



Do retailers do enough to support premium brands in Middle East and African airports?

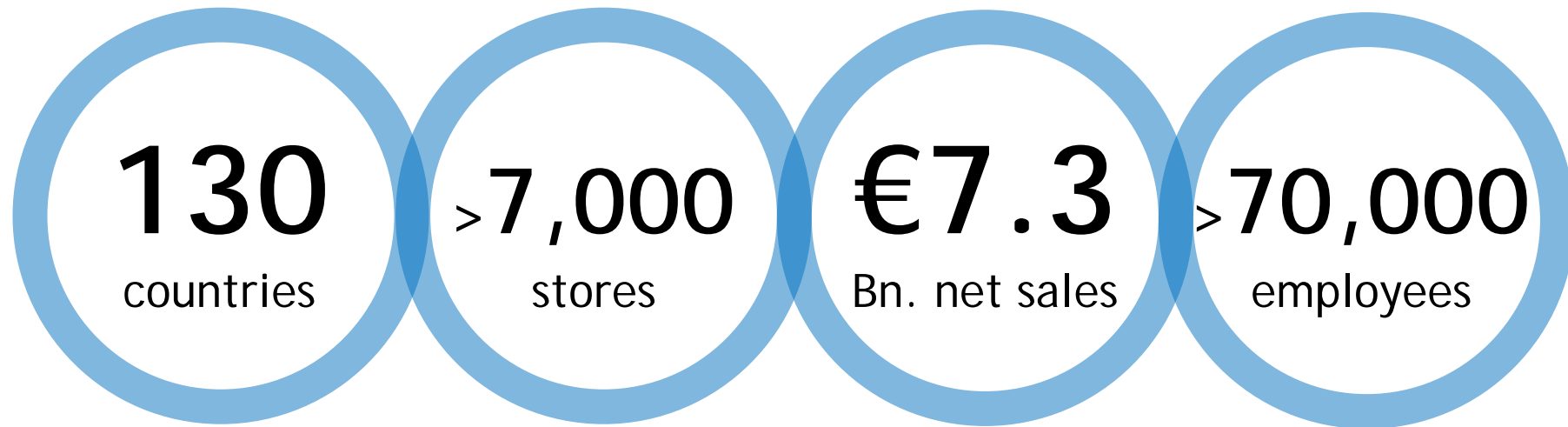
Francis Gros

Head of Global Channels, Luxottica Group



Luxottica Group

No.1 sunglasses company





Luxottica in Travel Retail

- ★ Sunglass Hut - **140** airport outlets
- ★ Retailers - supplying **45** brands to travel retailers across the world
- ★ ME/Africa - **12** Sunglass Hut stores

Our brands

Group brands

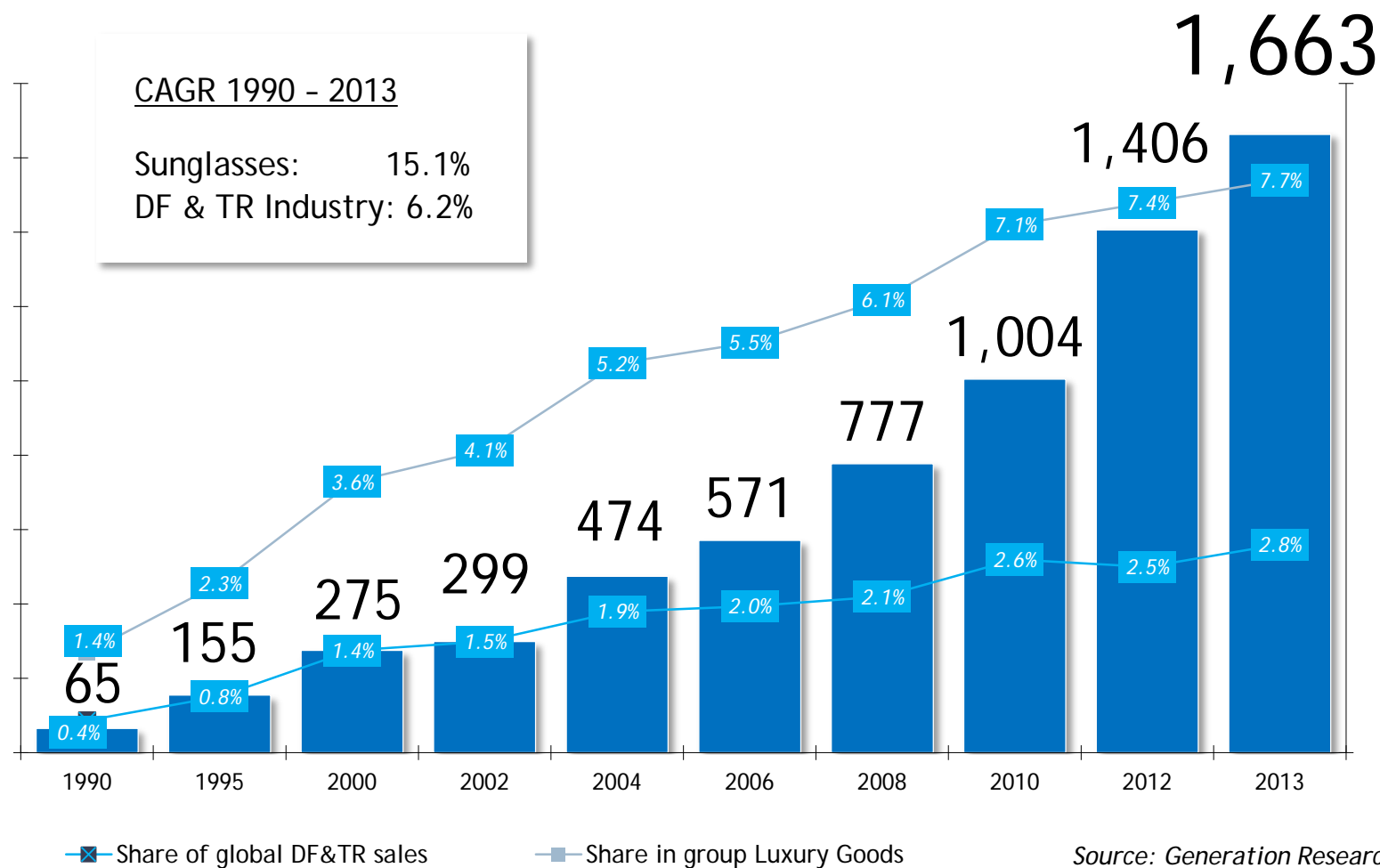


Licensed brands



Growth driven by brands

In US\$ millions



Supporting our premium brands

Driving the total category



We create compelling stores



Sunglass Hut
Heathrow, Terminal 2



Ray-Ban Store
Hamburg Airport

Sharing our category management expertise



Could retailers do more for premium sunglasses brands?



Yes!

- ★ More category management
- ★ More multi-format sales points:

