

## News Release

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### **Luxottica joins forces with Medibank to provide optical services to Australian Defence Force, primarily through its OPSM stores**

Luxottica (MTA: LUX; NYSE: LUX), a global leader in eyewear and eyecare, today announced it has successfully secured a contract, valued at AUD 33.5 million, for optical services with the Australian Defence Force (ADF) as an exclusive subcontractor to prime contractor Medibank.

The win is part of a larger multi-million dollar contract awarded by the ADF to Medibank to provide a wide range of medical and allied health services both on and off base. Medibank's contract win was announced by the Federal Minister for Defence Science and Personnel, The Hon Warren Snowdon MP, in Canberra today.

Medibank's Managing Director, George Savvides, said the tender process run by the ADF was rigorous and far reaching and, through Medibank and its sub-contractors - including Luxottica's OPSM, Laubman & Pank and Budget Eyewear brands - will deliver world-class health services to the entire ADF population.

"This contract is an exciting opportunity for all parties involved. It will enable the delivery of quality care across a full range of health services including prevention, treatment and rehabilitation for both physical and mental health. This service would not be possible without the expertise of our subcontractors and we are looking forward to working together to ensure better health outcomes for all ADF personnel." said Mr Savvides.

Luxottica's retail footprint, including its 388 strong OPSM store network, will exclusively offer eye services to more than 80,000 ADF personnel each year. This will include eye tests, frames and lenses, and access to eye health scans using the most-up-to-date next-generation technology following an AUD 20 million investment this year.

Luxottica's Chief Executive Officer of Asia Pacific, Chris Beer, said: "Our agreement to provide optical services to the Australian Defence Force as a sub-contractor to Medibank is exclusive, and is due to our proven track record with the ADF in Western Australia and South Australia, extensive geographical reach, superior high-quality product offering and Australia's largest team of expert optometrists. Our continued drive is to raise the standard of eye care for all Australians and we are proud to be caring for the eyes of Australia's Defence personnel."

From September 1, 2012, Luxottica's off-base optical services will be available to all ADF personnel who will be able to select optical and sunglass frames from a wide range.

Mr Beer said: "While the retail environment remains challenging for many, Luxottica continues to be a market leader and to build a solid platform for long-term growth. We have a very clear vision for the future and we are pleased the ADF contract is a part of it."

**Ends**

### About Luxottica Group S.p.A.

Luxottica Group is a leader in premium, luxury and sports eyewear with approximately 7,100 optical and sun retail stores in North America, Asia-Pacific, China, South Africa, Latin America and Europe, and a strong, well-balanced brand portfolio.

House brands include Ray-Ban, the world's most famous sun eyewear brand, Oakley, Vogue, Persol, Oliver Peoples, Arnette and REVO, while licensed brands include Bvlgari, Burberry, Chanel, Coach, Dolce & Gabbana, Donna Karan, Polo Ralph Lauren, Prada, Tiffany and Versace.

In addition to a global wholesale network involving 130 different countries, the Group manages leading retail chains in major markets, including LensCrafters, Pearle Vision and ILORI in North America, OPSM and Laubman & Pank in Asia-Pacific, LensCrafters in China, GMO in Latin America and Sunglass Hut worldwide.

The Group's products are designed and manufactured at its six manufacturing plants in Italy, two wholly owned plants in the People's Republic of China, one plant in Brazil and one plant in the United States devoted to the production of sports eyewear. In 2011, Luxottica Group posted net sales of more than €6.2 billion. Additional information on the Group is available at [www.luxottica.com](http://www.luxottica.com).

### About Luxottica Asia Pacific

Across Asia Pacific, Luxottica has more than 1,000 retail stores under the brands OPSM, Sunglass Hut, Laubman & Pank, Budget Eyewear, Bright Eyes and Just Specs. The company employs close to 5,000 people across Australia and New Zealand. Additional information is available at [www.luxottica.com.au](http://www.luxottica.com.au).

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