



2019 ANNUAL RESULTS

ACTIVE COSMETICS DIVISION

BRIGITTE LIBERMAN
7 FEBRUARY 2020

L'ORÉAL



2019

AN **HISTORIC YEAR**





+15.5%

STRONGEST GROWTH
FOR **20 YEARS**



DERMO-COSMETIC MARKET

+7%



L'ORÉAL
ACTIVE COSMETICS

X2

The background of the image features several dynamic water splashes in various stages of motion, set against a light blue gradient. The splashes are rendered in shades of blue and white, with some appearing more prominent than others. The overall composition is clean and modern, emphasizing freshness and movement.

ALL REGIONS
ALL CHANNELS
ALL SKINCARE BRANDS



NORTH AMERICA
+21%

EASTERN EUROPE
+15%

WESTERN EUROPE
+4.5%

ASIA
+38%

AFRICA & MIDDLE EAST
+13.5%

LATIN AMERICA
+17%

E-COMMERCE
+55%

搜索 首页 宝贝 新品 年货节 分类

舒缓修红 抗皱丰盈 美白淡斑 专业抗氧 清痘淡印 会员

新焕
春亮
臻新
启肌

HAPPY
NEW YEAR
遇见专业 遇见礼



赢取
新年倒计时礼盒



DRUGSTORES,
PARAPHARMACIES,
TRAVEL RETAIL

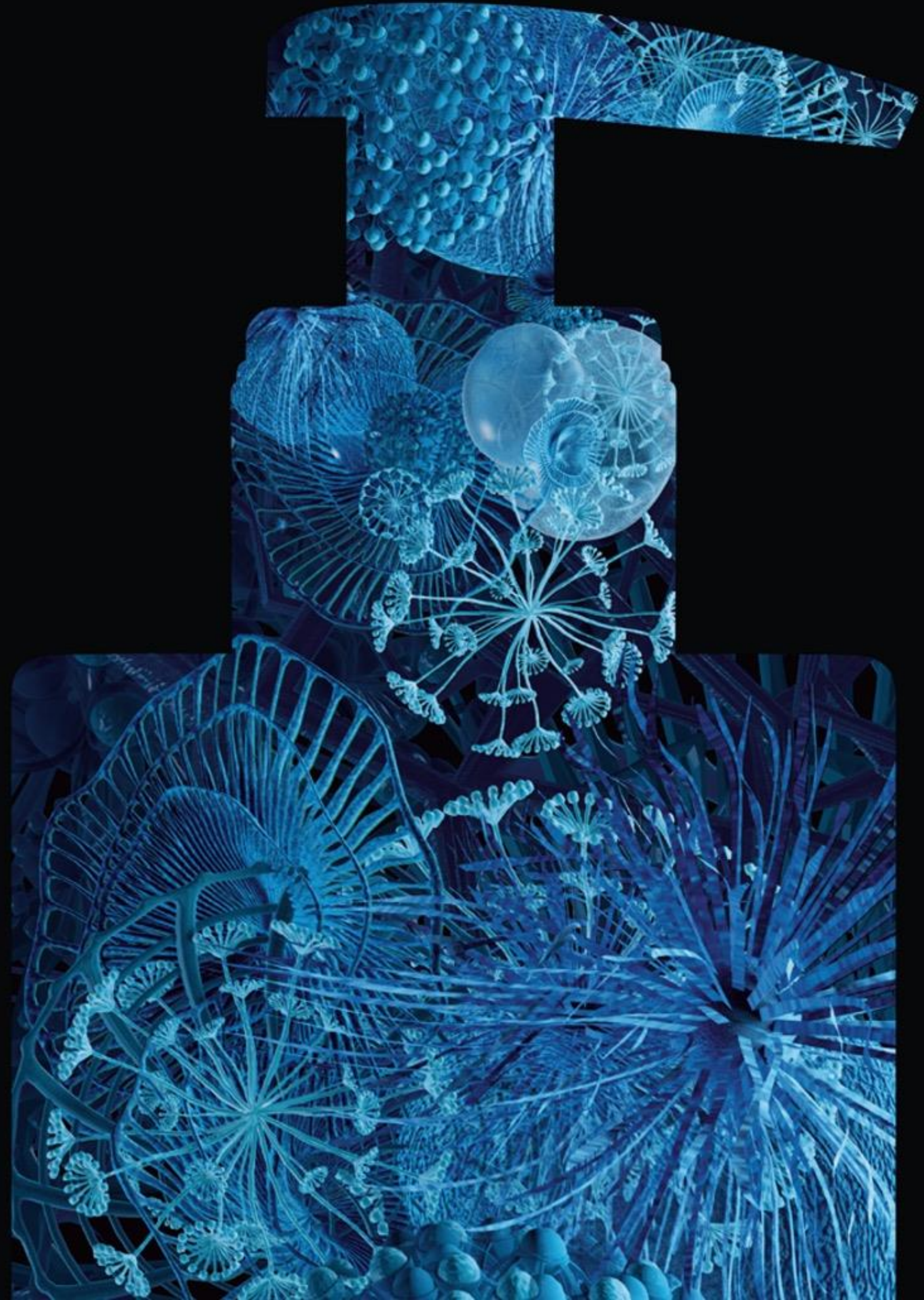
DOUBLE-DIGIT
GROWTH



2019 like-for-like growth, sales achieved on our brands own websites + estimated sales achieved by our brands corresponding to sales through our retailers' websites (non-audited data).

3 KEY

SUCCESS FACTORS



1

OUR COMPLEMENTARY BRAND PORTFOLIO



VICHY
LABORATOIRES



CeraVe
DEVELOPED WITH DERMATOLOGISTS



LA ROCHE-POSAY
LABORATOIRE DERMATOLOGIQUE



SKINCEUTICALS
ADVANCED PROFESSIONAL SKINCARE



LA ROCHE-POSAY
LABORATOIRE DERMATOLOGIQUE

DOUBLE-DIGIT
GROWTH

> 1 B€





[VOLCANIC WATER]
+10% VITAMIN C

[Ca]

[K]

[PO₄³⁻]

[Mn]

[Mg]

[Na]

[Fe]

VICHY
V
LIFTACTIV
PEPTIDE-C

VICHY
LABORATOIRES

#1

ANTI-AGEING
IN EUROPE

*Source: IQVIA - Pharmatrend International - Anti ageing market in France, Italy and Spain (in pharmacy and parapharmacy) ; in Germany, Belgium, Netherlands, Switzerland, Greece and Austria (in pharmacy) - FY 2017/2018 & YTD July 2019 - in volume & value

>40%



2 OUR
INNOVATIONS

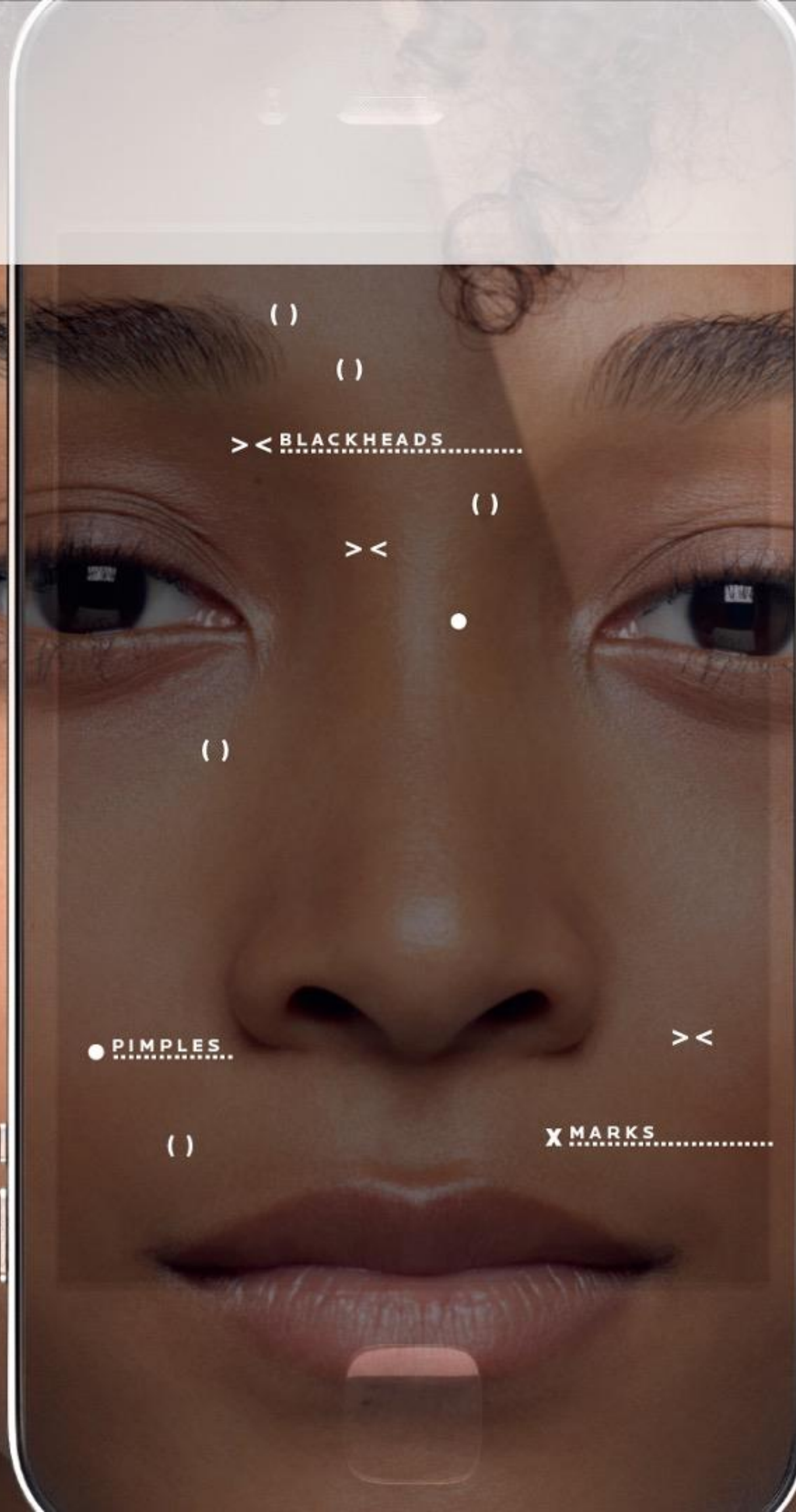


LA ROCHE-POSAY
LABORATOIRE DERMATOLOGIQUE

A BETTER LIFE **FOR SENSITIVE SKIN**

SPOTSCAN
ACNE-PRONE SKIN DIAGNOSIS
BY LA ROCHE-POSAY

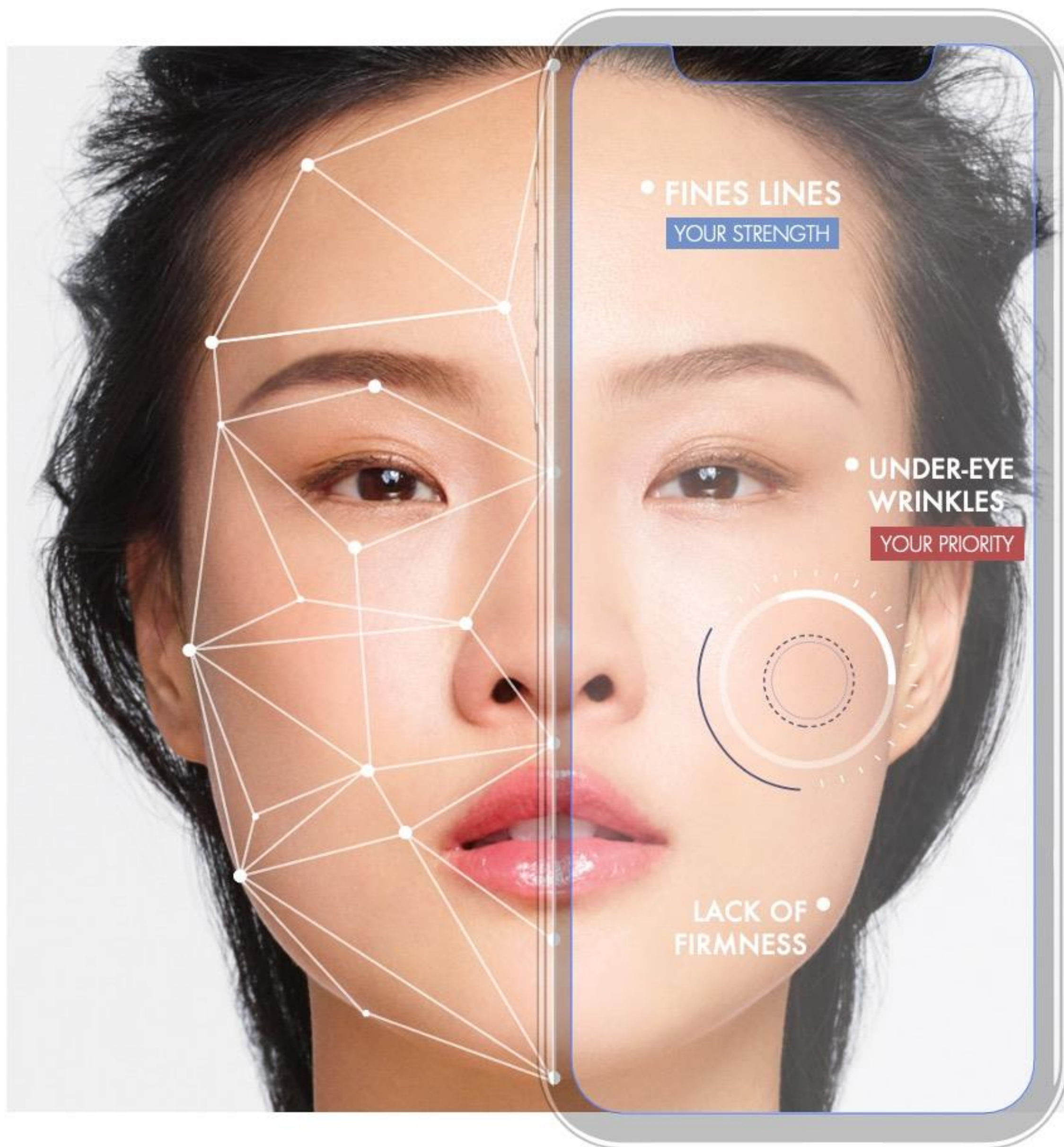
THE NEW
DIAGNOSIS
FOR ACNE-PRONE SKIN



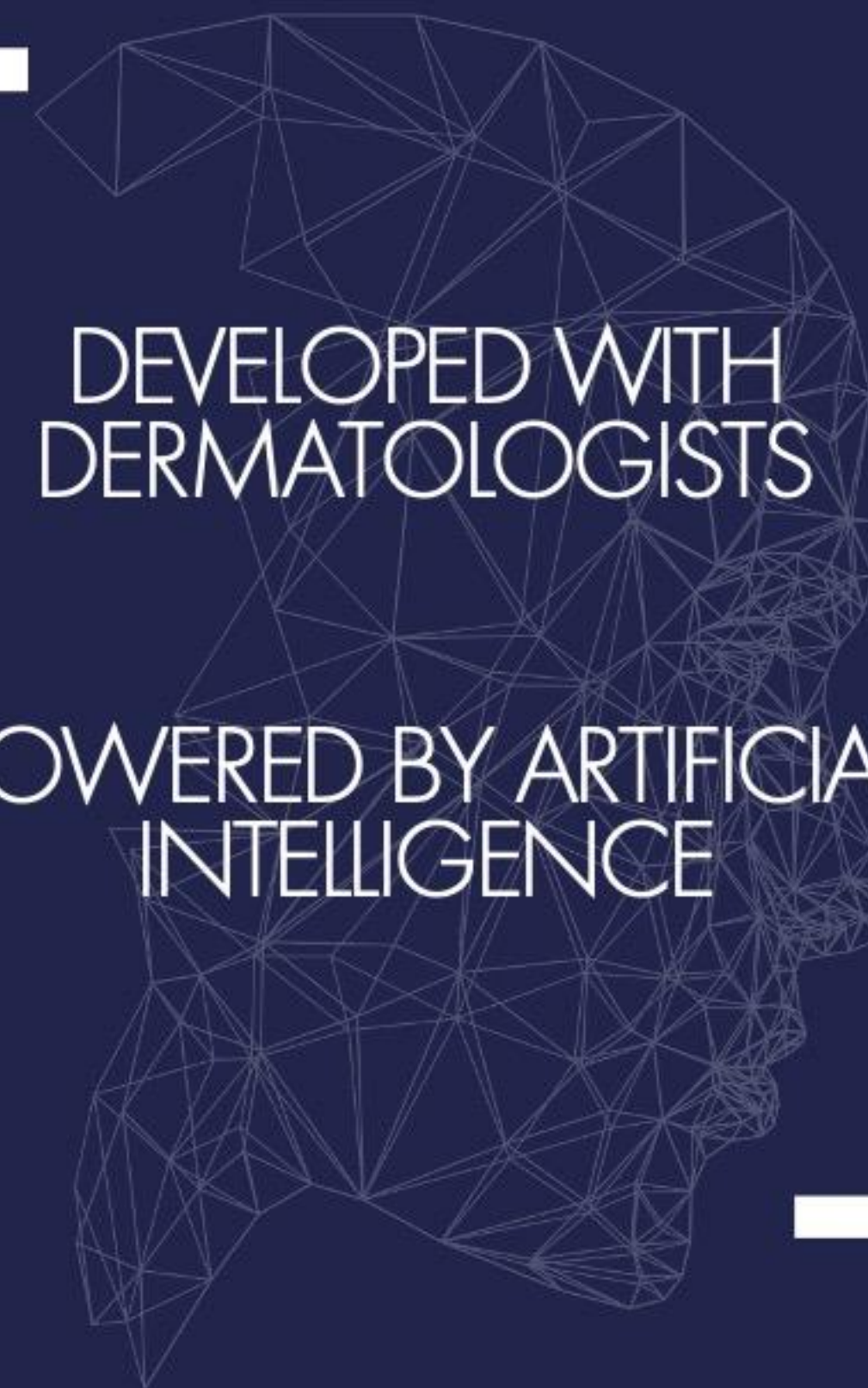
EFFACLAR
SPOTSCAN
DEVELOPED WITH DERMATOLOGISTS

VICHY
LABORATOIRES

THE NEW
**SKIN AGEING
ANALYSIS**



SKINCONSULT^{AI}



DEVELOPED WITH
DERMATOLOGISTS

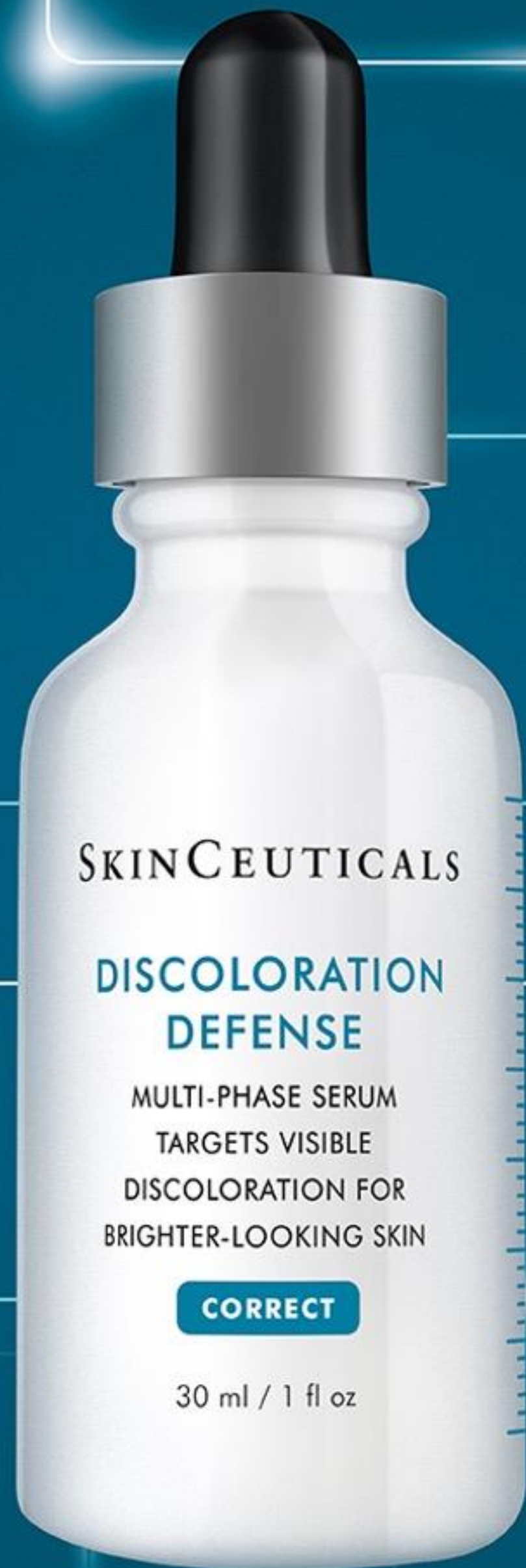
POWERED BY ARTIFICIAL
INTELLIGENCE



 SKINCEUTICALS

DISCOLORATION DEFENSE HIGH-POTENCY SERUM

FOR KEY TYPES DISCOLORATION



SKINCEUTICALS

DISCOLORATION
DEFENSE

MULTI-PHASE SERUM
TARGETS VISIBLE
DISCOLORATION FOR
BRIGHTER-LOOKING SKIN

CORRECT

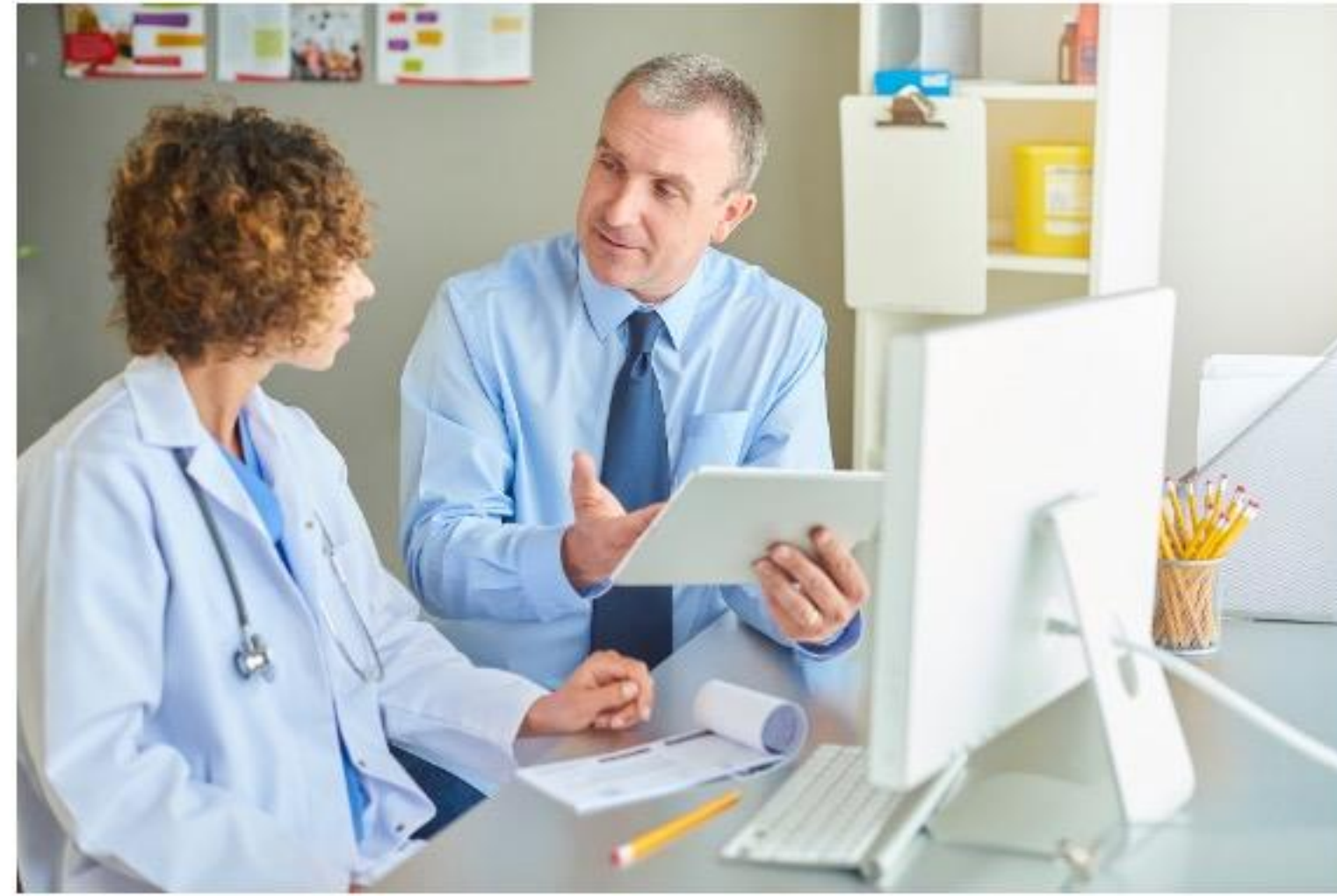
30 ml / 1 fl oz

3

OUR PARTNERSHIP

160,000

DOCTORS



HEALTH IS THE FUTURE OF BEAUTY

L'ORÉAL

HEALTH IS THE FUTURE OF BEAUTY

TO IMPROVE PATIENTS

LA ROCHE-POSAY
LABORATOIRE DERMATOLOGIQUE



LA ROCHE-POSAY
LABORATOIRE DERMATOLOGIQUE

WORLD CONGRESS OF DERMATOLOGY

MILAN 2019

VIC
LABORATO

L'ORÉAL



INTERNATIONAL AWARDS FOR SOCIAL RESPONSIBILITY IN DERMATOLOGY

Doctor
Mark Holzberg



Professor
Kathrin Giehl



Doctor
Sabina Bhattarai



Doctor
Carolina Marçon



Professor
Dalia Gamal Aly



Doctor
Ragia Hany Weshahy





HEALTH
IS THE FUTURE
OF BEAUTY





MORE **EFFICACY**

MORE **SAFETY**

MORE **TRUST**

MORE **PROFESSIONAL ENDORSEMENT**

LA ROCHE-POSAY
LABORATOIRE DERMATOLOGIQUE

A BETTER LIFE **FOR SENSITIVE SKIN**

**MICROBIOME
SCIENCE**

NEW
ATOPIC-ECZEMA PRONE SKIN
LIPIKAR BAUME AP_{+M}





N°1 ANTI-AGEING IN EUROPE*

VICHY

L A B O R A T O I R E S

NEW

LIFTACTIV

GLYCO-C AMPOULES

YOUR ANTI-DARK SPOT SUPERDOSE



*Source: IQVIA - Pharmatrend International - Anti ageing market in France, Italy and Spain (in pharmacy and parapharmacy) ; in Germany, Belgium, Netherlands, Switzerland, Greece and Austria (in pharmacy) - FY 2017/2018 & YTD July 2019 - in volume & value



CONFIDENT

FOR 2020

----- Disclaimer -----

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Active Cosmetics