



EMPORIO  ARMANI
SUSTAINABLE CHANGE

Highlights

- Group's revenue at Euro 6.4 billion, up 17.0% in Q3 versus 2021
- +8.2% at constant exchange rates in third quarter
- +8.8% at constant exchange rates in the first nine months

In Q3 at constant exchange rates:

- EMEA +9.2%, North America +3.4% on a tough comparison
- Asia-Pacific and Latin America growing double digits
- Comparable-store sales growing by 6.5%
- E-commerce at 7% of total revenue, back to growth in Q3

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Revenue performance

Constant currency

Current currency

Q3 2022 vs 2021

Group Revenue

+8.2%

+17.0%

9M 2022 vs 2021

Group Revenue

+8.8%

+15.5%



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Q3 revenue by segment 2022 vs 2021

€ million	Q3 2022	Q3 2021*	Change at constant exchange rates	Change at current exchange rates
 Professional Solutions	3,029	2,577	+7.8%	+17.5%
 Direct To Consumer	3,365	2,888	+8.5%	+16.5%
 EssilorLuxottica	6,394	5,465	+8.2%	+17.0%




* Comparable revenue.

Q3 revenue by region 2022 vs 2021

€ million	Q3 2022	Q3 2021*	Change at constant exchange rates	Change at current exchange rates
North America	3,009	2,497	+3.4%	+20.5%
EMEA	2,262	2,101	+9.2%	+7.6%
Asia-Pacific	761	577	+22.7%	+31.7%
Latin America	363	289	+12.6%	+25.5%
EssilorLuxottica	6,394	5,465	+8.2%	+17.0%

* Comparable revenue.

Nine-month revenue by segment 2022 vs 2021

€ million	9M 2022	9M 2021*	Change at constant exchange rates	Change at current exchange rates
 Professional Solutions	8,865	7,720	+7.6%	+14.8%
 Direct To Consumer	9,523	8,198	+10.0%	+16.2%
 EssilorLuxottica	18,388	15,918	+8.8%	+15.5%

* Comparable revenue.

Nine-month revenue by region 2022 vs 2021

€ million	9M 2022	9M 2021*	Change at constant exchange rates	Change at current exchange rates
North America	8,600	7,340	+4.4%	+17.2%
EMEA	6,663	5,966	+12.9%	+11.7%
Asia-Pacific	2,112	1,836	+8.8%	+15.0%
Latin America	1,013	776	+18.9%	+30.5%
EssilorLuxottica	18,388	15,918	+8.8%	+15.5%

* Comparable revenue.



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Storecount on September 30, 2022

	North America	EMEA	Asia-Pacific	Latin America	Corporate Stores	Franchising & Other	Total Storecount
Sunglass Hut	1,676	615	294	413	2,998	187	3,185
LensCrafters	1,012		81		1,093	5	1,098
Apollo Optik		678			678	220	898
Vision Express		657			657	168	825
Target Optical	555				555		555
MasVision		74		465	539	9	548
Pearle		492			492	228	720
GMO				429	429		429
Générale d'Optique		387			387	288	675
OPSM			367		367	28	395
Atasun		291			291	28	319
Oakley	184	11	70	18	283	80	363
Salmoiraghi & Viganò		251			251	28	279
Synoptik		248			248		248
Ray-Ban	31	45	132	39	247		247
GrandOptical		233			233	79	312
Optical House		220			220		220
GrandVision		205		14	219		219
Mujosh			136		136	432	568
Pearle Vision	111				111	461	572
MultiOpticas		106			106	112	218
Aojo			83		83	267	350
Bolon			49		49	159	208
Óticas Carol				24	24	1,437	1,461
All Others	250	1,521	133	738	2,642	173	2,815
Total EssilorLuxottica	3,819	6,034	1,345	2,140	13,338	4,389	17,727

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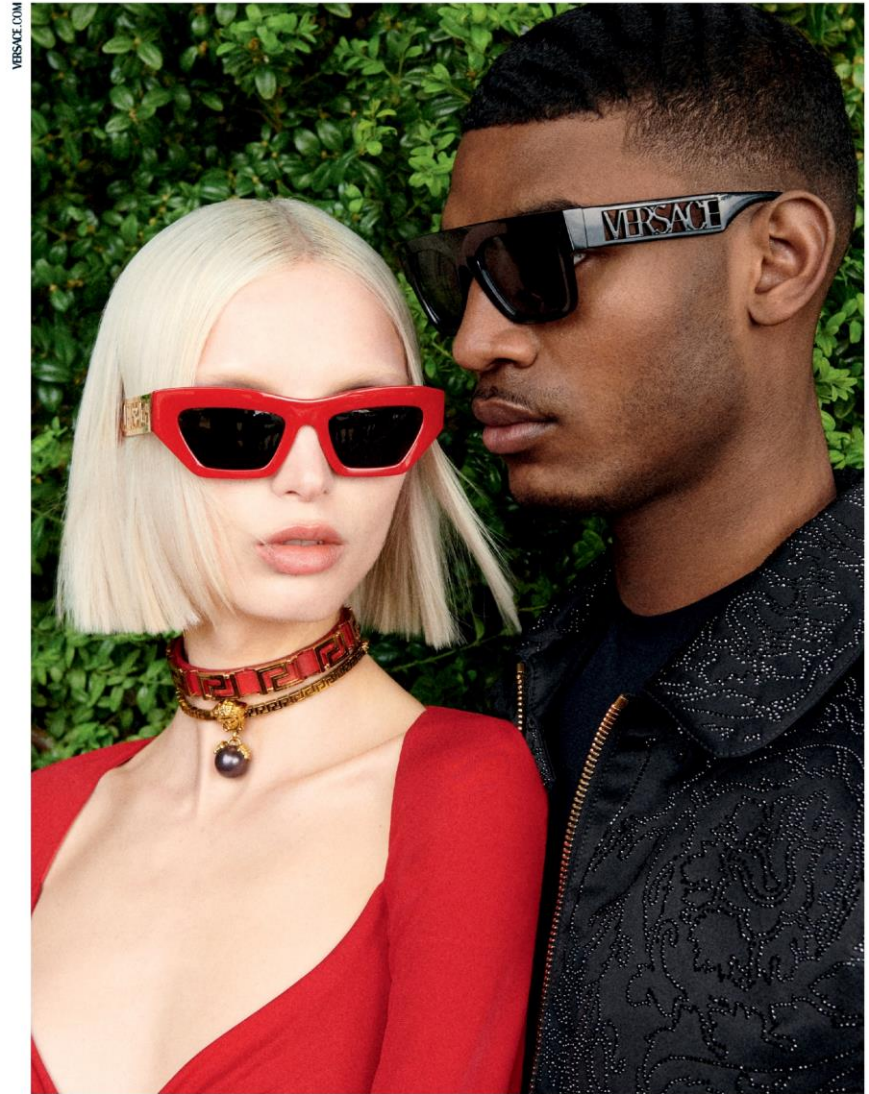
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North America revenue +3.4% in Q3

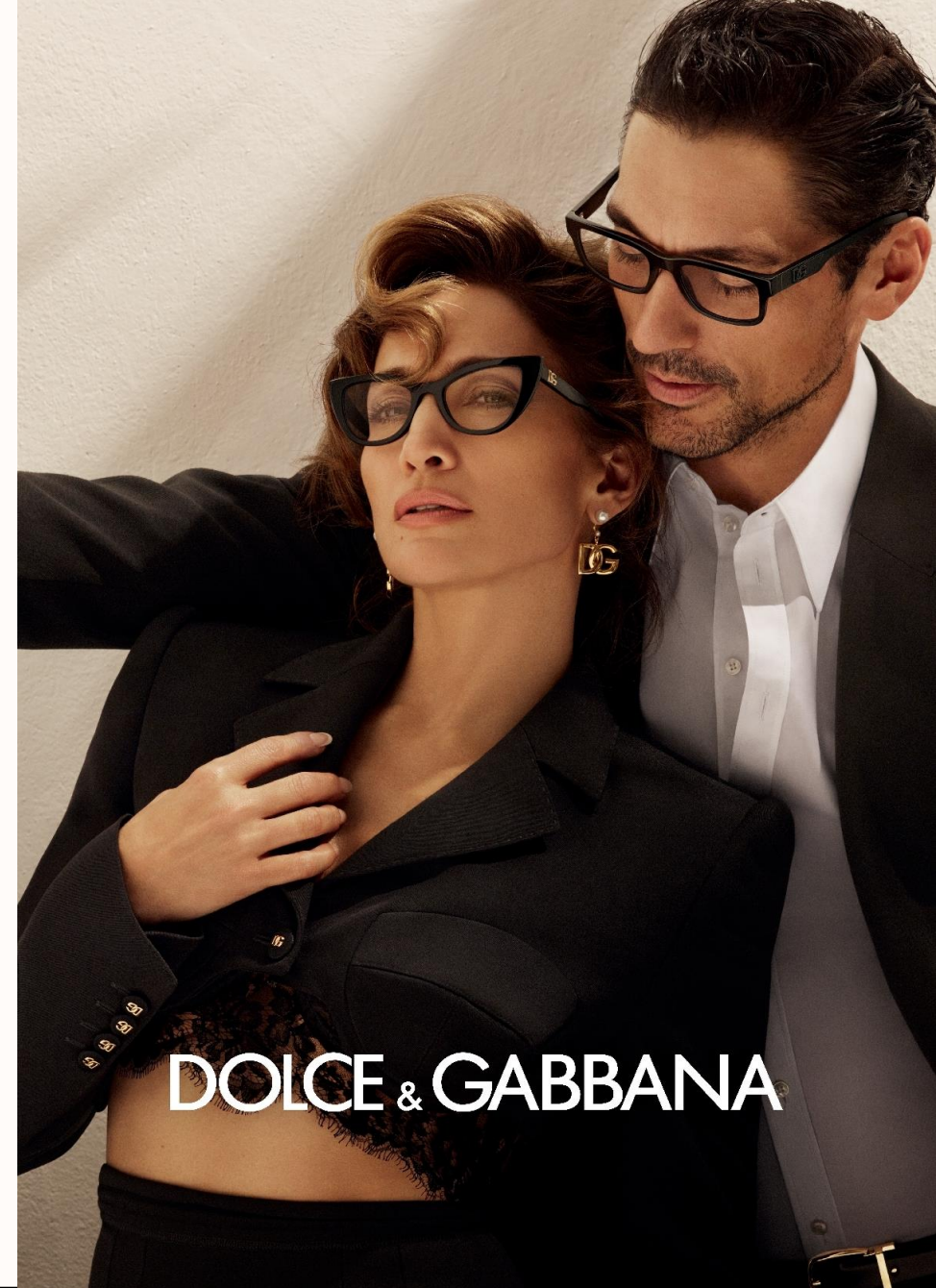
- Overall slightly accelerating versus Q2, growing in both segments
- PS positive in both lenses (brands leading) and frames (luxury driving)
- Key accounts, department stores and third-party e-commerce positive
- LensCrafters slightly negative, Sunglass Hut slightly positive
- E-commerce returning to growth



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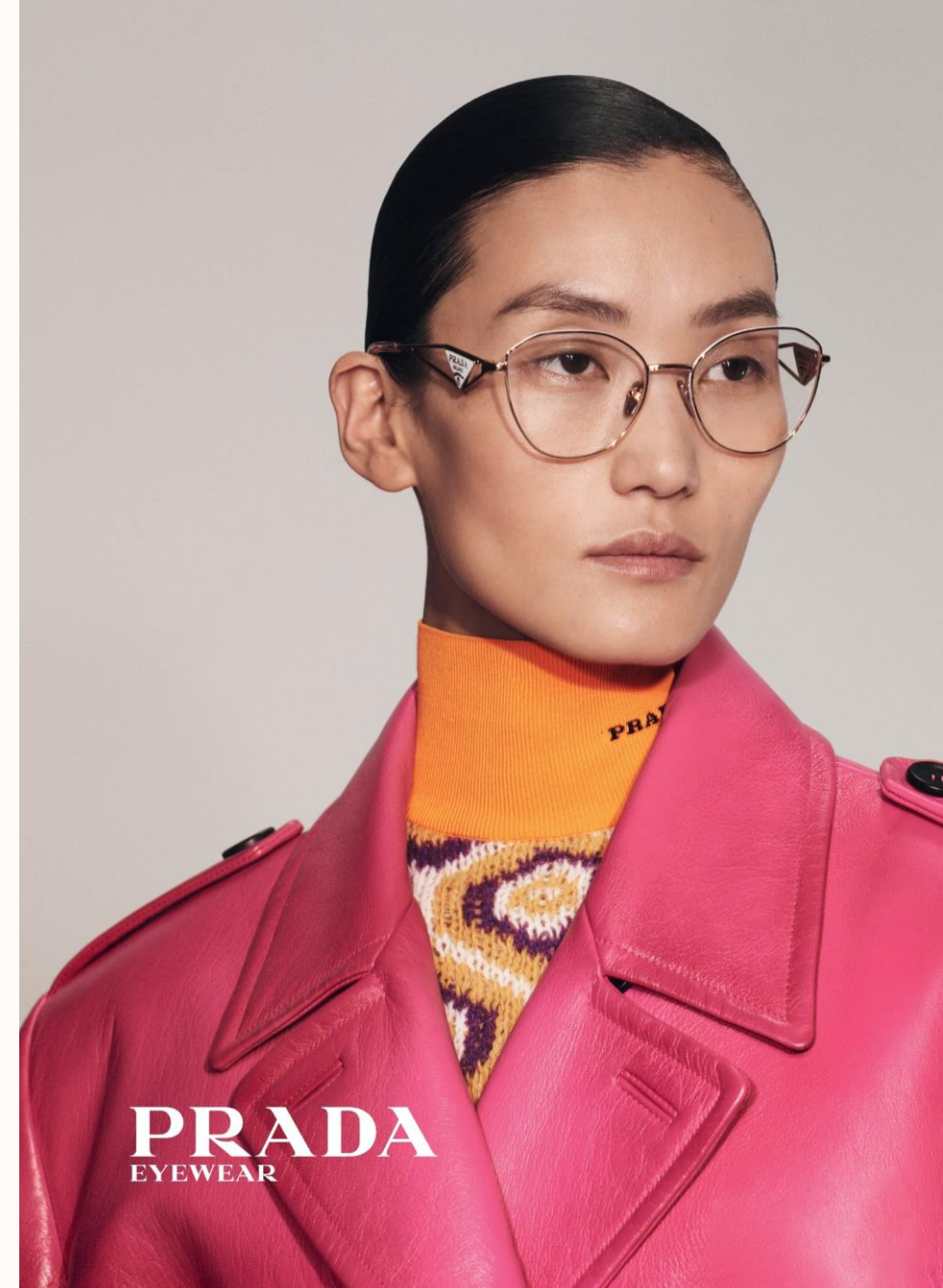
EMEA revenue +9.2% in Q3

- Positive contribution from both segments
- PS gaining momentum sustained by sun/luxury and solid lenses
- Key market of France turning positive
- Strong high season of sun in DTC, also thanks to revived tourism
- GrandVision keeping solid, on top of a record comparison base



Asia-Pacific revenue +22.7% in Q3

- Sharp acceleration in both segments
- PS expanding double digits in all main countries
- Mainland China rebounding thanks to fewer lockdowns
- Effective deployment of myopia portfolio during back-to-school
- Outstanding performance of brick-and-mortar in Australia



Latin America revenue +12.6% in Q3

- Solid growth on a toughening comparison base
- Brazil keeping sound pace in PS, Mexico accelerating
- PS double digits up in both lenses and frames
- Sunglass Hut fueled by strong performance in Brazil and Mexico
- Mixed performance in optical retail

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World Sight Day - October 13, 2022



**WORLD SIGHT DAY
THE RIGHT TO SEE
BY STEVE McCURRY**

