



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 |

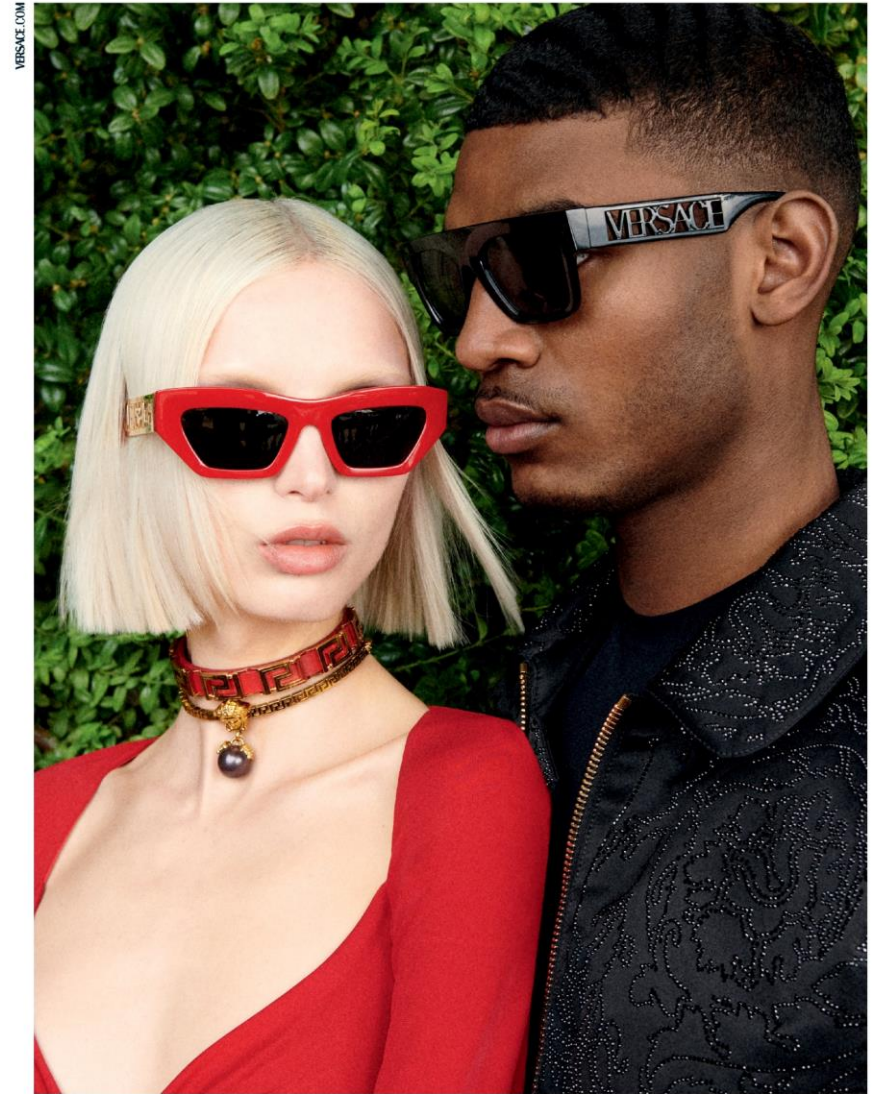
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North America revenue +3.4% in Q3

- 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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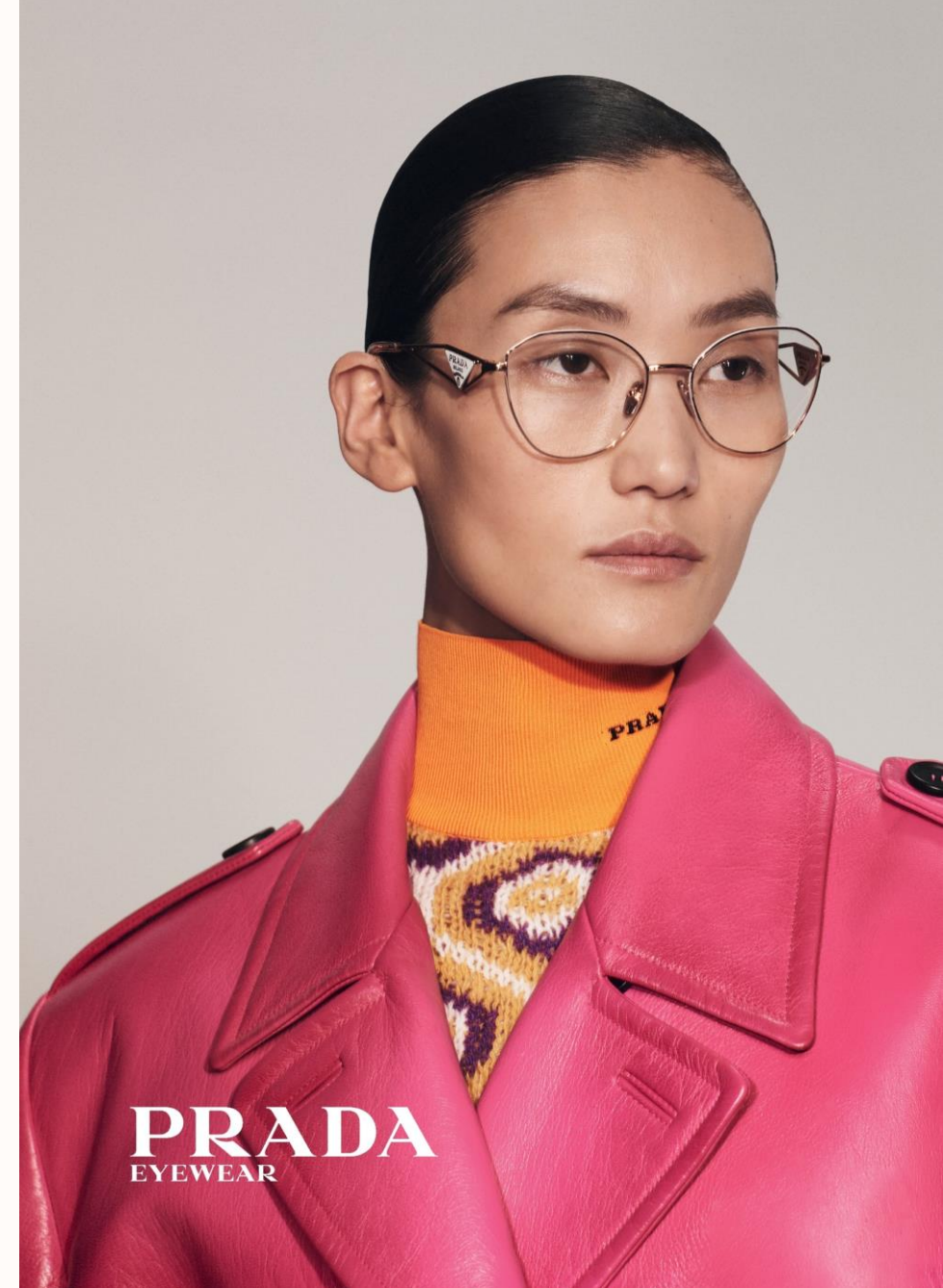
EMEA revenue +9.2% in Q3

- 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



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EssilorLuxottica Foundation