

L'ORÉAL

Strong Sales Growth Maintained In The First Nine Months: € 10.8 Billion In Sales, A Growth Of 8.6% Like-For-Like

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Clichy, Thursday 10th October 2002

The consolidated sales of L'Oréal at 30th September 2002 amounted to € 10.8 billion.

This represents a growth of 4.5% based on consolidated figures compared with 30th September 2001.

The effect of currency fluctuations was negative at -3.7% over the first 9 months, compared with -2.5% in the first 6 months of the year.

The change in the scope of consolidation was negative at -0.4% in the period to 30th September 2002.

On a like-for-like basis, based on a constant group structure and exchange rates, the group recorded a growth of +8.6% in its consolidated sales, the same level as at the end of June.

The sales achieved by the two main branches were as follows:

€ millions Growth (as %)

Consolidated figures Like-for-like

Cosmetics 10,600 +4.8% +8.4%

Dermatology 224 +11.1% +17.2%

Confidence for the year as a whole

In view of these figures, Mr Lindsay OWEN-JONES, Chairman and Chief Executive Officer of L'Oréal, once again asserted his confidence that strong like-for-like growth would continue to year end.

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For further information, please consult your bank, broker or financial institution, or your usual newspapers. Alternatively, you may consult the Internet site specially provided for shareholders and investors, <http://www.loreal-finance.com>. Alternatively, call the following number : +33 1 58 13 51 36

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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

"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."

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