

Key Optical Players Ranked by U.S. Sales in 2022

2022 Rank	2021 Rank	Retailer	2022 Sales ¹ (\$ Millions)	2021 Sales ² (\$ Millions)	2022 Units ³	2021 Units ²	Comments
1	1	Vision Source L.P.	\$2,675.4	\$2,672.0	2,994	3,139	Vision Source included 2,994 locally owned optometric practice locations in the U.S. with 4,500 doctors in calendar year 2022. The group reached a milestone of 200 offices for its Vision Source Next, established in 2021 to support practice owners with supplemental funding to enable more private practice start-ups, expansions and transitions. Vision Source is a part of Essilor of America, which is a division of EssilorLuxottica. In accordance with franchise law, Vision Source is a franchisor, and its members are franchisees who own their respective practice(s). The collective revenue of those practices are reported here. Essilor acquired Vision Source in 2015.
2	2	Luxottica Retail	\$2,500.0*	\$2,410.0*	2,173	2,043	Luxottica Retail is a part of the retail network of EssilorLuxottica. Luxottica Retail store brands/DBAs in the U.S. and Puerto Rico include, as of the end of Dec. 2022: LensCrafters (930 total locations including 96 LensCrafters inside Macy's); Pearle Vision collectively 513 locations: (Pearle corporate: 63 locations, Pearle franchise: 450 locations); Target Optical (562 locations), Oliver Peoples (25 locations); Persol (2 locations); Ray-Ban (29 locations); OSA (3 locations), Alain Mikli (1). For Eyes (108 locations) was formerly part of GrandVision USA (GrandVision was acquired by EssilorLuxottica) and their U.S. locations and VM sales estimates are included in the overall U.S. retail group numbers for calendar year 2022.
3	3	National Vision Holdings, Inc	\$2,005.0	\$2,080.0	1,354	1,278	National Vision (NVI), a publicly traded company on the Nasdaq (EYE) exchange, operated 1,354 stores at the end of 2022. They include America's Best Contacts & Eyeglasses (905 locations); Eyeglass World (136 locations); Vision Centers inside Walmart (230 locations); Vista Optical in select Fred Meyer Stores (29 locations); Vista Optical in select military exchanges (54 locations). This year-end revenue includes revenues reported for National Vision's Corporate/Other segment in 2022. National Vision's Corporate/Other segment includes the results of the e-commerce platform of 15 dedicated websites managed by AC Lens. Their e-commerce business consists of six proprietary branded websites, including aclens.com, discountglasses.com and discountcontactlenses.com, and nine third-party websites with established retailers, such as Walmart, Sam's Club and Giant Eagle as well as mid-sized vision insurance providers.
4	4	Walmart Inc.	\$1,880.0*	\$1,748.0*	3,422	3,422	Walmart's optical business includes both Sam's Club's optical departments (547 locations) at the end of 2022 and the company-owned Walmart optical departments (2,875 locations).
5	5	EyeCare Partners LLC	\$1,665.0	\$1,566.0	700	686	EyeCare Partners, a portfolio company of Partners Group, finished the year with 700 locations. The group describes itself as an "integrated" clinical model with MDs and ODs united in some locations. The group includes 319 MDs, 714 ODs and 29 ambulatory surgical centers (ASCs). EyeCare Partners operates under the following banners, among others: Clarkson Eyecare, Nationwide Vision, EyeCare Associates, eyecarecenter, The EyeDoctors Optometrists and Grene Vision Group.
6	6	Costco Optical	\$1,515.3	\$1,402.7	555	543	A part of Costco Wholesale, Costco Optical finished the year with 555 optical departments, an increase of 12 locations compared to 2021.

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7	8	Capital Vision Services dba MyEyeDr.	\$1,314.0	\$1,108.0	852	817	MyEyeDr. added new locations in 2022, bringing its total location count to 852 offices. Goldman Sachs invested in Capital Vision Services, MyEyeDr.'s management services organization, in 2019.
8	7	Visionworks of America, Inc.	\$1,130.0	\$1,140.0	745	713 ^R	Visionworks of America now operates stores under the Visionworks of America name. Visionworks closed the year with 745 locations, a net gain of 32 new locations. VSP Global, rebranded VSP Vision in 2022, acquired Visionworks in October 2019.
9	9	Warby Parker	\$598.1	\$534.0*	200	158	Warby Parker marked its first year as a public company (NYSE:WRBY) in 2022 and reached a milestone 200 brick-and-mortar locations in the year. Overall sales were \$598.1 million, including both online and in-store sales. Of the total, Warby Parker said that 40 percent of its sales were derived online.
10	10	Keplr Vision	\$455.0	\$521.0	284	286	Tim Mayhew was named chief executive officer, effective Aug. 22, 2022. In March 2023, Keplr Vision announced that it had closed \$80 million in additional funding from existing investors including Imperial Capital and Golub.
11	12	AEG Vision	\$450.0	\$350.0*	350	300	AEG Vision continued its steady growth in 2022, achieving a six percent increase in comp sales in its base practices while adding and integrating more than 50+ new practices. Of its 350 offices, AEG noted that 300 of those operate under their own name.
12	11	Eyemart Express	\$345.0	\$365.0	241	238	Eyemart Express operated 218 Eyemart Express locations, Vision + Less locations (19 units), Eyewear Express (3 units) and Visionmart Express (1 unit) at the end of the year. The company named Mike Nuzzo its new CEO in fall 2022.
13	13	Now Optics Holdings, LLC	\$289.0	\$258.8	287	251	Now Optics' retail brands include Stanton Optical and My Eyelab. It manages both corporate-owned and franchised locations. At year end 2022, My Eyelab had 72 company-owned stores and 93 franchised stores (generating a total of \$120 million in sales). Stanton Optical operated 122 company-owned locations (with approximately \$169 million in sales).
14	14	Cohen's Fashion Optical	\$150.0	\$154.5	123	125	Cohen's Fashion Optical reported sales of \$150 million from 123 locations.
15	16	Shopko Optical	\$142.0	\$120.0	141	116	Shopko Optical finished 2022 with 141 locations. The company acquired 21 locations during the year. These included Innovision (2 offices) in March 2022; Third Street Optical (1 office) in April 2022; Rezin Optical (1 office) in August 2022 plus the larger Midwest Vision Centers acquisition (17 offices) in June 2022. These were rebranded as Shopko Optical locations. This year, the company said it will continue to expand its center growth via De Novo sites and acquisitions as well as expanding capacity at its lab. Shopko Optical, the trade name of Shoptikal LLC, is an affiliate of Monarch Alternative Capital LP.
16	15	Texas State Optical (TSO)	\$120.7	\$120.0	104	115	Established in 1936, Texas State Optical (TSO) provides a range of eyecare and dispensing services throughout the state, though 104 offices.
17	21	VSP Ventures	\$119.0	\$90.0*	84	70	VSP Ventures grew again by acquisition in 2022, and operated 84 offices, 14 more than the prior year. The company said that "the foundation of a strong operating plan for its acquired practices was the achievement for 2022." The group was established by VSP Vision in 2019. The company named Kathleen Steele as president in early 2023.

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18	37	New Look Vision Group (US)	\$110.4	\$22.0	61	20	New Look Vision Group (US) is a part of Canada-based New Look Vision Group which operates under a number of banners in Canada, including Iris Visual Group, Vogue Optical, New Look Eyewear, Greische & Staff along with many other smaller luxury brand locations. New Look acquired Luxury Optical Holdings (LOH) in the U.S. in December 2021. As of year-end 2022, the U.S. business had 61 locations, including: Edward Beiner (13 units), Morgenthal Frederics (14 units), Robert Marc (7 units), Georgetown Optician (5 units) Black Optical/The Eye Bar (5 units), Optometrix (3 units), The Eye Gallery (3 units), Europtics (3 units), Salle Opticians (1 unit) and other small independents. During the year, the company completed the relocation, integration and centralization of all warehouse and distribution operations in Miami. It also successfully launched the Hello Visionist website for online sales.
19	18	Total Vision LLC	\$110.0	\$100.0	59	58	Total Vision LLC, based in Southern California, added one location in 2022. The company also noted it created an overflow call center to improve patient experience and enhance overall productivity. In 2023, the group is developing its myopia management program and will be investing in its training programs for its people. Total Vision is backed by New York City-based Bregal Partners.
20	17	SVS Vision	\$103.5	\$102.7	82	84	SVS Vision ended the year with 82 offices. In June 2023, Hamburg, Germany-based European retailer Fielmann Group announced that it reached an agreement to acquire SVS Vision to establish its presence in the U.S. The deal is expected to close in August 2023.
21	19	Emerging Vision, Inc.	\$93.8	\$98.9	109	115	Emerging Vision ended 2022 with 109 locations. These included Optica (10 locations) with revenues of \$10.7 million; The Eye Gallery (4 locations) with revenues of \$4.6 million. (Three other The Eye Gallery locations were sold in April 2022); Sterling Optical with 3 company-owned (revenues of \$875,000 and 51 franchised locations with revenues of \$46.5 million), Site For Sore Eyes, with 41 franchised locations and revenues of \$30.1 million. The company noted that in 2022, revenues in Optica stores rose 23 percent. For this year, the company said it would invest in store remodels and/or relocations for some units.
22	25	Eye Doctors Optical Outlets	\$92.0	\$78.2	56	56	The company finished 2022 with 56 locations and substantially raised comps to end the year with sales of \$92 million.
23	22	BJ's Optical Centers	\$90.0*	\$84.0*	227	219	BJ's Optical Centers, inside BJ's Wholesale Clubs, experienced both positive comp growth and unit growth to reach 227 optical departments as of the end of the year.
24	24	Henry Ford OptimEyes	\$83.2	\$80.0	22	21	Henry Ford OptimEyes, part of Henry Ford Health Systems, finished the year with 22 locations.
25	20	U.S. Vision	\$82.2	\$97.4	323	362	In March 2021, Lincoln Road Advisors Inc., an investment company operated by optical industry veteran Eric Bertrand, acquired the holding company Refac Optical Group, which had owned the U.S. Vision optical business, from its majority owner ACON Investments. Bertrand was named CEO. In 2022, the company's DBAs included optical departments inside JCPenney Optical (199 locations), Boscov's Optical (43 locations), Meijer Optical (51 locations), AAFES (The Army Airforce & Exchange Service (22 locations) and Forward Vision (8 locations).
26	23	Vision Associates	\$80.6*	\$81.5	224	227	All offices under Vision Associates focus on the management of optical dispensaries in ophthalmology practices. Acquired in 2017 by Essilor of America, which is a division of EssilorLuxottica.

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27	28	Marion Eye Centers and Optical	\$47.9	\$47.7	32	35	Marion Eye Centers and Optical offers ophthalmology and optometric services and dispensaries to patients.
28	30	Wisconsin Vision, Inc.	\$41.0	\$39.8	38	38	Wisconsin Vision Inc. finished the year with 38 locations, including Wisconsin Vision (26 locations), Heartland Vision (6 locations) and Eye Boutique (6 locations). The company noted it has been offering teleoptometry via 6 locations, generating 12,000 exams and that it will continue to invest in teleoptometry in 2023.
29	40	Lumina Vision Partners	\$40.0*	\$20.0	24	11	Arizona-based Lumina Vision Partners expanded by acquisition growing from 11 offices to 24 in 2022.
30	32	Today's Vision Licensing Corporation	\$40.0	\$35.0	48	47	Today's Vision Licensing Corp. added one location to end the year with 48 offices. The company said all offices are independent network affiliates and the group reported a 15 percent increase in aggregate sales in 2022. April Oliver, OD, moved into the role of chairman and president of the TVLC board in September 2021, while Deise Golden took on the role of executive director at that time.
31	29	Rosin Eyecare	\$38.0*	\$41.6	45	49	Rosin Eyecare was acquired in September 2022 by TeamVision, which is the management services organization (MSO) formed by EssilorLuxottica North America.
32	31	SEE, Inc.	\$37.5	\$37.0	43	44	SEE Eyewear operates its locations across the country in major markets emphasizing fashion on-trend eyewear, sunwear and accessories. In 2022, the company said it launched a new line of technologically advanced, proprietary HD 2.0 lenses and also upgraded lab equipment to improve efficiency and delivery time. This year, it is testing pop-up stores.
33	33	Dr. Tavel Family Eye Care	\$35.0	\$31.0*	24	23	Dr. Tavel Family Eye Care operated 24 offices (including one Vision Values location) throughout Indiana in 2022. During the past year, it expanded two key office locations to offer additional doctor coverage and retail opportunity. This year, it anticipates launching its own in-house laboratory with manufacturing capabilities.
34	36	J.A.K. Enterprises, Inc.	\$22.0	\$24.5	21	21	J.A.K. Enterprises does business as Bard Optical, with 21 locations in Illinois. The company noted it continues "to invest in technology that allows our ODs the opportunity to practice in our medical model to the fullest extent of their training."
35	38	Standard Optical Company	\$20.4	\$20.8	21	21	The company operated 20 Standard Optical locations throughout Utah and also operates Opticare Vision Services (1). In 2022, the company realigned its management teams for district managers, medical eyecare coordinators and training departments. The group's medical/surgery category (cataract and refractive) increased by just under 10 percent in the year.
36	35	LION Eye Group	\$20.0*	\$24.5	16	20	LION Eye Group, which launched Jan. 1, 2020, describes itself as a management services organization for a network of independent optometry practices based in New York.
37	42	Clarity Vision, LLC	\$14.3	\$13.5	6	6	The North Carolina company operated six locations via a franchised model. It said Clarity Vision expanded exam capacity in 2022 by improved scheduling efficiencies, recall protocols, and much needed doctor coverage and will continue to invest in exam efficiency.
38	N	Maine Optometry, PA	\$14.2	N	7	N	Providing a full range of eyecare and optical services throughout 8 locations in Maine, including its new Brunswick headquarters location.

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39	N	Thomas Eye Group	\$13.0	N	17	N	Thomas Eye Group (TEG) operated 17 offices in 2022, acquiring East Cobb Eye Center in May. Through various partnerships and organic growth, TEG said it achieved a 26 percent increase in optical revenue throughout 2022. In 2022, TEG also added 12 ODs into the organization solidifying its position as "Atlanta's largest integrated eyecare practice."
40	N	DePoe Eye Center	\$12.8	N	12	N	DePoe operated 12 locations at the end of 2022 including the acquisition of McDonough Eye Care in Dec. 2021.
41	N	Big City Optical	\$12.0	N	16	N	Started six years ago by Rasa Tamulavichus, OD, president, and Mike Kogelis, CEO, Big City Optical grew to 16 locations as of the end of 2022, three of which were added that year. The Chicago company has offered tele-optometry/remote exams for several years and expects to expand that in 2023.
42	46	Eyecare Plus	\$10.8	\$9.2	8	8	Eyecare Plus operates 8 offices in Tennessee and reported the group saw 10 percent exam growth in 2022 and, in 2023, intends "to invest in our best employees to anchor our patient experience."
43	N	Eye Associates	\$10.6	N	8	N	Based in Overland Park, Kans., Eyecare Associates opened their 8th location at the end of year.
44	45	Optyx	\$10.5	\$10.0	11	11	In 2022, NY-based Optyx closed one store but acquired one store in Garden City, Long Island. In 2023, Optyx is now operating three additional stores, one in Westchester and two on Long Island and anticipates reaching a total of 15 locations by year end.
45	48	True Eye Experts	\$10.4	\$8.0	8	5	Based in Tampa, Fla., True Eye Experts acquired three practices in 2022, including Clark's Hunt Club Optical, Eye Clinic of Vero and Patterson Eye Center. The company noted it brought third-party services in-house and increased its digital presence in 2022 and that it would be investing further in staff training and development this year.
46	N	Levin Eye Care LLC	\$10.2	N	9	N	Levin Eye Care offers a range of optical and medical services from optometrists and ophthalmologists across nine offices in the Baltimore, Md. area. Levin Eye Care is backed by JSP Ventures, headed by investor Scott Plank.
47	47	Eye Surgeons of Richmond, Inc. / Virginia Eye Institute	\$10.1	\$8.7	7	7	Virginia Eye Institute (VEI) is a comprehensive eyecare organization providing a wide range of ophthalmology, optometry, and optical services in eight locations across central Virginia. VEI offers surgical services and ophthalmologic care—including cataract, cornea, glaucoma, retina, ocular plastics, pediatrics and refractive surgery (LASIK). VEI also has an Aesthetic Center performing cosmetic and reconstructive surgeries by their fellowship-trained specialists, and a Hearing Center at its Reynolds Cross location.
48	43	Metro Optics Holdings Inc	\$10.0*	\$11.1	5	5	Metro Optics was acquired in September 2022 by TeamVision, which is the management services organization (MSO) formed by EssilorLuxottica North America.
49	N	Missouri Eye Consultants	\$9.4	N	7	N	Based in Columbia, Mo., Missouri Eye Consultants operated seven offices at the end of 2022, having acquired Vision Care Associates of Macon, Mo., in September.
50	N	Envision Professional Group, PLLC	\$7.6	N	4	N	Envision Professional Group, based in Marion Va., operates as Envision Eye Care with four locations as of the end of 2022.
		Total Top 50	\$18,696.9*	\$17,767.0*	16,209	15,813	
		Total Top 10	\$15,737.8*	\$15,181.7*	13,279	13,085	
		Top 10 as a % of Top 50	84.2%	84.4%	81.9%	84.4%	

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