



Essilor steps up its international development with ten new partnerships

Charenton-le-Pont, France (January 22, 2010 – 6:30 a.m.) – Essilor International has signed ten acquisition or partnership agreements in its five global operating regions since October 2009. These companies generate combined annual revenue of around €35 million.

→ Two transactions in Europe to strengthen the multi-network strategy

In France, Novisia, an Essilor subsidiary and the exclusive distributor of Nikon lenses in continental Europe, has acquired a majority stake in **Mont-Royal**, a lens distributor with a prescription laboratory in Goetzenbruck, in the Lorraine region, and annual revenue of around €10 million. The acquisition will strengthen Mont-Royal's market presence while helping to speed Novisia's development in France.

In the UK, the Company has acquired a 95% equity interest in **Horizon**, a laboratory located in Bedfordshire, north of London, with annual revenue of €3.4 million.

→ Three transactions in North America to broaden the geographical coverage of the prescription laboratory network

In the United States, Essilor has increased its market share by acquiring a majority or all the interest in three prescription laboratories: **Ultimate Optical** in Florida, with \$6.3 million in annual revenue, **Optical Dimensions** in Michigan, with \$3.7 million in annual revenue, and **Truckee Meadows Optical** in Nevada, with \$3 million in annual revenue.

→ A third transaction in Latin America

Following its equity investments in the Unilab and Technopark prescription laboratories, the Company has acquired a 51% stake in **GBO**, a major distributor of finished and semi-finished lenses in Sao Paolo with 2009 revenue of approximately €3 million.

→ **Two transactions in China and India to strengthen Essilor's local market presence**

Essilor is expanding its coverage of the Chinese market with the acquisition of an ophthalmic lens manufacturer, **Danyang ILT Optics Co. Ltd.** The company generates revenue of nearly €7 million in the domestic and export markets.

In India, Essilor has acquired **Lens and Spects** (€0.45 million in revenue), which comprises a distributor and two prescription laboratories operating in four cities in western India.

→ **Two transactions in the Middle East and Africa to drive growth in new regions**

Following its acquisition of an equity interest in Dubai-based Amico, Essilor is pursuing its development in the Middle East. Essilor Amico Middle East FZCo has acquired a majority stake in **Ghanada Optical Co. LLC** (€1.7 million in revenue), a prescription laboratory located in Abu Dhabi that serves the United Arab Emirates and the Gulf Cooperation Council.

Essilor is strengthening its positions in South Africa with the acquisition of **Vision Optics** (€0.7 million in revenue), a prescription laboratory based in Durban.

Essilor International is the world leader in ophthalmic optical products, offering a wide range of lenses under the flagship Varilux[®], Crizal[®], Essilor[®], Definity[®] and Xperio[™] brands to correct myopia, hyperopia, astigmatism and presbyopia. Essilor operates worldwide through a broad network of mass-production facilities, lens finishing laboratories and distribution centers.

The Essilor share trades on the NYSE Euronext Paris market and is included in the CAC 40 index.

Codes and symbols: ISIN: FR FR0000121667; Reuters: ESSI.PA; Bloomberg: EI:FP.

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