

The image features the L'Occitane logo at the top center, consisting of the brand name in a large, blue, serif font, followed by 'EN PROVENCE' in a smaller, blue, sans-serif font, and 'L'OCCITANE INTERNATIONAL S.A.' in a blue, sans-serif font. The background is a scenic landscape of a vast yellow field of flowers under a blue sky with light clouds. In the foreground, several stalks of yellow flowers are in sharp focus, while the rest of the field and the distant mountains are softly blurred.

L'OCCITANE
EN PROVENCE
L'OCCITANE INTERNATIONAL S.A.

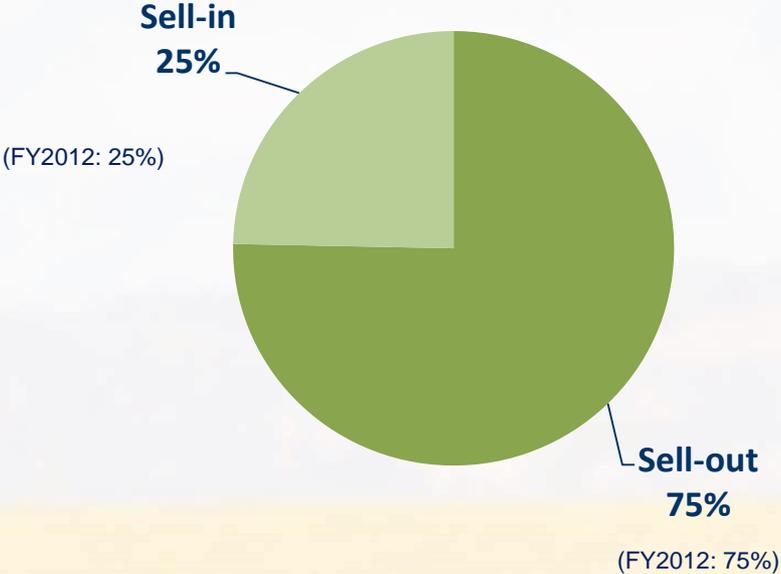
**UNAUDITED TRADING UPDATE
FOR THE YEAR ENDED 31 MARCH 2013**

Highlights

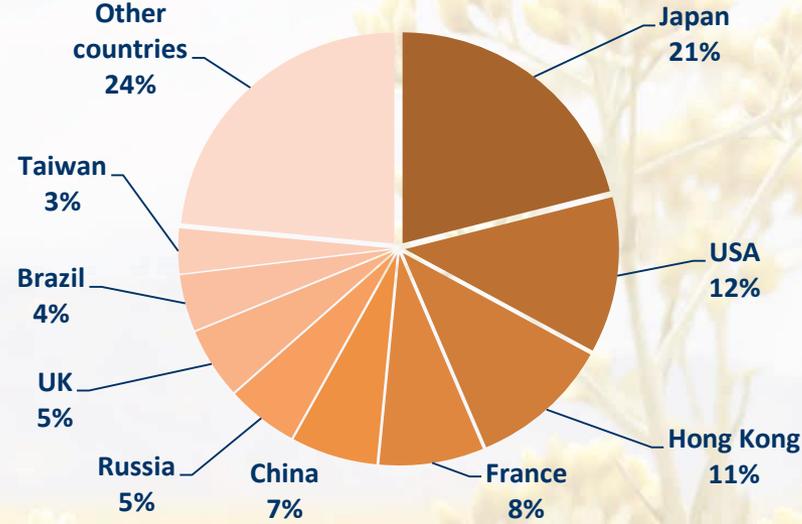
For the year ended: (million €)	31 March 2012	31 March 2013	Change
Net Sales	913.4	1,043.4	+14.2%
Growth in local currency			+11.3%
Growth per segment at actual exchange rates:			
Sell-out			+14.8%
Sell-in			+12.6%
Fastest growing countries (local currency):			
Russia			+30.4%
China			+24.2%
Same Store Sales Growth	+6.7%	+2.3%	-4.4 pp
Net Store openings excluding acquisitions	142	135	-7

Net sales breakdown

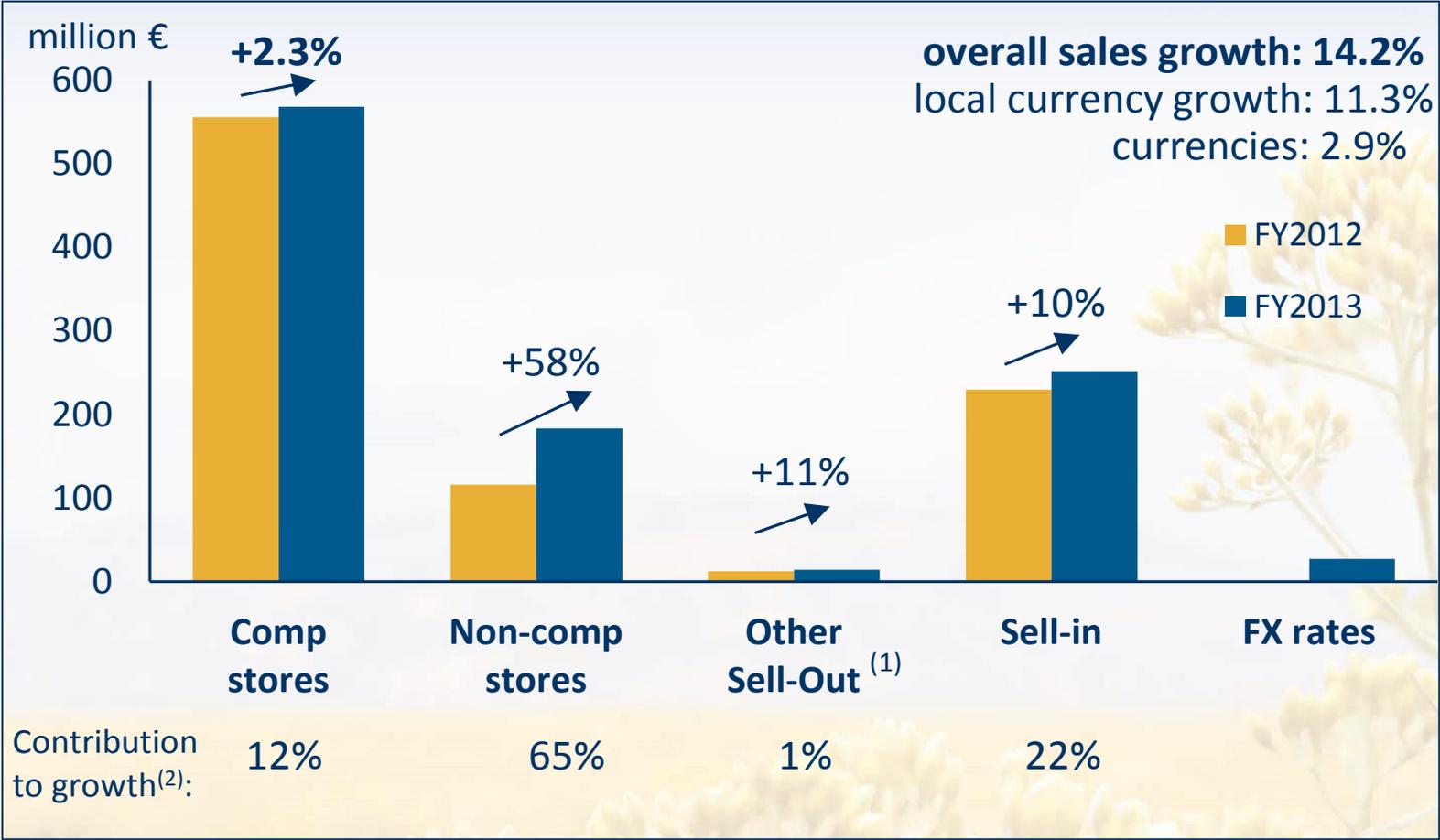
Retail led growth from Sell-out



Exposure to growth markets



Net sales up 14.2%

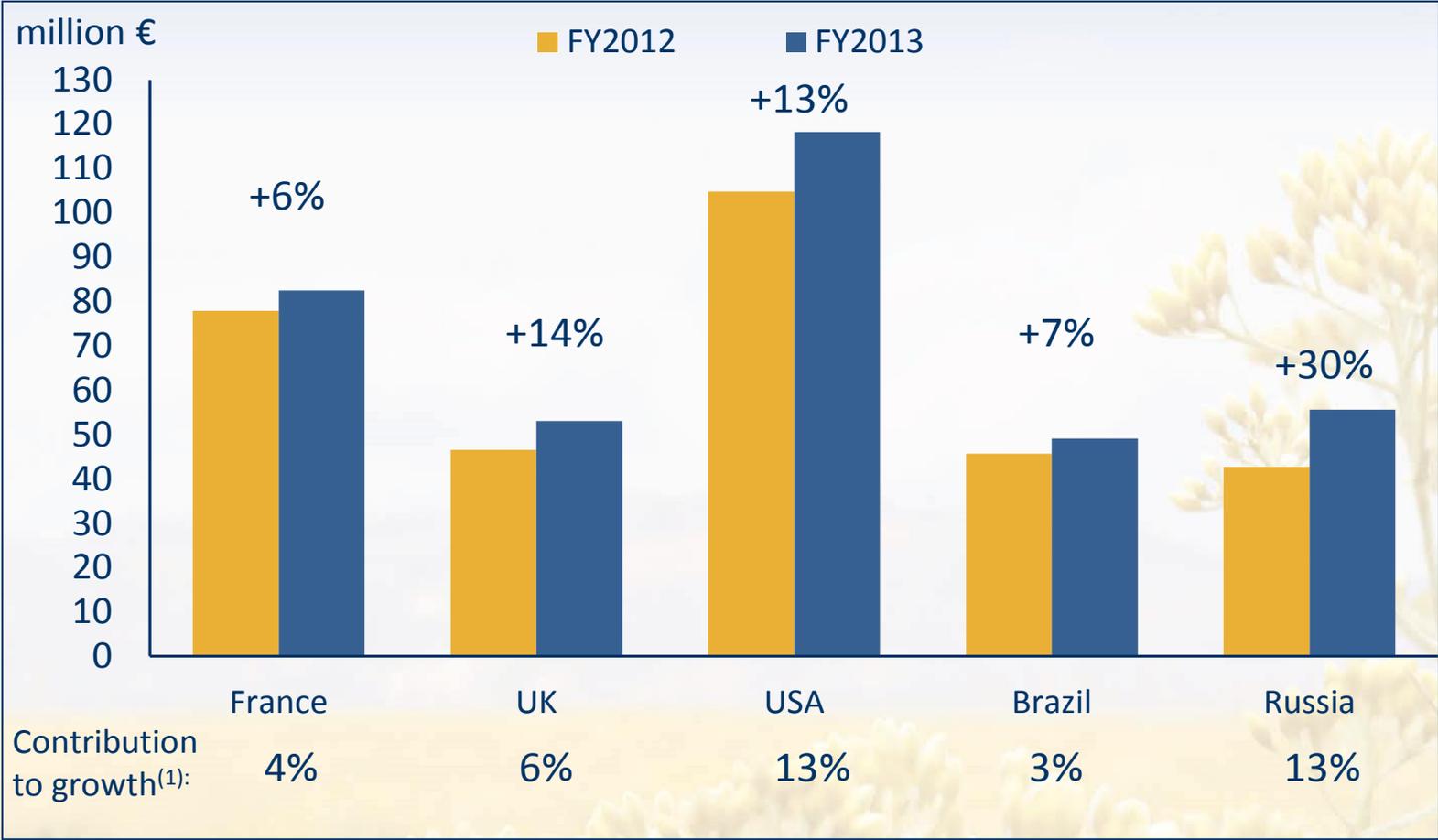


(1) Includes mail-order and other sales

(2) Excluding foreign currency translation effects

Sales growth by geography – 1

(local currency)



⁽¹⁾ Excluding foreign currency translation effects

Sales growth by geography – 2

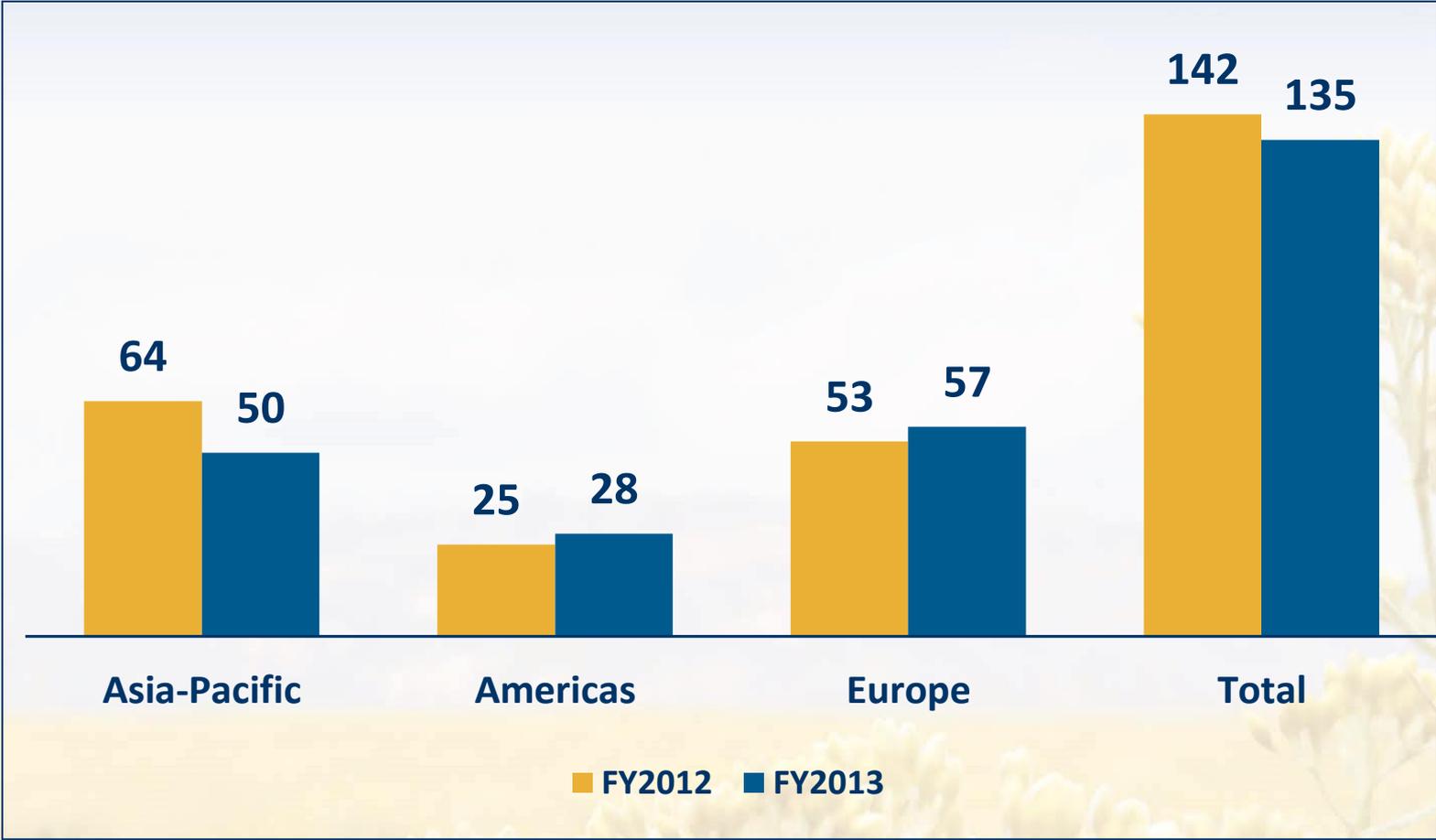
(local currency)



⁽¹⁾ Excluding foreign currency translation effects

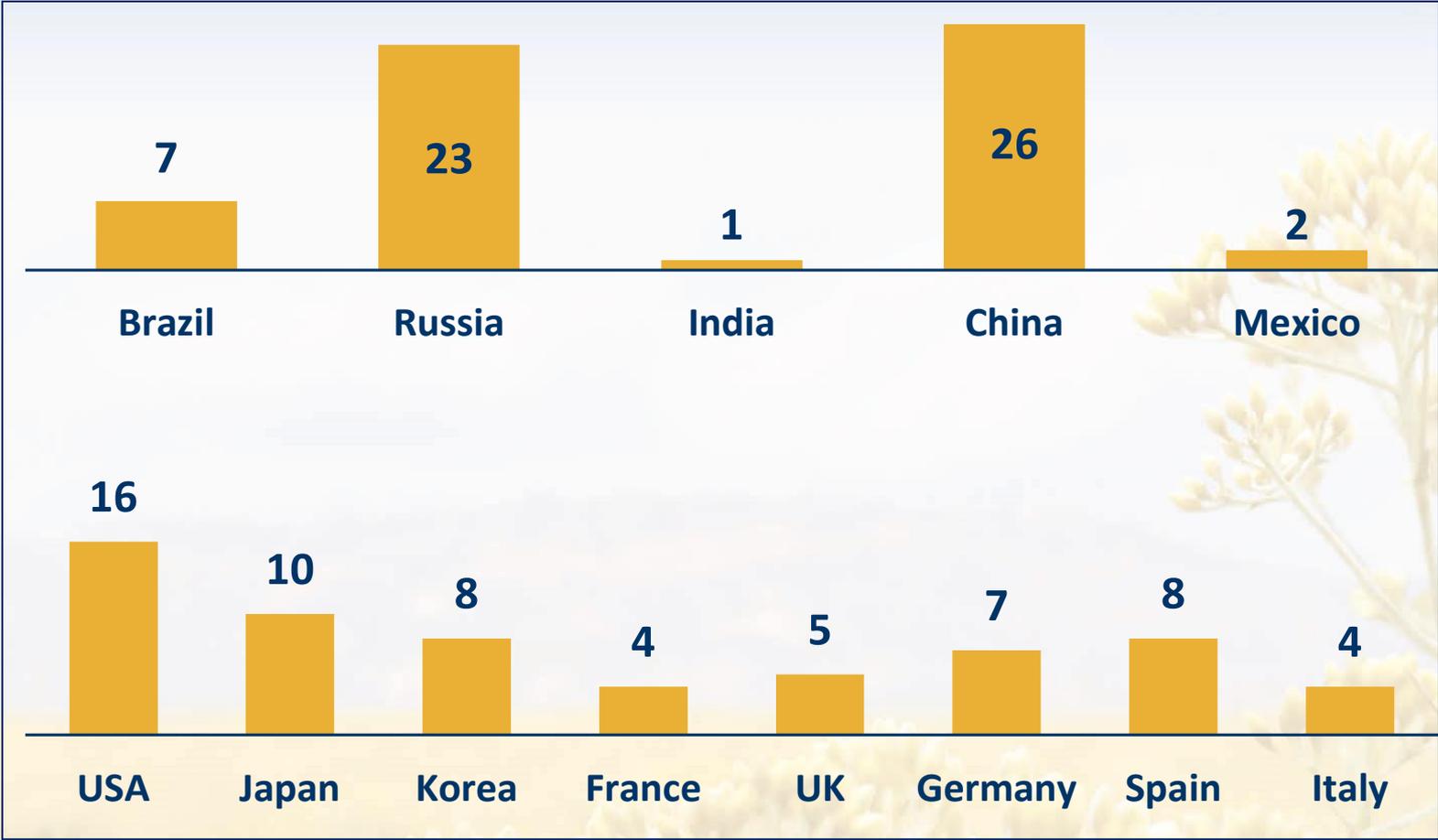
Net stores openings by region*

Retail expansion on track, 135 own stores added during FY2013



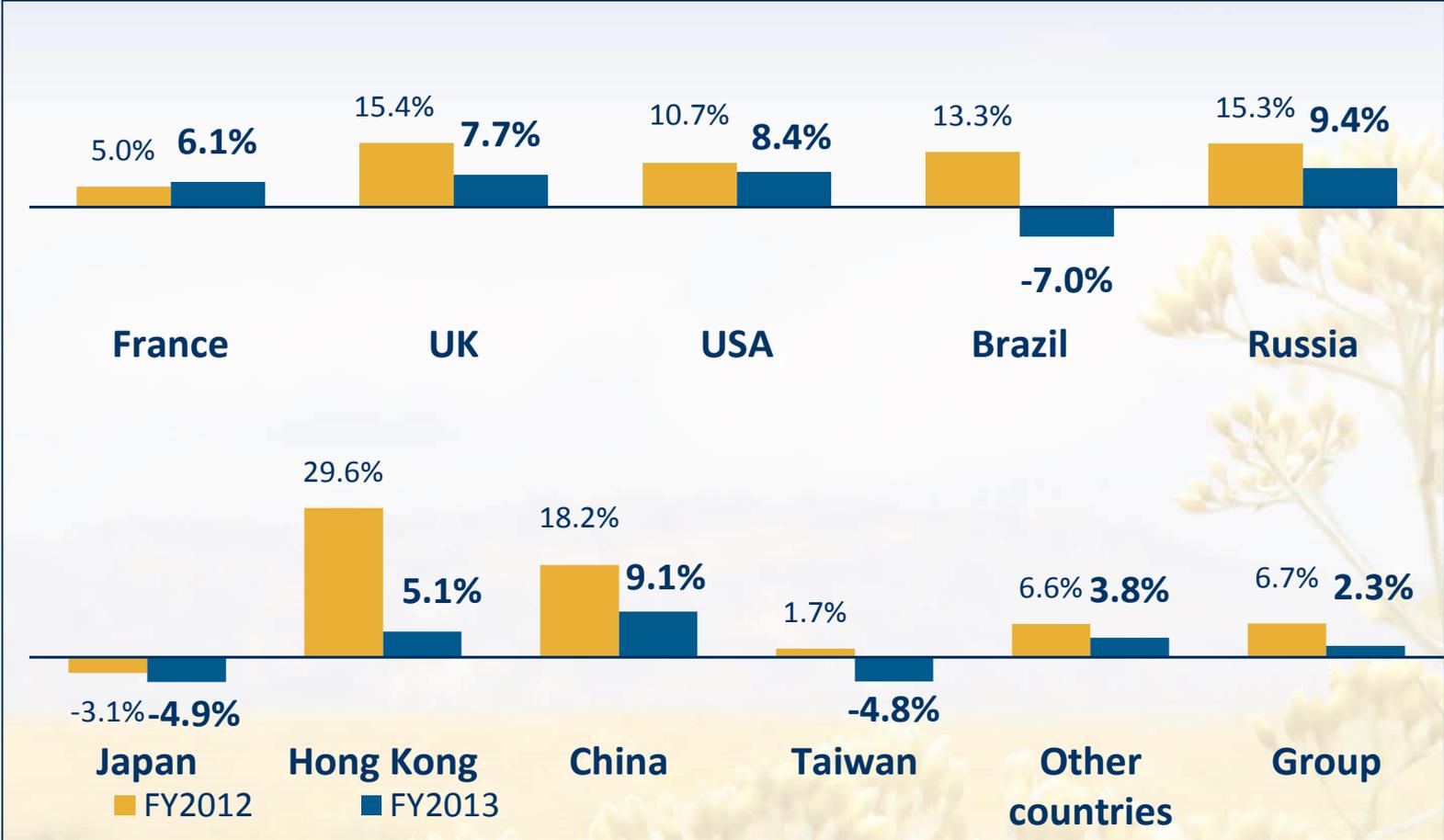
*Excluding acquisitions, 16 stores from distributor in Malaysia and 10 stores from distributor in Ireland as at 31 March 2012 and 31 March 2013, respectively.

Net store openings profile



Same Store Sales Growth profile

FY2013 as compared to FY2012



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