

## First-half 2019 results

### Combination at work and acceleration of the integration process Strong free cash flow<sup>7</sup>

- Revenue growth of 7.3%<sup>1</sup> (+3.9%<sup>1</sup> at constant exchange rates<sup>2</sup>)
- 2Q sales growth higher than in 1Q at constant exchange rates<sup>2</sup>
- Adjusted<sup>6</sup> net profit growth in line with revenue growth<sup>1</sup>
- Free cash flow<sup>7</sup> of Euro 748 million
- Management focus on accelerating the integration and simplification of the Group
- Full-year objectives confirmed

**Charenton-le-Pont, France (July 31, 2019 – 7:00am)** - The Board of Directors of EssilorLuxottica met on July 30, 2019 to approve the condensed consolidated interim financial statements for the six months ended June 30, 2019. The Statutory Auditors have performed a limited review of these financial statements. The Board of Directors has also approved the Unaudited *Pro Forma*<sup>1</sup> condensed Consolidated Interim Financial Information, which has been prepared for illustrative purposes only.

*“We are pleased with the results of the first half which show growth for the Group in terms of sales and a steady pace of profitability. The quality of our business is reflected not only in the numbers but also in the confirmation of trust and collaboration from Bulgari and other leading luxury and fashion houses. We now expect the second half of the year to deliver further growth and a strong improvement in profitability compared to last year, thanks to the launch of a new generation of products in the market that will allow us to improve the consumer experience. The expected synergies are well addressed, and we will take action on them according to the plans we communicated to the market,”* commented the Executive Chairman Leonardo Del Vecchio.

*“EssilorLuxottica’s results are a testament to its powerful mission and integrated yet open business model. Unmet demand for eyesight improvement translated into particularly significant gains for Essilor’s vision correction and sun protection solutions as well as for Luxottica’s retail activities. The good results posted by the divisions are also proof that buy-in is strong among eyecare professionals for our efforts to reimagine the consumer experience. Our investments in customer relations, network segmentation, innovative products and services, omni-channel solutions, the digitalization of our businesses and fast-growing markets, are all bearing fruit. At the same time, the integration of the two companies is moving forward in order to create a more efficient and responsive operating platform”,* said Hubert Sagnières, Executive Vice Chairman of EssilorLuxottica.

## First-half 2019 adjusted<sup>6</sup> results

In million of Euros	1H 2019	1H 2018* Pro forma <sup>1</sup>	Change	Change at constant exchange rates <sup>2</sup>
Revenue	8,776	8,177	+7.3%	+3.9%
<b>Adjusted<sup>6</sup> gross profit</b>	<b>5,549</b>	<b>5,195</b>	<b>+6.8%</b>	<b>+3.1%</b>
% of revenue	63.2%	63.5%		
<b>Adjusted<sup>6</sup> operating profit</b>	<b>1,512</b>	<b>1,450</b>	<b>+4.3%</b>	<b>-0.4%</b>
% of revenue	17.2%	17.7%		
<b>Adjusted<sup>6</sup> net profit</b>	<b>1,099</b>	<b>1,029</b>	<b>+6.8%</b>	<b>+1.9%</b>
% of revenue	12.5%	12.6%		

\* 1H 2018 comparative information has been restated following the application of IFRS 16 Leases.

EssilorLuxottica reported revenue of Euro 8,776 million, up 7.3% at current exchange rates and up 3.9% at constant exchange rates<sup>2</sup>, compared to first-half 2018 *pro forma*<sup>1</sup> revenue. Growth at constant exchange rates<sup>2</sup> gathered pace throughout the period, with 1Q up 3.7% and 2Q up 4.1%. Adjusted<sup>6</sup> operating profit and adjusted<sup>6</sup> net profit increased by 4.3% and 6.8% respectively.

## Operating highlights

During the first half of the year, the performance of the Company was characterized by:

- Lenses & Optical Instruments and Sunglasses & Readers delivering revenue growth of 4.9% and 8.4% respectively at constant exchange rates<sup>2</sup>;
- Retail up 3.6% at constant exchange rates<sup>2</sup>, decelerating in the second quarter, due to both Sears difficulties and the unseasonal weather in May and early June. The division expanded its footprint in target areas: Sunglass Hut in Europe, Ray-Ban in China with more than 150 locations now open in the country, and Óticas Carol in Brazil;
- Wholesale up by 1.7% at constant exchange rates<sup>2</sup>, accelerating in the second quarter owing to a rebound in North America mainly driven by independents and department stores. The STARS program generated more than 12% of net sales of the division and further expanded globally, with more than 13,000 doors served today;
- Ray-Ban sustaining its pace of healthy growth across all regions and channels, with a fast-growing presence in the direct-to-consumer channel (mono-brand stores and Ray-Ban.com);
- Fast-growing markets<sup>4</sup> driving revenue in geographic terms with around 10% growth at constant exchange rates<sup>2</sup>. These countries represented close to 20% of consolidated sales;
- Delivering significant innovation to the market with Blue UV Capture™, a lens providing enhanced protection against both UV rays and harmful blue-violet light; Eyezen™ Start, a new generation of lenses for single vision wearers under 40 years old; Vision-RTM 800, a more precise eyesight testing device; and Visioffice® X, the latest generation of optical measuring systems. In parallel, the Company prepared for the launch, at the very beginning of the second half, of Transitions® Signature® GEN 8™, a new light management solution offering both darker tones and faster activation. In eyewear, Luxottica reinforced its position as the most digital forward eyewear company in the world by presenting its latest brand collections to top customers in a high-engagement, hi-tech environment showing what the future of optical retail could look like;

- Continuing digitization of the business illustrated by close to 14% online revenue growth at constant exchange rates<sup>2</sup>. Several factors speed up the development of an omnichannel platform giving consumers access to the latest digital technologies combined with the expertise of eyecare and eyewear professionals. Such factors include the deployment of the “Digital Acceleration” program at Essilor, further development of Luxottica’s in-store digital communications and digital tools for its retail brands and wholesale customers, strong growth at Ray-Ban.com and Sunglasshut.com and Essilor’s acquisition of online retailer Brille 24 in Germany;
- The resumption of the bolt-on acquisition strategy with four transactions completed in Europe, Latin America and China.

### **Synergies and integration**

During the first half of the year, the Group has put in place a structured organization and solid process to drive its integration and deliver synergies confirmed to range from Euro 420 to Euro 600 million as a net impact on adjusted<sup>6</sup> operating profit within the next three to five years.

As announced on May 13, 2019, the integration process and simplification of the Group are being accelerated by the management team. Integration work is now in full swing. 22 priority work streams are being implemented globally under the leadership of key executives and with the full commitment from dedicated teams. They seek to leverage the complementarity between frames and lenses, the capillarity of the Group’s retail networks, the cross-selling opportunities in wholesale while enhancing efficiency, optimizing the supply chain and growing and shaping the eyecare and eyewear industry.

### **Eradicating poor vision around the world**

EssilorLuxottica’s mission is to help people around the world to “*See more, be more and live life to its fullest*”. This is the cornerstone of all its businesses and the culture shared by all its employees. To further this mission during the first half, Essilor notably continued to underscore the importance of good vision for safe driving. At the 5<sup>th</sup> United Nations Road Safety Week, Essilor unveiled a new Memorandum of Understanding with French automotive company Renault to develop innovative solutions to improve drivers’ visual experience. The Company also conducted nearly 1,000 vision screenings during the 24 Hours of Le Mans race. In Bhutan, Essilor and the royal government officially launched their partnership to make this country the first one in the world to eradicate poor vision. The first 10,000 pairs of eyeglasses have been distributed to the “Bhutan School Sight” program, which is offering students aged six to eighteen vision screening and glasses if they need them. In India, Essilor’s 2.5 New Vision Generation business reached the milestone of equipping 10 million people from underserved communities with glasses. The innovations in terms of distribution and technology delivered by Eye Mitra, its network of primary eye care providers, played a key role in crossing this milestone. They were recognized at the 6<sup>th</sup> annual Eye Mitra Convention in Jaipur last May. Separately, Essilor’s Vision for Life supported a campaign to raise awareness for eye health among the poorest communities in India with support from a major film star.

In the first half, Luxottica, through its support for OneSight, an independent non-profit organization of which the company is the founding sponsor, served close to 17,000 patients providing eye exams and glasses across 17 charitable clinics located in the US, Jordan, Puerto Rico, Chile, Mexico, Cambodia, China, Brazil, and Thailand. Onesight also opened 25 brand new Sustainable Vision Centers in 5 countries (US, Rwanda, Zambia, China, Bangladesh). Each clinic is staffed with Luxottica employees and doctors and over 575 Luxottica employees had an opportunity to volunteer in the first half of 2019. EssilorLuxottica has created a new form of cultural integration among Essilor and Luxottica employees, by encouraging several Essilor employees to volunteer in OneSight missions in the first half of the year.

## **Subsequent events**

### **EssilorLuxottica to acquire HAL's 76.72% interest in GrandVision**

EssilorLuxottica announced today an agreement under which it will acquire HAL Holding N.V.'s entire 76.72% stake in GrandVision N.V. at a cash price per share of Euro 28 (see page 12 of the interim management report).

### **Acquisition of Barberini**

The Group is announcing that all the relevant antitrust approvals regarding the acquisition of Barberini have been obtained and that all the conditions precedent to the transaction closing have been met (see page 13 of the interim management report).

### **Renewal of the licence agreement with Bulgari**

Luxottica and Bulgari SpA today announced the early renewal of their exclusive license agreement (see page 13 of the interim management report).

### **Outlook for 2019**

EssilorLuxottica confirms its financial objectives for 2019. Including synergies and at constant exchange rates<sup>2</sup>, it is projecting the following:

- Sales growth: +3.5-5%
- Adjusted<sup>6</sup> operating profit growth: 0.8-1.2x sales
- Adjusted<sup>6</sup> net profit growth: 1-1.5x sales

### **Conference call**

A conference call in English will be held today at 10:30 am CET.

The meeting will be available live and may also be heard later at:

<https://hosting.3sens.com/EssilorLuxottica/20190731-4AEBD6F3/en/webcast/startup.php>

### **Forthcoming investor events**

- September 25, 2019: Capital Market Day in London, UK
- October 30, 2019: Q3 2019 sales

## Notes

**1 Pro forma:** the Unaudited Pro Forma Condensed Consolidated Interim Financial Information has been produced for illustrative purposes only, with the aim of providing comparative information for the first six months ended June 30, 2018 as if the combination between Essilor and Luxottica had occurred on January 1, 2018. For further details, please refer to the table in the Appendix.

**2 Constant exchange rates:** figures at constant exchange rates have been calculated using the average exchange rates in effect for the corresponding period in the previous year.

**3 Like-for-like:** growth at constant scope and exchange rates.

**4 Fast-growing countries or markets:** include China, India, ASEAN, South Korea, Hong Kong, Taiwan, Africa, the Middle East, Russia, Eastern Europe and Latin America.

**5 Comparable store sales or comps:** reflect, for comparison purposes, the change in sales from one period to another by taking into account in the more recent period only those stores already open during the comparable prior period. For each geographic area, the calculation applies the average exchange rate of the prior period to both periods.

**6 Adjusted measures or figures:** adjusted from the expenses related to the combination between Essilor and Luxottica and other transactions that are unusual, infrequent or unrelated to the normal course of business as the impact of these events might affect the understanding of the Group's performance.

**7 Free Cash Flow:** *Net cash flow provided by operating activities less the sum of Purchase of property, plant and equipment and intangible assets and Cash payments for the principal portion of lease liabilities according to the IFRS consolidated statement of cash flow.*

*EssilorLuxottica is a global leader in the design, manufacture and distribution of ophthalmic lenses, frames and sunglasses. Formed in 2018, its mission is to help people around the world to see more, be more and live life to its fullest by addressing their evolving vision needs and personal style aspirations. The Company brings together the complementary expertise of two industry pioneers, one in advanced lens technology and the other in the craftsmanship of iconic eyewear, to set new industry standards for vision care and the consumer experience around it. Influential eyewear brands including Ray-Ban and Oakley, lens technology brands including Varilux® and Transitions®, and world-class retail brands including Sunglass Hut and LensCrafters are part of the EssilorLuxottica family.*

*In 2018, EssilorLuxottica had nearly 150,000 employees and pro forma consolidated revenues of Euro 16.2 billion.*

*The EssilorLuxottica share trades on the Euronext Paris market and is included in the Euro Stoxx 50 and CAC 40 indices.*

*Codes and symbols: ISIN: FR0000121667; Reuters: ESLX.PA; Bloomberg: EL:FP.*

## CONTACTS

### EssilorLuxottica Investor Relations

(Charenton-le-Pont) Tel: + 33 1 49 77 42 16

(Milan) Tel: + 39 (02) 8633 4870

E-mail: [ir@essilorluxottica.com](mailto:ir@essilorluxottica.com)

### EssilorLuxottica Corporate Communications/ Media Relation

(Charenton-le-Pont) Tel: + 33 1 49 77 45 02

(Milan) Tel: + 39 (02) 8633 4470

E-mail: [media@essilorluxottica.com](mailto:media@essilorluxottica.com)

## First-half 2019 management report

### First-half 2019 revenue by operating segment

In millions of Euros	1H 2019	1H 2018 <i>Pro forma</i> <sup>1</sup>	Change at constant rates <sup>2</sup>	Currency effect	Change (reported)
Lenses & Optical Instruments	3,377	3,136	+4.9%	+2.8%	+7.7%
Sunglasses & Readers	456	407	+8.4%	+3.5%	+11.9%
Equipment	99	93	+1.3%	+4.4%	+5.8%
<b>Essilor revenue</b>	<b>3,932</b>	<b>3,636</b>	<b>+5.2%</b>	<b>+2.9%</b>	<b>+8.1%</b>
Wholesale	1,759	1,703	+1.7%	+1.6%	+3.3%
Retail	3,086	2,838	+3.6%	+5.1%	+8.7%
<b>Luxottica revenue</b>	<b>4,844</b>	<b>4,541</b>	<b>+2.9%</b>	<b>+3.8%</b>	<b>+6.7%</b>
<b>Total</b>	<b>8,776</b>	<b>8,177</b>	<b>+3.9%</b>	<b>+3.4%</b>	<b>+7.3%</b>

**Lenses & Optical Instruments** sales rose by 7.7% in the first six months, to Euro 3,377 million (+4.9% at constant exchange rates<sup>2</sup>) and were up by 3.8% like-for-like<sup>3</sup>.

Growth accelerated in the second quarter. The main drivers were good momentum in fast-growing markets<sup>4</sup>, especially China, Southeast Asia and all of Latin America. Online sales once again saw double-digit gains, fuelled by robust demand for prescription glasses. Growth in developed markets was powered by Europe and Australia. Results in the United States were more mixed, notably due to the timing of the launch of the new Transitions® lens.

The **Sunglasses & Readers** division posted revenue of Euro 456 million during the first half, an increase of 11.9% (8.4% at constant exchange rates<sup>2</sup>). Growth of 14.1% in the second quarter at constant exchange rates<sup>2</sup> underscored an acceleration for Costa and FGX International. Costa continues to execute its optical frame rollout strategy with a focus on Independent Eyecare Professionals and benefitted from a positive reception to new collections. FGX International recorded strong in store sales and gained additional shelf space. In China, business remained solid due to the strong performance of optical frames and despite slower Sunglasses sales for Xiamen Yarui Optical (Bolon™) and MJS due to sluggish market conditions and unfavorable spring weather.

**Equipment** sales rose by 5.8% to Euro 99 million in the first half (+1.3% at constant exchange rates<sup>2</sup>). Positive momentum in fast-growing markets<sup>4</sup> in Asia and Latin America made up for the wait-and-see approach by some customers in developed countries. Good demand for surfacing solutions bolstered sales of VFT-Orbit 2™ digital generators and Multi-FLEX™ polishers throughout the first six months. The order book nonetheless showed a slight slowdown in demand for these machines and renewed interest in coating solutions.

**Wholesale** division was up 3.3% in the first half (+1.7% at constant exchange rates<sup>2</sup>). All regions were on the rise apart from North America, which turned positive in the second quarter on a rebound with independents and department stores. The best performing countries were Brazil, Mexico, Germany, Eastern Europe, Japan and Korea, while a rebuilt business in China doubled sales in the first half. The

STARS evolution and roll-out continued with rapid sales growth in Europe, North America and Brazil. On a global basis, the STARS program is now comprised of more than 13,000 doors, representing over 12% of sales for the Wholesale division. Online sales to third-party platforms were down, mostly due to timing effects between quarters and slowdown with certain North American customers.

**Retail** division revenue was up 8.7% in the first half (+3.6% at constant exchange rates<sup>2</sup>) and flat on a comparable store sales<sup>5</sup> basis. This reflected the strong performance of Europe (Sunglass Hut and Salmoiraghi & Viganò), Asia-Pacific (Australia) and Latin America (Brazil), paired with double-digit growth at Target Optical and EyeMed in the US. On a global level, Sunglass Hut posted 3% growth at constant exchange rates<sup>2</sup> with slightly negative comparable stores sales<sup>5</sup> due to the weak performance in North America, which was affected by unfavorable weather. LensCrafters remained largely flat in the first half, confirming its focus on margin progression. The sound overall performance of the division reflects the benefits of a number of initiatives taken on assortment, pricing, store remodeling and digitalization. Online business growth in the first half was fueled by the proprietary platforms, which posted double digit gains in the second quarter.

#### First-half 2019 revenue by geographical area

In millions of Euros	1H 2019	1H 2018 <i>Pro forma</i> <sup>1</sup>	Change at constant rates <sup>2</sup>	Currency effect	Change (reported)
North America	4,583	4,211	+1.9%	+6.9%	+8.8%
Europe	2,231	2,151	+4.7%	-1.0%	+3.8%
Asia, Oceania and Africa	1,436	1,336	+5.8%	+1.6%	+7.4%
Latin America	526	479	+12.3%	-2.6%	+9.8%
<b>Total</b>	<b>8,776</b>	<b>8,177</b>	<b>+3.9%</b>	<b>+3.4%</b>	<b>+7.3%</b>

In **North America**, revenue increased by 8.8% (+1.9% at constant exchange rates<sup>2</sup>).

Lenses & Optical Instruments, e-commerce and Sunglasses & Readers all showed strong growth in the second quarter. The core US lens business grew largely in line with market levels during the first half with sequential improvement shown in both the first and second quarter. Essilor continued to expand programs to support Independent Eyecare Professionals including Essilor Experts and Alliance Groups while recent key account wins began to contribute. E-commerce revenue continued to grow at a double-digit rate in North America, particularly online sales of eyeglasses. The Sunglasses & Readers business had seen mixed results in the US in the first quarter, but both FGX International and Costa rebounded sharply in the second.

Business in Canada and sales of Transitions® lenses to other lens casters declined over the course of the first half, with the latter occurring ahead of the Transitions® Gen 8™ launch expected early in the third quarter.

Luxottica's wholesale business returned to growth in the second quarter, primarily driven by the sound performance with independent eyecare professionals. This counterbalanced a slight deceleration in retail, which faced a higher comparison base and less favorable weather conditions. LensCrafters posted a largely flat trend in the first half in both revenue and comparable store sales<sup>5</sup> while it maintained its above-group-average operating profitability. Among the other optical retail banners, Target Optical continued to grow comparable store sales<sup>5</sup> at a double-digit pace in the second quarter, proving to be highly successful in the lower-end of the premium segment. Sears continued to weigh heavily on the quarter, although the store count is currently stabilizing. EyeMed, currently covering 55 million lives,



maintained its double-digit growth in revenue in the second quarter. Sunglass Hut comparable stores sales<sup>5</sup> remained negative in the second quarter, affected by unseasonal weather conditions (May and early June) and also consequently lower flows in tourist locations. However, after a three-year hiatus, the brand returned to television in May with its new advertising campaign that is expected to deliver benefits in the months to come. E-commerce continues its rapid growth in the region, with Ray-Ban.com and SunglassHut.com as the best performers. The acceleration of the latter suggests a moderate level of traffic substitution (online versus brick-and-mortar).

In **Europe**, revenue increased by 3.8% (+4.7% at constant exchange rates<sup>2</sup>).

All Essilor businesses contributed to this strong sales performance. In Lenses & Optical Instruments, Russia, Eastern Europe and Turkey delivered double-digit growth. The main driver was a sharp rise in sales of value-added lenses, notably progressive lenses, fueled by targeted marketing investments. In a growing French market, all key categories and brands posted good results with new loyalty programs for consumers and the popularity of Nikon® lenses providing support. Instruments also drove growth in France and Europe with the rollout of Visioffice® X, the new tool for personalizing lenses at points of sale, and the new Vision-R™ 800 phoropter. Demand for Transitions® lenses was strong, notably in Italy, while the new Eyezen™ Start lens for connected activities boosted growth both for the category and for the brand.

Within the Sunglasses & Readers division, FGX companies posted solid gains, notably in Italy.

In the first half of the year, Europe continued to be a growth driver for Luxottica with positive contributions from both the Wholesale and Retail divisions. The wholesale business steadily grew in the six months driven by volume and the development of the prescription offering, including the new Ray-Ban complete pair model, up double digit versus the same period of last year. Italy, Germany, Turkey, the Netherlands and Eastern Europe were among the best performing markets, benefiting from the introduction of new digital tools. These extended Luxottica's innovative omnichannel platform and in-store digital communications to its customers' locations as well. The company continued to invest in the development of STARS, which currently represents over 20% of wholesale revenue in the region and reported a sound acceleration, up 18% in the second quarter.

Sales were also driven by the double-digit growth of the Retail division, thanks to the strong and consistent in-store execution and the significant contribution of Sunglass Hut and Ray-Ban stores. Both grew at mid-single digit in comparable sales<sup>5</sup> with around 20 successful new openings during the first half of the year. Retail sales were strong in many markets in the region, including Italy where Salmoiraghi & Viganò grew nicely in comparable sales<sup>5</sup> and Persol opened its first store in Europe (in Milan).

In **Asia, Oceania and Africa** sales rose by 7.4% (+5.8% at constant exchange rates<sup>2</sup>).

The Lenses & Optical Instruments division was a major driver of this growth. In China, the division delivered double-digit sales growth thanks to myopia control solutions, Eyezen™, Crizal®, Nikon® and Transitions® lenses in the high-end segment, and innovation in the midrange. The division also posted strong gains in Southeast Asia and South Korea, notably fueled by progressive and photochromic lenses. In India, revenue generated online and through inclusive distribution channels for base-of-pyramid consumers partially offset weaker results in conventional distribution channels. Continued commercial inroads with optical retail chains led to a positive performance in developed countries in the region.

The Sunglasses & Readers division also contributed to the region's results, thanks to the successful expansion of Bolon™ and Molsion into optical frames and online sales.

Luxottica's Wholesale and Retail businesses travelled on parallel tracks during the first half, notwithstanding a challenging situation in Hong Kong due to political turmoil. Japan, Korea, Southeast Asia and the Middle East all fueled the wholesale business, while China realized the benefits of the rebuilt wholesale distribution network. The Retail division confirmed its strength in Australia and New



Zealand, where OPSM accelerated its growth in the second quarter. Ray-Ban continued its expansion in the region with the inauguration of two other stores in Japan and the opening of 20 new stores in China.

In **Latin America** sales ended the first half up by 9.8% (+12.3% at constant exchange rates<sup>2</sup>).

Essilor's businesses achieved double-digit gains on a like-for-like<sup>3</sup> basis, with Brazil and Spanish-speaking countries making very similar contributions. Sales of Varilux® progressive lenses in Brazil rose by more than 10%. This growth was notably driven by an offer including a second pair of quality lenses, which lifted sales of prescription sunglasses, a category with significant potential for increased penetration in Brazil. Sales were also very buoyant for regional chains. Growth in Colombia was fueled by the addition of new customers and by the "Cambia tu cara" promotion, which gave sales of Transitions® photochromic lenses a substantial boost. In Mexico, value-added lenses and the entry-level range both contributed to double-digit sales growth. Essilor signed a supply contract with Opticas Devlyn, the leading optical chain in the country (see "Acquisitions and partnerships" section, page 12). In addition, consumers in Mexico and Colombia can now use the Spanish-language edition of the eye care website "AllAboutVision.com", which will make it easier for them to set up appointments in partner stores.

Solid growth was also flagged by Luxottica's wholesale and retail businesses across the region. In Brazil, both divisions enjoyed solid momentum and leading to double-digit revenue growth in the first half: in Wholesale, STARS and the franchise system of Óticas Carol expanded their reach with the addition of new doors. In Retail, the existing network of Sunglass Hut stores accelerated, mainly in Brazil. Mexico strongly rebounded in the second quarter, with both wholesale and retail boosting revenue (Ray-Ban and Sunglass Hut continued their expansion in the country). The GMO network posted steady growth throughout the first six months.

#### **Second-quarter 2019 revenue by operating segment**

<b>In millions of Euros</b>	<b>2Q 2019</b>	<b>2Q 2018 <i>Pro forma</i><sup>1</sup></b>	<b>Change at constant rates<sup>2</sup></b>	<b>Currency effect</b>	<b>Change (reported)</b>
Lenses & Optical Instruments	1,703	1,582	+5.3%	+2.4%	+7.7%
Sunglasses & Readers	256	218	+14.1%	+3.4%	+17.5%
Equipment	55	54	-1.3%	+3.8%	+2.4%
<b>Essilor revenue</b>	<b>2,014</b>	<b>1,853</b>	<b>+6.1%</b>	<b>+2.6%</b>	<b>+8.7%</b>
Wholesale	921	884	+2.4%	+1.8%	+4.2%
Retail	1,632	1,524	+2.7%	+4.3%	+7.0%
<b>Luxottica revenue</b>	<b>2,552</b>	<b>2,408</b>	<b>+2.6%</b>	<b>+3.4%</b>	<b>+6.0%</b>
<b>Total</b>	<b>4,566</b>	<b>4,261</b>	<b>+4.1%</b>	<b>+3.0%</b>	<b>+7.2%</b>

Revenue for the second quarter stood at Euro 4,566 million, an increase of 7.2% as reported and of 4.1% at constant exchange rates<sup>2</sup>, in acceleration versus the first quarter.

## Second-quarter 2019 revenue by geographical area

In millions of Euros	2Q 2019	2Q 2018 <i>Pro forma</i> <sup>1</sup>	Change at constant rates <sup>2</sup>	Currency effect	Change (reported)
North America	2,394	2,204	+2.6%	+6.0%	+8.6%
Europe	1,177	1,136	+4.3%	-0.7%	+3.6%
Asia, Oceania and Africa	728	681	+5.7%	+1.2%	+6.9%
Latin America	267	239	+13.0%	-1.6%	+11.4%
<b>Total</b>	<b>4,566</b>	<b>4,261</b>	<b>+4.1%</b>	<b>+3.0%</b>	<b>+7.2%</b>

In **North America**, growth improved sequentially in the US lenses & Optical Instruments division, e-commerce businesses and Sunglasses & Readers division during the second quarter. The US lens business benefited from stronger market conditions and contributions from recent key account wins. The Sunglasses & Readers business showed significant improvement compared to first quarter levels. Sales in Canada declined during the quarter while Equipment growth recovered from first quarter levels. The Wholesale business bounced back in the second quarter, turning positive thanks to a recovery in the independent segment. Meanwhile Retail decelerated sequentially due to an ongoing headwind from Sears along with unfavorable weather conditions in May and early June that affected Sunglass Hut performance. Notably, Target and EyeMed continued to growth at a double-digit pace in the second quarter, in line with first quarter performance. In e-commerce, Ray-Ban.com and SunglassHut.com were standout performers, both with double-digit increases in the second quarter.

In **Europe**, sales of the Lenses & Optical Instruments division improved sequentially with better performance in France, Russia, Eastern Europe, Turkey and the Instruments business during the second quarter. Performance in Equipment and Sunglasses & Readers was more muted during the second quarter when compared to the first quarter of 2019.

Wholesale and Retail both grew in the second quarter. Wholesale was supported in particular by solid performance with the key accounts as well as the fast-growing business of STARS, up 18% at constant exchange rates<sup>2</sup> during the period. Retail developed positively across all the areas with Sunglass Hut and Ray-Ban stores growing faster through a mix of positive comparable stores<sup>5</sup> growth and new space added.

In **Asia, Oceania and Africa**, the Lenses & Optical Instruments business posted double-digit growth for the second quarter in China, most Southeast Asian countries and South Korea. Sunglasses & Readers benefitted from optical frames sales in China and online sales.

Wholesale and Retail progressed similarly in the second quarter. Retail was primarily driven by a strong Australia and New Zealand with OPSM accelerating during the period along with new openings under the Ray-Ban banner. Results in Hong Kong deteriorated due to the impact of political turmoil. In Wholesale, the key markets of Japan, Korea, South East Asia and the Middle East all contributed to growth, while China benefited from the rebuild of the business and saw a resurgence from a healthier basis.

In **Latin America**, the Lens & Optical instruments business continued to grow in double digits with improved growth rates in Brazil and the Spanish speaking markets growing above 10 %. Growth in the Equipment business was heavily weighted toward the second quarter while Sunglasses & Readers and e-commerce continued to grow in double digits.

Wholesale and Retail were fueled by a buoyant Brazil, which maintained its double-digit growth at constant exchange rates<sup>2</sup> in the second quarter. Sunglass Hut strongly accelerated its pace of comparable stores<sup>5</sup> growth sales while Oticas Carol and STARS posted solid gains. Growth in Mexico stepped up in the second quarter, reaching 20% at constant exchange rates<sup>2</sup>. GMO sustained its positive trajectory during the period.

#### Reported condensed consolidated interim statement of profit or loss

€ millions	1H 2019	1H 2018 Restated*	Change
Revenue	8,776	4,569	+92.1%
Cost of sales	(3,290)	(1,587)	+73.1%
<b>Gross profit</b>	<b>5,486</b>	<b>2,982</b>	<b>+68.8%</b>
% of revenue	62.5%	65.3%	
<b>Total operating expenses</b>	<b>(4,440)</b>	<b>(2,199)</b>	<b>+101.9%</b>
<b>Operating profit</b>	<b>1,046</b>	<b>783</b>	<b>+33.6%</b>
% of revenue	11.9%	17.1%	
<b>Profit before taxes</b>	<b>978</b>	<b>735</b>	<b>+33.1%</b>
% of revenue	11.1%	16.1%	
Income taxes	(253)	(204)	+25.9%
Effective tax rate	25.9%	27.7%	
<b>Net Profit</b>	<b>725</b>	<b>531</b>	<b>+36.5%</b>
<b>Net profit attributable to owners of the parent</b>	<b>675</b>	<b>530</b>	<b>+27.4%</b>

\* 2018 information has been restated following the application of IFRS 16 *Leases*.

As a result of the combination between Essilor and Luxottica the structure of the condensed consolidated interim financial statements is as follows:

Statements	First semester 2019 and as at June 30, 2019	First semester 2018	As at December 31, 2018
<b>Profit or loss</b>	EssilorLuxottica's 6 months (Jan-June)	Luxottica's 6 months (Jan-June)	n.a.
<b>Financial position</b>	EssilorLuxottica's historical cost	n.a	EssilorLuxottica's historical cost

Therefore, the information presented as comparative information for the six-months ended June 30, 2018 in the condensed consolidated interim financial statements is not fully comparable and as a result, the financial information deemed relevant to comment on the performance of the Group in the management report is based on the unaudited *pro forma*<sup>1</sup> consolidated financial information. The Unaudited *Pro Forma*<sup>1</sup> Condensed Consolidated Interim Financial Information has been produced with the aim of providing comparative information for the first six months ended June 30, 2018.

Moreover, key performance indicators are adjusted from the impacts of events that might affect the understanding of the Group's performance such as those related to transactions that are unusual, infrequent or unrelated to regular operations.

The tables below present the reconciliation with the adjusted<sup>6</sup> figures for the first semester 2019 and 2018.

Reported figures are commented below:

- Reported *Revenue* showed a 92.1% growth due to the contribution of Essilor revenue amounting to Euro 3,932 million for the 2019 first semester;
- Reported *Operating profit* grew by 33.6% primarily because of the contribution of Essilor which is affected by the effects on statement of profit or loss resulting from the purchase price allocation. In the first semester 2019, the Group recorded the impact related to the use of inventories subject to a fair value step up for about Euro (61) million within the *Costs of sales*. These costs will not have a recurring impact on the results of the Group. The six-month amortization impacts related to the fair value of intangible and tangibles assets recognized as part of the purchase price allocation exercise were recorded for an amount of Euro 325 million;
- Reported *Net profit* grew by 36.5% essentially due to the contribution of Essilor as described above.

#### **Condensed consolidated interim statement of profit or loss: reconciliation with adjusted<sup>6</sup> figures**

##### **First semester 2019**

€ millions	1H2019 Reported	Adjustments related to PPA impacts for the 6- month period	Other non-GAAP adjustments	1H2019 Adjusted <sup>6</sup>
Revenue	8,776			8,776
Cost of sales	(3,290)	61	3	(3,227)
<b>Gross profit</b>	<b>5,486</b>	<b>61</b>	<b>3</b>	<b>5,549</b>
% of revenue	62.5%			63.2%
<b>Total operating expenses</b>	<b>(4,440)</b>	<b>325</b>	<b>77</b>	<b>(4,037)</b>
<b>Operating profit</b>	<b>1,046</b>	<b>386</b>	<b>80</b>	<b>1,512</b>
% of revenue	11.9%			17.2%
Cost of net debt	(59)	(3)	1	(62)
Other financial income / (expenses)*	(8)			(8)
<b>Profit before taxes</b>	<b>978</b>	<b>383</b>	<b>81</b>	<b>1,442</b>
% of revenue	11.1%			16.4%
Income taxes	(253)	(71)	(20)	(343)
<b>Net Profit</b>	<b>725</b>	<b>312</b>	<b>62</b>	<b>1,099</b>
<b>Net profit attributable to owners of the parent</b>				<b>1,047</b>

\* Including *Share of profit of associates*.

## First semester 2018

€ millions	1H2018* Pro forma <sup>1</sup> information**	Adjustments related to PPA impacts for the 6- month period	Other non-GAAP adjustments	1H2018* Pro forma <sup>1</sup> Adjusted <sup>6</sup>
Revenue	8,177			8,177
Cost of sales	(3,112)	119	10	(2,982)
<b>Gross profit</b>	<b>5,065</b>	<b>119</b>	<b>10</b>	<b>5,195</b>
% of revenue	61.9%			63.5%
<b>Total operating expenses</b>	<b>(4,260)</b>	<b>306</b>	<b>209</b>	<b>(3,744)</b>
<b>Operating profit</b>	<b>805</b>	<b>425</b>	<b>219</b>	<b>1,450</b>
% of revenue	9.8%			17.7%
Cost of net debt	(70)	(3)		(73)
Other financial income / (expenses)***	(7)			(7)
<b>Profit before taxes</b>	<b>728</b>	<b>422</b>	<b>219</b>	<b>1,370</b>
% of revenue	8.9%			16.7%
Income taxes	(239)	(93)	(9)	(341)
<b>Net Profit</b>	<b>490</b>	<b>329</b>	<b>211</b>	<b>1,029</b>
<b>Net profit attributable to owners of the parent</b>				<b>982</b>

\* 2018 information has been restated following the application of IFRS 16 *Leases*.

\*\* Reconciliation from Reported to Pro forma<sup>1</sup> 1H 2018 income statement is available on page 13 of the document.

\*\*\* Including *Share of profit of associates*.

## Adjusted<sup>6</sup> measures

In this document, management presented certain performance indicators that are not envisioned by the International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board and endorsed by the European Union. Such measures are not meant to be considered in isolation or as a substitute for items appearing in EssilorLuxottica condensed consolidated interim financial statements prepared in accordance with IFRS. Rather, these non-IFRS measures should be used as a supplement to IFRS results to assist the reader in better understanding the operating performance of the Group and should be read in conjunction with EssilorLuxottica condensed consolidated interim financial statements. Such measures are not defined terms under IFRS and their definitions should be carefully reviewed and understood by investors.

The combination of Essilor and Luxottica (the "EL Combination"), as well as events that are unusual, infrequent or unrelated to normal operations, have a significant impact on the consolidated results. Accordingly, in order to provide additional comparative information on the results for the period under review compared to previous periods, to reflect the EssilorLuxottica actual economic performance and enable it to be monitored and benchmarked against competitors, some measures have been adjusted ("adjusted measures"). In particular, management adjusted the following measures: *Gross profit*, *Operating expenses*, *Operating profit*, *Profit before taxes* and *Net profit*. Such adjusted measures are reconciled to their most comparable *pro forma*<sup>1</sup> measures in the Unaudited *Pro Forma*<sup>1</sup> Condensed Consolidated Interim Financial Information for the first semester 2018, and to the most comparable reported measures in the consolidated interim statement of profit or loss for the first semester 2019.

In 1H 2018 and 1H 2019, adjusted measures exclude: (i) the incremental impacts of the purchase price allocations related to the EL Combination; and (ii) other adjustments related to transactions that are

unusual, infrequent or unrelated to normal operations, as the impact of these events might affect the understanding of the Group's performance. These adjustments are described below.

#### **First semester 2019**

- Non-recurring *Cost of sales* for Euro 3 million associated mainly with restructuring and reorganization expenses.
- Non-recurring *General and administrative* expenses for Euro 83 million associated with the following impacts:
  - one-off costs incurred by the Group for Euro 21 million, including transaction costs and other one-off integration costs;
  - expenses related to share-based payments for about Euro 28 million linked to the removal of the performance conditions from the 2015 and 2016 Essilor's share-based plans and, starting from 2019, to Luxottica's restricted shares plan (LTI);
  - other restructuring and reorganization charges for Euro 24 million;
  - non-recurring expenses for Euro 10 million, which include transaction costs related to M&A activities.
- Non-recurring *Other income / (expenses)* are adjusted for Euro (5) million to eliminate a non-recurring net gain related to significant claims and litigations booked by the Group for Euro 8 million, and other non-recurring expenses for Euro 2 million.
- *Income taxes* are adjusted for an amount of Euro (20) million corresponding to the tax effects of the above-mentioned adjustments for Euro (17) million and to a non-recurring net tax gain for Euro (2) million.

#### **First semester 2018**

- Non-recurring *Cost of sales* for Euro 10 million mainly associated with restructuring and reorganization expenses incurred by Luxottica.
- Non-recurring *General and administrative* expenses for Euro 206 million associated with the following impacts:
  - one-off cumulated transaction costs incurred by the Group related to the EL Combination for Euro 157 million;
  - expenses related to share-based payments for about Euro 31 million related to the removal of the performance conditions from the 2015 and 2016 Essilor's share-based plans;
  - other restructuring and reorganization charges for Euro 18 million.
- Non-recurring *Other income / (expenses)* are adjusted for Euro 3 million linked to a non-recurring net expenses related to significant claims and litigations booked at Essilor level for Euro 1 million and other non-recurring expenses for Euro 2 million.
- *Income taxes* are adjusted for an amount of Euro (9) million corresponding to the tax effects of the above-mentioned adjustments.



### Adjusted<sup>6</sup> consolidated interim statement of profit or loss

€ millions	1H 2019	1H 2018* Pro forma <sup>1</sup>	Change	Change at constant exchange rates <sup>2</sup>
Revenue	8,776	8,177	+7.3%	+3.9%
Cost of sales	(3,227)	(2,982)	+8.2%	+5.3%
<b>Gross profit</b>	<b>5,549</b>	<b>5,195</b>	<b>+6.8%</b>	<b>+3.1%</b>
% of revenue	63.2%	63.5%		
Research and development	(141)	(136)	+3.6%	+0.7%
Selling	(2,272)	(2,126)	+6.9%	+3.2%
Royalties	(88)	(86)	+2.0%	-0.3%
Advertising and marketing	(625)	(560)	+11.5%	+8.1%
General and administrative	(912)	(834)	+9.3%	+6.8%
Other income / (expenses)	(1)	(3)	-67.4%	-75.9%
<b>Total operating expenses</b>	<b>(4,037)</b>	<b>(3,744)</b>	<b>+7.8%</b>	<b>+4.5%</b>
<b>Operating profit</b>	<b>1,512</b>	<b>1,450</b>	<b>+4.3%</b>	<b>-0.4%</b>
% of revenue	17.2%	17.7%		
Cost of net debt	(62)	(73)	-15.7%	-16.4%
Other financial income / (expenses)	(7)	(7)	+3.1%	-35.7%
Share of profits of associates	(1)			
<b>Profit before taxes</b>	<b>1,442</b>	<b>1,370</b>	<b>+5.3%</b>	<b>+0.6%</b>
% of revenue	16.4%	16.7%		
Income taxes	(343)	(341)	+0.8%	-3.5%
Effective tax rate	23.8%	24.9%		
<b>Net Profit</b>	<b>1,099</b>	<b>1,029</b>	<b>+6.8%</b>	<b>+1.9%</b>
<b>Net profit attributable to owners of the parent</b>	<b>1,047</b>	<b>982</b>	<b>+6.6%</b>	<b>+1.7%</b>

\* 2018 information has been restated following the application of IFRS 16 *Leases*.

**Revenue** for the first half of the year totaled Euro 8,776 million, an increase of 7.3% in current exchange rates and 3.9% in constant exchange rates<sup>2</sup> when compared to the first half of 2018.

#### Adjusted<sup>6</sup> Gross profit: +6.8% at current exchange rates and 3.1% at constant exchange rates<sup>2</sup>

Adjusted<sup>6</sup> *Gross profit* ended the first half of 2019 at Euro 5,549 million, representing 63.2% of revenue versus 63.5% in the first half of 2018. The evolution was driven by the increase in the gross margin of the frame business, more than offset by portfolio mix effects stemming from faster growth in online contact lens sales and Sunglasses & Readers as well as a decline in sales of Transitions® lenses to other lens casters ahead of the Transitions Generation 8 launch.

#### Adjusted<sup>6</sup> Operating expenses: +7.8% at current exchange rates and +4.5% at constant exchange rates<sup>2</sup>

*Operating expenses* amounted to Euro 4,037 million for the first half of 2019, translating to 46.0% of sales compared to 45.8% in the prior year period and reflecting:

- *Research and development* costs of Euro 141 million, as the Group continues to invest the same portion of its revenue behind innovation.
- *Selling* costs of Euro 2,272 million to support EssilorLuxottica's top line growth and at consistent levels relative to sales.
- *Royalties* of Euro 88 million, related to the Group's licensed frame brands.

- *Advertising and marketing* costs of Euro 625 million included the impact of bolt-on acquisitions along with investments to drive future growth. This included a renewed effort in marketing campaigns on brands, e-commerce, Sunglasses & Readers, the Transitions® Generation 8 launch and activities to develop the myopia segment. The Group also launched new campaigns for its top brands in frames and retail banners (Sunglass Hut returning to television after three years). The increased support for growth initiatives was partially offset by the winding down of legacy programs and investments.
- *General and administrative* costs totaled Euro 912 million reflecting EssilorLuxottica's expenses, bolt-on acquisitions and investments behind growth initiatives, primarily digital marketing and fast-growing markets<sup>4</sup>. The impact of these items was lessened by strong cost control in the Wholesale and Retail divisions.

**Adjusted<sup>6</sup> Operating profit: + 4.3% at current exchange rates and -0.4% at constant exchange rates<sup>2</sup>**

The Group posted an adjusted<sup>6</sup> *Operating profit* of Euro 1,512 million, representing 17.2% of sales compared to 17.7% for the first half of 2018.

**Adjusted<sup>6</sup> Cost of net debt, Other financial income / (expenses) and Share of profits of associates**

The adjusted<sup>6</sup> *Cost of net debt* declined to Euro 62 million in the first half of 2019 from Euro 73 million due to a decrease in the Company's financing cost and despite an exceptional cash disbursement related to complete EssilorLuxottica's Mandatory Tender Offer for Luxottica shares. *Other financial expenses* amounted to Euro 7 million and *Share of profits of associates* showed a loss of Euro 1 million.

**Adjusted<sup>6</sup> Income taxes**

EssilorLuxottica reported adjusted<sup>6</sup> tax expense of Euro 343 million, reflecting an adjusted tax rate of 23.8% for the first half of 2019 compared to an adjusted<sup>6</sup> tax rate of 24.9% in the prior year period resulting from a more favorable geographical mix of earnings, particularly on the Luxottica side of the business.

**Adjusted<sup>6</sup> Net profit: +6.8% at current exchange rates and 1.9% at constant exchange rates<sup>2</sup>.**

**Balance sheet and cash flow statement**

**Cash Flow**

Operating cash-flow before changes in working capital amounted to Euro 1,925 in the first half of 2019. Changes in working capital requirement amounted to Euro 436 million, consistently with the business seasonality.

Capital expenditures amounted to Euro 438 million, representing 5% of Group's revenue.

The Free Cash Flow<sup>7</sup> normalized for IFRS 16 impacts amounted to Euro 748 million.

€ millions

Net cash from operations (before change in WCR <sup>(a)</sup> )	1,925	Change in WCR <sup>(a)</sup>	436
Proceeds from share capital increase	3	Capital expenditure	438
Change in net debt (excluding lease liabilities)	886	Cash payments for lease liabilities	303
Other	52	Dividends	924
		Acquisition and other investments, net of disposals <sup>(b)</sup>	122
		Cash portion of MTO	643

(a) Working capital requirement.

(b) Financial investments net of cash acquired, plus debt of newly-consolidated companies.

### Net debt

Group Net debt amounted to Euro 4,728 million at the end of June 2019. Excluding the impact of IFRS 16, it stood at Euro 2,773 million, an increase of 886 million compared to the net debt position at the end of December 2018.

This includes the extraordinary cash out linked to the settlement of the second and third phase of the mandatory tender offer to Luxottica minority shareholders, as well as the payment of the annual dividend of EssilorLuxottica in the first half.

### Acquisitions and partnerships

During the first half, EssilorLuxottica pursued its strategy of forging local partnerships by completing 4 transactions.

In Germany, Essilor acquired 100% of **Brille24 GmbH**, one of the leading German online optical platforms with annual revenue of close to Euro 25 million.

In Greece, Essilor strengthened its presence with its partner Shamir that acquired **Union Optic**, a prescription laboratory that also distributes optical instruments. Union Optic generates annual sales of about Euro 9 million and has four offices in Greece and Cyprus.

In addition, in Latin America, Essilor bought the assets of the lab of **Devlyn Holdings**, a leading integrated retail player in Mexico, and has contracted a supply agreement with Devlyn's retail banner with the view of further promoting quality vision care solutions in the fast expanding Mexican eyecare optical industry.

In China, Essilor acquired 100% of **Future Vision**, a lens manufacturing plant operating a prescription laboratory, with annual revenues of Euro 1.8 million

### Subsequent events

#### EssilorLuxottica to acquire HAL's 76.72% interest in GrandVision

EssilorLuxottica announce today an agreement with HAL Optical Investments B.V. ("HAL"), the majority shareholder of GrandVision N.V. ("GrandVision"), a global leader in optical retailing, under which EssilorLuxottica will acquire HAL's entire 76.72% stake in GrandVision at a cash price per share of Euro 28 – to be increased by 1.5% to Euro 28.42 if closing of the acquisition does not occur within 12 months from the announcement date. Upon the closing of the transaction, EssilorLuxottica will launch a mandatory public offer for all the remaining GrandVision shares in accordance with the applicable public offer rules (please refer to the full press release published on July 31, 2019). The transaction is subject to customary closing conditions, including regulatory approvals

### **Acquisition of Barberini**

Regarding the acquisition of Barberini by Luxottica, announced on June 22, 2018, the Group is now announcing that all the relevant antitrust approvals have been obtained and that all the conditions precedent to the transaction closing have been met. The closing is expected to take place in the near future.

### **Renewal of the exclusive licence agreement with Bulgari**

Luxottica and Bulgari SpA today announced the early renewal of an exclusive license agreement for the development, production and worldwide distribution of sunglasses and prescription frames under the Bulgari brand. The three-year renewal will be effective starting January 1, 2021, immediately following the expiration of the existing agreement, and is scheduled to expire on December 31, 2023.

### **Notes**

#### **Notes**

**1 Pro forma:** the unaudited pro forma condensed consolidated interim financial information has been produced for illustrative purposes only, with the aim of providing comparative information for the first six months ended June 30, 2018 as if the combination between Essilor and Luxottica had occurred on January 1, 2018. For further details, please refer to the table in the Appendix.

**2 Constant exchange rates:** figures at constant exchange rates have been calculated using the average exchange rates in effect for the corresponding period in the previous year.

**3 Like-for-like:** growth at constant scope and exchange rates.

**4 Fast-growing countries or markets:** include China, India, ASEAN, South Korea, Hong Kong, Taiwan, Africa, the Middle East, Russia, Eastern Europe and Latin America.

**5 Comparable store sales or comps:** reflect, for comparison purposes, the change in sales from one period to another by taking into account in the more recent period only those stores already open during the comparable prior period. For each geographic area, the calculation applies the average exchange rate of the prior period to both periods.

**6 Adjusted measures or figures:** adjusted from the expenses related to the combination between Essilor and Luxottica and other transactions that are unusual, infrequent or unrelated to the normal course of business as the impact of these events might affect the understanding of the Group's performance.

**7 Free Cash Flow:** net cash flow provided by operating activities less the sum of purchase of property, plant and equipment and intangible assets and cash payments for the principal portion of lease liabilities according to the IFRS consolidated statement of cash flow.

## APPENDICES

### ESSILORLUXOTTICA PRO FORMA – FROM REPORTED TO ADJUSTED

€ millions	1H 2018							
	Luxottica 1H 2018	Essilor 1H 2018	PPA adjustments Jan. 1, 2018 Jun. 30, 2018	Other adjustments	EssilorLuxottica Pro forma	Elimination of 12 months PPA adjustments	Other non-GAAP adjustments	EssilorLuxottica Pro forma Adjusted
Revenue	4,569	3,726	-	(118)	8,177	-	-	8,177
Cost of sales	(1,587)	(1,523)	(119)	118	(3,112)	119	10	(2,982)
Gross profit	2,982	2,202	(119)	-	5,065	119	10	5,195
% of revenue	65.3%	59.1%			61.9%			63.5%
Research and development	(29)	(106)	(128)	-	(263)	128	-	(136)
Selling	(1,461)	(665)	(129)	-	(2,255)	129	0	(2,126)
Royalties	(81)	(5)	-	-	(86)	-	-	(86)
Advertising and marketing	(297)	(263)	(44)	-	(604)	44	-	(560)
General and administrative	(329)	(574)	(5)	(137)	(1,045)	5	206	(834)
Other income / (expenses)	(1)	(5)	-	-	(6)	-	3	(3)
Total operating expenses	(2,199)	(1,618)	(306)	(137)	(4,260)	306	209	(3,744)
Operating profit	783	584	(425)	(137)	805	425	219	1 450
% of revenue	17.1%	15.7%			9.8%			17.7%
Cost of net debt	(42)	(31)	3	-	(70)	(3)	-	(73)
Other financial income / (expenses)	(7)	(0)	-	-	(7)	-	-	(7)
Share of profits of associates	1	(0)	-	(1)	(0)	-	-	(0)
Profit before taxes	735	552	(422)	(138)	728	422	219	1,370
% of revenue	16.1%	14.8%			8.9%			16.7%
Income taxes	(204)	(155)	93	27	(239)	(93)	(9)	(341)
Effective tax rate	27.7%	28.1%			32.8%			24.9%
Net profit	531	397	(329)	(110)	490	329	211	1,029

EXCERPTS FROM THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

Consolidated statement of profit or loss

<i>€ millions</i>	<b>Notes</b>	<b>First semester 2019</b>	<b>Restated First semester 2018 <sup>(a)</sup></b>
Revenue	4	8,776	4,569
Cost of sales		(3,290)	(1,587)
<b>GROSS PROFIT</b>		<b>5,486</b>	<b>2,982</b>
Research and development		(269)	(29)
Selling		(2,361)	(1,461)
Royalties		(88)	(81)
Advertising and marketing		(627)	(297)
General and administrative		(1,100)	(329)
Other income / (expenses)	5	4	(1)
<b>Total operating expenses</b>		<b>(4,440)</b>	<b>(2,199)</b>
<b>OPERATING PROFIT</b>		<b>1,046</b>	<b>783</b>
Cost of net debt	6	(59)	(42)
Other financial income / (expenses)	6	(7)	(7)
Share of profits of associates		(1)	1
<b>PROFIT BEFORE TAXES</b>		<b>978</b>	<b>735</b>
Income taxes		(253)	(204)
<b>NET PROFIT</b>		<b>725</b>	<b>531</b>
Of which attributable to:			
Owners of the parent		675	530
Non-controlling interests		50	1
Weighted average number of shares outstanding:	7		
Basic		432,960,135	220,891,000
Diluted		439,113,109	220,921,679
Earnings per share (EPS) for net profit attributable to owners of the parent:	7		
Basic		1.56	2.40
Diluted		1.54	2.40

(a) The comparative information presented is that of Luxottica Group S.p.A. restated as described in paragraph Basis of preparation of the financial statements and in Note 1 – New accounting standards of the condensed consolidated interim financial statements.



## Consolidated statement of financial position

### Assets

€ millions	Notes	June 30, 2019	Restated December 31, 2018 <sup>(a)</sup>
Goodwill	8	23,342	23,241
Intangible assets	8	11,492	11,869
Property, plant and equipment	9	3,395	3,339
Right-of-use assets	9	1,831	1,828
Investments in associates		30	22
Other non-current assets		413	390
Deferred tax assets		426	341
<b>TOTAL NON-CURRENT ASSETS</b>		<b>40,930</b>	<b>41,032</b>
Inventories	10	2,125	2,045
Trade receivables	11	2,619	2,357
Tax receivables		94	128
Other current assets		720	660
Cash and cash equivalents		1,538	1,829
<b>TOTAL CURRENT ASSETS</b>		<b>7,096</b>	<b>7,018</b>
Assets held for sale		12	14
<b>TOTAL ASSETS</b>		<b>48,038</b>	<b>48,064</b>

(a) The consolidated statement of financial position as of December 31, 2018 has been restated in accordance with the transitional requirements of the initial application of IFRS 16 – *Leases*, as described in Note 1 – New accounting standards of the condensed consolidated interim financial statements.

## Consolidated statement of financial position

### Equity and liabilities

€ millions	Notes	June 30, 2019	Restated December 31, 2018 <sup>(a)</sup>
Share capital		78	77
Share premium reserve		21,950	20,931
Treasury shares reserve		(92)	(92)
Other reserves		11,076	10,757
Net profit attributable to owners of the parent		675	1,086
<b>EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT</b>		<b>33,688</b>	<b>32,758</b>
Equity attributable to non-controlling interests		454	438
<b>TOTAL EQUITY</b>	12	<b>34,142</b>	<b>33,196</b>
Non-current borrowings	13	2,533	2,564
Non-current lease liabilities	13	1,470	1,481
Employee benefits	14	531	459
Non-current provisions	16	189	428
Other non-current liabilities	17	193	226
Deferred tax liabilities		2,203	2,235
<b>TOTAL NON-CURRENT LIABILITIES</b>		<b>7,121</b>	<b>7,394</b>
Current borrowings	13	1,808	1,176
Current lease liabilities	13	485	481
Trade payables		1,698	1,745
Tax payables		603	99
Current provisions	16	146	211
Other current liabilities	17	2,035	3,762
<b>TOTAL CURRENT LIABILITIES</b>		<b>6,775</b>	<b>7,474</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>48,038</b>	<b>48,064</b>

(a) The consolidated statement of financial position as of December 31, 2018 has been restated in accordance with the transitional requirements of the initial application of IFRS 16 – *Leases*, as described in Note 1 – New accounting standards of the condensed consolidated interim financial statements.

## Consolidated statement of cash flows

€ millions	Notes	First semester 2019	Restated First semester 2018 <sup>(a)</sup>
<b>NET PROFIT</b>		<b>725</b>	<b>531</b>
Depreciation and amortization		1,045	464
Expense arising from share-based payments	15	76	17
Income taxes		253	204
Finance result, net	6	67	49
Other non-cash items		5	13
Changes in provisions and other		2	(204)
Changes in working capital		(436)	(119)
Taxes paid, net		(156)	(48)
Interest paid, net		(93)	(62)
<b>NET CASH FLOWS PROVIDED BY / (USED IN) OPERATING ACTIVITIES</b>		<b>1,489</b>	<b>844</b>
Purchase of property, plant and equipment and intangible assets	8, 9	(438)	(300)
Disposal of property, plant and equipment and intangible assets	8, 9	8	-
Acquisitions of businesses, net of cash acquired		(113)	(5)
Changes in other non-financial assets		(17)	-
<b>NET CASH FLOWS PROVIDED BY / (USED IN) INVESTING ACTIVITIES</b>		<b>(560)</b>	<b>(305)</b>
Share capital increase	12	3	3
Dividends paid:			
- to the owners of the parent		(887)	(484)
- to non-controlling interests		(37)	(2)
Transactions with non-controlling interests		(643)	-
Cash payments for principal portion of lease liabilities	13	(303)	(197)
Issuance of bonds, private placement and other long-term debt	13	-	-
Repayment of bonds, private placement and other long-term debt	13	(699)	(20)
Changes in other current and non-current borrowings	13	1,330	(14)
<b>NET CASH FLOWS PROVIDED BY / (USED IN) FINANCING ACTIVITIES</b>		<b>(1,235)</b>	<b>(713)</b>
<b>NET INCREASE / (DECREASE) IN CASH AND CASH EQUIVALENTS</b>		<b>(305)</b>	<b>(173)</b>
Cash and cash equivalents at the beginning of the financial year	13	1,829	1,159
Effects of exchange rate changes on cash and cash equivalents		14	-
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE INTERIM PERIOD</b>		<b>1,538</b>	<b>986</b>

(a) The comparative information presented is that of Luxottica Group S.p.A. restated as described in paragraph Basis of preparation of the financial statements and in Note 1 – New accounting standards of the condensed consolidated interim financial statements.