EssilorLuxottica

Q1 Revenue 2023

April 20, 2023

Q1 Highlights

- Group's revenue at Euro 6,151 million, up 9.7% vs 2022
- Growing 8.6% at constant exchange rates versus the best quarter of last year
- North America and EMEA up high-single digit, APAC and Latin America up double digits
- All regions accelerating versus the fourth quarter of last year
- Comparable-store sales growing high-single digit, with former GV banners outpacing
- Commitment to set near-term science-based emissions reduction targets in line with SBTi

The presentation should be read together with the press release dated April 20, 2023 available at www.essilorluxottica.com under the Investors tab.
All the brands mentioned in this presentation are intended to be trademark protected.

OAKLEY

Q1 revenue by segment 2023 vs 2022

€ million	Q1 2023	Q1 2022	Change at constant exchange rates	Change at current exchange rates
Professional Solutions	**3,026**	2,780	+7.7%	+8.9%
Direct To Consumer	**3,125**	2,827	+9.4%	+10.5%
EssilorLuxottica	**6,151**	**5,607**	**+8.6%**	**+9.7%**

Q1 revenue by region 2023 vs 2022

€ million	Q1 2023	Q1 2022	Change at constant exchange rates	Change at current exchange rates
North America	**2,859**	2,565	+7.0%	+11.4%
EMEA	**2,194**	2,054	+8.9%	+6.8%
Asia-Pacific	**750**	685	+12.0%	+9.4%
Latin America	**349**	302	+11.5%	+15.7%
EssilorLuxottica	**6,151**	**5,607**	**+8.6%**	**+9.7%**

OAKLEY

Storecount on March 31, 2023

	North America	EMEA	Asia-Pacific	Latin America	Corporate Stores	Franchising & Other	Total Storecount
Sunglass Hut	1,677	609	311	409	3,006	192	3,198
LensCrafters	1,013		81		1,094	5	1,099
Vision Express		863			863	152	1,015
Apollo		682			682	221	903
Target Optical	565				565		565
MasVisión		71		465	536	8	544
Pearle		498			498	224	722
Générale d'Optique		387			387	295	682
OPSM			372		372	28	400
GMO				358	358		358
GrandVision		288		46	334	30	364
Atasun Optik		298			298	31	329
Oakley	183	12	72	21	288	80	368
Ray-Ban	32	47	132	43	254		254
Salmoiraghi & Viganò		250			250	28	278
Synoptik		249			249		249
GrandOptical		233			233	79	312
Luxoptica		213			213		213
Mujosh			135		135	383	518
Pearle Vision	110				110	463	573
MultiOpticas		106			106	112	218
Aojo			89		89	213	302
Bolon			52		52	156	208
Óticas Carol				24	24	1,428	1,452
All Others	241	1,234	133	753	2,361	140	2,501
Total EssilorLuxottica	**3,821**	**6,040**	**1,377**	**2,119**	**13,357**	**4,268**	**17,625**

EMPORIO ARMANI

SEE GREEN

North America revenue +7.0% in Q1

PROFESSIONAL SOLUTIONS

- All product categories contributing nicely
- Branded lenses and licensed frames portfolio driving
- ECP recovering strongly thanks to alliances and partner programs

DIRECT TO CONSUMER

- Sound optical banners supported by insured customers
- Comparable-store sales at Target up high-single digit plus 16 new stores
- Sunglass Hut negative as traffic impacted by unfavorable weather

All comments are versus 2022, at constant exchange rates – unless otherwise specified.

EMEA revenue +8.9% in Q1

PROFESSIONAL SOLUTIONS

- Performance sustained by key markets of France, Italy and Spain
- Branded lenses and sun/luxury frames driving
- ECP and retail chains positively contributing

DIRECT TO CONSUMER

- Positive optical business, driven by the UK, Nordics and Italy
- Progressing integration of optical retail banners helping top line
- Sun banners staying strong

All comments are versus 2022, at constant exchange rates – unless otherwise specified.

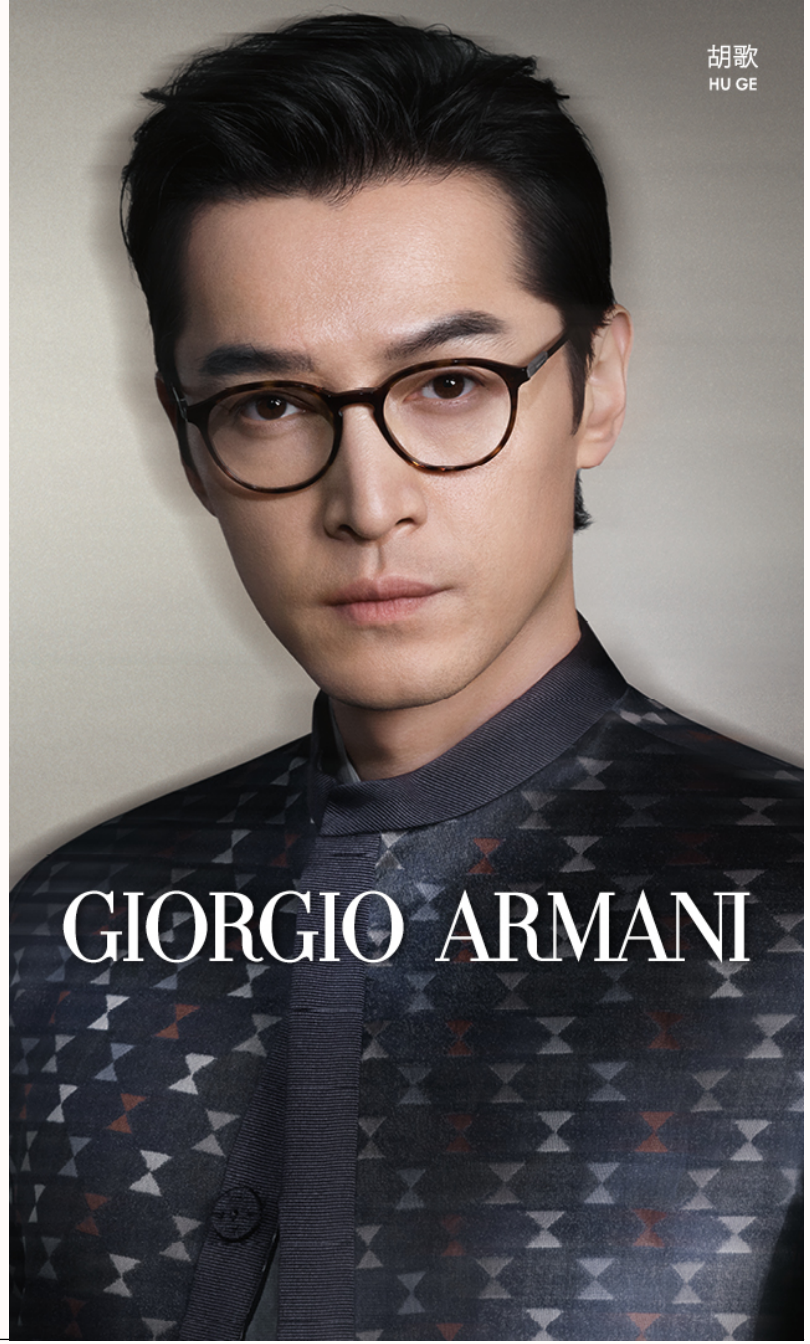
Asia-Pacific revenue +12.0% in Q1

PROFESSIONAL SOLUTIONS

- China recovering soundly in February and March
- Myopia control portfolio solid in China, with Stellest up more than 80% in sales
- India and South-East Asia expanding at double digits

DIRECT TO CONSUMER

- All countries contributing to sound performance
- In Australia, comparable-store sales slightly positive at OPSM, up double digits at Sunglass Hut and Oakley
- Ray-Ban stores exceeding pre-pandemic levels in Mainland China



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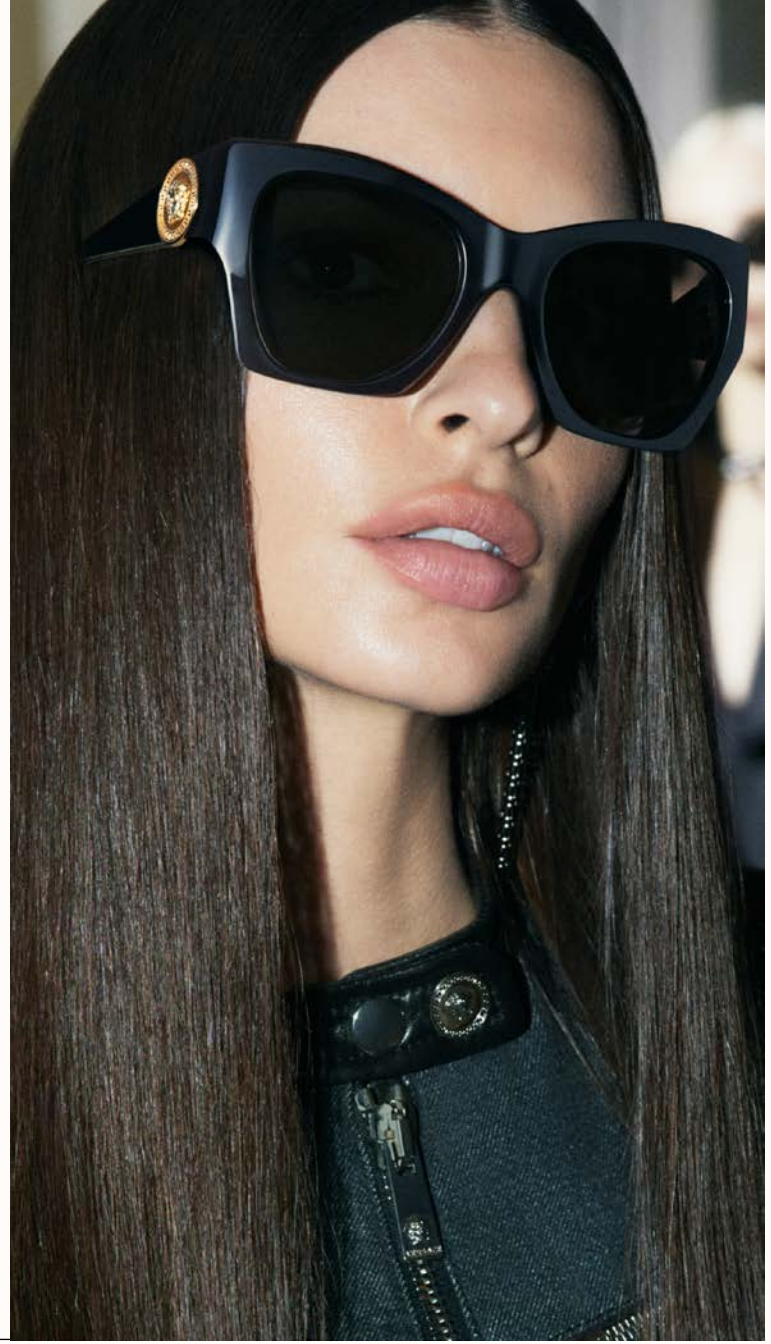
Latin America revenue +11.5% in Q1

PROFESSIONAL SOLUTIONS

- Rebounding from soft performance of fourth quarter
- Brazil performance supported by both lenses and frames
- Strong momentum of frame business in Mexico

DIRECT TO CONSUMER

- Optical and sun banners progressing equally in comparable-store sales
- Optical performance driven by Mexican banners and accelerating GMO
- Sunglass Hut comparable-store sales up double digits in all countries



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Q&A

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