

[For Immediate Release]



L'Occitane International S.A.

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(Incorporated under the laws of Luxembourg with limited liability)

L'Occitane Announces Unaudited Trading Update For the Three months ended 30 June 2013

Local Currency Sales Growth Reached 7.5%
Retail Expansion on Track
Net Own Stores Openings were 32 over the Period

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China and Russia Sustained Outperformance
with respectively 28% and 16% growth at constant exchange rates

(25 July 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 three months ended 30 June 2013.

Net sales for the three months ended 30 June 2013 increased 1.9% to €220.6 million as compared to the same period last year. Excluding foreign currency translation effects, local currency growth was 7.5%. The Company maintained solid sales growth amid the challenging environment while key emerging markets, China and Russia continue to lead the Company's growth.

The sell-out business segment accounted for 74.2% of the Company's total sales amounted to €163.6 million, representing growth of 1.2% and 8.2% 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 0.8%.

The sell-in business segment posted a year-on year growth of 3.8% and 5.6% increase at constant exchange rates and accounted for 18.8% of overall growth in the three months ended 30 June 2013 excluding foreign currency translation effects.

Net sales, net sales growth and Same Store Sales Growth by geographical areas:

€'000	For the three months ended 30 June		% Growth ⁽¹⁾	SSS Growth ⁽¹⁾
	2013	2012		
Japan	38,620	52,235	(7.0)	(9.4)
Hong Kong	22,581	20,883	7.4	13.0
China	14,607	11,319	28.0	8.1
Taiwan	7,293	6,894	6.4	4.4
France	20,465	17,980	13.8	6.1
United Kingdom	11,636	11,497	6.4	2.5
United States	27,101	25,323	9.0	3.7
Brazil	10,565	10,160	11.8	5.6
Russia	10,543	9,420	16.0	(1.0)
Other Countries	57,163	50,796	13.0	4.0
Total	220,574	216,507	7.5	0.8

⁽¹⁾Excludes foreign currency translation effects

Growth was primarily driven by China, France, United States, Hong Kong and Russia. These countries respectively registered strong growth of 28.0%, 13.8%, 9.0%, 7.4 % and 16.0% in net sales during the period at constant exchange rates. Key emerging markets, Russia and China continued to be among the fastest growing countries.

For the three months ended 30 June 2013, the Company remains on track with its retail expansion strategy. Net own store openings were 32 for the period, excluding the 6 stores acquired from the distributor in South Africa. During the quarter under review, a total of 28 stores were renovated or relocated as compared to 18 stores during the same period last year.

Mr. Reinold Geiger, Chairman and Chief Executive Officer of L'Occitane, said, "We believe that in general the demand for natural ingredients-based cosmetics will continue to grow significantly and our commitment to accelerate our retail investment with new stores and retail network upgrades combined with our operational, sales and marketing initiatives will drive our growth and deliver sustainable returns in the long run. The operating environment may remain challenged but we have to move ahead with confidence while making investments in our business platform and pursuing business opportunities, so as to enhance our growth prospects for the future."

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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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