

# L'ORÉAL

## 2001: Strong Growth Continues Despite Disruptive World Events Sales: € 13.7 Billion

Clichy, Wednesday 23rd January 2002, 8am

The consolidated sales of L'ORÉAL in 2001 reached € 13.7 billion, in line with the group's expectations.

The sales growth rate compared with 2000 was 8.4%.

Exchange rate fluctuations, still positive at 0.5% at the end of September, had a 0.3% negative effect. The growth rate excluding exchange rate fluctuations was thus 8.7%.

In structural terms, the positive net impact of disposals and acquisitions in 2000 and 2001, which was 2.4% up to the end of September, amounted to 1.6% for the whole year.

In 2001, the group made two acquisitions: BioMedic, which specialises in skin care products to accompany dermatological and plastic surgery treatments, and Colorama, a Brazilian mass-market make-up brand.

On a like-for-like basis, ie with an identical structure and exchange rates, the group sales grew by 7.1%.

### Sales growth by sector and area

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€ millions	Growth	Excl.exch.rate fluctuations
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### Group sales by sector

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Cosmetics	13,394	+ 8.7 %	+ 9.1 %
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Dermatology(1)	292	+ 11.3 %	+ 10.9 %
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### Cosmetics sales by area

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Western Europe	6,580	+ 5.6 %	+ 5.8 %
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**North America** 4,257 + 14.0 % + 11.0 %

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**Rest of the World** 2,557 + 8.8 % + 14.9 % (1) L'Oréal Group share 50 %

The Group's cosmetics sector continued to grow faster than the world market. This achievement can be attributed to strong international growth combined with the successful worldwide roll-out of the group's core brands.

Fourth quarter sales were satisfactory (up by 6.2% like-for-like), with good growth in Western Europe (up by 5.8%) and continuing strong growth in the Rest of the World (up by 13.8%). In North America, sales advanced by 2.2%: some American retailers cut inventories sharply following the tragic events of 11th September.

The dermatology sector continued to achieve rapid growth worldwide.

### **Confidence confirmed for full-year results**

Based on the above figures, L'OREAL confirms that it again expects to achieve strong profit growth. Provisional results will be published on Thursday 21st February 2002 and the audited results on Tuesday 26th March 2002.

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## About L'Oréal

L'Oréal has devoted itself to beauty for over 100 years. With its unique international portfolio of 34 diverse and complementary brands, the Group generated sales amounting to 25.8 billion euros in 2016 and employs 89,300 people worldwide. As the world's leading beauty company, L'Oréal is present across all distribution networks: mass market, department stores, pharmacies and drugstores, hair salons, travel retail, branded retail and e-commerce.

Research and innovation, and a dedicated research team of 3,870 people, are at the core of L'Oréal's strategy, working to meet beauty aspirations all over the world. L'Oréal's sustainability commitment for 2020 "Sharing Beauty With All" sets out ambitious sustainable development objectives across the Group's value chain. [www.loreal.com](http://www.loreal.com)

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*This news release may contain some forward-looking statements. Although the Company considers that these statements are based on reasonable hypotheses at the date of publication of this release, they are by their nature subject to risks and uncertainties which could cause actual results to differ materially from those indicated or projected in these statements."*

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