



Wrap-up of the year

#CHINA

Strengthening our position

In 2016, Essilor acquired a 50% stake in Photosynthesis Group, a Hong Kong-based company that sells sunglasses and corrective glasses under several brands including MJS™. The company operates through a network of franchised stores in shopping malls in China and has begun expanding internationally in southeast Asia. This new partnership will help accelerate the development of the Chinese optical industry and strengthen the Group's position in sunwear.



490

prescription labs.

1 billion

people across the world wear
Essilor products every day.

90%

of corrective lenses sold
by the Group are manufactured
in Essilor's sites.

#ESSILOR INSTRUMENTS

A compact lens edger with industrial capacity

World leader in edging and in finishing equipment, Essilor Instruments launched the Pro-E™ 600 edger, a new solution designed to enhance productivity. New innovative procedures in all its cycles and versatility make this edger capable of processing even the most complex jobs with efficiency. Compact, easy to integrate into any lab, the Pro-E™ 600 edger is smart investment for finishing hubs, but also prescription laboratories, hubs or workshops for opticians dealing with large high volumes.



#INSTRUMENTS AND OPTOMETRY

Levers for healthy vision

The instruments business, which develops, manufactures and markets solutions and services for eye care professionals, performed well in 2016. Optometry has a key role to play in supporting our mission: meeting the challenges of eye testing in fast growing countries and screening the visual health of aging populations in mature countries. In a buoyant market, the Instruments activity benefited from sales of refraction solutions to major optical chains in Europe and from the growth of its distribution network including the acquisition of Axis Medical, which will enable the Group to accelerate distribution of refraction and optometry solutions in Canada. With the success of entry-level products like Delta 2™, particularly in fast-growing markets, and mid-range solutions such as Neksia® and Itronics™, the instruments business has achieved good growth in lens finishing, its first business line. Sales of measurement solutions, including the M'eyeFit® Touch tablet, were also very strong.



#UNITED KINGDOM

Training boosts sales

In the United Kingdom, Essilor supports independent opticians with a program of sales training to develop their business and adapt to evolutions in the optical industry. All staff from the practice, particularly optometrists, benefit from this training and new approach that aims to motivate and value the contribution of everyone. It's a win-win for opticians and their customers. Wearers benefit from improved vision and the 250 eye care professionals who have participated in the program have seen sales increase by 30%.

18

acquisitions in 2016.

130

new partnerships across the world over the last five years.

€4.5 Bn

the global online market for optical products.

€325 M

is the global revenue of online sales reached in 2016 by Essilor.