EssilorLuxottica at a glance

MISSION

See more. Be more.

Eliminate uncorrected poor vision in one generation by increasing awareness and access

- Provided **979 million*** people with permanent access to vision care
- Created **>33,400*** rural optical points
- Equipped **87 million*** people in need with eyeglasses

ONESIGHT
EssilorLuxottica Foundation

* since 2013

STRATEGY

Eyecare & eyewear	*We create cutting-edge solutions increasingly boosted by digital technology and AI*
Innovation	*We raise the bar for the benefit of the entire industry*
Entrepreneurship	*We take decisions faster thanks to our entrepreneurial mindset*
Vertical integration	*We cover each and every step of the value chain*
Open model	*We share our assets as a network company*
Quality	*We differentiate on product and service quality at every price point*
Sustainability	*We keep our «Eyes on the Planet»*

ASSETS[1]

Global footprint
Balanced exposure

Revenue by geography

- 45% North America
- 37% EMEA
- 6% Latin America
- 12% Asia-Pacific

Supply chain
Scale & proximity

- 47 Mass production facilities
- 562 Prescription labs & edging-mounting facilities
- 118 Distribution centers

Innovation
Top spender in R&D

- >15,000 Patents & designs
- >3,500 New eyewear models / year

Brand portfolio
All product & price ranges

- >150 Brands
- ~7,000 Years heritage

1990 Transitions
1975 Bausch & Lomb
1961 Ray-Ban
1959 Varilux
1937 Persol
1849 Vogue

People
Diversity

>200,000 in >150 countries

Go-to-market
Multi/omni-channel

Professional Solutions
- Wholesale: >150 Countries

Direct to Consumer
- B&M: 17,638 Stores; 13,537 DOS; 4,101 non-DOS
- E-com: 72 E-com banners
- MVC: ~80mn Lives

KEY FINANCIALS[1]

€26.5bn *Revenue*	**€4.4bn** *Operating profit[2]*	**16.7%** *Operating margin[2]*	**€3.1bn** *Group net income[2]*
€2.4bn *Free cash flow*	**€11.0bn** *Net debt[3]*	**5.7%** *Capex/ revenue*	**€3.95** *Dividend per share*

PERFORMANCE INDICATORS[1]

Revenue by geography

- Professional Solutions: 44% North America, 33% EMEA, 17% Asia-Pacific, 6% Latin America
- Direct to Consumer: 47% North America, 40% EMEA, 8% Asia-Pacific, 5% Latin America

Revenue by product

- 23% Vision care
- 74% Sun business
- 3% Other*

* Apparel, footwear & accessories, Smart glasses

Revenue by segment

- 47% Professional Solutions
- 40% Brick & Mortar
- 7% E-commerce
- 6% Managed Vision Care
- 53% Direct to Consumer

By currency

- Revenue: 23% EUR, 43% USD, 5% GBP, 4% CNY, 3% AUD, 3% CAD, 2% MXN, 2% BRL, 15% Other
- Cost: 28% EUR, 40% USD, 5% GBP, 7% CNY, 2% AUD, 2% CAD, 1% MXN, 2% BRL, 13% Other

People

- Women 39%
- Men 60%
- Unknown 1%

>83,500 active & former employee shareholders

- < 30 years 29%
- ≥ 30 years 71%

Production output

- **559mn** *Prescription lenses*
- **163mn** *Plano sun lenses*
- **116mn** *Prescription & sunglasses frames*
- **208mn** *Lenses surfaced[4]*

Stores

- North America 24%
- EMEA 42%
- Asia-Pacific 13%
- Latin America 21%

17.638 # of stores

- Optical 77%
- Sun & other 23%

17.638 # of stores

[1] 2024 data | [2] Adjusted measures | [3] Incl. lease liabilities of €3.6bn | [4] Owned or partner laboratories (excluding coating and edging activities)