ESSILOR : WORLD LEADER IN CORRECTIVE LENSES

5.67 € Bn REVENUE*

495 MILLION LENSES MANUFACTURED**

Products distributed in

+100 COUNTRIES ON 5 CONTINENTS

62 COUNTRIES in which Essilor operates

+300 NEW PRODUCTS marketed in 2014

58,032 EMPLOYEES***
SERVING INDIVIDUAL NEEDS ON A MASS SCALE

1 MILLION+
LENSES DELIVERED DAILY
Processing and guaranteeing traceability of almost 500 million lenses each year.

350,000+
EYE CARE PROFESSIONALS IN
100+
COUNTRIES
Distributing unique lenses through a global network of eye care customers.

1 BILLION
PEOPLE
IN THE WORLD WEARING OUR VISION CARE PRODUCTS

33
PLANTS
Manufacturing of finished and semi-finished lenses, in addition to photochromic and sun lenses.

500+
PRESCRIPTION LABORATORIES AND DISTRIBUTION CENTERS
Custom finishing of each pair of lenses: up to 60 different steps including value-added coating treatments (anti-glare, anti-scratch, anti-UV, etc.)
BUT WE STILL NEED TO SEE CHANGE

SEE

Impaired vision is the most common disability in the world, yet its impact on society is largely unrecognized.

CHANGE

As a world leader and pioneer in the vision care industry, Essilor is creating new pathways to shared value through partnership, inclusive business and strategic giving.
OUR AMBITION: REVERSE THE TREND

Create 50 million new wearers per year by 2020
Scale innovative business models that are non-dilutive & cost-effective

If we don’t act

If we create 50 million new wearers each year
INNOVATING INNOVATION
2013: CREATION OF A UNIQUE 2-TIER GOVERNANCE TO ACCELERATE OUR RESPONSIBLE BUSINESS INITIATIVES

Executive Committee

Chief Corporate Mission Officer

*Reporting directly to the Chairman and CEO*

Board of Directors

Corporate Social Responsibility Committee
A GLOBAL DIVISION TO ADDRESS THE NEEDS OF THE 2.5 BILLION UNCORRECTED AND DRIVE OUR LONG-TERM GROWTH

3 main areas of focus:
- Awareness
- Empowerment
- Outreach

ESSILOR'S SUSTAINABLE DEVELOPMENT

INCLUSIVE BUSINESS
- BoP Innovation Lab
- 2.5 Vision Generation
- New Customer Activation

NONPROFIT ACTIVITIES
- Vision For Life
- ESSILOR Vision Foundation
- Vision Impact Institute
Base of Pyramid Innovation from Singapore

2.2 billion

Not corrected in Asia, Middle-East, Africa

1.640

550

BOP Innovation Process

Evaluation
Scaling
Prototyping
Incubation
Ideation

In millions of people
INVESTIGATE, UNDERSTAND AND CUSTOMIZE SOLUTIONS TO NEEDS OF LOCAL MARKETS

BoP
Innovation Lab

- Cutting-edge products
- Innovative refraction solutions
- New business models / Geographies

2.5 new VISION generation

- Inclusive Business
- Low-cost structure / Scalable
- Customized business solutions
THE EYE MITRA MODEL: CREATING A NEW PROFESSION FOR LAST-MILE CONNECTIVITY

- Recruitment
- 6 weeks intensive training
- Support in setting up micro-business
- Initial handholding and ongoing business development support

447 WORKING EYE MITRA OPTICIANS ACROSS
15 INDIAN STATES
10,000 TRAINED EYE MITRAS EXPECTED BY 2020
SOCIAL IMPACT
THE LARGEST CORPORATE STRATEGIC GIVING PROGRAM TO ACCELERATE CREATION OF SUSTAINABLE VISION CARE FOR ALL

Awareness & Advocacy

Job Creation
(Vision Ambassadors, Friends of Eyes)

Community Outreach
(Volunteering, Equipment)

Capacity-Building
(Vision centers)
MEASURING OUR SOCIAL IMPACT

2015 Wearers Reached (YTD)

2014 Wearers Reached

2.5 NVG New Wearers (in Mil.)