

L'ORÉAL

2018
ANNUAL
RESULTS

PROFESSIONAL
PRODUCTS

Nathalie Roos

8 February 2019



2018

GLOBAL
PROFESSIONAL MARKET

+2%

L'ORÉAL

Professional Products





2018
LIKE-FOR-LIKE GROWTH

L'ORÉAL
Professional Products

+2%
FULL YEAR

L'ORÉAL
Professional Products

2018
LIKE-FOR-LIKE GROWTH

L'ORÉAL
Professional Products

L'ORÉAL
Professional Products

+3.5%
4th QUARTER

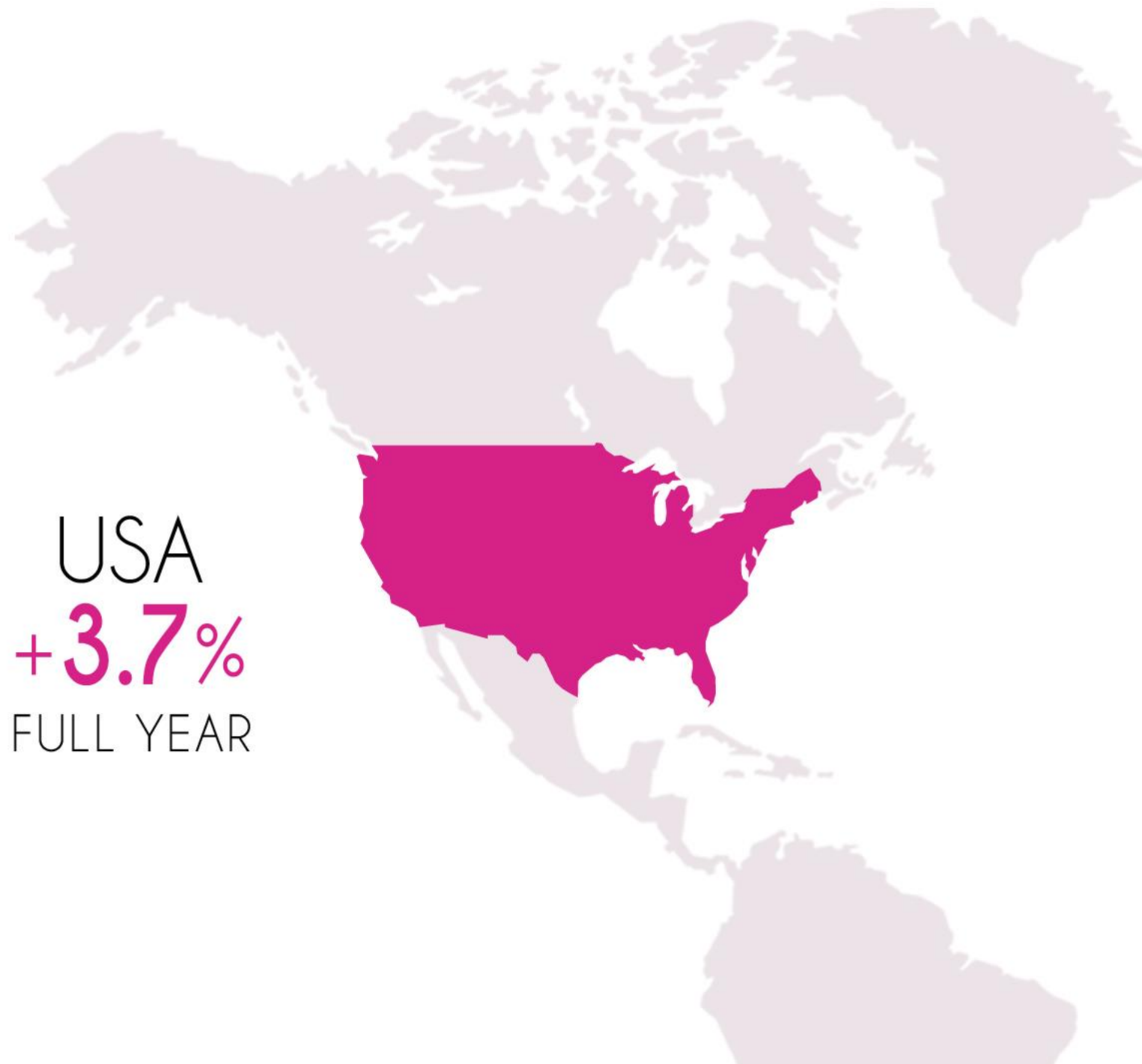
2018

LIKE-FOR-LIKE GROWTH

USA
+3.7%
FULL YEAR

L'ORÉAL

Professional Products



2018

LIKE-FOR-LIKE GROWTH



USA
+4.8%
4th QUARTER

L'ORÉAL

Professional Products

2018

LIKE-FOR-LIKE GROWTH

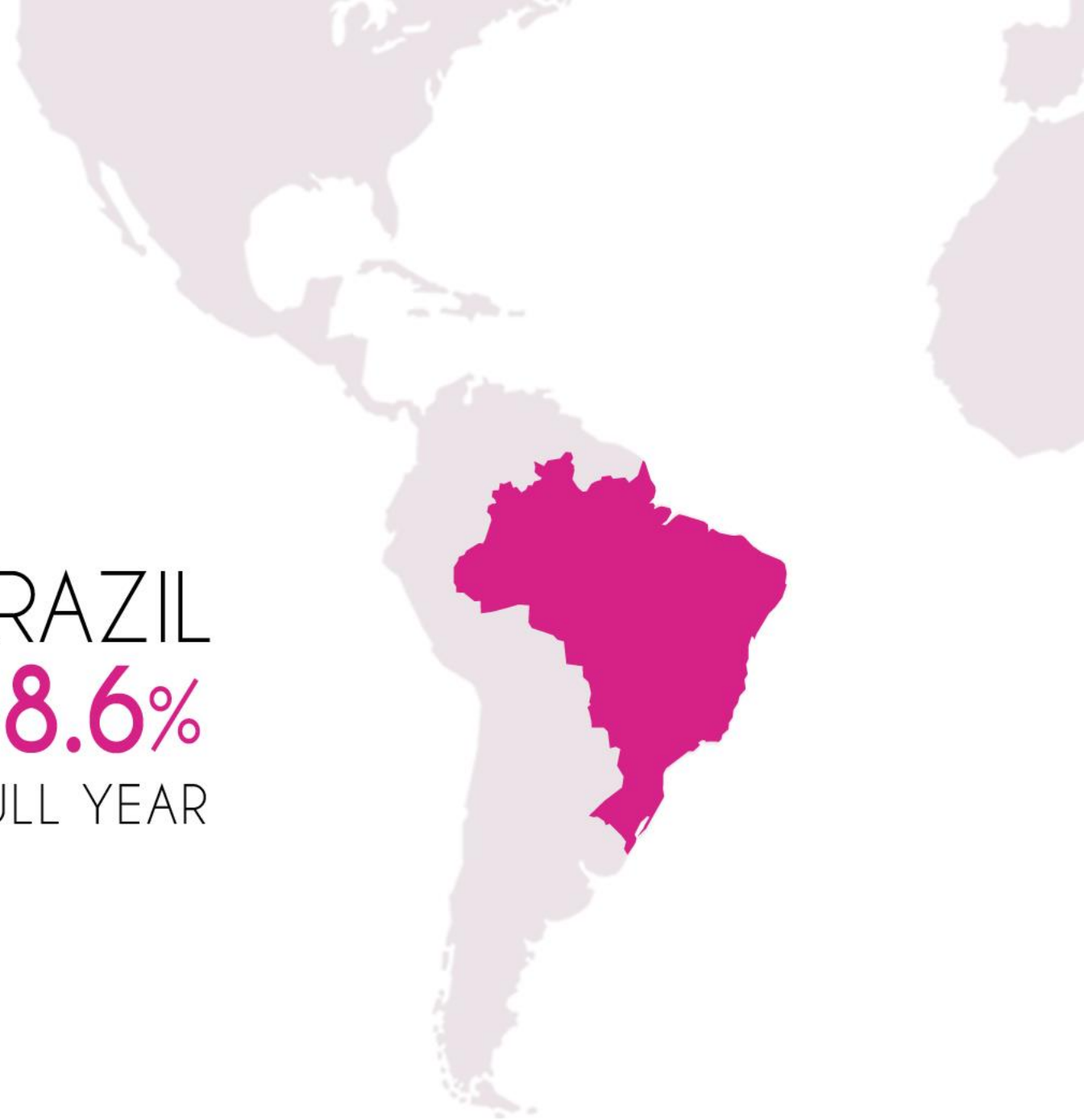
L'ORÉAL

Professional Products

BRAZIL

+8.6%

FULL YEAR



2018

LIKE-FOR-LIKE GROWTH

L'ORÉAL

Professional Products

ASIA
PACIFIC

+6.5%

FULL YEAR

INDIA
+19%
FULL YEAR

CHINA
+35%
FULL YEAR



2018

LIKE-FOR-LIKE GROWTH

ASIA
PACIFIC

+9%

4th QUARTER

L'ORÉAL

Professional Products



2018
LIKE-FOR-LIKE GROWTH

EASTERN
EUROPE

+6.2%

FULL YEAR

L'ORÉAL
Professional Products

2018

LIKE-FOR-LIKE GROWTH

L'ORÉAL
Professional Products



UNITED
KINGDOM
+2.5%
FULL YEAR



SPAIN
+2.8%
FULL YEAR



KÉRASTASE
PARIS

+7.6%

2018 Like-for-like growth



HAIRCOLOR
MULTI-TONE
TREND







L'ORÉAL
PROFESSIONNEL
PARIS

DIALIGHT



+8%

2018 Like-for-like growth



VIBRANT HAIRCOLOR
CUSTOMIZABLE LONGEVITY



TEMPORARY
SEMI-PERMANENT
PERMANENT

MATRIX

Botanēa

100% HERBAL HAIRCOLOR



L'ORÉAL
PROFESSIONNEL
PARIS

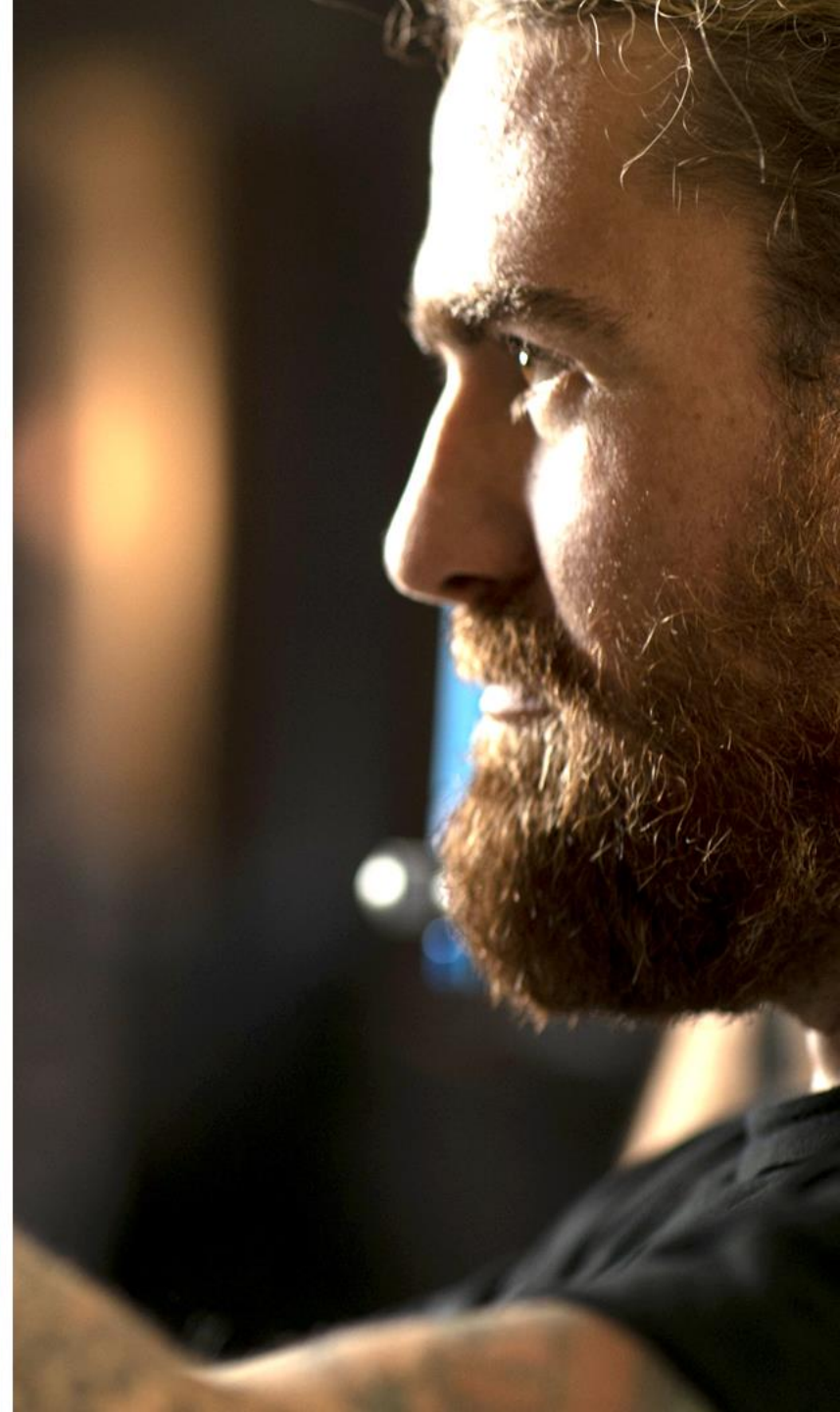
SOURCE essentielle



PULPRIOT

YOU ARE THE ARTIST. PULP RIOT IS THE PAINT.





shu uemura
art of hair

SALON
*Emotion*TM

SELL-OUT
+10% TO +30%*

**Sell-out growth depending on the salon*



42,000
SALONS



WELCOME
YOUR NEW LEARNING EXPERIENCE
STARTS HERE

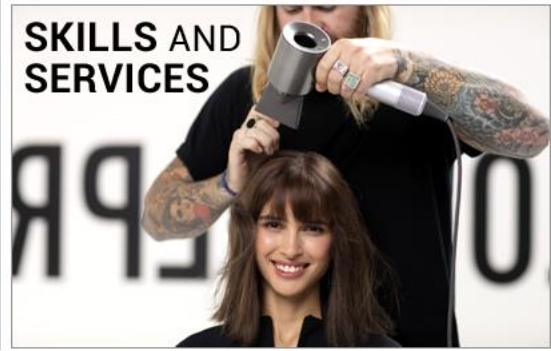
- LEARNING PLANS**
ACCESS
- WEBINARS**
ACCESS
- LET'S LEARN ONLINE**
ACCESS
- GROW MY BUSINESS**
ACCESS
- BOOK A COURSE**
ACCESS
- WHAT'S NEW?**
ACCESS
- PRODUCT ESSENTIALS**
ACCESS
- INSPIRE ME!**
ACCESS



**DISCOVER
THE TRENDS**



**LEARN
WITH ARTISTS**



**SKILLS AND
SERVICES**


ACCESS
L'ORÉAL

46
COUNTRIES



L'ORÉAL
PROFESSIONNEL
PARIS

ヘアカラーの常識をぬり変える*
オイルカラー革命

inoa
EXCLUSIVELY IN YOUR SALON

2019・春解禁



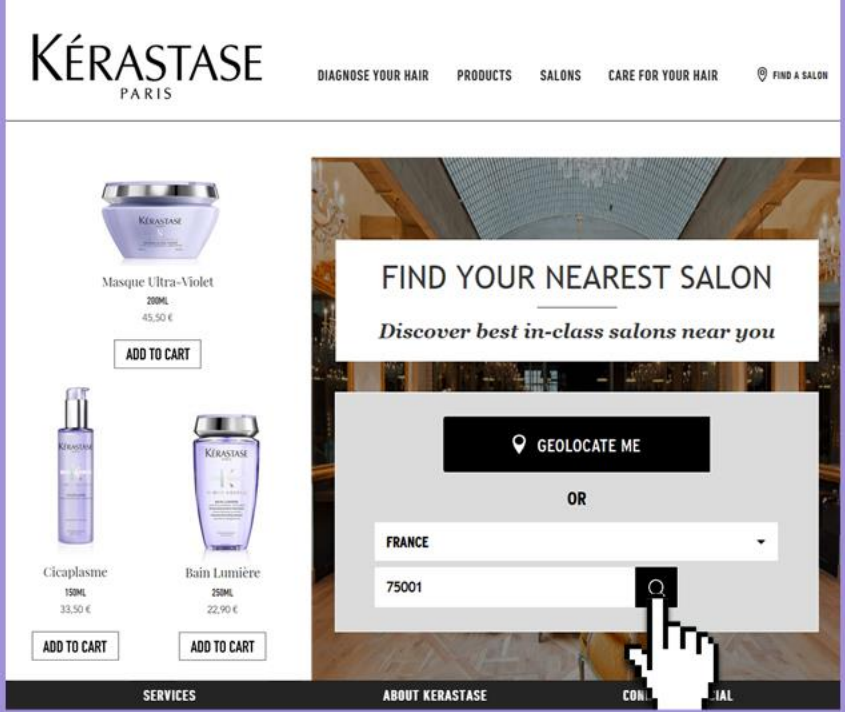


YOU DARE, WE CARE

KÉRASTASE
PARIS

NEW
BLOND ABSOLU

SELECTIVE OMNI-CHANNEL APPROACH





L'ORÉAL

Professional Products

ACCELERATED GROWTH IN 2019

DISCLAIMER

This document does not constitute an offer to sell, or a solicitation of 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 their nature subject to risks and uncertainties which could cause actual results to differ materially from those indicated or projected in these statements.

