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25th Anniversary
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LUXOTICA[®]

1Q 2013 results

Milan, April 29, 2013

FORWARD LOOKING STATEMENT

Certain statements in this investor presentation may constitute “forward-looking statements” as defined in the Private Securities Litigation Reform Act of 1995. Such statements involve risks, uncertainties and other factors that could cause actual results to differ materially from those which are anticipated. Such risks and uncertainties include, but are not limited to, our ability to manage the effect of the uncertain current global economic conditions on our business, our ability to successfully acquire new businesses and integrate their operations, our ability to predict future economic conditions and changes in consumer preferences, our ability to successfully introduce and market new products, our ability to maintain an efficient distribution network, our ability to achieve and manage growth, our ability to negotiate and maintain favorable license arrangements, the availability of correction alternatives to prescription eyeglasses, fluctuations in exchange rates, changes in local conditions, our ability to protect our proprietary rights, our ability to maintain our relationships with host stores, any failure of our information technology, inventory and other asset risk, credit risk on our accounts, insurance risks, changes in tax laws, as well as other political, economic, legal and technological factors and other risks and uncertainties described in our filings with the US Securities and Exchange Commission. These forward-looking statements are made as of the date hereof, and we do not assume any obligation to update them.

This investor presentation contains measures that were not prepared in accordance with IAS/IFRS. For a reconciliation of non-IAS/IFRS measures used in these materials, see the Company’s press release titled “Luxottica continues solid growth in first quarter of 2013” dated April 29, 2013, available on www.luxottica.com website under the Investors tab.

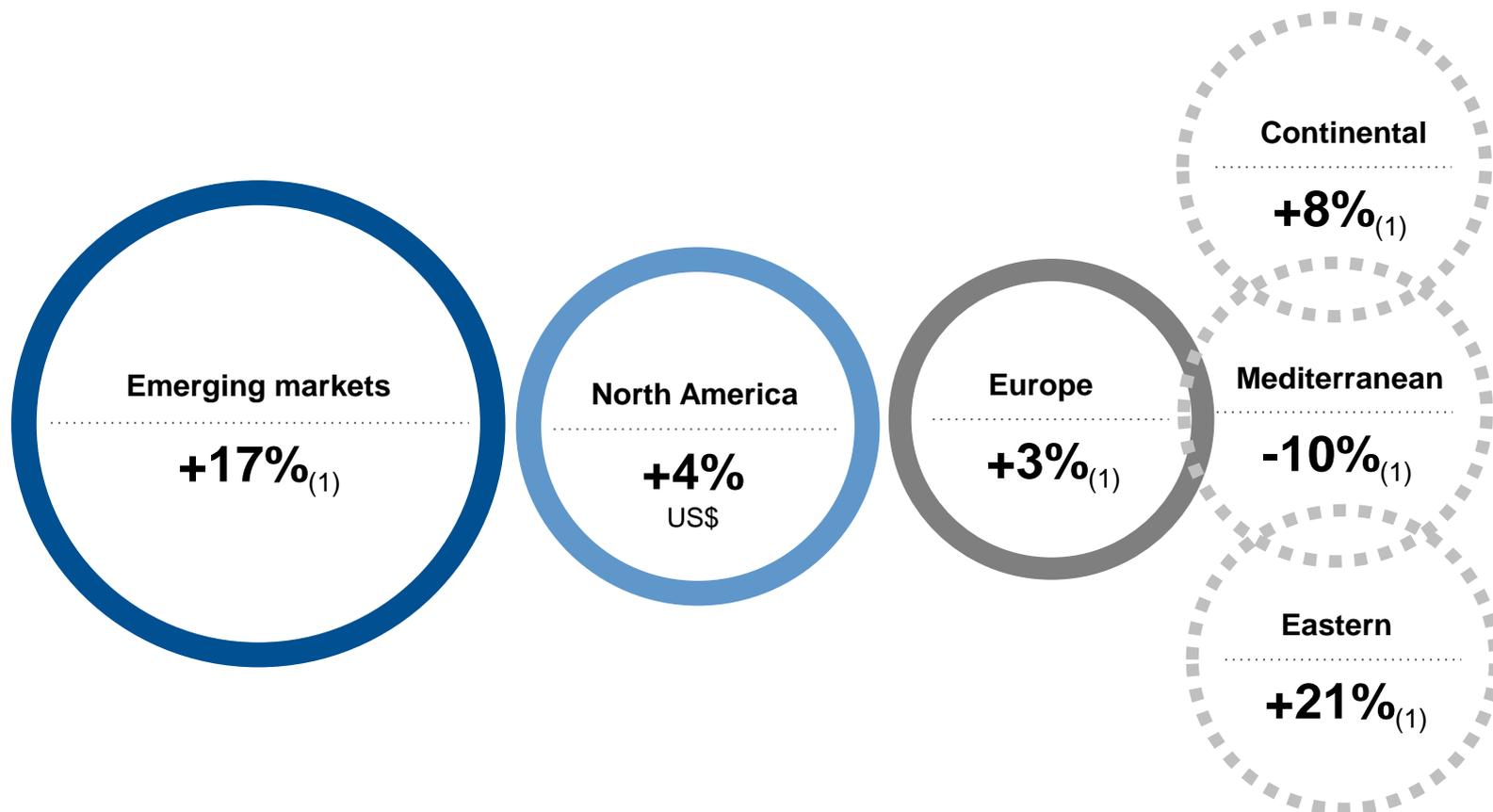
SOLID START TO THE YEAR

- › Group sales up by 5.6% at constant forex₍₁₎
 - Wholesale sales +9.3% at constant forex₍₁₎
 - Solid North America (+9.4% in US\$) and Continental Europe (+9.2%₍₁₎)
 - Challenging Mediterranean Europe (-13%₍₁₎)
 - Very strong emerging markets (+19%₍₁₎)
 - Retail comps₍₂₎ +3.7%
 - Sound trading environment in North America, with the exception of three weeks in February
 - Australia enjoying double-digit comps in both optical and sun
- › Group operating income up by 8%
- › Net debt/EBITDA₍₃₎:1.3x
 - €138 million invested in acquisitions



For additional disclosures regarding information in this presentation, please see "Notes to the presentation" in the Appendix

1Q 2013 GROUP SALES: CONTINUED GROWTH ACROSS GEOGRAPHIES



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1Q 2013 HEALTHY SALES GROWTH

+4.2%

At constant forex₍₁₎

+5.6%

Wholesale at constant forex₍₁₎

+9.3%

Retail comps₍₂₎

+3.7%

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OPERATING INCOME

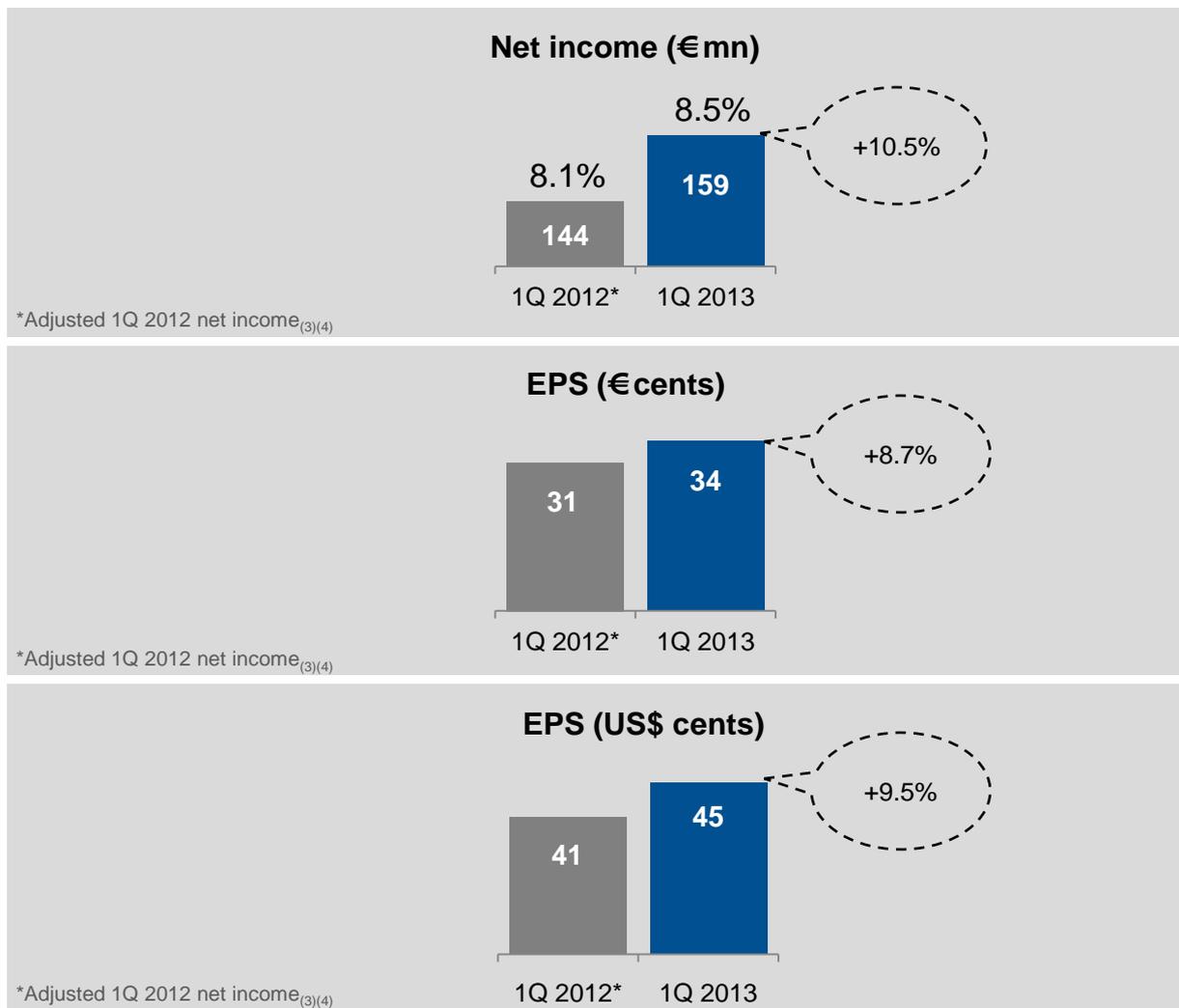
Continued improvement in line with expectations



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NET INCOME

On track to full year target



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DEBT OVERVIEW

Net debt/EBITDA₍₃₎ (@ c.fx₍₁₎) from 1.2x* to 1.3x, after:

- €138 million invested in acquisitions

Net debt₍₃₎ (€mn)

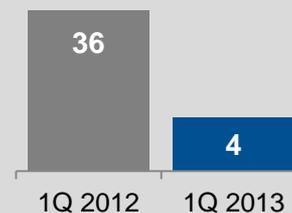


*Adjusted FY 2012 EBITDA₍₄₎

Capex increased from €61 million to €69 million

- YoY timing of royalty payments: approx. €50 million unfavorable effect
- Inventory yet to show its expected recovery

Free cash flow₍₁₎ (€mn)



Δ days

- DSO -2
- DSI +8 (+5 excl. Alain Mikli effect) due to inventory build up for SAP and Armani launch
- DPO +1

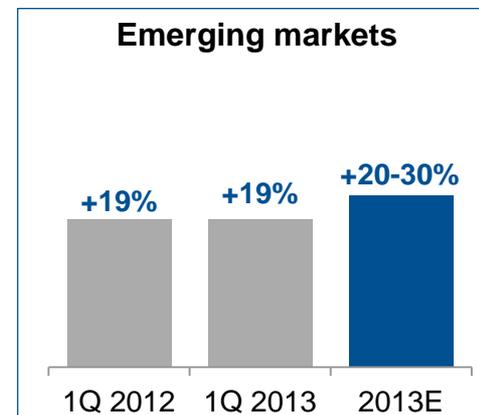
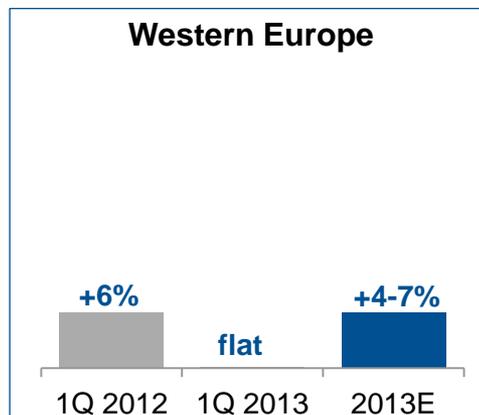
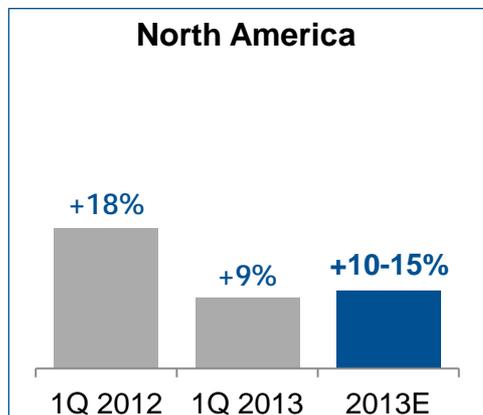
Operating working capital (€mn)



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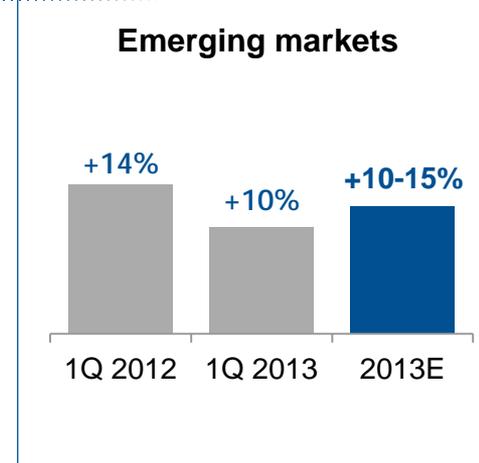
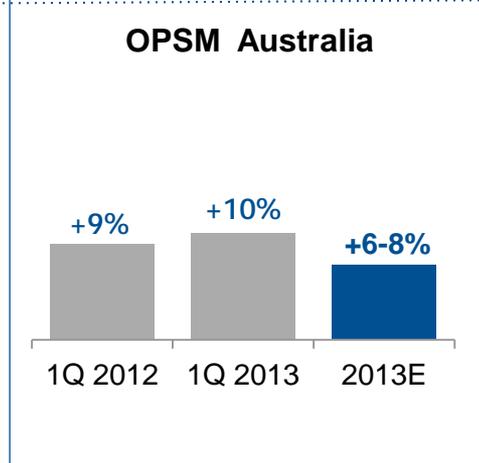
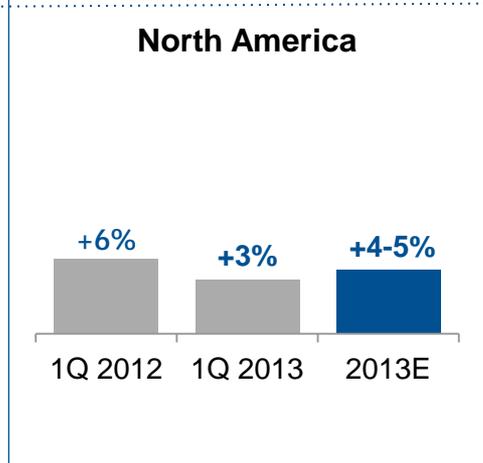
1Q 2013 REVENUE ROADMAP BY GEOGRAPHY

Wholesale⁽¹⁾



2012 includes Tecnol

Retail⁽²⁾



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1Q 2013 NORTH AMERICA

Building solid trading pattern entering into 2Q

- › Another quarter of robust growth on top of +18% last year, wholesale sales +9.4% in US\$
 - Gaining market share
 - Further increase in demand for premium & luxury; Oakley and Ray-Ban continue very positive momentum
- › Solid retail environment despite slower store traffic in February
 - LensCrafters celebrating its 30th anniversary with +3.6% comps₍₂₎, improved performance in March and April
 - Another encouraging start to the year at Sunglass Hut: +5.5% comps₍₂₎ on the back of +10% over the past three years
 - Particularly strong sales over holiday weekends



1Q 2013 EUROPE

Dual speed performance

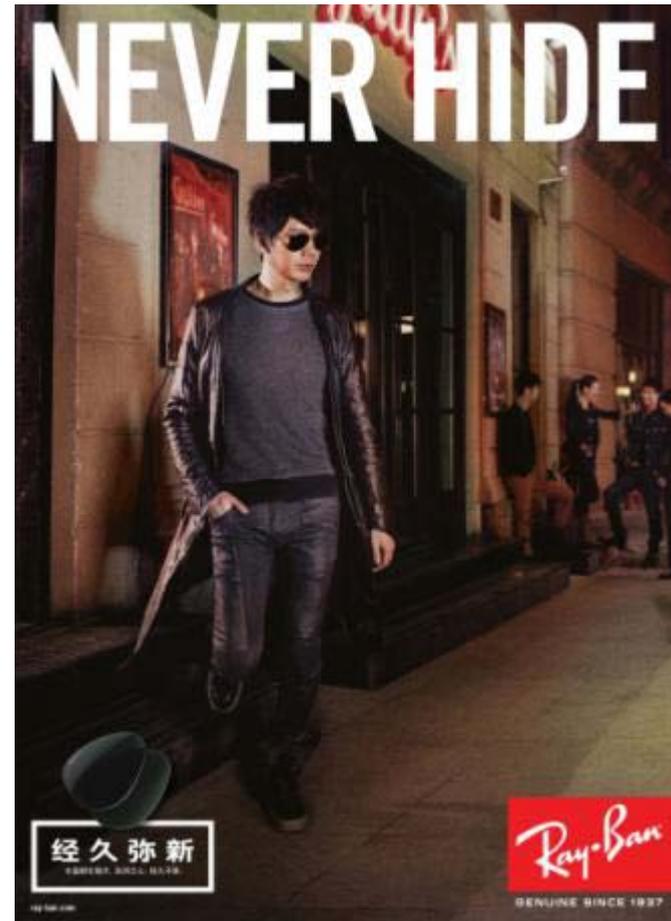
- › Continental Europe +8%₍₁₎
 - Double-digit wholesale sales growth in France, Germany & Nordics and high single-digit growth in UK
 - Continuous success of our prescription frames
- › Mediterranean Europe -10%₍₁₎
 - Challenging environment
 - Resilient sales in Italy; Spain turned out negative but March and April show improvement
 - Greece and Portugal still negative, but Greece improving
- › Eastern Europe, the growth engine, +21%
 - Growth in Russia in high-teens



1Q 2013 EMERGING MARKETS

Another quarter of strong growth for the rising wave

- › The growth enhancers: Brazil (+30%₍₁₎), Turkey (+25%₍₁₎) and China (+20%₍₁₎)
 - Reaping the benefit of Tecnol integration
 - Strong sales from Vogue Brazilian collection
 - Boosting local collection for Ray-Ban, in stores starting in June
- › Optical retail building momentum
 - LensCrafters: solid performance in China
- › Sunglass Hut experiencing exceptional performance in Brazil and South Africa
 - Added approx. 60 stores in Latin America



RELENTLESS OPTICAL EXPANSION

Fueling resilient growth

- › Confirming double-digit pace
 - Europe and emerging markets leading the way
 - China, India, Southeast Asia and Brazil fueled by locally designed collections
- › All brands supported by growing investments in advertising and dedicated PR efforts
 - Ray-Ban, the most renowned optical brand
 - Oakley, further building the optical category
 - Prada Journal, the new optical capsule collection
- › Atelier, the edgy side of prescription
 - Boosting the “arts&crafts” in eyewear

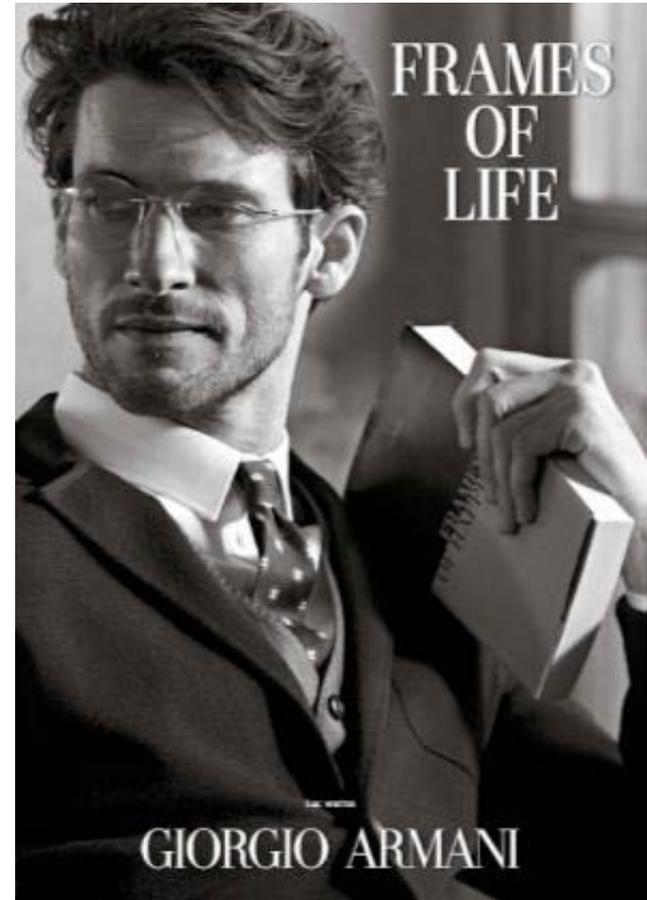


DOLCE & GABBANA

ARMANI LAUNCH

Strong orders for the new collections

- › Giorgio Armani global launch, a reality
 - Rich collection architecture: 4 segments, 37 styles
 - Classic style and timeless elegance, artisan craftsmanship and sophisticated details
 - Reached 3,000 premium wholesale locations in March: remarkable reception of first capsule collection
- › Emporio Armani just arrived in stores
 - 35 styles mixing innovative materials and contrasting colors
- › A/X roll-out on the way: exclusive for North America



On track to post strong sales

GETTING READY FOR PEAK SUN SEASON

- › Wholesale trending well, Armani on top
 - Managing nervousness in Mediterranean Europe, expecting softness throughout the year in Iberia
 - North America, strong momentum continues, solid performance ahead
 - Emerging markets, sparkling performance
- › Retail building momentum
 - Surfing the sun season @ Sunglass Hut with “Find Your Cool” campaign and more consumers engaging in store activities
 - Planned store openings to benefit from all-year sun-seeking tourists



Strong momentum across the board



OneSight is a public nonprofit organization providing sustainable access to quality vision care and eyewear in underserved communities worldwide. Since 1988, OneSight has engaged thousands of skilled volunteers across Luxottica and other industry partners to hand-deliver the gift of sight to 8.4 million people in 40 countries.

1Q 2013 RESULTS

Vision care programs

OneSight helped 25,793 people through 15 vision clinics and community outreach programs in Thailand, India, Mexico, Australia and North America.

Research foundation

OneSight awarded \$150,000 to support two studies on diabetic retinopathy.

Sustainable development initiatives

OneSight engaged a volunteer team of 30 specialists in optometry, operations, product, marketing, training and manufacturing to prepare for the April 2013 launch of a new community-based program to provide sustainable access to affordable, quality vision care in The Gambia where they have 1 optometrist to serve 1.8 million people. The goal is to pilot, refine and replicate this model in The Gambia and throughout Africa, India and beyond.



54-year-old Vised Buntone could not afford an eye exam. He purchased a pair of readers from the local market, but they did little to help. He told OneSight volunteers he would often stay indoors because he could not see. Doctors discovered that Vised was extremely nearsighted and they were able to give him glasses that corrected his vision.

Vised told volunteers he now looked forward to seeing his grandchildren and being outdoors saying, "When I can see the light, it makes me feel refreshed."

- 2013 Thailand OneSight Vision Clinic



BURBERRY
ESTABLISHED 1856

APPENDIX

NOTES ON THE PRESENTATION

- › ¹ Figures at constant exchange rates are calculated using the average exchange rates in effect during the corresponding period of the previous year. Please refer to the “Major currencies” table in the press release titled “Luxottica continues solid growth in first quarter of 2013” dated April 29, 2013 available at www.luxottica.com website under the Investors tab.
- › ² Comparable store sales reflect the change in sales from one period to another that, for comparison purposes, includes in the calculation only stores open in the more recent period that also were open during the comparable prior period, and applies to both periods the average exchange rate for the prior period and the same geographic area. Commencing 2Q12, retail comparable store sales exclude Pearle Vision results which are separately reported. See “retail comparable store sales” included in this appendix.
- › ³ Net debt/EBITDA, net debt/adjusted EBITDA, net debt, EBITDA, adjusted EBITDA, adjusted operating income, adjusted operating margin, adjusted net income, adjusted earnings per share and free cash flow are not measures in accordance with IAS/IFRS. For additional disclosure see the press release titled “Luxottica continues solid growth in first quarter of 2013” dated April 29, 2013 available at www.luxottica.com website under the Investors tab.
- › ⁴ Excluding non recurring items
- › ⁵ Equals interest income minus interest expenses
- › ⁶ Equals extraordinary income minus extraordinary expenses
- › ⁷ Net debt figures are calculated using the average exchange rates used to calculate EBITDA figures

SALES BREAKDOWN

RETAIL COMPARABLE STORE SALES₍₂₎ FOR 1Q 2013

Optical North America

- LensCrafters +3.6%
- Licensed Brands -6.3%

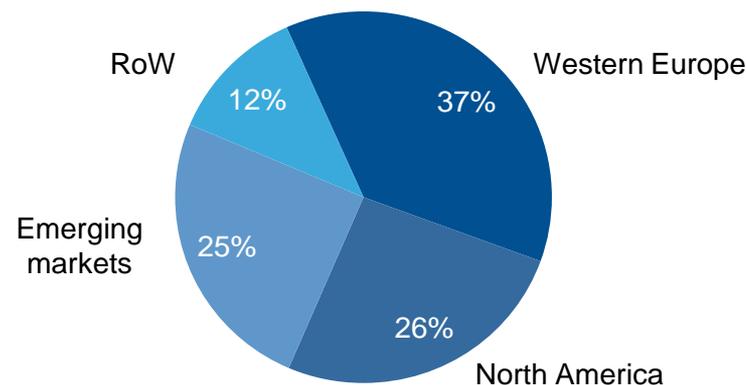
Optical Australia/New Zealand +8.1%

Sunglass Hut worldwide +6.6%

Group retail +3.7%

WHOLESALE SALES BREAKDOWN FOR 1Q 2013

Wholesale sales: +9.3%₍₁₎
 (Sales breakdown by region, 1Q 2013)₍₁₎



YoY changes by region, 1Q 2013₍₁₎

Western Europe	+0%
North America	+9%
Emerging markets	+19%
RoW	+25%

1Q 2013 DEBT OVERVIEW

	1Q 2012*	1Q 2013
EBITDA₍₃₎	343	365
Δ working capital	(201)	(254)
Capex	(61)	(69)
Operating cash flow	81	42
Financial charges ₍₅₎	(32)	(24)
Taxes paid	(13)	(14)
Extraordinary charges ₍₆₎	0	0
Free cash flow₍₃₎	36	4

	Dec. 31, 2012*	March 31, 2013	Δ
Net US\$ debt ₍₃₎	(814)	(845)	(31)
Net € debt ₍₃₎	(1,045)	(1,156)	(111)
Translation adj.			(20)
€ 1 = US\$	1.3194	1.2805	
Net debt (€)	(1,662)	(1,816)	(154)
Net debt/EBITDA₍₃₎	1.2x	1.3x	
Net debt/EBITDA excluding exchange rate effect₍₃₎₍₇₎	1.2x	1.3x	

* Adjusted 1Q 2012 and FY 2012 EBITDA₍₄₎.

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