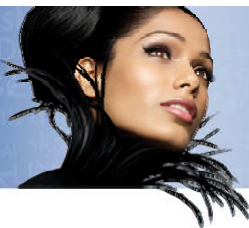






# Consolidated sales as of June 30<sup>th</sup> 2010



	M€	Like-for-like	Published figures	At constant exchange rates
Professional Products	1 362,6	+ 5,3 %	+ 11,9 %	+ 8,1 %
Consumer Products	4 822,3	+ 5,6 %	+ 9,5 %	+ 5,6 %
Luxury Products	2 104,0	+ 9,7 %	+ 12,0 %	+ 8,9 %
Active Cosmetics	773,1	+ 4,7 %	+ 7,9 %	+ 4,7 %
<b>Cosmetics total</b>	<b>9 062,0</b>	<b>+ 6,4 %</b>	<b>+ 10,3 %</b>	<b>+ 6,6 %</b>
The Body Shop	334,3	+ 0,2 %	+ 3,4 %	+ 0,2 %
Dermatology*	270,5	+ 14,1 %	+ 17,4 %	+ 14,1 %
<b>Consolidated total</b>	<b>9 666,8</b>	<b>+ 6,3 %</b>	<b>+ 10,2 %</b>	<b>+ 6,6 %</b>

\* Group's share, i.e. 50%

On January 1<sup>st</sup> 2010, the Roger & Gallet activity has been transferred from the Luxury Products Division to the Active Cosmetics Division. All figures for earlier periods, starting as of the first semester 2009 have been restated to allow for these changes.

# Cosmetics sales by geographic zone as of June 30<sup>th</sup> 2010

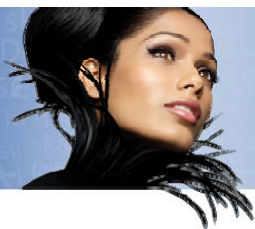
	M€	Like-for-like	Growth Published figures	At constant exchange rates
Western Europe	3 712,3	+ 2,0 %	+ 2,6 %	+ 1,8 %
North America	2 118,8	+ 4,9 %	+ 8,8 %	+ 6,3 %
New Markets	3 230,9	+ 13,0 %	+ 22,0 %	+ 13,0 %
- Asia, Pacific	1 540,2	+ 12,8 %	+ 20,0 %	+ 12,7 %
- Eastern Europe	706,7	+ 11,4 %	+ 19,5 %	+ 11,4 %
- Latin America	704,2	+ 19,7 %	+ 35,1 %	+ 19,6 %
- Africa, Middle-East	279,8	+ 3,5 %	+ 10,7 %	+ 3,5 %
<b>Total cosmetic</b>	<b>9 062,0</b>	<b>+ 6,4 %</b>	<b>+ 10,3 %</b>	<b>+ 6,6 %</b>

As of the January 1<sup>st</sup> 2010:

- The Travel Retail business of YSL Beauté, which was previously recorded 100% under Western Europe, has been broken down between the different geographic zones.

- The Rest of the World zone has become the New Markets zone. The Africa, Orient, Pacific zone has become the Africa, Middle East zone. Australia, India and New Zeland, previously in Africa, Orient, Pacific, have been included in Asia, which has become Asia, Pacific zone.

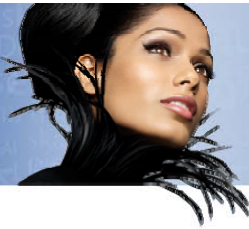
All figures for earlier periods, starting as of the first semester 2009 have been restated to allow for these changes.



## Some significant examples of exchange rates evolution (euro parity)

	Weight in consolidated sales at June 30 <sup>th</sup> 2010	Average rate June 2009	Average rate June 2010	Growth 2010 / 2009
US DOLLAR	22,3 %	0,751	0,754	+ 0,4 %
STERLING POUND	6,0 %	1,118	1,150	+ 2,8 %
CHINESE YUAN	5,2 %	0,110	0,111	+ 0,5 %
RUSSIAN ROUBLE	3,6 %	0,023	0,025	+ 10,4 %
CANADIAN DOLLAR	3,1 %	0,623	0,730	+ 17,1 %
BRAZILIAN REAL	3,5 %	0,343	0,420	+ 22,4 %
YEN (100)	2,4 %	7,874	8,245	+ 4,7 %
MEXICAN PESO	1,8 %	0,054	0,059	+ 9,8 %

*Note: The euro represents 32.5 % of consolidated sales at June 30<sup>th</sup> 2010*



## Consolidated profit and loss account: from sales to operating profit (in millions of euros)

	30.06.2009	% of sales	31.12.2009	% of sales	30.06.2010	% of sales	Growth 30.06.2010 / 30.06.2009
<b>Sales</b>	<b>8 769,4</b>	<b>100 %</b>	<b>17 472,6</b>	<b>100 %</b>	<b>9 666,8</b>	<b>100 %</b>	<b>+ 10,2 %</b>
<b>Cost of sales</b>	- 2 610,1	29,8 %	- 5 161,6	29,5 %	- 2 776,3	28,7 %	+ 6,4 %
<b>Gross profit</b>	<b>6 159,3</b>	<b>70,2 %</b>	<b>12 311,0</b>	<b>70,5 %</b>	<b>6 890,4</b>	<b>71,3 %</b>	<b>+ 11,9 %</b>
<b>Research and Development</b>	- 286,9	3,3 %	- 609,2	3,5 %	- 308,7	3,2 %	+ 7,6 %
<b>Advertising &amp; Promotion</b>	- 2 634,5	30,0 %	- 5 388,7	30,8 %	- 2 950,4	30,5 %	+ 12,0 %
<b>Selling, general and adm. Expenses</b>	- 1 864,1	21,3 %	- 3 735,5	21,4 %	- 1 962,8	20,3 %	+ 5,3 %
<b>Operating profit</b>	<b>1 373,9</b>	<b>15,7 %</b>	<b>2 577,6</b>	<b>14,8 %</b>	<b>1 668,6</b>	<b>17,3 %</b>	<b>+ 21,4 %</b>



## Half-yearly operating margin (as a % of sales)

	2002	2003	2004	2004 IFRS	2005	2006	2007	2008	2009	2010
1 <sup>st</sup> half	14,1 %	15,8 %	15,4 %	16,1 %	15,6 %	17,1 %	16,9 %	17,3 %	15,7 %	17,3 %
2 <sup>nd</sup> half	11,6 %	12,1 %	14,3 %	14,5 %	15,6 %	15,1 %	16,2 %	13,8 %	13,8 %	
<b>Full year</b>	<b>12,9 %</b>	<b>14,0 %</b>	<b>14,9 %</b>	<b>15,3 %</b>	<b>15,6 %</b>	<b>16,1 %</b>	<b>16,6 %</b>	<b>15,5 %</b>	<b>14,8 %</b>	

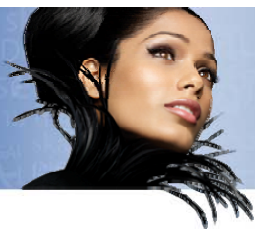


## Operating profit – Branches and divisions (as a % of sales)

	1 <sup>st</sup> half 2009	Full year 2009	1 <sup>st</sup> half 2010
Professional Products	19,1 %	20,0 %	21,2 %
Consumer Products	20,7 %	18,4 %	20,4 %
Luxury Products	12,0 %	15,1 %	18,0 %
Active Cosmetics	27,3 %	20,0 %	26,9 %
<b>Cosmetics divisions total</b>	<b>19,0 %</b>	<b>18,0 %</b>	<b>20,5 %</b>
<i>Non allocated*</i>	-2,7 %	-3,0 %	-2,6 %
<b>Cosmetics branch total</b>	<b>16,3 %</b>	<b>15,0 %</b>	<b>17,9 %</b>
The Body Shop	1,9 %	7,4 %	4,1 %
Dermatology branch	11,6 %	17,4 %	12,4 %
<b>Group</b>	<b>15,7 %</b>	<b>14,8 %</b>	<b>17,3 %</b>

\* Group central expenses, fundamental research expenses, stock option costs and miscellaneous (as a % of total sales).

On January 1st, 2010, the Roger & Gallet activity has been transferred from the Luxury Products Division to the Active Cosmetics Division. All figures for earlier periods, starting as of the first semester 2009 have been restated to allow for these changes.



## Consolidated profit and loss accounts: from operating profit to net profit (in millions of euros)

	30.06.2009	31.12.2009	30.06.2010	Growth
<b>Operating profit</b>	<b>1 373,9</b>	<b>2 577,6</b>	<b>1 668,6</b>	<b>+ 21,4 %</b>
Financial revenues/expenses before dividends received	- 52,5	- 89,0	- 17,8	
Sanofi-Aventis dividends	260,1	260,1	283,8	
<b>Profit before tax and non-recurrent items</b>	<b>1 581,5</b>	<b>2 748,6</b>	<b>1 934,5</b>	<b>+ 22,3 %</b>
Tax on profit before non-recurrent items	- 368,3	- 749,3	- 521,5	
Minority interests	- 2,1	- 2,7	- 1,7	
<b>Net profit excluding non-recurrent items after minority interests</b>	<b>1 211,0</b>	<b>1 996,8</b>	<b>1 411,3</b>	<b>+ 16,5 %</b>
<b>Per share* (in euros)</b>	<b>2,08</b>	<b>3,42</b>	<b>2,39</b>	<b>+ 15,3 %</b>

Average diluted number of shares

583 140 468    583 797 566    589 549 689

\* Diluted net earnings per share based on net profit excluding non-recurrent items, after minority interests



## Consolidated profit and loss accounts: from net profit excl. non-recurrent items to net profit (in millions of euros)

	30.06.2009	31.12.2009	30.06.2010
<b>Net profit excluding non-recurrent items after minority interests</b>	1 211,0	1 996,7	1 411,3
<b>Non-recurrent items</b>	- 127,5	- 204,5	- 97,0
<i>Of which: other income and expenses</i>	- 168,7	- 277,7	- 107,0
<i>taxes on non-recurrent items</i>	+ 41,2	+ 73,1	+ 10,0
<b>Net Profit</b>	1 083,5	1 792,2	1 314,3
Net profit per share on average diluted number of shares (€)	1,86	3,07	2,23



## Cash flow statement (in millions of euros)

	30.06.2009	31.12.2009	30.06.2010
Net income	1 085,6	1 794,9	1 316,0
Depreciation and provisions	+ 398,3	+ 834,0	+ 398,6
Gains and losses on disposals of assets, Change in deferred tax and others	+ 69,5	+ 129,3	+ 77,7
<b>Cash flow</b>	<b>1 553,4</b>	<b>2 758,2</b>	<b>1 792,3</b>
Change in working capital requirement	- 309,9	+ 466,3	- 289,2
Investments	- 303,4	- 628,0	- 320,9
<b>Operating net cash</b>	<b>940,1</b>	<b>2 596,5</b>	<b>1 182,2</b>
Dividends paid	- 849,4	- 851,5	- 896,4
Divestments and others	+ 33,7	+ 64,2	+ 17,7
Acquisitions*	- 83,3	- 160,2	- 132,7
Share buy-back**	0,0	+ 65,0	+ 31,6
<b>Residual cash flow after acquisitions</b>	<b>41,1</b>	<b>1 714,0</b>	<b>202,4</b>

\* including buyback of minority interests

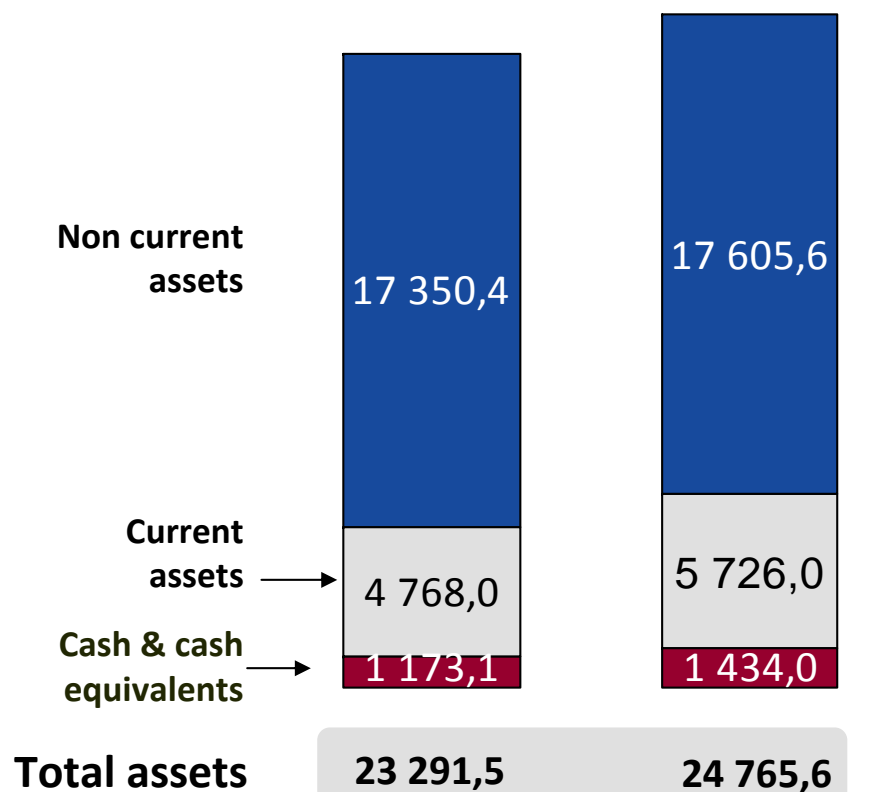
\*\* net of sales for stock options exercise

# Balance sheet (in millions of euros)

## ASSETS

31/12/2009

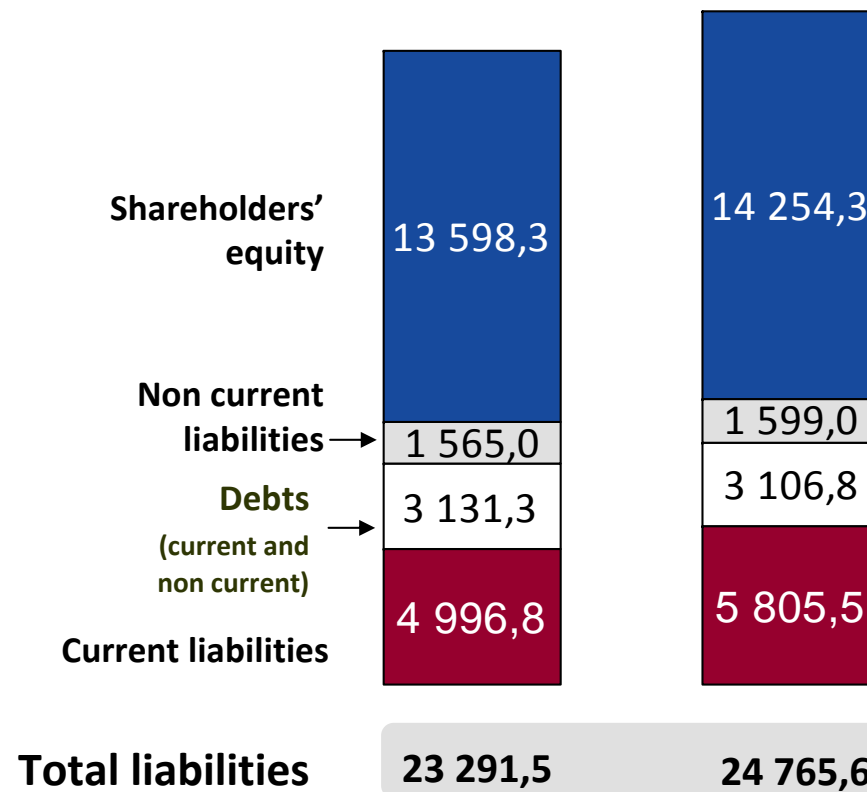
30/06/2010



## LIABILITIES

31/12/2009

30/06/2010



## Net debt and gearing

	30.06.2009	31.12.2009	30.06.2010
<b>Net debt</b>	<b>3 658 M€</b>	<b>1 958 M€</b>	<b>1 673 M€</b>
<b>Gearing*</b>	<b>32,0 %</b>	<b>14,4 %</b>	<b>11,7 %</b>

\* Net debt / shareholders' equity group share

