

# LIVESTREAM

THE NEXT GENERATION OF SMART GLASSES

Ray-Ban | Meta



Instagram LIVE icon with 68 viewers

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*

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**Group Revenue**

**+5.2%**

**-1.6%**

*9M 2023 vs 2022*

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**Group Revenue**

**+7.2%**

**+4.1%**



 LIVE  68

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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%
<b>EssilorLuxottica</b>	<b>6,294</b>	<b>6,394</b>	<b>+5.2%</b>	<b>-1.6%</b>

# Nine-month revenue by segment 2023 vs 2022

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

# 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%
<b>EssilorLuxottica</b>	<b>19,145</b>	<b>18,388</b>	<b>+7.2%</b>	<b>+4.1%</b>





Leon Urbonas



# CAPTURE

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# 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
Aojo			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
<b>Total EssilorLuxottica</b>	<b>3,834</b>	<b>6,006</b>	<b>1,394</b>	<b>2,088</b>	<b>13,322</b>	<b>4,257</b>	<b>17,579</b>



# LISTEN

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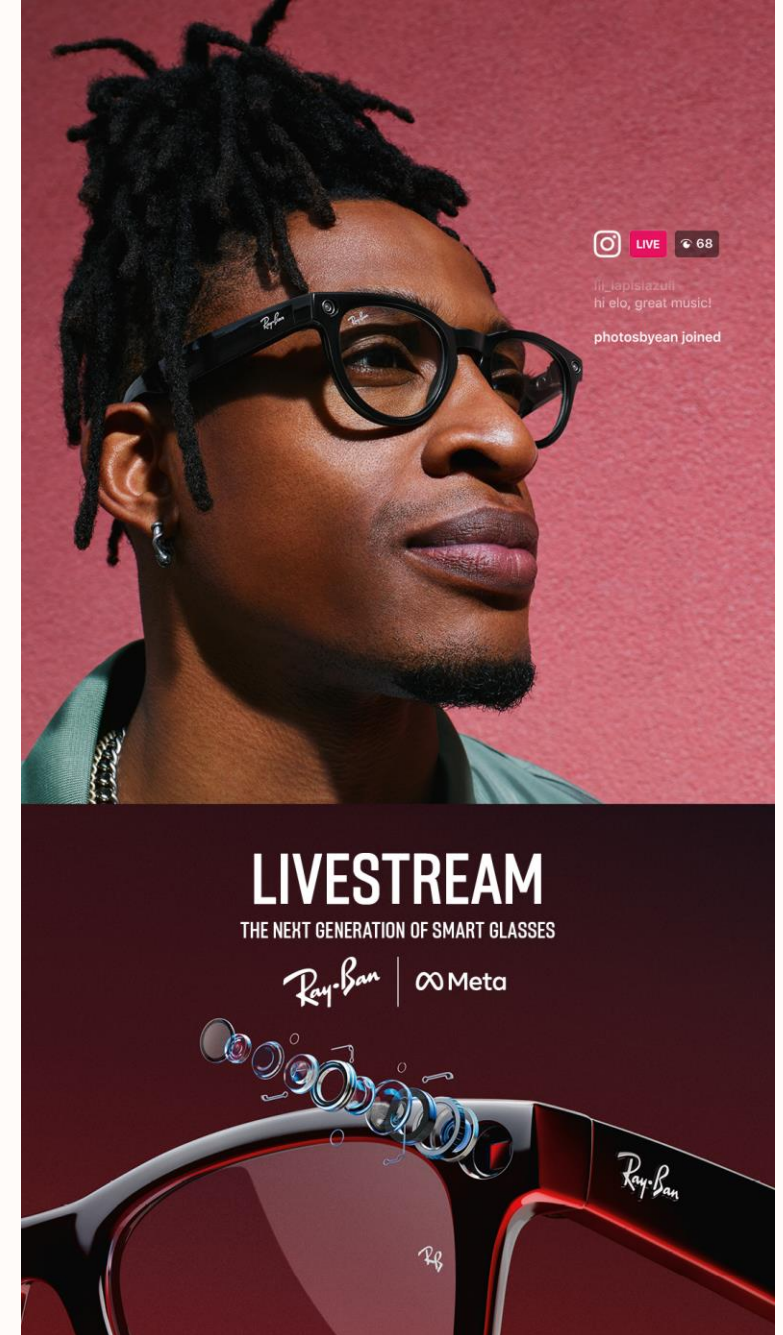
# North America revenue +2.1% in Q3

## 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



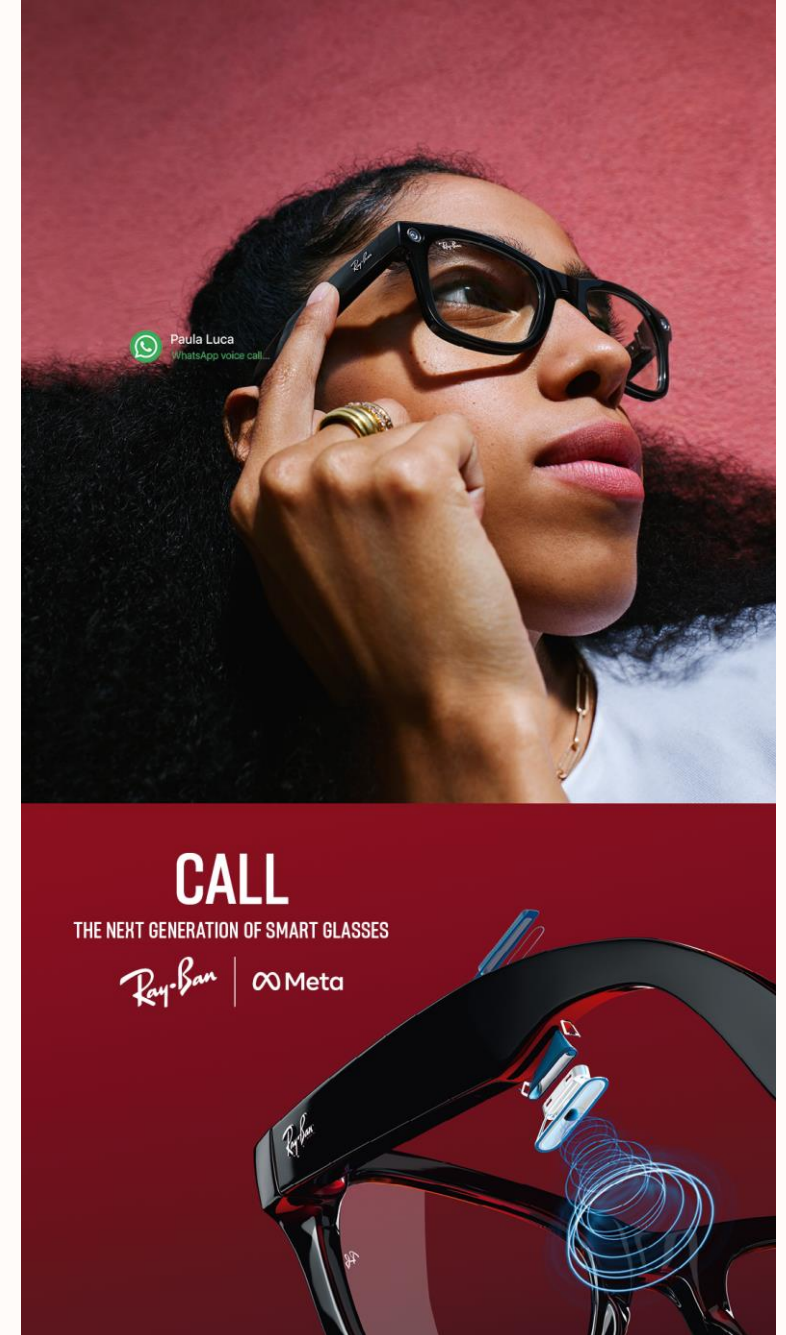
# Asia-Pacific revenue +11.7% in Q3

## 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



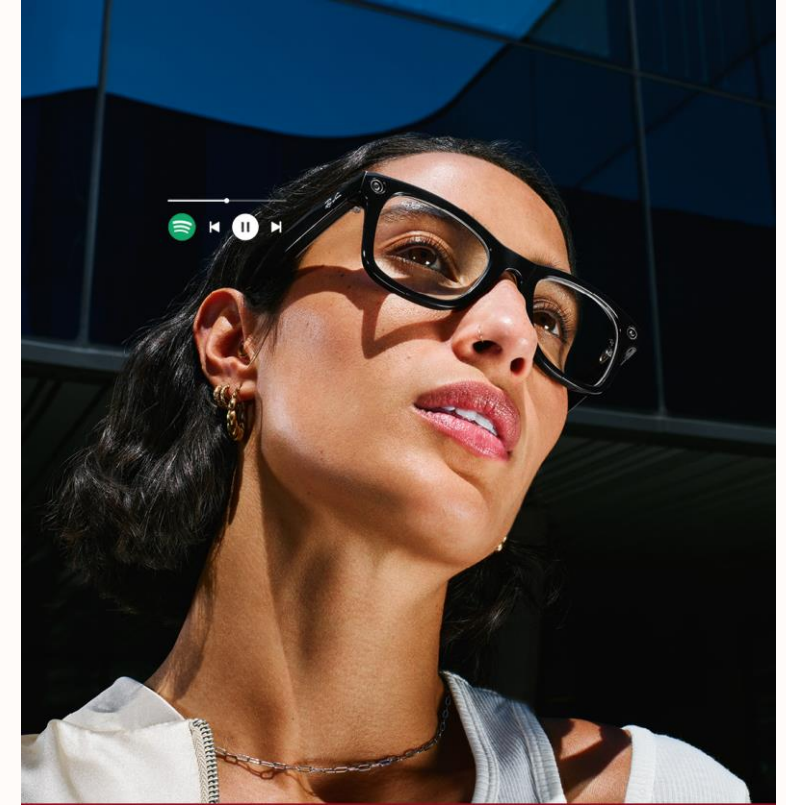
# Latin America revenue +6.2% in Q3

## 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](http://www.helixsolution.com)

[EssilorLuxottica Press Release on Helix](#)