

2020 Annual Results

ACTIVE COSMETICS DIVISION

Myriam Cohen-Welgryn
12 February 2021





An **exceptionnal**
year

3Bn € SALES



+18.9%
Record
growth

2020 like-for-like sales growth

Dermocosmetic market

+2%*

* L'Oréal estimates, 2020, % change at constant currencies.



#1 Strengthened
leadership
in medical beauty





4

Success
factors

**A brand portfolio
addressing
consumers'
needs**

LA ROCHE POSAY
LABORATOIRE DERMATOLOGIQUE

VICHY
LABORATOIRES

CeraVe
DEVELOPED WITH DERMATOLOGISTS

SKINCEUTICALS
ADVANCED PROFESSIONAL SKINCARE

Health

Performance

Safety

Relevant brands in a context of weakened skin





LA ROCHE-POSAY
LABORATOIRE DERMATOLOGIQUE

MICROBIOME
SCIENCE 

NOUVEAU/NEW

TENDANCES À L'ECZÉMA ATOPIQUE
ALSO SUITABLE FOR ATOPIC ECZEMA-PRONE SKIN

LIPIKAR **AP+M**
BAUME

BAUME TRIPLE-RÉPARATION
ANTI-GRATTAGE, ANTI-RECHUTE,
APAISEMENT IMMÉDIAT

LA ROCHE POSAY
LABORATOIRE DERMATOLOGIQUE

Double digit growth
for the 9th time
in 10 years



CeraVe Foaming Facial Cleanser
 Normal to Oily Skin
 Cleanses & removes oil without disrupting the protective skin barrier
 With 3 essential ceramides, niacinamide & hyaluronic acid
OIL CONTROL
 12 FL OZ (355 mL)

CeraVe Moisturizing Cream
 For Normal to Dry Skin
 Cleanses, hydrates & helps restore the protective skin barrier
 With 3 essential ceramides, niacinamide & hyaluronic acid
MOISTURE BALANCE
 12 FL OZ (355 mL)

CeraVe Foaming Facial Cleanser
 For Normal to Oily Skin
 Cleanses & removes oil without disrupting the protective skin barrier
 With 3 essential ceramides, niacinamide & hyaluronic acid
OIL CONTROL
 12 FL OZ (355 mL)

CeraVe Hydrating Facial Cleanser
 For Normal to Dry Skin
 Cleanses, hydrates & helps restore the protective skin barrier
 With 3 essential ceramides & hyaluronic acid
MOISTURE BALANCE
 12 FL OZ (355 mL)

CeraVe AM Facial Moisturizing Lotion
 with Sunscreen
 Broad Spectrum SPF 30
 Moisturizes throughout the day & helps restore the protective skin barrier
 With 3 essential ceramides, niacinamide & hyaluronic acid
OIL FREE
 3 FL OZ (89 mL)

CeraVe Moisturizing Cream
 For Normal to Dry Skin
 Cleanses, hydrates & helps restore the protective skin barrier
 With 3 essential ceramides, niacinamide & hyaluronic acid
MOISTURE BALANCE
 12 FL OZ (355 mL)

+ 89%*

CeraVe
 DEVELOPED WITH DERMATOLOGISTS

CeraVe Daily Moisturizing Lotion
 For Normal to Dry Skin
 Moisturizes & helps restore the protective skin barrier
 With 3 essential ceramides, niacinamide & hyaluronic acid
LIGHTWEIGHT
 8 FL OZ (237 mL)

* 2020 like-for-like growth

Major International successes



 SKINCEUTICALS
ADVANCED PROFESSIONAL SKINCARE

+40%*



* 2020 like-for-like growth

VICHY
LABORATOIRES

#1

Anti-ageing in Europe





Our
medical
business
model

180,000
physicians



LA ROCHE POSAY
LABORATOIRE DERMATOLOGIQUE

#1 The most recommended
brand by dermatologists
worldwide

CeraVe®
DEVELOPED WITH DERMATOLOGISTS

#1 Dermatologist recommended
moisturizer brand
in the **US**

SKINCEUTICALS
ADVANCED PROFESSIONAL SKINCARE

#1 **Medical aesthetic
skincare** brand
worldwide

VICHY
LABORATOIRES

#1 **Anti-ageing**
in Europe

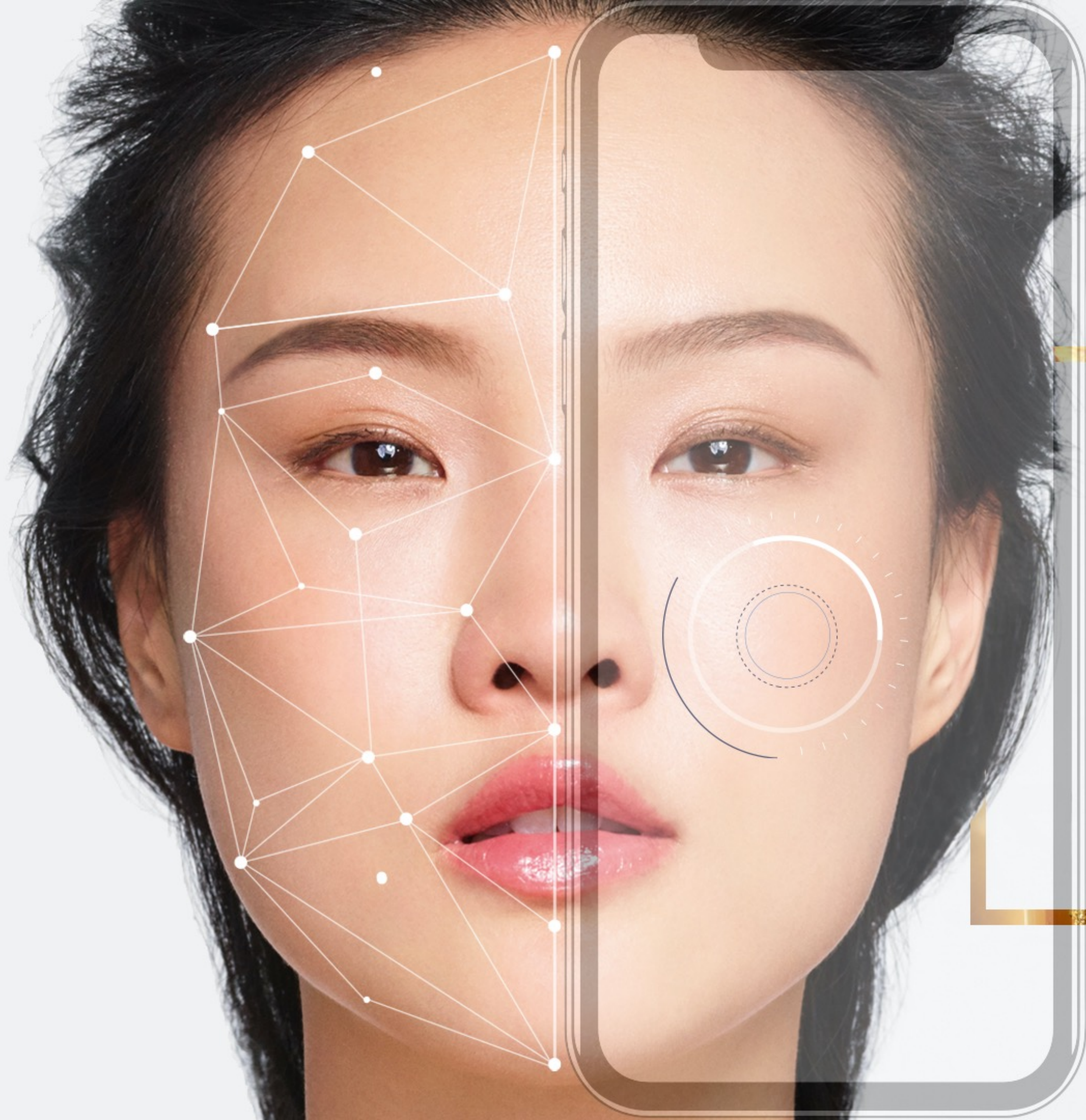


LRP : IQVIA survey carried out by IQVIA and other partners between November 2018 and July 2019 among dermatologists in 43 countries representing more than 80% of the worldwide GDP.

CeraVe : IQVIA, ProVoice Survey, rolling 12 months data as of December 2020

SKC : Kline FY2019 Global Professional Skincare report

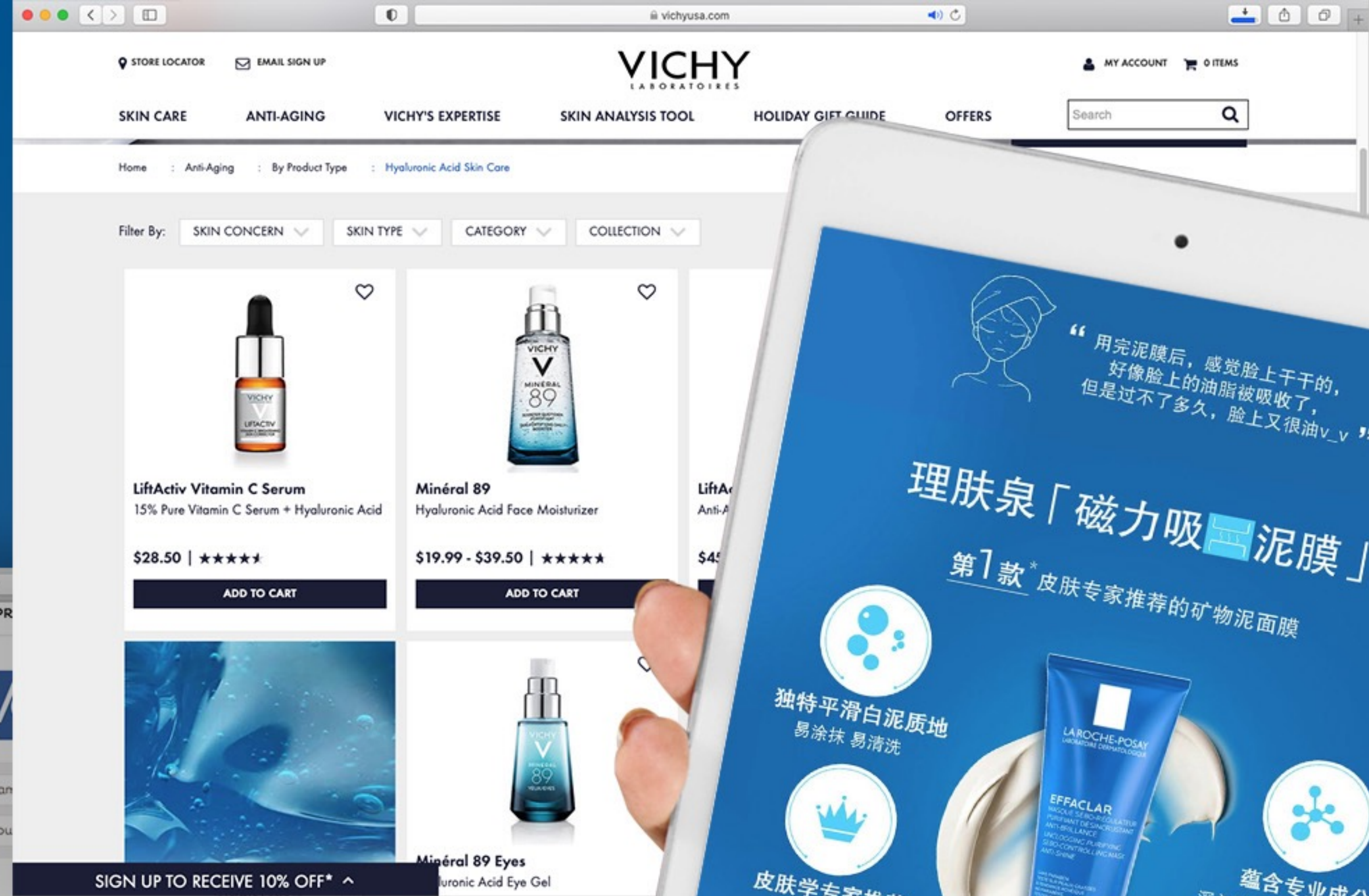
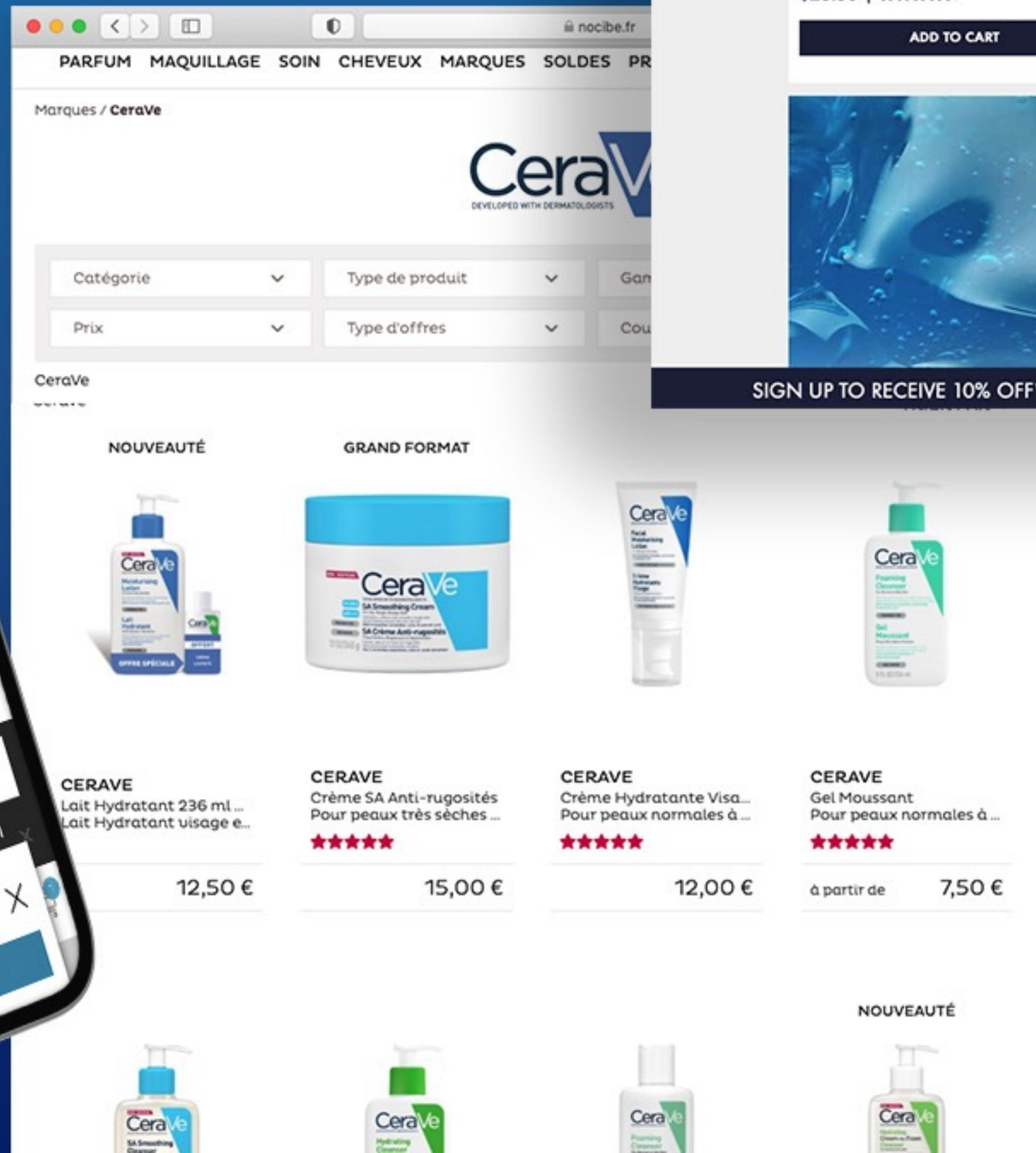
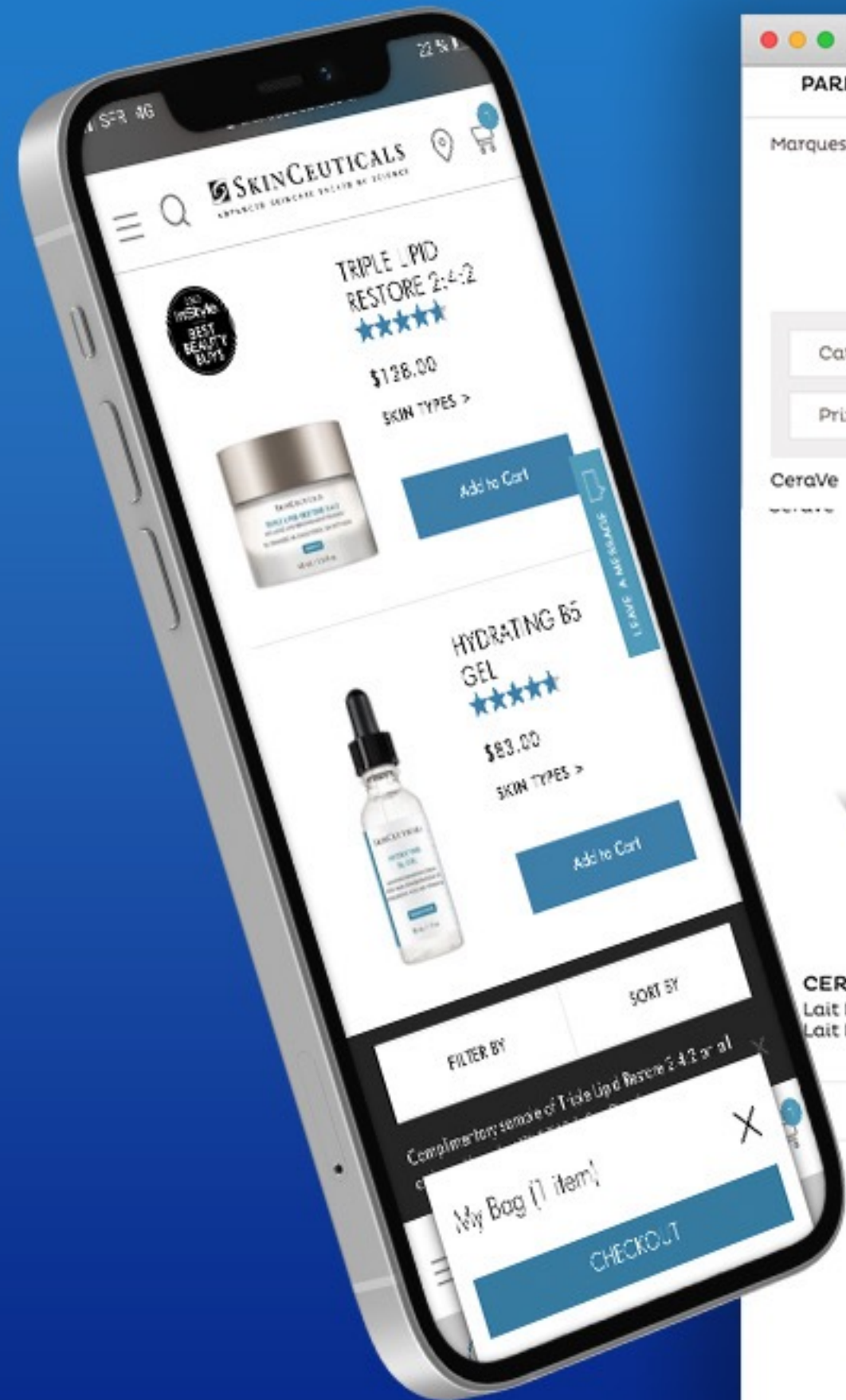
Vichy : Source: IQVIA - Pharmatrend International - In France, Italy and Spain (in pharmacy + parapharmacy) ; Germany, Switzerland, Belgium, Greece, Austria and Netherlands (Pharmacy) – in volume – Year to Date November 2020



Digital
advances

e-commerce

29% of sales



Of sales achieved on our brands own websites + estimated sales achieved by our brands corresponding to sales through our retailers' e-commerce websites (non-audited data).

Digitalization of our **activities** with healthcare professionals



DERMVIEW

250K Doctors

Advocacy

with health and beauty **influencers**



A world map with a blue background and white outlines of continents. Overlaid on the map are several text boxes indicating regional growth percentages for 2020. The regions and their growth rates are: North America (+43%), Western Europe (+2%), Eastern Europe (+11%), Africa & Middle East (+15%), Latin America (+19%), and Asia Pacific (+31%).

NORTH AMERICA

+43%

WESTERN EUROPE

+2%

EASTERN EUROPE

+11%

AFRICA & MIDDLE EAST

+15%

ASIA PACIFIC

+31%

LATIN AMERICA

+19%

Accelerated
international
expansion



Confident
for
2021

LA ROCHE POSAY
LABORATOIRE DERMATOLOGIQUE

VICHY
LABORATOIRES

CeraVe
DEVELOPED WITH DERMATOLOGISTS

SKINCEUTICALS
ADVANCED PROFESSIONAL SKINCARE



Health



Efficacy



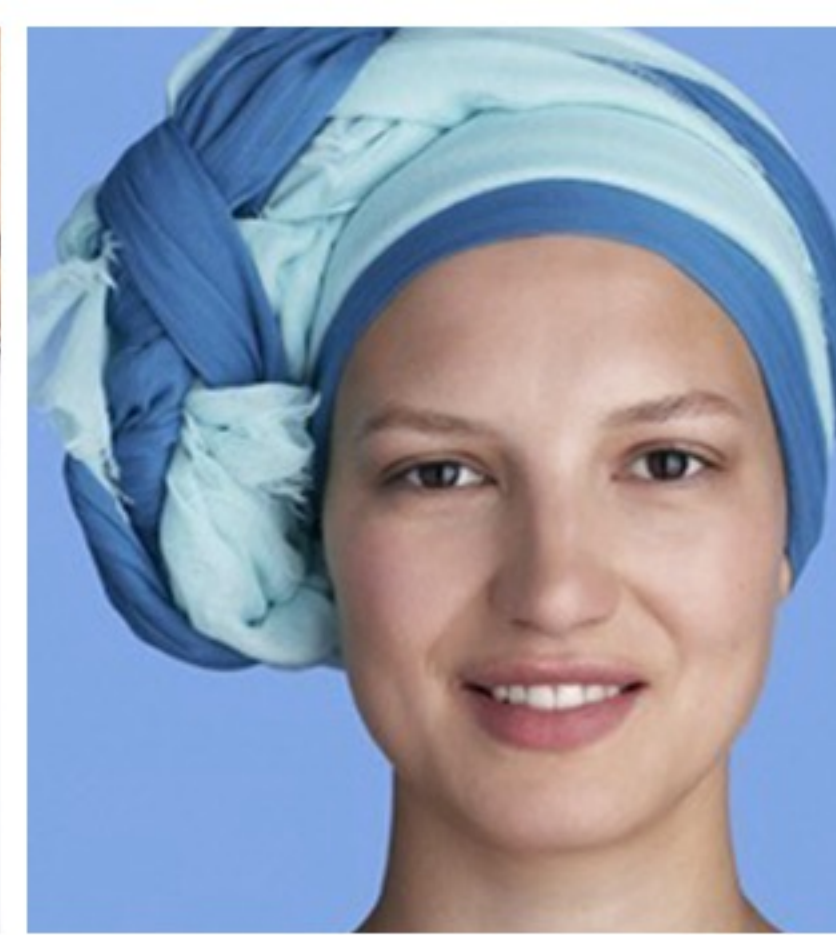
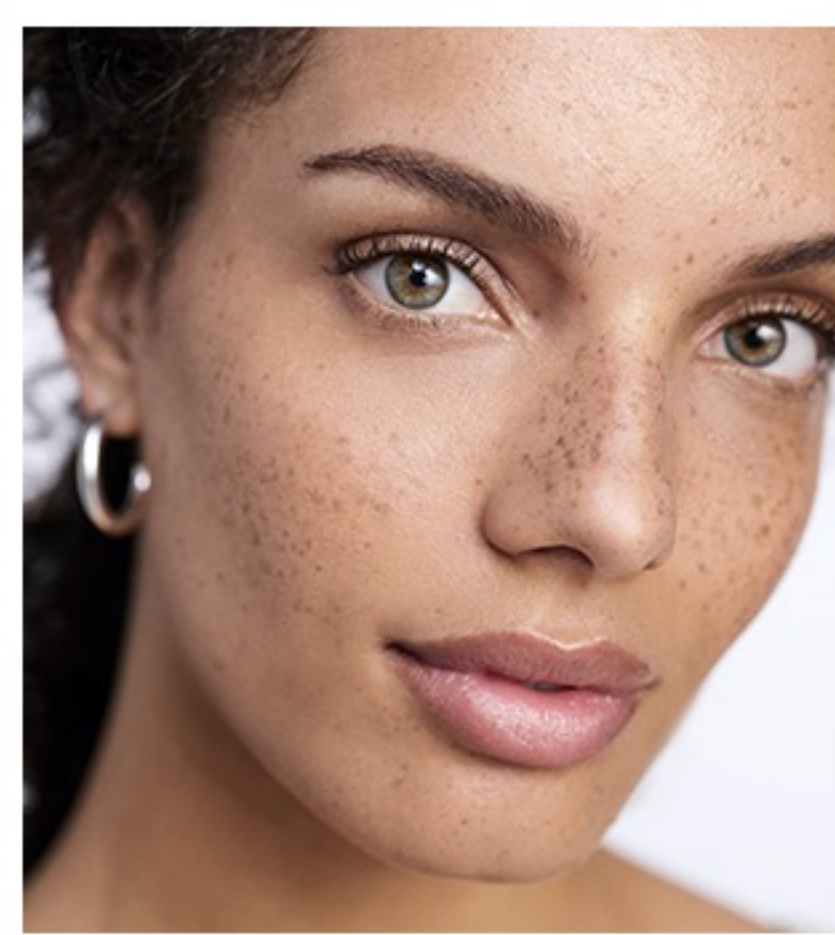
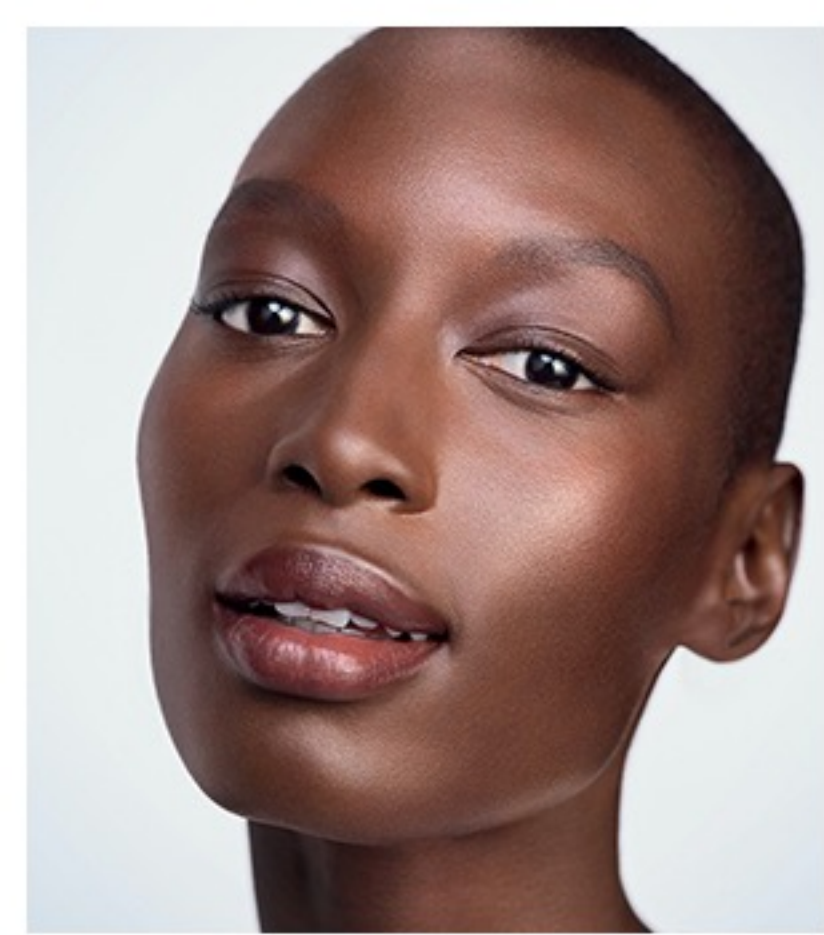
Safety

Acceleration of the health ecosystem digitalization

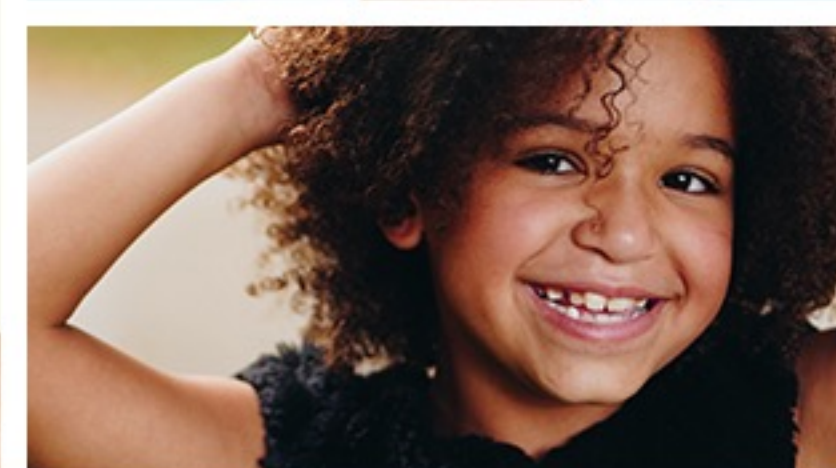


Strong innovation plan





**HEALTH
IS MORE THAN EVER
THE FUTURE OF BEAUTY**



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Disclaimer

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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.

