

*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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# Revenue Growth

Constant  
exchange rates

Current  
exchange rates

Q3 2024 vs 2023

Group Revenue

+4.0%

+2.3%

9M 2024 vs 2023

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 |
|------------------------|---------|---------|-----------------------------------|----------------------------------|
| Professional Solutions | 3,017   | 2,978   | +3.4%                             | +1.3%                            |
| Direct To Consumer     | 3,420   | 3,316   | +4.6%                             | +3.2%                            |
| EssilorLuxottica       | 6,437   | 6,294   | +4.0%                             | +2.3%                            |

# Q3 revenue by region, 2024 vs 2023

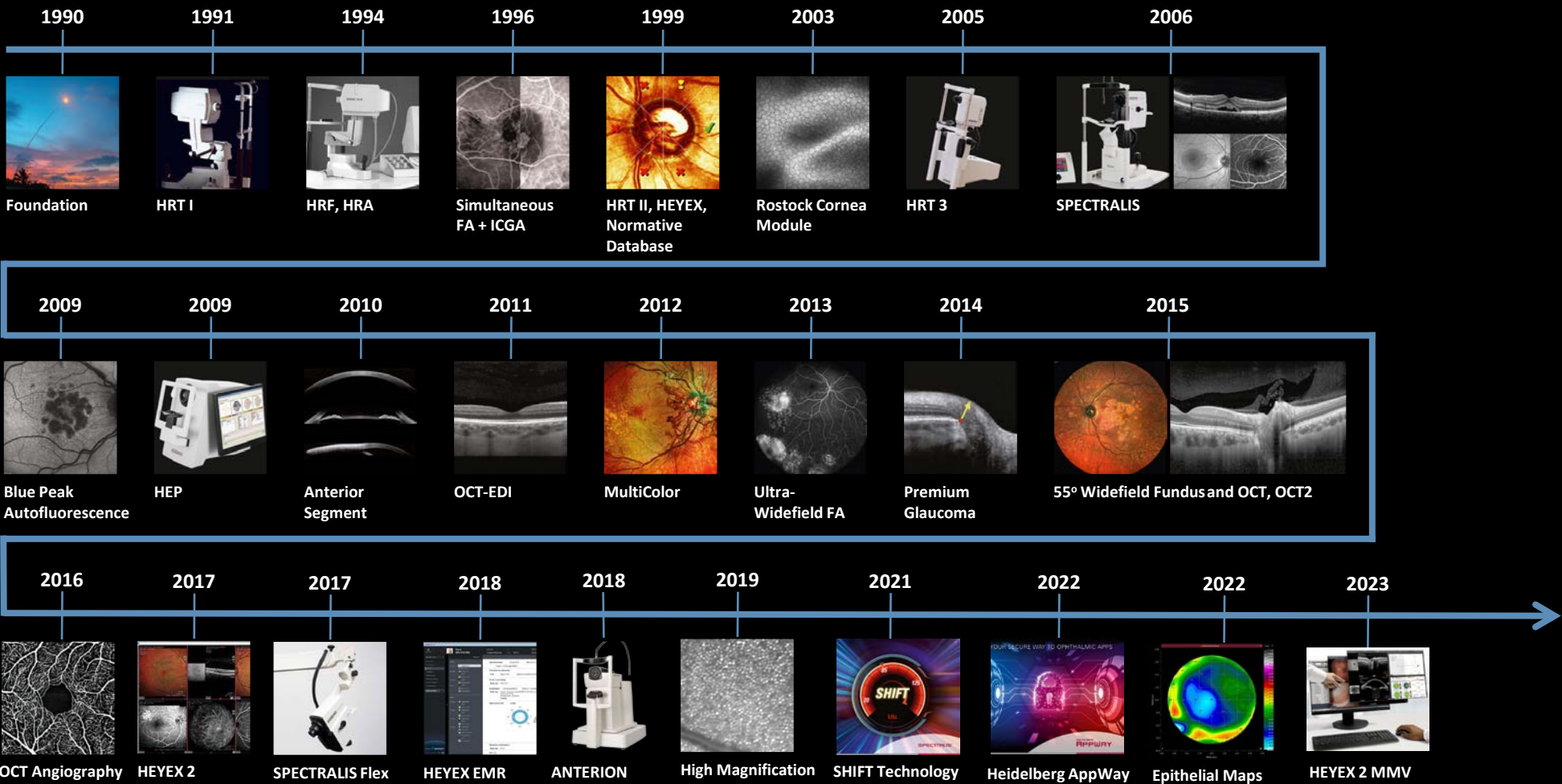
| € million        | Q3 2024 | Q3 2023 | Change at constant exchange rates | Change at current exchange rates |
|------------------|---------|---------|-----------------------------------|----------------------------------|
| North America    | 2,854   | 2,839   | +1.6%                             | +0.5%                            |
| EMEA             | 2,433   | 2,317   | +5.6%                             | +5.0%                            |
| Asia-Pacific     | 794     | 760     | +5.0%                             | +4.5%                            |
| Latin America    | 356     | 377     | +10.8%                            | -5.6%                            |
| EssilorLuxottica | 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 |
|------------------------|---------|---------|-----------------------------------|----------------------------------|
| Professional Solutions | 9,430   | 9,213   | +4.5%                             | +2.4%                            |
| Direct To Consumer     | 10,297  | 9,932   | +5.3%                             | +3.7%                            |
| EssilorLuxottica       | 19,727  | 19,145  | +4.9%                             | +3.0%                            |

# Nine-month revenue by region, 2024 vs 2023

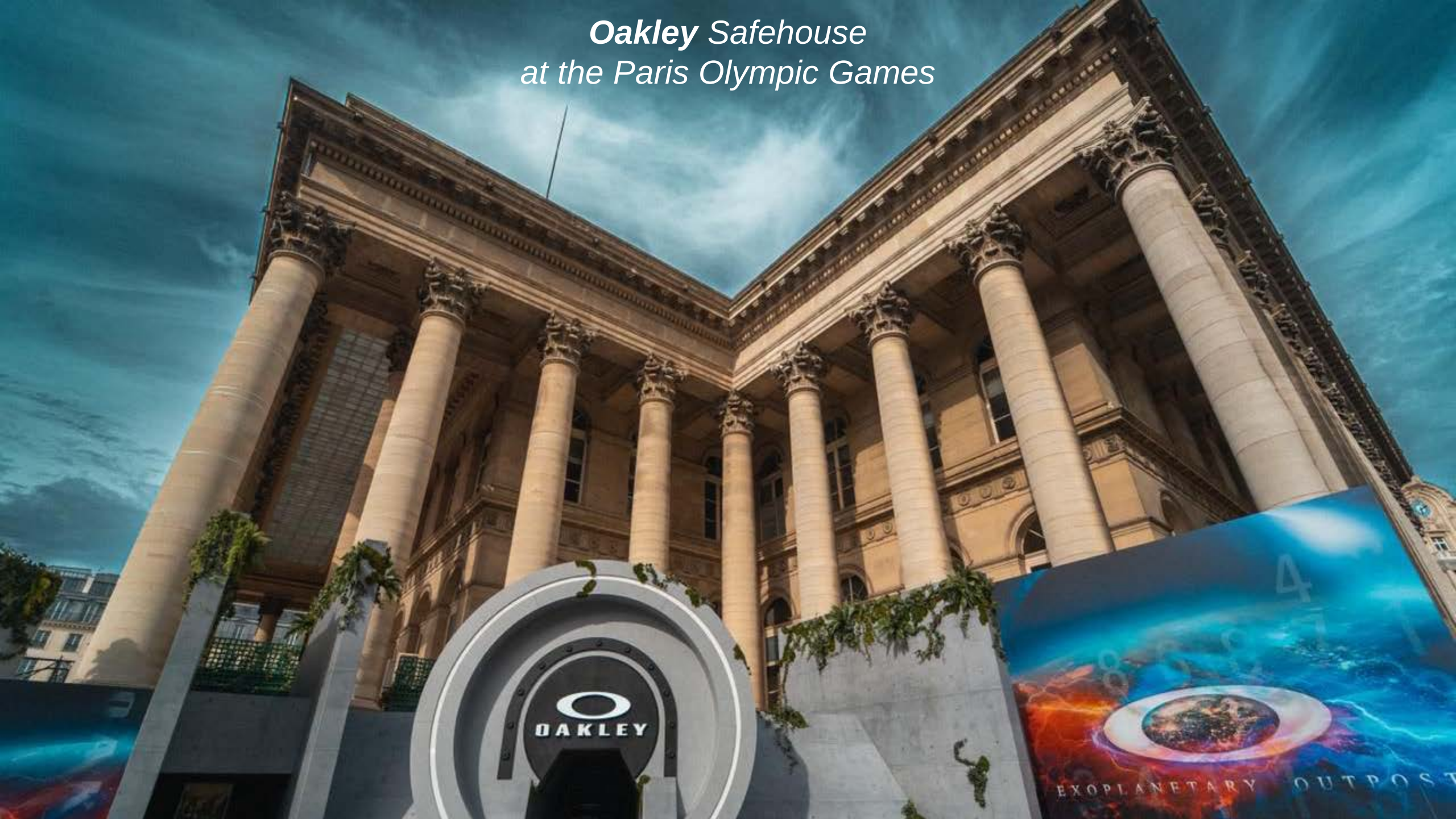
| € million        | 9M 2024 | 9M 2023 | Change at constant exchange rates | Change at current exchange rates |
|------------------|---------|---------|-----------------------------------|----------------------------------|
| North America    | 8,827   | 8,727   | +1.6%                             | +1.1%                            |
| EMEA             | 7,402   | 7,034   | +7.3%                             | +5.2%                            |
| Asia-Pacific     | 2,383   | 2,279   | +7.7%                             | +4.6%                            |
| Latin America    | 1,115   | 1,104   | +10.1%                            | +1.0%                            |
| EssilorLuxottica | 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            |
| Total EssilorLuxottica | 3,820         | 5,978 | 1,535        | 2,109         | 13,442           | 4,222               | 17,664           |

*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

Andre De Grasse wearing Oakley



# 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

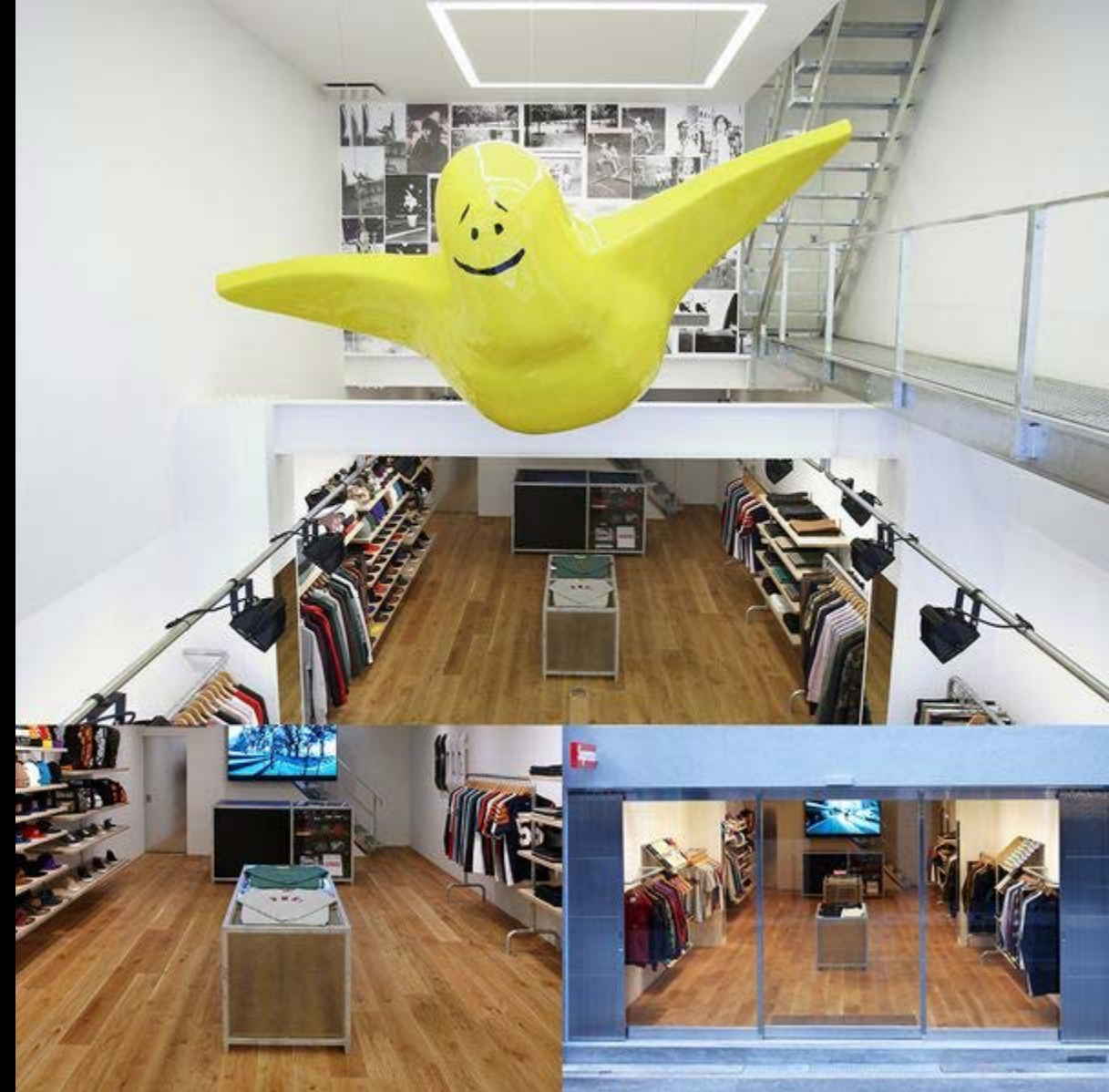
Supreme store Osaka

## PROFESSIONAL SOLUTIONS

- Greater China up low-single digit, as positive Mainland offset negative Hong Kong
- Stelless 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*