EssilorLuxottica

Q4 Revenue & FY Results 2022

February 23, 2023

Patrick Mahomes – NFL Season MVP, Super Bowl LVII winner and MVP

2022 Financial Highlights

- Group’s sales at Euro 24.5 billion in FY 2022, up 13.9% vs 2021 in comparable terms
- Adjusted operating margin at 16.8% in FY 2022, up 70bps vs *pro forma* FY 2021
- Group’s comparable-store sales up 7.7% in FY 2022, ex-GV outperformed at +9.3%
- Investment in capex and M&A to strengthen the business model
- Free cash flow at Euro 2.26 billion in FY 2022
- Dividend proposed at Euro 3.23 per share, up 29% vs FY 2021
- Comparable revenue up 9.4% in Q4 2022, +3.9% at constant exchange rates
- Strong start to the new year, with robust sales growth so far
- Appointment of Jean-Luc Biamonti as lead director

The presentation should be read together with the press release dated February 23, 2023 available at www.essilorluxottica.com under the Investors tab.
All the brands mentioned in this presentation are intended to be trademark protected.

2022 Operational Highlights

- One Company at work, rich innovation pipeline in 2022 and 2023
- Crizal and Shamir releasing new advanced coating range
- Stellest roll out progressing
- Launch of Varilux XR Series powered by artificial intelligence
- Ray-Ban advancing on sustainability and enriched offering
- Oakley boosted by successful technologies and partnerships
- Record renewal with Armani for 15 years and new license multi-year agreements with Brunello Cucinelli, Ferrari and Swarovski
- Multi-year agreement renewed with Target Corporation for Target Optical stores
- Structural investments in IT, stores and supply chain at the core

易烊千璽
JACKSON YEE

Financial Highlights

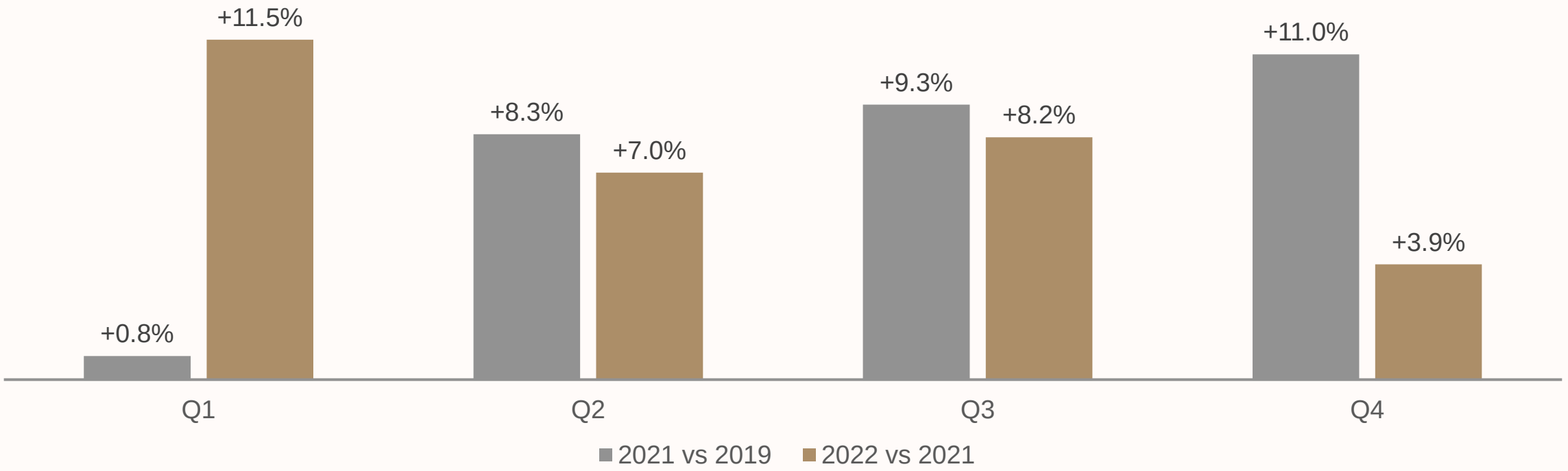
	Q4	FY
Current Exchange Rates		
REVENUE GROWTH vs 2021 IN COMPARABLE TERMS	**+9.4%**	**+13.9%**
ADJUSTED OPERATING PROFIT AS A % OF REVENUE		**16.8%**
Constant Exchange Rates		
REVENUE GROWTH vs 2021 IN COMPARABLE TERMS	**+3.9%**	**+7.5%**
ADJUSTED OPERATING PROFIT AS A % OF REVENUE		**16.7%**

宋祖兒
SONG ZUER

EMPORIO ARMANI

Growing on a challenging comparison base in Q4

Group comparable revenue growth at constant exchange rates



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Q4 revenue by region 2022 vs 2021

€ million	Q4 2022	Q4 2021*	Change at constant exchange rates	Change at current exchange rates
North America	**2,892**	2,528	+2.7%	+14.4%
EMEA	**2,086**	1,987	+6.2%	+5.0%
Asia-Pacific	**731**	706	+3.1%	+3.5%
Latin America	**398**	359	+0.6%	+10.6%
EssilorLuxottica	**6,106**	**5,579**	**+3.9%**	**+9.4%**

** Comparable revenue.*

Q4 revenue by segment 2022 vs 2021

€ million	Q4 2022	Q4 2021*	Change at constant exchange rates	Change at current exchange rates
Professional Solutions	**2,905**	2,678	+2.8%	+8.5%
Direct To Consumer	**3,201**	2,901	+4.9%	+10.3%
EssilorLuxottica	**6,106**	**5,579**	**+3.9%**	**+9.4%**

** Comparable revenue.*

FY revenue by region 2022 vs 2021

€ million	FY 2022	FY 2021*	Change at constant exchange rates	Change at current exchange rates
North America	**11,492**	9,868	+4.0%	+16.5%
EMEA	**8,749**	7,953	+11.2%	+10.0%
Asia-Pacific	**2,842**	2,542	+7.2%	+11.8%
Latin America	**1,410**	1,136	+13.1%	+24.2%
EssilorLuxottica	**24,494**	**21,498**	**+7.5%**	**+13.9%**

** Comparable revenue.*

FY revenue by segment 2022 vs 2021

€ million	FY 2022	FY 2021*	Change at constant exchange rates	Change at current exchange rates
Professional Solutions	**11,770**	10,399	+6.3%	+13.2%
Direct To Consumer	**12,724**	11,099	+8.6%	+14.6%
EssilorLuxottica	**24,494**	**21,498**	**+7.5%**	**+13.9%**

** Comparable revenue.*

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Storecount on December 31, 2022

	North America	EMEA	Asia-Pacific	Latin America	Corporate Stores	Franchising & Other	Total Storecount
Sunglass Hut	1,682	621	297	415	3,015	189	3,204
LensCrafters	1,012		81		1,093	5	1,098
Apollo Optik		680			680	220	900
Vision Express		664			664	160	824
Target Optical	562				562		562
MasVision		72		468	540	9	549
Pearle		497			497	223	720
GMO				421	421		421
Générale d'Optique		386			386	294	680
OPSM			371		371	28	399
Atasun		295			295	31	326
Oakley	184	12	73	20	289	81	370
Ray-Ban	32	47	131	41	251		251
Salmoiraghi & Viganò		249			249	28	277
Synoptik		248			248		248
GrandOptical		233			233	78	311
Optical House		221			221		221
GrandVision		205		12	217		217
Mujosh			138		138	401	539
Pearle Vision	110				110	462	572
MultiOpticas		106			106	112	218
Aojo			93		93	227	320
Bolon			50		50	157	207
Óticas Carol				24	24	1,428	1,452
All Others	252	1,508	132	738	2,630	171	2,801
Total EssilorLuxottica	**3,834**	**6,044**	**1,366**	**2,139**	**13,383**	**4,304**	**17,687**

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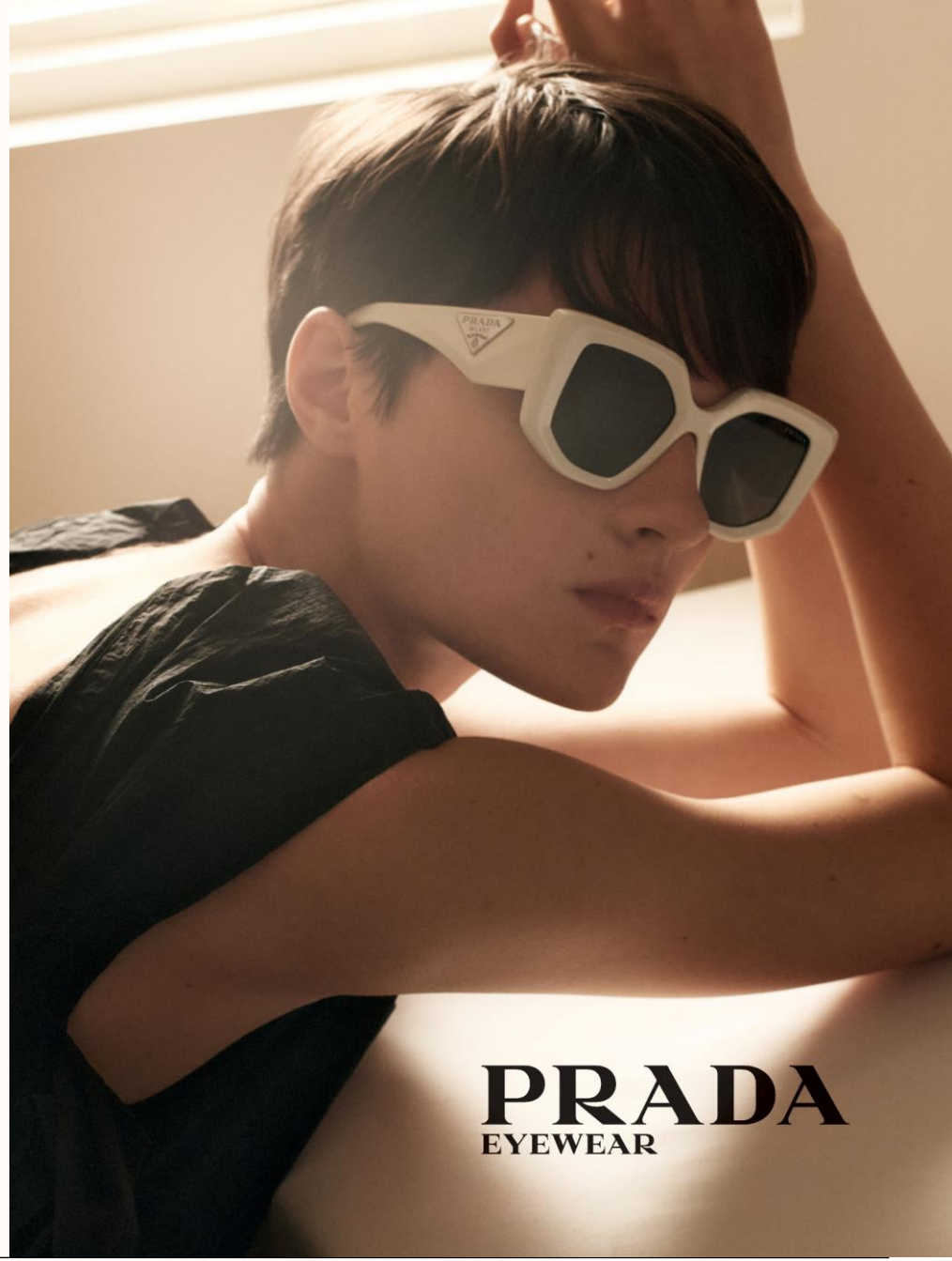
North America revenue +2.7% in Q4

- Slightly decelerating on a challenging comparison base
- PS growth driven by branded lenses
- Independents improving thanks to partnership programs/alliances
- Brick & Mortar optical banners recovering
- LensCrafters closing flat, strong in December leveraging insurance
- Sunglass Hut negative vs the best quarter last year

All comments are versus 2021, at constant exchange rates – unless otherwise specified.

EMEA revenue +6.2% in Q4

- Best performing region driven by DTC
- PS boosted by sun/luxury
- In PS solid France, Italy and Spain, Germany back to growth
- Optical retail accelerating, driven by ex-GrandVision banners
- Générale d’Optique, GrandOptical and Vision Express leading
- Sunglass Hut comp up 40%



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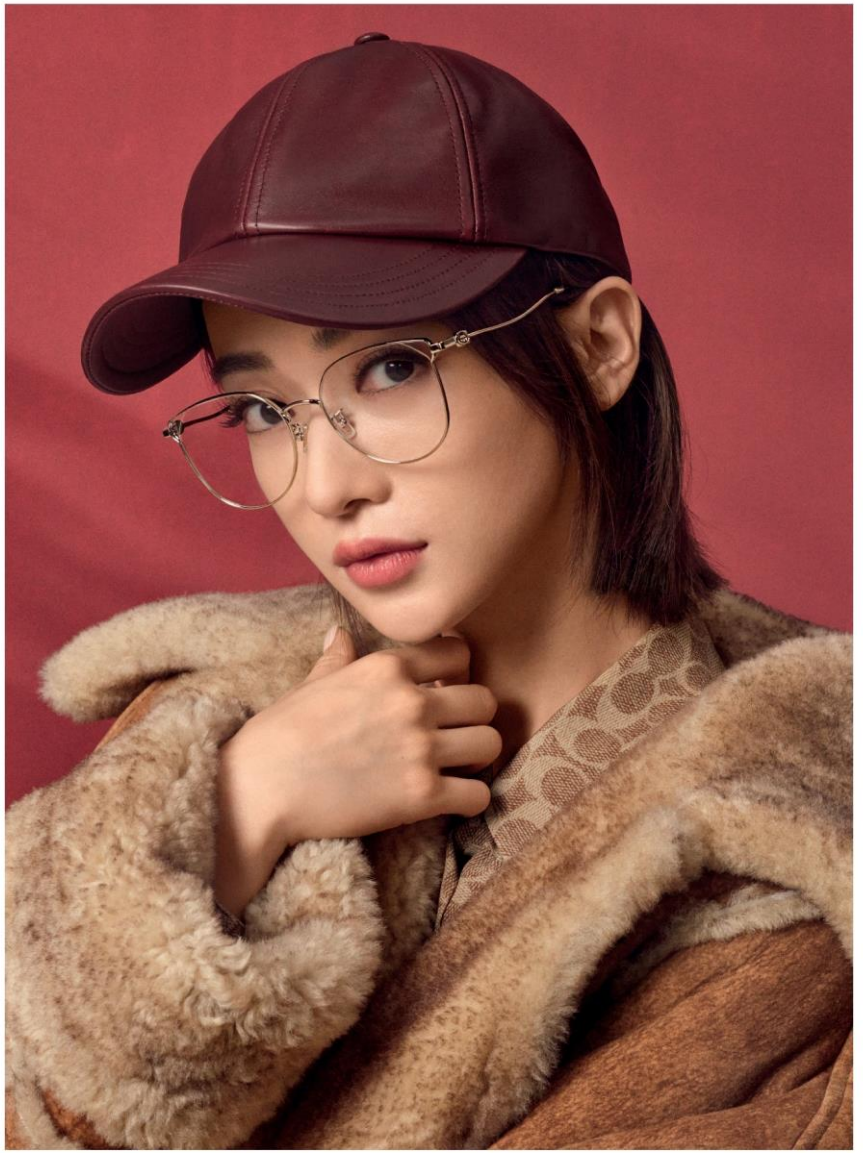
Asia-Pacific revenue +3.1% in Q4

- China impacting performance due to COVID-19
- PS up low-single digit driven by India, SEA, South Korea and Japan
- Stellest driving solid myopia portfolio, new launch in Australia
- Optical banners softening, as traffic under pressure in China and OPSM facing a tough comparison
- Strong Sunglass Hut in Australia and SEA



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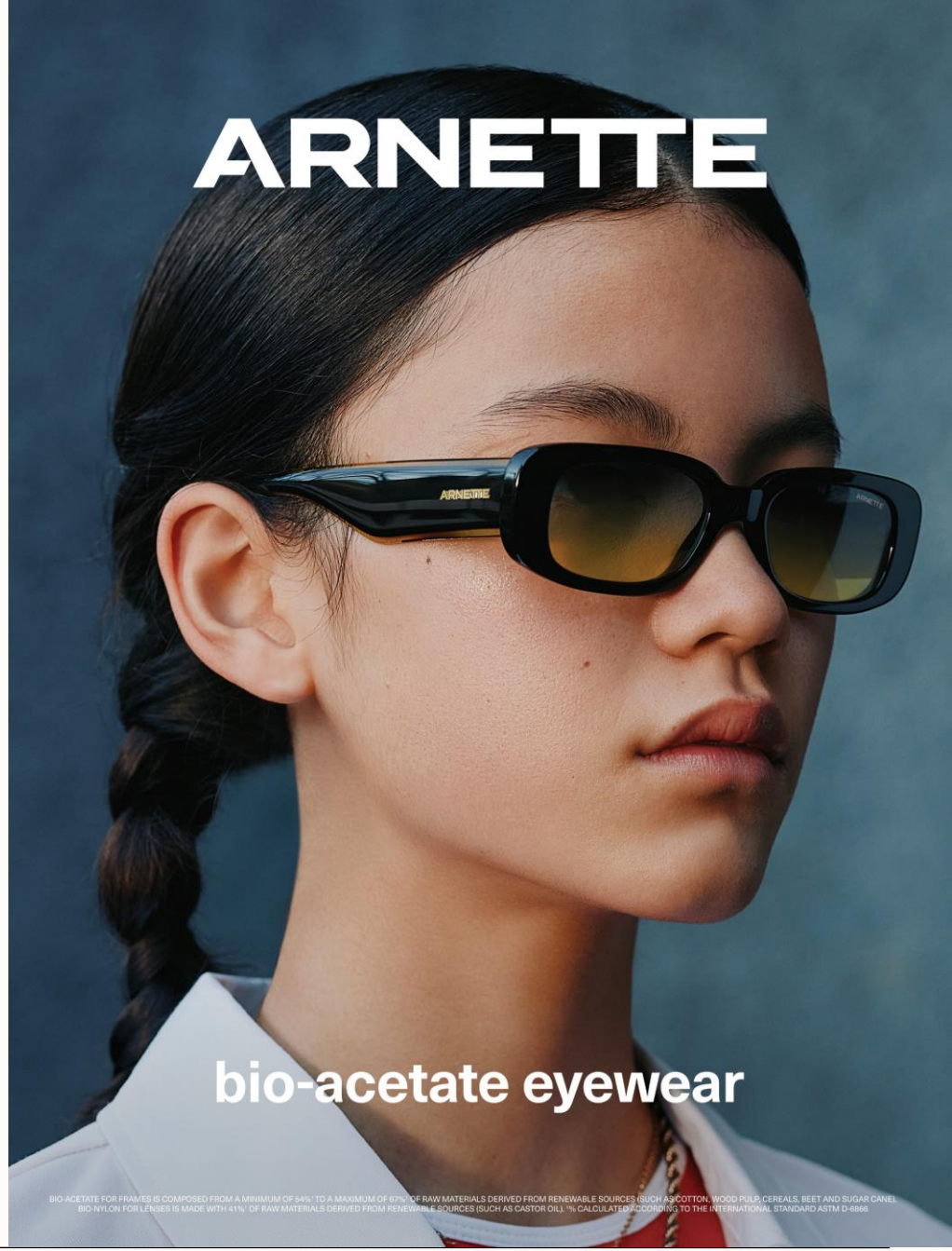
Latin America revenue +0.6% in Q4

- Positive DTC compensating softer PS
- PS Brazil turning negative
- Sound Sunglass Hut performance driven by Brazil and Mexico
- Optical progressing nicely with GMO returning positive
- Ex-GrandVision banners delivering strong growth



All comments are versus 2021, at constant exchange rates – unless otherwise specified.

DOLCE & GABBANA

Adjusted statement of profit or loss

€ million	FY 2022	FY 2021*	Change at constant ER	Change at current ER
Revenue	**24,494**	**21,498**	+7.5%	+13.9%
Cost of sales	(8,888)	(7,869)	+6.2%	+12.9%
Gross profit	**15,606**	**13,628**	**+8.3%**	**+14.5%**
Margin %	*63.7%*	*63.4%*		
Total operating expenses	(11,491)	(10,157)	+7.4%	+13.1%
OPERATING PROFIT	**4,115**	**3,471**	**+10.9%**	**+18.5%**
Margin %	*16.8%*	*16.1%*		
Financial income / (expenses)	(129)	(144)		
PROFIT BEFORE TAXES	**3,986**	**3,327**	**+12.4%**	**+19.8%**
Income taxes	(978)	(840)		
NET PROFIT BEFORE MINORITIES	**3,007**	**2,487**	**+13.5%**	**+20.9%**
Minority interests	(148)	(168)		
NET PROFIT	**2,860**	**2,319**	**+15.4%**	**+23.3%**
Margin %	*11.7%*	*10.8%*		

** Unaudited Pro Forma Consolidated Financial Information, prepared for illustrative purpose only as if the acquisition of GrandVision had occurred on January 1, 2021.*

Net Debt & Free Cash Flow

- FCF at Euro 2.26 billion in FY 2022
- Capex at Euro 1.57 billion
- Net Debt at Euro 10.25 billion on 31 Dec 2022 (including lease liabilities of Euro 3.18 billion)
- Net Debt / EBITDA at 1.7x
- Cash & Cash Equivalents at Euro 1.96 billion

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Mission & Sustainability

- Group’s positive impact globally recognized, with awards in China, Singapore and Africa
- In 2022, access to vision care given to 110 million people, nearly 10 million wearers created by OneSight EssilorLuxottica Foundation
- Celebration of World Sight Day worldwide with free vision screenings, clinics and a global awareness campaign
- Progress in all key areas of Eyes on the Planet and clear priorities defined for 2023
- On track to reach 2025 carbon neutrality commitment in direct operations

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THE GIFT OF NOW

Ray-Ban | Meta

RAY-BAN STORIES