



2022
ANNUAL RESULTS

L'ORÉAL
LUXE

Cyril CHAPUY



L'ORÉAL
LUXE

OUTPERFORMED
THE MARKET
FOR **12TH** CONSECUTIVE
YEAR



A SOLID YEAR FOR THE
LUXURY BEAUTY MARKET

+8%

2022
GROWTH ESTIMATE

*L'ORÉAL ESTIMATE SELL IN, % CHANGE AT CONSTANT
EXCHANGE RATES.

L'ORÉAL LUXE
OVER-PERFORMING

+18.6% +10.2%

2022 REPORTED
SALES GROWTH

2022 LIKE-FOR-LIKE
SALES GROWTH



L'ORÉAL LUXE
OVER-PERFORMING

€14.6Bn

2022 NET SALES





**WORLDWIDE MARKET SHARE
INCREASE**

+60BPS vs. 2021

>200BPS vs. 2019

*L'ORÉAL ESTIMATE SELL IN.

Skincare

SIGNIFICANT STRIDES

+7%

L'ORÉAL LUXE
2022 GROWTH

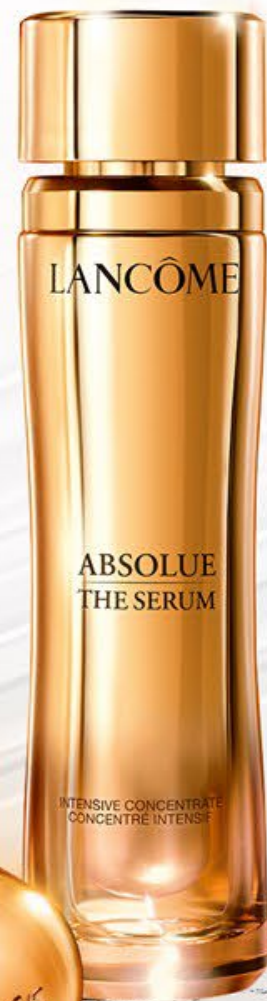
+2%

MARKET
2022 GROWTH

*L'ORÉAL LUXE EVOLUTION SELL IN.
L'ORÉAL ESTIMATE SELL IN, % CHANGE AT CONSTANT EXCHANGE RATES.



ULTRA-PREMIUM SKINCARE



RECENT ACQUISITIONS



WINNING INNOVATIONS





Fragrances

STRENGTHENING OUR LEADERSHIP

+23%

L'ORÉAL LUXE
2022 GROWTH

+17%

MARKET
2022 GROWTH

*L'ORÉAL LUXE EVOLUTION SELL IN.
L'ORÉAL ESTIMATE SELL IN, % CHANGE AT CONSTANT EXCHANGE RATES.

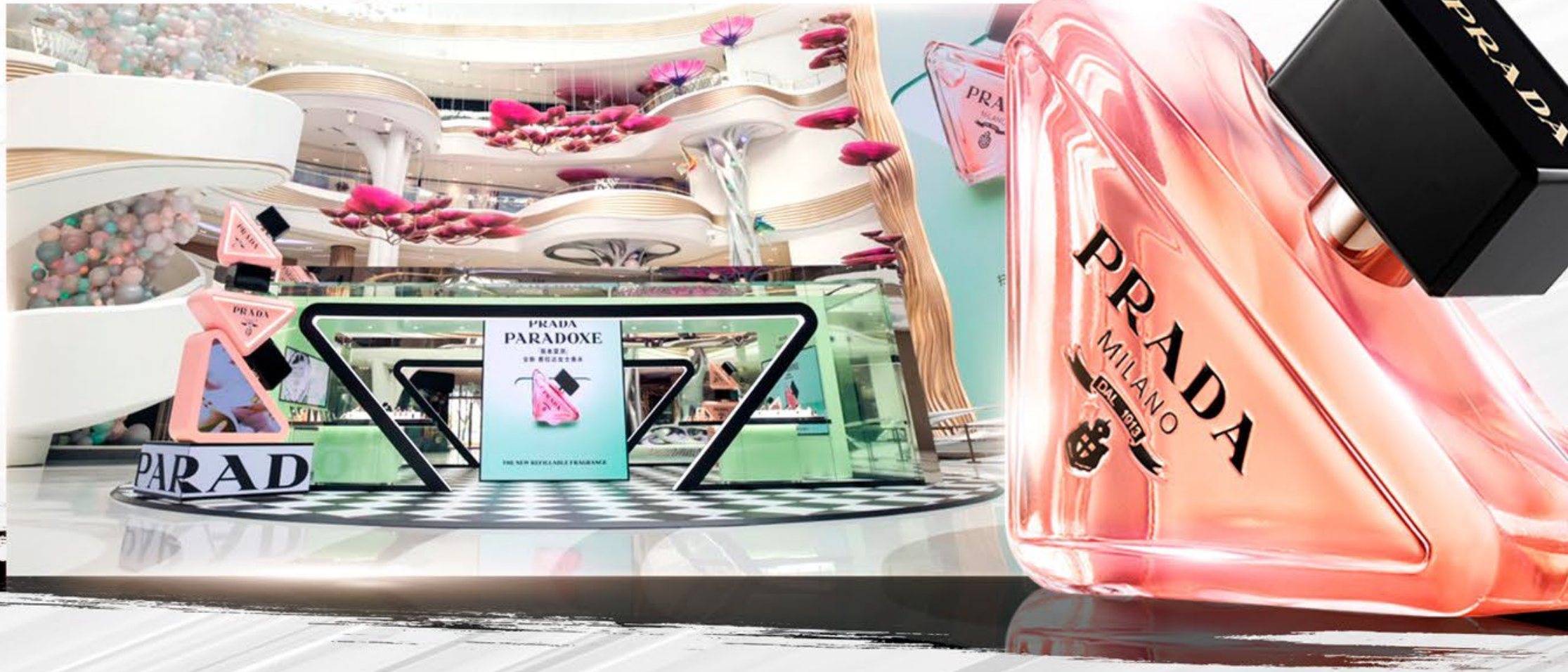
STRONG WORLDWIDE BLOCKBUSTERS



RECENT LAUNCHES



SPECTACULAR INITIATIVES



BOOMING COLLECTION FRAGRANCES



Makeup





**SHOWING THE STRENGTH
OF OUR BALANCED
REGIONAL FOOTPRINT**

THE BIGGEST LUXURY REGION

North Asia

+8%

LIKE-FOR-LIKE
SALES GROWTH

*L'ORÉAL LUXE 2022 SALES EVOLUTION.



THE BIGGEST LUXURY REGION

North Asia

+8%

LIKE-FOR-LIKE
SALES GROWTH

MS >30% CHINA



REVAMPING & REINFORCING

North America

+7%

LIKE-FOR-LIKE
SALES GROWTH

*L'ORÉAL LUXE 2022 SALES EVOLUTION.



VERY SOLID YEAR

Europe

+16%

LIKE-FOR-LIKE
SALES GROWTH

*L'ORÉAL LUXE 2022 SALES EVOLUTION.



LEADER IN

Emerging markets

+23%

LIKE-FOR-LIKE
SALES GROWTH

*L'ORÉAL LUXE 2022 SALES EVOLUTION.



ANOTHER YEAR
OF PROFIT IMPROVEMENT

22.9%





2023

OUTLOOK

STRONG DYNAMISM OF THE MARKET

+6%

MARKET CAGR
OVER 10 YEARS





7

KEYS TO KEEP
OVER-PERFORMING
THE MARKET



MOST DIVERSE AND BALANCED PORTFOLIO

LANCÔME



YVES SAINT LAURENT



ARMANI



Kiehl's
SINCE 1851



HR
HELENA RUBINSTEIN





MOST DIVERSE AND BALANCED PORTFOLIO

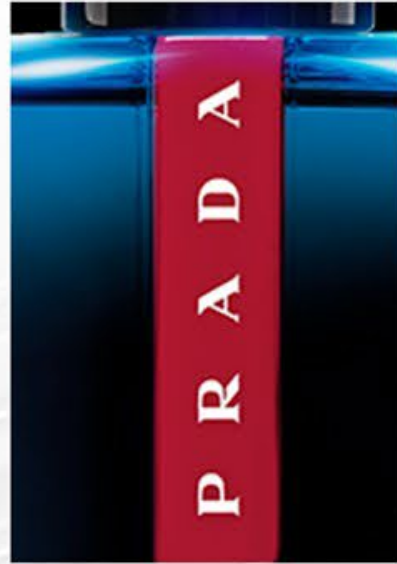
TAKAMI



YOUTH ^{TO} THE PEOPLE



PRADA




VALENTINO




CARITA
PARIS





MOST DIVERSE AND BALANCED PORTFOLIO

LANCÔME YVES SAINT LAURENT

BIOThERM

shu uemura

ARMANI

it COSMETICS

Kiehl's
SINCE 1851

HR
HELENA RUBINSTEIN

MUGLER

RALPH LAUREN

PRADA

ud
URBAN DECAY

V
VALENTINO

AZZARO

cacharel

TAKAMI

VIKTOR & ROLF

Maison Margiela
PARIS

YOUTH TO THE PEOPLE

Atelier Cologne

DIESEL

YUESAI

CARITA
PARIS

L'ORÉAL
LUXE

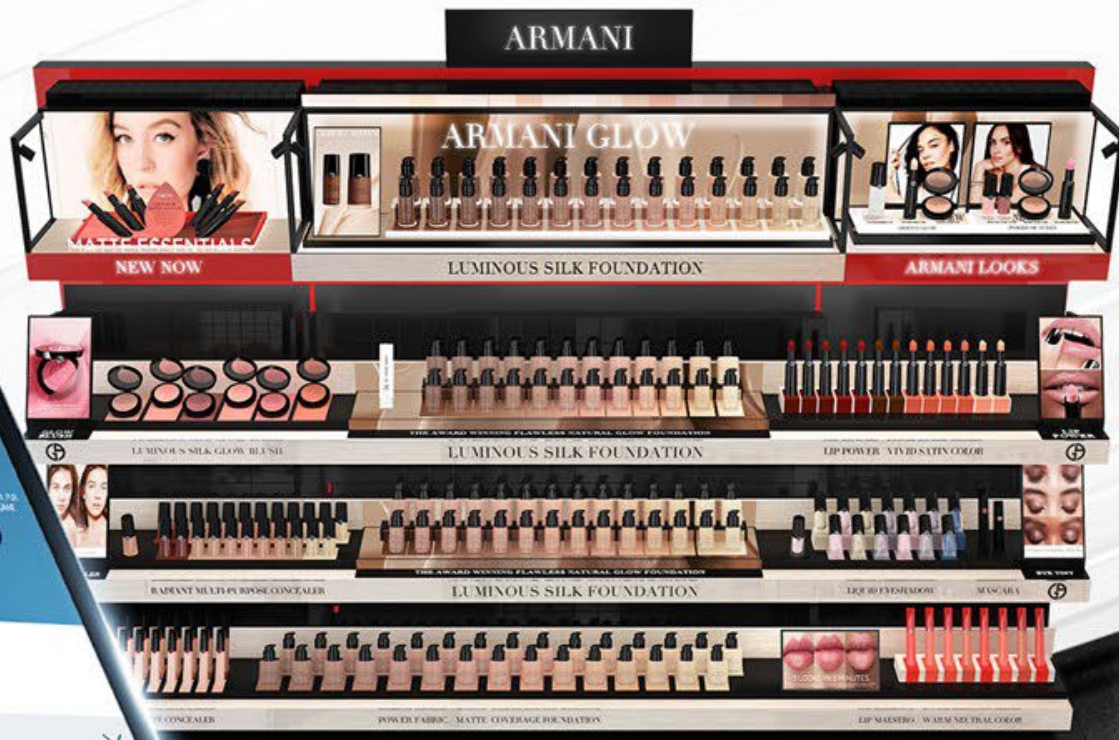
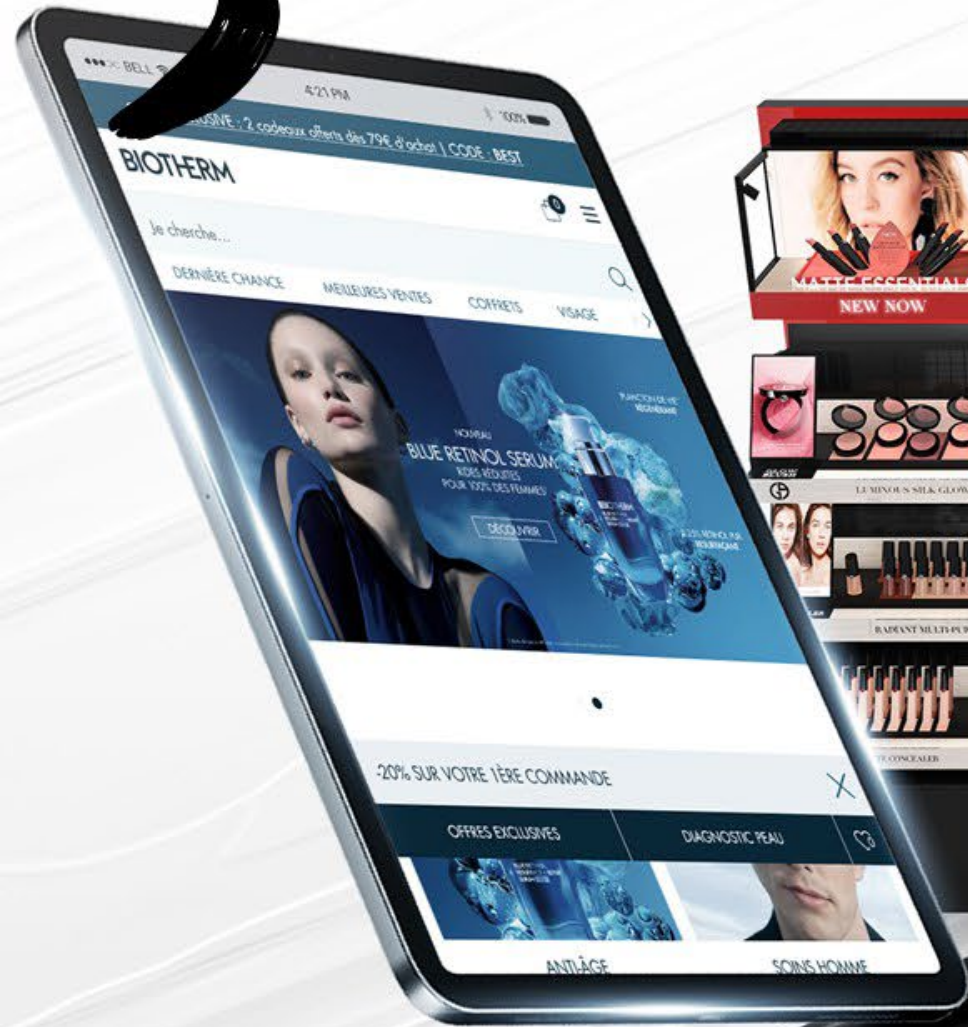
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DOMINANT POSITION ON CHINESE ECOSYSTEM 6 BRANDS IN THE TOP 20



*SOURCE: BEAUTY RESEARCH 2022, SELL-OUT.

SOLID LEADER IN EUROPE & CONQUERING MINDSET IN THE US ECOSYSTEM



4

LEADER IN THE EMERGING REGIONS



5

AGILE & BALANCED CHANNEL FOOTPRINT



61%

OF SALES
IN B&M

39%

OF SALES
ONLINE

*IN % OF L'ORÉAL LUXE 2022 SALES.



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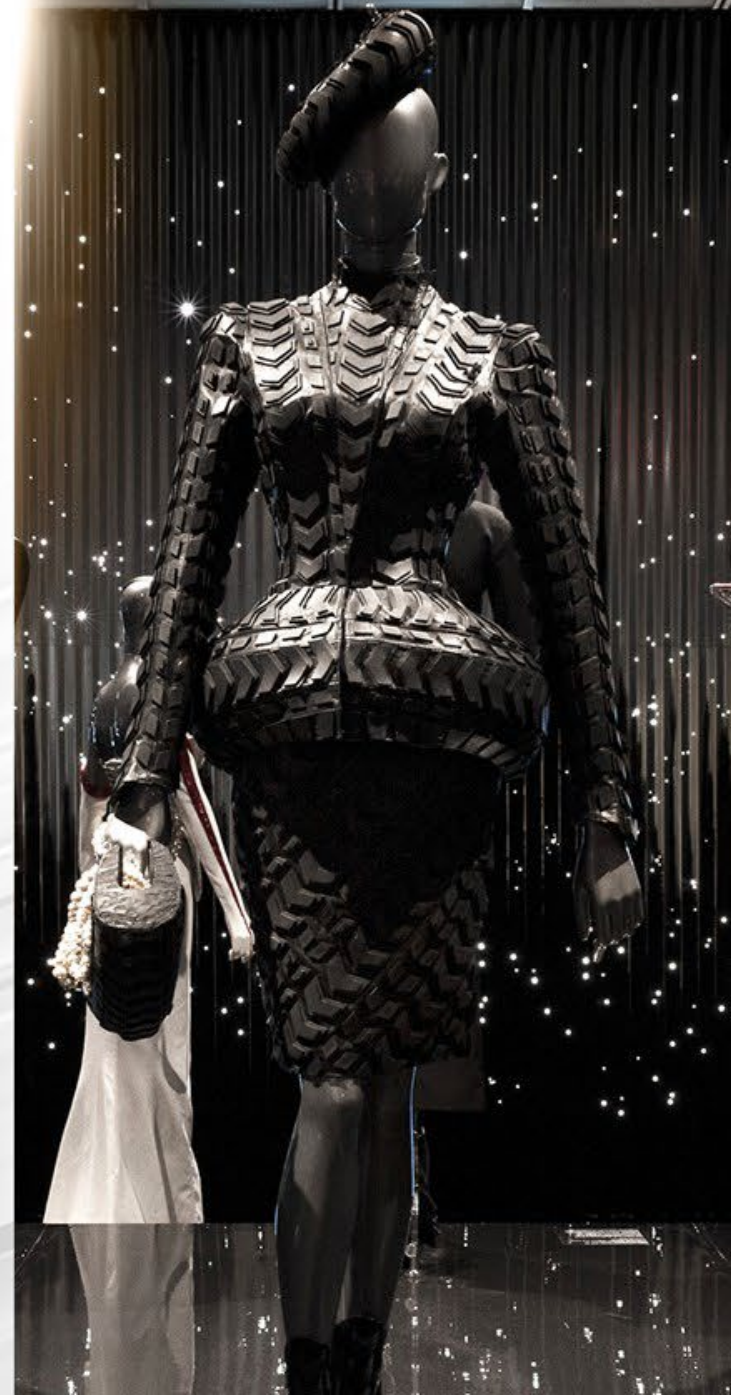
EXCEPTIONAL INNOVATIONS 2023



7 ULTIMATE BRAND SERVICE



7 ULTIMATE BRAND EXPERIENCES



7

ULTIMATE BEAUTY TECH INNOVATION



2023
STRONG
CONFIDENCE





L'ORÉAL
LUXE

Thank
you

A man and a woman are shown from the chest up, looking upwards and to the right. The man is on the left, wearing a dark suit jacket. The woman is on the right, wearing a bright orange, draped garment. The background consists of white diagonal lines on a dark background, with a red brushstroke-like element on the right side.

L'ORÉAL

LUXE

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