

L'Oréal41, rue Martre
92117 ClichyRe : Data ConfirmationDate: 24.11.2023

Dear Mr Lebre,

With this letter NielsenIQ confirms that the information reported to L'Oréal ("Client") based on NielsenIQ RMS data for the Sun Care for Sensitive Skin category (client-defined) for the 12-month period ending September 2023 for 10 countries⁽¹⁾ as selected by Client, total retail market (Copyright © 2023, NielsenIQ), shows that L'Oréal Garnier Ambre Solaire has the highest sales in value and volume across the 10 markets combined. Our Retail Index report covers mass market channels listed in the annex B. Products in scope of the category are listed in Annex A, and ranking in Annex C.

The 10 countries selected accounts for 85.2% of Western Europe 2021 GNI, according to the World Bank (<https://www.worldbank.org>)

Please note that:

- While we provide this written confirmation of what NielsenIQ has reported to Client, NielsenIQ does not endorse any claim based on (or publication of) this data,
- Client may only make use of our name in association with the information it may reference in a claim based on this data,
- Client may not state or imply that NielsenIQ is the source of a claim itself,
- Any Client claim that relies on NielsenIQ data must contain the following (or similar) citation, including NielsenIQ's copyright: "Based on NielsenIQ RMS data for the Sun Care for Sensitive Skin category (client-defined) for the 12-month period ending September 2023 for the total of 10 countries⁽¹⁾, total retail market (Copyright © 2023, NielsenIQ).
- This letter will be valid for a period of 12 months from date of issuance. Client may not use the data referenced in this letter in a claim for a period exceeding 12 months from initial publication.
- Information provided by NielsenIQ is primarily designed for the internal use of Client. We consent to the use of the results referenced in this letter in an advertisement or public communication (including but not limited to financial statements or offering memorandum) on the condition that Client indemnifies and holds harmless NielsenIQ, its officers and directors against all claims, damages, loss or expenses (including attorney's fees) relating to or attributable to this disclosure of NielsenIQ information. No data or results may be used in legal proceedings without the prior written consent of a member of the NielsenIQ legal department, except in the case of a court order and then only after Client's having notified NielsenIQ in sufficient time as to allow NielsenIQ to seek protection.
- This letter is valid for 12 months from the date of issuance

Sincerely,

Signed by: 
Frederik Scheller

Title: Company Director

Date: 28-11-2023

The Nielsen Company (Europe) Sarl
Avenue des Morgines 12
1213 Petit-Lancy
CHE-115.865.564 MWST

⁽¹⁾ NielsenIQ databases cover Belgium, France, Germany, Greece, Italy, Netherlands, Portugal, Spain, Sweden, and United Kingdom.

ANNEX A

**Closed group of brands considered by L'Oréal as "Sun Care for Sensitive Skin"
Sold in mass market channels**

In case client wishes to add comparative figures or charts that are used to indicate market share or product position in its claim, comparisons may be made only between client's market share or product position and either (a) total aggregated category, or (b) a sufficient aggregation of category competitor shares in a manner that an individual competitor's identity or share cannot be broken out, but in no event less than an aggregation of three competitors (e.g. a claim that market share is greater than that of next three competitors, combined).

Sun Care for Sensitive Skin - References

BRAND	FRANCHISE
Garnier	Ambre Solaire Sensitive Advanced / Sensitive Expert / UV Sensitive / Sensitive / Kids Sensitive Advanced / Sensitive Expert Kids
L'Oreal	L'Oreal Solar Expertise Sensitive
Aco	Aco Sun Sensitive
Aloha	Aloha Sensitive
Avene	Avene Sensitive
Babaria	Babaria Sensitive Skin (Adults & Kids)
Biodermal	Biodermal Gevoelige huid
Buebchen	Buebchen Sensitiv sun
Calypso	Sensitive Lotion/ Sensitive Calypso/ Sensitive Calypso Kids
Carroten	Carroten Kids Sensicare
Carroten	Carroten Sensicare
Childs Farm	Childs Farm Unfragranced / Sensitive Childs Farm
Dado	Dado Sensitive
Derma	Derma
Derma	Derma Sun / Derma Sun Kids
Dermasensitive	Dermasensitive
Dulgon	Dulgon Sensitiv Sun
Ecran / Lemonoil	Ecran / Lemonoil Sensitive
Eucerin	Eucerin Sun Sensitive / Eucerin Sun Sensitivity / Eucerin Sensitive Protect
Evy Technology	Evy Sun Protection
Green People	Green People Sensitive
Hawaiian	Hawaiian Tropic Sensitive
Hipp	Hipp Babysanft Sensitiv Sun
Jean & Len	Jean & Len Sensitiv Sun
Korres	Korres Sensitiv sun
Lavera	Lavera Sun Sensitive
Lavidal	Lavidal Sensitive sun protection
LaRoche Posay	LaRoche Posay Sensitive
Mixa	Mixa Peaux Sensibles
Nivea	Nivea sun kids Protect & Sensitive / Nivea Sun Kids Sensitive / Nivea Sun Sensitive / Nivea Kids Sensitive Protect & Care / Nivea Kids Sensitive Protect & Play
Nivea	Nivea Protect & Sensitive / Protect & Sensitive Kids
Nivea	Nivea Pure & Sensitive
Nivea	Nivea Sensitive Immediate Protect & Care / Nivea Sensitive Immediate Protect
Nivea	Nivea Sun Kids Sensitive (roll-on)
Nivea	Nivea Sun Sensitive
Piz Buin	Piz Buin Allergy
Ream	Ream Sensitiv Sun
Simple	Simple Kids Sensitive Sun / Simple Sun Sensitive
Sun Sense	Sun Sense Sensitive
Ultra Sun	Ultra Sun Ultra Sun Glimmer / Sensitive Ultrasun
Weleda	Weleda Sensitive
Zwitsal	Zwitsal Kids - Baby Sensitive
All Others	All Others

ANNEX B**Channels covered with Retail Index report**

Country	Universe
Belgium	Food + Drug
France	HM + SM + HD (FR + AL)
Germany	Food + Drug + Department Stores + HD
Greece	TTL GREECE S/M+SUP/TES+DISCOUNTERS WITH
Italy	Hyper + Super + Superettes + Libre Service + Drug
Netherlands	FOOD + HD+ DRUG + PERFUMERY
Portugal	Food + Drug
Spain	FOOD + HD+ DRUG
Sweden	Food + Drugs + Pharmacies + Hard Discounters
United Kingdom	Grocery Multiples (including SuperDrug) + Impulse + Chemist

ANNEX C

"Sun Care for Sensitive Skin" Ranking

	Ranking Total 10 Countries	Value ('000 €) FY 2022
Ambre Solaire Sensitive Advanced/Sensitive Expert / UV Sensitive/Sensitive/Kids Sensitive Advanced/Sensitive Expert Kids	1	56 986
FRANCHISE N°2	2	20 419
FRANCHISE N°3	3	15 922
FRANCHISE N°4	4	10 221
FRANCHISE N°5	5	8 139
FRANCHISE N°6	6	5 561
FRANCHISE N°7	7	5 041

	Ranking Total 10 Countries	Value ('000 €) MAT Ending September 2023
Ambre Solaire Sensitive Advanced / Sensitive Expert / UV Sensitive / Sensitive / Kids Sensitive Advanced / Sensitive Expert Kids	1	50 410
FRANCHISE N°2	2	21 425
FRANCHISE N°3	3	20 421
FRANCHISE N°4	4	10 806
FRANCHISE N°5	5	7 417
FRANCHISE N°6	6	4 569
FRANCHISE N°7	7	4 558

	Ranking Total 10 Countries	Units ('000) FY 2022
Ambre Solaire Sensitive Advanced/Sensitive Expert / UV Sensitive/Sensitive/Kids Sensitive Advanced/Sensitive Expert Kids	1	5 914
FRANCHISE N°2	2	2 042
FRANCHISE N°3	3	1 580
FRANCHISE N°4	4	1 055
FRANCHISE N°5	5	876
FRANCHISE N°6	6	578
FRANCHISE N°7	7	538

	Ranking Total 10 Countries	Units ('000) MAT Ending September 2023
Ambre Solaire Sensitive Advanced / Sensitive Expert / UV Sensitive / Sensitive / Kids Sensitive Advanced / Sensitive Expert Kids	1	5 064
FRANCHISE N°2	2	1 939
FRANCHISE N°3	3	1 939
FRANCHISE N°4	4	1 031
FRANCHISE N°5	5	760
FRANCHISE N°6	6	495
FRANCHISE N°7	7	408