



2023

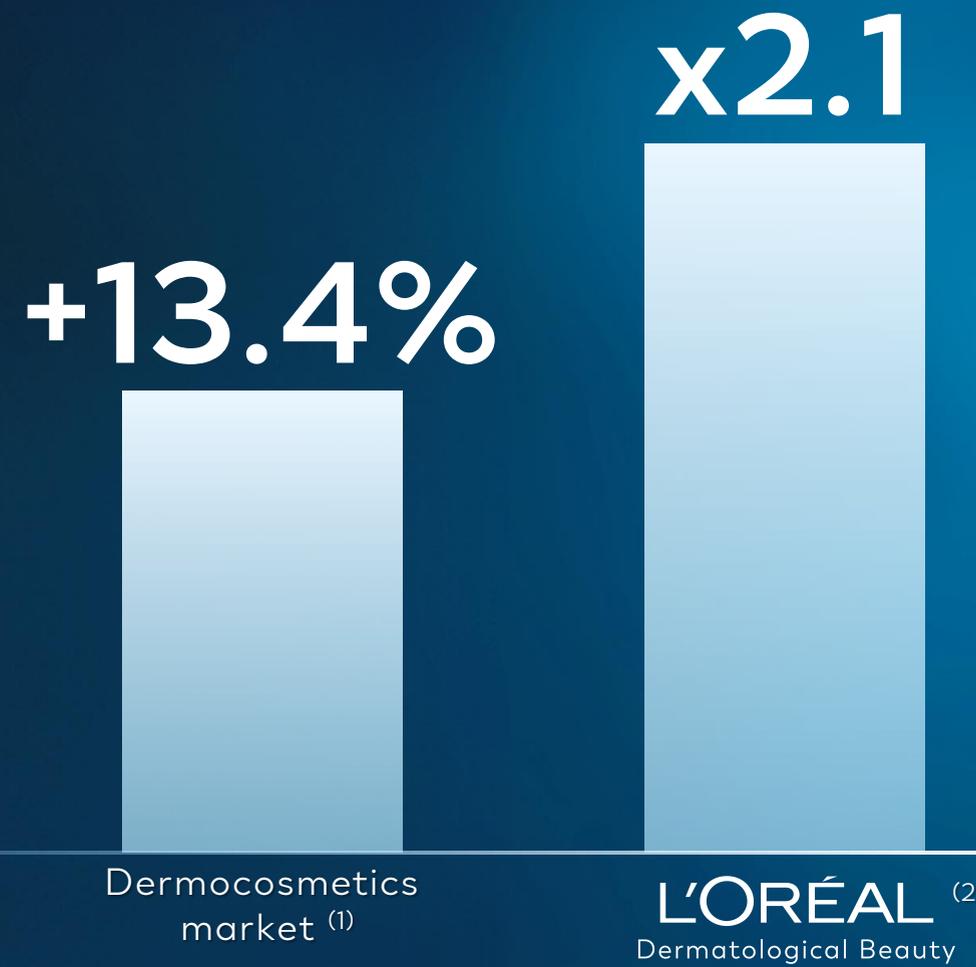
ANNUAL RESULTS

9 FEBRUARY 2024

L'ORÉAL  
Dermatological Beauty

Myriam COHEN-WELGRYN  
President, L'Oréal Dermatological Beauty

# Outstanding momentum



(1) L'Oréal beauty market estimates FY 2023 based on manufacturer's net prices, excluding soap, toothpastes, razors and blades. Excluding currency effects (2)2023 like-for-like growth



Growth vs 2022

**+28.4%**

**6.4B€**

2023 sales

**26.0%**

Profit

2023 like-for-like growth

# Constant sales growth

CAGR 23/20  
**29%**

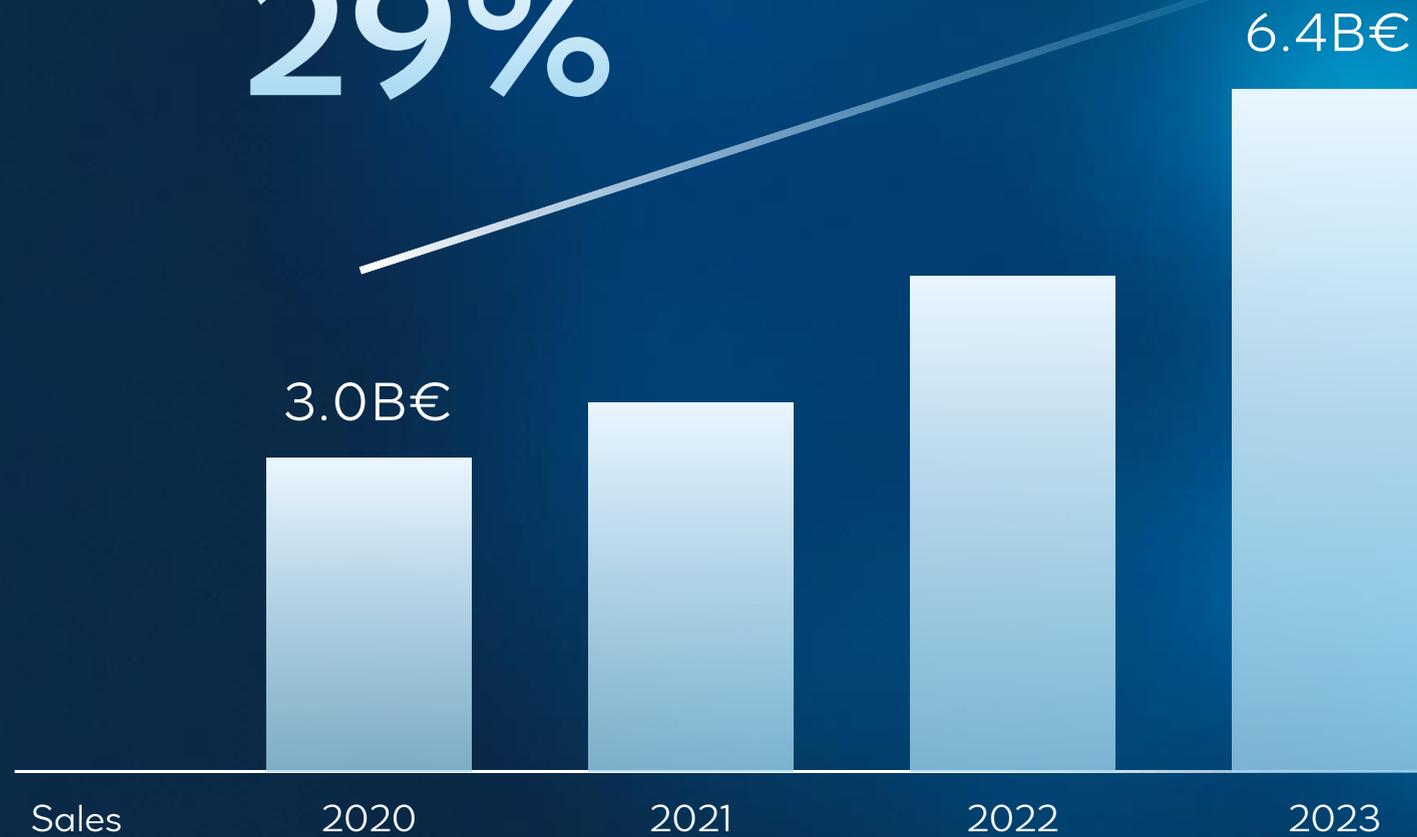
**x2**



# Constant sales growth

**+100M<sup>(1)</sup>**  
consumers

CAGR 23/20  
**29%**



(1) Internal worldwide extrapolation based on 3<sup>rd</sup> party penetration study fielded in 22 markets (2020-2023)



How did we achieve that?

Will the growth continue?





4 success factors



# Complementary brand portfolio



From skin pathologies to aesthetics

LA ROCHE POSAY  
LABORATOIRE DERMATOLOGIQUE

+37%<sup>(1)</sup> Growth

N°1<sup>(2)</sup> Dermocosmetic brand worldwide



MICROBIOME  
SCIENCE

(1) 2023 like-for-like growth (2) Internal worldwide sell-out consolidation YTD23 ending November



LA ROCHE POSAY  
LABORATOIRE DERMATOLOGIQUE

1

N°1 Suncare dermocosmetic  
brand worldwide



Consolidation of 3<sup>rd</sup> party sell-out retail panels in 18 markets, YTD23 ending November

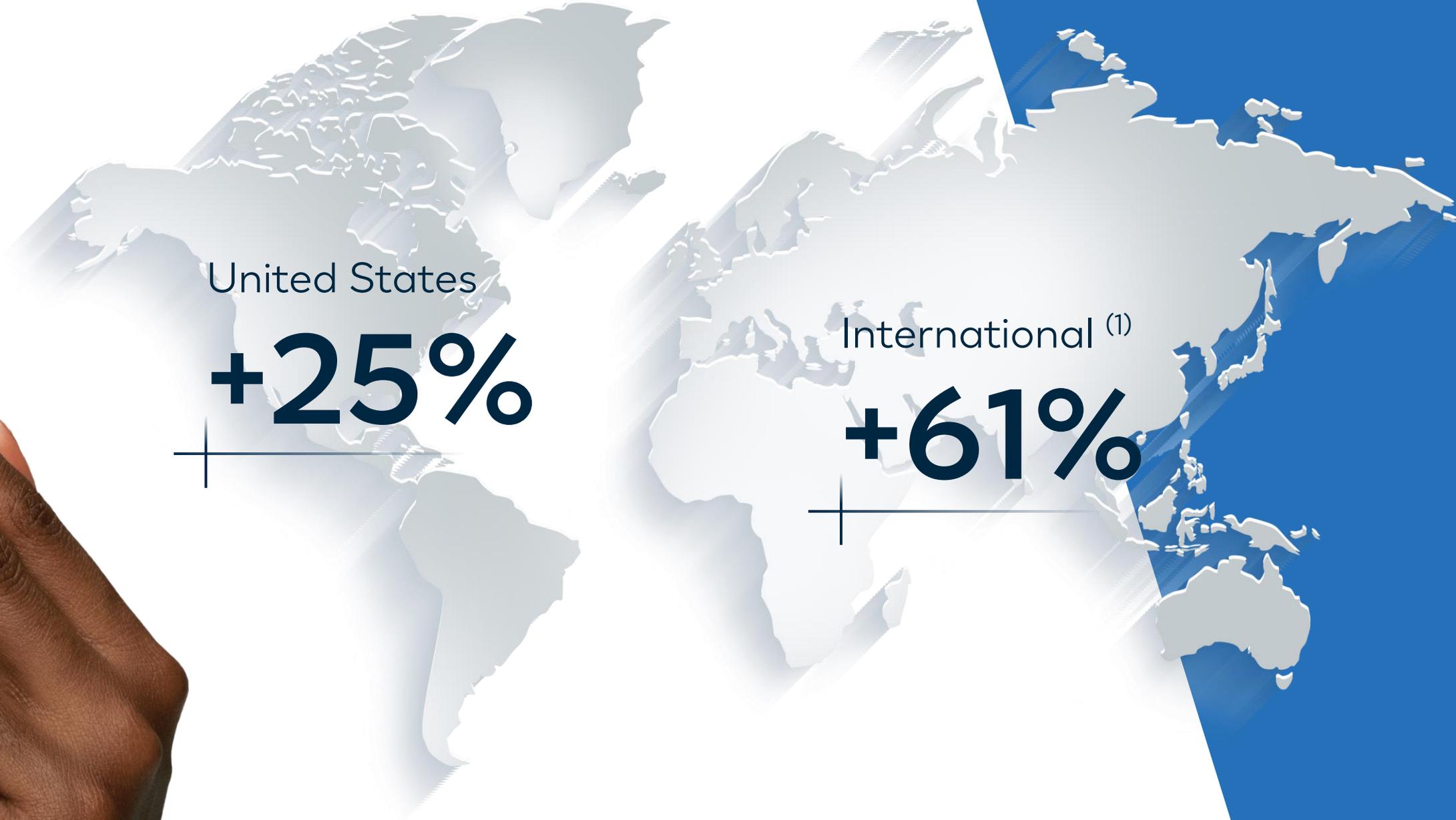
+39%<sup>(1)</sup> Growth

N°1<sup>(2)</sup> Cleansing & body worldwide  
dermocosmetic brand



(1) 2023 like-for-like growth (2) Consolidation of 3<sup>rd</sup> party sell-out retail panels in 18 markets, YTD23 ending November

Growth is everywhere



2023 like-for-like growth (1) excluding US



# N°1

## Skincare brand in USA across all channels



Source: 3<sup>rd</sup> party data (Euromonitor), sell-out in value, FY22 and estimated FY23, on total skin care = face+body+sun, all channels

# Global skincare ranking 2020 all channels

1

#1

#2

#3

#4

#5

#6

#7

#8

#9

#10



#9

# Global skincare ranking 2023 all channels

1

#1

#2

#3

#4



#4

#5

#6

#7



#7

vs #28 in 2020

#8

#9

#10



# VICHY

LABORATOIRES

1



# +14%

Best growth in 18 years

2023 like-for-like growth



Double digit growth <sup>(1)</sup>

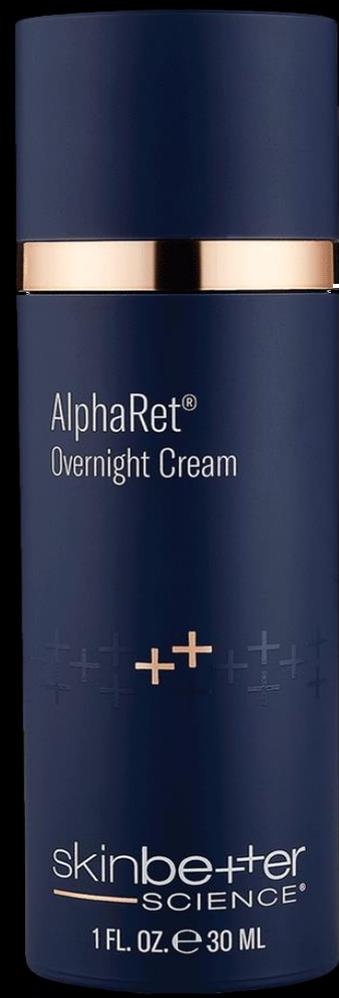
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N°1 <sup>(2)</sup>

Medical aesthetic  
skincare brand worldwide



SKINCEUTICALS  
**C E FERULIC®**  
HIGH POTENCY  
TRIPLE ANTIOXIDANT TREATMENT  
WITH 15% L-ASCORBIC ACID,  
1% ALPHA TOCOPHEROL,  
AND 0.5% FERULIC ACID  
**PREVENT**  
30 ml / 1 fl oz



AlphaRet®  
Overnight Cream

skinbe+ter  
SCIENCE®  
1 FL. OZ. e 30 ML

N°3 <sup>(2)</sup>

Medical aesthetic  
skincare brand in the USA

(1) 2023 like-for-like growth (2) 3<sup>rd</sup> party data (Kline), manufacturer's net prices, FY23



02

# Medical leadership



290 000 doctors

+13% vs 2022

# Most prescribed brands by dermatologists



International Dermatologists Barometer, conducted by a 3<sup>rd</sup> party in H1 2023, covering 34 markets, representing more than 80% of the worldwide GDP. Vichy #2 ex aequo, CeraVe #4 ex aequo.

# Most prescribed brands by dermatologists



#1  
anti  
dandruff



#1

LA ROCHE POSAY  
LABORATOIRE DERMATOLOGIQUE



#2  
VICHY  
LABORATOIRES



#4  
CeraVe  
DEVELOPED WITH DERMATOLOGISTS

International Dermatologists Barometer, conducted by a 3<sup>rd</sup> party in H1 2023, covering 34 markets, representing more than 80% of the worldwide GDP. Vichy #2 ex aequo, CeraVe #4 ex aequo. About Dercos: Dermatologists survey run in 2023 in 29 markets (80% of Global GDP) by a 3<sup>rd</sup> party





03

Digital  
acceleration



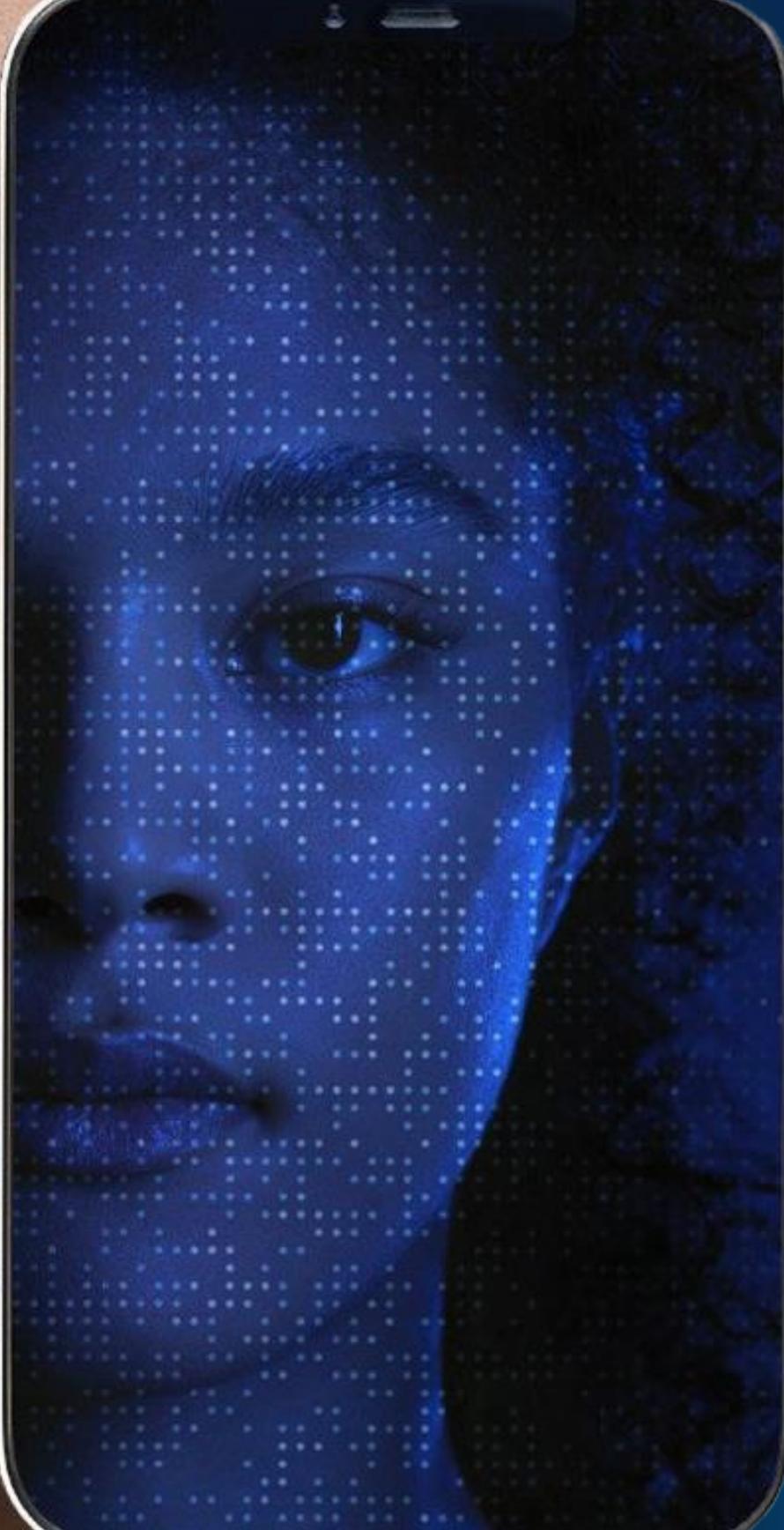
# 60%

Share of branded videos viewed posted by doctors online

E-commerce

+31%





# SPOTSCAN





04

# International growth

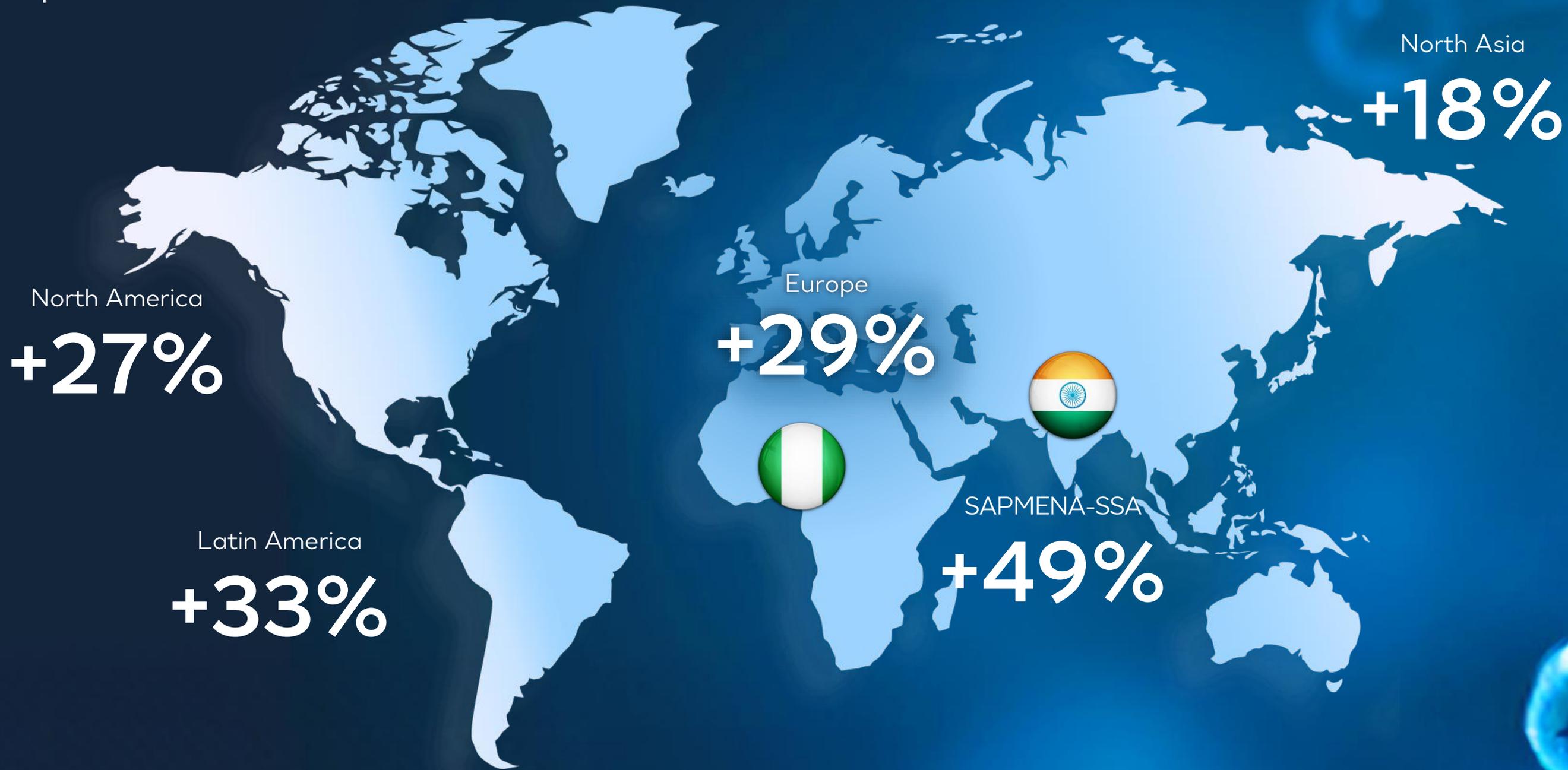


# Exceptional growth in all zones



2023 like-for-like growth (1) Beauty Market Survey, L'Oréal estimates based on manufacturer's net prices (sell-in FY2023), excluding soap, toothpastes, razors and blades. Excluding currency effects

# Exceptional growth in all zones



Thank you to the LDB teams

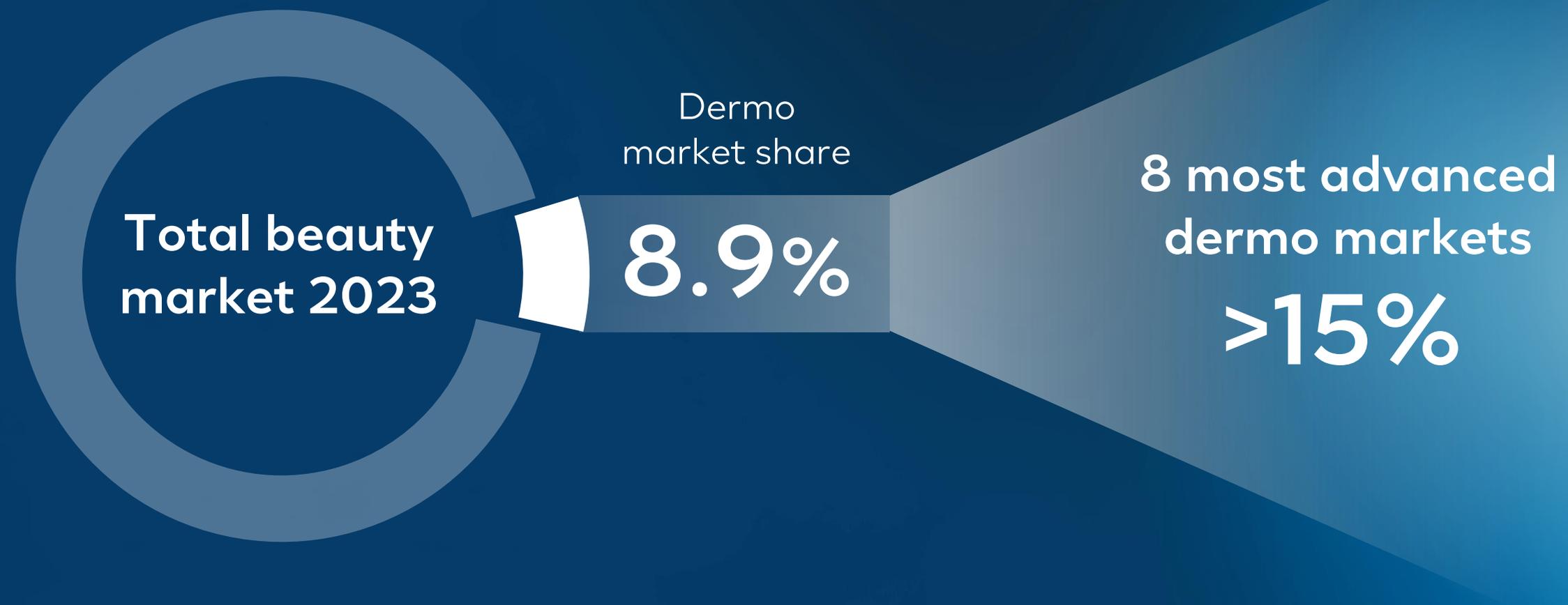




The growth will continue



# Dermocosmetics will keep growing



# Quest for health & safety



**1 out of 4<sup>(1)</sup>**

people with skin pathologies

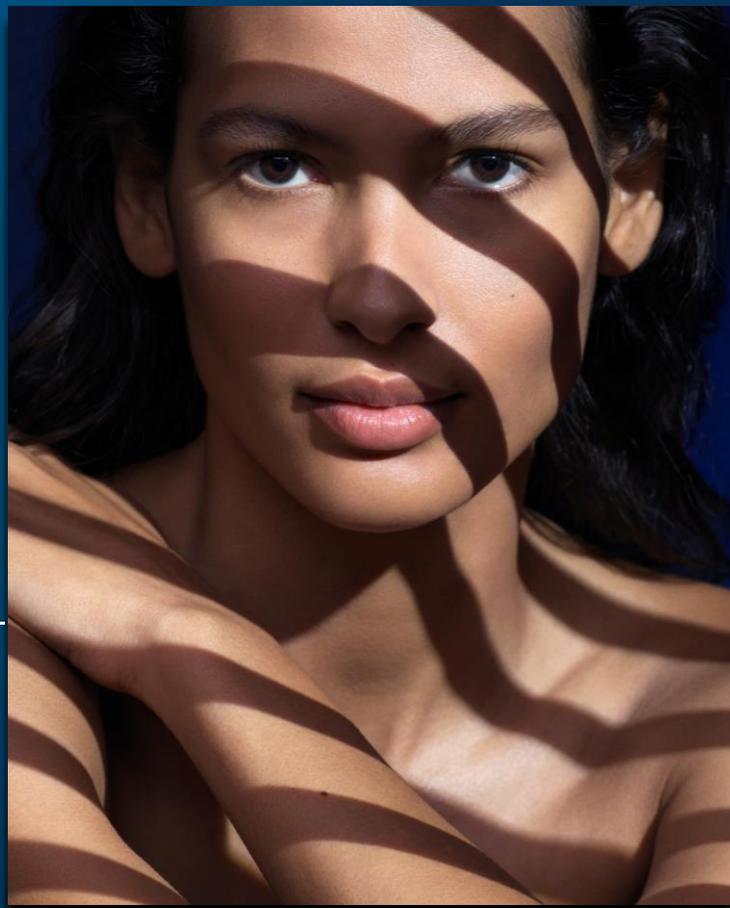


**620M<sup>(2)</sup>**

people intend to do  
aesthetic procedures

# Massive growth potential

Suncare



Haircare





**only 25%**

have used sun protection  
in the past year



Hair & scalp issues

**2<sup>nd</sup>** reason to visit a dermatologist



## Haircare category weight

21%



Beauty market

3x less

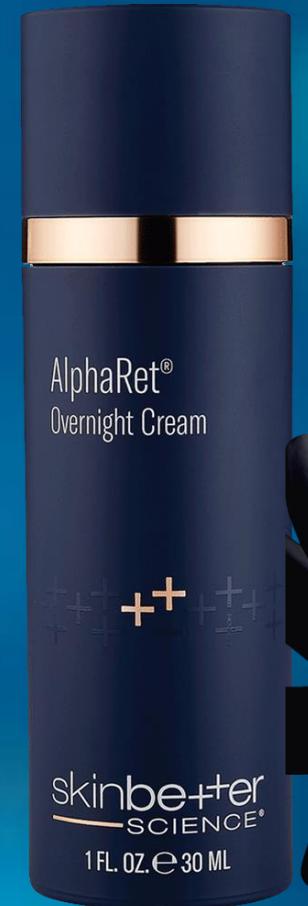
6%



Dermocosmetics market

# L'ORÉAL

## Dermatological Beauty



# Massive potential in emerging countries

Mexico



South Africa



# Life-changing innovations



**LA ROCHE POSAY**  
LABORATOIRE DERMATOLOGIQUE

**N°1** DERMATOLOGIST  
RECOMMENDED  
SKINCARE BRAND  
WORLDWIDE\*

dark spots

HYPERPIGMENTATION INNOVATION : MULTI-PATENTED MELASYL™  
**THE NEW ACTIVE TO FIGHT  
HYPERPIGMENTATION LIKE NEVER BEFORE\*\***  
**MELA B3** 1 WEEK VISIBLE RESULTS.\*\*\*

unevenness

post acne marks

 **MELASYL™**  
MULTI-PATENTED

**18** years of research



# World Congress of Dermatology



117 scientific studies



# L'ORÉAL

Dermatological Beauty

Pioneer sustainable & life-changing  
dermatological solutions for all





L'ORÉAL

Dermatological Beauty

Let's Dream Big



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