



2023

ANNUAL RESULTS

9 FEBRUARY 2024

L'ORÉAL
LUXE

CYRIL CHAPUY

PRESIDENT, L'ORÉAL LUXE



L'ORÉAL LUXE

Performance

+4.5%

LIKE-FOR-LIKE GROWTH

14.9 Bn€

NET SALES

*L'ORÉAL LUXE 2023 LIKE-FOR-LIKE SALES GROWTH, SELL IN.

OUTPERFORMED
THE MARKET FOR

13th
CONSECUTIVE
YEAR





#1

LUXURY
BEAUTY
COMPANY

L'ORÉAL LUXE
Profit

22.3%





PROMISING
Achievements

Rebalanced
GEOGRAPHICAL
FOOTPRINT



EUROPE

+12%

NORTH
AMERICA

+12%





PRADA
PARADOXE
THE NEW REFILLABLE FRAGRANCE
「我本莫测」
全新普拉达女士香水



扫码探索更多「我本莫测」



NORTH
ASIA
Without TR

+9%

CHINA
Another record year

MS 31.8%





EMERGING MARKETS

+17%

*L'ORÉAL LUXE 2023 LIKE-FOR-LIKE SALES GROWTH, SELL IN.



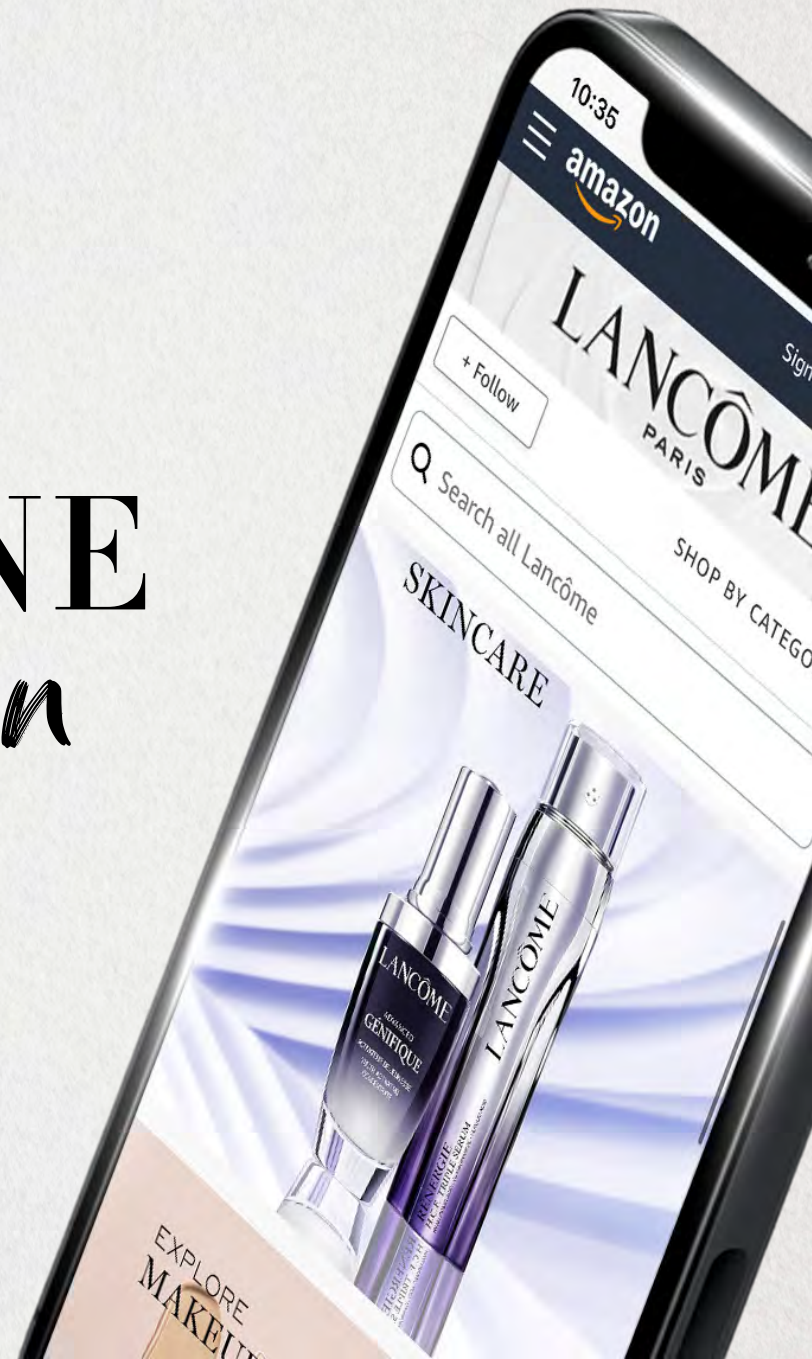
Diversified
**DISTRIBUTION
CHANNELS**



BRICK AND MORTAR *Elevation*



ONLINE Acceleration





Dynamism OF OUR
CATEGORIES
& BRANDS



FRAGRANCES

Worldwide Leadership



YVES SAINT LAURENT

Top 3 worldwide



YVES SAINT LAURENT

Top 3 worldwide



GROWTH DRIVERS

Operating at full speed





SKINCARE

Solid #2 position



HELENA RUBINSTEIN

Super-premium success story



RECENT ACQUISITIONS

Growth



RECENT ACQUISITIONS

Growth



POWERFUL OFFENSIVE

Rising new segments



LANCÔME

#1 in China





MAKEUP
Seizing the potential

YVES SAINT LAURENT

Significant strides



PRADA

Spectacular launch



VALENTINO

Remarkable trajectory



2024

STRONG
CONFIDENCE





1. CONFIDENCE IN A RESILIENT 1. LUXURY BEAUTY

Market

+6%

MARKET CAGR
OVER 10 YEARS

2. CONFIDENCE IN ASPIRATIONAL & COMPETITIVE Portfolio

LANCÔME

YVES SAINT LAURENT

ARMANI

Kiehl's
SINCE 1851

HR
HELENA RUBINSTEIN

Aēsop.

PRADA

VALENTINO

shu uemura

MUGLER

VIKTOR&ROLF

Maison Margiela
PARIS

RALPH LAUREN

AZZARO

TAKAMI

YOUTH TO THE PEOPLE

it COSMETICS

CARITA
PARIS

BIOTHERM

ud
URBAN DECAY

Atelier Cologne

DIESEL

cacharel

YUESAI

UNLIMITED OPPORTUNITIES

Aēsop®





MIU MIU



3. CONFIDENCE IN OUR GRAND CRU *Innovations*



3. CONFIDENCE IN OUR GRAND CRU *Innovations*



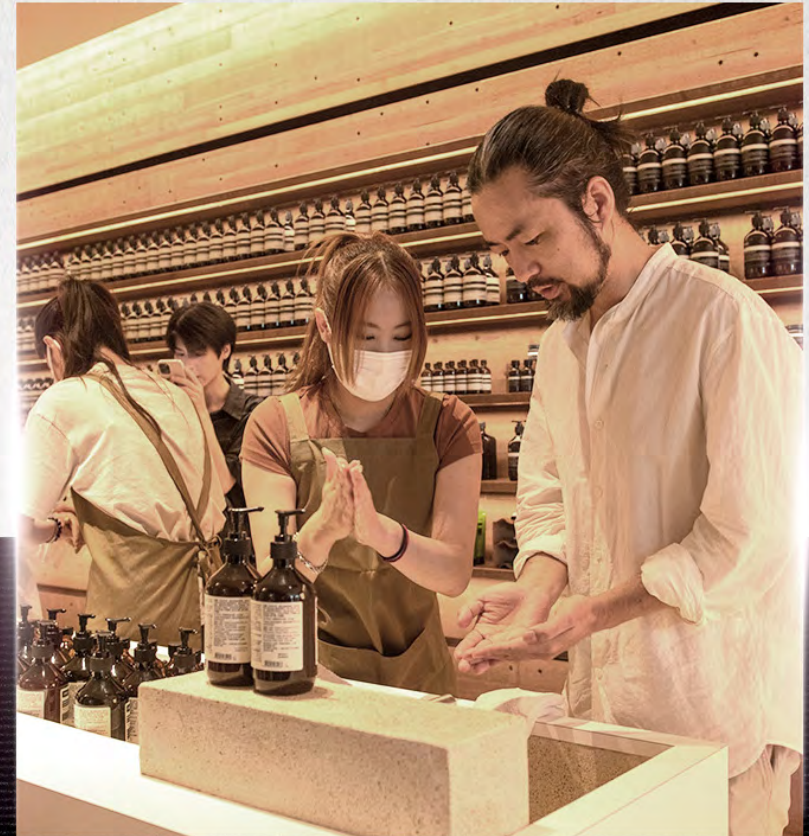
3. CONFIDENCE IN OUR GRAND CRU *Innovations*



3. CONFIDENCE IN OUR GRAND CRU *Innovations*



4. CONFIDENCE IN OUR PASSIONATE & CREATIVE *Teams*





A GREAT
2024
AHEAD



thank you



L'ORÉAL

L U X E

Disclaimer

"This document does not constitute an offer to sell, or an offer to buy L'Oréal shares. If you wish to obtain more comprehensive information about L'Oréal, please refer to the public documents registered in France with the Autorité des Marchés Financiers (which are also available in English on our internet site: www.loreal-finance.com). This document may contain some forward-looking statements. Although the Company considers that these statements are based on reasonable hypotheses at the date of publication of this release, they are by nature subject to risks and uncertainties which could cause actual results to differ materially from those indicated or projected in these statements."