

SALES AT
SEPTEMBER
30th 2005

L'ORÉAL

- Sales at September 30th 2005: + 4,7%
- Robust third quarter growth: +7.1%
- Strong growth continues in North America and new markets
- Western Europe again positive in third quarter
- Full-year objectives confirmed

“ As we expected, our rate of sales growth has continued to improve. Western Europe is gradually moving forward again. Strong growth continues in North America and the other regions of the world. The strengthening of the main currencies against the euro has led to a clearly positive exchange rate impact in the third quarter, for the first time in several years. In view of all these factors, we can confirm our sales and earnings targets for the full year 2005. ”

Sir Lindsay OWEN-JONES, Chairman and Chief Executive Officer

The sales of the L'Oréal group, at September 30th 2005, amounted to 10.75 billion euros.

Growth which was +3.5% at the end of June, rose to +7.1% in the third quarter, giving a growth rate for the first nine months of +4.7%.

On a like-for-like basis, i.e. based on a comparable structure and identical exchange rates, the group's sales growth, which was +4.1% in the first half-year, amounted to +5.0% in the third quarter, giving a growth rate of +4.4% for the nine months up to September 30th 2005.

Currency fluctuations had a positive impact of +1.7% in the third quarter. Their overall impact up to September 30th has thus been neutral.

The net impact of changes in consolidation amounts to +0.3%, mainly as a result of the acquisition of SkinCeuticals in June 2005.

	At September 30th 2005 ^(*)		
	Million €	Growth	
		Like-for-like	Reported
Cosmetics sales growth			
By operational division			
Professional Products	1,537	+5.3%	+5.0%
Consumer Products	5,622	+4.5%	+4.8%
Luxury Products	2,529	+1.7%	+1.3%
Active Cosmetics	773	+13.0%	+15.2%
Cosmetics total	10,528	+4.4%	+4.7%
By geographic zone			
Western Europe	5,092	-0.6%	-0.7%
North America	2,834	+6.6%	+5.1%
Rest of the World, of which:	2,602	+13.0%	+16.3%
Asia	1,003	+8.1%	+9.3%
Latin America	605	+11.3%	+18.8%
Eastern Europe	484	+28.4%	+33.6%
Other countries	510	+12.1%	+13.8%
Cosmetics total	10,528	+4.4%	+4.7%
Dermatology ⁽¹⁾	217	+5.3%	+4.8%
Group total	10,745	+4.4%	+4.7%

(1) Group share, i.e. 50%. (*) All figures are based on IFRS accounting standards

➔ The full text of this news release is available on L'Oréal's financial Internet site: www.loreal-finance.com and on its mobile edition for PDA



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