



2022

ANNUAL RESULTS

L'ORÉAL

Active Cosmetics

Myriam COHEN-WELGRYN

2022, an outstanding year for the Division

Growth vs 2021

+21.9%

2022 like-for-like growth

A now sizeable and profitable business

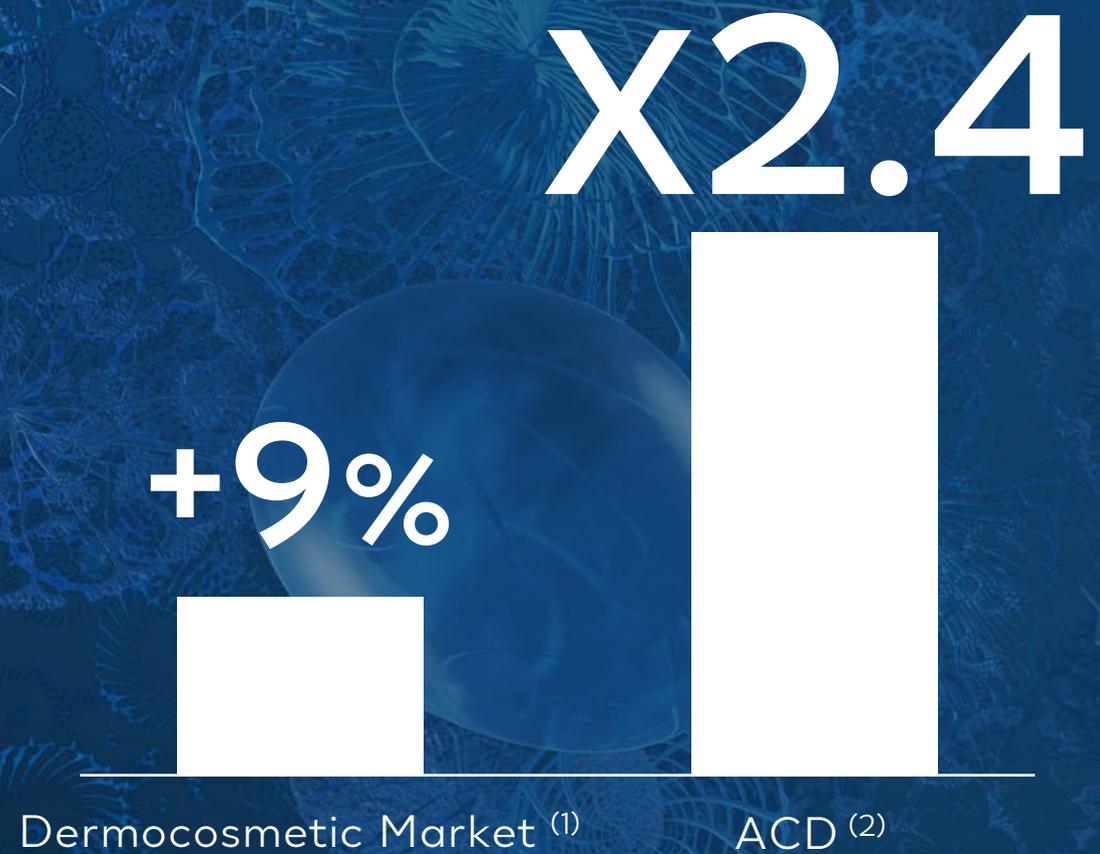


Profit

25.4%
(+ 20bp vs 2021)

2022 like-for-like growth

Consolidated leadership in medical beauty



(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



G R O W T H





What explains
our remarkable growth?

4

Key success
factors



1

The power of complementary brands



Skin pathologies ←



→ Aesthetics

1

The power of complementary brands

Growth



+23%



+38%



+9%



+13%

2022 like-for-like growth

1

2 Billionaire brands: La Roche-Posay and CeraVe

83%

Contribution
to our growth



1

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

LA ROCHE POSAY
LABORATOIRE DERMATOLOGIQUE

#12



12

13

14

10

11

9

8

7

6

5

4

3

2

1



1

Stairway to heaven

Global skincare brands ranking

2022

LA ROCHE POSAY
LABORATOIRE DERMATOLOGIQUE

#6



6

7

8

9

10

11

12

13

14

1

2

3

4

5



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

1

Lifechanging products



2022 breakthrough innovation



1

CeraVe grew by +38% worldwide⁽¹⁾

#2⁽²⁾

Dermocosmetics brand WW



(1) 2022 like-for-like growth
 (2) Internal worldwide sell out consolidation, professional channel excluded, YTD22 ending November

1

CeraVe USA



USA Nielsen and Rakuten retail panels, YTD22 ending November, in value

1

The Division's 2022 acquisition



skinbetter
— SCIENCE®



2 Strengthened medical leadership



2 Strengthened medical leadership

250,000
doctors

+13% vs 2021



2

Prescription leadership



Most recommended brands by dermatologists

LA ROCHE POSAY
LABORATOIRE DERMATOLOGIQUE



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.

3

Medical strategy amplified by digital



3

More consumers reached

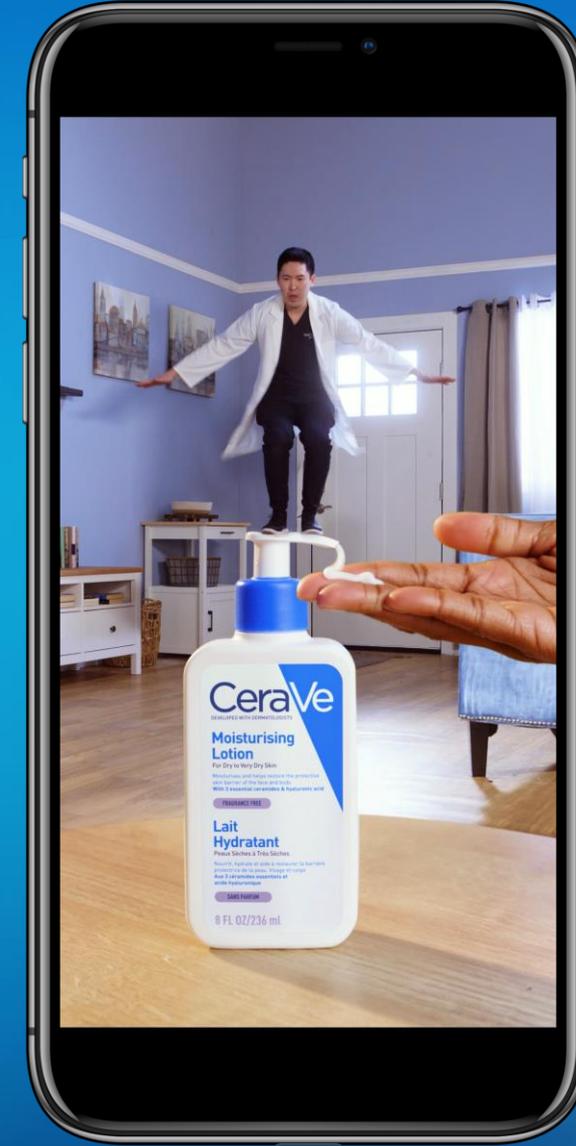
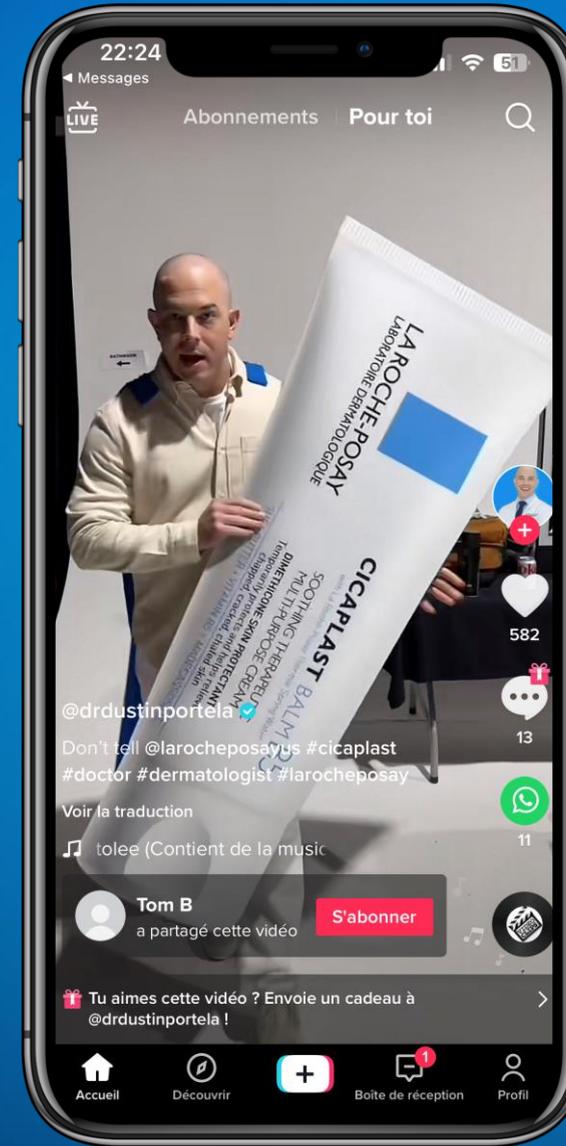
L'ORÉAL
Active Cosmetics

#1

in medical advocacy

48%

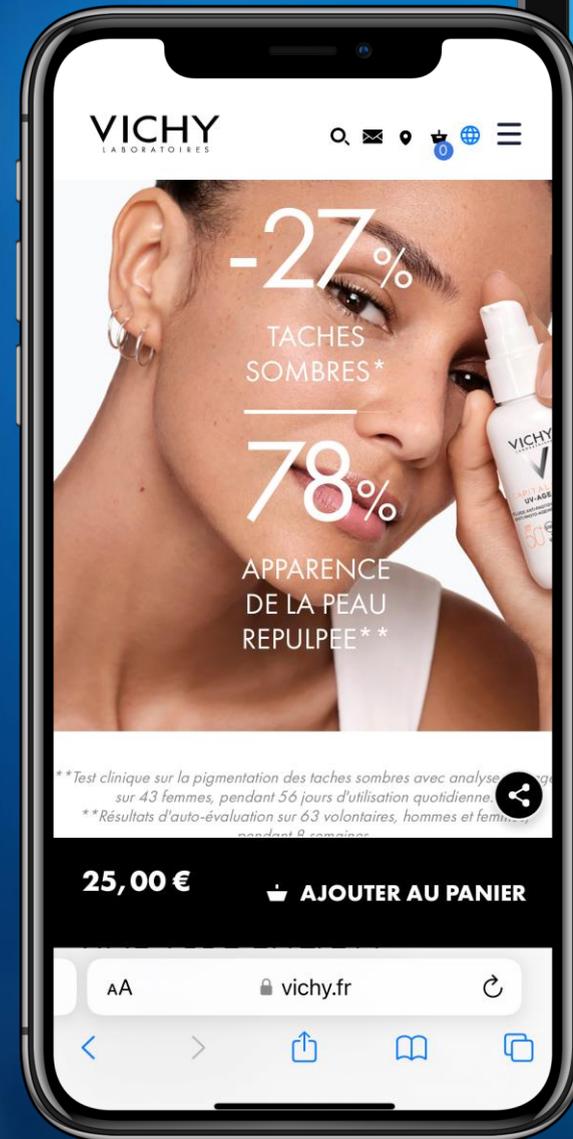
Share of brand videos viewed
shared by doctors online



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).

4

Full speed international growth

Growth vs market ⁽²⁾



x3



x6

Emerging countries ⁽¹⁾

≈ +26%

North America
+26%

Europe
+17%

North Asia
+19%

SSA/SAPMENA
+42%

Latin America
+18%

(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!**

1

The dermocosmetic share of beauty market will grow



1 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

A smartphone displaying a La Roche Posay advertisement for Effaclar SpotScan. The ad features a woman's face on the right side. The text on the screen reads: "LA ROCHE POSAY LABORATOIRE DERMATOLOGIQUE", "ACNE-PRONE SKIN DIAGNOSIS POWERED BY AI", "EFFACLAR SPOTSCAN", and a QR code. At the bottom, it says "SCAN QR CODE WITH YOUR MOBILE PHONE FOR THE BEST EXPERIENCE USE SAFARI ON IOS AND CHROME ON ANDROID".

LA ROCHE POSAY
LABORATOIRE DERMATOLOGIQUE

ACNE-
PRONE
SKIN
DIAGNOSIS
POWERED
BY AI

EFFACLAR
SPOTSCAN



SCAN QR CODE WITH YOUR MOBILE PHONE
FOR THE BEST EXPERIENCE USE SAFARI ON IOS
AND CHROME ON ANDROID

2

We will keep growing our share of the dermocosmetics market

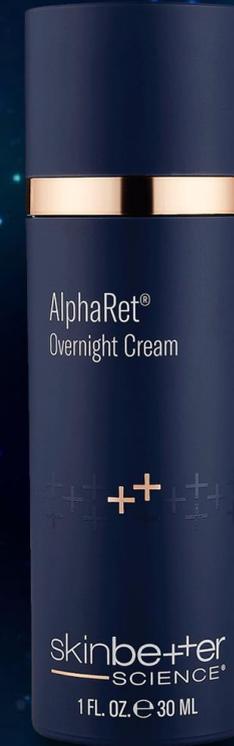
Innovation

Geographic expansion





Growth will continue



Skin pathologies ←

→ Aesthetics

L'ORÉAL

Dermatological Beauty



The background is a deep blue space filled with numerous small, bright white and blue stars. There are also larger, glowing nebulae in shades of blue and purple, particularly visible in the bottom right corner. The overall effect is a dreamlike, celestial atmosphere.

L'Oréal Dermatological Beauty
Let's Dream Big



Thank you