2022 ANNUAL RESULTS
L'ORÉAL LUXE
Cyril CHAPUY
OUTPERFORMED THE MARKET FOR 12TH CONSECUTIVE YEAR
A SOLID YEAR FOR THE LUXURY BEAUTY MARKET

+8%

2022 GROWTH ESTIMATE

*L'OREAL 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
Skincare
SIGNIFICANT STRIDES

+7%
L’ORÉAL LUXE
2022 GROWTH

+2%
MARKET
2022 GROWTH
ULTRA-PREMIUM SKINCARE
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
Makeup
SHOWING THE STRENGTH OF OUR BALANCED REGIONAL FOOTPRINT
THE BIGGEST LUXURY REGION

North Asia

+8%
LIKE-FOR-LIKE
SALES GROWTH

*L’OREAL LUXE 2022 SALES EVOLUTION*
THE BIGGEST LUXURY REGION

North Asia

+8% LIKE-FOR-LIKE SALES GROWTH

MS >30% CHINA

*L’OREAL LUXE 2022 SALES EVOLUTION*
REVAMPING & REINFORCING North America

+7% LIKE-FOR-LIKE SALES GROWTH

*L'OREAL LUXE 2022 SALES EVOLUTION*
VERY SOLID YEAR

Europe

+16%

LIKE-FOR-LIKE
SALES GROWTH

*L'OREAL LUXE 2022 SALES EVOLUTION*
LEADER IN
Emerging markets

+23%
LIKE-FOR-LIKE
SALES GROWTH

*LOREAL LUXE 2022 SALES EVOLUTION*
ANOTHER YEAR OF PROFIT IMPROVEMENT

22.9%
STRONG DYNAMISM OF THE MARKET

+6% MARKET CAGR OVER 10 YEARS
7 KEYS TO KEEP OVER-PERFORMING THE MARKET
1. MOST DIVERSE AND BALANCED PORTFOLIO

Lancôme
Yves Saint Laurent
Armani
Kiehl's
Helena Rubinstein
1 MOST DIVERSE AND BALANCED PORTFOLIO

TAKAMI  YOUTH TO THE PEOPLE  PRADA  VALENTINO  CARITA
1 MOST DIVERSE AND BALANCED PORTFOLIO

L’ORÉAL

LUXE
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
AGILE & BALANCED CHANNEL FOOTPRINT

61% OF SALES IN B&M

39% OF SALES ONLINE

*IN % OF L’OREAL LUXE 2022 SALES
EXCEPTIONAL INNOVATIONS 2023
7 ULTIMATE BRAND SERVICE
7 ULTIMATE BRAND EXPERIENCES
ULTIMATE BEAUTY TECH INNOVATION
Disclaimer

"This document does not constitute an offer to sell, or 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.oreal-finances.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 nature subject to risks and uncertainties which could cause actual results to differ materially from those indicated or projected in these statements."