

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>    | <b>2,854</b> | <b>2,839</b> | <b>+1.6%</b>                      | <b>+0.5%</b>                     |
| <b>EMEA</b>             | <b>2,433</b> | <b>2,317</b> | <b>+5.6%</b>                      | <b>+5.0%</b>                     |
| <b>Asia-Pacific</b>     | <b>794</b>   | <b>760</b>   | <b>+5.0%</b>                      | <b>+4.5%</b>                     |
| <b>Latin America</b>    | <b>356</b>   | <b>377</b>   | <b>+10.8%</b>                     | <b>-5.6%</b>                     |
| <b>EssilorLuxottica</b> | <b>6,437</b> | <b>6,294</b> | <b>+4.0%</b>                      | <b>+2.3%</b>                     |

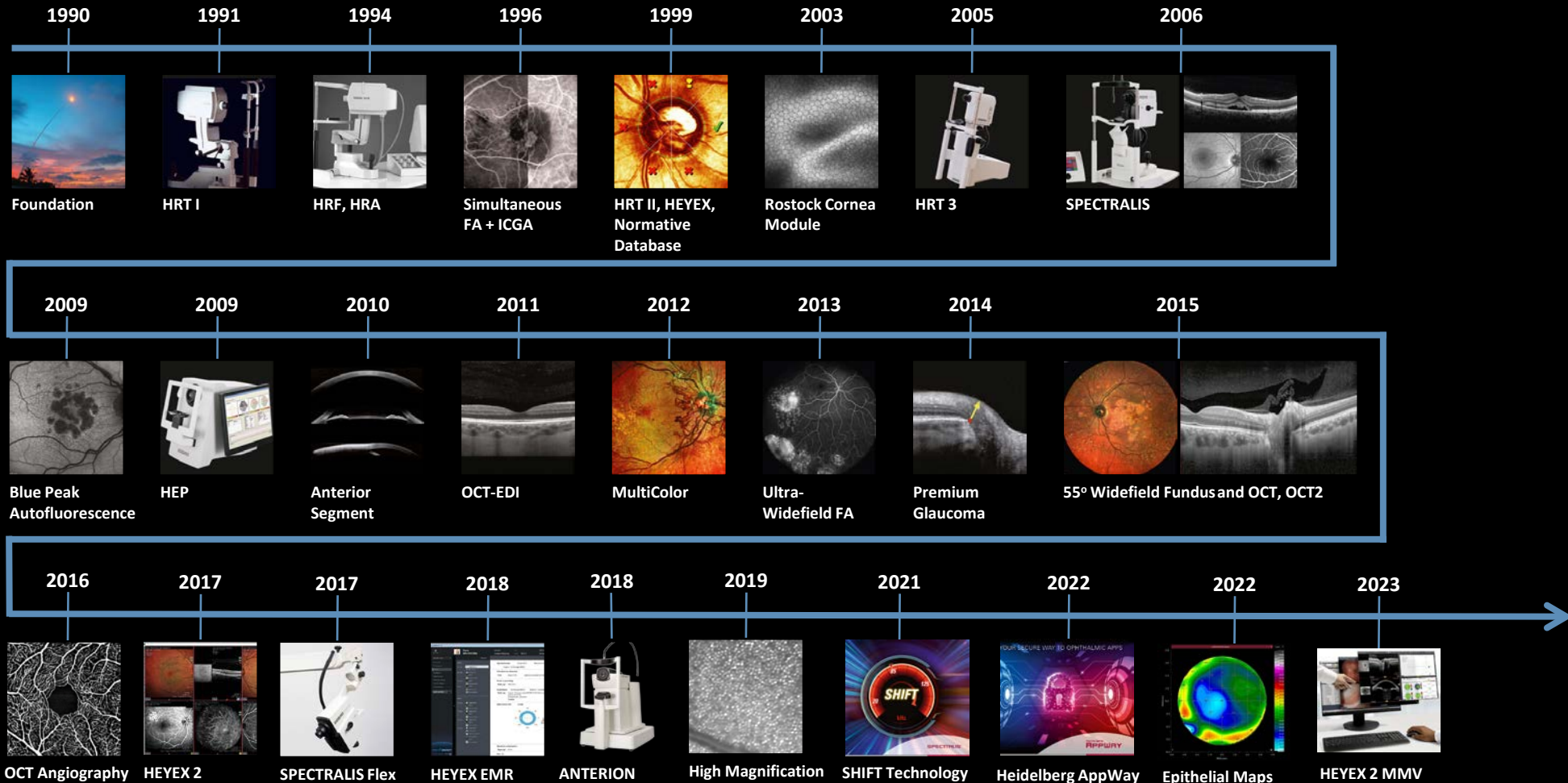
# Nine-month revenue by segment, 2024 vs 2023

| € 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

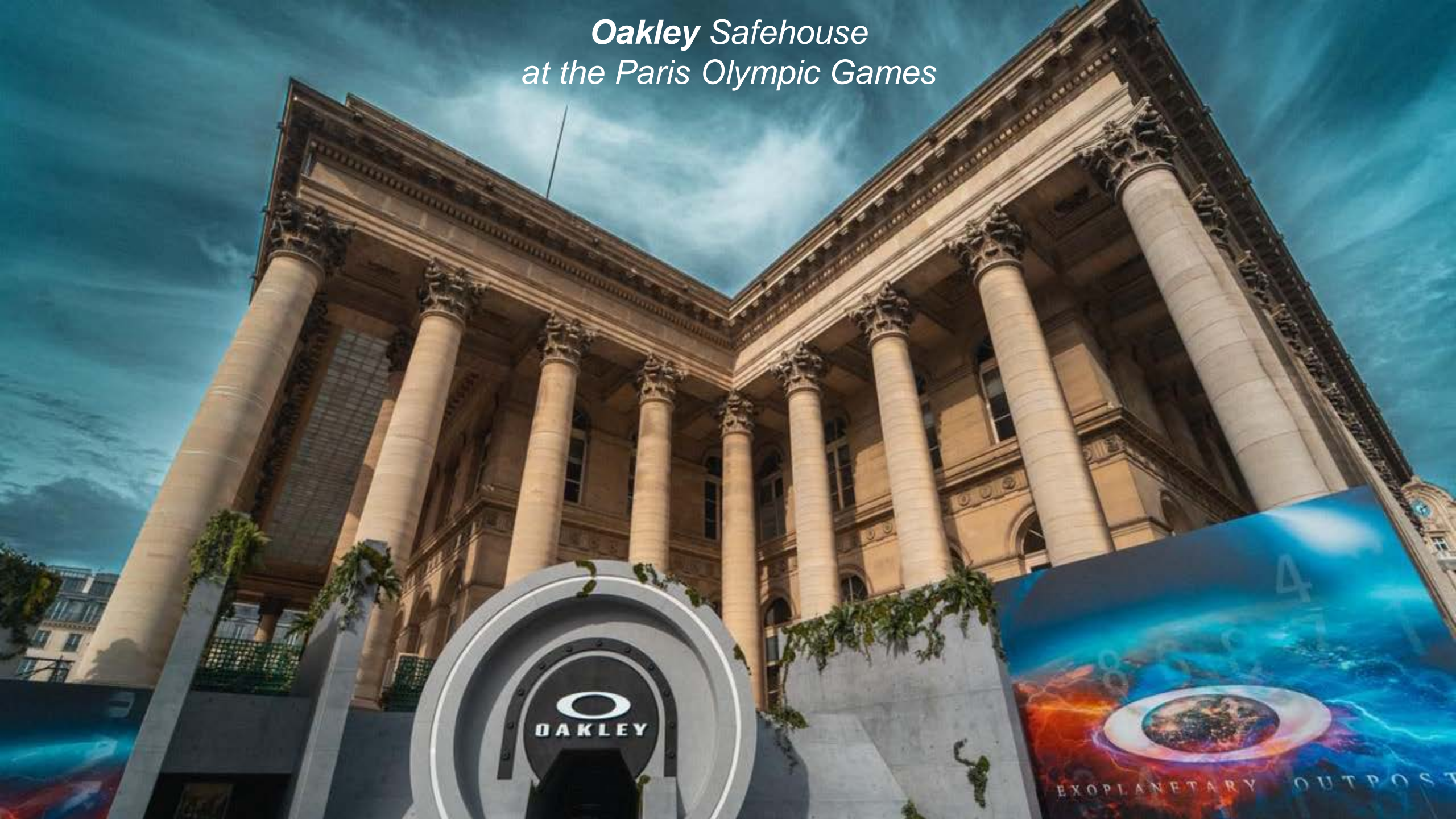
| € million               | 9M 2024 | 9M 2023 | Change at constant exchange rates | Change at current exchange rates |
|-------------------------|---------|---------|-----------------------------------|----------------------------------|
| <b>North America</b>    | 8,827   | 8,727   | +1.6%                             | +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

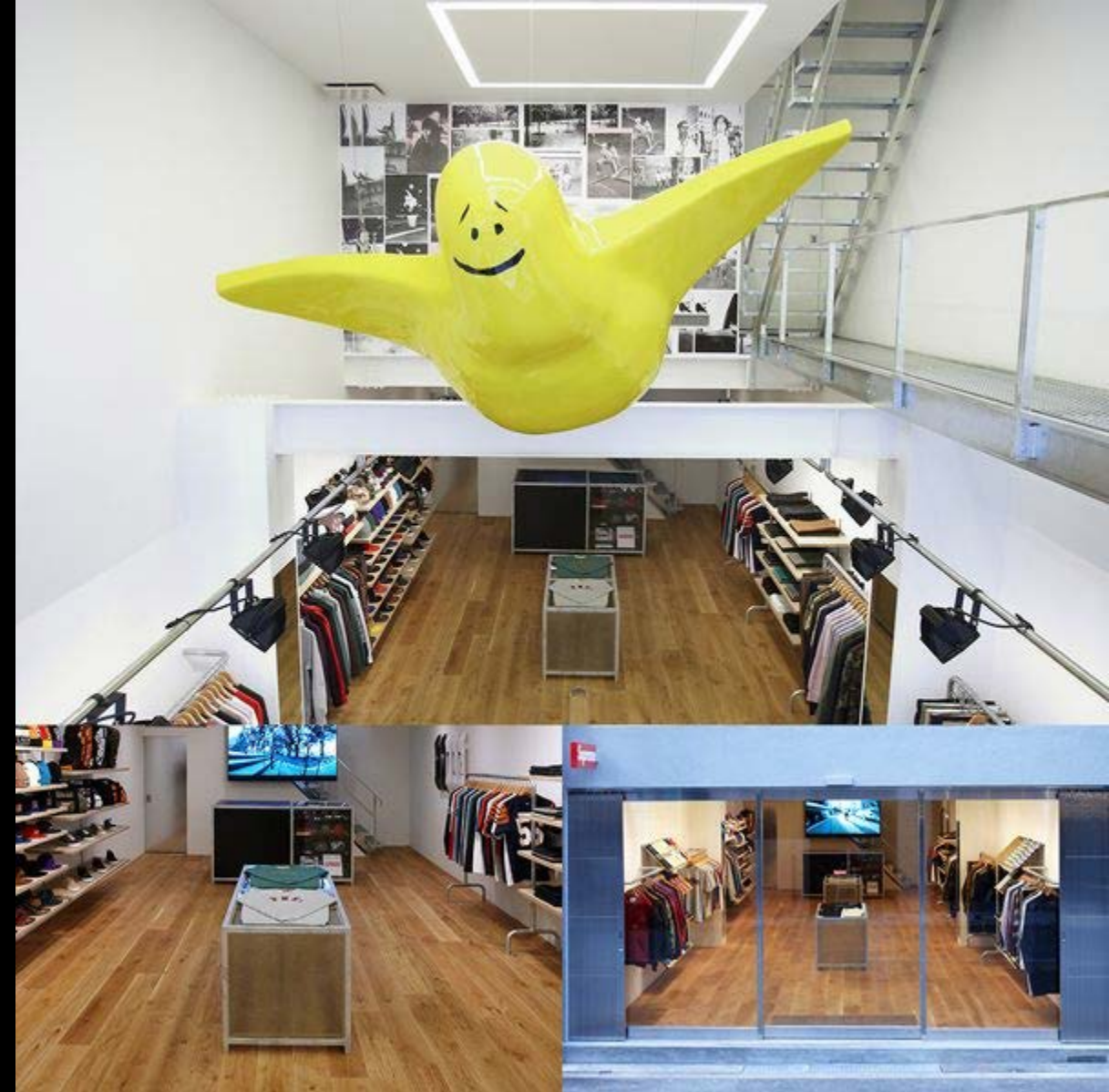
Supreme store Osaka

## PROFESSIONAL SOLUTIONS

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