### 2021 Annual results

ACTIVE COSMETICS DIVISION

Myriam COHEN-WELGRYN 10 February 2022

### Our medical strategy is bearing fruit





\*IRI shopper study, carried out in September 2021 among 1,203 people, Men and Women, hygiene and beauty buyers, responsible or in part for the purchase of everyday consumer products. Representative sample of HB buyers on sex and age and nat rep on CSPs and regions.

### A record growth for the division

# +31.8%

### +55% vs 2019

### We grew faster than the market



+12%

Dermocosmetic Market\*

Sell-out



\*Internal worldwide sell-out consolidation, pro channel excluded, YTD21 ending November

# The division strengthened its leadership in "medical beauty"

# **Guccess** factors



### 4 complementary brands



DEVELOPED WITH DERMATOLOGISTS **Moisturising Cream** For Dry to Very Dry Skin Moisturises and helps restore the protective skin barrier of the face and body With 3 essential ceramides & hysturenic acid

FRAGRANCE FREE

SKINCEUTICALS

C E FERULIC

HIGH POTENCY RIPLE ANTIOXIDANT TREATMENT

WITH LASCORBIC ACID, ALPHA

TOCOPHEROL, AND FERULIC ACID

net 15 ml / 0.5 fl az

VICHY

LIFTACTIV

**B3 SERUM** 

Baume Hydratant Peaux Sèches à Très Sèches Nourrit, hydrate et aide à restaurer la barrière protectrice de la peau, Visage et corps Aux 3 céramides essentiels et acide hyalurenique 16 02/454 g SaxsPacrue LA ROCHE-POSAY LABORATOIRE DERMATOLOGIQUE



NOUVEAU/NEW TENDANCES À L'ECZEMA ATOPIOUE ALSO SUITABLE FOR ATOPIC ECZEMA-PRONE SK

LIPIKAR BAUME BAUME TRIPLE-RÉPARATION ANTI-GRATTAGE, ANTI-RECHUTE, APAISEMENT IMMÉDIAT

TRIPLE-ACTION BALM ANTI-SCRATCHING, ANTI DRY SKIN FLARE-UPS. IMMEDIATE SOOTHING

NOURRISSONS - ENFANTS - ADULTES BABIES - CHILDREN - ADULTS AVEC DE L'EAU THERMALE DE LA ROCHE-POSAY 400 ml. Made in France



# LABORATOIRE DERMATOLOGIQUE

### #1 Dermocosmetic Brand

# #7 Skincare brand



#1 dermocosmetic brand: internal worldwide sell-out consolidation, pro channel excluded, YTD21 ending November #7 skincare brand: internal estimation based on Euromonitor all channels data) +28%: 2021 like-for-like growth



1 8





Moisturising Cream For Dry to Very Dry Skin Moiturises and helps restare the restective two buryes of the face and both With 3 essential ceramides & hysturatic drift

Baume Hydratant Peaux Sectes & Très Sectes Norrit, l'optanie et adie a reassant la barrière fo02/452 o Aux 3 detandes asserbiels et acide hysikurent

2021 like-for-like growth \*internal worldwide sell-out consolidation, pro channel excluded, YTD21 ending November



#### Cleanser For Normal to Dry Skin

protection skill barrier of the 1 With 2 essential ceramides & h

FRAGRANCE FREE

#### Crème Lavante Hydratante

Peaks Normales à Seches Netture et hydrate sans attainer la barril pretection de la peak. Visage et corps Aux 3 déractiones essentiels et

SANS PARFUM

8 FL 0Z/236 ml

### Ceeraa over one of the operation of the

FRACEANCEFREE Gel Moussant Peaks Normalies à Grasses

SANSPAREM



SA Smoothing Cleanser For Dry, Rough, Burnpy Skin Ownly cleanses while relocating, without disrupting the protection skin burner Win 3 essential ceramides, saleytic acid, A spalarence ad

FRAGRANCE FREE

#### SA Gel Nettoyant Anti-rugosités Paus Seches, Repueses et Seurreuses

Nettoie en douceur, tavorse l'elimination des rugo sans altérer la barrière protectrice de la peou Aux 3 céramides essentiels, acide saticytique et acide hyaluronique

SANS PARFUM 8 FL OZ/236 ml



Nettoyante Hydratante Poace Normales 3 Stoches Normales 3 Stoches Tabarharen fer ander ander ander Statisticher ander ander ander ander hydrater ander ander ander ander ander

8 FL 0Z/236 ml

# #Facecare cleansing<br/>USA market

US Nielsen and Rakuten retail panels, FY2021, in value

### **SKINCEUTICALS**

+31%\*

#### SKINCEUTICALS

#### SILYMARIN CF

HIGH-POTENCY COMBINATION ANTIOXIDANT WITH SILYMARIN, 15% L-ASCORBIC ACID, AND 0.5% FERULIC ACID

#### PREVENT

 $\rm {e}$  30 ml / 1 fl oz

#### 6 30 ml

Hedical aesthetic skincare brand worldwide\*\*



+9%

NEOVADIOL REPLENISHING ANTI-SAGGINESS DAY CREAM CRÈME JOUR RELIPIDANTE ANTI-RELÂCHEMENT VICHY

LIFTACTIV SUPREME

H.A. EPIDERMIC

### Medical leadership

### 220 000 Doctor Partners



+ Pediatricians+ General practitioners

Racial/Ethnic Variations in Skin Barrier: Implications for Skin Care Recommendations in Skin of Color September 2021 | Volume 20 | Issue 9 | Original Article | 932 | Copyright © September 2021 ₩ in in

#### Published online August 31, 2021

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	nhy	*Weill Cornell Medicine, New York, NY
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#### ABSTRACT

Background: Genetic and environmental factors influence stratum corneum (SC) barrier properties and function. Researchers increasingly focus on biophysical studies that may help clinicians provide their patients with an informed choice on tailormade skincare. This literature review on skin barrier properties comparing different ethnic populations aims to offer insights into the information's clinical relevance.

Methods: A literature review followed by panel discussions and an online review process aimed to answer the questions: Are there racial/ethnic differences in the SC barrier structure and healthy skin barrier function? Is there a need for specific cleansers and moisturizers?

Results: Ethnic categories based on race and ethnicity are often not well defined and inconsistent across different studies. Studies comparing ethnic groups' physical and biochemical skin barrier properties have reported differences in transepiderma water loss (TEWL), skin lipid levels, pH, and mast cell granule size. However, these studies frequently had methodological flaws, mainly were small, and demonstrated conflicting results. The literature suggests racial/ethnic variations in ceramide content, SC structure, and filaggrin mutations. Furthermore, studies have shown a greater burden of pruritus and atopic dermatitis among Black populations. Data on barrier properties in Hispanic/LatinX and South Asian populations are lacking.

#### INTRODUCTION

While multiple studies have identified variations in skin barrier properties between different racial/ethnic populations, the clinical relevance of these findings have not been established.1-<sup>3</sup> This project sought to help clarify the existing published data Di hov and provide consensus statements on variations in skin barrier properties that may be observed in populations with skin of color. We assembled a group of dermatologists with expertise in skin of color to examine the data and summarize the findings.

#### MATERIALS AND METHODS

A panel comprised of seven dermatologists from the US (the authors) convened a virtual meeting on October 10, 2020, to address the following questions using a modified Delphi process: 1) Are there racial/ethnic differences in skin barrier structure and function? 2) is there a need for specialized approaches to skincare in patients with skin of color? Statements intended for healthcare providers caring for diverse patients and clinician-researchers were developed based on available literature and the panel's expert opinion.

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Topical S. aureus – Targeting Endolysin Significantly Improves Symptoms and QoL in Individuals With Atopic Dermatitis December 2021 | Volume 20 | Issue 12 | Original Article | 1323 | Copyright @ December 2021

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#### Published online November 29, 2021

Magali Moreau PhD,<sup>4</sup> Sophie Selté PhD,<sup>6</sup> Luc Aguilar PhD,<sup>4</sup> Olivier Da Cruz MSc,<sup>4</sup> Julia Puech PharmD,<sup>4</sup> Johan Frieling MD PhD,<sup>4</sup> Ann'Laure Demessant PharmDb \*L'Oréal Recherche & Innovation, Clark, NJ \*La Roche Posay Dermatological Laboratories, Levallois Perret, France "L'Oreal R&I, Aulnay-Sous-Bois, France "L'Oréal R&I, Chevilly Larue, France "Micreos Human Health, Bilthoven, The Netherlands

#### ABSTRACT

Atopic dermatitis (AD) is a chronic skin condition affecting an increasing number of children and adults whose quality of life is impacted by chronic itch and pain. It is characterized by an altered epidermal barrier, skin inflammation, and skin microbiome dysbiosis particularly over-colonization of Staphylococcus aureus. The efficacy and tolerance of a cream containing a S. aureus: CS. targeting technology (endolysin) was assessed in an open-label, two-week study in children and adults with mild-to-moderate atopic dematitis. A total of 43 patients ranging from 7 months to 57 years old were included and all patients finished the study without any tolerance problem. Disease severity, measured with SCORAD, quickly reduced by 43% in 7 days and by 68 % in 14 days. The benefit was perceived by the whole panel with a marked improvement in overall QoL. This study shows the efficacy of a highly specific S. aureus-targeted technology in alleviating symptoms and improving QoL in children and adults with atopic dermatitis. It could also be beneficial in reducing and preventing flares in subjects with S. aureus load due to its good tolerance and specific action.

J Drugs Dermatol. 2021;20(12):1323-1328. doi:10.36849/JDD.6363

#### INTRODUCTION

Atopic dermatitis (AD) affects 20% of infants and adolescents and up to 3% of adults worldwide12 and its incidence is increasing globally.<sup>3</sup> AD causes erythema, constant intense itching,4 and psychological distress5 which negatively impacts quality of life (QoL) more than other chronic conditions such as heart disease or diabetes.<sup>6</sup> In children, it has the second highest impact on QoL?

AD is a chronic inflammatory skin condition associated with epidermal barrier dysfunction, abnormal immune response, and skin microbiome imbalance.<sup>#</sup> These three factors are interdependent thus enabling AD symptoms to be managed from multiple angles. Skin microbiome dysbiosis is often characterized by low skin microbial diversity compared to healthy skin and an over-colonization of S. aureus.9 S. aureus levels are associated with AD disease severity, flare frequency and symptoms that directly impact QoL. 1012 Its toxins stimulate proinflammatory cytokine and chemokine production causing itching, burning sensations, and pain, 32,14 and create a vicious

During AD flares, treatment aims to reduce inflammation and

itching, rebuild the epidermal barrier, and prevent secondary infections.38 Appropriate moisturizers and cleansers are cornerstones of AD management to address skin barrier dysfunction.19 Topical corticosteroids (TCS) are first-line treatment for flares since they effectively reduce inflammation.20 However, their use is limited to avoid developing skin atrophy in sensitive skin areas.<sup>21</sup> Furthermore patients express concerns (corticophobia) which can impactTCS use, adherence to treatment and overall effectiveness.<sup>22</sup> Secondary infection, particularly by S. aureus, can be treated with broad spectrum or anti-staphylococcal antibiotics<sup>20</sup> but these can damage the beneficial skin microbiota and potentially lead to antibiotic resistance.23 Considering the mounting evidence pointing towards the major negative role of S. aureus in AD and the beneficial role of the skin microbiome for skin homeostasis, a treatment exclusively targeting S. aureus offers many advantages.24

Many microbial ecosystems, including the skin microbiome, harbor viruses called bacteriophages that only infect bacteria.23 Bacteriophages are specific for their target bacteria, and at the end of their lytic cycle induce the production of enzymes, called endolysins, which degrade the peptidoglycan of the bacterial cell wall from within, causing cell lysis and progeny virion release. Since Gram-positive bacteria, such as S. aureus,

**Scientific Publications** 

### **Prescription leadership**

#### Most recommended brand by dermatologists









Dermatologist recommended skincare brand in the US





Medical Aesthetic Skincare Brand Worldwide

La Roche-Posay, Vichy and CeraVe: Survey conducted among the dermocosmetic market carried out by A plusA and other partners between January 2021 and July 2021, involving dermatologists in 34 countries, representing more than 80% of the worldwide GDP' SkinCeuticals: Kline study confirming SkinCeuticals as the #1 Medical Aesthetic Skincare Brand Worldwide in 2020 C1 - Internal use

### **Digital leadership**

TP

2

### Leading digital advocacy & services





### Ecommerce has continued to boom

# >1.2B€

Canapolinia

CERAVE

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Loit Hydratont 236 mi ... Loit Hydratont visige e

12,50€

8,50€

0. = 9 %

VICHY

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¢	13,00 €						O O	101 - E	20	

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

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Cera Ve

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12,00 €

4,50€

Yupe de produit

Cera

Creme Sa Andi Dour periods fre

15,00€

7,00 €

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A serier de

### International expansion Latin America

**North America** 

+ 49%

+ 33%

SSA + 34% North Asia + 31%

### All regions > +20%

Europe

+ 20%

Sapmena

+ 34%



### **Exceptional teams**

### Will the performance continue?

### Will the performance continue?

### It will!

Skin issues are on a constant rise

# ↑2 Billion people

1

suffering from skin disorders\*

\*R J Hay et al. The global challenge for skin health. Br J Dermatol 2015;172(6):1469-1472.



#### Blemish Control Cleanser

**SKINCEUTICALS** 

PHYTO A+

BRIGHTENING

TREATMENT

DALY CORRECTIVE MOISTURIZE

TO ENHANCE SKIN TONE

CLARTY, RADIANCE, AND TEXTUR 3% AZELAIC ACID | 2% ARBUTIN

CORRECT

30 ml / 1 fl oz

#### For Blemish-Prone Skin

Unclogs pores, removes blemishes and excess oil, while maintaining the protective skin barrier With 3 essential ceramides, salicylic acid, & niacinamide

**OIL-ABSORBING TECHNOLOGY** 

#### **Gel Moussant** Anti-Imperfections Pour Peaux à Tendance Acnéique

Désobstrue les pores, réduit les imperfections et l'excès de séburn, tout en restaurant la barrière protectrice de la peau Aux 3 céramides essentiels, acide salicylique, argile blanche & niacinamide

TECHNOLOGIE SÉBUM CONTRÔLE

8 FL 0Z/236 ml

LA ROCHE-POSAY LABORATOIRE DERMATOLOGIQUE

#### ANTHELIOS UVMUNE 400



FLUIDE INVISIBLE ULTIMATE PROTECTION ULTRA LONG-UVA



NORMADERM

PROBIO-BHA

SERUM

ANTI-IMPERFECTIONS

Very Strong 

### Launch Plan

Powered by endolysin microbiome science

SCIENCE





# LABORATOIRE DERMATOLOGIQUE



**NEW UV FILTER: MEXORYL 400** 

#### ANTHELIOS UVMUNE 400 spf 50+

#### THE MOST EFFICIENT UV FILTER AGAINST THE MOST INSIDIOUS UV RAYS



### 2 Medical platforms opportunities





### Great reservoir for growth

(3)

#### LA ROCHE-POSAY LABORATOIRE DERMATOLOGIQUE

#### MICROBIOME SCIENCE

NOUVEAU/NEW TENDANCES À L'ECZEMA ATOPIOUE AL SO SUITABLE FOR ATOPIC ECZEMA FROMESIO

#### 

Moisturising Cream For Dry to Very Dry Skin Moisturises and helps restore the protective skin barrier of the face and body with 3 essential ceramides & hysikuronic acid

Baume Hydratant Peaux Sèches à Très Sèches

Nourrit, hydrate et aide à restaurer la barrière protectrice de la peau. Visage et corps Aux 3 céramidos essentiels et acide hyaluronis

TRAGRANCE FREE

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BAUME TRIPLE-RÉPARATION ANTI-GRATTAGE, ANTI-RECHUTE. APAISEMENT IMMÉDIAT

TRIPLE-ACTION BALM ANTI-SCRATCHING, ANTI DRY SKIN FLARE-UPS IMMEDIATE SOOTHING

NOURRISSONS - ENFANTS - ADULTES BABIES - CHILDREN - ADULTS ANTE OF L'EAU THERMALE DE LA ROCHE-POSAY 400 ML Made In France

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### L'ORÉAL Active Cosmetics

### 2021 Annual results

#### ACTIVE COSMETICS DIVISION

#### Disclaimer

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