

L'ORÉAL

2000: A Year Of Exceptional Growth. Annual Sales: +17.9%

The consolidated sales of L'OREAL amounted, in 2000, to € 12.7 billion (FF 83.1 billion). The growth rate based on published figures was 17.9% compared with 1999.

After allowing for the 7.4% positive effect of exchange rate fluctuations, the growth rate was 10.5%.

L'OREAL benefited from a positive structural impact of 2.1% due to the consolidation of acquisitions carried out in 2000, mainly in the second half of the year.

Group sales growth by business sector was as follows:

Group sales growth by sector		
	published figures	excl. exchange rate fluctuations
Cosmetics	+ 17.5%	+ 10.3%
Dermatology	+ 32.2%	+ 19.1%

Growth in cosmetics sales has been strong in the main geographical areas.

Cosmetics sector growth by area		
	published figures	excl. exchange rate fluctuations
Western Europe	+ 6.0%	+ 5.2%
North America	+ 31.4%	+ 14.1%
Rest of the World	+ 33.4%	+ 19.3%

Strategic acquisitions

These strategic acquisitions included *Carson Inc.*, world leader in ethnic cosmetics with a strong presence in the United States and South Africa, *Matrix Essentials*, the North American leader in

salon products, and *Kiehl's*, a highly selective and world-renowned skin care brand, founded in New York in 1851.

These strategic acquisitions, backed up by local acquisitions such as *Laboratoires Ylang S.A.*, the leader in mass-market make-up in Argentina, and *Respons*, a Scandinavian shampoo brand, offer the group outstanding growth potential.

At the end of 2000, L'OREAL also signed a strategic alliance with *Shu Uemura*, a pioneering Japanese brand in the art of make-up and skin care, which will be consolidated in 2001.

Provisional results will be published on Wednesday 21 February, 2001, and the audited results on Wednesday 28 March, 2001.

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

"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.

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."

Contacts L'OREAL (switchboard + 33 1.47.56.70.00)

Individual shareholders and market authorities

Jean Régis CAROF
Tel : + 33 (0)1.47.56.83.02
jean-regis.carof@loreal.com

Financial analysts and institutional investors

Françoise LAUVIN
Tel : +33 (0)1.47.56.86.82
francoise.lauvin@loreal.com

Journalists

Stéphanie Carson-Parker
Tel : + 33 (0)1 47 56 76 71
stephanie.carsonparker@loreal.com

For further information, please contact your bank, stockbroker or financial institution (I.S.I.N. code: FR0000120321), and consult your usual newspapers or magazines or the Internet site for shareholders and investors, www.loreal-finance.com, the L'Oréal Finance app or call the toll-free number from France: 0.800.66.66.66.

Anne-Laure RICHARD
Tél : +33 (0)1.47.56. 80.68
annelaure.richard@loreal.com

Polina Huard
Tél : +33 (0)1 47 56 87 88
polina.huard@loreal.com

Vanessa Wang
Tel : +33 (0)1 47 56 76 88
vanessa.wang@loreal.com