



# Edgar Filing: LUXOTTICA GROUP SPA - Form 6-K

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Corporate Management

**Board of Directors**

*In office until the approval of the financial statements as of and for the year ending December 31, 2017*

<b>Chairman</b>	Leonardo Del Vecchio
<b>Deputy Chairman</b>	Luigi Francavilla
<b>CEO Markets</b>	Adil Mehboob-Khan
<b>CEO Product and Operations</b>	Massimo Vian
<b>Directors</b>	Marina Brogi* (Lead independent Director)
	Luigi Feola*
	Elisabetta Magistretti*
	Mario Notari
	Karl Heinz Salzburger*
	Maria Pierdicchi*
	Luciano Santel*
	Cristina Scocchia*
	Sandro Veronesi*
	Andrea Zappia*

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Independent director

<b>Human Resources Committee</b>	Andrea Zappia (President)
	Marina Brogi
	Mario Notari

<b>Internal Control Committee</b>	Elisabetta Magistretti (Chairperson)
	Luciano Santel
	Cristina Scocchia

**Board of Statutory Auditors**

*In office until the approval of the financial statements as of and for the year ending December 31, 2017*

<b>Regular Auditors</b>	Francesco Vella (Chairman)
	Alberto Giussani
	Barbara Tadolini

<b>Alternate Auditors</b>	Maria Venturini
	Roberto Miccù

<b>Officer Responsible for Preparing the Company's Financial Reports</b>	Stefano Grassi
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<b>Auditing Firm</b>	<b>PricewaterhouseCoopers SpA</b>
<i>Until approval of the financial statements as of and for the year ending December 31, 2020</i>	

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**Luxottica Group S.p.A.**

Headquarters and registered office • Piazzale Luigi Cadorna, 3, 20123 Milan, Italy

**Capital Stock € 29,007,115.98**

authorized and issued

ITEM 1. MANAGEMENT REPORT ON THE INTERIM  
FINANCIAL RESULTS AS OF SEPTEMBER 30, 2015  
(UNAUDITED)

The following should be read in connection with the disclosure contained in the consolidated financial statements as of December 31, 2014, which includes a discussion of risks and uncertainties that can influence the Group's operational results or financial position. During the first nine months of 2015, there were no changes to risks that were reported as of December 31, 2014.

**1. OPERATING PERFORMANCE FOR THE NINE-MONTH PERIOD ENDED SEPTEMBER 30, 2015**

The Group's growth in the first nine months of 2015 was significantly impacted by the strengthening of certain currencies in which it operates. At constant exchange rates<sup>(1)</sup>, the Group confirmed solid growth in the primary markets in which it conducts business.

Net sales increased from Euro 5,785.3 million in the first nine months of 2014 to Euro 6,821.7 million in the first nine months of 2015 (+17.9 percent at current exchange rates and +5.0 percent at constant exchange rates<sup>(1)</sup>). Adjusted net sales<sup>(2)</sup> increased to Euro 6,951.7 million in the first nine months of 2015 (+19.7 percent at current exchange rates and +6.4 percent at constant exchange rates<sup>(1)</sup>). Adjusted net sales were impacted, starting from July 1, 2014, by the modification of an EyeMed reinsurance agreement with an existing underwriter whereby the Company assumes less reinsurance revenues and less claims expense. The impact of this contract for the nine-month periods ended September 30, 2015 and 2014 is a reduction in net sales with a corresponding reduction in cost of sales of Euro 130.0 million and Euro 22.7 million, respectively (the "EyeMed Adjustment").

Earnings before Interest, Taxes, Depreciation and Amortization ("EBITDA")<sup>(3)</sup> in the first nine months of 2015 increased by 26.1 percent to Euro 1,548.5 million from Euro 1,227.6 in the first nine months of 2014.

Adjusted Earnings before Interest, Taxes, Depreciation and Amortization ("Adjusted EBITDA")<sup>(3)</sup>, which in 2015 excludes Oakley's integration and other minor projects costs and in 2014 excludes the non-recurring expenses related to the termination of the former Group CEO, in the first nine months of 2015 increased by Euro 340.0 million or 27.4 percent, to Euro 1,582.6 million from Euro 1,242.6 in the first nine months of 2014.

Operating income for the first nine months of 2015 increased by 26.2 percent to Euro 1,196.2 million from Euro 947.5 million during the same period of the previous year. The Group's operating margin continued to grow, rising from 16.4 percent in 2014 to 17.5 percent in 2015.

Adjusted operating income<sup>(4)</sup> for the first nine months of 2015 increased by 27.8 percent to Euro 1,230.3 million compared to adjusted operating income<sup>(4)</sup> for the same period in 2014 of Euro 962.5 million. The Group's adjusted operating margin<sup>(5)</sup> continued to grow, rising from 16.6 percent in 2014 to 17.7 percent in 2015.

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(1) We calculate constant exchange rates by applying to the current period the average exchange rates between the Euro and the relevant currencies of the various markets in which we operated during the nine-month period ended September 30, 2014. Please refer to Attachment 1 for further details on exchange rates.

(2) For a further discussion of adjusted net sales, see page 13 "Non-IFRS Measures."

(3) For a further discussion of EBITDA and adjusted EBITDA, see page 13 "Non-IFRS Measures."

(4) For a further discussion of adjusted operating income see page 13 "Non-IFRS Measures."

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For a further discussion of adjusted operating margin see page 13 "Non-IFRS Measures."

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In the first nine months of 2015, net income attributable to Luxottica Stockholders increased by 27.0 percent to Euro 704.8 million from Euro 555.0 million in the same period of 2014. Earnings per share ("EPS") was Euro 1.47.

In the first nine months of 2015, adjusted net income attributable to Luxottica Stockholders<sup>(6)</sup> increased by 29.7 percent to Euro 733.7 million from Euro 565.9 million in the comparable period in 2014. Adjusted earnings per share<sup>(7)</sup> ("Adjusted EPS") was Euro 1.53.

Careful control of our working capital as well as a significant improvement in our operating results lead to strong free cash flow<sup>(8)</sup> generation equal to Euro 695.0 million. Net debt as of September 30, 2015 was Euro 1,050.1 million (Euro 1,012.9 million at the end of 2014), with a ratio of net debt to EBITDA<sup>(9)</sup> of 0.6 (0.7x as of December 31, 2014).

**2. SIGNIFICANT EVENTS DURING THE NINE-MONTH PERIOD ENDED SEPTEMBER 30, 2015**

*January*

On January 19, 2015 the Board of Directors appointed Adil Mehboob-Khan as the Group CEO for Markets and Massimo Vian as the Group CEO for Product and Operations. The appointment of Adil Mehboob-Khan and Massimo Vian, entrusting them with all executive responsibilities, completed the Group's organizational change process which is aimed at providing governance that is more aligned to the global competitive landscape and able to fully grasp growth opportunities. It also unites the Group's organizational model with its strategic vision.

*April*

At the Stockholders' Meeting on April 24, 2015, Group's stockholders approved the Statutory Financial Statements as of December 31, 2014 as proposed by the Board of Directors and the distribution of a cash dividend of Euro 1.44 per ordinary share. The aggregate dividend amount of Euro 689.7 million was fully paid in May 2015.

*May*

On May 14, 2015, the Company and Prada S.p.A., part of Prada Group, announced the renewal of an exclusive license agreement for the design, production and worldwide distribution of prescription frames and sunglasses under the Prada and Miu Miu brands. The 10-year agreement will extend through December 31, 2025.

On May 19, 2015, the Company announced the grant of free treasury shares to the Group's employees in Italy in honor of the 80th birthday of its Chairman and Founder, Mr. Leonardo Del Vecchio. This share award is a gift from the Founder with an aggregate amount of 119,755 Luxottica Group treasury shares distributed. Delfin S.à.r.l. assumed all costs and expenses of the share grant.

*June*

On June 25, 2015, the Company signed an agreement to enhance the market liquidity of its shares in compliance with CONSOB's market practices permitted under resolution no. 16839 adopted on March 19, 2009 regarding activity to support market liquidity. The agreement is between the Company and Kepler Capital Markets SA (the "Intermediary"), with its corporate headquarters in Paris, France, Avenue Kléber, 112 and registered with the Paris Commercial Register n. 413 064 841.

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(6) For a further discussion of adjusted net income attributable to Luxottica Stockholders see page 13 "Non-IFRS Measures."

(7) For a further discussion of adjusted earnings per share see page 13 "Non-IFRS Measures."

(8) For a further discussion of free cash flow, see page 13 "Non-IFRS Measures."

(9) For a further discussion of net debt and net debt to adjusted EBITDA, see page 13 "Non-IFRS Measures."

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*July*

On July 1, 2015, the Series B Senior Unsecured Notes issued in a private placement by Luxottica U.S. Holdings Corp. on July 1, 2008 matured and were fully repaid in the amount of U.S.\$ 127.0 million.

On July 29, 2015, the Company and Burberry Group announced the renewal of an exclusive license agreement for the development, production and worldwide distribution of sunglasses and prescription frames under the Burberry name. The 10-year agreement will extend to December 31, 2025.

**3. FINANCIAL RESULTS**

We are a market leader in the design, manufacture and distribution of fashion, luxury, sport and performance eyewear, with net sales reaching over Euro 7.6 billion in 2014, approximately 78,000 employees and a strong global presence. We operate in two industry segments: (i) manufacturing and wholesale distribution; and (ii) retail distribution. See Note 5 of the Notes to the Consolidated Financial Statements as of September 30, 2015 for additional disclosures about our operating segments. Through our manufacturing and wholesale distribution segment, we are engaged in the design, manufacture, wholesale distribution and marketing of proprietary and designer lines of mid- to premium-priced prescription frames and sunglasses. We operate our retail distribution segment principally through our retail brands, which include, among others, LensCrafters, Sunglass Hut, OPSM, Pearle Vision, Laubman & Pank, Oakley "O" Stores and Vaults, David Clulow, GMO and our Licensed Brands (Sears Optical and Target Optical).

As a result of our numerous acquisitions and the subsequent expansion of our business activities in the United States through these acquisitions, our results of operations, which are reported in Euro, are susceptible to currency rate fluctuations between the Euro and the U.S. dollar. The Euro/U.S. dollar exchange rate has fluctuated to an average exchange rate of Euro 1.00 = U.S. \$1.1144 in the first nine months of 2015 from Euro 1.00 = U.S. \$1.3549 in the first nine months of 2014. With the acquisition of OPSM and other businesses, our results of operations have been rendered more susceptible to currency fluctuations between the Euro and the Australian Dollar. Additionally, we incur part of our manufacturing costs in Chinese Yuan; therefore, the fluctuation of the Chinese Yuan could impact the demand of our products or our consolidated profitability. Although we engage in certain foreign currency hedging activities to mitigate the impact of these fluctuations, they have impacted our reported revenues and expenses during the periods discussed herein. The Group does not engage in long-term hedging activities to mitigate translation risk. This discussion should be read in conjunction with the risk factor discussion in Section 8 of the Management Report included with the 2014 Consolidated Financial Statements.

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### RESULTS OF OPERATIONS FOR THE NINE-MONTHS ENDED SEPTEMBER 30, 2015 AND 2014

(Amounts in thousands of Euro)	Nine months ended September 30,			
	2015	% of net sales	2014	% of net sales
<b>Net sales</b>	<b>6,821,688</b>	<b>100%</b>	<b>5,785,282</b>	<b>100.0%</b>
Cost of sales	2,165,220	31.7%	1,955,366	33.8%
<b>Gross profit</b>	<b>4,656,468</b>	<b>68.3%</b>	<b>3,829,916</b>	<b>66.2%</b>
Selling	2,088,281	30.6%	1,710,560	29.6%
Royalties	130,644	1.9%	112,352	1.9%
Advertising	441,294	6.5%	381,202	6.6%
General and administrative	800,099	11.7%	678,260	11.7%
<b>Total operating expenses</b>	<b>3,460,318</b>	<b>50.7%</b>	<b>2,882,375</b>	<b>49.8%</b>
<b>Income from operations</b>	<b>1,196,150</b>	<b>17.5%</b>	<b>947,541</b>	<b>16.4%</b>
<b>Other income/(expense)</b>				
Interest income	7,967	0.1%	8,994	0.2%
Interest expense	(84,347)	(1.2)%	(80,764)	(1.4)%
Other net	531	0.0%	(367)	(0.0)%
<b>Income before provision for income taxes</b>	<b>1,120,301</b>	<b>16.4%</b>	<b>875,405</b>	<b>15.1%</b>
Provision for income taxes	(413,411)	(6.1)%	(316,373)	(5.5)%
<b>Net income</b>	<b>706,891</b>	<b>10.4%</b>	<b>559,031</b>	<b>9.7%</b>
Attributable to				
<b>Luxottica Group stockholders</b>	<b>704,768</b>	<b>10.3%</b>	<b>554,982</b>	<b>9.6%</b>
non-controlling interests	2,123	0.0%	4,049	0.1%
<b>NET INCOME</b>	<b>706,891</b>	<b>10.4%</b>	<b>559,031</b>	<b>9.7%</b>

In order to represent the Group's operating performance on a consistent basis in this Management Report, net sales and operating expenses in 2015 as represented in the Group's Consolidated Financial Statements have been adjusted in the tables below to take into account the following events:

EyeMed Adjustment (as defined above) which is equal to Euro 130.0 million for the nine-month period ended September 30, 2015; and

The Group incurred costs of Euro 34.1 million related to the reorganization of Oakley and for other minor projects for the nine-month period ended September 30, 2015.

Additional adjustments for other periods included in this report are described in the " Non-IFRS Measures" section.

**Net Sales.** Net sales increased by Euro 1,036.4 million, or 17.9% to Euro 6,821.7 million in the first nine months of 2015 from Euro 5,785.3 million in the same period of 2014. Euro 344.5 million and Euro 691.9 million of this increase was attributable to increased sales in the manufacturing and wholesale distribution segment and the retail distribution segment, respectively. Euro 746.8 million of the total increase of Euro 1,036.4 million is due to the strengthening of certain currencies compared to the Euro. Adjusted net sales<sup>(10)</sup> for the nine-month period in



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2015, which include the EyeMed Adjustment of Euro 130.0 million, were Euro 6,951.7 million.

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(10)

For a further discussion of adjusted net sales, see page 13 "Non-IFRS Measures."

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Please find the reconciliation between adjusted<sup>(10)</sup> net sales and net sales in the following table:

(Amounts in million of Euro)	September 30, 2015	September 30, 2014
<b>Net sales</b>	<b>6,821.7</b>	<b>5,785.3</b>
> EyeMed Adjustment	130.0	22.7
<b>Adjusted net sales</b>	<b>6,951.7</b>	<b>5,808.0</b>

Net sales for the retail distribution segment increased by Euro 691.9 million, or 21.0%, to Euro 3,987.6 million in the first nine months of 2015 from Euro 3,295.8 million in the same period of 2014. The effects from currency fluctuations between the Euro, which is our reporting currency, and the other currencies in which we conduct business, in particular the strengthening of the U.S. dollar and the Australian dollar compared to the Euro, increased net sales in the retail distribution segment by Euro 573.8 million. In addition, the increase in net sales for the period was partially attributable to a 4.5% increase in comparable store<sup>(11)</sup> sales. Adjusted net sales<sup>(10)</sup> of the retail division in the first nine months of 2015, which include the Eyemed Adjustment of Euro 130.0 million, were Euro 4,117.7 million.

Please find the reconciliation between adjusted<sup>(10)</sup> net sales of the retail division and net sales of the retail division in the following table:

(Amounts in millions of Euro)	September 30, 2015	September 30, 2014
<b>Net sales retail division</b>	<b>3,987.6</b>	<b>3,295.8</b>
> EyeMed Adjustment	130.0	22.7
<b>Adjusted net sales retail division</b>	<b>4,117.7</b>	<b>3,318.4</b>

Net sales to third parties in the manufacturing and wholesale distribution segment increased in the first nine months of 2015 by Euro 344.5 million, or 13.8%, to Euro 2,834.1 million from Euro 2,489.5 million in the same period of 2014. This increase occurred in most geographic areas in which the Group operates and was impacted by positive currency fluctuations, in particular the strengthening of the U.S. dollar and Australian dollar compared to the Euro, which increased net sales in the wholesale distribution segment by Euro 173.0 million. Additionally, sales increased for most of our proprietary brands, in particular Ray-Ban and Oakley and for certain designer brands including Prada, Polo Ralph Lauren, Armani and Michael Kors.

In the first nine months of 2015, net sales in the retail distribution segment accounted for approximately 58.5% of total net sales, as compared to approximately 57.0% of total net sales in the same period of 2014.

In the first nine months of 2015 and 2014, net sales in our retail distribution segment in the United States and Canada comprised 78.6% and 77.5%, respectively, of our total net sales in this segment. In U.S. dollars, retail net sales in the United States and Canada increased by 1.9% to U.S. \$ 3,525.2 million in the first nine months of 2015 from U.S. \$ 3,458.5 million in the same period of 2014. During the first nine months of 2015, net sales in the retail distribution segment in the rest of the world (excluding the United States and Canada) comprised 21.4% of our total net sales in the retail distribution segment and increased by 14.9% to Euro 854.0 million in the first nine months of 2015 from Euro 743.2 million, or 22.5% of our total net sales in the retail distribution segment, in the same period of 2014, mainly due to positive currency fluctuations.

(11)

Comparable store sales reflects 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 in the same geographic area, and applies to both periods the average exchange rate for the prior period.

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In the first nine months of 2015, net sales to third parties in our manufacturing and wholesale distribution segment in Europe were Euro 1,105.0 million, comprising 39.0% of our total net sales in this segment, compared to Euro 1,046.0 million, or 42.0% of total net sales in this segment in the same period of 2014, increasing by Euro 59.0 million or 5.6% in 2015 as compared to the same period of 2014. Net sales to third parties in our manufacturing and wholesale distribution segment in the United States and Canada were U.S. \$943.7 million and comprised 29.4% of our total net sales in this segment in the first nine months of 2015, compared to U.S. \$878.8 million, or 26.1% of total net sales in this segment, in the same period of 2014. The increase in net sales in the United States and Canada was primarily due to a general increase in consumer demand. In the first nine months of 2015, net sales to third parties in our manufacturing and wholesale distribution segment in the rest of the world were Euro 895.8 million, comprising 31.6% of our total net sales in this segment, compared to Euro 794.9 million, or 31.9% of our net sales in this segment, in the same period of 2014, with an increase of Euro 100.9 million, or 12.7%, as of September 30 2015 as compared to the same period of 2014.

**Cost of Sales.** Cost of sales increased by Euro 209.9 million, or 10.7%, to Euro 2,165.2 million in the first nine months of 2015 from Euro 1,955.4 million in the same period of 2014. As a percentage of net sales, cost of sales was 31.7% and 33.8% in the first nine months of 2015 and 2014, respectively, with the percentage year-over-year change primarily driven by production efficiencies and the Eyemed Adjustment. In the first nine months of 2015, the average number of frames produced daily in our facilities increased to approximately 354,000 as compared to approximately 295,000 in the same period of 2014. Adjusted cost of sales<sup>(12)</sup> of the retail distribution segment in the first nine months of 2015, which include the EyeMed Adjustment of Euro 130.0 million, was Euro 2,295.2 million.

Please find the reconciliation between adjusted cost of sales<sup>(12)</sup> and cost of sales in the following table:

(Amounts in millions of Euro)	September 30, 2015	September 30, 2014
<b>Cost of sales</b>	<b>2,165.2</b>	<b>1,955.4</b>
> Eyemed Adjustment	130.0	22.7
<b>Adjusted cost of sales</b>	<b>2,295.2</b>	<b>1,978.0</b>

**Gross Profit.** Our gross profit increased by Euro 826.6 million, or 21.6%, to Euro 4,656.5 million in the first nine months of 2015 from Euro 3,829.9 million in the same period of 2014. As a percentage of net sales, gross profit increased to 68.3% in the first nine months of 2015 from 66.2% in the same period of 2014.

**Operating Expenses.** Total operating expenses increased by Euro 577.9 million, or 20.1%, to Euro 3,460.3 million in the first nine months of 2015 from Euro 2,882.4 million in the same period of 2014. As a percentage of net sales, operating expenses increased to 50.7% in the first nine months of 2015 from 49.8% in the same period of 2014. The increase is due to (i) the costs incurred for Oakley's integration and other minor projects; and (ii) the overall growth of the Group's business. Adjusted operating expenses<sup>(13)</sup>, excluding for 2015 Oakley's integration and other minor project costs of Euro 34.1 million, and for 2014 the non-recurring expenses of Euro 15.0 million related to the termination of the former Group CEO, increased by Euro 558.8 million to Euro 3,426.2 million. As a percentage of adjusted net sales<sup>(10)</sup>, adjusted operating expenses<sup>(13)</sup> were 49.3% and 49.4% in the first nine months of 2015 and 2014, respectively.

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(12) For a further discussion of adjusted cost of sales, see page 13 "Non-IFRS Measures."

(13) For a further discussion of adjusted operating expenses, see page 13 "Non-IFRS Measures."

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Please find the reconciliation between adjusted operating expenses<sup>(13)</sup> and operating expenses in the following table:

(Amounts in millions of Euro)	September 30, 2015	September 30, 2014
<b>Operating expenses</b>	<b>3,460.3</b>	<b>2,882.4</b>
> Adjustment for termination of the former Group CEO		(15.0)
> Oakley's integration and other minor project costs	(34.1)	
<b>Adjusted operating expenses</b>	<b>3,426.2</b>	<b>2,867.4</b>

Selling and advertising expenses (including royalty expenses) increased by Euro 456.1 million, or 20.7%, to Euro 2,660.2 million in the first nine months of 2015 from Euro 2,204.1 million in the same period of 2014. Selling expenses increased by Euro 377.7 million, or 22.1%. Advertising expenses increased by Euro 60.1 million, or 15.8%. Royalties increased by Euro 18.3 million, or 16.3%. As a percentage of net sales selling and advertising expenses were 39.0% and 38.1% in the first nine months of 2015 and 2014, respectively. This increase is mainly due to the strengthening of certain currencies in which the Group operates.

Adjusted selling and advertising expenses<sup>(14)</sup> (including royalty expenses), excluding for 2015 Oakley's integration and other minor project costs of Euro 1.0 million, were Euro 2,659.2 million. As a percentage of adjusted net sales<sup>(10)</sup> adjusted selling and advertising expenses<sup>(14)</sup> were 38.3% and 37.9% in the first nine months of 2015 and 2014, respectively.

Please find the reconciliation between adjusted selling and advertising expenses<sup>(14)</sup> and selling and advertising expenses in the following table:

(Amounts in millions of Euro)	September 30, 2015	September 30, 2014
<b>Selling and advertising expenses</b>	<b>2,660.2</b>	<b>2,204.1</b>
> Oakley's integration and other minor project costs	(1.0)	
<b>Adjusted Selling and advertising expenses</b>	<b>2,659.2</b>	<b>2,204.1</b>

General and administrative expenses, including intangible asset amortization, increased by Euro 121.8 million, or 18.0%, to Euro 800.1 million in the first nine months of 2015, as compared to Euro 678.3 million in the same period of 2014. As a percentage of net sales, general and administrative expenses were 11.7% in the first nine months of 2015, in line with the same period of 2014. The increase is mainly due to the integration costs of Oakley and other minor project costs of Euro 33.1 million, the strengthening of certain currencies in which the Group operates and to the overall growth of the business of the Group.

Adjusted general and administrative expenses<sup>(15)</sup>, including intangible asset amortization and excluding for 2015 Oakley's integration and other minor project costs of Euro 33.1 million and for 2014 the non-recurring expenses of Euro 15.0 million related to the termination of the former Group CEO, were Euro 767.0 million and Euro 663.3 million in the first nine months of 2015 and in 2014, respectively. As a percentage of adjusted net sales<sup>(10)</sup>, adjusted general and administrative expenses<sup>(15)</sup> were 11.0% in the first nine months of 2015 and 2014, respectively.

(14) For a further discussion of adjusted selling and advertising expenses, see page 13 "Non-IFRS Measures."

(15) For a further discussion of adjusted general and administrative expenses, see page 13 "Non-IFRS Measures."

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Please find the reconciliation between adjusted general and administrative expenses<sup>(15)</sup> and general and administrative expenses in the following table:

(Amounts in millions of Euro)	September 30, 2015	September 30, 2014
<b>General and administrative expenses</b>	<b>800.1</b>	<b>678.3</b>
> Adjustment for termination of the former Group CEO		(15.0)
> Oakley's integration and other minor project costs	(33.1)	
<b>Adjusted general and administrative expenses</b>	<b>767.0</b>	<b>663.3</b>

**Income from Operations.** For the reasons described above, income from operations increased by Euro 248.7 million to Euro 1,196.2 million in the first nine months of 2015 from Euro 947.5 million in the same period of 2014. As a percentage of net sales, income from operations increased to 17.5% in 2015 from 16.4% in 2014. Adjusted income from operations<sup>(16)</sup>, excluding for 2015 Oakley's integration costs and the costs of other minor projects of Euro 34.1 million and for 2014 the non-recurring expenses of Euro 15.0 million related to the termination of the former Group CEO, increased by Euro 267.8 million to Euro 1,230.3 million in the first nine months of 2015 from Euro 962.5 million in the same period of 2014. As a percentage of adjusted net sales<sup>(10)</sup>, adjusted income from operations<sup>(16)</sup> was 17.7% and 16.6% in the first nine months of 2015 and 2014, respectively.

Please find the reconciliation between adjusted income from operations<sup>(16)</sup> and income from operations in the following table:

(Amounts in millions of Euro)	September 30, 2015	September 30, 2014
<b>Income from operations</b>	<b>1,196.2</b>	<b>947.5</b>
> Adjustment for termination of the former Group CEO		15.0
> Oakley's integration and other minor project costs	34.1	
<b>Adjusted Income from operations</b>	<b>1,230.3</b>	<b>962.5</b>

**Other Income (Expense) Net.** Other income (expense) net was Euro (75.8) million in the first nine months of 2015 as compared to Euro (72.1) million in the same period of 2014. Net interest expense was Euro 76.4 million in the first nine months of 2015 as compared to Euro 71.8 million in the same period of 2014. The increase was mainly due to the strengthening of the U.S. dollar against the Euro and cancellation of the revolving credit facility in the amount of Euro 500 million, which resulted in the write-down of approximately Euro 3.9 million of capitalized financing costs.

**Net Income.** Income before taxes increased by Euro 244.9 million, or 28.0% to Euro 1,120.3 million in the first nine months of 2015 from Euro 875.4 million in the same period of 2014. As a percentage of net sales, income before taxes increased to 16.4% in 2015, from 15.1% in 2014.

Our effective tax rate was 36.9% and 36.1% in the first nine months of 2015 and 2014, respectively.

Net income attributable to non-controlling interests was equal to Euro 2.1 million and Euro 4.0 million, in the first nine months of 2015 and 2014, respectively.

Net income attributable to Luxottica Group stockholders increased by Euro 149.8 million, or 27.0% to Euro 704.8 million in the first nine months of 2015 from Euro 555.0 million in the same period of 2014. Net income attributable to Luxottica Group stockholders as a percentage of net sales increased to 10.3% in the first nine months of 2015 from 9.6% in 2014. Adjusted net income attributable to Luxottica Group

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For a further discussion of adjusted income from operations, see page 13 "Non-IFRS Measures."



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stockholders<sup>(17)</sup>, excluding for 2015 Oakley's integration and other minor project costs of Euro 28.9 million and for 2014 non-recurring expenses of Euro 10.9 million related to the termination of the former Group CEO, increased by Euro 167.8 million to Euro 733.7 million from Euro 565.9 million. As a percentage of adjusted net sales<sup>(10)</sup>, adjusted net income attributable to Luxottica Group stockholders<sup>(17)</sup> was 10.6%.

Please find the reconciliation between adjusted net income attributable to Luxottica Group stockholders<sup>(17)</sup> and net income attributable to Luxottica Group stockholders in the following table:

(Amounts in millions of Euro)	September 30, 2015	September 30, 2014
<b>Net income attributable Luxottica Stockholders</b>	<b>704.8</b>	<b>555.0</b>
> Adjustment for termination of the former Group CEO		10.9
> Oakley's integration and other minor project costs	28.9	
<b>Adjusted Net income attributable Luxottica Stockholders</b>	<b>733.7</b>	<b>565.9</b>

Basic earnings per share were Euro 1.47 in the first nine months of 2015 and Euro 1.17 in the same period of 2014. Adjusted basic earnings per share<sup>(18)</sup> was Euro 1.53 in the first nine months of 2015 and Euro 1.19 in the same period of 2014.

### OUR CASH FLOWS

The following table sets forth certain items included in our statements of consolidated cash flows included in Item 2 of this report for the periods indicated.

(Amounts in thousands of Euro)	As of September 30, 2015	As of September 30, 2014
A) Cash and cash equivalents at the beginning of the period	1,453,587	617,995
B) Net cash provided by operating activities	1,020,438	935,910
C) Cash provided/(used) in investing activities	(371,338)	(311,227)
D) Cash provided/(used) in financing activities	(828,944)	11,069
E) Effect of exchange rate changes on cash and cash equivalents	40,689	44,302
F) Net change in cash and cash equivalents	(139,155)	680,054
<b>G) Cash and cash equivalents at the end of the period</b>	<b>1,314,432</b>	<b>1,298,049</b>

**Operating Activities.** The Company's net cash provided by operating activities in the first nine months of 2015 and 2014 was Euro 1,020.4 million and Euro 935.9 million, respectively.

Depreciation and amortization were Euro 352.4 million in the first nine months of 2015 as compared to Euro 280.0 million in the same period of 2014. The increase is mainly due to the strengthening of certain currencies in which the Groups operates.

(17)

For a further discussion of adjusted net income attributable to Luxottica Stockholders, see page 13 "Non-IFRS Measures."

(18)

For a further discussion of adjusted basic earning per share, see page 13 "Non-IFRS Measures."





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The change in accounts receivable was Euro (99.2) million in the first nine months of 2015 as compared to Euro (79.2) million in the same period of 2014. This change in the first nine months of 2015 as compared to 2014 was primarily due to the higher volume of sales. The change in inventory was Euro (88.2) million in the first nine months of 2015 as compared to Euro 21.9 million in the first nine months of 2014. The increase in inventory in 2015 is aimed at improving the quality of the customer experience by having inventory levels in line with customer demand. The change in accounts payable was Euro 50.6 million in the first nine months of 2015 as compared to Euro 0.3 million in the same period of 2014. The change as compared to previous year was primarily due to the continuous improvement in payment terms and conditions and to the overall growth of the Group's business. The change in other assets and liabilities was Euro (22.3) million in the first nine months of 2015 and Euro (37.5) million in the first nine months of 2014, respectively. The change in the first nine months of 2015 as compared to the same period of 2014 was primarily due to the timing of payments of salaries to store personnel in the retail division in North America. Income taxes paid in the first nine months of 2015 were Euro (349.7) million as compared to Euro (183.8) million in the same period of 2014. The increase in income taxes paid in the first nine months of 2015 was due to the Italian entities of the Group and, in particular, to the payment of Euro (91.6) million related to the tax audit of Luxottica S.r.l. for the tax years from 2008 to 2011 and to a general increase in the Group's taxable income. Interest paid was Euro (80.6) million as compared to Euro (62.0) million in the first nine months of 2015 and 2014, respectively. The increase is mainly due to interest accruing on bonds that were issued by the Group during the first nine months of 2014 with payments being made with respect to these securities for the first time in the first nine months of 2015.

**Investing Activities.** The Company's net cash used in investing activities was Euro (371.3) million and Euro (311.2) million in the first nine months of 2015 and 2014, respectively. The primary investment activities in the first nine months of 2015 were related to (i) the purchase of tangible assets for Euro (239.6) million, (ii) the acquisition of intangible assets for Euro (113.8) million and (iii) the acquisition of the remaining 49% of Luxottica Netherlands for Euro (19.0) million. The primary investment activities in the first nine months of 2014 were related to (i) the purchase of tangible assets for Euro (177.3) million, (ii) the acquisition of intangible assets for Euro (94.6) million and (iii) Euro (29.5) million related to the acquisition of glasses.com and other minor acquisitions related to the Retail segment for Euro (9.9) million.

**Financing Activities.** The Company's net cash provided by/(used in) financing activities was Euro (828.9) million and Euro 11.1 million in the first nine months of 2015 and 2014, respectively. Cash used in financing activities in the first nine months of 2015 consisted (i) primarily of (689.7) million related to the payment of dividends to the Company's shareholders and (ii) of Euro (138.4) million related to the payment of existing debt. Cash generated in the first nine months of 2014 was due to (i) Euro 500 million related to the issuance of bonds and (ii) Euro 55.5 million related to the exercise of stock options. This was offset in 2014 by (i) Euro (318.3) million related to the payment of existing debt and (ii) Euro (308.3) million used to pay dividends to the shareholders of the Company.

Table of Contents**OUR CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

ASSETS (Amounts in thousands of Euro)	September 30, 2015	December 31, 2014
<b>CURRENT ASSETS:</b>		
Cash and cash equivalents	1,314,432	1,453,587
Accounts receivable net	837,618	754,306
Inventories net	822,849	728,404
Other assets	192,714	231,397
<b>Total current assets</b>	<b>3,167,614</b>	<b>3,167,695</b>
<b>NON-CURRENT ASSETS:</b>		
Property, plant and equipment net	1,372,162	1,317,617
Goodwill	3,489,986	3,351,263
Intangible assets net	1,410,001	1,384,501
Investments	62,269	61,176
Other assets	107,670	123,848
Deferred tax assets	195,949	188,199
<b>Total non-current assets</b>	<b>6,638,037</b>	<b>6,426,603</b>
<b>TOTAL ASSETS</b>	<b>9,805,650</b>	<b>9,594,297</b>

LIABILITIES AND STOCKHOLDERS' EQUITY	September 30, 2015	December 31, 2014
<b>CURRENT LIABILITIES:</b>		
Short term borrowings	110,663	151,303
Current portion of long-term debt	554,557	626,788
Accounts payable	784,671	744,272
Income taxes payable	174,685	42,603
Short term provisions for risks and other charges	127,318	187,719
Other liabilities	616,057	636,055
<b>Total current liabilities</b>	<b>2,367,951</b>	<b>2,388,740</b>
<b>NON-CURRENT LIABILITIES:</b>		
Long-term debt	1,699,265	1,688,415
Employee benefits	145,923	138,475
Deferred tax liabilities	254,175	266,896
Long term provisions for risks and other charges	91,240	99,223
Other liabilities	89,578	83,770
<b>Total non-current liabilities</b>	<b>2,280,182</b>	<b>2,276,778</b>
<b>STOCKHOLDERS' EQUITY:</b>		
Luxottica Group stockholders' equity	5,153,171	4,921,479
Non-controlling interests	4,347	7,300
<b>Total stockholders' equity</b>	<b>5,157,519</b>	<b>4,928,779</b>

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<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>9,805,650</b>	<b>9,594,297</b>
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As of September 30, 2015, total assets increased by Euro 211.4 million to Euro 9,805.7 million, compared to Euro 9,594.3 million as of December 31, 2014.

In the first nine months of 2015, non-current assets increased by Euro 211.4 million, mainly due to an increase in intangible assets (including goodwill) of Euro 164.2 million, an increase in property, plant and

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equipment of Euro 54.5 million and an increase in deferred tax assets of Euro 7.7 million and it is partially offset by the decrease in other assets of Euro (16.2) million.

The increase in intangible assets was due to the positive effects of foreign currency fluctuations of Euro 210.1 million and to the additions in the period of Euro 107.3 million which were partially offset by amortization in the period of Euro 151.0 million.

The increase in property, plant and equipment was due to the positive currency fluctuation effects of Euro 46.3 million as of September 30, 2015 compared to December 31, 2014, to the additions in the period of Euro 225.4 million and partially offset by depreciation in the period of Euro 201.4 million.

As of September 30, 2015 as compared to December 31, 2014:

Accounts receivable increased by Euro 83.3 million, primarily due to (i) the increase in net sales during the first nine months of 2015 and (ii) the seasonality of the Group's business which is generally characterized by higher sales in the first part of the year and collection of the related receivables in the second part of the year;

Inventories increased by Euro 94.4 million which is aimed at improving the quality of the customer experience by having at any time inventory levels in line with customer demand;

Accounts payable increased by Euro 40.4 million, primarily due to the increase in volumes in the first nine months of 2015 and to the strengthening of certain currencies in which the Group operates;

Current taxes payable increased by Euro 132.1 million due to the timing of tax payments made by the Group in various jurisdictions; and

Employee benefits increased by Euro 7.4 million which was primarily due to the strengthening of the US Dollar compared to the Euro during the first nine months of 2015.

Our net financial position as of September 30, 2015 and December 31, 2014 was as follows:

(Amounts in thousands of Euro)	September 30, 2015	December 31, 2014
Cash and cash equivalents	1,314,432	1,453,587
Bank overdrafts	(110,663)	(151,303)
Current portion of long-term debt	(554,557)	(626,788)
Long-term debt	(1,699,265)	(1,688,415)
<b>Total net financial position</b>	<b>(1,050,054)</b>	<b>(1,012,918)</b>

Bank overdrafts consist of the utilized portion of short-term uncommitted revolving credit lines borrowed by various subsidiaries of the Group. The interest rate applied to these credit lines depends on the currency and is usually floating.

As of September 30, 2015, Luxottica together with our wholly-owned Italian subsidiaries had credit lines aggregating Euro 246.3 million. The interest rate is a floating rate of EURIBOR plus a margin on average of approximately 137 basis points. At September 30, 2015, Euro 0.6 million was utilized under these credit lines.

As of September 30, 2015, our wholly-owned subsidiary Luxottica U.S. Holdings Corp. maintained unsecured lines of credit with an aggregate maximum availability of Euro 116.0 million (USD 130.0 million converted at the applicable exchange rate for the period ended September 30, 2015). The interest is at a floating rate of approximately LIBOR plus 50 basis points. At September 30, 2015, these credit lines

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were not utilized but Euro 43.8 million in aggregate face amount of standby letters of credit were outstanding as of period end.

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**4. RELATED PARTY TRANSACTIONS**

Our related party transactions are neither atypical nor unusual and occur in the ordinary course of our business. Management believes that these transactions are fair to the Company. These transactions are managed as arms-length market transactions. For further details regarding related party transactions, please refer to Note 29 of the Notes to the Consolidated Financial Statements as of September 30, 2015.

On January 29, 2013 the Company elected to avail itself of the options provided by Article 70, Section 8, and Article 71, Section 1- bis, of CONSOB Issuers' Regulations and, consequently, will no longer comply with the obligation to make available to the public an information memorandum in connection with transactions involving significant mergers, spin-offs, increases in capital through contributions in kind, acquisitions and disposals.

**5. SUBSEQUENT EVENTS**

For further details regarding any subsequent events, please refer to Note 35 to the Condensed Consolidated Financial Statements as of September 30, 2015.

**6. 2015 OUTLOOK**

The financial results reported for the first nine months of 2015 lead management to an optimistic outlook for the full fiscal year primarily driven by the strong performance of the Group's brand portfolio.

**NON-IFRS MEASURES**

*Adjusted measures*

In this Management Report we refer to certain performance measures that are not in accordance with IFRS. Such non-IFRS measures are not meant to be considered in isolation or as a substitute for items appearing on our financial statements prepared in accordance with IFRS. Rather, these non-IFRS measures should be used as a supplement to IFRS results to assist the reader in better understanding our operational performance.

Such measures are not defined terms under IFRS and their definitions should be carefully reviewed and understood by investors. Such non-IFRS measures are explained in detail and reconciled to their most comparable IFRS measures below.

In order to provide a supplemental comparison of current period results of operations to prior periods, we have adjusted for certain non-recurring transactions or events.

In the first nine months of 2015, we made adjustments to the following measures: net sales, cost of sales, selling expenses, general and administrative expenses, EBITDA, operating income, net income, income taxes and earnings per share. We adjusted the above items for the modification of the EyeMed reinsurance agreement referenced above (the "EyeMed Adjustment") with an impact for the nine-month period ended September 30, 2015 equal to Euro 130.0 million and for Oakley integration costs and other minor project costs of Euro 34.1 million (Euro 28.9 million net of tax).

In the first nine months of 2014, we made adjustments to the following measures: net sales, cost of sales, general and administrative expenses, EBITDA, operating income, net income, income taxes and earnings per share. We adjusted the above items for the EyeMed Adjustment for the nine-month period ended September 30, 2014 equal to Euro 22.7 million and for non-recurring expenses related to the termination of the former Group CEO for Euro 15.0 million (Euro 10.9 million net of taxes).

The adjusted measures referenced above are not measures of performance in accordance with International Financial Reporting Standards (IFRS), as issued by the International Accounting Standards Board and endorsed by the European Union. The Group believes that these adjusted measures are useful

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to both management and investors in evaluating the Group's operating performance compared with that of other companies in its industry in order to provide a supplemental view of operations that exclude items that are unusual, infrequent or unrelated to our ongoing operations.

Non IFRS measures such as EBITDA, EBITDA margin, free cash flow and the ratio of net debt to EBITDA are included in this Management Report in order to:

improve transparency for investors;

assist investors in their assessment of the Group's operating performance and its ability to refinance its debt as it matures and incur additional indebtedness to invest in new business opportunities;

assist investors in their assessment of the Group's cost of debt;

ensure that these measures are fully understood in light of how the Group evaluates its operating results and leverage;

properly define the metrics used and confirm their calculation; and

share these measures with all investors at the same time.

See the tables below for a reconciliation of the adjusted measures discussed above to their most directly comparable IFRS financial measures. For a reconciliation of EBITDA to its most directly comparable IFRS measure, see the pages following the tables below (Amounts in millions of Euro):

#### *Luxottica Group*

	Net sales	Cost of Sales	9M 2015 EBITDA	Operating Income	Net Income	Base EPS
<b>Reported</b>	<b>6,821.7</b>	<b>(2,165.2)</b>	<b>1,548.5</b>	<b>1,196.2</b>	<b>704.8</b>	<b>1.47</b>
> EyeMed Adjustment	130.0	(130.0)				
> Oakley's integration and other minor project costs			34.1	34.1	28.9	0.06
<b>Adjusted</b>	<b>6,951.7</b>	<b>(2,295.3)</b>	<b>1,582.6</b>	<b>1,230.3</b>	<b>733.7</b>	<b>1.53</b>

#### *Luxottica Group*

	Net sales	Cost of Sales	9M 2014 EBITDA	Operating Income	Net Income	Base EPS
<b>Reported</b>	<b>5,785.3</b>	<b>(1,955.4)</b>	<b>1,227.6</b>	<b>947.5</b>	<b>555.0</b>	<b>1.17</b>
> EyeMed Adjustment	22.7	(22.7)				
> Termination of the former Group CEO			15.0	15.0	10.9	0.02
<b>Adjusted</b>	<b>5,808.0</b>	<b>(1,978.0)</b>	<b>1,242.6</b>	<b>962.5</b>	<b>565.9</b>	<b>1.19</b>

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### *EBITDA and EBITDA margin*

EBITDA represents net income attributable to Luxottica Group stockholders, before non-controlling interests, provision for income taxes, other income/expense, depreciation and amortization. EBITDA margin means EBITDA divided by net sales. We believe that EBITDA is useful to both management and investors in evaluating our operating performance compared to that of other companies in our industry. Our calculation of EBITDA allows us to compare our operating results with those of other companies without giving effect to financing, income taxes and the accounting effects of capital spending, which items may vary for different companies for reasons unrelated to the overall operating performance of a company's business.



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EBITDA and EBITDA margin are not meant to be considered in isolation or as a substitute for items appearing in our financial statements prepared in accordance with IFRS. Rather, these non-IFRS measures should be used as a supplement to IFRS results to assist the reader in better understanding the operational performance of the Group. For additional information on the Group's non-IFRS measures used in this report, see "NON-IFRS MEASURES *Adjusted Measures*" set forth above.

Investors should be aware that our method of calculating EBITDA may differ from methods used by other companies. We recognize that the usefulness of EBITDA has certain limitations, including:

EBITDA does not include interest expense. Because we have borrowed money in order to finance our operations, interest expense is a necessary element of our costs and ability to generate profits and cash flows. Therefore, any measure that excludes interest expense may have material limitations;

EBITDA does not include depreciation and amortization expense. Because we use capital assets, depreciation and amortization expense is a necessary element of our costs and ability to generate profits. Therefore, any measure that excludes depreciation and amortization expense may have material limitations;

EBITDA does not include provision for income taxes. Because the payment of income taxes is a necessary element of our costs, any measure that excludes tax expense may have material limitations;

EBITDA does not reflect cash expenditures or future requirements for capital expenditures or contractual commitments;

EBITDA does not reflect changes in, or cash requirements for, working capital needs;

EBITDA does not allow us to analyze the effect of certain recurring and non-recurring items that materially affect our net income or loss.

We compensate for the foregoing limitations by using EBITDA as a comparative tool, together with IFRS measurements, to assist in the evaluation of our operating performance and leverage. The following

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table provides a reconciliation of EBITDA to net income, which is the most directly comparable IFRS financial measure, as well as the calculation of EBITDA margin on net sales:

#### **Non-IFRS Measure: EBITDA and EBITDA margin**

Millions of Euro	9M 2014	9M 2015	FY 2014	LTM September 30, 2015
Net income/(loss) (+)	555.0	704.8	642.6	792.4
Net income attributable to non-controlling interest (+)	4.0	2.1	3.4	1.5
Provision for income taxes (+)	316.4	413.4	414.1	511.1
Other (income)/expense (+)	72.1	75.8	97.5	101.2
Depreciation and amortization (+)	280.0	352.4	384.0	456.3
EBITDA (=)	1,227.6	1,548.5	1,541.6	1,862.6
Net sales (/)	5,785.3	6,821.7	7,652.3	8,688.7
EBITDA margin (=)	21.2%	22.7%	20.1%	21.4%

#### **Non-IFRS Measure: Adjusted EBITDA and Adjusted EBITDA margin**

Millions of Euro	9M 2014 <sup>(1,3)</sup>	9M 2015 <sup>(1,4)</sup>	FY 2014 <sup>(1,2,3)</sup>	LTM September 30, 2015 <sup>(1,2,3,4)</sup>
Adjusted net income/(loss) (+)	565.9	733.7	687.4	855.2
Net income attributable to non-controlling interest (+)	4.0	2.1	3.4	1.5
Adjusted provision for income taxes (+)	320.5	418.6	389.2	487.3
Other (income)/expense (+)	72.1	75.8	97.5	101.2
Depreciation and amortization (+)	280.0	352.4	384.0	456.3
Adjusted EBITDA (=)	1,242.6	1,582.6	1,561.6	1,901.7
Net sales	5,808.0	6,951.7	7,698.9	8,842.7

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Adjusted EBITDA margin (=)	21.4%	22.8%	20.3%	21.5%
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The adjusted figures:

- (1) Include the EyeMed Adjustment. Starting from July 1, 2014 following the modification of an EyeMed reinsurance agreement with an existing underwriter, the Group assumes less reinsurance revenues and less claims expense. The impact of the contract for the twelve-month period ended December 31, 2014 was Euro 46.6 million, for the nine month-period ended September 30, 2014 was Euro 22.7 million, for the nine-month period ended September 30, 2015 was Euro 130.0 million and in the fourth quarter of 2014 was Euro 23.9 million.
- (2) Exclude the accrual for the tax audit relating to Luxottica S.r.l. (fiscal years from 2008 to 2011) of approximately Euro 30.0 million.

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(3) Exclude non-recurring costs of approximately Euro 20.0 million (Euro 14.5 million net of tax) related to the departure of two former Group CEOs in 2014. For the nine month-period ended September 30, 2014 the impact was Euro 15.0 million (Euro 10.9 million net of tax).

(4) Exclude approximately Euro 34.1 million (Euro 28.9 million net of tax) related to the integration of Oakley and other minor project costs.

*Free Cash Flow*

Free cash flow represents EBITDA, as defined above, plus or minus the decrease/(increase) in working capital over the period, less capital expenditures, plus or minus interest income/(expense) and extraordinary items, minus taxes paid. Our calculation of free cash flow provides a clearer picture of our ability to generate net cash from operations, which is used for mandatory debt service requirements, to fund discretionary investments, pay dividends or pursue other strategic opportunities. For additional information on Group's non-IFRS measures used in this report, see "NON-IFRS MEASURES *Adjusted Measures*" set forth above.

Free cash flow is not meant to be considered in isolation or as a substitute for items appearing on our financial statements prepared in accordance with IFRS. Rather, this non-IFRS measure should be used as a supplement to IFRS results to assist the reader in better understanding the operational performance of the Group.

The Group cautions that this measure is not a defined term under IFRS and its definition should be carefully reviewed and understood by investors.

Investors should be aware that our method of calculation of free cash flow may differ from methods used by other companies. We recognize that the usefulness of free cash flow as an evaluative tool may have certain limitations, including:

The manner in which we calculate free cash flow may differ from that of other companies, which limits its usefulness as a comparative measure;

Free cash flow does not represent the total increase or decrease in the net debt balance for the period since it excludes, among other things, cash used for funding discretionary investments and to pursue strategic opportunities during the period and any impact of the exchange rate changes; and

Free cash flow can be subject to adjustment at our discretion if we take steps or adopt policies that increase or diminish our current liabilities and/or changes to working capital.

We compensate for the foregoing limitations by using free cash flow as one of several comparative tools, together with IFRS measurements, to assist in the evaluation of our operating performance.

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The following table provides a reconciliation of free cash flow to EBITDA and the table above provides a reconciliation of EBITDA to net income, which is the most directly comparable IFRS financial measure:

#### **Non-IFRS Measure: Free cash flow**

(Amounts in millions of Euro)	9M 2015
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>1,583</b>
Δ working capital	(128)
Capex	(333)
<b>Operating cash flow</b>	<b>1,121</b>
Financial charges <sup>(2)</sup>	(75)
Taxes	(350)
Other net <sup>(3)</sup>	(2)
<b>Free cash flow</b>	<b>695</b>

(1) Adjusted EBITDA is not an IFRS measure; please see table above for a reconciliation of EBITDA to net income.

(2) Equals interest income minus interest expenses.

(3) Equals extraordinary income minus extraordinary expenses.

#### *Net debt to EBITDA ratio*

Net debt represents the sum of bank overdrafts, the current portion of long-term debt and long-term debt, less cash. The ratio of net debt to EBITDA is a measure used by management to assess the Group's level of leverage, which affects our ability to refinance our debt as it matures and incur additional indebtedness to invest in new business opportunities. The ratio also allows management to assess the cost of existing debt since it affects the interest rates charged by the Company's lenders.

EBITDA and the ratio of net debt to EBITDA are not meant to be considered in isolation or as a substitute for items appearing on our financial statements prepared in accordance with IFRS. Rather, these non-IFRS measures should be used as a supplement to IFRS results to assist the reader in better understanding the operational performance of the Group. For additional information on Group's non-IFRS measures used in this report, see "NON-IFRS MEASURES *Adjusted Measures*" set forth above.

The Group cautions that these measures are not defined terms under IFRS and their definitions should be carefully reviewed and understood by investors.

Investors should be aware that Luxottica Group's method of calculating EBITDA and the ratio of net debt to EBITDA may differ from methods used by other companies.

The Group recognizes that the usefulness of EBITDA and the ratio of net debt to EBITDA as evaluative tools may have certain limitations. The ratio of net debt to EBITDA is net of cash and cash equivalents, restricted cash and short-term investments, thereby reducing our debt position.

Because we may not be able to use our cash to reduce our debt on a dollar-for-dollar basis, this measure may have material limitations. We compensate for the foregoing limitations by using EBITDA and the ratio of net debt to EBITDA as two of several comparative tools, together with IFRS measurements, to assist in the evaluation of our operating performance and leverage.

See the table below for a reconciliation of net debt to long-term debt, which is the most directly comparable IFRS financial measure, as well as the calculation of the ratio of net debt to EBITDA. For a reconciliation of EBITDA to its most directly comparable IFRS measure, see the table on the earlier page.



Table of Contents**Non-IFRS Measure: Net debt and Net debt/EBITDA**

(Amounts in millions of Euro)	September 30, 2015	December 31, 2014
Long-term debt (+)	1,699.3	1,688.4
Current portion of long-term debt (+)	554.6	626.8
Bank overdrafts (+)	110.7	151.3
Cash ( )	(1,314.4)	(1,453.6)
Net debt (=)	1,050.1	1,012.9
LTM EBITDA	1,862.6	1,541.6
Net debt/EBITDA	0.6x	0.7x
Net debt @ avg. exchange rates <sup>(1)</sup>	1,046.7	984.3
Net debt @ avg. exchange rates <sup>(1)</sup> /EBITDA	0.6x	0.6x

(1) Net debt figures are calculated using the average exchange rates used to calculate the EBITDA figures.

**Non-IFRS Measure: Net debt and Net debt/Adjusted EBITDA**

(Amounts in millions of Euro)	September 30, 2015 <sup>(2(b))</sup>	December 31, 2014 <sup>(2(a))</sup>
Long-term debt (+)	1,699.3	1,688.4
Current portion of long-term debt (+)	554.6	626.8
Bank overdrafts (+)	110.7	151.3
Cash ( )	(1,314.4)	(1,453.6)
Net debt (=)	1,050.1	1,012.9
LTM Adjusted EBITDA	1,901.7	1,561.6
Net debt/LTM Adjusted EBITDA	0.6x	0.6x
Net debt @ avg. exchange rates <sup>(1)</sup>		

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	1,046.7	984.3
Net debt @ avg. exchange rates <sup>(1)</sup> /LTM EBITDA	0.6x	0.6x

(1) Net debt figures are calculated using the average exchange rates used to calculate the EBITDA figures.

(2) Adjusted figures exclude:

- (a) The non-recurring expenses related to the departure of two former Group CEOs with an approximately Euro 20 million impact on operating income and Euro 14.5 million impact on net income.
- (b) Costs related to the integration of Oakley and other minor projects with an impact of Euro 34.1 million on operating income and Euro 28.9 million impact on net income.



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**FORWARD-LOOKING INFORMATION**

Throughout this report, management has made certain "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995 which are considered prospective. These statements are made based on management's current expectations and beliefs and are identified by the use of forward-looking words and phrases such as "plans," "estimates," "believes" or "belief," "expects" or other similar words or phrases.

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 U.S. 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.

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## ITEM 2. FINANCIAL STATEMENTS

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(Amounts in thousands of Euro)	Note reference	September 30, 2015 <sup>(*)</sup>	December 31, 2014
<b>ASSETS</b>			
CURRENT ASSETS:			
Cash and cash equivalents	6	1,314,432	1,453,587
Accounts receivable	7	837,618	754,306
Inventories	8	822,849	728,404
Other assets	9	192,714	231,397
<b>Total current assets</b>		<b>3,167,614</b>	<b>3,167,695</b>
NON-CURRENT ASSETS:			
Property, plant and equipment	10	1,372,162	1,317,617
Goodwill	11	3,489,986	3,351,263
Intangible assets	11	1,410,001	1,384,501
Investments	12	62,269	61,176
Other assets	13	107,670	123,848
Deferred tax assets	14	195,949	188,199
<b>Total non-current assets</b>		<b>6,638,037</b>	<b>6,426,603</b>
<b>TOTAL ASSETS</b>		<b>9,805,650</b>	<b>9,594,297</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>			
CURRENT LIABILITIES:			
Short-term borrowings	15	110,663	151,303
Current portion of long-term debt	16	554,557	626,788
Accounts payable	17	784,671	744,272
Income taxes payable	18	174,685	42,603
Short term provisions for risks and other charges	19	127,318	187,719
Other liabilities	20	616,057	636,055
<b>Total current liabilities</b>		<b>2,367,951</b>	<b>2,388,740</b>
NON-CURRENT LIABILITIES:			
Long-term debt	21	1,699,265	1,688,415
Employee benefits	22	145,923	138,475
Deferred tax liabilities	14	254,175	266,896
Long term provisions for risks and other charges	23	91,240	99,223
Other liabilities	24	89,578	83,770
<b>Total non-current liabilities</b>		<b>2,280,182</b>	<b>2,276,778</b>
STOCKHOLDERS' EQUITY:			
Capital stock	25	29,007	28,900
Legal reserve	25	5,785	5,736

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Reserves	25	4,484,852	4,318,124
Treasury shares	25	(71,239)	(73,875)
Net income	25	704,768	642,596
<b>Luxottica Group stockholders' equity</b>	<b>25</b>	<b>5,153,171</b>	<b>4,921,479</b>
Non-controlling interests	26	4,347	7,300
<b>Total stockholders' equity</b>		<b>5,157,519</b>	<b>4,928,779</b>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>		<b>9,805,650</b>	<b>9,594,297</b>

(\*) Unaudited

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## CONSOLIDATED STATEMENT OF INCOME

(Amounts in thousands of Euro) <sup>(1)</sup>	Note reference	Three Months ended		Nine Months ended	
		September 30 2015 <sup>(*)</sup>	September 30 2014 <sup>(*)</sup>	September 30 2015 <sup>(*)</sup>	September 30 2014 <sup>(*)</sup>
<b>Net sales</b>	27	2,154,976	1,882,969	6,821,688	5,785,282
Cost of sales	27	689,125	605,552	2,165,220	1,955,366
<b>Gross profit</b>		<b>1,465,851</b>	<b>1,277,417</b>	<b>4,656,468</b>	<b>3,829,916</b>
Selling	27	691,083	590,457	2,088,281	1,710,560
Royalties	27	41,079	36,722	130,644	112,352
Advertising	27	135,319	132,408	441,294	381,202
General and administrative	27	260,749	236,633	800,099	678,260
<b>Total operating expenses</b>		<b>1,128,230</b>	<b>996,221</b>	<b>3,460,318</b>	<b>2,882,375</b>
<b>Income from operations</b>		<b>337,621</b>	<b>281,196</b>	<b>1,196,150</b>	<b>947,541</b>
<b>Other income/(expense)</b>					
Interest income	27	2,583	3,154	7,967	8,994
Interest expense	27	(25,651)	(27,445)	(84,347)	(80,764)
Other net	27	(179)	(14)	531	(367)
<b>Income before provision for income taxes</b>		<b>314,374</b>	<b>256,891</b>	<b>1,120,301</b>	<b>875,405</b>
Provision for income taxes	27	(114,254)	(93,706)	(413,411)	(316,373)
<b>Net income</b>		<b>200,120</b>	<b>163,185</b>	<b>706,891</b>	<b>559,031</b>
Of which attributable to:					
<b>Luxottica Group stockholders</b>		199,655	162,442	704,768	554,982
Non-controlling interests		465	743	2,123	4,049
<b>NET INCOME</b>		<b>200,120</b>	<b>163,185</b>	<b>706,891</b>	<b>559,031</b>
Weighted average number of shares outstanding:					
Basic	30	480,078,163	477,019,093	479,259,114	475,325,386
Diluted	30	481,390,247	479,202,804	481,003,224	478,351,143
EPS:					
Basic	30	0.42	0.34	1.47	1.17
Diluted	30	0.41	0.34	1.47	1.16

(1) Except per share data

(\*) Unaudited

Table of Contents**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**

	Three Months ended September 30		Nine Months ended September 30	
(Amounts in thousands of Euro)	2015 <sup>(*)</sup>	2014 <sup>(*)</sup>	2015 <sup>(*)</sup>	2014 <sup>(*)</sup>
<b>Net income</b>	200,120	163,185	706,891	559,031
<b>Other comprehensive income:</b>				
<i>Items that may be reclassified subsequently to profit or loss:</i>				
Currency translation differences	(128,968)	239,560	137,961	311,373
<i>Total items that may be reclassified subsequently to profit or loss:</i>	<b>(128,968)</b>	<b>239,560</b>	<b>137,961</b>	<b>311,373</b>
<i>Items that will not be reclassified to profit or loss:</i>				
Actuarial gain on defined benefit plans	(54,896)	(10,953)	(7,761)	(45,502)
Related tax effect	23,230	5,448	8,861	19,840
<i>Total items that will not be reclassified to profit or loss</i>	<b>(31,666)</b>	<b>(5,505)</b>	<b>1,100</b>	<b>(25,662)</b>
Total other comprehensive income net of tax	<b>(160,634)</b>	<b>234,055</b>	<b>139,061</b>	<b>285,711</b>
Total comprehensive income for the period	<b>39,486</b>	<b>397,238</b>	<b>845,952</b>	<b>844,742</b>
Attributable to:				
Luxottica Group stockholders' equity	38,546	396,526	843,344	840,388
Non-controlling interests	940	712	2,608	4,354
Total comprehensive income for the period	<b>39,486</b>	<b>397,238</b>	<b>845,952</b>	<b>844,742</b>

(\*) Unaudited

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FOR THE PERIODS ENDED SEPTEMBER 30, 2015 AND 2014**

(Amounts in thousands of Euro, except share data)	Capital stock		Legal reserve	Additional paid-in capital	Retained earnings	Stock options reserve	Translation of foreign operations and other	Treasury shares	Stockholders' equity	Non-controlling interests
	Number of shares	Amount								
					Note 25					Note 26
<b>Balance as of January 1, 2014</b>	<b>477,560,673</b>	<b>28,653</b>	<b>5,711</b>	<b>412,063</b>	<b>3,958,076</b>	<b>268,833</b>	<b>(447,447)</b>	<b>(83,060)</b>	<b>4,142,828</b>	<b>7,107</b>
<b>Total Comprehensive Income as of September 30, 2014</b>					<b>529,307</b>		<b>311,081</b>		<b>840,388</b>	<b>4,354</b>
Exercise of stock options	3,174,345	190		55,325					55,515	
Non-cash stock based compensation						29,856			29,856	
Excess tax benefit on stock options				3,704					3,704	
Granting of treasury shares to employees					(9,185)		9,185			
Dividends					(308,343)				(308,343)	(3,319)
Allocation to legal reserve			24		(24)					
<b>Balance as of September 30, 2014</b>	<b>480,735,018</b>	<b>28,844</b>	<b>5,736</b>	<b>471,092</b>	<b>4,169,830</b>	<b>298,689</b>	<b>(136,366)</b>	<b>(73,875)</b>	<b>4,763,948</b>	<b>8,142</b>
<b>Balance as of January 1, 2015</b>	<b>481,671,583</b>	<b>28,900</b>	<b>5,736</b>	<b>484,865</b>	<b>4,230,560</b>	<b>300,659</b>	<b>(55,364)</b>	<b>(73,875)</b>	<b>4,921,479</b>	<b>7,300</b>
<b>Total Comprehensive Income as of September 30, 2015</b>					<b>705,868</b>		<b>137,476</b>		<b>843,344</b>	<b>2,608</b>
Exercise of stock options	1,780,350	107		43,112					43,219	
Non-cash stock based compensation						36,886			36,886	
Excess tax benefit on stock options				20,383					20,383	
Purchase of treasury shares								(7,028)	(7,028)	
Granting of treasury shares to employees					(9,664)		9,664			
Change in consolidation perimeter					(15,397)				(15,397)	(3,594)
Dividends					(689,714)				(689,714)	(1,967)
Allocation to legal reserve			49		(49)					

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Balance as of September 30,  
2015

483,451,933 29,007 5,785 548,360 4,221,604 337,545 82,112 (71,239) 5,153,171 4,347

Table of Contents**CONSOLIDATED STATEMENT OF CASH FLOWS**

(Amounts in thousands of Euro)	Note reference	September 30, 2015	September 30, 2014
<b>Income before provision for income taxes</b>		<b>1,120,301</b>	<b>875,405</b>
Stock-based compensation		36,886	29,856
Depreciation and amortization	10/11	352,366	280,023
Net loss fixed assets and other	10/11	17,999	10,053
Financial charges		84,347	80,764
Other non-monetary items		(2,077)	107
Changes in accounts receivable		(99,190)	(79,153)
Changes in inventories		(88,169)	21,856
Changes in accounts payable		50,602	313
Changes in other assets/liabilities		(22,344)	(37,512)
<b>Total adjustments</b>		<b>330,420</b>	<b>306,307</b>
<b>Cash provided by operating activities</b>		<b>1,450,721</b>	<b>1,181,712</b>
Interest paid		(80,587)	(61,995)
Tax paid		(349,697)	(183,807)
<b>Net cash provided by operating activities</b>		<b>1,020,437</b>	<b>935,910</b>
Additions of property, plant and equipment	10	(239,618)	(177,265)
Purchases of businesses net of cash acquired <sup>(*)</sup>		(18,990)	(39,397)
Change in investments	12	1,100	
Additions to intangible assets	11	(113,831)	(94,565)
<b>Cash used in investing activities</b>		<b>(371,338)</b>	<b>(311,227)</b>

(\*)

In the nine months of 2015 we acquired the remaining 49% of Luxottica Netherland for Euro (19.0) million.

Purchases of businesses net of cash acquired in the first six months of 2014 included the purchase of glasses.com for Euro (29.5) million and other minor acquisitions for Euro (9.9) million.



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## CONSOLIDATED STATEMENT OF CASH FLOWS

(Amounts in thousands of Euro)	Note reference	September 30, 2015	September 30, 2014
<b>Long-term debt:</b>			
Proceeds	21	3,926	497,031
Repayments	21	(138,379)	(318,346)
<b>Short-term debt:</b>			
Proceeds			88,531
Repayments		(38,999)	
Exercise of stock options	25	43,217	55,515
Purchase of treasury Shares		(7,028)	
Dividends		(691,681)	(311,662)
<b>Cash (used in)/provided financing activities</b>		<b>(828,944)</b>	<b>11,069</b>
<b>Increase (decrease) in cash and cash equivalents</b>		<b>(179,845)</b>	<b>635,752</b>
<b>Cash and cash equivalents, beginning of the period</b>		<b>1,453,587</b>	<b>617,995</b>
Effect of exchange rate changes on cash and cash equivalents		40,689	44,302
<b>Cash and cash equivalents, end of the period</b>		<b>1,314,432</b>	<b>1,298,049</b>

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## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Pursuant to Consob Resolution No. 15519 of July 27, 2006

(Amounts in thousands of Euro)	Note reference	September 30, 2015	Of which related parties (note 29)	December 31, 2014	Of which related parties (note 29)
<b>ASSETS</b>					
CURRENT ASSETS:					
Cash and cash equivalents	6	1,314,432		1,453,587	
Accounts receivable	7	837,618	17,427	754,306	10,168
Inventories	8	822,849		728,404	
Other assets	9	192,714	3,263	231,397	3,245
<b>Total current assets</b>		<b>3,167,614</b>	<b>20,690</b>	<b>3,167,695</b>	<b>13,414</b>
NON-CURRENT ASSETS:					
Property, plant and equipment	10	1,372,162		1,317,617	
Goodwill	11	3,489,986		3,351,263	
Intangible assets	11	1,410,001		1,384,501	
Investments	12	62,269	50,038	61,176	49,478
Other assets	13	107,670		123,848	809
Deferred tax assets	14	195,949		188,199	
<b>Total non-current assets</b>		<b>6,638,037</b>	<b>50,038</b>	<b>6,426,603</b>	<b>50,287</b>
<b>TOTAL ASSETS</b>		<b>9,805,650</b>	<b>70,729</b>	<b>9,594,297</b>	<b>63,701</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>					
CURRENT LIABILITIES:					
Short-term borrowings	15	110,663		151,303	
Current portion of long-term debt	16	554,557		626,788	
Accounts payable	17	784,671	16,729	744,272	19,978
Income taxes payable	18	174,685		42,603	
Short term provisions for risks and other charges	19	127,318		187,719	
Other liabilities	20	616,057	87	636,055	959
<b>Total current liabilities</b>		<b>2,367,951</b>	<b>16,816</b>	<b>2,388,740</b>	<b>20,937</b>
NON-CURRENT LIABILITIES:					
Long-term debt	21	1,699,265		1,688,415	
Employee benefits	22	145,923		138,475	
Deferred tax liabilities	14	254,175		266,896	
Long term provisions for risks and other charges	23	91,240		99,223	
Other liabilities	24	89,578		83,770	
<b>Total non-current liabilities</b>		<b>2,280,182</b>		<b>2,276,778</b>	
STOCKHOLDERS' EQUITY:					
Capital stock	25	29,007		28,900	
Legal reserve	25	5,785		5,736	
Reserves	25	4,484,852		4,318,124	
Treasury shares	25	(71,239)		(73,875)	

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Net income	25	704,768	642,596		
Luxottica Group stockholders' equity	25	<b>5,153,171</b>	<b>4,921,479</b>		
Non-controlling interests	26	4,347	7,300		
<b>Total stockholders' equity</b>		<b>5,157,519</b>	<b>4,928,779</b>		
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>		<b>9,805,650</b>	<b>16,816</b>	<b>9,594,297</b>	<b>20,937</b>

Table of Contents**CONSOLIDATED STATEMENT OF INCOME**  
Pursuant to Consob Resolution No. 15519 of July 27, 2006

(Amounts in thousands of Euro)	Note reference	Nine Months ended September 30, 2015	Of which related parties (note 29)	Nine Months ended September 30, 2014	Of which related parties (note 29)
<b>Net sales</b>	27	6,821,688	19,665	5,785,282	18,725
Cost of sales	27	2,165,220	42,181	1,955,366	38,078
<b>Gross profit</b>		<b>4,656,468</b>	<b>(22,516)</b>	<b>3,829,916</b>	<b>(19,353)</b>
Selling	27	2,088,281	45	1,710,560	
<i>Of which non-recurring</i>	32	<i>1,000</i>			
Royalties	27	130,644	718	112,352	694
Advertising	27	441,294	49	381,202	50
General and administrative	27	800,099	3,112	678,260	12,252
<i>Of which non-recurring</i>	32	<i>33,100</i>		<i>15,000</i>	
<b>Total operating expenses</b>		<b>3,460,318</b>	<b>3,924</b>	<b>2,882,375</b>	<b>12,998</b>
<b>Income from operations</b>		<b>1,196,150</b>	<b>(26,440)</b>	<b>947,541</b>	<b>(32,352)</b>
<b>Other income/(expense)</b>					
Interest income	27	7,967		8,994	
Interest expense	27	(84,347)		(80,764)	
Other net	27	531	(362)	(367)	1
<b>Income before provision for income taxes</b>		<b>1,120,301</b>	<b>(26,078)</b>	<b>875,405</b>	<b>(32,350)</b>
Provision for income taxes	27	(413,411)		(316,373)	
<i>Of which non-recurring</i>	32	<i>5,200</i>		<i>4,125</i>	
<b>Net income</b>		<b>706,891</b>		<b>559,031</b>	
Of which attributable to:					
<b>Luxottica Group stockholders</b>		<b>704,768</b>		<b>554,982</b>	
Non-controlling interests		2,123		4,049	
<b>NET INCOME</b>		<b>706,891</b>		<b>559,031</b>	

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**Luxottica Group S.p.A.**

Registered office at Piazzale Cadorna 3, Milan, 20123 Italy

**Share capital € 29,007,115.98**

Authorized and issued

**Notes to the  
CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
AS OF SEPTEMBER 30, 2015**

**1. GENERAL INFORMATION**

Luxottica Group S.p.A. (hereinafter the "Company" or together with its consolidated subsidiaries, the "Group") is a company listed on Borsa Italiana and the New York Stock Exchange with its registered office located in Milan, Italy at Piazzale Luigi Cadorna 3, organized under the laws of the Republic of Italy.

The Company is controlled by Delfin S.a r.l., a company subject to Luxembourg law. The Chairman of the Board of Directors of the Company, Leonardo Del Vecchio, controls Delfin S.a r.l.

In line with prior years, the retail division's fiscal year is a 52- or 53-week period ending on the Saturday nearest December 31. The use of a calendar fiscal year by the retail division would not have had a material impact on the consolidated financial statements. The Company's Board of Directors, at its meeting on October 26, 2015, approved the Group's interim condensed consolidated financial statements as of September 30, 2015 (hereinafter referred to as the "Financial Report") for publication.

The financial statements included in this Financial Report are unaudited.

**2. BASIS OF PREPARATION**

This Financial Report as of September 30, 2015 has been prepared in accordance with article 154-ter of the Legislative Decree No. 58 of February 24, 1998 and subsequent modifications and in accordance with the CONSOB Issuers Regulation in compliance with the International Financial Reporting Standards ("IFRS") issued by the International Accounting Standards Board ("IASB") and endorsed by the European Union in accordance with the regulation (CE) n. 1606/2002 of the European Parliament and of the Council dated July 19, 2002. Furthermore, this Financial Report has been prepared in accordance with International Accounting Standard ("IAS") 34 *Interim Financial Reporting*, and of the provisions which implement Article 9 of Legislative Decree no. 38/2005.

IFRS are all the international accounting standards ("IAS") and all the interpretations of the International Financial Reporting Interpretations Committee ("IFRIC"), previously named the Standing Interpretation Committee ("SIC").

This unaudited Financial Report as of September 30, 2015 should be read in connection with the consolidated financial statements as of December 31, 2014 which were prepared in accordance with IFRS, as endorsed by the European Union.

In accordance with IAS 34, the Group has chosen to publish a set of condensed financial statements in its financial report as of September 30, 2015.

The principles and standards used in the preparation of this unaudited Financial Report are consistent with those used in preparing the audited consolidated financial statements as of December 31, 2014 except as described in Note 3 "New Accounting Principles" and taxes on income which are accrued using the tax rate that would be applicable to projected total annual profit.

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**Notes to the  
CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)  
AS OF SEPTEMBER 30, 2015**

**2. BASIS OF PREPARATION (Continued)**

This Financial Report has been prepared on a going concern basis. Management believes that there are no indicators that may cast significant doubt upon the Group's ability to continue as a going concern, in particular, over the next twelve months.

This Financial Report is composed of the Consolidated Statements of Financial Position, the Consolidated Statements of Income, the Consolidated Statements of Comprehensive Income, the Consolidated Statements of Changes in Equity, the Consolidated Statements of Cash Flows and Notes to the Condensed Consolidated Financial Statements as of September 30, 2015.

The Group's reporting currency for the presentation of the Consolidated Financial Statements is the Euro. Unless otherwise specified, the figures in the statements and within these Notes to the Consolidated Financial Statements are expressed in thousands of Euro.

The Group presents its Consolidated Statements of Income using the function of expense method. The Company presents current and non-current assets and current and non-current liabilities as separate classifications in its consolidated statements of financial position. This presentation of the Consolidated Statements of Income and of the Consolidated Statements of Financial Position is believed to provide the most relevant information. The Consolidated Statements of Cash Flows was prepared and presented utilizing the indirect method.

The Financial Statements were prepared using the historical cost convention, with the exception of certain financial assets and liabilities for which measurement at fair value is required.

The Group applied CONSOB resolution n. 15519 dated July 27, 2006 and CONSOB communication n. 6064293 dated July 28, 2006, which defines non-recurring transactions as events which do not occur frequently in the ordinary course of business.

The preparation of this report required management to use estimates and assumptions that affected the reported amounts of revenue, costs, assets and liabilities, as well as disclosures relating to contingent assets and liabilities at the reporting date. Results published on the basis of such estimates and assumptions could vary from actual results that may be realized in the future.

These measurement processes and, in particular, those that are more complex, such as the calculation of impairment losses on non-current assets, and the actuarial calculations necessary to calculate certain employee benefits liabilities, are generally carried out only when the audited consolidated financial statements for the fiscal year are prepared, unless there are indicators which require updates to estimates.

**3. NEW ACCOUNTING PRINCIPLES**

*New standard and amendments that are effective for the reporting periods beginning on or after January 1, 2015.*

**IFRIC 21 Levies.** The interpretation published by the IASB on May 20, 2013 is applicable to periods starting on or after June 17, 2014. IFRIC 21 is an interpretation of IAS 37 *Provision, Contingent Liabilities and Contingent Assets*, which requires that a provision is booked if, subject to certain other conditions met, an entity has a present obligation as a consequence of a past event ("obligating event"). The interpretation clarifies that the obligating event that requires an obligation to pay taxes to be recorded is the activity that determines the tax payments, as set forth by the law. The group early adopted the interpretation which did not have a significant impact on the consolidated financial statements of the Group.

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**Notes to the  
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**3. NEW ACCOUNTING PRINCIPLES (Continued)**

**Annual Improvements to IFRSs 2011-2013 Cycle.** The amendments adopted impact: (i) IFRS 3, clarifying that IFRS 3 is not applicable to detect the accounting effects related to the formation of a joint venture or joint arrangement (as defined by IFRS 11) in the financial statements of the joint venture or joint arrangement; (ii) IFRS 13, clarifying the provisions contained in IFRS 13 whereby it is possible to measure fair value of a group of financial assets and liabilities on a net basis applies to all contracts (including non-financial contracts) within the scope of IAS 39 or IFRS 9; and (iii) IAS 40, clarifying that to determine when buying an investment property constitutes a business combination, reference must be made to the provisions of IFRS 3. The Improvements did not have a significant impact on the Group's consolidated financial statements.

*New standards and amendments that are effective for the reporting periods beginning on or after January 1, 2016.*

**Amendments to IAS 19 Defined Benefit Plans: Employee Contributions.** The amendment reduces current services costs for the period by contributions paid by employees or by third parties during the period that are not related to the number of years of service, instead of allocating these contributions over the period when the services are rendered. The new provision is applicable to periods beginning on or after February 1, 2015. The amendments are not expected to have a significant impact on the consolidated financial statements of the Group.

**Annual Improvements to IFRSs 2010-2012 Cycle.** The amendments adopted impact: (i) IFRS 2, clarifying the definition of "vesting condition" and introducing the definitions of conditions of service and results; (ii) IFRS 3, clarifying that obligations that correspond to contingent considerations, other than those covered by the definition of equity instrument, are measured at fair value at each balance sheet date, with changes recognized in the income statement; (iii) IFRS 8, requiring information to be disclosed regarding the judgments made by management in the aggregation of operating segments that describes how the segments have been aggregated and the economic indicators that have been evaluated in order to determine that the aggregated segments have similar economic characteristics; (iv) IAS 16 and IAS 38, clarifying the procedures for determining the gross carrying amount of assets when a revaluation is determined as a result of the revaluation model; and (v) IAS 24, establishing the disclosures to be provided when there is a related party entity that provides key management personnel services to the reporting entity. The new provisions are applicable to periods beginning on or after February 1, 2015. The amendments are not expected to have a significant impact on the consolidated financial statements of the Group.

**IFRS 9 Financial instruments.** This standard was issued in July 2014. The final version of IFRS 9 brings together the classification and measurement, impairment and hedge accounting phases of the IASB's project to replace IAS 39 *Financial instruments: recognition and measurement*. IFRS 9 introduces new requirements for classifying and measuring financial assets. The new standard reduces to three the number of categories of financial assets pursuant to IAS 39 and requires that all financial assets be: (i) classified on the basis of the model which a company has adopted in order to manage its financial activities and on the basis of the cash flows from financing activities; (ii) initially measured at fair value plus any transaction costs in the case of financial assets not measured at fair value through profit and loss; and (iii) subsequently measured at their fair value or at the amortized cost. IFRS 9 also provides that embedded derivatives which fall within the scope of IFRS 9 must no longer be separated from the primary contract which contains them and states that a company may decide to directly record within the

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**Notes to the  
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**3. NEW ACCOUNTING PRINCIPLES (Continued)**

consolidated statement of comprehensive income any changes in the fair value of investments which fall within the scope of IFRS 9. The new model introduced by IFRS 9 eliminates the threshold for the recognition of expected credit losses, so that it is no longer necessary for a trigger event to have occurred before credit losses are recognized, and requires an entity to recognize expected credit losses at all times and to update the amount of expected credit losses at each reporting date to reflect changes in the credit risk of the financial instrument. IFRS 9 contains a three-stage approach to account for credit losses. Each stage dictates how an entity measures impairment losses. IFRS 9 aligns hedge accounting with risk management activities undertaken by companies when hedging their financial and non-financial risk exposures. The new standard enables an entity to use information produced internally as a basis for hedge accounting. The standard is not applicable until January 1, 2018, but is available for early adoption. The Group has not early adopted and is assessing the full impact of adopting IFRS 9.

**IFRS 15 Revenue from contracts with customers.** This standard was issued on May 28, 2014. The new standard will be effective for the first interim period within the annual reporting periods beginning on or after January 1, 2017. This standard replaces IAS 18 *Revenues*, IAS 11 *Construction Contracts*, IFRIC 13 *Customers Loyalty Programs*, IFRIC 15 *Agreements for Constructions of Real Estate*, IFRIC 18 *Transfers of Assets from Customers* and SIC 31 *Revenue Barter Transactions Involving Advertising Services*. Revenue is recognized when the customer obtains control over goods or services and, therefore, when it has the ability to direct the use of and obtain the benefit from them. If entity agrees to provide goods or services for consideration that varies upon certain future events occurring or not occurring, an estimate of this variable consideration is included in the transaction price only if highly probable. The consideration in multiple element transactions is allocated based on the price an entity would charge a customer on a stand-alone basis for each good or service. Entities sometimes incur costs, such as sales commissions, to obtain or fulfill a contract. Contract costs that meet certain criteria are capitalized as an asset and amortized as revenue is recognized. The standard also specifies that an entity should adjust the transaction price for the time value of money in case the contract includes a significant financing component. The Group is currently evaluating the impact that the application of the new standard will have on its consolidated financial statements.

**Amendments to IAS 16 and 38 Clarification of Acceptable Methods of Depreciation and Amortization.** The amendments clarify the use of the *"revenue based methods"* to calculate the depreciation of a building. The amendments are applicable starting January 1, 2016. The Group is currently evaluating the impact of the amendments on its consolidated financial statements.

**Amendments to IFRS 11 Accounting for Acquisitions of Interests in Joint Operations.** The amendments advise on how to account for acquisitions of interests in joint operations. The amendments are applicable starting January 1, 2016 and are not yet endorsed by the European Union. The Group is currently evaluating the impact of the amendments on its consolidated financial statements.

**Amendments to IFRS 10 and IAS 28 Sale or Contribution of Assets between an Investor and its Associate or Joint Venture.** These amendments clarify the accounting treatment in relation to profits or losses arising from transactions with joint ventures or associates accounted for using the equity method. The amendments are applicable to periods beginning on or after January 1, 2016. The Group is evaluating the impact of the amendments on its consolidated financial statements.



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**Notes to the  
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**3. NEW ACCOUNTING PRINCIPLES (Continued)**

**Annual Improvements to IFRSs 2012-2014 Cycle.** The provisions modify IFRS 5, IFRS 7, IAS 19 and IAS 34. The amendments are applicable to periods beginning on or after January 1, 2016. The Group is evaluating the impact of these amendments on its consolidated financial statements.

**Amendments to IAS 1 Disclosure Initiative.** The amendments concern materiality, the aggregation of items, structure of the notes, information about accounting policies and the presentation of other comprehensive income arising from the measurement of equity method investments. The amendments are applicable to periods beginning on or after January 1, 2016. The Group is evaluating the impact of these amendments on its consolidated financial statements.

**Amendments to IFRS 10, IFRS 12 and IAS 28 Investment Entities: Applying the Consolidation Exception.** The amendments provide clarification of the application of the exception to consolidation of investment entities. The amendments are applicable to periods beginning on or after January 1, 2016. The Group is evaluating the impact of these amendments on its consolidated financial statements.

**4. BUSINESS COMBINATIONS**

On April 16, 2015, the Company acquired the remaining 49% of the share capital of its subsidiary Luxottica Nederland BV for Euro 19.0 million. The difference of Euro 15.4 million between the purchase price and the value of the minority interest was recorded as a reduction of the Group's net equity.

**5. SEGMENT INFORMATION**

In accordance with IFRS 8 *Operating segments*, the Group operates in two industry segments: (1) Manufacturing and Wholesale Distribution (Wholesale), and (2) Retail Distribution (Retail).

The criteria applied to identify the reporting segments are consistent with the way the Group is managed. In September 2014, the Group announced the adoption of the Co-CEO Model to better respond to the growing complexity of the Group. The Co-CEO governance model, which was implemented in January 2015, did not affect the Company's operating segments and information reviewed by the chief operating decision makers in 2014. The disclosures are consistent with the information periodically analyzed by the Group's Chief Executive Officers, in their role as Chief Operating Decision Makers, to make decisions about resources to be allocated to the segments and assess their performance.

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**Notes to the  
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**5. SEGMENT INFORMATION (Continued)**

Total assets for each reporting segment are no longer disclosed as they are not regularly reported to the highest authority in the Group's decision-making process.

(Amounts in thousands of Euro)	Manufacturing and Wholesale Distribution	Retail Distribution	Inter-segment transactions and corporate adjustments <sup>(c)</sup>	Consolidated
<b>Nine months ended September 30, 2015</b>				
Net sales <sup>(a)</sup>	2,834,063	3,987,625		6,821,688
Income from operations <sup>(b)</sup>	707,197	644,307	(155,354)	1,196,150
Interest income				7,967
Interest expense				(84,347)
Other-net				531
Income before provision for income taxes				1,120,301
Provision for income taxes				(413,411)
Net income				706,891
<i>Of which attributable to:</i>				
Luxottica stockholders				704,768
Non-controlling interests				2,123
Capital expenditures	(124,831)	(207,691)		(332,522)
Depreciation and amortization	(116,869)	(169,501)	(65,996)	(352,366)
<b>Nine months ended September 30, 2014</b>				
Net sales <sup>(a)</sup>	2,489,520	3,295,762		5,785,282
Income from operations <sup>(b)</sup>	615,339	487,727	(155,524)	947,541
Interest income				8,994
Interest expense				(80,764)
Other-net				(367)
Income before provision for income taxes				875,405
Provision for income taxes				(316,373)
Net income				559,031
<i>Of which attributable to:</i>				
Luxottica stockholders				554,982
Non-controlling interests				4,049
Capital expenditures	(105,998)	(164,063)		(270,061)
Depreciation and amortization	(88,768)	(132,626)	(58,628)	(280,022)

(a) Net sales of both the Manufacturing and Wholesale Distribution segment and the Retail Distribution segment include sales to third-party customers only.

(b) Income from operations of the Manufacturing and Wholesale Distribution segment is related to net sales to third-party customers only, excluding the "manufacturing profit" generated on the inter-company sales to the Retail Distribution segment. Income from operations of the Retail Distribution segment is related to retail sales, considering the cost of goods acquired from the Manufacturing and Wholesale Distribution segment at manufacturing cost, thus including the relevant "manufacturing profit" attributable to those sales.

(c)

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Inter-segment transactions and corporate adjustments include corporate costs not allocated to a specific segment and amortization of acquired intangible assets not allocated to the segments.

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**INFORMATION ON THE CONSOLIDATED STATEMENT OF FINANCIAL POSITION****6. CASH AND CASH EQUIVALENTS**

Cash and cash equivalents are comprised of the following items:

(Amounts in thousands of Euro)	As of September 30, 2015	As of December 31, 2014
Cash at bank	1,306,926	1,411,145
Checks	5,301	9,611
Cash and cash equivalents on hand	2,205	2,831
<b>Total</b>	<b>1,314,432</b>	<b>1,453,587</b>

There is no restricted cash. On June 25, 2015 the Company signed an agreement to enhance the market liquidity of its shares in compliance with CONSOB's market practices permitted under resolution no. 16839 adopted on March 19, 2009 regarding activity to support market liquidity. The agreement is between the Company and Kepler Capital Markets SA.

**7. ACCOUNTS RECEIVABLE**

Accounts receivable consist exclusively of trade receivables and are recognized net of allowances to adjust their carrying amount to the estimated realizable value. Accounts receivable are due within 12 months:

(Amounts in thousands of Euro)	As of September 30, 2015	As of December 31, 2014
Accounts receivable	880,212	793,210
Allowance for doubtful accounts	(42,594)	(38,904)
<b>Total accounts receivable</b>	<b>837,618</b>	<b>754,306</b>

The increase in accounts receivable is primarily due to the increase in net sales during the first nine months of 2015.

**8. INVENTORIES**

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Inventories are comprised of the following items:

(Amounts in thousands of Euro)	As of September 30, 2015	As of December 31, 2014
Raw materials	201,341	186,593
Work in process	50,737	47,674
Finished goods	717,135	627,300
Less: inventory obsolescence reserves	(146,364)	(133,163)
<b>Total</b>	<b>822,849</b>	<b>728,404</b>

The increase in inventories is primarily due to the higher demand from customers.

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**Notes to the  
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**9. OTHER CURRENT ASSETS**

Other assets comprise the following items:

(Amounts in thousands of Euro)	As of September 30, 2015	As of December 31, 2014
Sales taxes receivable	23,758	40,494
Other assets	43,631	50,394
<b>Total financial assets</b>	<b>67,389</b>	<b>90,888</b>
Income tax receivable	9,372	50,356
Advances to suppliers	24,921	14,343
Prepaid expenses	70,059	44,771
Other assets	20,973	31,039
<b>Total other assets</b>	<b>125,325</b>	<b>140,509</b>
<b>Total other current assets</b>	<b>192,714</b>	<b>231,397</b>

Other financial assets include receivables from foreign currency derivatives amounting to Euro 2.2 million as of September 30, 2015 (Euro 1.0 million as of December 31, 2014), as well as other assets of the North America retail division totaling Euro 18.1 million as of September 30, 2015 (Euro 12.6 million as of December 31, 2014).

Other assets include the short-term portion of advance payments made to certain designers for future contracted minimum royalties totaling Euro 20.9 million as of September 30, 2015 (Euro 31.0 million as of December 31, 2014).

The net book value of financial assets is approximately equal to their fair value and this value also corresponds to the maximum exposure of the credit risk. The Group has no guarantees or other instruments to manage credit risk of these financial assets.

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**10. PROPERTY, PLANT AND EQUIPMENT**

Changes in items of property, plant and equipment are reported below: