

Shanghai International Optics Fair



# Financial Highlights

- Group's revenue up 8.1% at current and 7.3% at constant exchange rates in Q1
- Sound growth in both PS and DTC channels, with comparable-store sales up 8%
- EMEA growing 10% at constant exchange rates, equally boosted by the two channels
- NA growing 4%, with solid trends in DTC and resilient demand in PS
- Asia-Pacific up double digits, with myopia solutions strong in China
- Ray-Ban Meta growing fast, with high penetration of Transitions
- After the US and Italy, Nuance Audio launched in France and starting in the UK and Germany
- Implementing measures to manage the impact of the US import duties

**NEW**  
**Varilux®**  
**Physio.extensee™**

Varilux®  
#1 progressive lens brand  
recommended by optometrists  
and opticians\*

**High vision intensity  
in any light.<sup>1</sup>**

Extra visual sharpness and contrast with  
the new Pupilizer™ lens technology<sup>1</sup>

\*Survey conducted by CSA among a representative sample of 1001 independent ECPs in 10 countries: FR, DE, IT, UK, US, Canada, Spain, India, China, Feb-Apr 2024.  
<sup>1</sup> Varilux® Physio.extensee™ - Financed by consumer study - Barrogon - 2024 - France for 9 progressive lenses wearing.  
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**essilor**  
evolving  
vision



Ray-Ban

THE ICONS

THE MEGA BALORAMA

# Q1 revenue by segment, 2025 vs 2024

| € million              | Q1 2025 | Q1 2024 | Change at constant exchange rates | Change at current exchange rates |
|------------------------|---------|---------|-----------------------------------|----------------------------------|
| Professional Solutions | 3,236   | 3,080   | +4.4%                             | +5.1%                            |
| Direct To Consumer     | 3,612   | 3,255   | +10.1%                            | +11.0%                           |
| EssilorLuxottica       | 6,848   | 6,335   | +7.3%                             | +8.1%                            |

# Q1 revenue by region, 2025 vs 2024

| € million        | Q1 2025 | Q1 2024 | Change at constant exchange rates | Change at current exchange rates |
|------------------|---------|---------|-----------------------------------|----------------------------------|
| North America    | 3,079   | 2,875   | +4.2%                             | +7.1%                            |
| EMEA             | 2,548   | 2,321   | +9.9%                             | +9.8%                            |
| Asia-Pacific     | 852     | 768     | +10.4%                            | +11.0%                           |
| Latin America    | 369     | 371     | +9.2%                             | -0.5%                            |
| EssilorLuxottica | 6,848   | 6,335   | +7.3%                             | +8.1%                            |



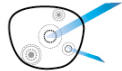
# **ICONIC STYLE, RELAXED VISION**



**VISUAL FATIGUE  
REDUCTION<sup>1</sup>**



**IMPROVED  
CONTRAST<sup>1</sup>**

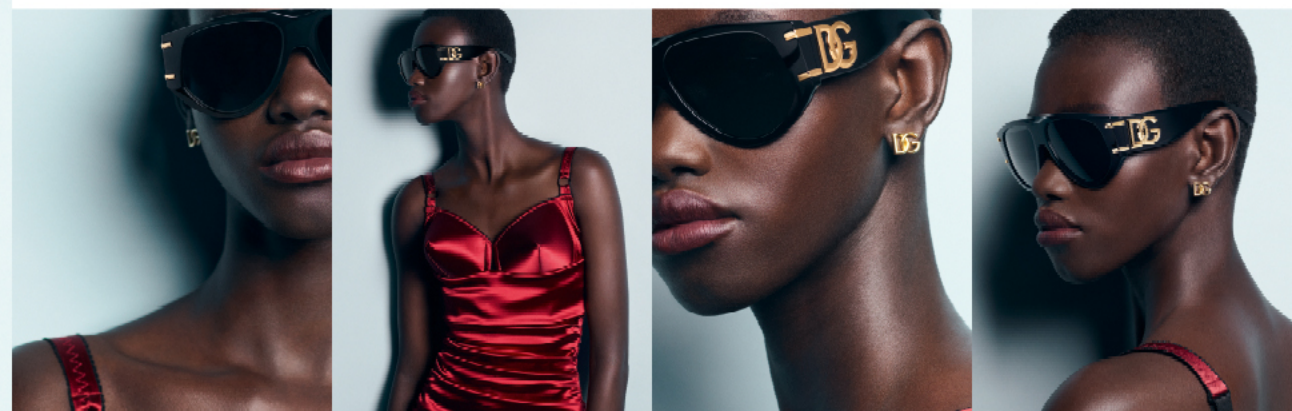


**BLUE-VIOLET  
LIGHT FILTERING<sup>2</sup>**

<sup>1</sup>Compared with regular single vision lenses. Eyezen® In-Life consumer studies - 3rd independent parties - Eyezen® Boost Clear® Preventa® - 2015 - FR - n°76 / Eyezen® Boost Eye Protect System™ - 2016 - FR - n°51 / Eyezen® Start (PK) - 2018 - FR - n°43 / Eyezen® Start (Shock) - 2020 - FR - n°52 / Blue-violet light is between 400 and 450nm as stated by ISO TR 20772:2018  
 ESSILOR and EYEZEN® ARE TRADEMARKS OF ESSILOR INTERNATIONAL. BESSILOR INTERNATIONAL - March 2025 - France Ray-Ban RCS489F 2000

# Store Count on March 31, 2025

|                        | North America | EMEA  | Asia-Pacific | Latin America | Corporate Stores | Franchising & Other | Total Storecount |
|------------------------|---------------|-------|--------------|---------------|------------------|---------------------|------------------|
| Sunglass Hut           | 1,571         | 570   | 307          | 436           | 2,884            | 237                 | 3,121            |
| LensCrafters           | 1,012         |       | 79           |               | 1,091            | 9                   | 1,100            |
| Vision Express         |               | 844   |              |               | 844              | 117                 | 961              |
| Apollo                 |               | 675   |              |               | 675              | 220                 | 895              |
| Target Optical         | 577           |       |              |               | 577              |                     | 577              |
| MasVisión              |               | 53    |              | 475           | 528              | 4                   | 532              |
| Pearle                 |               | 511   |              |               | 511              | 209                 | 720              |
| Générale d'Optique     |               | 393   |              |               | 393              | 283                 | 676              |
| OPSM                   |               |       | 375          |               | 375              | 22                  | 397              |
| GMO                    |               |       |              | 342           | 342              |                     | 342              |
| GrandVision            |               | 269   |              | 53            | 322              | 42                  | 364              |
| GrandOptical           |               | 312   |              |               | 312              | 58                  | 370              |
| Atasun Optik           |               | 304   |              |               | 304              | 37                  | 341              |
| Oakley                 | 183           | 11    | 79           | 26            | 299              | 69                  | 368              |
| Ray-Ban                | 43            | 66    | 123          | 48            | 280              |                     | 280              |
| Synoptik               |               | 247   |              |               | 247              |                     | 247              |
| Salmoiraghi & Viganò   |               | 244   |              |               | 244              | 23                  | 267              |
| Luxoptica              |               | 229   |              |               | 229              |                     | 229              |
| Mujosh                 |               |       | 182          |               | 182              | 286                 | 468              |
| Bolon                  |               |       | 117          |               | 117              | 241                 | 358              |
| Pearle Vision          | 108           |       |              |               | 108              | 448                 | 556              |
| MultiÓpticas           |               | 104   |              |               | 104              | 110                 | 214              |
| Aoyo                   |               |       | 92           |               | 92               | 114                 | 206              |
| Óticas Carol           |               |       |              | 25            | 25               | 1,403               | 1,428            |
| Supreme                | 5             | 4     | 8            |               | 17               |                     | 17               |
| All Others             | 304           | 1,211 | 233          | 719           | 2,467            | 123                 | 2,590            |
| Total EssilorLuxottica | 3,803         | 6,047 | 1,595        | 2,124         | 13,569           | 4,055               | 17,624           |



DOLCE & GABBANA

# North America revenue +4.2% in Q1

## PROFESSIONAL SOLUTIONS

- Revenue trend flattish
- Key accounts advancing fast, independent more muted on lenses
- Ray-Ban Meta contributing to growth

## DIRECT TO CONSUMER

- Sound growth in brick-and-mortar and online, plus Supreme consolidation
- LensCrafters and Target Optical driven by more eye-exams and higher conversion
- Sunglass Hut solid positive, also supported by Ray-Ban Meta



# EMEA revenue +9.9% in Q1

## PROFESSIONAL SOLUTIONS

- Strong growth across all categories, including Ray-Ban Meta
- Frames leading as a driver, with both optical and sun on the rise
- Lenses growing with Transitions, Eyezen, Stellest and Nikon

## DIRECT TO CONSUMER

- Same-store sales growing at high-single-digit pace
- Teleoptometry (active in >20 banners) and subscription model (>1 million customers) driving
- Sunglass Hut on a solid growth path, after three years of strong performance



OLIVER PEOPLES



# Asia-Pacific revenue +10.4% in Q1

## PROFESSIONAL SOLUTIONS

- Sound performance in China, supported by myopia solutions and pick-up in frames
- Myopia solutions up by around 30% in China, led by Stellest and Nikon DOT
- India, South East Asia and Japan aligned on a solid growth path

## DIRECT TO CONSUMER

- OPSM optical network growing with higher conversion and price-mix
- Sunglass Hut Australia positive, helped by Ray-Ban Meta
- Japan continuing on double-digit same-store sales trajectory



# Latin America revenue +9.2% in Q1

## PROFESSIONAL SOLUTIONS

- Brazil growing with both frames and lenses, with Transitions Gen S advancing fast
- Óticas Carol leveraging the renewed franchising program on store format and product assortment
- Colombia nicely growing, with Transitions as a catalyst

## DIRECT TO CONSUMER

- Same-store sales progressing at a robust pace, with both optical and sun driving
- Both former GrandVision banners and GMO network delivering sound growth
- Sunglass Hut achieving reliable growth in the region





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