



L'ORÉAL

ANNUAL
RESULTS
2019

L'ORÉAL LUXE

CYRIL CHAPUY
FEBRUARY 7TH, 2020



2019
VERY STRONG
YEAR

L'ORÉAL
LUXE



2019 SALES

€11Bn

+13.8%
LIKE-FOR-LIKE

L'ORÉAL
LUXE



ACCELERATION IN THE 2ND HALF

+13.2% +14.5%
H1 H2

L'ORÉAL
LUXE

*2019 sales growth like-for-like.

OUTPERFORMED
THE MARKET

FOR THE **9**TH

CONSECUTIVE
YEAR

L'ORÉAL
LUXE



PERFORMANCE BY

REGION

L'ORÉAL
LUXE

REINFORCED LEADERSHIP



ASIA
PACIFIC
+30%

L'ORÉAL
LUXE

*2019 sales growth like-for-like.

VERY SOLID LEADERSHIP



WESTERN
EUROPE

+4%

L'ORÉAL
LUXE

*2019 sales growth like-for-like.

IMPROVEMENT NEEDED

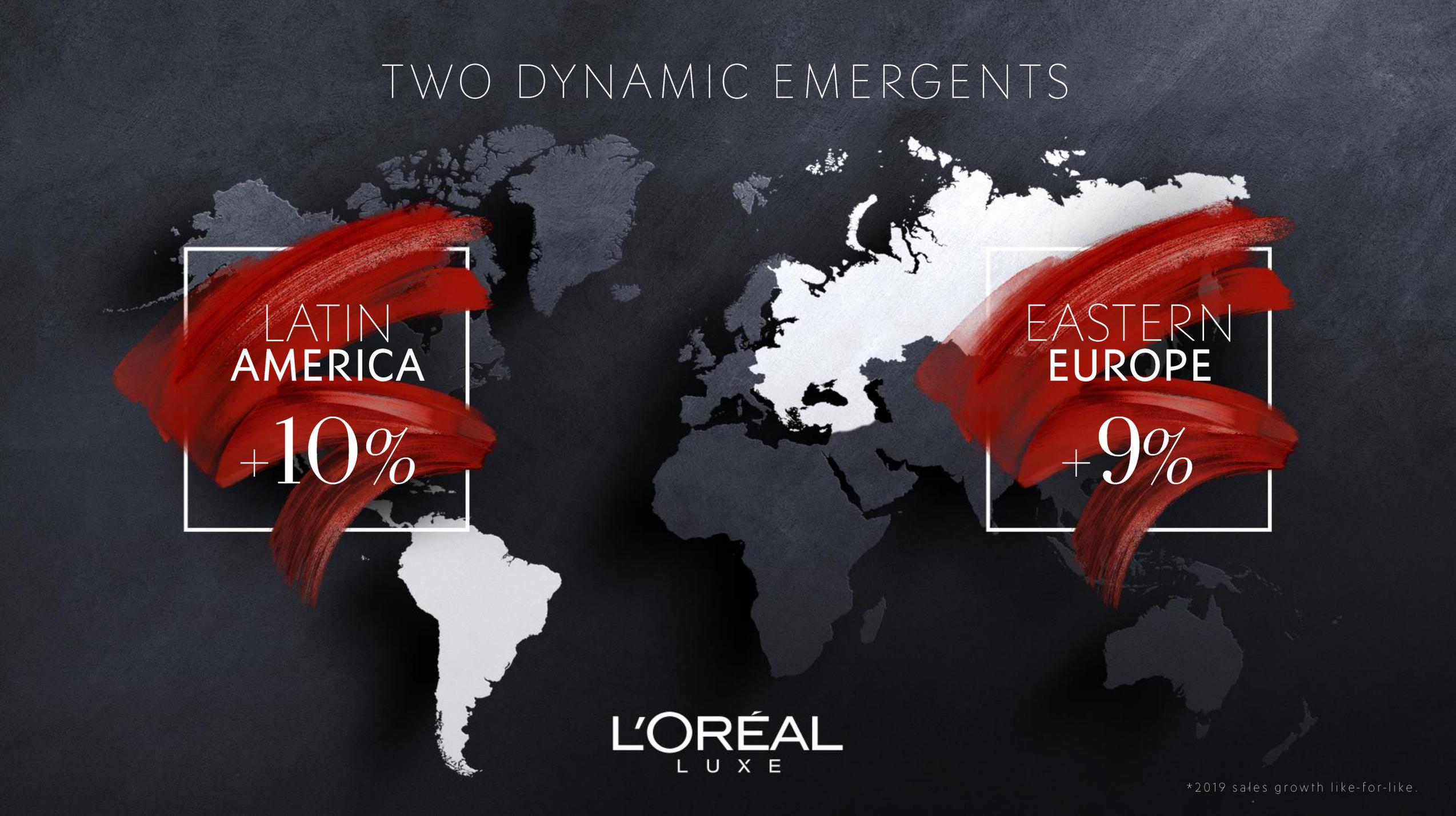
NORTH
AMERICA

-2%

L'ORÉAL
LUXE

*2019 sales growth like-for-like.

TWO DYNAMIC EMERGENTS



LATIN
AMERICA

+10%

EASTERN
EUROPE

+9%

L'ORÉAL
LUXE

*2019 sales growth like-for-like.

STRONG GROWTH

IN ALL 3 CATEGORIES

L'ORÉAL
LUXE

FANTASTIC YEAR

SKINCARE

+22%



*2019 sales growth.



HR

HELENA RUBINSTEIN

CONFIRMS
ITS SUCCESS

L'ORÉAL
LUXE

SUCCESSFUL LAUNCHES

FRAGRANCE

+9%



*2019 sales growth.

L'ORÉAL
LUXE

RESILIENCY OF WORLDWIDE

PILLARS



L'ORÉAL
LUXE

PROFUMO



Pomelo Paradis



Atelier Cologne

DOUBLED
ITS SIZE



— GOOD PERFORMANCE —

MAKEUP

+8%



*2019 sales growth.

L'ORÉAL
LUXE



shu uemura

AN HISTORICAL
YEAR



L'ORÉAL
LUXE

STRONG PERFORMANCE

FOUNDATION



L'ORÉAL
LUXE

OUR 4 BILLIONAIRE BRANDS

ALL GREW DOUBLE DIGIT



LANCÔME
PARIS



YVES SAINT LAURENT



ARMANI



Kiehl's
SINCE 1851

*2019 sales growth.



VALENTINO

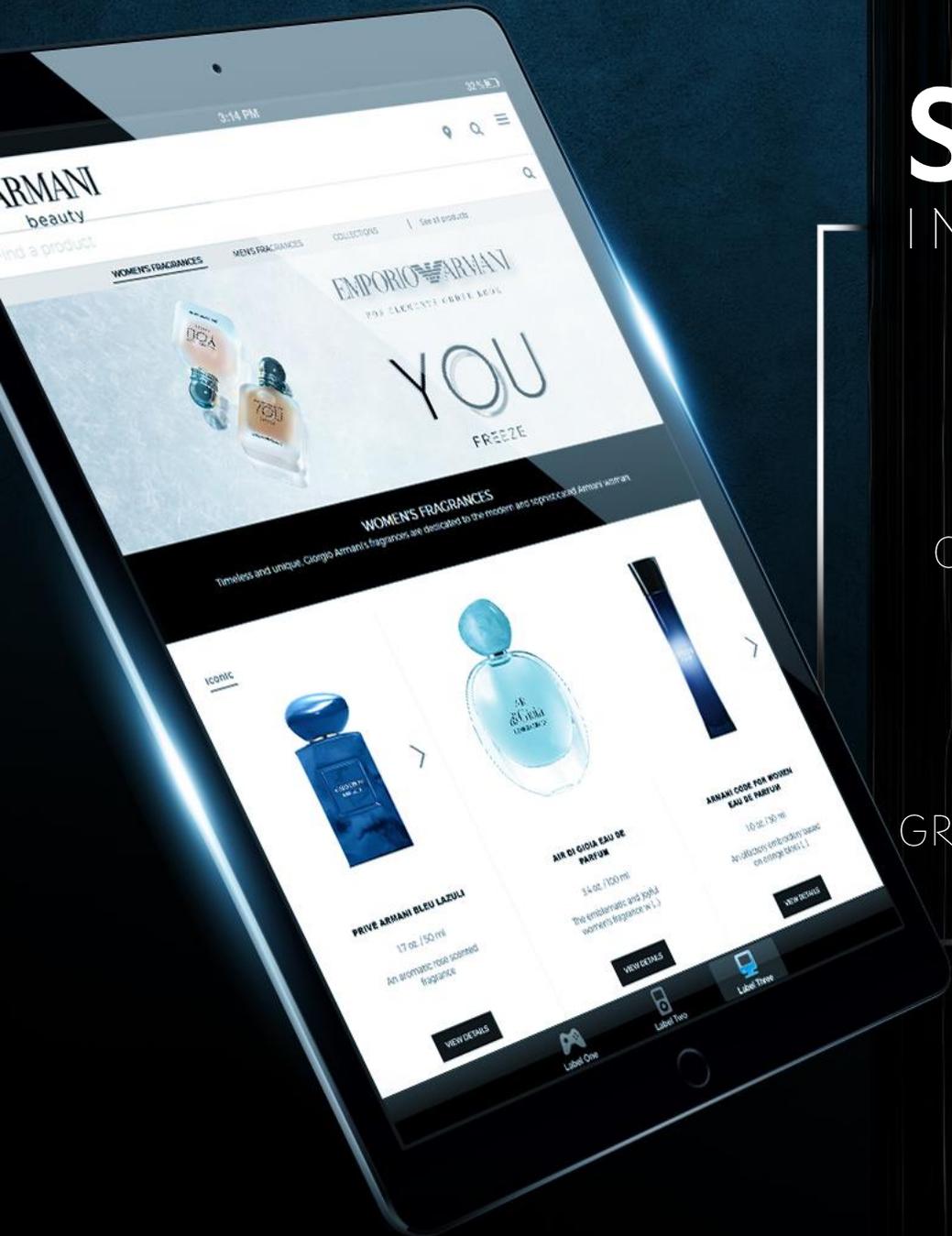
A PROMISING
START

L'ORÉAL
LUXE

DISTRIBUTION

CHANNELS

L'ORÉAL
LUXE



SUCCESS

IN E-COMMERCE

21%

OF L'ORÉAL LUXE SALES

+53%

GROWTH OF ONLINE SALES



L'ORÉAL
LUXE

*Sales achieved on our brands' own websites + estimated sales achieved by our brands corresponding to sales through our retailers' websites (non-audited data).

ACCELERATION

IN
D2C

+39%



YVES SAINT LAURENT

YVES SAINT LAURENT
BEAUTE

YVES SAINT LAURENT



L'ORÉAL
LUXE

*2019 sales growth.

OPENING OF THE LANCÔME FLAGSHIP ON THE CHAMPS-ÉLYSÉES





2020
OUTLOOK

L'ORÉAL
LUXE

A STRONG
LAUNCH PLAN



L'ORÉAL
LUXE

INTEGRATION & ACCELERATION



L'ORÉAL
LUXE



L'ORÉAL

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