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L'OCCITANE INTERNATIONAL S.A.

**UNAUDITED FIRST QUARTER TRADING UPDATE
FOR THE THREE MONTHS ENDED 30 JUNE 2012**



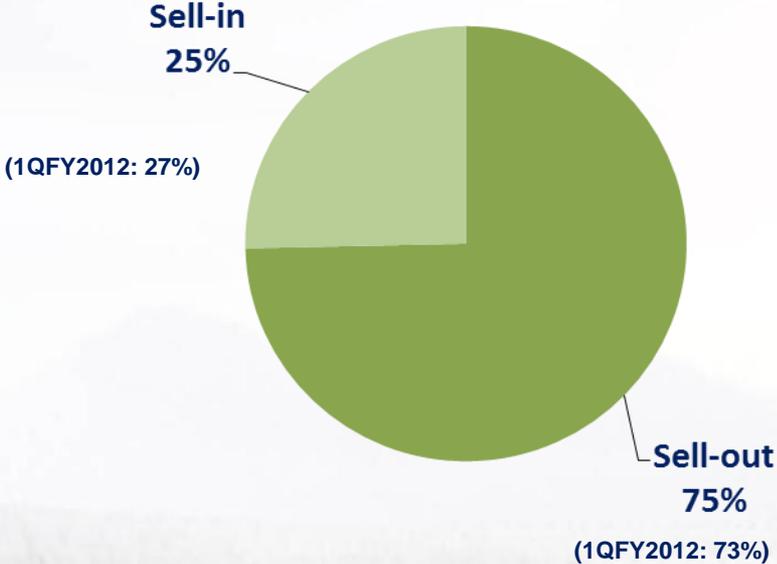
Highlights

- Net sales grew by 18.8% to €216.5 million with a strong contribution from the exchange rates for 1QFY2013 as compared to 12.1% over the same period for last year. Local currency growth was 10.7%
- Growth was primarily driven by the USA, HK, Russia, the UK and China
 - Russia and China were amongst the fastest growing countries at 29.6% and 22.7%, respectively
- Net own store openings were 33 over the three months ended 30 June 2012 as compared to 25 over the same period last year

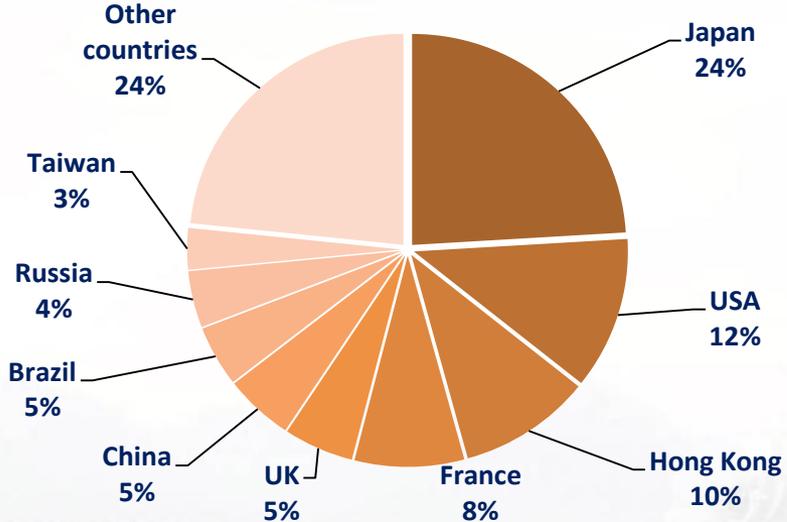
Net sales breakdown



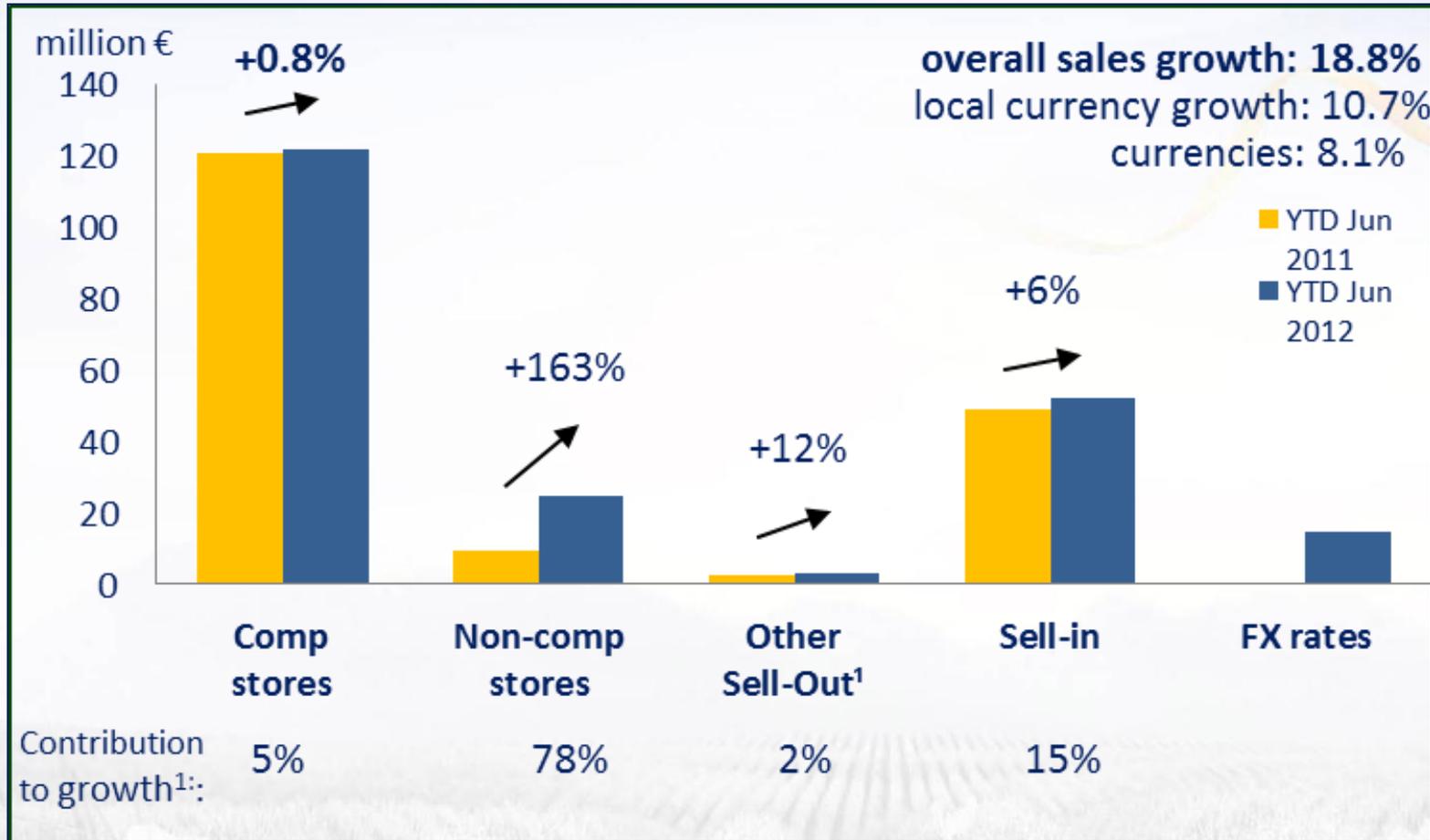
Retail led growth from Sell-out



Exposure to growth markets



Net sales up by 18.8%



¹ Includes mail-order and other sales

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Sales growth by geography – 1

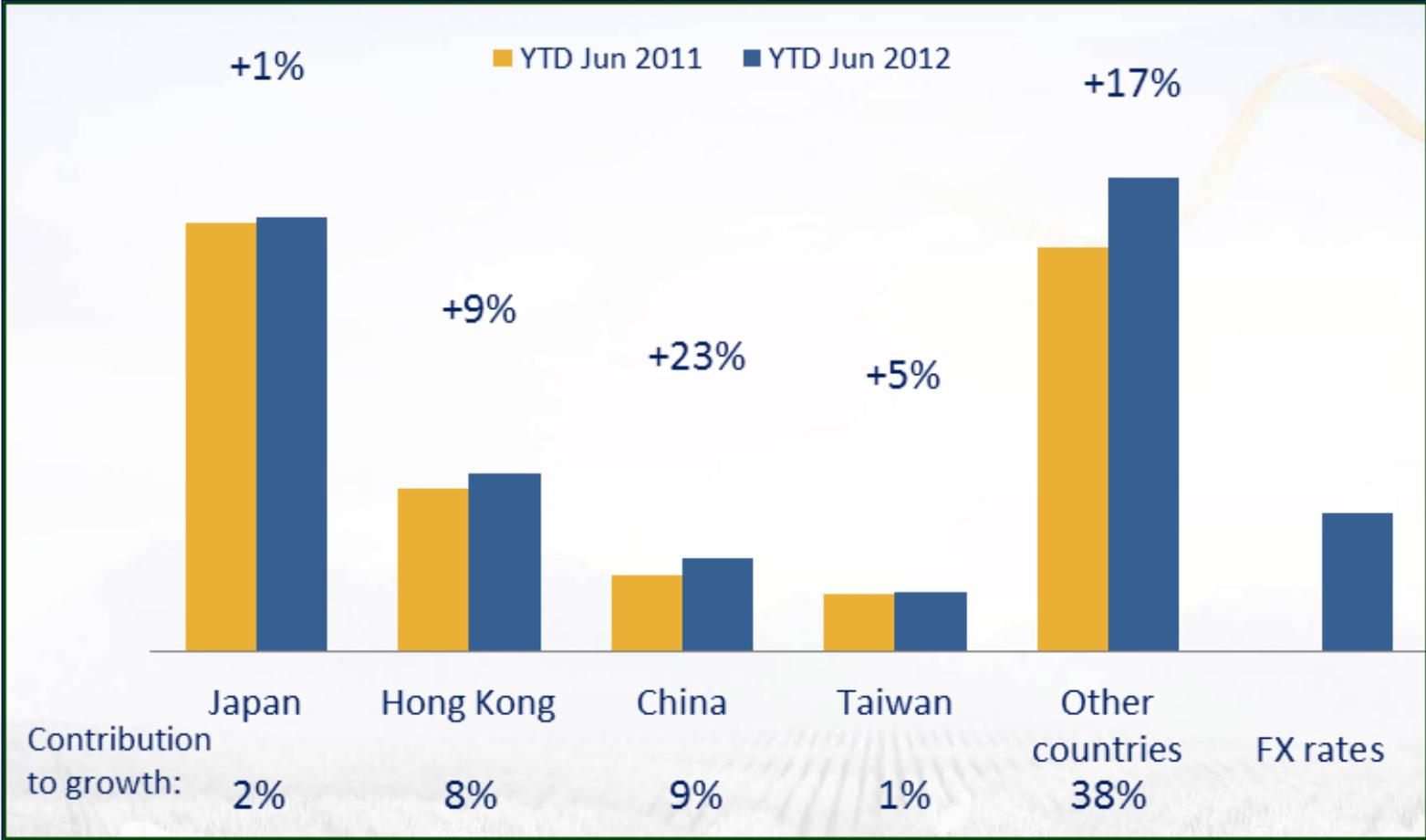
(local currency)



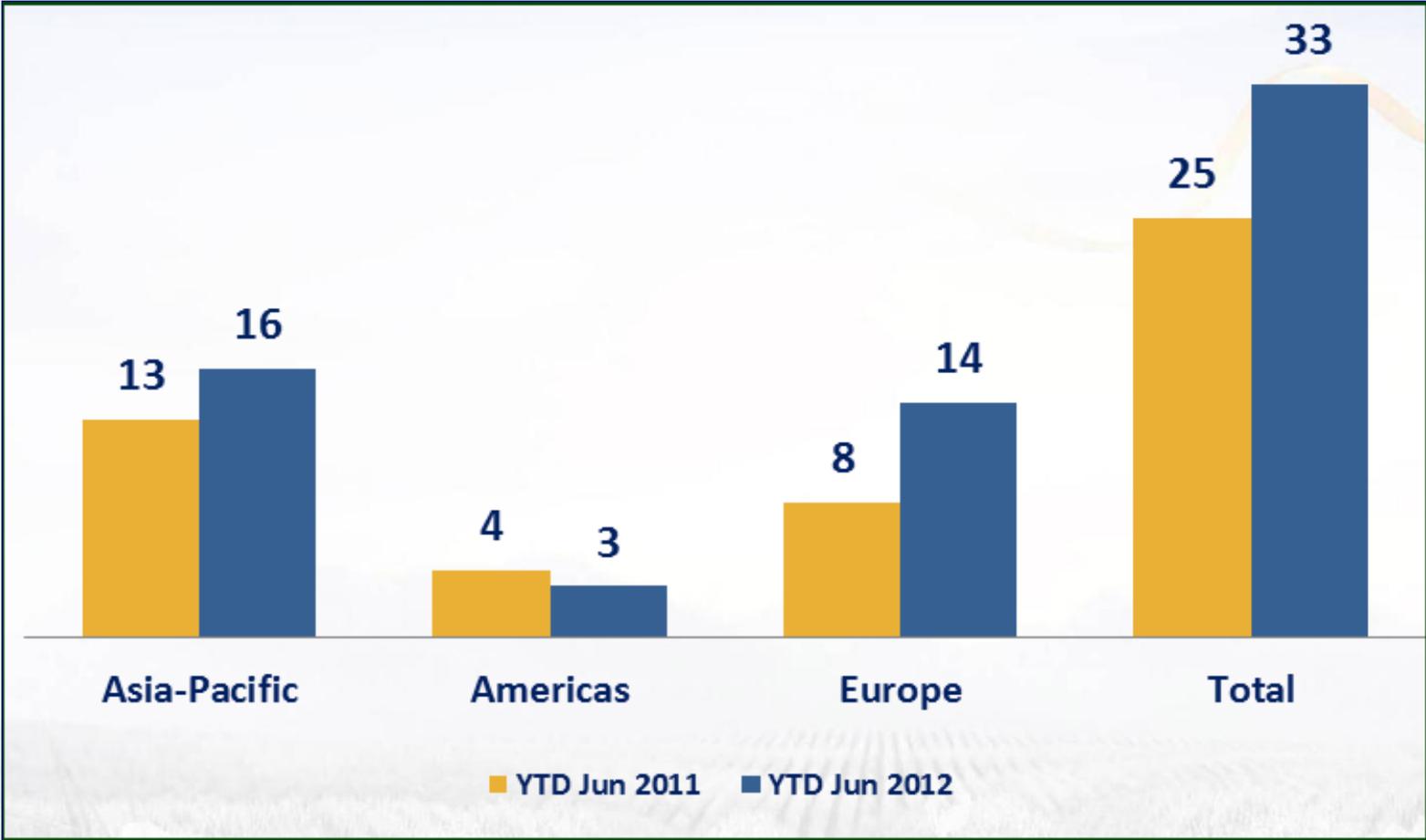
¹ Includes mail-order and other sales

Sales growth by geography – 2

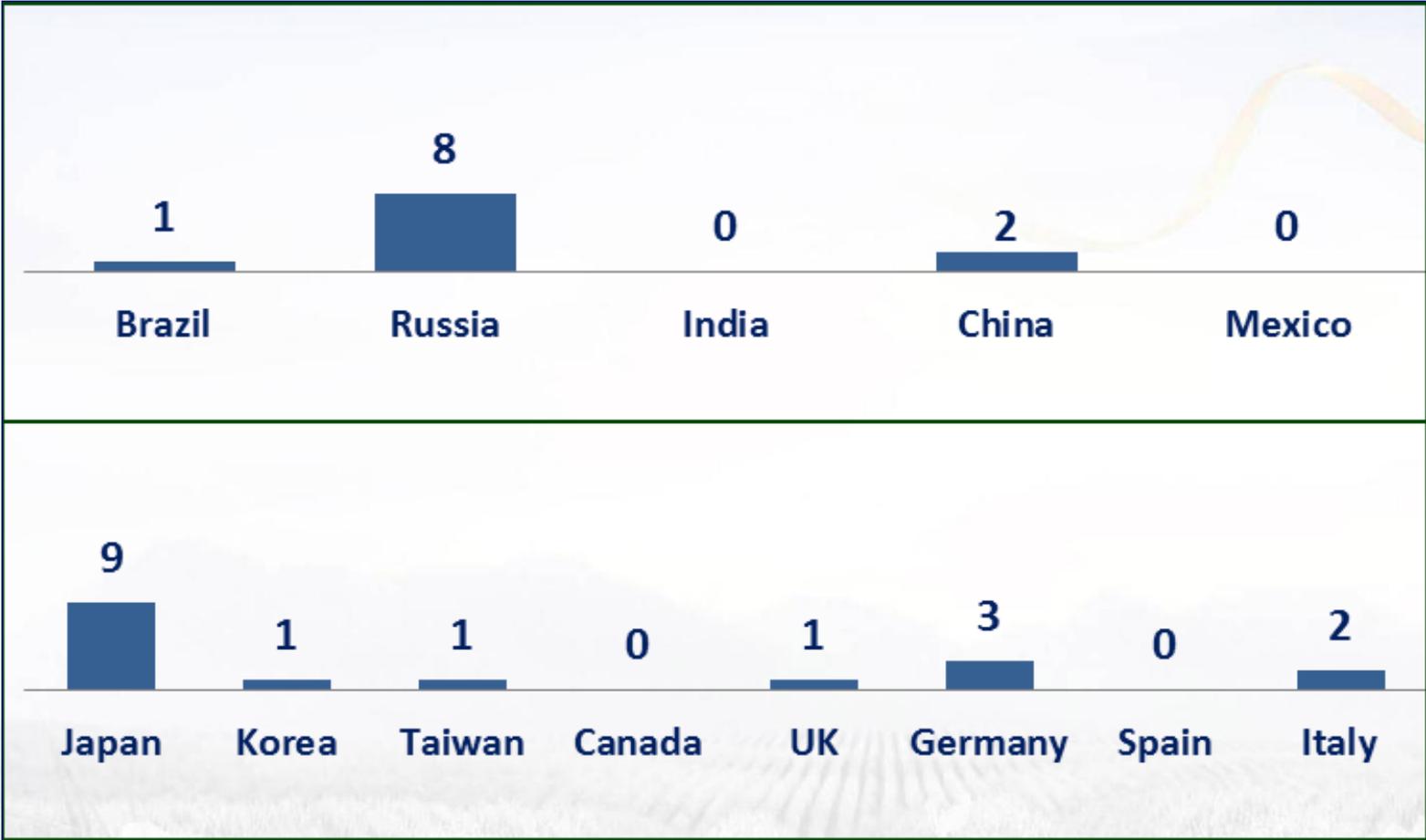
(local currency)



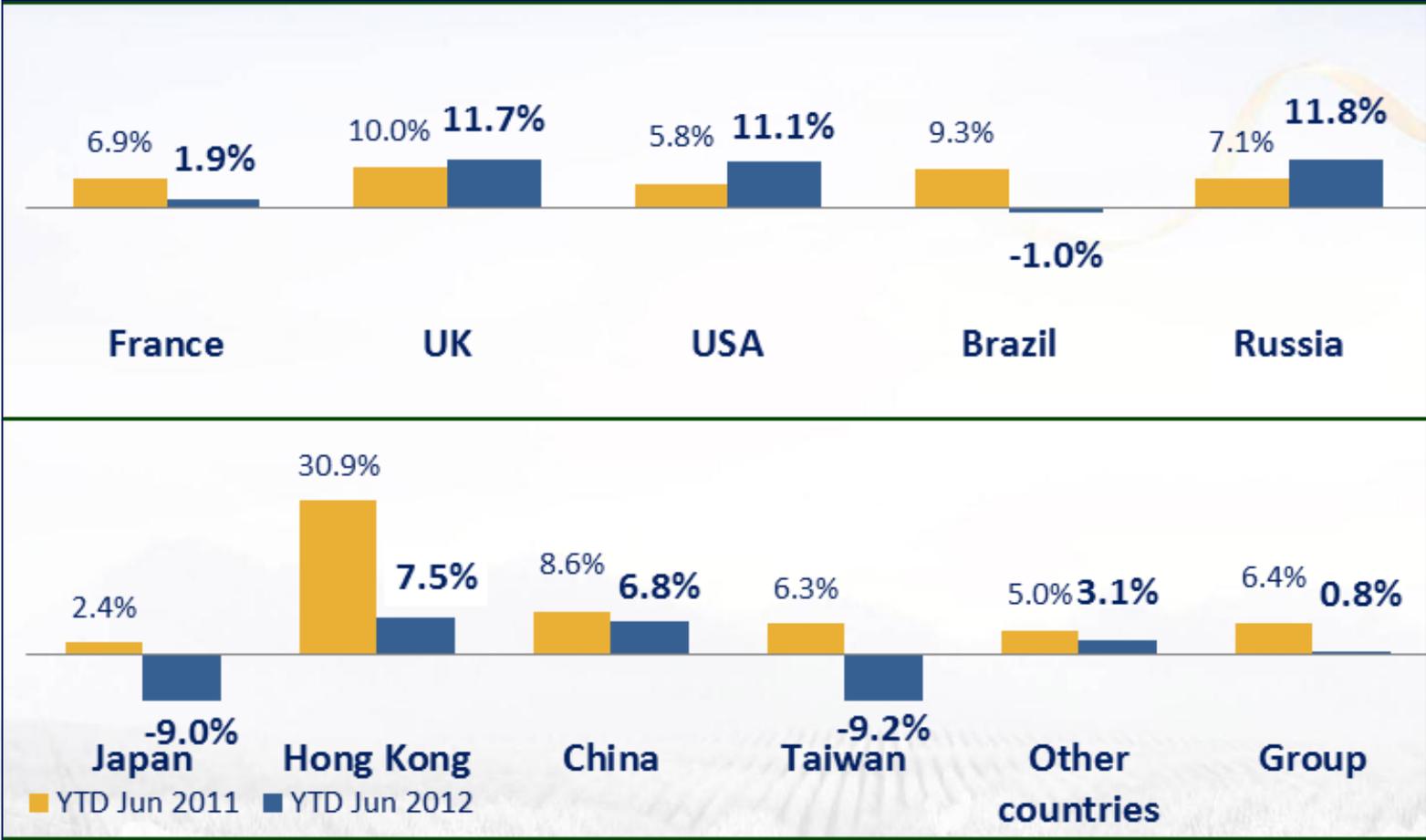
Net stores openings by region



Net store openings profile



Same Store Sales Growth profile



Disclaimer

This document is for information purposes only without any binding effect; in case of any inaccuracies, incompleteness or inconsistency with other documents, only the Company's latest issued annual or interim report for detailed financials shall prevail and shall be deemed to be the only official document.



The End

