2022, an outstanding year for the Division

Growth vs 2021

+21.9%
A now sizeable and profitable business

Sales 2019
Sales 2022

x2
5.1 B€

Profit
25.4%
(+ 20bp vs 2021)

2022 like-for-like growth
Consolidated leadership in medical beauty

X2.4

+9%

Dermocosmetic Market (1)  ACD (2)

(1) L’Oréal beauty market estimates based on manufacturer’s net prices, excluding soap, toothpastes, razors and blades. Excluding currency effects.
(2) 2022 like-for-like growth.
A successful business model
What explains our remarkable growth?
4 Key success factors
The power of complementary brands

Skin pathologies  Aesthetics

1. LA ROCHE-POSAY
2. CeraVe
3. VICHY
4. Skinceuticals
5. AlphaRet
The power of complementary brands

Growth

+23%
+38%
+9%
+13%

2022 like-for-like growth
2 Billionaire brands: La Roche-Posay and CeraVe

83% Contribution to our growth

2022 like-for-like growth
La Roche-Posay reinforced its leadership

#1 Dermocosmetics brand \(^{(1)}\)

\(+23\%\) \(^{(2)}\)

\(^{(1)}\) Internal worldwide sell out consolidation, professional channel excluded, YTD22 ending November
\(^{(2)}\) 2022 like-for-like growth
1 Stairway to heaven
Global skincare brands ranking

2019

Euromonitor ranking, total skin (face/body/sun), all channels
Stairway to heaven
Global skincare brands ranking

14 13 12 11 10 9 8 7 6 5 4 3 2 1

#6

LA ROCHE-POSAY
LABORATOIRE DERMATOLOGIQUE

Estimated 2022 ranking landing, extrapolating Euromonitor 2018-2021 CAGR and trends at YTD ending November
1 Lifechanging products

2022 breakthrough innovation
CeraVe grew by +38% worldwide \(^{(1)}\)

**#2 \(^{(2)}\)**

Dermocosmetics brand WW

USA
Worldwide

\[\approx 50\%\] contribution to growth

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\(^{(1)}\) 2022 like-for-like growth

\(^{(2)}\) Internal worldwide sell out consolidation, professional channel excluded, YTD22 ending November
CeraVe USA

#2 Total skincare all channels

USA Nielsen and Rakuten retail panels, YTD22 ending November, in value
The Division’s 2022 acquisition
Strengthened medical leadership
2. Strengthened medical leadership

250,000 doctors

+13% vs 2021
2 Prescription leadership

Most recommended brands by dermatologists

- #1 Vichy
- #2* CeraVe
- #4* Vichy

International Dermatologists Barometer, conducted by a 3rd party in H1 2022, covering 34 markets, representing more than 80% of the worldwide GDP.

*Vichy #2 ex aequo, CeraVe #4 ex aequo.
Medical strategy amplified by digital
More consumers reached

L'ORÉAL
Active Cosmetics

#1 in medical advocacy

48%

Share of brand videos viewed shared by doctors online

Source: MIM, Domo
3 Consolidated E-com leadership

Ecommerce +20%

2022 like-for-like sales growth for sales achieved on our brands’ own websites + estimated sales achieved by our brands corresponding to sales through our retailers’ websites (non-audited data).
Full speed international growth

Growth vs market (2)

- North America: +26%
- Latin America: +18%
- Europe: +17%
- SSA/SAPMENA: +42%
- North Asia: +19%

Emerging countries (1)

- x3
- x6

≃ +26%

(1) 2022 like-for-like growth
(2) L’Oréal beauty market estimates based on manufacturer’s net prices, excluding soap, toothpastes, razors and blades. Excluding currency effects
Will growth continue?
Will growth continue?

It will!
The dermocosmetic share of beauty market will grow

Total beauty market 2022: 8.2%

Best in class markets: >15%

L’Oréal internal estimation, BMS FY2022 – edition of January 2023, worldwide excluding Argentina, in sell-in, Bn €
A booming quest for health and performance

2.1 Billion (1) people with skin issues

620 Million (2) people willing to visit aesthetic pros

(1) Internal estimation validated by 3 different sources: 3rd party study “The Future of Dermatology” (2022), global extrapolation of SocioVision Europe/USA/China
(2) Quantitative study run by a 3rd party, Jan 2022, 9 markets, 12300 consumers (male & female)
1. Increased accessibility to skin health
2. We will keep growing our share of the dermocosmetics market.

Innovation
Geographic expansion
Growth will continue
L’ORÉAL
Dermatological Beauty
L’Oréal Dermatological Beauty

Let’s Dream Big
Thank you