



L'Oréal – Overview

Meeting with the European
Commission

April 16, 2021

L'ORÉAL



**A pure
player**
in beauty

**Created
in
1909**

#1
beauty
company
worldwide



MISSION AND STRATEGY

Beauty for All

Offering all women and men worldwide the best of cosmetics innovation in terms of quality, efficacy and safety to satisfy all their desires and all their beauty needs in their infinite diversity.

Universalisation

L'Oréal has chosen a unique strategy: Universalisation. It means globalisation that captures, understands and respects differences. Differences in desires, needs and traditions. To offer tailor-made beauty, and meet the aspirations of consumers in every part of the world. L'Oréal is driven by this vision of the world.

A WORLDWIDE LEADER
CHAMPION OF BEAUTY

27,99

BILLION EUROS OF SALES

85,400

EMPLOYEES

150

COUNTRIES

5,20

BILLION EUROS IN
OPERATING PROFITS

7

BILLION FINISHED
PRODUCTS SOLD

-4,1%

LIKE-FOR-LIKE GROWTH

35

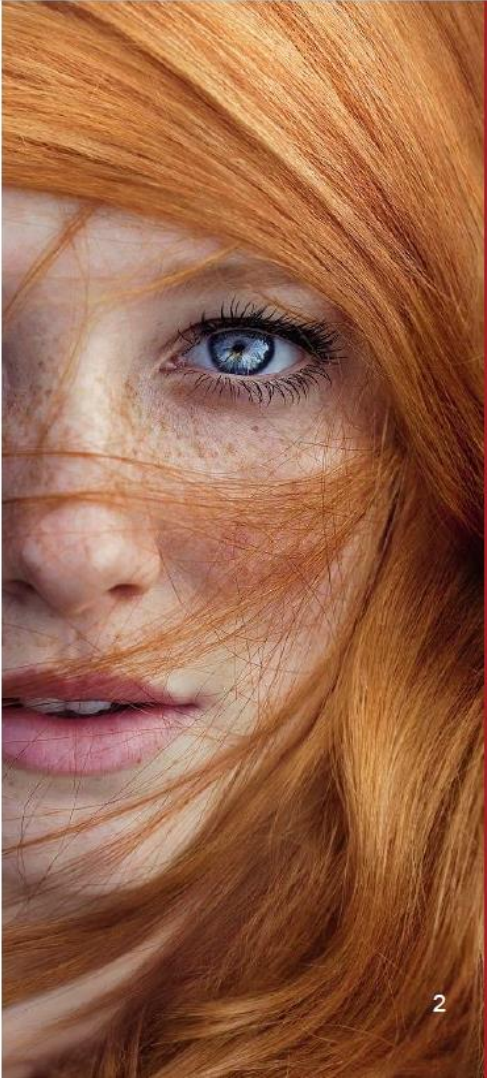
BRANDS

21

RESEARCH CENTERS

40

PLANTS





A COMPANY RECOGNIZED FOR ITS ETHICAL, SOCIAL & ENVIRONMENTAL COMMITMENTS

1

The only company in the worlds ranked
3 'A' by CDP 5 years in a row



11th

year 'One of the most **Ethical Companies**
in the World'



#1

L'Oréal ranked **Top gender-balanced
Company in Europe**



L'ORÉAL

A UNIQUE FOOTPRINT ACROSS ALL CHANNELS, ALL CATEGORIES, ALL PRICES



Salons



Mass Market



Pharmacies
Drugstores
Medispas



Department
Stores
Perfumeries



Branded Retail



Travel Retail



E-Commerce



Skincare



Fragrance



Make-up



Hair color

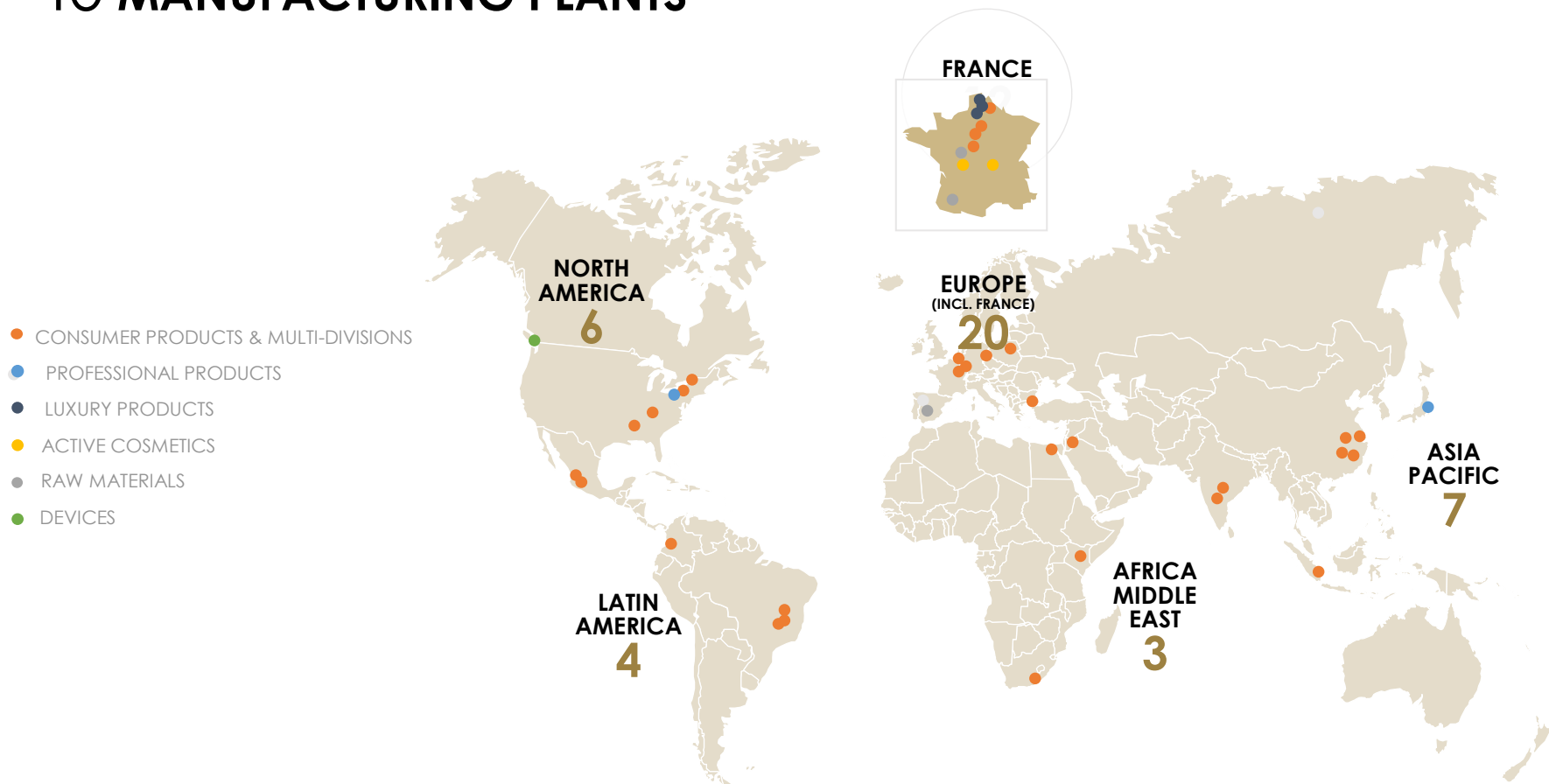


Haircare

L'ORÉAL

COMPANY OVERVIEW 2020

40 MANUFACTURING PLANTS



L'ORÉAL EUROPEAN SOLIDARITY PLAN

OUR COVID 19 RESPONSE PLAN

SUPPORTING CAREGIVERS

- 15 million units of hand sanitizers donated in 40 countries
- >4 million of hand creams donated
- 70% of our factories mobilized

SUPPORTING OUR PARTNERS

- Freeze receivables from more than 100,000 small professional clients and perfumeries.
- Shortening lead-time of payments to 9,000 most vulnerable suppliers

SUPPORTING CHARITIES

- A €50 million charitable endowment fund to support non-profits
- In efforts to fight poverty, provide emergency assistance and prevent violence.



3 STRATEGIC PILLARS

- UNIVERSAL
- DIGITAL
- SUSTAINABLE



SCIENCE AT THE CORE

4,044

PEOPLE

3

GLOBAL RESEARCH CENTRES
(EUROPE)

500

REGISTERED PATENTS

13

EVALUATION CENTRES

964

MILLIONS EUROS

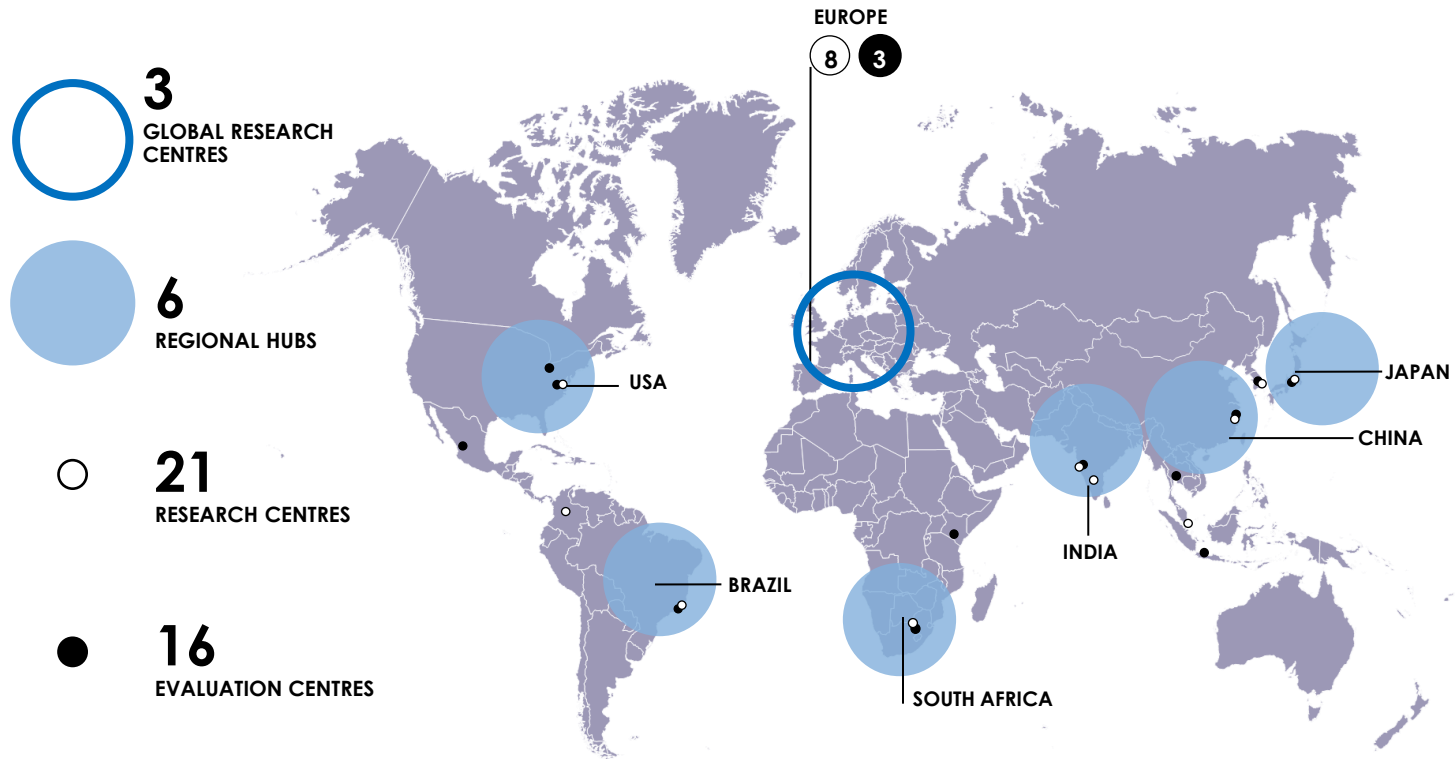
21

RESEARCH CENTRES





RESEARCH & INNOVATION: A **WORLDWIDE PRESENCE**



DIGITALLY SAVVY

7,4

BILLION EUROS OF SALES IN E-COMMERCE

27%

SHARE OF E-COMMERCE IN CONSOLIDATED SALES

+ 62%

GROWTH LIKE-FOR-LIKE

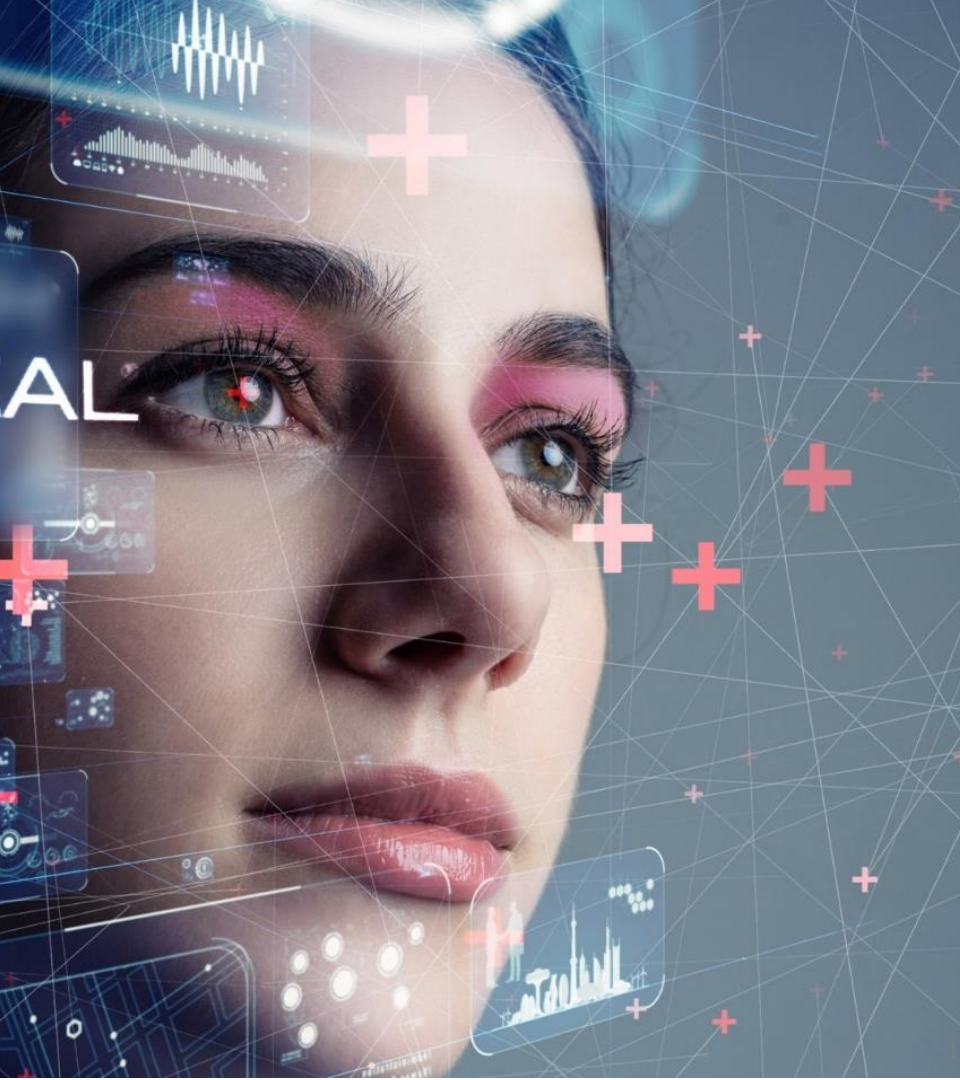
1,25

BILLION VISITS TO OUR WEBSITES

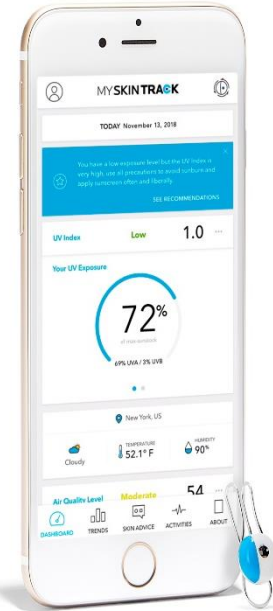
40 000

PEOPLE TRAINED THROUGH THE DIGITAL UPSKILLING PROGRAM





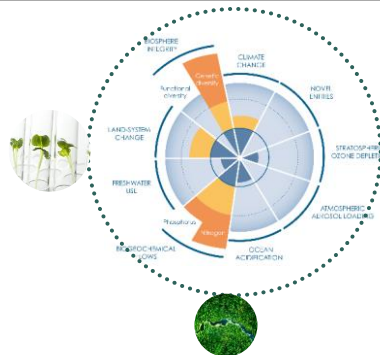
OUR BEAUTY TECH AMBITION



L'ORÉAL

L'ORÉAL FOR THE FUTURE OUR 2030 SUSTAINABILITY AMBITION

TRANSFORMING
OURSELVES



EMPOWERING
OUR BUSINESS ECOSYSTEM

CONTRIBUTING

TO SOLVING THE CHALLENGES OF THE WORLD

L'ORÉAL FOR THE FUTURE KEY TARGETS CLIMATE



100 %

By 2025, achieve carbon neutrality in all sites by improving energy efficiency and using 100% renewable energy.



-25 %

By 2030, reduce greenhouse gas emissions resulting from the use of our products by 25% compared to 2016, on average and per finished product.



100 %

of the water used in our industrial processes will be recycled and reused in a loop in 2030.



95 %

of our ingredients in formula will be biobased, derived from abundant minerals or from circular processes by 2030.



100 %

of the plastic used in our packaging will be either from recycled or biobased sources in 2030 (we will reach 50% by 2025).

59 % FROM RENEWABLE SOURCES



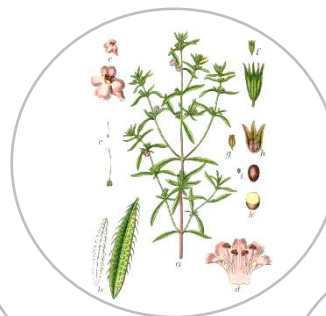
BEET



SHEA



CENTELLA
ASIATICA



SAVORY



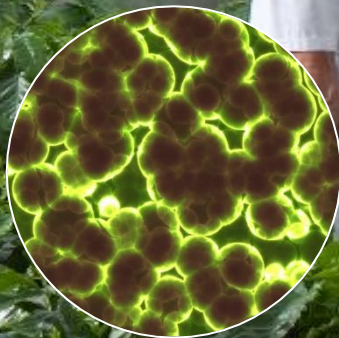
VANILLA



LAVANDIN

GREEN SCIENCES PILLARS

**INNOVATIVE
CULTIVATION**



**BIOTECH &
FERMENTATION**



**GREEN
EXTRACTION**



**GREEN
CHEMISTRY**

**GREEN
FORMULATION**



OUR 2030 AMBITION

**95 %
From RENEWABLE
SOURCES,
ABUNDANT MINERALS &
CIRCULAR TECHNOLOGIES**

**100%
WATER
RESPECTING FORMULAS**



COSMETIC PRODUCTS without MICROPLASTICS



2017 MICROBEADS

2020 RINSE OFF products

INCI names

Onboarding of our ecosystem



L'ORÉAL

MAKEUP PRODUCTS and MICROPLASTICS

FOUNDATION



MASCARA



LIPSTICK



TEXTURES

LONG WEAR

INCI NAMES



Thank you

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L'OREAL GREEN CONSUMPTION PLEDGE

L'ORÉAL

L'Oréal EU Green Consumption Pledge

Monday 25th January 2021

Since 2013, L'Oréal has undergone an in-depth transformation to reduce our impact across our entire value chain. We have completely reinvented the way we design and make our products, systematically integrating sustainability. Today, all the products we put on the market have an improved environmental or social footprint. We have proven that it is possible to decouple growth from our environmental footprint.

However, as environmental and social concerns grow, we know that this is no longer enough. We need to step up and implement a radical transformation in line with the only possible scenario for humanity: respecting planetary boundaries across the entire lifecycle of our products.

We believe it is our responsibility to take into account more than just our direct impact. We must help our 1.5 billion consumers limit their impact when using our products and encourage them to make more sustainable consumption choices. We want to keep rallying our suppliers and clients in the sustainability transition, co-creating disruptive solutions that benefit consumers and have a more limited impact on the planet. Only together can we achieve real impact.

Today, we stand with the European Commission and make the following commitments:

1. L'Oréal commits to achieve carbon neutrality for all its operated sites worldwide by 2025. This covers Scope 1 & 2 – factories, distribution centers, administrative sites and research centers. This will be achieved through energy efficiency and 100% renewable supply, promoting first the production and consumption onsite (e.g. rooftop solar PV panels), the implementation of local Power Purchase Agreements, and by sourcing renewable energy certificates from assets located in the same country, and less than 500kms from the sites. We set intermediate milestones at 80% in 2021 and 90% in 2023.
2. We pledge to continue the efforts started in 2013, reducing the environmental footprint of new and renovated products compared to a 2019 baseline. We will start with the shampoo category in 2021 and will share progress on an annual basis. We will use the EU PEF methodology as the basis for our methodology.
3. We pledge to expand the scope of the footprint reduction commitments of our new products by one category at least every year.²
4. We pledge to share the environmental impact of our products on our websites.³ An example can be found on gamier.fr.⁴ Every year and until 2030, more brands will share informative content allowing consumers to better understand how they can make sustainable consumption choices and use products in a more sustainable manner.
5. Finally, we commit to reporting on our progress in our yearly "L'Oréal for the Future" report⁵ available on loreal.com.

Jean-Paul Agon

Jean-Paul Agon, Chairman and Chief Executive Officer of L'Oréal



Didier Reynders @dreyners · 3h

Happy to announce that @EU_Commission is launching the pilot phase of the Green Consumption Pledge. Major companies will commit to increase the sustainability of production & consumption, beyond EU legislation.

✓ #EUGreenPledge press event on Monday 25.01 at 14.00 live Ebs.



EU Consumer Affairs

@EU_Consumer

#EUGreenPledge

🌱 Happy that @colruyt @Decathlon @LEGO_Group @Loreal & renewd.com are pledging ambitious actions to improve their environmental impact & help consumers make more sustainable purchases.

Find out more

ec.europa.eu/commission/pre...

#NewConsumerAgenda

Traduire le Tweet



L'ORÉAL