

Ray-Ban | ∞ Meta

WAYFARER LIMITED EDITION



# Financial Highlights

- Group's revenue up +4.0% at constant exchange rates in Q3, +4.9% year to date
- Revenue positive in both segments in all the regions in Q3
- North America up low-single digit, with sun retail turning positive at the end of the quarter
- EMEA up mid-single digit, driven by both Professional Solutions and Direct to Consumer
- China kept positive, despite macroeconomic headwinds, supported by Stellest 40% growth
- Ray-Ban Meta and Transitions Gen S key growth pillars, both awarded at SILMO Paris 2024
- EssilorLuxottica among top-50 Companies in the Fortune's 'Change the World' list

Ray-Ban

Transitions®



CHANGE COLLECTION  
**FRAMES THAT CHANGE  
COLOR WITH LIGHT**

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Stellest<sup>®</sup> Varilux<sup>®</sup>  
essilor essilor

Stellest<sup>®</sup>  
essilor



Stellest<sup>®</sup>

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# Revenue Growth

Constant  
exchange rates

Current  
exchange rates

*Q3 2024 vs 2023*

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**Group Revenue**

**+4.0%**

**+2.3%**

*9M 2024 vs 2023*

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**Group Revenue**

**+4.9%**

**+3.0%**

EssilorLuxottica



2 modèles intemporels



nuance audio  
in tune with life

Ray-Ban  
smart glasses



# Q3 revenue by segment, 2024 vs 2023

€ million	Q3 2024	Q3 2023	Change at constant exchange rates	Change at current exchange rates
<b>Professional Solutions</b>	<b>3,017</b>	<b>2,978</b>	<b>+3.4%</b>	<b>+1.3%</b>
<b>Direct To Consumer</b>	<b>3,420</b>	<b>3,316</b>	<b>+4.6%</b>	<b>+3.2%</b>
<b>EssilorLuxottica</b>	<b>6,437</b>	<b>6,294</b>	<b>+4.0%</b>	<b>+2.3%</b>

# Q3 revenue by region, 2024 vs 2023

€ million	Q3 2024	Q3 2023	Change at constant exchange rates	Change at current exchange rates
<b>North America</b>	2,854	2,839	+1.6%	+0.5%
<b>EMEA</b>	2,433	2,317	+5.6%	+5.0%
<b>Asia-Pacific</b>	794	760	+5.0%	+4.5%
<b>Latin America</b>	356	377	+10.8%	-5.6%
<b>EssilorLuxottica</b>	6,437	6,294	+4.0%	+2.3%

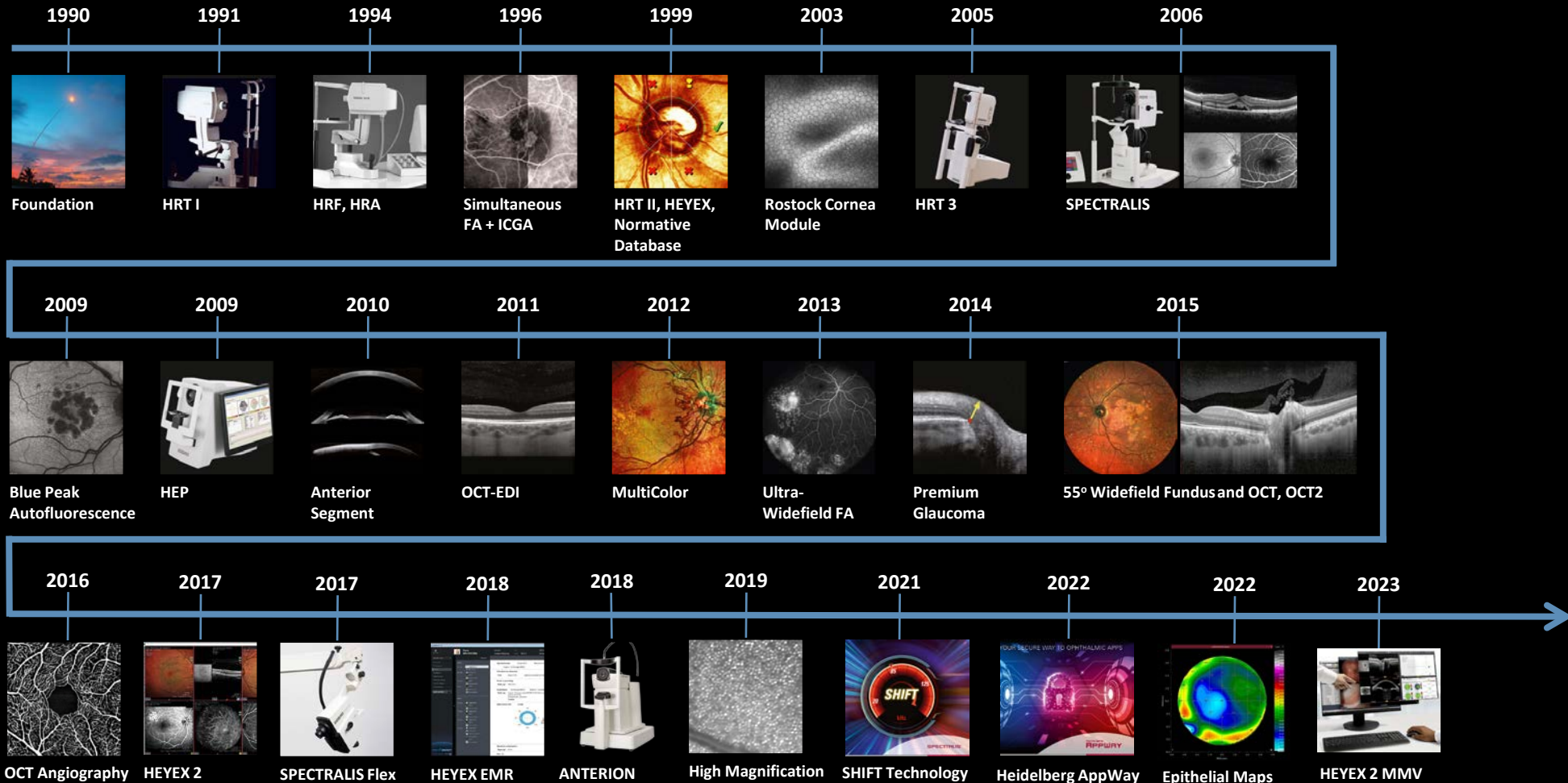
# Nine-month revenue by segment, 2024 vs 2023

€ million	9M 2024	9M 2023	Change at constant exchange rates	Change at current exchange rates
<b>Professional Solutions</b>	<b>9,430</b>	<b>9,213</b>	<b>+4.5%</b>	<b>+2.4%</b>
<b>Direct To Consumer</b>	<b>10,297</b>	<b>9,932</b>	<b>+5.3%</b>	<b>+3.7%</b>
<b>EssilorLuxottica</b>	<b>19,727</b>	<b>19,145</b>	<b>+4.9%</b>	<b>+3.0%</b>



# Nine-month revenue by region, 2024 vs 2023

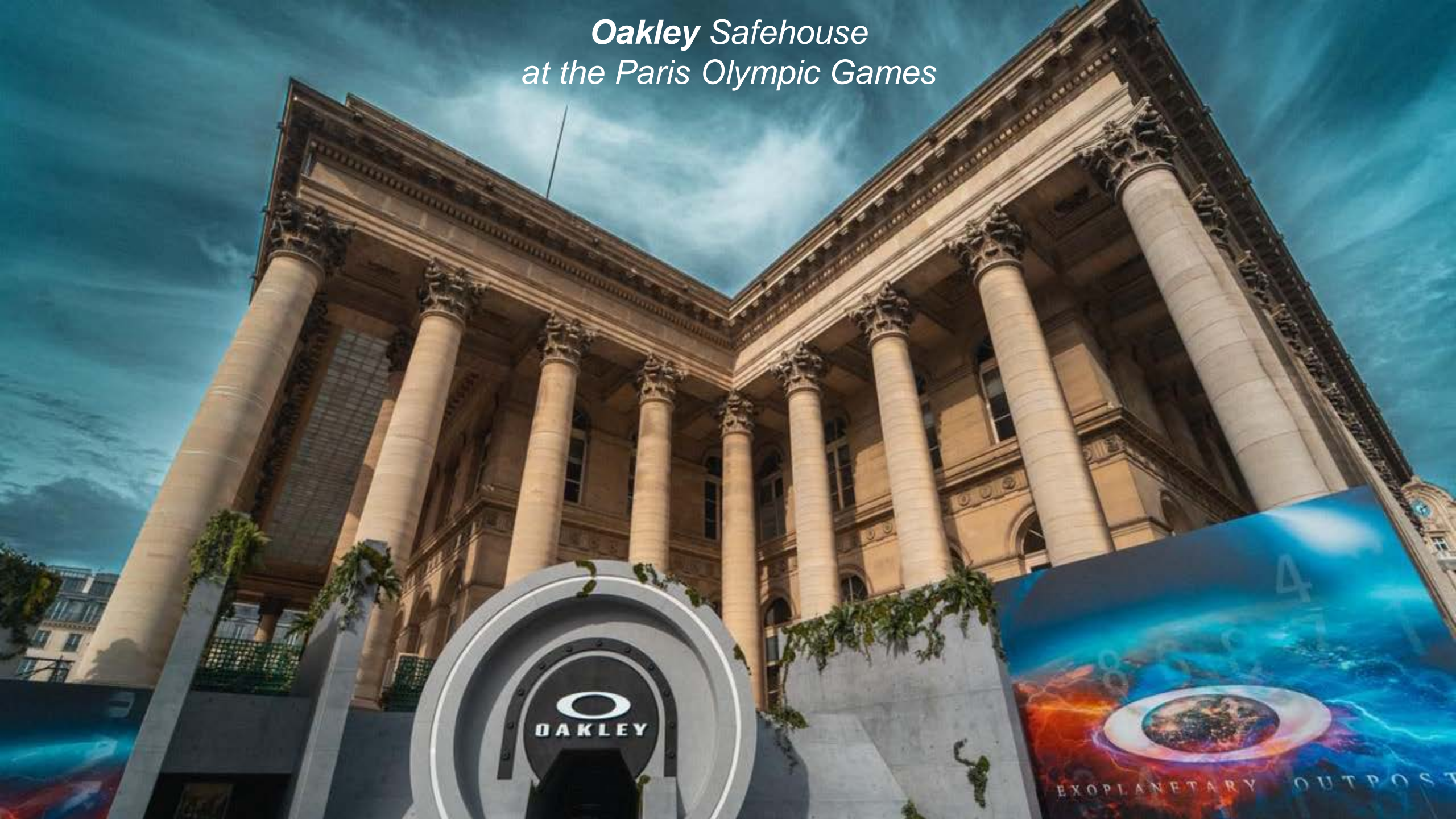
€ million	9M 2024	9M 2023	Change at constant exchange rates	Change at current exchange rates
<b>North America</b>	8,827	8,727	+1.6%	+1.1%
<b>EMEA</b>	7,402	7,034	+7.3%	+5.2%
<b>Asia-Pacific</b>	2,383	2,279	+7.7%	+4.6%
<b>Latin America</b>	1,115	1,104	+10.1%	+1.0%
<b>EssilorLuxottica</b>	19,727	19,145	+4.9%	+3.0%



# Store Count on September 30, 2024

	North America	EMEA	Asia-Pacific	Latin America	Corporate Stores	Franchising & Other	Total Storecount
Sunglass Hut	1,610	574	316	415	2,915	245	3,160
LensCrafters	1,012		81		1,093	8	1,101
Vision Express		851			851	149	1,000
Apollo		673			673	221	894
Target Optical	575				575		575
MasVisión		68		467	535	6	541
Pearle		512			512	212	724
Générale d'Optique		393			393	285	678
OPSM			376		376	24	400
GMO				348	348		348
GrandVision		282		54	336	48	384
GrandOptical		321			321	69	390
Atasun Optik		302			302	33	335
Oakley	184	11	77	25	297	72	369
Ray-Ban	42	63	129	48	282		282
Synoptik		247			247		247
Salmoiraghi & Viganò		244			244	26	270
Luxoptica		222			222		222
Mujosh			149		149	337	486
Pearle Vision	106				106	469	575
MultiÓpticas		105			105	111	216
Bolon			101		101	221	322
Aoyo			76		76	148	224
Óticas Carol				24	24	1,399	1,423
All Others	291	1,110	230	728	2,359	139	2,498
<b>Total EssilorLuxottica</b>	<b>3,820</b>	<b>5,978</b>	<b>1,535</b>	<b>2,109</b>	<b>13,442</b>	<b>4,222</b>	<b>17,664</b>

*Oakley Safehouse  
at the Paris Olympic Games*



# North America revenue +1.6% in Q3

## PROFESSIONAL SOLUTIONS

- Solid prescription frames, but soft sunglasses in an uncertain macro environment
- Ray-Ban Meta driving strongly, Varilux XR and Transitions Gen S gaining further momentum
- Key accounts and partner ECPs remaining healthy, while non-partner ECPs still facing pressures

## DIRECT TO CONSUMER

- Optical banners in line with H1 pace on solid demand of insured customers
- Sunglass Hut still negative but improving in September
- E-commerce regaining momentum thanks to Ray-Ban Meta on Ray-Ban.com



# EMEA revenue +5.6% in Q3

## PROFESSIONAL SOLUTIONS

- Growth across most of the key countries and all product categories
- Lens growth still fueled by innovations (Varilux XR and Transitions Gen S), Nikon brand strongly performing
- Miu Miu, Oakley, Jimmy Choo and Ray-Ban Meta as top contributors for frames

## DIRECT TO CONSUMER

- Healthy results supported by both optical and sun business
- Integration progressing successfully and optical subscription program gaining further traction
- Sun business recovering strongly after the weather-related slowdown in Q2

Cassandra Beaugrand wearing Oakley



# Asia-Pacific revenue +5.0% in Q3

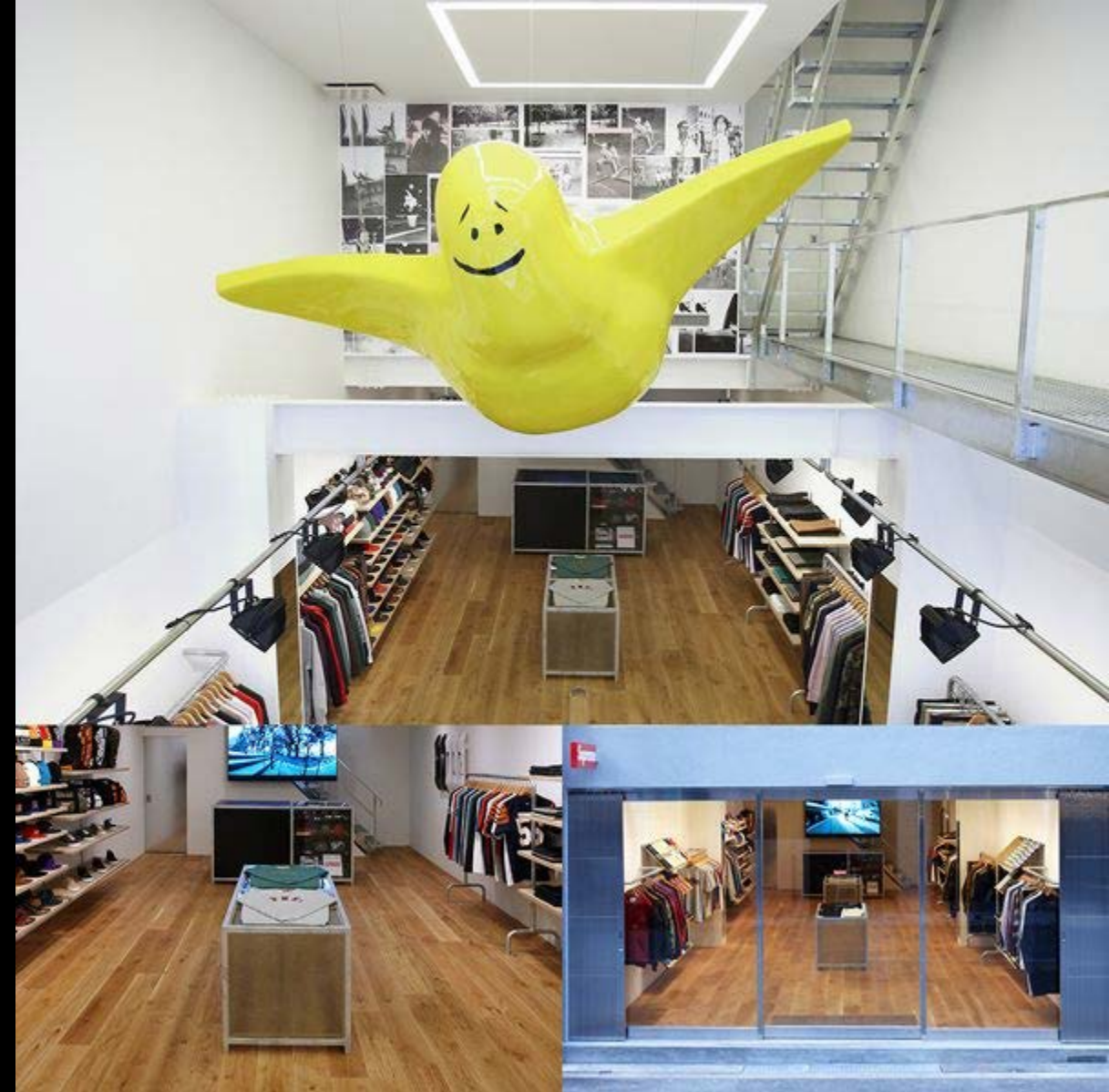
Supreme store Osaka

## PROFESSIONAL SOLUTIONS

- Greater China up low-single digit, as positive Mainland offset negative Hong Kong
- Stellect buoyant in Greater China (up more than 40%), approaching 2 million pairs sold year to date
- All other key markets growing soundly, with Japan and India up high-single digit

## DIRECT TO CONSUMER

- Both optical and sun channels slightly positive in comparable-store sales
- OPSM up mid-single digit in Australia/New Zealand
- Sun business slightly positive, supported by Oakley stores



# Latin America revenue +10.8% in Q3

## PROFESSIONAL SOLUTIONS

- Brazil recovering nicely driven by luxury frame brands and Varilux on lens side
- Mexico weakening with soft lens category
- Transition Gen S experiencing strong momentum in Colombia

## DIRECT TO CONSUMER

- Optical banners driving with positive comparable-store sales in all countries
- Mexico driven by progressing integration of former GV stores, GMO accelerating
- Sun business back to positive thanks to Sunglass Hut Mexico



OLIVER PEOPLES



ROGER FEDERER





*Barshim Mutaz wearing Oakley*