.3%</b>                     |
| Professional Solutions  | 5,337         | 5,243         | +4.8%                             | +1.8%                            |
| Direct To Consumer      | 6,300         | 6,249         | +3.8%                             | +0.8%                            |
| <b>EMEA</b>             | <b>9,184</b>  | <b>8,749</b>  | <b>+8.2%</b>                      | <b>+5.0%</b>                     |
| Professional Solutions  | 3,949         | 3,802         | +6.9%                             | +3.9%                            |
| Direct To Consumer      | 5,235         | 4,947         | +9.2%                             | +5.8%                            |
| <b>Asia-Pacific</b>     | <b>3,036</b>  | <b>2,842</b>  | <b>+14.3%</b>                     | <b>+6.8%</b>                     |
| Professional Solutions  | 2,088         | 1,943         | +15.0%                            | +7.5%                            |
| Direct To Consumer      | 948           | 899           | +12.7%                            | +5.4%                            |
| <b>Latin America</b>    | <b>1,537</b>  | <b>1,410</b>  | <b>+9.9%</b>                      | <b>+9.0%</b>                     |
| Professional Solutions  | 825           | 781           | +8.8%                             | +5.5%                            |
| Direct To Consumer      | 712           | 629           | +11.3%                            | +13.2%                           |
| <b>EssilorLuxottica</b> | <b>25,395</b> | <b>24,494</b> | <b>+7.1%</b>                      | <b>+3.7%</b>                     |



 LIVE  68

lll\_lapislazuli  
hi elo, great music!

photosbyean joined

# LIVESTREAM

THE NEXT GENERATION OF SMART GLASSES

Ray-Ban | ∞ Meta



# Store Count on December 31, 2023

|                               | North America | EMEA         | Asia-Pacific | Latin America | Corporate Stores | Franchising & Other | Total Storecount |
|-------------------------------|---------------|--------------|--------------|---------------|------------------|---------------------|------------------|
| Sunglass Hut                  | 1,652         | 572          | 314          | 411           | 2,949            | 232                 | 3,181            |
| LensCrafters                  | 1,014         |              | 87           |               | 1,101            | 5                   | 1,106            |
| Vision Express                |               | 855          |              |               | 855              | 152                 | 1,007            |
| Apollo                        |               | 682          |              |               | 682              | 223                 | 905              |
| Target Optical                | 574           |              |              |               | 574              |                     | 574              |
| MasVisión                     |               | 71           |              | 469           | 540              | 7                   | 547              |
| Pearle                        |               | 509          |              |               | 509              | 218                 | 727              |
| Générale d'Optique            |               | 392          |              |               | 392              | 291                 | 683              |
| OPSM                          |               |              | 377          |               | 377              | 25                  | 402              |
| GMO                           |               |              |              | 351           | 351              |                     | 351              |
| GrandOptical                  |               | 326          |              |               | 326              | 76                  | 402              |
| GrandVision                   |               | 275          |              | 47            | 322              | 31                  | 353              |
| Oakley                        | 187           | 13           | 78           | 25            | 303              | 79                  | 382              |
| Atasun Optik                  |               | 299          |              |               | 299              | 33                  | 332              |
| Ray-Ban                       | 37            | 53           | 131          | 44            | 265              |                     | 265              |
| Synoptik                      |               | 248          |              |               | 248              |                     | 248              |
| Salmoiraghi & Viganò          |               | 247          |              |               | 247              | 24                  | 271              |
| Luxoptica                     |               | 221          |              |               | 221              |                     | 221              |
| Mujosh                        |               |              | 144          |               | 144              | 363                 | 507              |
| Aojo                          |               |              | 109          |               | 109              | 151                 | 260              |
| Pearle Vision                 | 108           |              |              |               | 108              | 462                 | 570              |
| MultiÓpticas                  |               | 108          |              |               | 108              | 112                 | 220              |
| Bolon                         |               |              | 72           |               | 72               | 182                 | 254              |
| Óticas Carol                  |               |              |              | 24            | 24               | 1,426               | 1,450            |
| All Others                    | 260           | 1,113        | 132          | 735           | 2,240            | 131                 | 2,371            |
| <b>Total EssilorLuxottica</b> | <b>3,832</b>  | <b>5,984</b> | <b>1,444</b> | <b>2,106</b>  | <b>13,366</b>    | <b>4,223</b>        | <b>17,589</b>    |



# ASK META AI

THE NEXT GENERATION OF SMART GLASSES

Ray-Ban | ∞ Meta



# North America revenue +5.9% in Q4

## PROFESSIONAL SOLUTIONS

- Up mid-single digit, with strong branded lenses led by Varilux, thanks to XR
- Luxury frames still solid and Ray-Ban accelerating, with Ray-Ban Meta
- Growth well balanced between independent ECPs and key accounts

## DIRECT TO CONSUMER

- Close to mid-single digit comp growth in the optical business
- LensCrafters, Target and Pearle all accelerating from previous quarter
- Sunglass Hut still negative albeit improving, with touristic locations



OLIVER PEOPLES

# EMEA revenue +6.4% in Q4

## PROFESSIONAL SOLUTIONS

- Up mid-single digit, sound pace across mature and developing markets
- Varilux supported by XR series
- Frames bolstered by new brands (like Swarovski) and initiatives (with Ray-Ban)

## DIRECT TO CONSUMER

- Comp up around 9% in both optical and sun banners
- UK, Italy and Spain best-performing markets in optical
- Sun business strongly growing on a challenging comparison base





# Asia-Pacific revenue +10.3% in Q4

## PROFESSIONAL SOLUTIONS

- Up double digits, with China's underlying business in good shape
- Stellect more than doubling revenues and Bolon fast growing in China
- Solid performance in India, Japan and South Korea

## DIRECT TO CONSUMER

- Comp up mid-single digit, optical business confirming trends
- Continued positive pace in OPSM, double-digit comp in China
- Sunglass Hut negative in Australia, but strong in the rest of the region



OLIVER PEOPLES

# Latin America revenue +12.7% in Q4

## PROFESSIONAL SOLUTIONS

- Up mid teens, driven by recovering Brazil and solid Mexico
- Varilux and Kodak supporting lens growth
- Ray-Ban continuing to thrive in frames

## DIRECT TO CONSUMER

- Double-digit comp in optical, fueled by the integration of Mexican GV banners
- Positive pace at GMO
- Sun banners up double digits in Brazil, low-single digits in Hispanic Latam



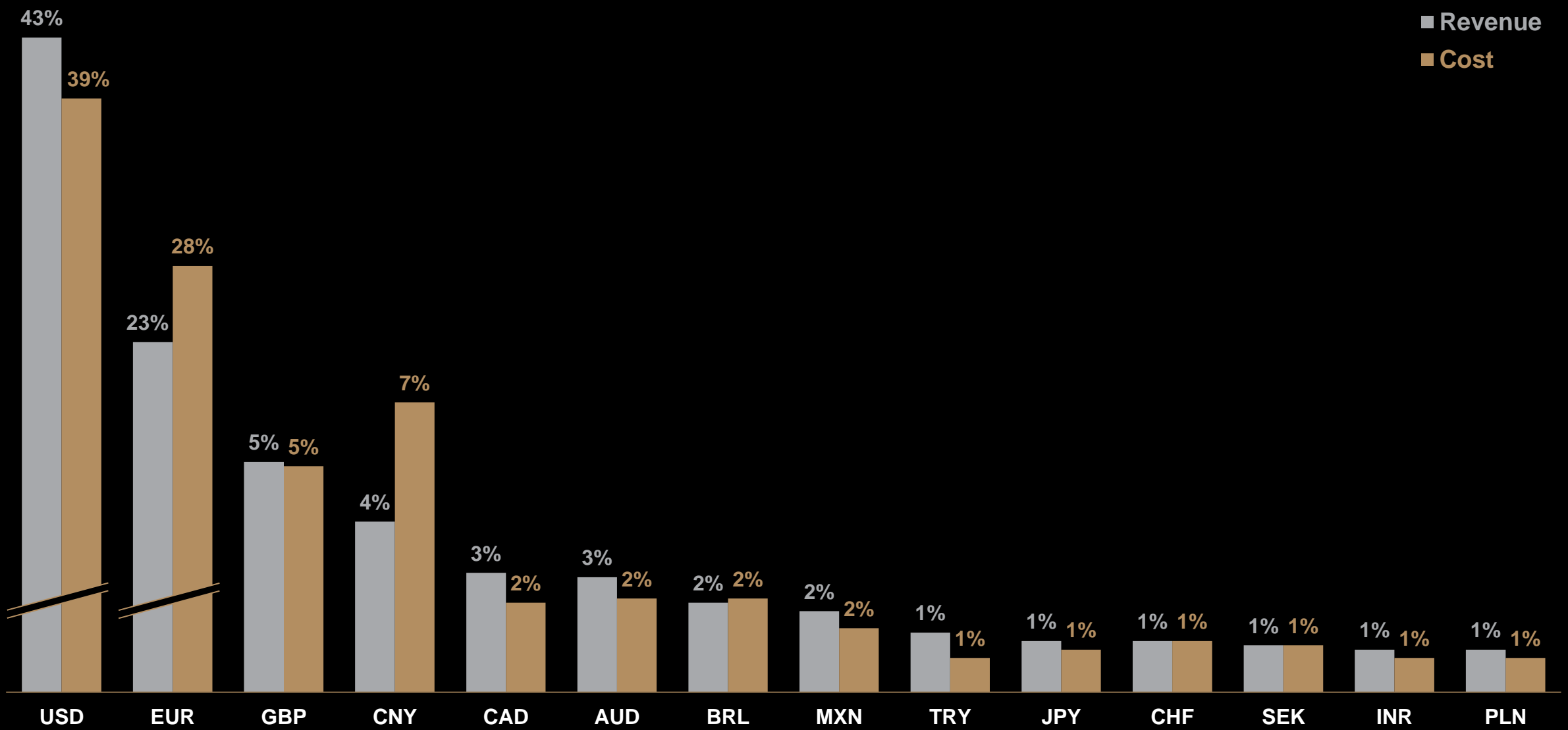
# PRADA



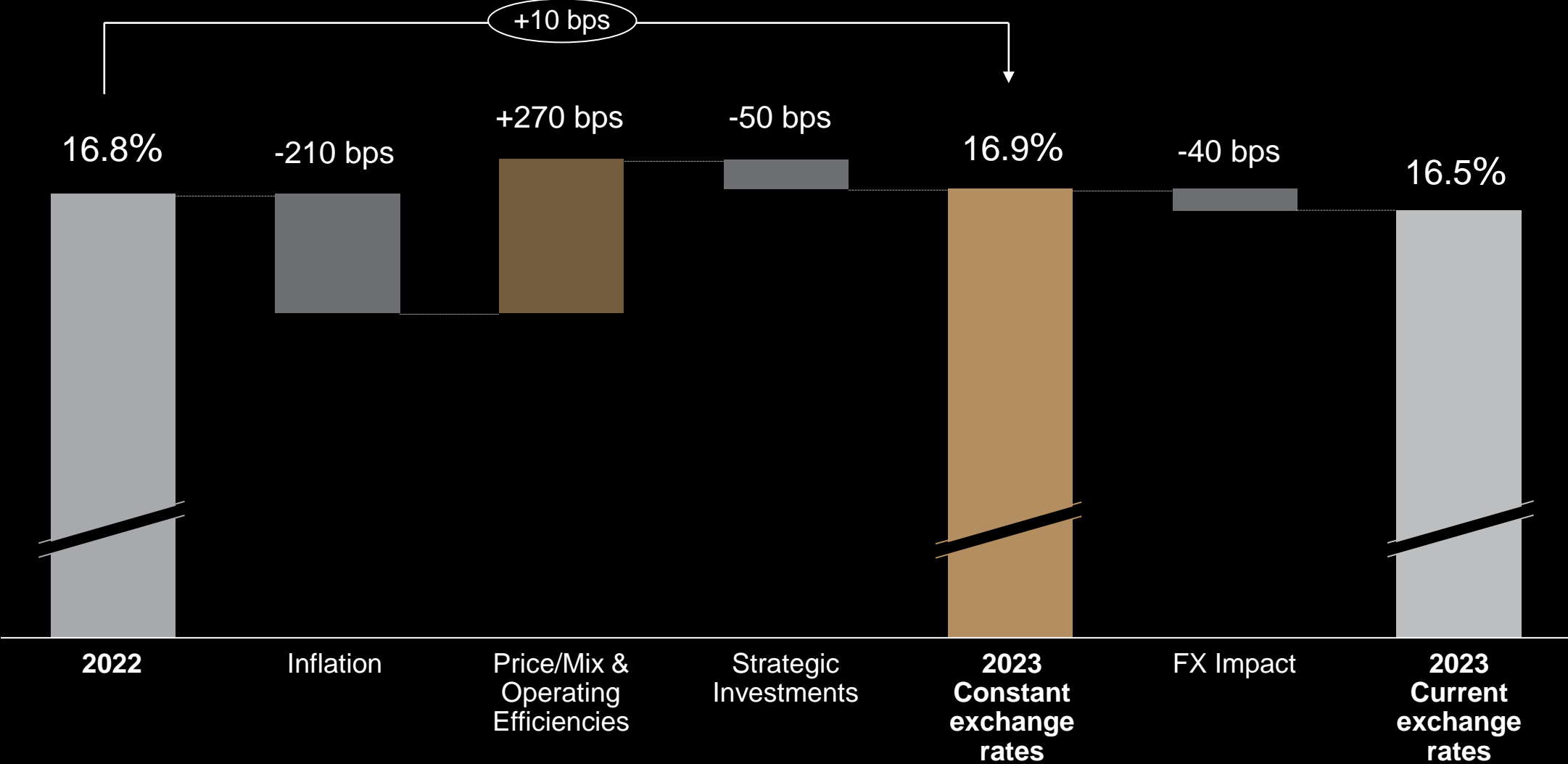
# Adjusted Statement of Profit or Loss

| € million                           | FY 2023       | FY 2022       | Constant exchange rates | Current exchange rates |
|-------------------------------------|---------------|---------------|-------------------------|------------------------|
| <b>Revenue</b>                      | <b>25,395</b> | <b>24,494</b> | <b>+7.1%</b>            | <b>+3.7%</b>           |
| Cost of sales                       | (9,305)       | (8,888)       | +7.9%                   | +4.7%                  |
| <b>Gross profit</b>                 | <b>16,090</b> | <b>15,606</b> | <b>+6.7%</b>            | <b>+3.1%</b>           |
| <i>Margin %</i>                     |               | 63.7%         | 63.5%                   | 63.4%                  |
| Total operating expenses            | (11,912)      | (11,491)      | +6.4%                   | +3.7%                  |
| <b>OPERATING PROFIT</b>             | <b>4,178</b>  | <b>4,115</b>  | <b>+7.7%</b>            | <b>+1.5%</b>           |
| <i>Margin %</i>                     |               | 16.8%         | 16.9%                   | 16.5%                  |
| Financial income / (expenses)       | (144)         | (129)         |                         |                        |
| <b>PROFIT BEFORE TAXES</b>          | <b>4,033</b>  | <b>3,986</b>  | <b>+7.5%</b>            | <b>+1.2%</b>           |
| Income taxes                        | (938)         | (978)         |                         |                        |
| <b>NET PROFIT BEFORE MINORITIES</b> | <b>3,095</b>  | <b>3,007</b>  | <b>+9.4%</b>            | <b>+2.9%</b>           |
| Minority interests                  | (149)         | (148)         |                         |                        |
| <b>NET PROFIT</b>                   | <b>2,946</b>  | <b>2,860</b>  | <b>+9.4%</b>            | <b>+3.0%</b>           |
| <i>Margin %</i>                     |               | 11.7%         | 11.9%                   | 11.6%                  |

# Currency Mix



# Adjusted Operating Margin Bridge



# PRADA



## Free Cash Flow & Net Debt

- Free cash flow at Euro 2.4 billion
- Capex at Euro 1.53 billion
- Net Debt at Euro 9.10 billion on 31 Dec 2023 (including lease liabilities of Euro 3.24 billion)
- Net Debt / EBITDA LTM at 1.5x
- Cash & Cash Equivalents at Euro 2.56 billion

# FerrariFerrari







# BXTR

Patrick Mahomes II Signature Series



*As a quarterback of the Kansas City Chiefs, Patrick Mahomes won three Superbowls (2020, 2023 and 2024), being named MVP in all three games. He was also awarded MVP for the NFL season in 2018 and 2022.*