

L'ORÉAL
Active Cosmetics

FINANCIAL
INFORMATION
MEETING

February 9th, 2018

Brigitte Liberman

2017

An
important
milestone

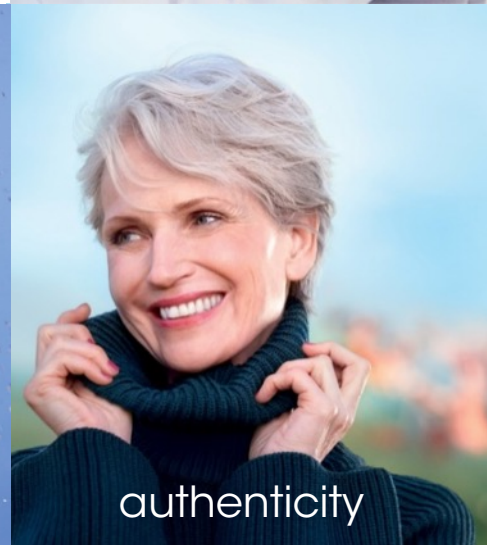
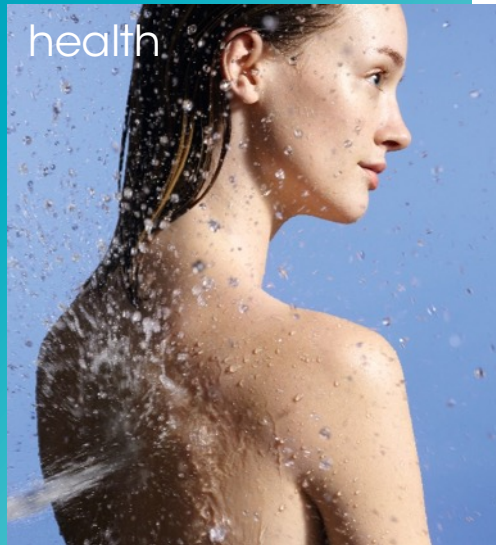
2 billion
euros

+ 5.8%

2

Major
elements

Skincare you can trust



CeraVe[®]

DEVELOPED WITH DERMATOLOGISTS



ESSENTIAL CERAMIDES
TO RESTORE SKIN'S
NATURAL BARRIER



A stylized world map in shades of teal and blue, serving as the background for the slide. The map is centered and shows the outlines of continents.

Global leadership in dermocosmetics

Division's top 4 countries

1

USA

2

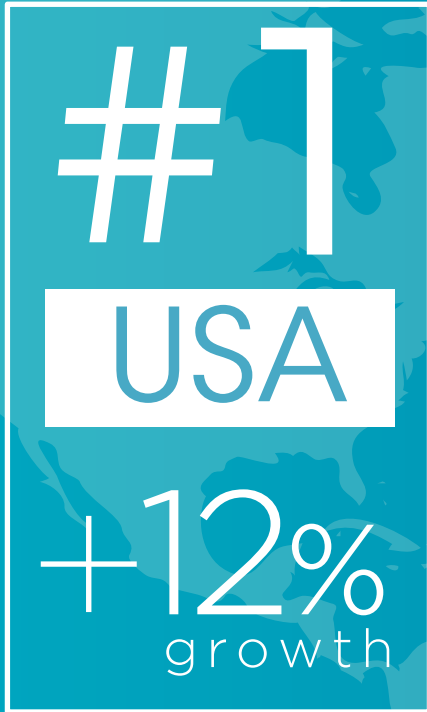
FRANCE

4

CHINA

3

BRAZIL



2017 like-for-like growth



+ 20%
in the US

#1 Moisturizer
recommended
by dermatologists





LA ROCHE-POSAY
LABORATOIRE DERMATOLOGIQUE

#1

Dermocosmetic
brand worldwide



**LA ROCHE-POSAY**
LABORATOIRE DERMATOLOGIQUE

20%
of Lipikar
franchise growth

Soothes itching instantly.



LIPIKAR STICK AP+
Atopic, eczema-prone skin



VICHY

LABORATOIRES

HYDRATES
PLUMPS
FORTIFIES

NEW
MINÉRAL 89



YOUR SKIN DAILY
DOSE OF STRENGTH.



Worldwide success





 **SKINCEUTICALS**
ADVANCED PROFESSIONAL SKINCARE

1 US

Medical aesthetic skincare Brand Worldwide

Source: Euromonitor International Limited; Medical Aesthetic Skin Care: includes Skin Care products sold through medical dispensing channels, such as dermatologists and plastic surgeons, and which may additionally be sold through medical spas and online channels; rankings at global brand name level at MSP; sold in calendar year 2016; brands included ONLY if founded in the United States of America; based upon research conducted in March and April 2017.

Reinventing consumer experience in medical channels





SANOFLORE
LABORATOIRE BIO

100%
Organic
brand



marie claire

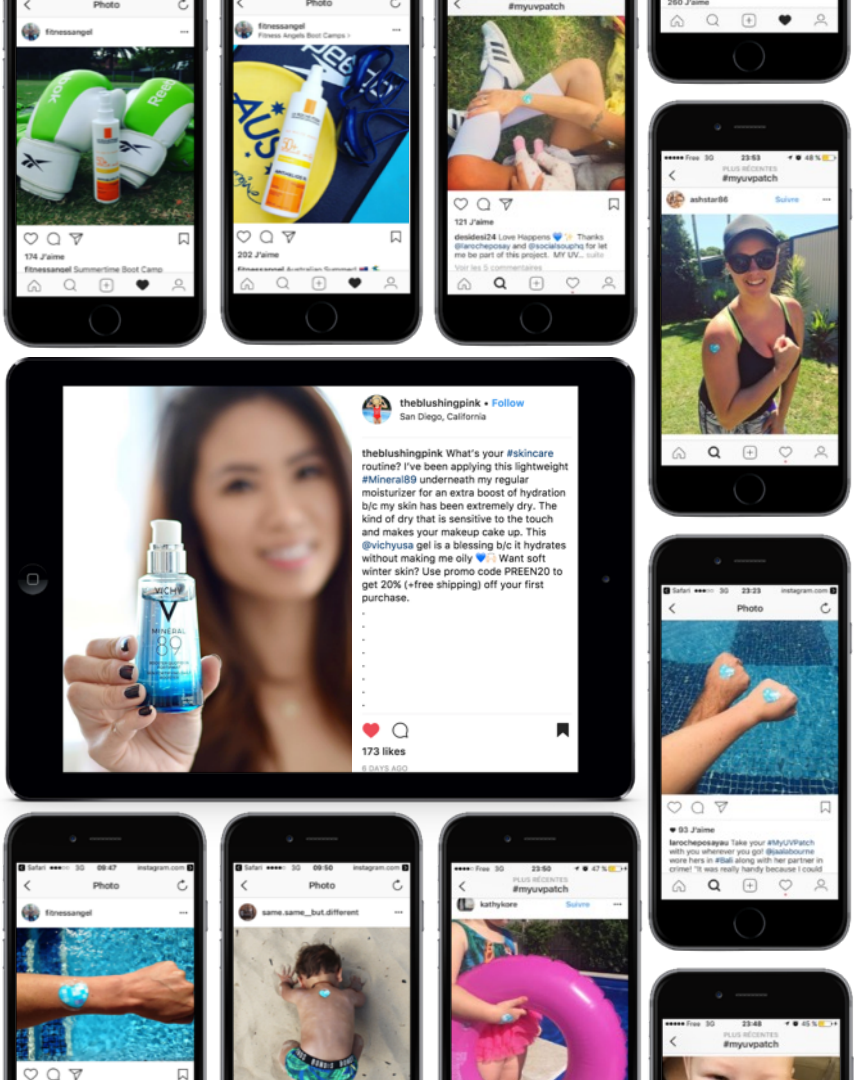
PRIX
D'EXCELLENCE
DE LA BEAUTÉ
2018

PRIX FRANCE

Our adaptation
to the new digital
landscape

Mentions
on social platforms

+ 60%



e-Commerce

10% of our turnover



Our continuous
ethical commitment

PIONEERING WOMEN *in* RECONSTRUCTIVE SURGERY

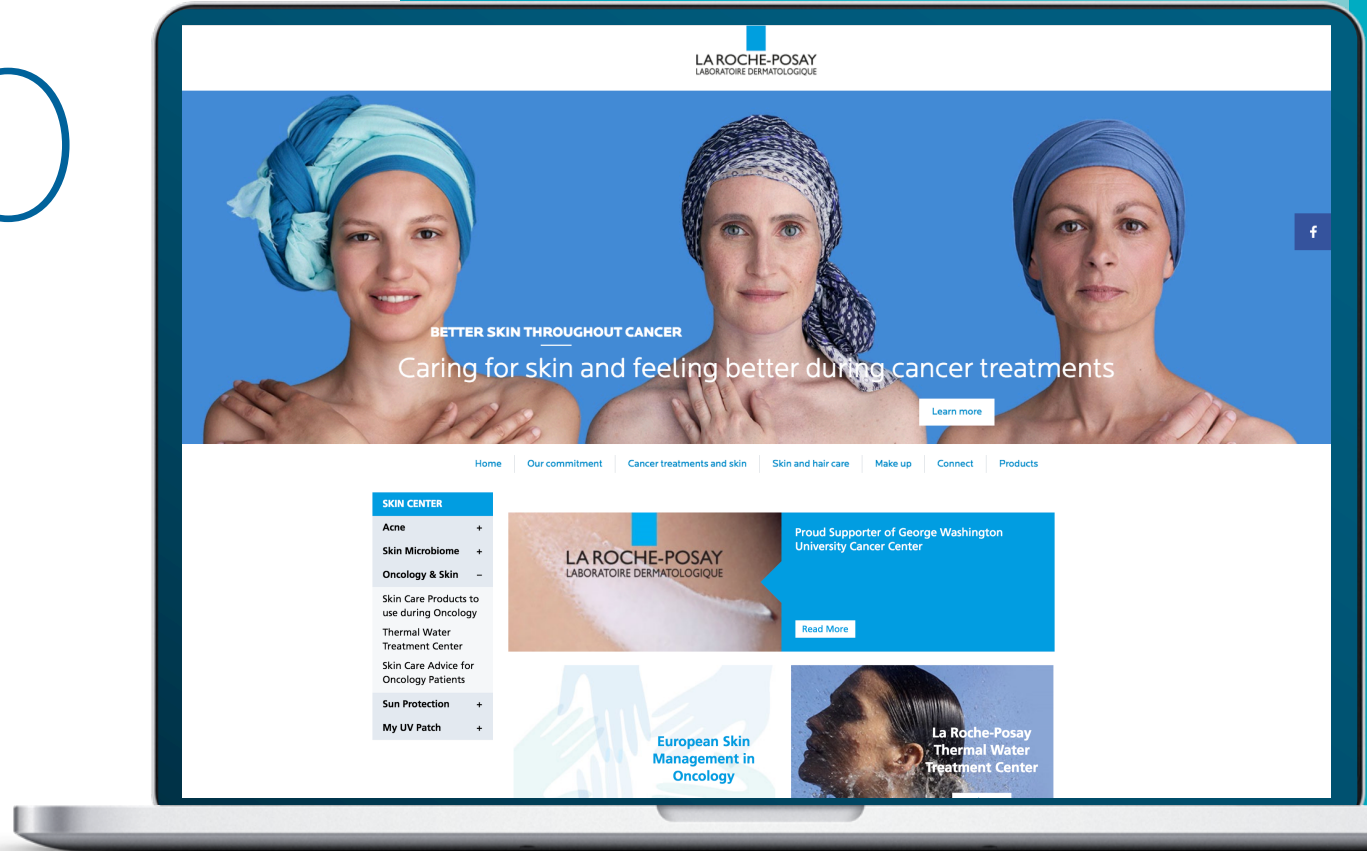


+



Commitment in oncology

More than 20 countries



2018

is a very
promising year





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LA ROCHE-POSAY
LABORATOIRE DERMATOLOGIQUE

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ADVANCED PROFESSIONAL SKINCARE

VICHY
LABORATOIRES



SANOFLORE
LABORATOIRE BIO

