

[For Immediate Release]



## **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)*

### **L'Occitane announces unaudited trading update for the first six months of FY2013**

#### **Net Sales Year-on-Year Growth Reached 13.5% in local currency Growth Accelerated in Second Quarter**

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#### **Solid growth in key emerging markets and developed markets China and Russia among the fastest growing countries with respectively 22.7% and 35.0% net sales growth**

(22 October 2012, Hong Kong) L'Occitane International S.A. ("L'Occitane" or the "Company"; SEHK stock code: 973), a global, natural ingredient-based cosmetics and well-being products enterprise with strong regional roots in Provence, France, today announces the unaudited trading update for the six months ended 30 September 2012.

Net sales for the six months increased 21.9% to €449.2 million as compared to the same period last year. Excluding foreign currency translation effects, local currency growth was 13.5%.

Despite a challenging global economic environment, most countries were able to accelerate sales growth. Excluding foreign currency translation effects, Russia and China were the best-performing markets in net sales growth, reaching 35.0% and 22.7% respectively. Developed markets like Hong Kong, the United Kingdom and the United States also continue to contribute and maintain solid growth, with net sales growth at 18.7%, 20.5% and 16.9% respectively.

In terms of Same Store Sales Growth, Russia, United States and the United Kingdom demonstrated robust growth at 13.8%, 11.7% and 9.7% respectively. Same Store Sales Growth in Hong Kong and China was maintained at 7.0% and 6.8%, respectively. The overall Same Store Sales Growth in the second quarter was 4.7%, compared to 0.8% in the first quarter.

The global retail expansion strategy enabled the Company to further strengthen its leading position in the business, which benefited from favorable exchange rates. The Company continues to expand with new openings and important renovations in various markets globally. For the six months ended 30 September 2012, the Company increased the total number of own retail stores to 1,120. The Group's net own stores openings were 57 over the six months ended 30 September 2012, excluding the addition of 10 stores from the acquisition of the Company's distributor in Ireland.

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Mr. Reinold Geiger, Chairman and CEO of L'Occitane, said, "The performance achieved by the Company in the first half of FY2013 demonstrates the resilience of our business model and highlights our track record of sustainable growth. Amidst the challenging global economic environment, the Company delivered sales growth with a combination of improving Same Store Sales Growth and higher sales in Non-comparable stores. Looking forward, we remain committed to our vision and will continue to invest and take advantage of potential business opportunities which will create lasting value to our shareholders."

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### **About L'Occitane International S.A.**

L'Occitane International S.A. is a global, natural and organic ingredient-based cosmetics and well-being products manufacturer and retailer with strong regional roots in Provence, France. The Group has four brands (L'Occitane, Melvita, Le Couvent des Minimes and Erborian) in its portfolio and is committed to developing and retailing high quality products that are rich in natural and organic ingredients of traceable origins and respect for the environment. L'Occitane currently represents the core of the Group's business and is sold in over 90 countries through about 1,900 retail locations through a variety of wholesale and our own retail distribution channels. Melvita is a leading organic and personal care brand with its own retail network and Le Couvent des Minimes is a natural ingredient-based brand, mainly distributed through wholesale. Erborian is a French-Korean skincare brand based on Korean medicinal herbs and science.

### **iPR Ogilvy LTD.**

Callis Lau / Charis Yau / Janis Lai / Andrea Leung

Tel: (852) 2136 6952/ 2136 6183/ 3920 7646/ 3920 7684

Fax: (852) 3170 6606

Email: callis.lau@iprogilvy.com/ charis.yau@iprogilvy.com/  
janis.lai@iprogilvy.com/ andrea.leung@iprogilvy.com