

IMPROVING LIVES BY IMPROVING SIGHT

It drives everything we do.



COMMITTED TO
**ERADICATING
POOR VISION**
IN **ONE** GENERATION

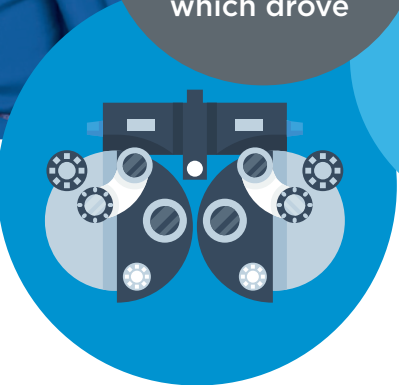
Named to *Forbes* magazine's
**MOST INNOVATIVE
COMPANIES LIST**

**8 YEARS
IN A ROW**



Founding partner of
**Think About
Your Eyes®**,
which drove

**3.4
MILLION**
NEW EYE EXAMS
IN 2017



Recognized
numerous times
as one of the most
**SUSTAINABLE
COMPANIES**
in the world

INVESTING OVER
\$200 MILLION
IN RESEARCH + DEVELOPMENT

3X MORE
than our competitors combined



**OVER
300,000
PAIRS OF GLASSES**

are distributed to children
and families in **need**
every year through the
Essilor Vision Foundation

Launching
the industry's most
**REVOLUTIONARY
PRODUCTS**
like **Varilux® X Series™**,
which has changed the
game in progressive lenses

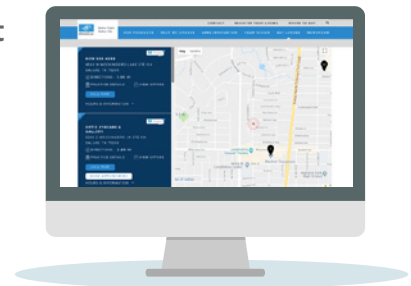


WHY PARTNER WITH ESSILOR?

We have an unwavering commitment to our customers' success.



Marketing efforts will connect **2.8 MILLION CONSUMERS** with independent eyecare practices this year



Offering programs like **ESSILOR EXPERTS™** which drives



\$10-15
SALES PRICE INCREASE¹
PER PATIENT

75
LEADS²
PER PRACTICE PER MONTH



PROVIDING THE BEST LENS SOLUTIONS

4 OUT OF 5
Consumers are very satisfied and prefer **Transitions®** lenses over regular lenses³

2 TO 1
Consumers prefer **Varilux®** progressive lenses over the leading competitor⁴

4 OUT OF 5
Consumers prefer **Crizal®** no-glare lenses over regular lenses⁵

Promotions like the **ULTIMATE OFFER** lead to **2X FASTER SALES PRICE GROWTH** and **3X INCREASE IN SECOND PAIR SALES⁶**



Delivering **QUALITY AND SERVICE**

WE'VE HIRED **500+ NEW LAB EMPLOYEES** THIS YEAR

In 2018 we will

DOUBLE OUR ANNUAL INVESTMENT in surfacing and coating technology



Increase your bottom line with **ECP UNIVERSITY®** THE INDUSTRY'S MOST COMPREHENSIVE STAFF EDUCATION PLATFORM

¹In practices that have completed dashboard install and at least one Quarterly Business Review. ²Per month on average. ³Transitions consumer brand tracking study of 500 participants conducted by Essilor (2016). ⁴Study conducted in 2016 by independent third-party sponsored by Essilor of America, Inc. ⁵Independent eyeglass wearers study of 200 participants conducted by the University of Arkansas in 2016 and sponsored by Essilor of America, Inc. ⁶Among Essilor Expert practices that have sold five or more Ultimate Lens Packages during the month of April 2018 (ELOA and PL data)