

L'OCCITANE

EN PROVENCE

L'OCCITANE INTERNATIONAL S.A.

1, rue du Fort Rheinsheim L-2419 Luxembourg

R.C.S. Luxembourg: B80359

(Incorporated under the laws of Luxembourg with limited liability)

(Stock code: 973)

FORM OF PROXY FOR USE AT ANNUAL GENERAL MEETING

I/We (Name) _____ (Block capitals, please) of (Address) _____

_____ being the

holder(s) of (see Note 1) _____ shares of EUR0.03 each in the capital of L'Occitane International S.A.

(the "Company") hereby appoint (Name) _____

of (Address) _____ or

failing him/her, (Name) _____ of (Address) _____

_____ or failing him/her, the chairman of the

meeting (see Note 2) as my/our proxy with the full power of substitution to attend and vote for me/us and on my/our behalf at the Annual General Meeting of the Company to be held at 1, rue du Fort Rheinsheim, L-2419 Luxembourg, Grand Duchy of Luxembourg and by tele-conference at Victoria Room, 2/F Mandarin Oriental Hotel, 5 Connaught Road, Central, Hong Kong on Wednesday, 26 September 2012 at 10:00 a.m. CET / 4:00 p.m. Hong Kong time and at any adjournment thereof or on any resolution or motion which is proposed thereat.

My/Our proxy is authorised and instructed to vote as indicated (see Note 3) in respect of the undermentioned resolutions:

Ordinary Resolutions (see Note 3)		For	Against	Abstain
1.	To receive and adopt the statutory accounts and audited consolidated financial statements of the Company for the year ended 31 March 2012 and to acknowledge the content of the reports of the board of directors and the auditors of the Company.			
2.	To declare a final dividend of a total amount of €36.3 million for the year ended 31 March 2012.			
3.	To re-elect the following retiring directors of the Company for a term of 3 years:			
	(i) Mr. Reinold Geiger			
	(ii) Mr. Emmanuel Laurent Jacques Osti			
	(iii) Mr. André Joseph Hoffmann			
	(iv) Mr. Karl Guénard			
	(v) Mr. Martial Thierry Lopez			
4.	(A) To give a general mandate to the directors to allot, issue and deal with additional shares not exceeding 20% of the issued share capital of the Company.			
	(B) To give a general mandate to the directors to repurchase shares not exceeding 10% of the issued share capital of the Company within a price range between HK\$10 and HK\$30.			
	(C) To ratify and approve the repurchase of 6,655,500 shares by the Company during the year ended 31 March 2012.			
	(D) To extend the authority given to the directors pursuant to ordinary resolution no. 4(A) to issue shares by adding to the issued share capital of the Company the number of shares repurchased under ordinary resolution no. 4(B).			
5.	To renew the mandate granted to PricewaterhouseCoopers to act as approved statutory auditor of the Company for the financial year ending 31 March 2013.			

6.	To re-appoint PricewaterhouseCoopers as the external auditor of the Company to hold the office from the conclusion of the Annual General Meeting until the next annual general meeting of the Company			
Special Resolutions (see Note 3)		For	Against	Abstain
7.	To approve the remuneration to be granted to certain directors of the Company and to authorize the board of directors to implement any subsequent actions which may be required, including, for the avoidance of doubt, the payment modalities.			
8.	To grant discharge to the directors for the exercise of their mandate during the financial year ended 31 March 2012.			
9.	To grant discharge to the statutory auditors PricewaterhouseCoopers for the exercise of their mandate during the financial year ended 31 March 2012.			
10.	To approve the remuneration to be granted to PricewaterhouseCoopers as the approved statutory auditor of the Company.			

Dated this _____ day of _____, 2012

Signature(s) _____ (see Note 4)

Notes:

1. Please insert the number of shares registered in your name(s); if no number is inserted, this form of proxy will be deemed to relate to all the shares in the capital of the Company registered in your name(s).
2. A shareholder may appoint more than one proxy of his/her own choice. If such an appointment is made, strike out the words "the chairman of the meeting", and insert the name(s) of the person(s) appointed as proxy in space provided. Any alteration made to this form of proxy must be initialed by the person who signs it.
3. **IMPORTANT: IF YOU WISH TO VOTE FOR ANY RESOLUTION, PLEASE TICK THE BOX MARKED "For". IF YOU WISH TO VOTE AGAINST ANY RESOLUTION, PLEASE TICK THE BOX MARKED "Against". IF YOU WISH TO EXPRESSLY ABSTAIN FROM VOTING ON ANY RESOLUTION, PLEASE TICK THE BOX MARKED "Abstain".** Failure to tick a box will entitle your proxy to cast your vote at his/her discretion. Your proxy will also be entitled to vote at his/her discretion on any resolution properly put to the meeting other than those referred to in the notice convening the meeting.
4. In the case of joint holders, the signature of any one holder will be sufficient but the names of all the joint holders should be stated. Where there are joint holders of any share of the Company, any one of such joint holders may vote at the meeting, either in person or by proxy, in respect of such share as if he/she were solely entitled thereto, but if more than one of such joint holders be present at the meeting, the vote of the senior who tenders a vote, whether in person or by proxy, will be accepted to the exclusion of the votes of the other joint holders, and for this purpose seniority shall be determined as that one of the said persons so present whose name stands first on the register of shareholders in respect of such share shall alone be entitled to vote in respect thereof.
5. If the appointer is a corporation, this form must be under common seal or under the hand of an officer, attorney, or other person duly authorised on that behalf.
6. To be valid, this form of proxy must be completed, signed and deposited at the Hong Kong Share Registrar of the Company, Computershare Hong Kong Investor Services Limited, at 17M Floor, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong, together with the power of attorney or other authority (if any) under which it is signed (or a notarially certified copy thereof), not less than 48 hours before the time for holding the meeting. The completion and return of the form of proxy shall not preclude shareholders of the Company from attending and voting in person at the above meeting (or any adjourned meeting thereof) if they so wish.
7. A proxy need not be a shareholder of the Company.