

Avon

Corporate Fact Sheet

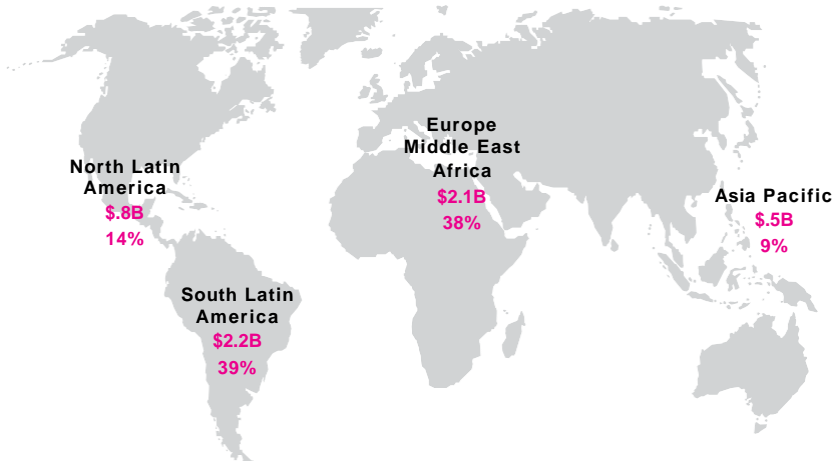
Avon is the Company that for more than 130 years has proudly stood for beauty, innovation, optimism and, above all, women. Avon products include well-recognized and beloved brands such as ANEW, Avon Color, Avon Care, Skin-So-Soft, and Advance Techniques. Sold through nearly 6 million active independent Avon Sales Representatives, Avon products delight consumers in approximately 70 countries worldwide. [Learn more about Avon and its products at www.avoncompany.com.](http://www.avoncompany.com)

Total Revenue 2015-2017 (in billions)



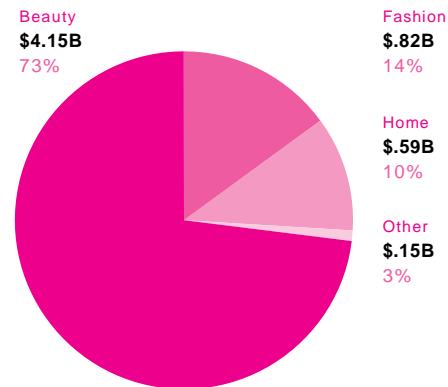
In March 2016, the company separated from its North America Business. As a result, the revenue and expenses of North America are no longer included in the Company's revenue and expenses, but instead have been reported as discontinued operations for all periods presented.

Revenue by Reportable Segment for 2017



www.avoncompany.com

Revenue by Product Category for 2017



Beauty:
Skincare, fragrance, color

Fashion:
Jewelry, watches, apparel, footwear, accessories, children's

Home:
Gift & decorative products, housewares, entertainment & leisure, children's, nutrition

Globally, **5** Avon lipsticks and **2** Avon mascaras are sold every second

Avon has over **90%** brand recognition in most major markets around the world

Founded in 1886, Avon began offering women the rare **opportunity** to earn their own money 34 years before women in the U.S. won the right to vote

Avon is the largest corporate **supporter** focused solely on women's issues across the globe

200+ scientists and technicians work on every **breakthrough**

Avon is one of only a handful of companies to have been on the **Fortune 500** list every year since the list's inception

60% of all Avon Associates around the world are women

AVON

the company for women

Avon Foundation for Women and Avon Philanthropy Programs

When founder David H. McConnell established Avon in 1886, he said that the company should strive to meet fully the obligations of corporate citizenship by contributing to the well being of society and the environment in which it functions. We live by this principle every day, through our socially responsible business operations and our commitment to empower women through Avon's earnings opportunity and our philanthropic efforts in support of women's causes.

Avon is a leader in funding breast cancer access to care and research, and in supporting efforts to reduce domestic and gender violence. Avon and the Avon Foundation for Women have contributed more than **\$1 billion** for causes most important to women in more than 50 countries.

Breast Cancer Crusade

The Avon Breast Cancer Crusade has placed Avon at the forefront of the fight against breast cancer. Today, Avon is the leading corporate supporter of the cause globally. Since Avon and the Avon Foundation launched the Crusade in 1992, Avon breast cancer programs in over 50 countries have contributed more than **\$800 million** to conduct research and advance access to quality care for all, regardless of a person's ability to pay. Avon and the Avon Foundation awards funding to beneficiaries ranging from leading cancer centers to community-based grassroots breast health programs to support breast cancer research and access to care. The Crusade has enabled more than 18 million women globally to receive free mammograms and breast cancer screenings, educated more than 145 million women about breast cancer, and funded promising research into the causes of breast cancer and ways to prevent the disease. Avon and the Avon Breast Cancer Crusade raise funds through the sale of Avon "Pink Ribbon" products and through fundraising events over 50 countries annually, including the [U.S. AVON 39 The Walk to End Breast Cancer](#) series and the [Avon Walk Around the World to End Breast Cancer](#) events.

Domestic Violence

Avon and the Avon Foundation for Women launched [Speak Out Against Domestic Violence](#) in 2004 to support domestic violence awareness, education and prevention programs aimed at reducing domestic and gender violence, and to provide direct services for victims and their families. Through 2016, Avon and the Avon Foundation have contributed nearly **\$60 million** to support this goal. Globally, Avon supports efforts to end violence against women in nearly 50 countries by educating women around the world through its army of nearly six million Avon Representatives.

Improving the lives of women globally

www.avonfoundation.org

AVON
FOUNDATION
for WOMEN

 AVON
BREAST CANCER
CRUSADE

 AVON
SPEAK OUT AGAINST
DOMESTIC VIOLENCE


AVON