

[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 nine months of FY2013

Net Sales Year-on-Year Growth Reached 17.6%

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Solid growth maintained amid challenging environment Russia and China continue to outperform with respectively 33.4% and 26.8% net sales growth

(29 January 2013, 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 nine month period ended 31 December 2012.

Net sales for the nine months increased 17.6% to €801.3 million as compared to the same period last year. Excluding foreign currency translation effects, local currency growth was 12.2%. The Company maintained solid sales growth amid the challenging environment and key emerging markets, China and Russia continue to outperform.

In the context of the global market uncertainty, the Company was able to sustain sales growth, primarily driven by Hong Kong, the United States, Russia and China. Excluding foreign currency translation effects, Russia and China were the best-performing markets in net sales growth, reaching 33.4% and 26.8% respectively. As the Company's largest market in terms of net sales, Japan showed improvement with 1.5% net sales growth for the nine month period ended 31 December 2012, as compared to 1.3% for the six month period ended 30 September 2012.

In terms of Same Store Sales Growth, China, Russia, United States, United Kingdom and France demonstrated strong performances at 13.7%, 12.4%, 9.4%, 7.4% and 6.7% respectively for the nine month period ended 31 December 2012. Same Store Sales Growth in Hong Kong maintained solid growth at 6.0%. Excluding renovations and cannibalization effects, the Same Store Sales Growth in Hong Kong over the period was 18.9%.

During the nine month period ended 31 December 2012, the Company continued its global retail expansion strategy and important store renovation program. During the nine months ended 31 December 2012, the Company increased the total number of own retail stores to 1,193. The Company had 130 net store openings over the nine month period ended 31 December 2012, excluding the addition of 10 stores from the acquisition of the Company's distributor in Ireland. Furthermore, the Company accelerated its store renovation program to renovate or relocate 55 stores during the nine month period ended 31 December 2012, as compared to 42 during the same period last year.

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Mr. Reinold Geiger, Chairman and Chief Executive Officer of L'Occitane, said, "The solid performance maintained amidst the backdrop of the growing global market uncertainty during the nine month period ended 31 December 2012 illustrates the resilience of our business model and our own retail and E-commerce expansion strategy."

"In particular, our online retail sales showed strong momentum with 32.0% year-on-year growth during our third quarter, highlighting the synergy of this channel with our own retail. The Company plans to continue expanding its online sales efforts and will continue investments in the social and digital media to further enhance our prospects," said Geiger.

"Looking ahead, the Company will continue its investments, especially in the digital channel to further strengthen our business platform for future growth, so as to create lasting returns for our shareholders."

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About L'Occitane International S.A.

L'Occitane International S.A. (the "Company") is a global, natural and organic ingredient-based cosmetics and well-being products manufacturer and retailer with strong regional roots in Provence, France. The Company 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 Company's business and its products are sold in over 90 countries through 2,218 retail locations. 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