

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.  
1. Varilux® Physio.extensee™ - Passed the consumer study - Eurocom - 2024 - France for progressive lenses wearers.  
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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%





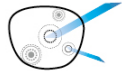
# **ICONIC STYLE, RELAXED VISION**



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



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



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

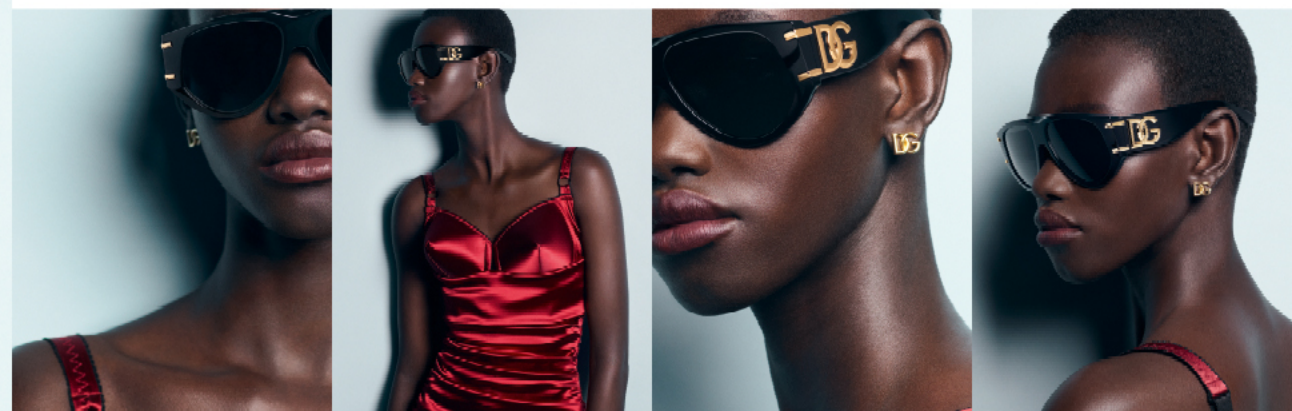
<sup>1</sup>Compared with regular single vision lenses. Eyezen® In-Life consumer studies - 3rd independent parties - Eyezen® Boost Clear® Preventa® - 2015 - FR - n°76 / Eyezen® Boost Eye Protect System™ - 2016 - FR - n°51 / Eyezen® Start (PK) - 2016 - FR - n°44 / Eyezen® Start (Shock) - 2020 - FR - n°52 / 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 F03489F 2020



# 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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