

VSP Global (VSP Vision) - Company Overview & Financial Summary (2025)

Company Snapshot

- Founded: 1955 (Oakland, California)
- Headquarters: Rancho Cordova, California
- CEO: Michael Guyette
- Industry: Vision care, optical retail, insurance
- Brands: Marchon Eyewear, Altair, Visionworks, Eyemart Express

Core Services

- Vision insurance plans
- Eyewear frames and lenses
- Eyecare technology solutions
- Optical retail stores and provider support services

Profitability & Financial Health

- Estimated annual revenue: ~\$5 billion (2025)
- Recent EBITDA growth: +90% year-over-year (2023)
- Margin expansion: ~330 basis points
- Average revenue per customer: \$287
- AM Best rating: A- (Excellent) with Stable Outlook
- Operational strength affirmed post-acquisitions (e.g. Eyemart Express)

Recent Growth & Expansion

- Acquisitions: Visionworks (2019), Eyemart Express (2024)
- Total retail locations: >237 stores
- Active customer base: 2.33 million
- Average store revenue: ~\$2.1 million annually
- Recognized as a U.S. Best-Managed Company (2025)

Summary

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VSP Vision is a well-diversified, profitable leader in the vision care space. Its strong retail expansion, sustained revenue growth, and excellent financial ratings signal a healthy, future-ready organization. With over 2 million customers and global reach, it continues to dominate both the insurance and retail vision care markets.