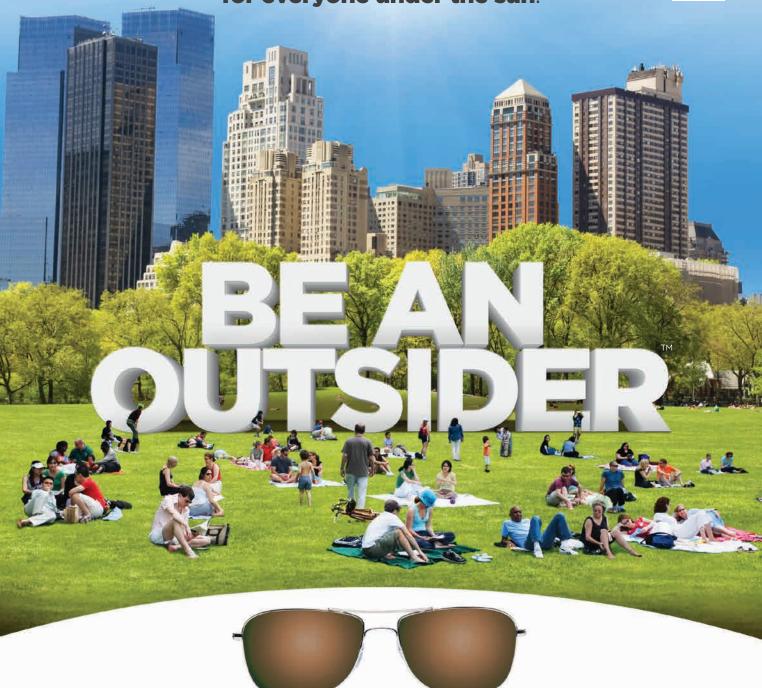
Finally, prescription sun lenses for everyone under the sun.





ESSILOR SUN

Xperio | POLARIZED | TINTS



Essilor Sun Portfolio

Every comprehensive vision solution must include both inside and outside lenses.



Essilor Sun Portfolio

Prescription Sun Lenses for everyone under the sun:

Xperio UV[™] Polarized Sun Lenses Essilor[®] Polarized Sun Lenses Essilor[®] Standard Tinted Sun Lenses

More Style and Choices

Essilor Sunwear Colors Essilor Colors Essilor Mirrors

Exceptional Performance

Industry leading technology & processes to enhance your patients' outside vision.

Xperio UV[™] **Polarized Sun Lenses**

Complete outside solution that provides maximum UV protection, easy cleanability and exceptional scratch resistance for the best vision under the sun

Stylistic Lens Design

Innovative wrap and non-wrap technology that meets patients' fashion needs and safety requirements



Xperio UV Lens Technology **The best vision under the sun.** The protection and durability your patients need with a range of fashion options they want.



IDEAL FOR:

Xperio UV polarized prescription sun lenses eliminate both direct and reflected UV rays.



Patients concerned about UV radiation and eye health

Patients who want improved scratch resistance for durability Patients who want the best performance

Fashion-forward style and choices that fit a wide variety of frames.



















FRONT

BACK

PAD CONTROL SYSTEM™LAYER

A layer used in the lens edging process to allow the leap pad and leap block to adhere to the lens without impacting the top coat performance.

HIGH SURFACE DENSITY" (HSD) LAYER

Tightly packed fluorinate molecules coat the lens, repelling smudges, oil, and water, so the lens is easy to clean.

UV PROTECTION LAYERS

These layers provide maximum UV protection and minimize distracting glare from the back of the lens.

HIGH SURFACE DENSITY™ (HSD) LAYER

Tightly packed fluorinated molecules coat the lens, repelling smudges, oil, and water, so the lens is easy to clean

PAD CONTROL SYSTEM"LAYER

A layer used in the lens edging process to allow the leap pad and leap block to adhere to the lens without impacting the top coat performance.

HARDCOAT SCRATCH RESISTANT LAYER

A tough scratch resistant layer is applied to both sides of the lens, reducing the surface damage to the lens, while adding scratch resistance.

POLARIZED FILM

This film blocks dangerous glare and protects eyes from harmful UV rays while delivering sharper outdoor color perception.

HARDCOAT SCRATCH RESISTANT LAYER

A tough scratch resistant layer is applied to both sides of the lens, reducing the surface damage to the lens, while adding

SCRATCH RESISTANT BOOSTER LAYER

An additional layer of glass-like silica particles protects the lens from annoying and

ANTI-PARTICULATE LAYER

This anti-particulate layer repels dust and dirt particles from the surface of your lens, keeping them cleaner and clearer.

Experience the benefits of Xperio UV polarized sun lenses



Eliminate glare



Maximum UV



Clarity



Scratch resistan



Easy to clean

For more information on Xperio UV lenses, please contact your Essilor Sales Consultant or visit **XperioUV.com**









Essilor Sunwear ChartSun Lens Solutions









The highest level of UV protection offered within the E-SPF® Index

The higher the E-SPF Index, the greater the level of UV protection provided by the lens

E-SPF® is an index rating the overall UV protection of a lens. E-SPF® was developed by Essilor International and endorsed by third party experts. The E-SPF® index relates to lens performance only and excludes direct eye exposure that depends on external factors (wearer's morphology, frame shape, position of wear).

¹ E-SPF 15 is only achieved on a plastic lens with a Grade 3 Tint



Colors

Solid Colors



Essilor*
Sunwear
Colors™
Solids



6 UZ Essilor* Sunwear Colors™



3 Xperio UV™ Mirror options

Gradients







Anti-reflective coated mirrors provide the same UV protection, two-sided scratch resistance and cleanability as Xperio UV™ with the fashion of a mirror

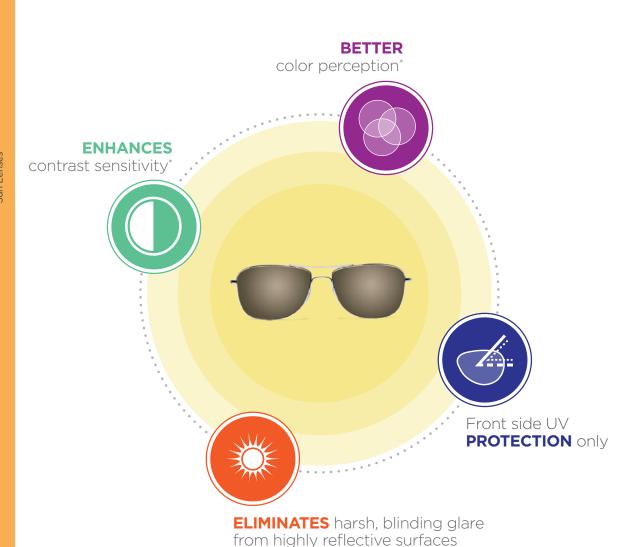
All polarized lens colors above are available with Xperio UV™ Mirrors



ESSILORPolarized Lenses



OUTSIDE VISION the way it should be.



IDEAL FOR:

* When compared with Standard Tinted Lenses















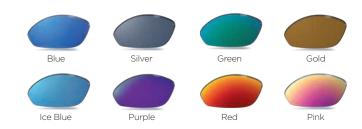


Mirror

Options







Essilor Standard Tinted Sun Lenses



ESSILOR STANDARD



Tinted Lenses



IDEAL FOR:



ESSILOR STANDARDTinted Lenses

Pre-Tinted Colors





Lab processed tints: Available as any color requested but fades over time due to UV exposure.



ESSILOR* Sunwear Colors*







ESSILOR* Sunwear Colors**

Introducing Essilor Sunwear Colors,™

produced using a specialized lab process and technology.





Available in:

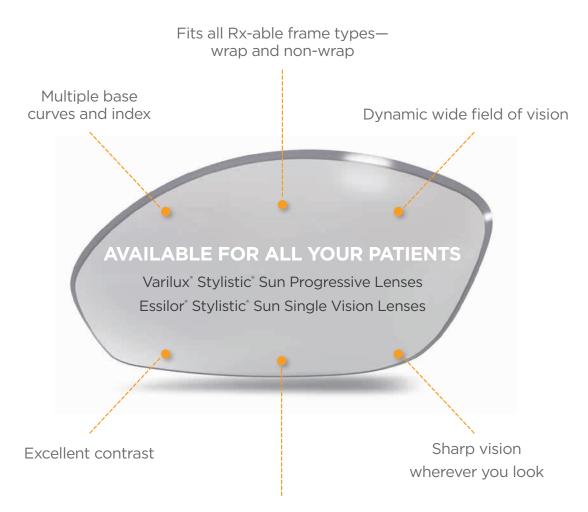
Xperio UV™ Polarized, Essilor® Polarized, and Essilor® Standard Tinted Lenses







Sun lenses without limits. Now you don't have to choose between style and performance.



Essilor's proprietary W.A.V.E technology: Wavefront Advanced Vision Enhancement™

















STYLISTIC* SUN LENS DESIGN

A design optimized for sun frames



Combine with Xperio UV[™] to get maximum UV protection from sun's harmful rays, dust, wind, and glare

*Based on 2015 home-use and in-lab panelist tests conducted by the University of Arkansas and sponsored by Essilor of America

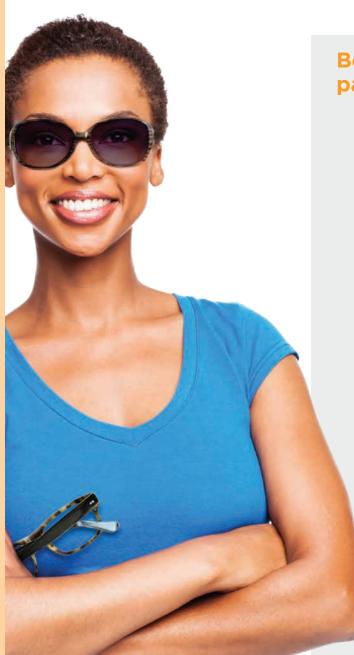


PRESCRIPTION SUN SALES





Essilor offers extensive training for the optimal way to present prescription sun products to your patients.



Best practices for patient conversations:

Recommend an Outside Pair of Glasses to Every Patient

82.6%

of American adults wear sunglasses, whereas only 11.6% wear prescription sunglasses.¹

Having a consistent process to recommend an outside pair to every patient is especially important when 43% of prescription sunwear non-polarized wearers have never heard of polarized lenses.³

Educate Your Patients on the Dangers of UV Radiation

80%

of people know they need sun protection for their skin; however, only 5% know they need sun protection for their eyes.²

Shift From Price to Vision Performance & Protection Discussion

A proven and consistent conversation allows your staff to present price and savings at the right time, which builds value and keeps patients focused on their vision while outside.

Prescription

How to engage your patients and maximize their outside vision protection

STEP 1	Identify the greatest challenges to your practice when dispensing the outside pair	8
STEP 2	Extend a minimum 25% discount to your patients while leveraging any additional second pair discounts offered by your wholesale laboratory	\$
STEP 3	Maximize your sun opportunity by offering a wide array of sunwear frames	禁
STEP 4	Don't overlook the opportunity to discuss sunglasses with contact lens wearers	<u>O</u> ®
STEP 5	Discuss both eye health and outside vision needs with your patients	
STEP 6	Define your outside pair sales goals	Ø
STEP 7	Grow your practice with incremental sales from your current patients	fir.





Join the sunwear revolution — Rx sunwear for every patient













