

FIGHT PERFECTION
#ITTAKESCOURAGE

ray-ban.com



Ray-Ban

GENUINE SINCE 1937

LUXOTTICA

**LUXOTTICA GROUP
OVERVIEW**

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LUXOTTICA GROUP OVERVIEW

OVER 50 YEARS OF EXCELLENCE

2015 highlights

>40

EYEWEAR AND
RETAIL BRANDS

12

MANUFACTURING
PLANTS

4

LOGISTICS
HUBS

>93mn

PRESCRIPTION
FRAMES
AND SUNGLASSES

~150,000

DOORS

>150

COUNTRIES

>7,200

RETAIL
STORES

~79,000

LUXOTTICANS

>9mn

ONESIGHT
PATIENTS

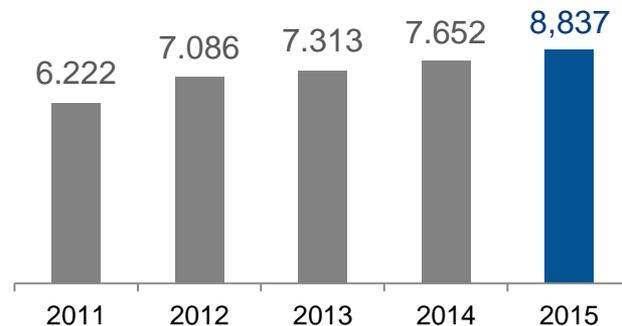


A STORY OF GROWTH

Millions of Euro, reported data

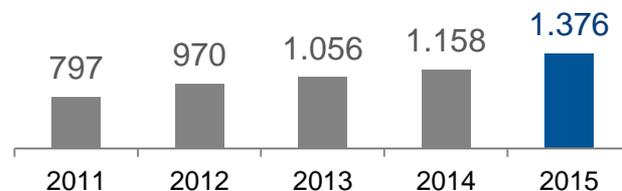
GROUP NET SALES

- 2015 vs. 2011 growth: +42%



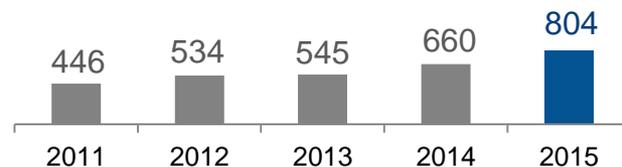
OPERATING INCOME

- 2015 vs. 2011 growth: +73%
- 2015 operating margin: 15.6%, +270bps vs. 2011



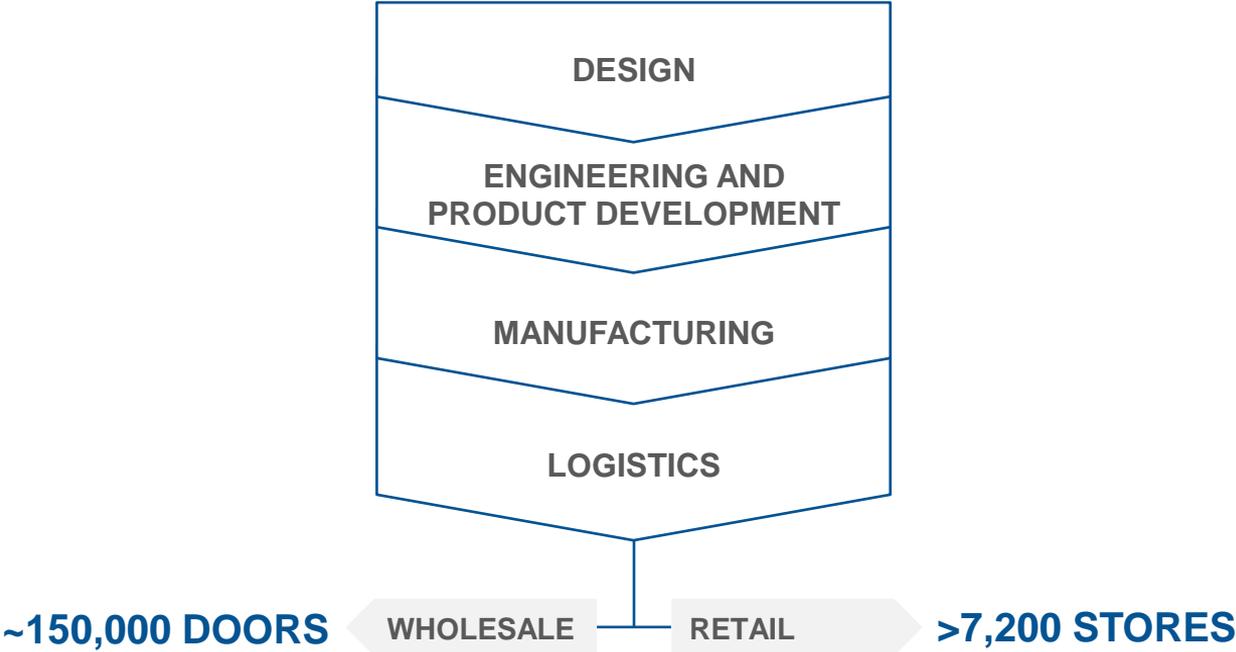
NET INCOME

- 2015 vs. 2011 growth: +80%
- 2015 net margin: 9.1%, +190bps vs. 2011

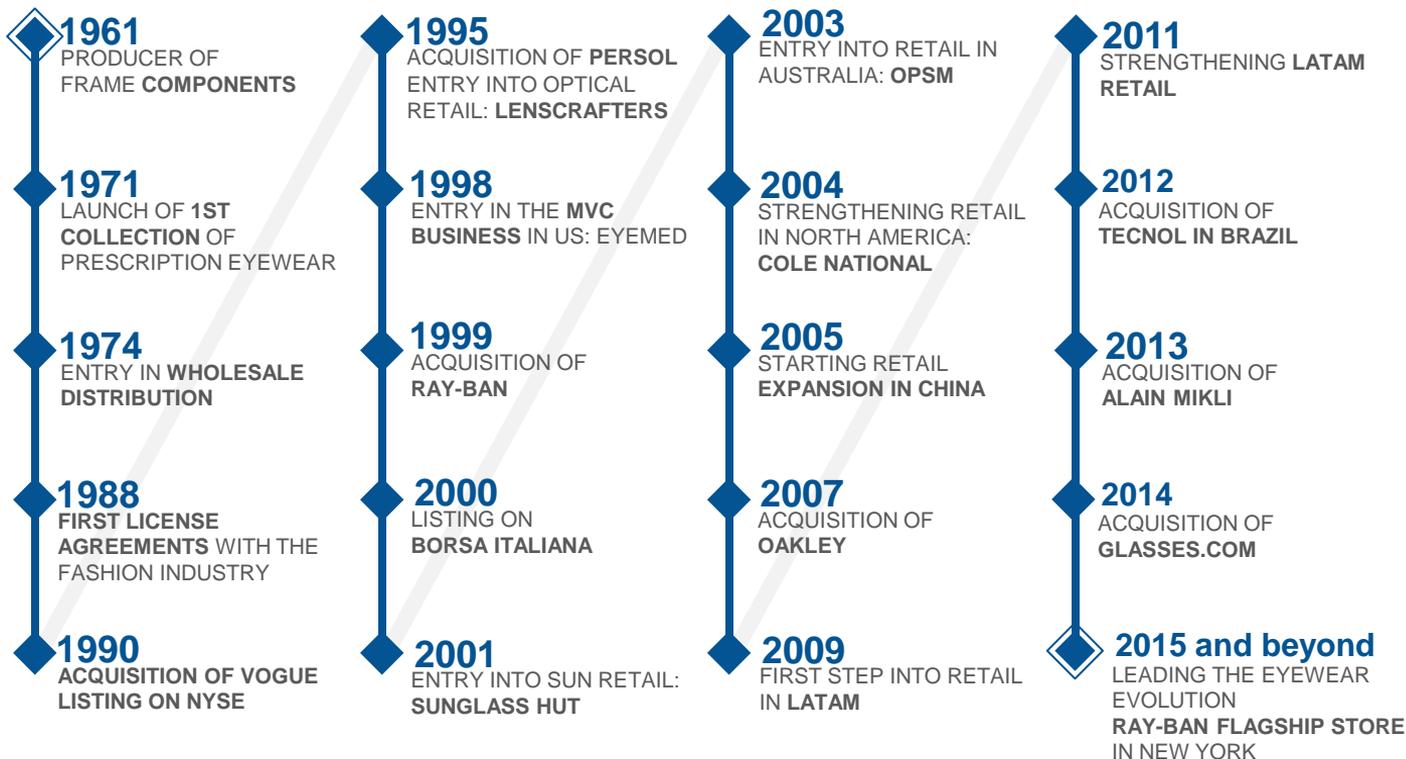


Millions of Euro, reported data

A VERTICALLY INTEGRATED BUSINESS MODEL



OVER 50 YEARS OF CAREFULLY PLANNED GROWTH





BRANDS

A RICH BRAND PORTFOLIO

PROPRIETARY BRANDS

Ray-Ban®

OAKLEY

arnette
SUNGLASSES

alain
mikli

LUXOTTICA*

Persol

Sferoflex

VOGUE
eyewear

OLIVER PEOPLES
OOVVOO

ESS

LICENSED BRANDS

BVLGARI
BOUTIQUE

BURBERRY
London, England

Brooks Brothers

CHANEL

COACH
EST. 1941

DOLCE & GABBANA

DKNY
DONNA KARAN NEW YORK

EMPORIO ARMANI

GIORGIO ARMANI

A|X
ARMANI EXCHANGE

MK
MICHAEL KORS

MIU MIU

Paul Smith
SPECTACLES

POLO
RALPH LAUREN

PRADA

RALPH LAUREN
Genuine

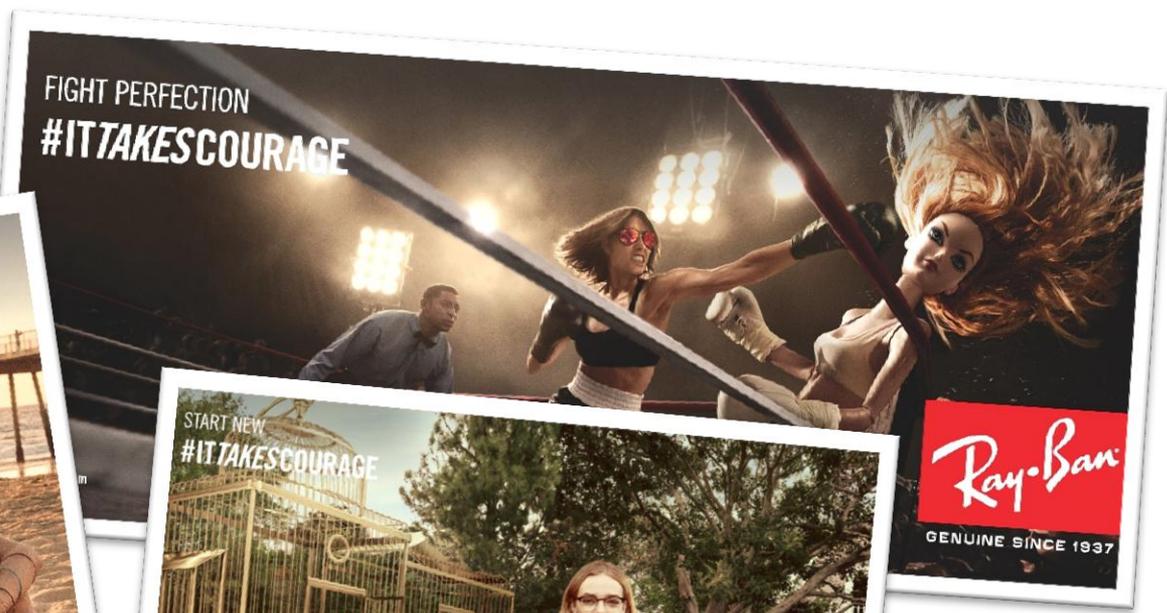
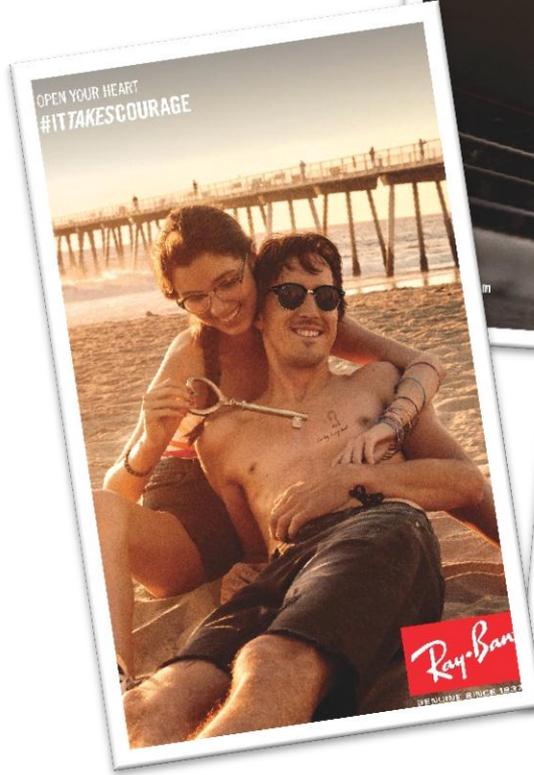
STARCK®
EYES

TIFFANY & Co.

TORNY BURCH

VERSACE

VALENTINO



RAY-BAN

One of the world's best-selling brands

THE AUTHENTIC ICON IN THE EYEWEAR WORLD

Lifestyle, authenticity and freedom of expression are the key values underpinning the philosophy of Ray-Ban, a leader in sun and prescription eyewear for generations.

Debuting in 1937 with the Aviator model created for the American Air Force, Ray-Ban joined Luxottica's brand portfolio in 1999. Ray-Ban is recognized for the quality and authenticity of its eyewear, is worn by celebrities all over the world and is one of the most loved eyewear brands worldwide.



OAKLEY

Global, iconic, unique, authentic

THE SPORT AND PERFORMANCE EYEWEAR BRAND

Established in 1975 and acquired in 2007, Oakley is one of the leading product design and sport performance brands in the world with products that world-class athletes depend on to compete at the highest level possible. The holder of more than 750 patents, Oakley is also known for its lens technologies, including High Definition Optics®.

Oakley extended its position as a sports eyewear brand into apparel and accessories, offering men's and women's product lines that appeal to sports performance, active and lifestyle consumers. The brand's global distribution includes Oakley "O" Stores and outlet Oakley Vault Stores.



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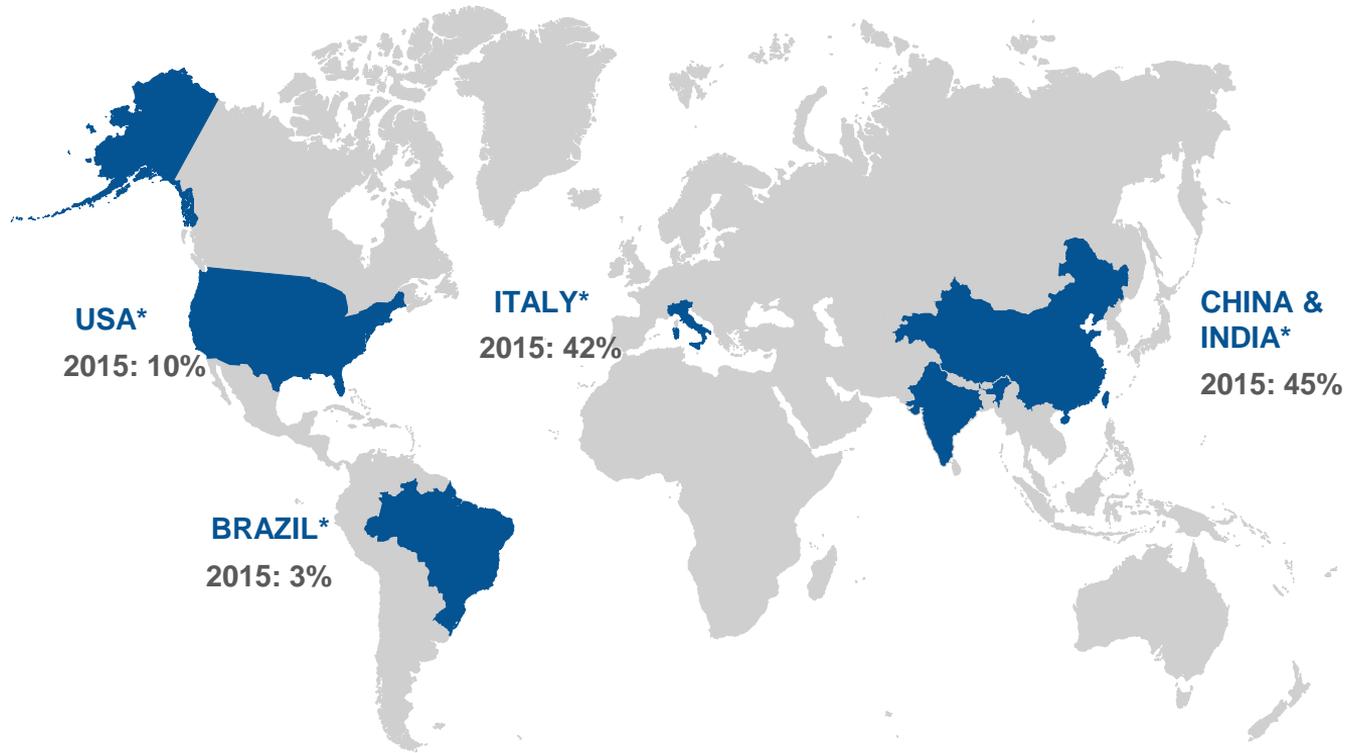




INDUSTRIAL OPERATIONS

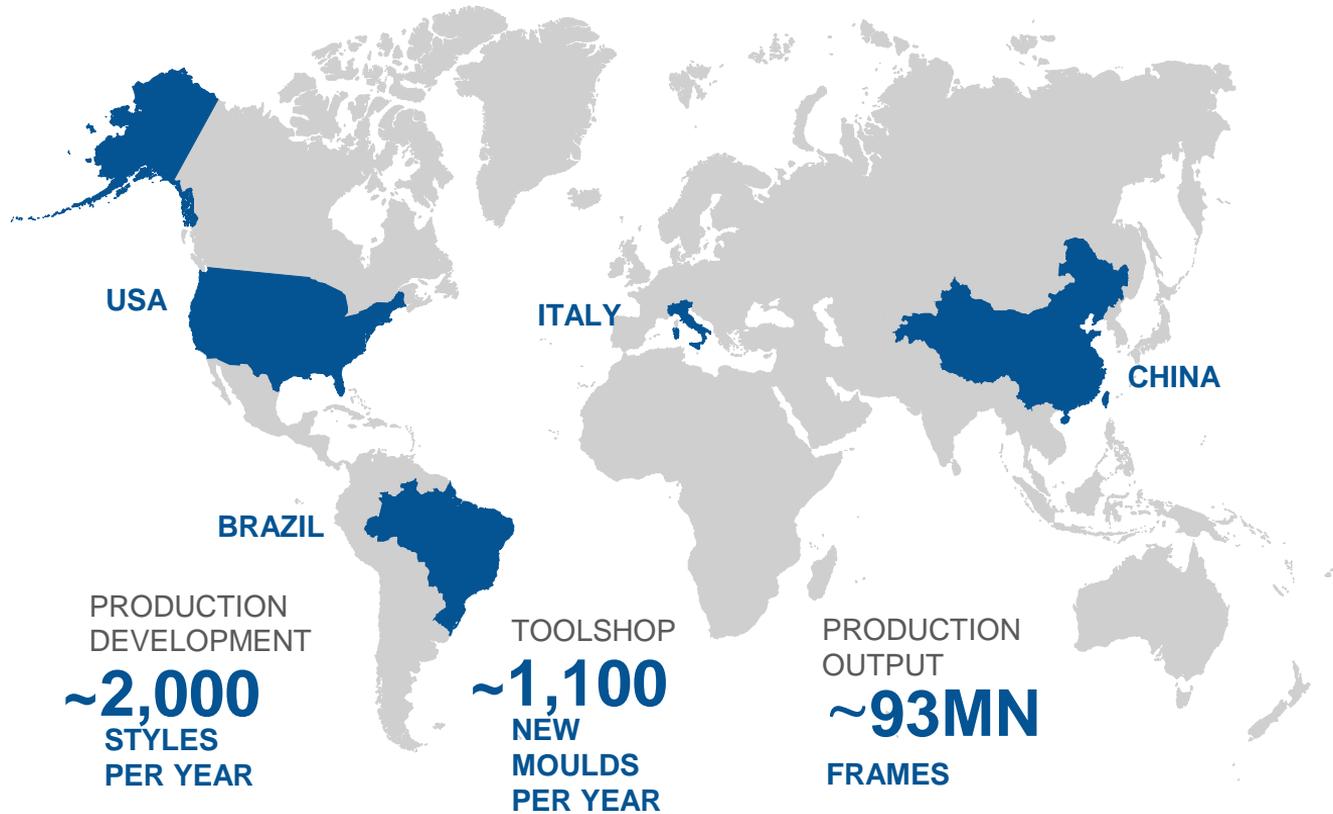
MADE IN LUXOTTICA: THE BACKBONE OF FUTURE GROWTH

A growing and efficient production platform



* Production output

PRODUCT DEVELOPMENT ACROSS FOUR COUNTRIES



CRAFTSMANSHIP AND AUTOMATION

MAN MADE (LAURIANO)



RAY-BAN CUBE

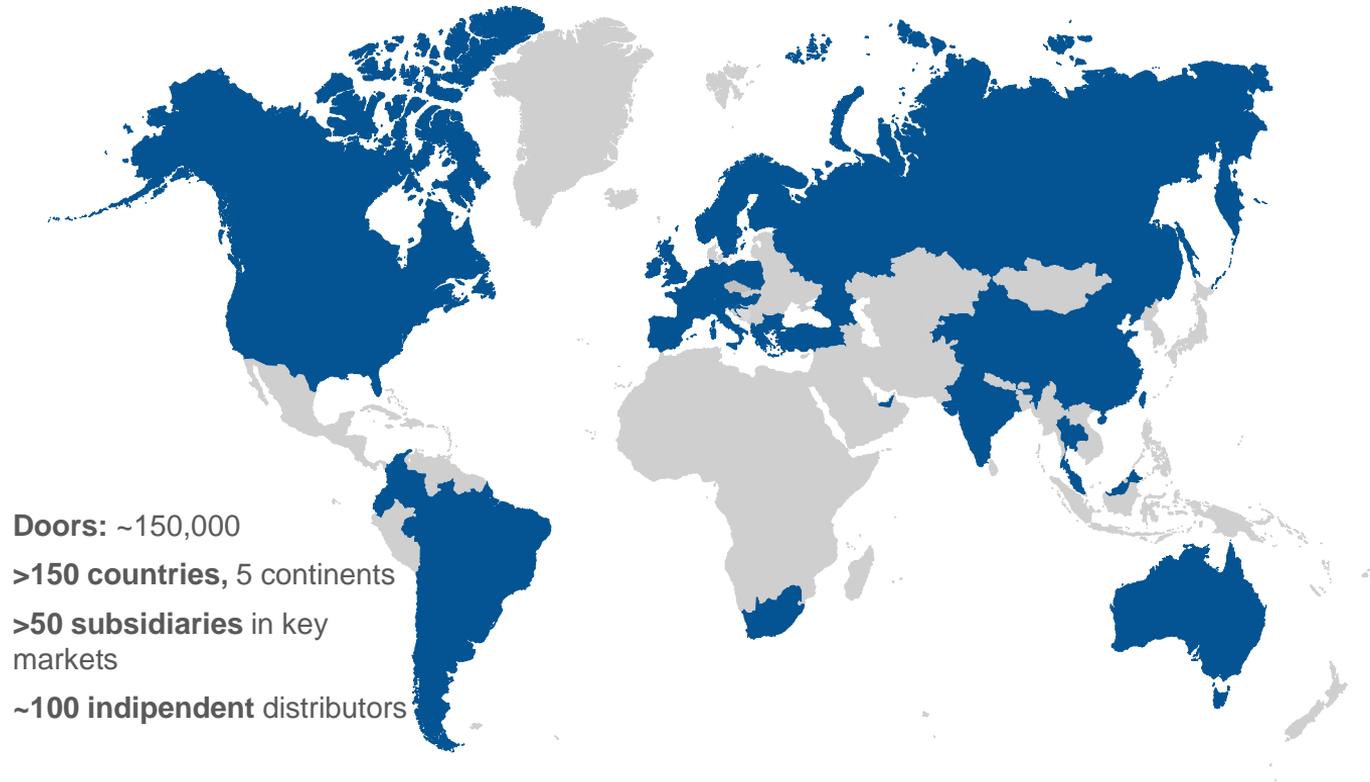




WHOLESALE

WHOLESALE DISTRIBUTION PLATFORM

Global reach





RETAIL

A LEADER IN OPTICAL AND SUN RETAIL

Over 7,200 stores worldwide

NORTH AMERICA ~4,620 stores

LENSCRAFTERS

PEARLE OOVISION



OPTICAL

sunglass hut



OAKLEY

LATAM ~760 stores

GMO

Econópticas

sunglass hut



EMEA ~680 stores

sunglass hut

David Clinton
Opticians



APAC ~1,180 stores

LENSCRAFTERS

OPSM

Laubman & Pank
Optometrists

sunglass hut



A RICH RETAIL PORTFOLIO

OPTICAL

LENSCRAFTERS  

PEARLE   OOVISION

 OPTICAL



OPSM  

Laubman & Pank
Optometrists

David Clulow
opticians



OPTICAL GROUP OF ASPER

GMO  

Econópticas

SUN

 sunglass hut



OPTICAL GROUP OF ASPER

David Clulow
opticians





ONESIGHT

OneSight is a nonprofit leading the global effort to provide permanent access to quality vision care and eyewear in underserved communities worldwide. Since it was founded by Luxottica in 1988, OneSight has engaged thousands of skilled volunteers across the Company to help nine million people in 41 countries.

FY 2015 RESULTS

Vision Care Programs

Last year, OneSight helped 293,486 people in 15 countries across six continents through both charitable programs and sustainable initiatives.

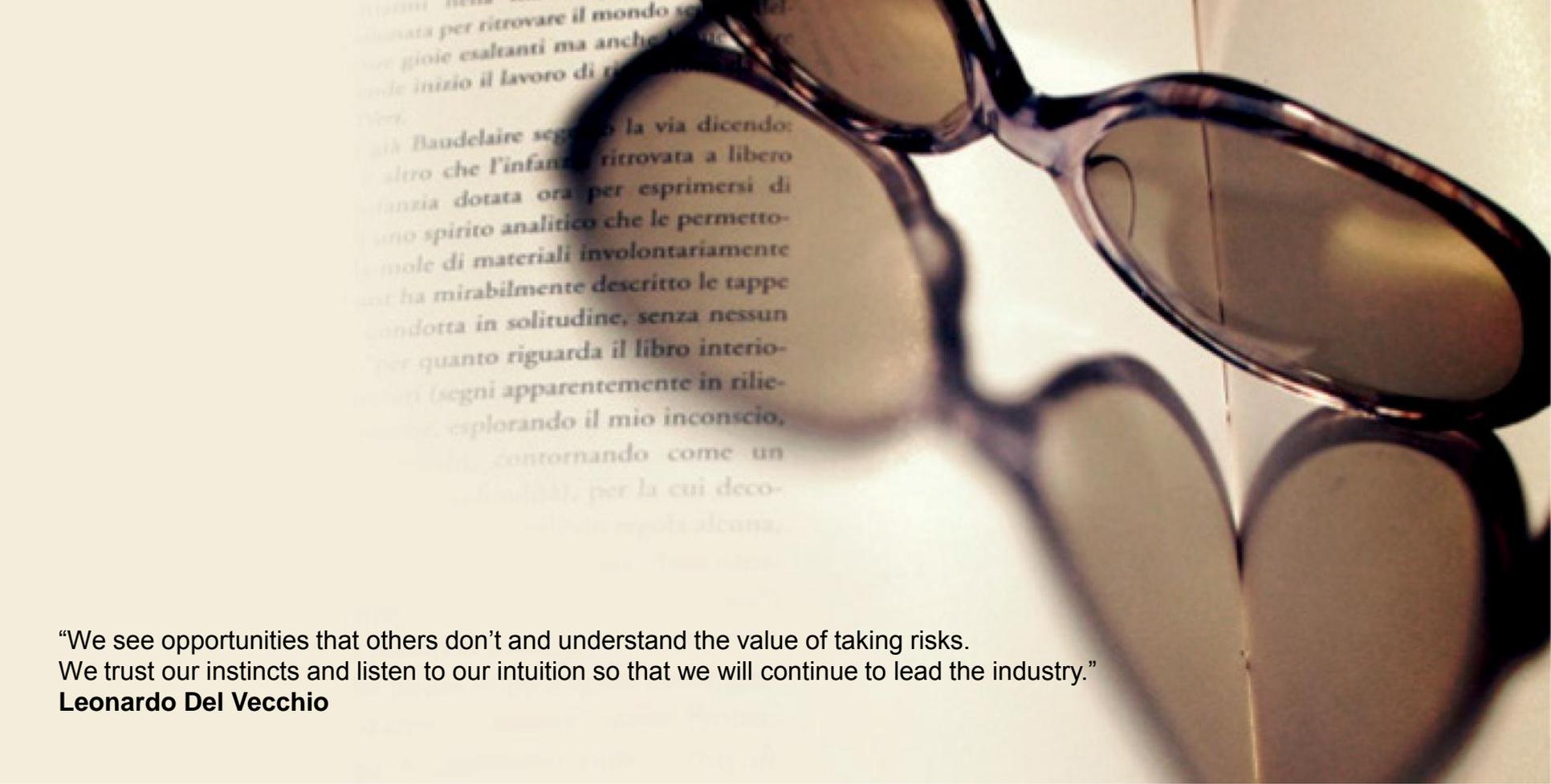
Sustainable initiatives

OneSight and Luxottica have partnered to establish an innovative model to provide permanent and affordable access to vision care. The sustainable initiatives provided access to vision care for two million people last year.

2015 marked the expansion of OneSight's community-based sustainable model to a second country, Rwanda. OneSight opened the first hospital-based vision center in Ruhengeri in July providing access to vision care to 360,000 Rwandans. Five additional vision centers will open in 2016 plus a central manufacturing facility.

In The Gambia, OneSight has opened a total of six permanent Vision Centers, co-located in regional hospitals, as well as a central manufacturing lab in the capital of Banjul. For perspective, this West African nation previously had one optometrist to serve 1.8 million people. By the end of 2015, 1.5 million Gambians had access to vision care and 33,000 Gambians have been served by other Gambians. The six vision centers and central manufacturing facility have created 183 jobs that did not previously exist. In 2016, the final vision center in The Gambia will open, providing access to the entire country.





"We see opportunities that others don't and understand the value of taking risks.
We trust our instincts and listen to our intuition so that we will continue to lead the industry."
Leonardo Del Vecchio

OUR CHARACTERISTICS

OUR CHARACTERISTICS

IMAGINATIVE



We continuously look ahead and think of new ways to serve and inspire our customers and each other.

Innovation, quality and creativity are the foundation of our success and the way we work.

OUR CHARACTERISTICS

PASSIONATE



We love what we do and we care about our people. We do believe our work makes a difference to everyone's lives wherever they are. That's what inspires us to constantly improve ourselves and our work, by engaging the hearts and minds of others.

OUR CHARACTERISTICS

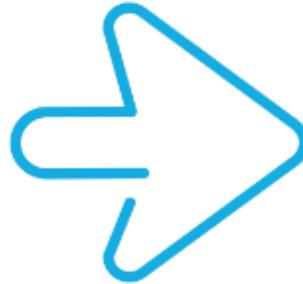
ENTREPRENEURIAL



We are pioneers of change. We see opportunities that others don't and understand the value of taking risks so that we continue to be the innovators of our industry. Respect, accountability and transparency model the way we lead.

OUR CHARACTERISTICS

SIMPLE AND FAST



We see the essence and focus on priorities that matter most. We strive for simplicity and value being straightforward, uncomplicated and accessible so that we can quickly drive change to deliver results and quality.