

**EssilorLuxottica**

Q1 Revenue 2024

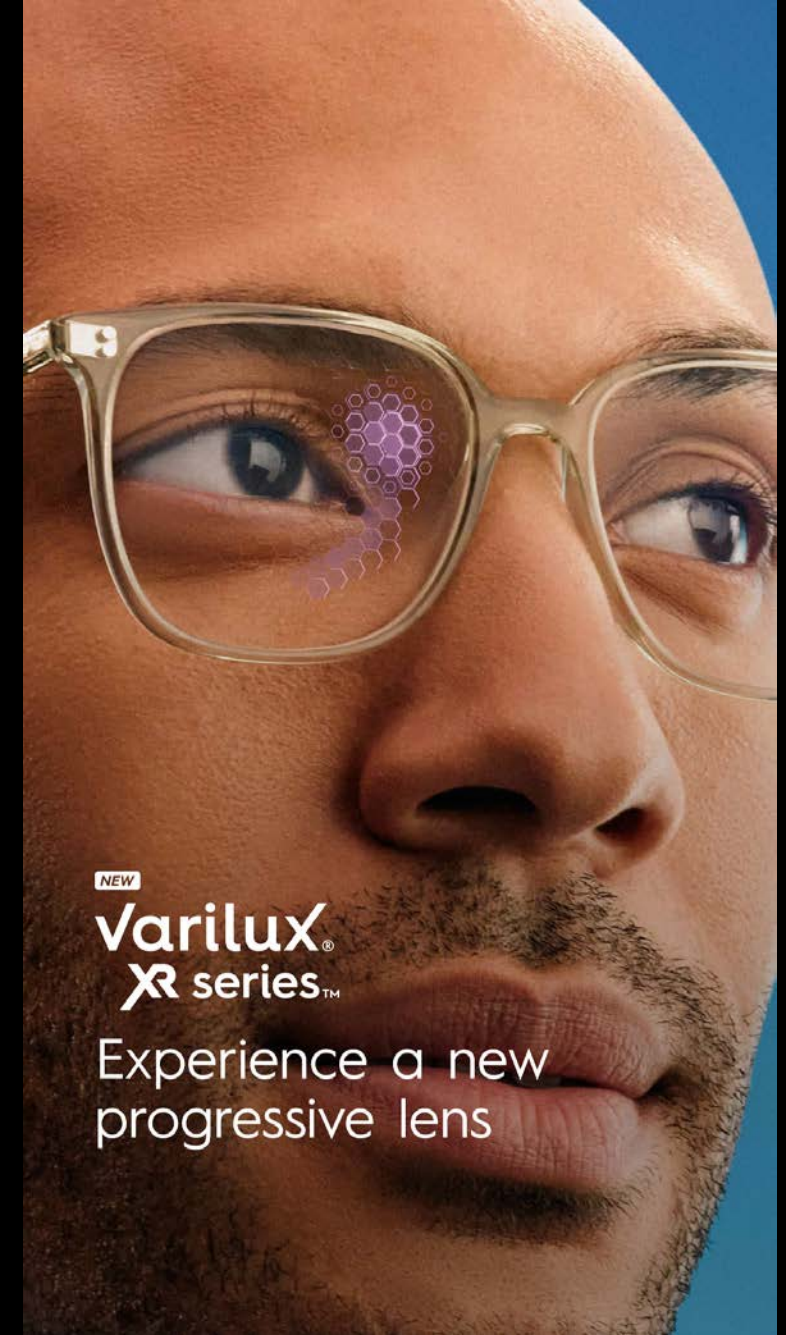
April 18, 2024



**Ray-Ban**  
REVERSE

# Financial Highlights

- Q1 revenue up 5.5% at constant exchange rates
- All the regions growing, in both PS and DTC channels
- Also North America positive, on a softer pace
- Strong growth in EMEA, across all channels and categories
- Product innovation and new brands as a key growth factor, driving price/mix up
- Varilux, Stellest and Ray-Ban Meta continuing to accelerate





# Transitions®

NEW GENIUS  
Gen<sup>®</sup>S™

ULTRA  
DYNAMIC  
LENSES



NEW  
NEW  
NEW  
NEW  
NEW  
NEW  
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NEW

# Q1 revenue by segment, 2024 vs 2023

€ million	Q1 2024	Q1 2023	Change at constant exchange rates	Change at current exchange rates
Professional Solutions	3,080	3,026	+4.6%	+1.8%
Direct To Consumer	3,255	3,125	+6.3%	+4.2%
EssilorLuxottica	6,335	6,151	+5.5%	+3.0%

# Q1 revenue by region, 2024 vs 2023

€ million	Q1 2024	Q1 2023	Change at constant exchange rates	Change at current exchange rates
North America	2,875	2,859	+1.7%	+0.6%
EMEA	2,321	2,194	+8.5%	+5.8%
Asia-Pacific	768	750	+8.2%	+2.4%
Latin America	371	349	+10.9%	+6.3%
EssilorLuxottica	6,335	6,151	+5.5%	+3.0%





- Hey Meta

# ASK META AI

THE NEXT GENERATION OF SMART GLASSES

Ray-Ban

Meta



# Store Count on March 31, 2024

	North America	EMEA	Asia-Pacific	Latin America	Corporate Stores	Franchising & Other	Total Storecount
Sunglass Hut	1,642	577	313	413	2,945	224	3,169
LensCrafters	1,010		87		1,097	5	1,102
Vision Express		850			850	152	1,002
Apollo		679			679	223	902
Target Optical	574				574		574
MasVisión		64		469	533	7	540
Pearle		510			510	217	727
Générale d'Optique		394			394	289	683
OPSM			377		377	24	401
GMO				350	350		350
GrandVision		277		49	326	30	356
GrandOptical		325			325	75	400
Atasun Optik		301			301	33	334
Oakley	184	11	76	25	296	72	368
Ray-Ban	37	55	131	43	266		266
Synoptik		247			247		247
Salmoiraghi & Viganò		243			243	25	268
Luxoptica		219			219		219
Mujosh			131		131	369	500
Pearle Vision	107				107	466	573
MultiÓpticas		106			106	111	217
Bolon			82		82	184	266
Aoyo			76		76	177	253
Óticas Carol				24	24	1,417	1,441
All Others	263	1,110	157	734	2,264	130	2,394
Total EssilorLuxottica	3,817	5,968	1,430	2,107	13,322	4,230	17,552





OLIVER PEOPLES



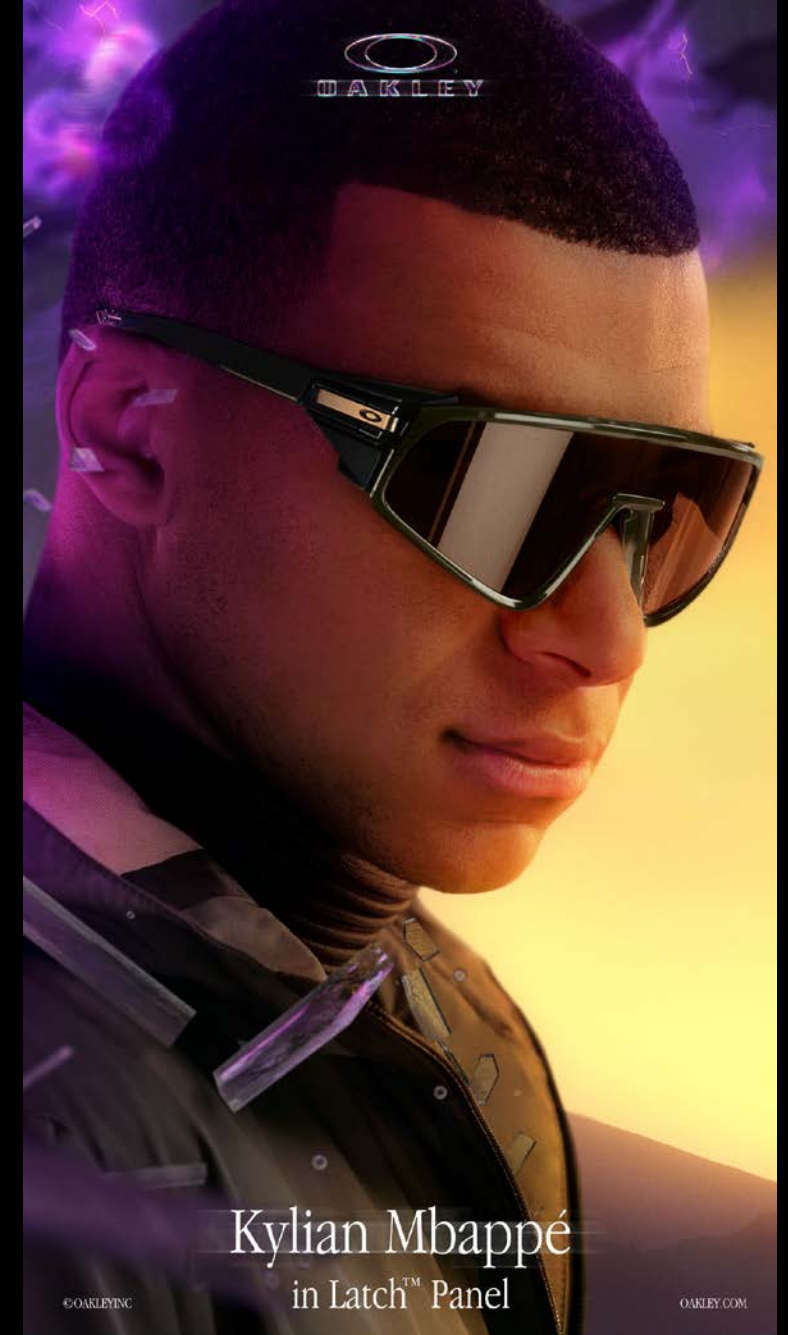
# North America revenue +1.7% in Q1

## PROFESSIONAL SOLUTIONS

- Up low-single digit driven by optical category
- Varilux XR ramping up, Ray-Ban Meta strong and Jimmy Choo off to a nice start
- Weak trends in sunglasses predominantly in department stores and sport channels

## DIRECT TO CONSUMER

- Growth entirely sustained by optical business driven by insured customers
- Sunglass Hut still negative but improving throughout the quarter
- E-commerce back to growth fueled by Ray-Ban Meta



# EMEA revenue +8.5% in Q1

## PROFESSIONAL SOLUTIONS

- Growth broadly balanced between different products and geographies
- Varilux biggest driver in lenses leveraging XR series
- New Swarovski collection well received by the market

## DIRECT TO CONSUMER

- Optical up high-single digit, benefitting from optimized assortment
- Stellest rolled out in most countries and higher mix of Transitions lenses
- Sun business starting the year with double-digit growth



The advertisement features a man with curly hair and a beard, wearing glasses, driving a car. The background shows a scenic view of hills. The Varilux and Persol logos are visible in the top right corner. Below the image, there is a white box containing the text 'Un abbinamento unico.' and 'Le lenti Varilux\* incontrano lo stile iconico di Persol\*.' with a small image of the glasses.

varilux. essilor | Persol

Un abbinamento unico.

Le lenti Varilux\* incontrano lo stile iconico di Persol\*.

# Asia-Pacific revenue +8.2% in Q1

## PROFESSIONAL SOLUTIONS

- Robust, double-digit Chinese business progressing nicely across all main categories
- Healthy growth of myopia management and good traction of sun frames in China
- Strong growth in Japan, South Korea and India

## DIRECT TO CONSUMER

- Mixed results of Australian business with OPSM positive and Sunglass Hut still negative
- Favorable conversion and price-mix driving low-single-digit comparable-store sales in OPSM
- Solid Sunglass Hut in China and Southeast Asia



**COACH**

Wu JinYan



# Latin America revenue +10.9% in Q1

## PROFESSIONAL SOLUTIONS

- Sound results thanks to Mexico
- Brazil solid positive on frames and negative on lenses
- Óticas Carol up double digits with 1,000+ franchisees enrolled in renewed program

## DIRECT TO CONSUMER

- Healthy optical banners with positive comparable-store sales growth across the board
- Mexico as the growth engine helped by integration of former GrandVision banners
- Softer sun business on a less favorable Sunglass Hut Mexico and Solaris

essilor



GrandOptical

