
WEIWEN CHEN

DIRECTOR, BOP INNOVATION LAB

ESSILOR

SEEING THE WORLD BETTER



SEE CHANGE

OUR CONTRIBUTION TO SUSTAINABLE DEVELOPMENT

MAY 20 2015

TII
May 2015



ESSILOR : WORLD LEADER IN CORRECTIVE LENSES



5.67 € Bn
REVENUE*

495

MILLION LENSES
MANUFACTURED**

ESSILOR

SEEING THE WORLD BETTER



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





BUT WE STILL NEED TO SEE CHANGE

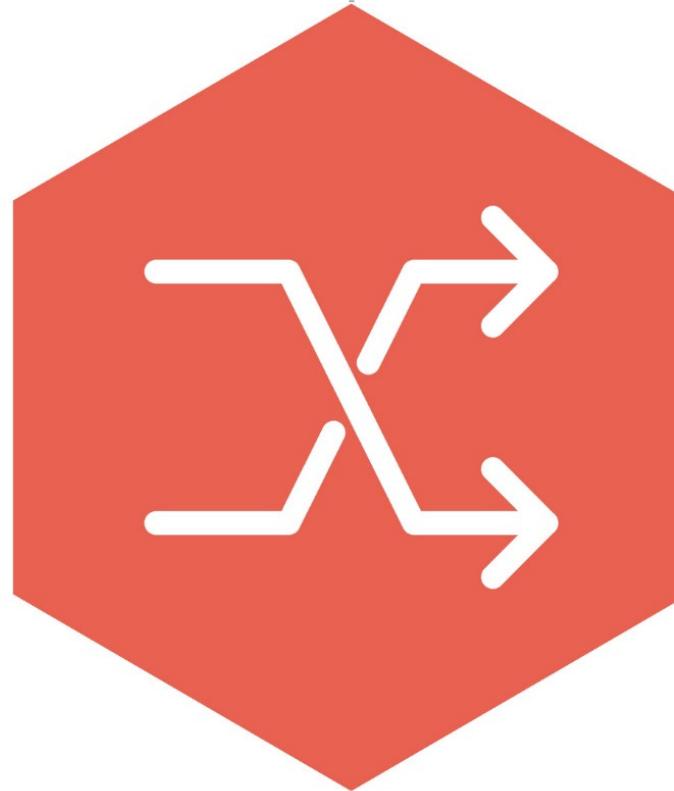
SEE

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.





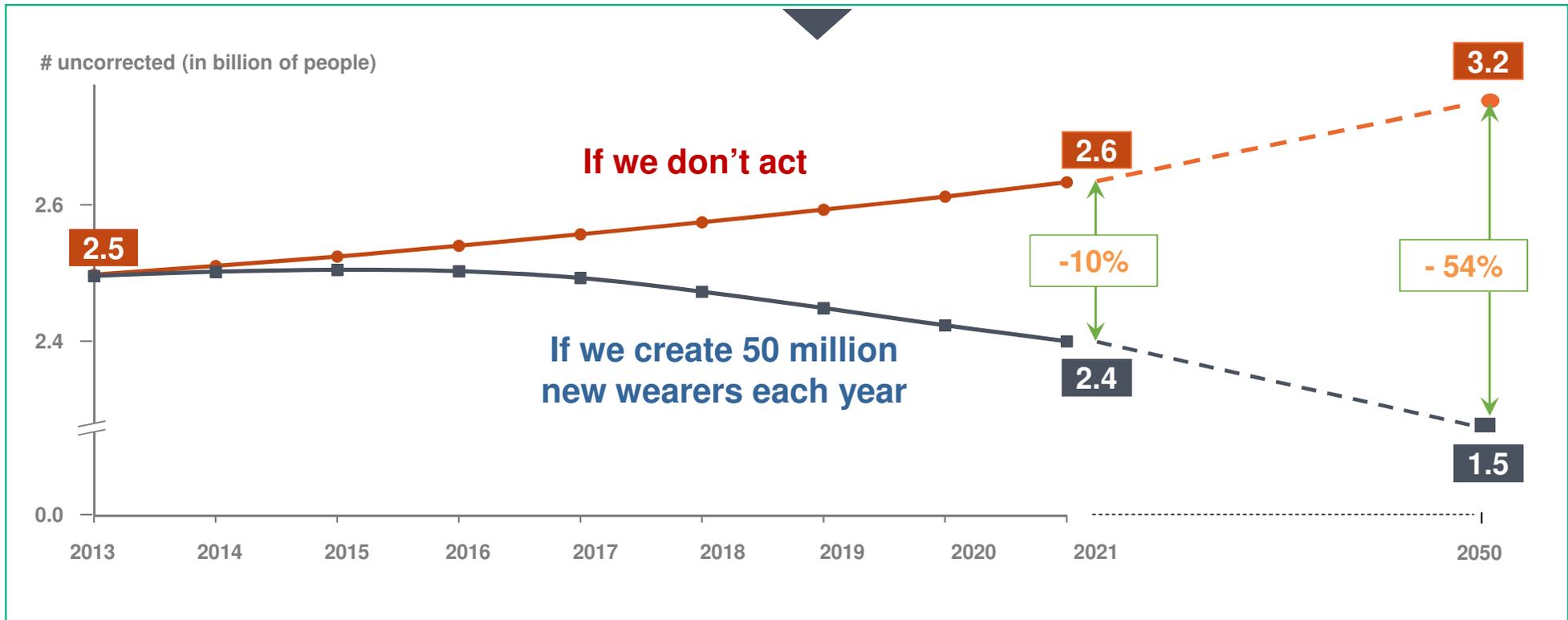
POOR VISION: THE WORLD'S LARGEST HANDICAP





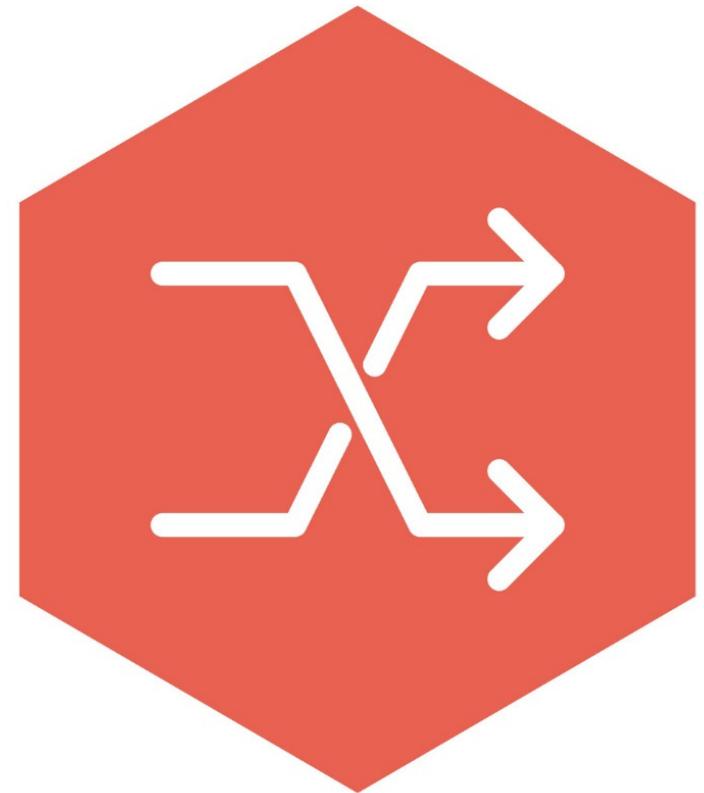
OUR AMBITION: REVERSE THE TREND

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





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

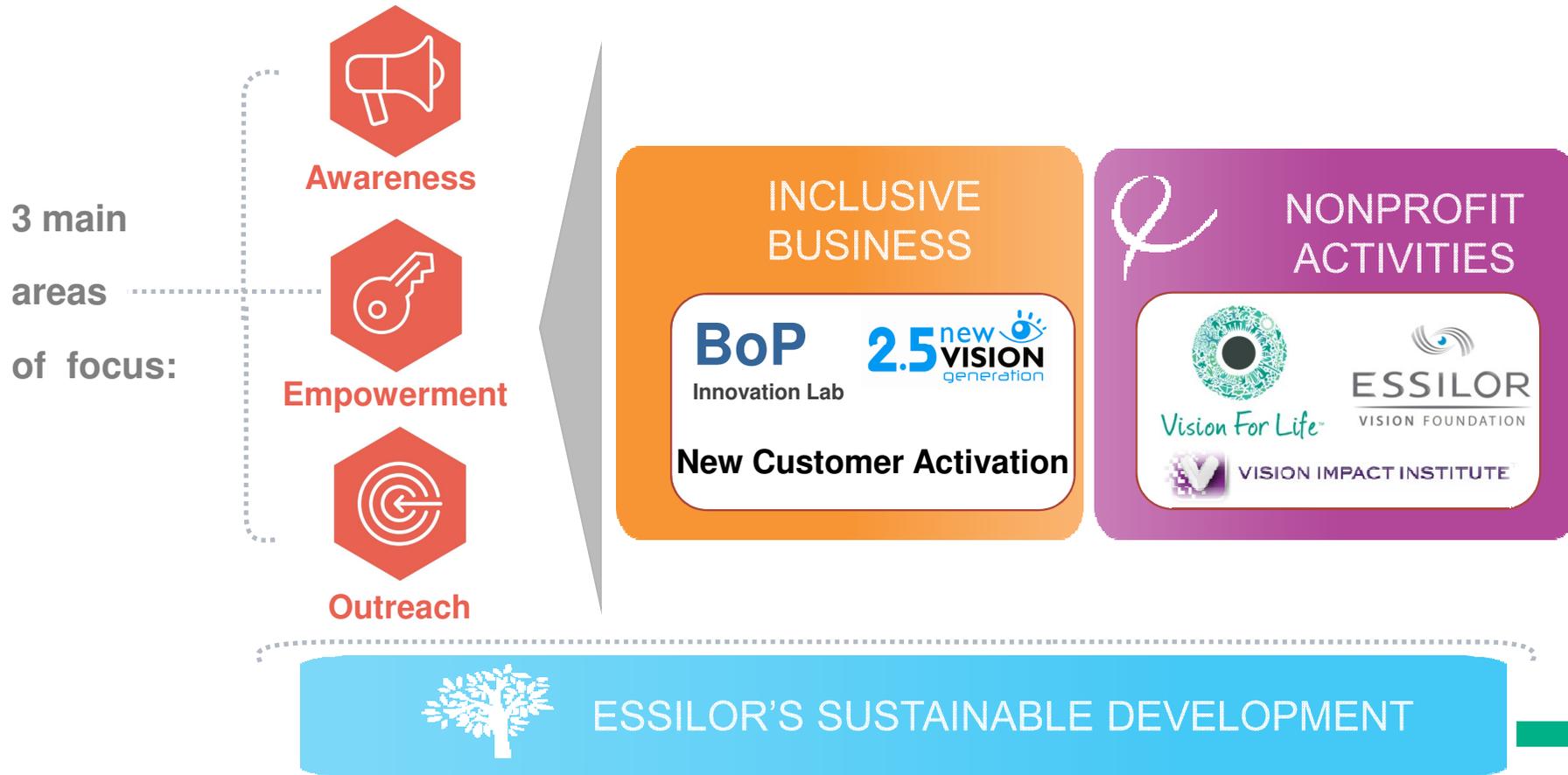
Corporate Social Responsibility Committee



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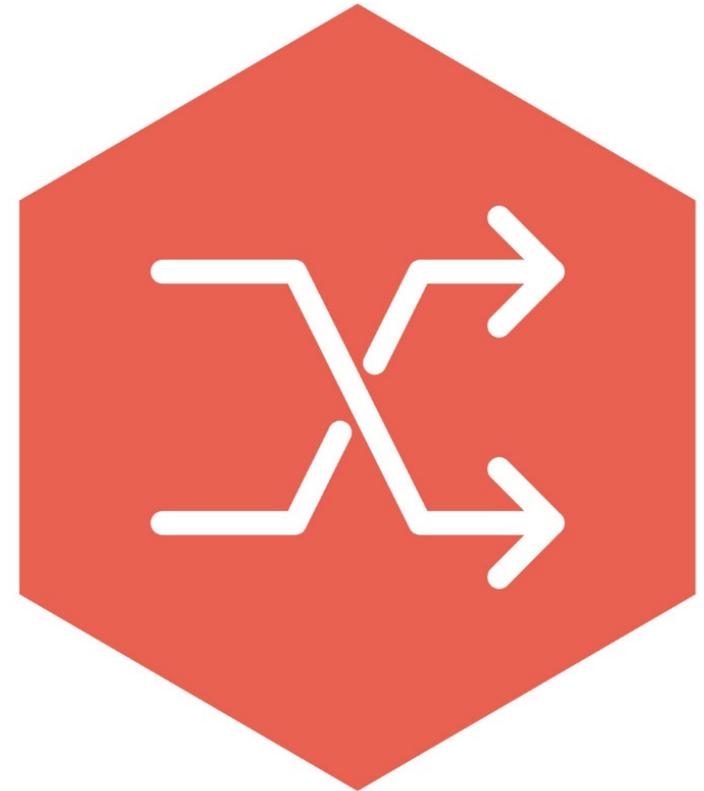


A GLOBAL DIVISION TO ADDRESS THE NEEDS OF THE 2.5 BILLION UNCORRECTED AND DRIVE OUR LONG-TERM GROWTH



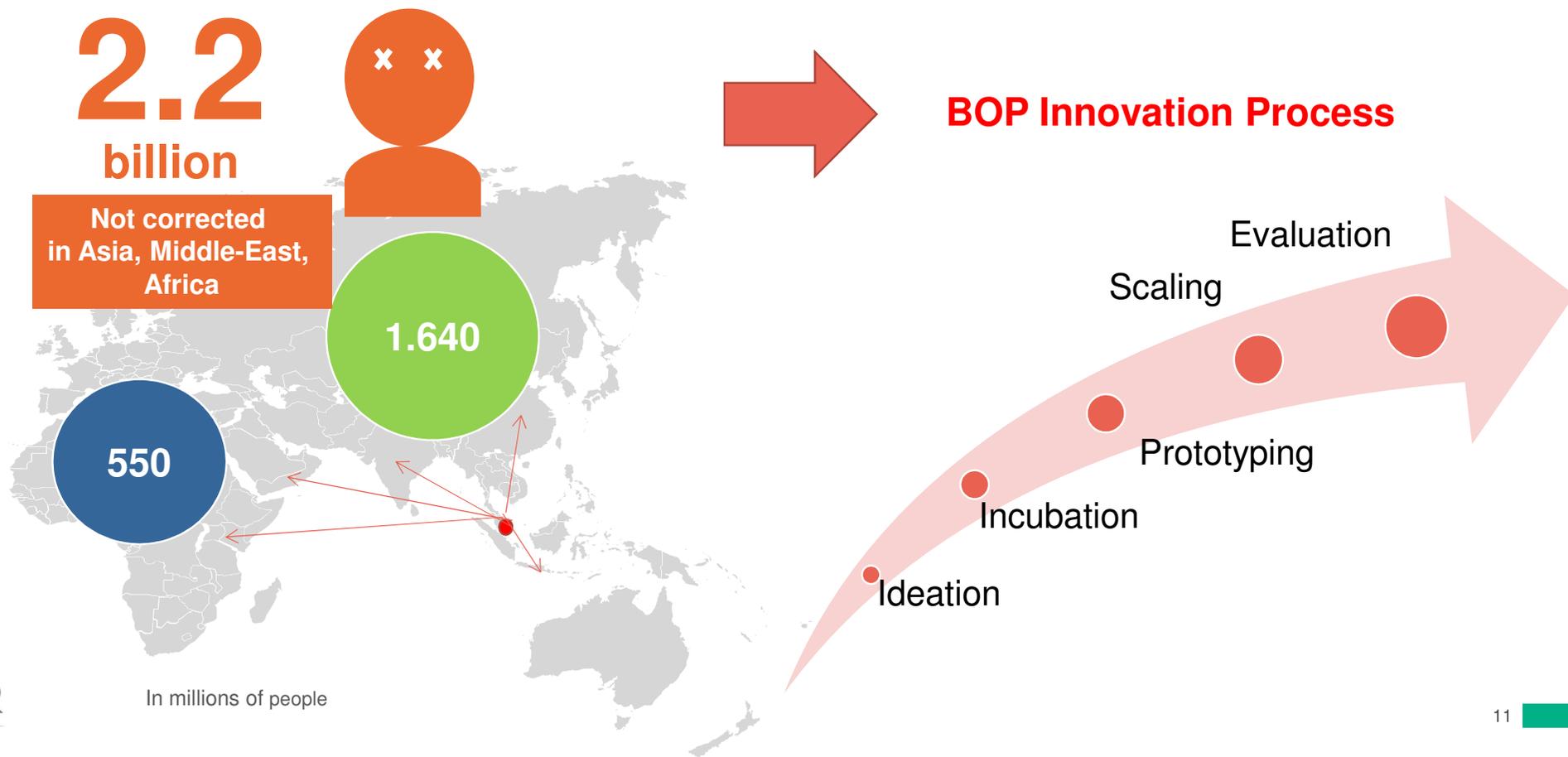


MARKETING INNOVATION





Base of Pyramid Innovation from Singapore





INVESTIGATE, UNDERSTAND AND CUSTOMIZE SOLUTIONS TO NEEDS OF LOCAL MARKETS

BoP

Innovation Lab


Cutting-edge products

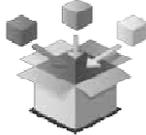

Innovative refraction solutions


New business models / Geographies




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

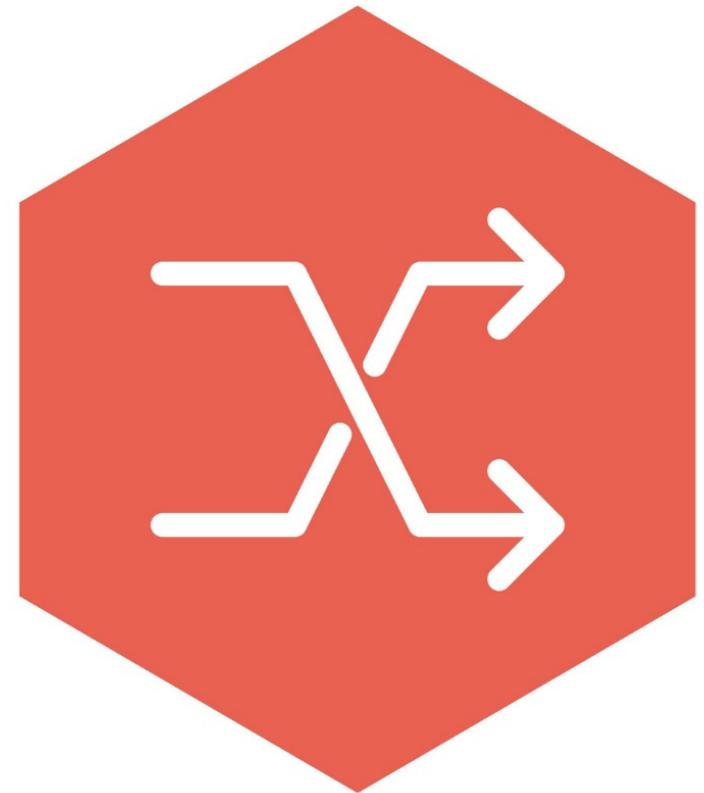
INDIAN STATES

10,000

TRAINED EYE
MITRAS EXPECTED
BY 2020



SOCIAL IMPACT



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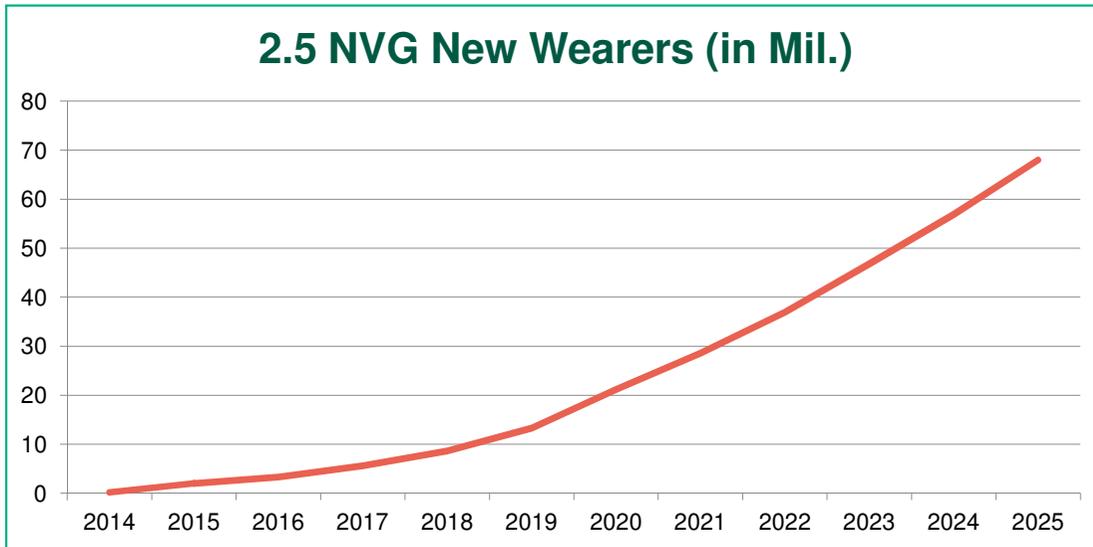
THE LARGEST CORPORATE STRATEGIC GIVING PROGRAM TO ACCELERATE CREATION OF SUSTAINABLE VISION CARE FOR ALL



ESSILOR
SEEING THE WORLD BETTER

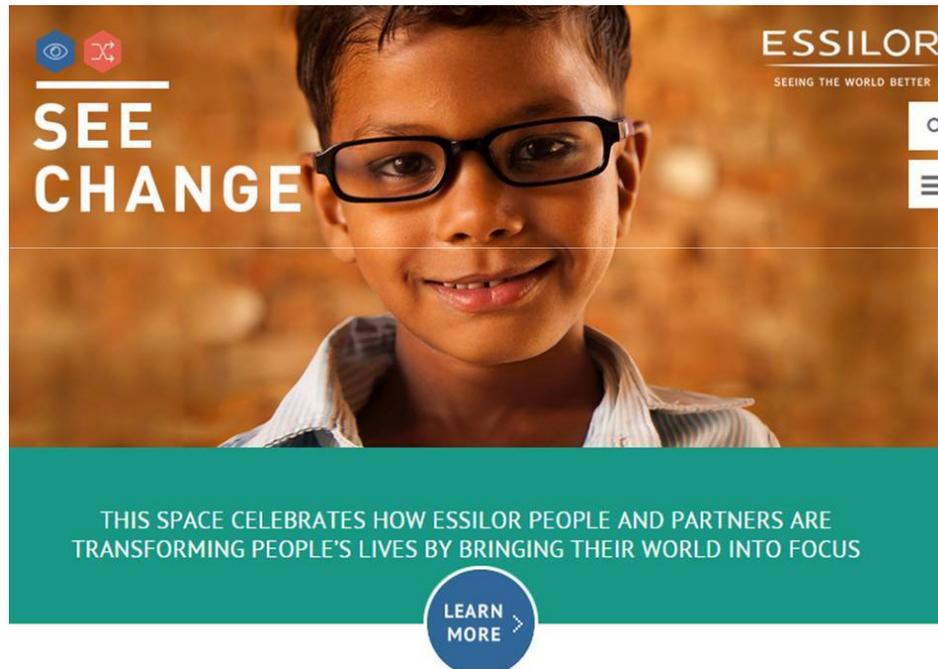


MEASURING OUR SOCIAL IMPACT





COMMUNICATING OUR UNIQUE APPROACH



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THANK YOU !

Two hexagonal icons are centered below the text. The left icon is blue and contains a white outline of an eye. The right icon is red and contains a white outline of a double-headed arrow.