

[For Immediate Release]



L'Occitane International S.A.

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(Incorporated under the laws of Luxembourg with limited liability)

L'Occitane Announces FY2013 Annual Results Maintained sustainable performance with Continued investments for future growth Dividend Payout Ratio Up to 35%

1. Maintained strong double-digit top-line growth. Net sales increased 14.2% to €1,043.4 million or 11.3% in local currency terms, primarily driven by sales in the United States, Russia, Hong Kong and China.
2. Global retail network expansion strategy remained on track in both emerging and developed markets with 14% growth in retail network development.
3. Russia and China remained the fastest growing countries and core L'Occitane en Provence brand is a leading presence in these emerging markets.
4. E-commerce remained key growth driver with 31% growth from online retail sales.
5. Operating profit up 3.9% to €158.3 million and operating margin at 15.2%.
6. Profit for the year up by 1.1% to €125.6 million and net profit margin was 12.0%.
7. Earnings per share increased by 1.6% to €0.083.
8. Dividend payout ratio increased to 35%. Proposed Dividend per share grew by 18.3% to €0.0292 per share, for a total amount of €42.9 million.

FINANCIAL HIGHLIGHTS

For the year ended 31 March (million €)	2013	2012	Change
Net sales	1,043.4	913.4	+14.2%
Gross profit	855.5	755.5	+13.2%
<i>Gross profit margin (%)</i>	82.0	82.7	-0.7pp
Operating profit	158.3	152.3	+3.9%
<i>Operating margin (%)</i>	15.2	16.7	-1.5pp
Profit for the year	125.6	124.2	+1.1%
<i>Net profit margin (%)</i>	12.0	13.6	-1.6pp
Basic EPS (€ per share)	0.083	0.082	+1.6%
Dividend per share (€ per share)*	0.0292	0.0247	+18.3%
Net cash	237.2	239.1	-0.8%

*The figure illustrates dividends declared for the period indicated, not actual dividends paid during the period indicated. Final dividend proposed for the year ended 2013 was €0.0292 per share, which is subject to the approval of the shareholders of the Company at the forthcoming Annual General Meeting.

(17 June 2013, Hong Kong) L'Occitane International S.A. ("L'Occitane" or the "Company"; SEHK stock code: 973), a global, natural and organic ingredient-based cosmetics and well-being products enterprise with strong regional roots in Provence, France, is pleased to announce today that the Company has maintained double-digit top-line growth for the fourth consecutive year since its listing with net sales surpassing the billion dollar mark for the financial year ended 31 March 2013 ("FY2013").

During the year, the Company's operating profit for the year has grown 3.9% as compared to the year ended 31 March 2012 ("FY2012") as a result of its focus on long term growth strategy and further stepped-up efforts in retail network expansion and sustained top-line growth. Despite a challenging global economic environment, most countries delivered strong growth in local currency demonstrating the resilience of L'Occitane's business model and highlights its track record of sales performance.

In view of the performance delivered during FY2013, the Board recommended the payment of final dividend for a total amount of €42.9 million, or €0.0292 per share for FY2013, a dividend payout ratio of 35%, as compared to 30% in FY2012.

In FY2013, net sales reached a record of €1,043.4 million and achieved growth of 14.2%, reflecting net sales growth in all of our business segments and geographical areas. Excluding foreign currency translation effects, net sales growth was 11.3%. Growth was primarily driven by the United States, Russia, Hong Kong and China. Russia and China remained the fastest growing countries and the core L'Occitane en Provence brand is actively building a leading presence in these important emerging markets. E-commerce remains a key growth driver with 31% growth from online retail sales.

The sell-out business accounted for 75.2% of the Company's total sales and amounted to €784.9 million, an increase of 14.8% and an 11.8% increase at constant exchange rates. New stores contributed mainly towards this growth as well as existing comparable stores, with Same Store Sales Growth reported at 2.3%.

The Company's global retail network expansion strategy remained on track. Excluding acquisitions, net store openings were 135 for the year, compared to 142 in FY2012.

The Company's financial position remained strong. As at 31 March 2013, the Company had cash and cash equivalents of €237.2 million. The Company remains in net cash position.

Mr. Reinold Geiger, Chairman and CEO of L'Occitane commented, "FY2013 marks a key milestone for the Group with net sales surpassing the billion euro mark. We continue to pursue our growth plan as highlighted at the time of our Initial Public Offering and the management focuses on improving and executing its corporate strategies despite the difficult economic environment in many countries.

Looking ahead, the global macro-economic outlook may remain challenged, particularly with high currency volatility. Nevertheless, the management and the Board believe that the combined results of our operational, sales and marketing initiatives will drive growth and deliver strong sustainable result in the interest of the shareholders. With our confidence in our corporate initiatives and solid financial performance, we are pleased to recommend an increase in our dividends and payout ratio."

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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 five brands (L'Occitane en Provence, L'Occitane au Brésil, 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.

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