

# L'ORÉAL

## Strong Growth In Sales Confirmed For First 9 Months: 10.4 Billion Euros, An Increase Of 10.2 %

L'ORÉAL's consolidated sales up to 30th September 2001 amounted to 10.4 billion euros.

Sales growth, based on consolidated figures, is 10.2% compared with 30th September 2000.

The positive impact of exchange rate fluctuations, which was 1.8% for the first six months, amounted to 0.5% for the first nine months. The growth rate excluding exchange rate fluctuations was thus 9.7 %.

In structural terms, L'ORÉAL benefited from a positive effect of 2.4% due to the consolidation of Matrix, Kiehl's, Carson and Biomedic.

On a like-for-like basis, i.e. with an identical structure and exchange rates, the group's consolidated sales grew by 7.3%.

The group's sales in its main branches were as follows:

|             | Millions of euros | Growth (en %)        |                         |
|-------------|-------------------|----------------------|-------------------------|
| effect      |                   | Consolidated figures | Excluding exchange rate |
| Cosmetics   | 10 112            | + 10,6 %             | + 10,1 %                |
| Dermatology | 202               | + 6,7 %              | + 5,1 %                 |

### Confidence for the year as a whole

In the short-term, September sales were affected by the recent tragic events, particularly in the United States. However, unless further unforeseeable events occur, the group remains confident that the impact on its annual results, as estimated on 4th September, should only be marginal.

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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 does not constitute an offer to sell, or a solicitation of an offer to buy L'Oréal shares. If you wish to obtain more comprehensive information about L'Oréal, please refer to the public documents registered in France with the Autorité des Marchés Financiers, also available in English on our Internet site [www.loreal-finance.com](http://www.loreal-finance.com).*

*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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