

The background of the slide is a soft, artistic watercolor illustration of various flowers and leaves. There are large, vibrant pink and yellow blossoms in the upper center, with delicate green leaves and smaller yellow flowers scattered around the edges. The overall style is gentle and natural, reflecting the brand's connection to Provence.

L'OCCITANE INTERNATIONAL S.A.

Unaudited Trading Update

For the Six Months Ended 30 September 2013

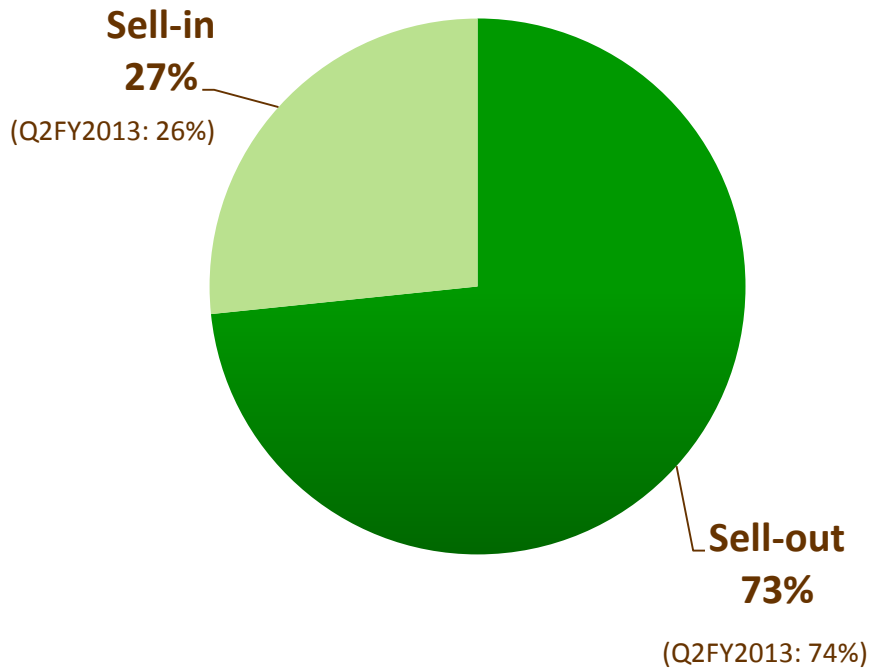
Highlights

For the period ended:	30 Sep 2012	30 Sep 2013	Change
Net Sales (million €)	449.2	446.4	-0.6%
Growth in local currency			+7.2%
Growth per segment in local currency:			
Sell-out			+8.0%
Sell-in			+4.8%
Fastest growing countries (local currency):			
China			+18.7%
Russia			+17.0%
Same Store Sales Growth*	+2.6%	+0.9%	-1.7 pp
Net Store openings excluding acquisitions	57	76	+19

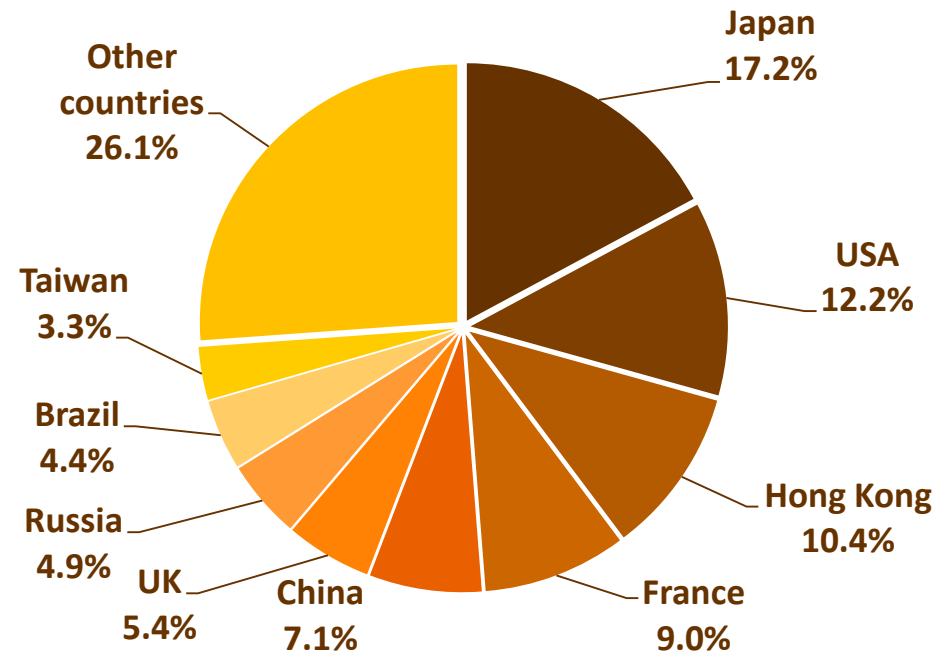
*Including E-commerce and excluding stores closed for renovation.

Net Sales Breakdown

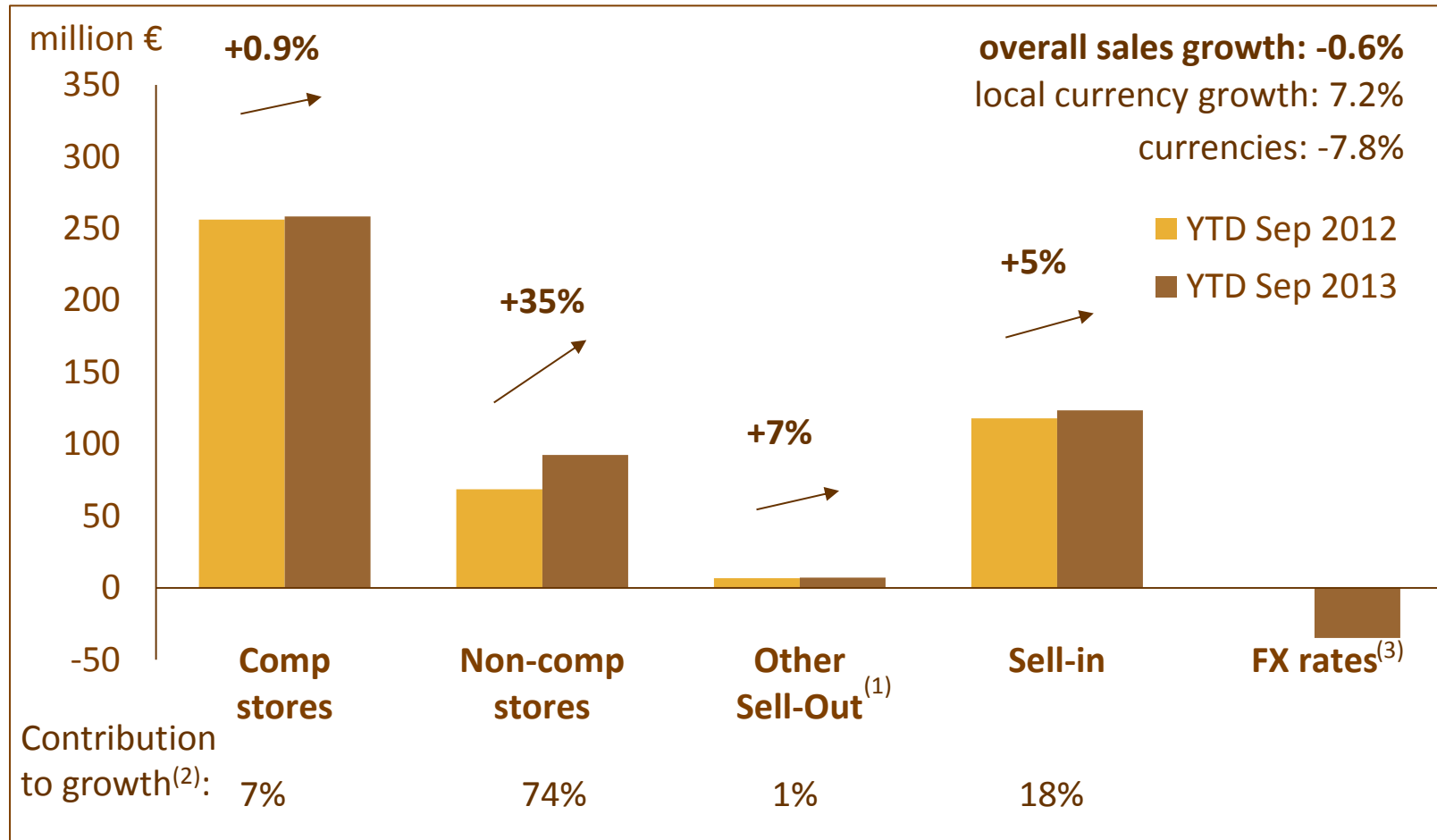
Retail led growth from Sell-out



Exposure to growth markets



Net sales up 7.2%, local currency growth

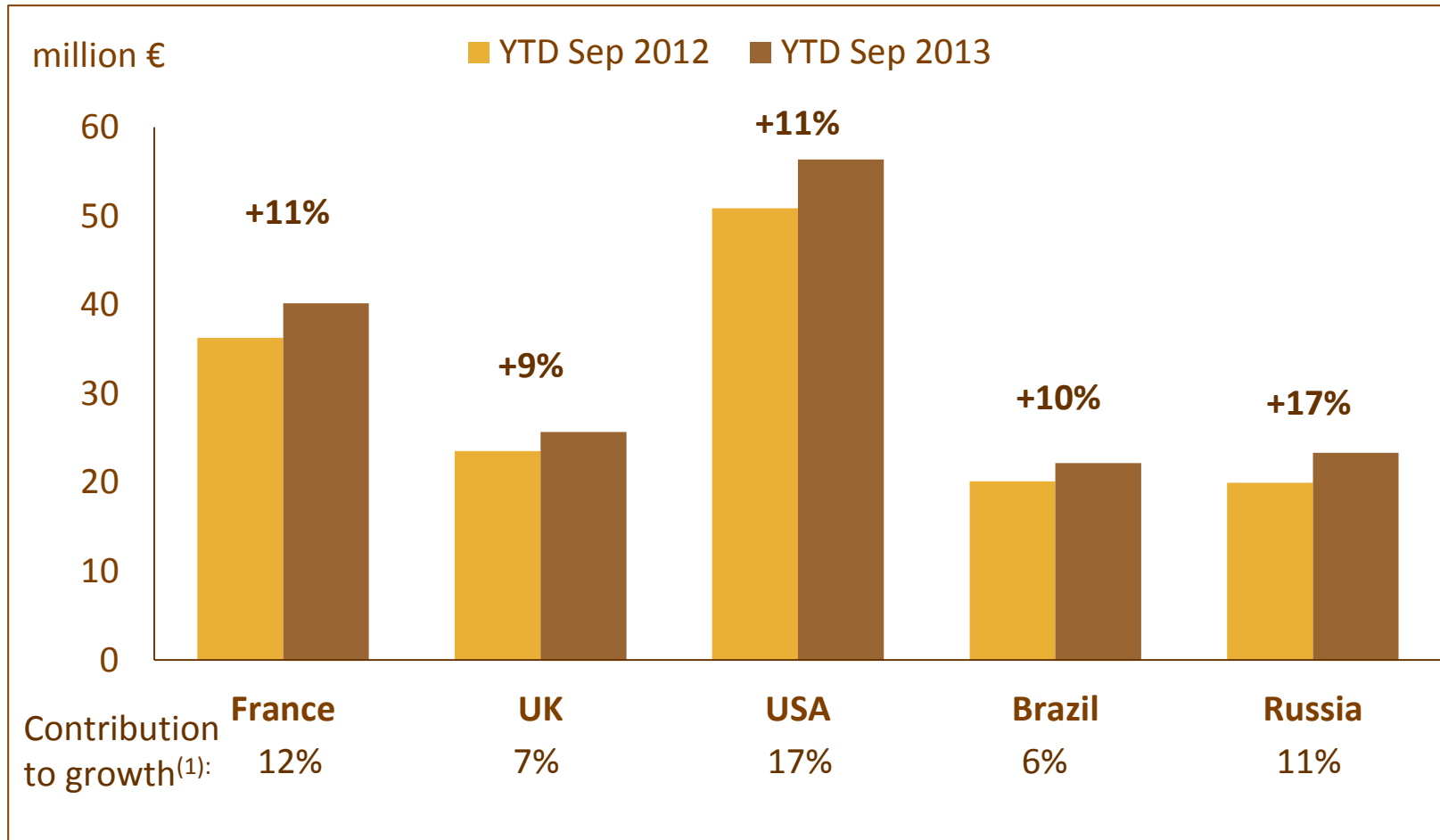


⁽¹⁾ Includes mail-order and other sales

⁽²⁾ Excluding foreign currency translation effects

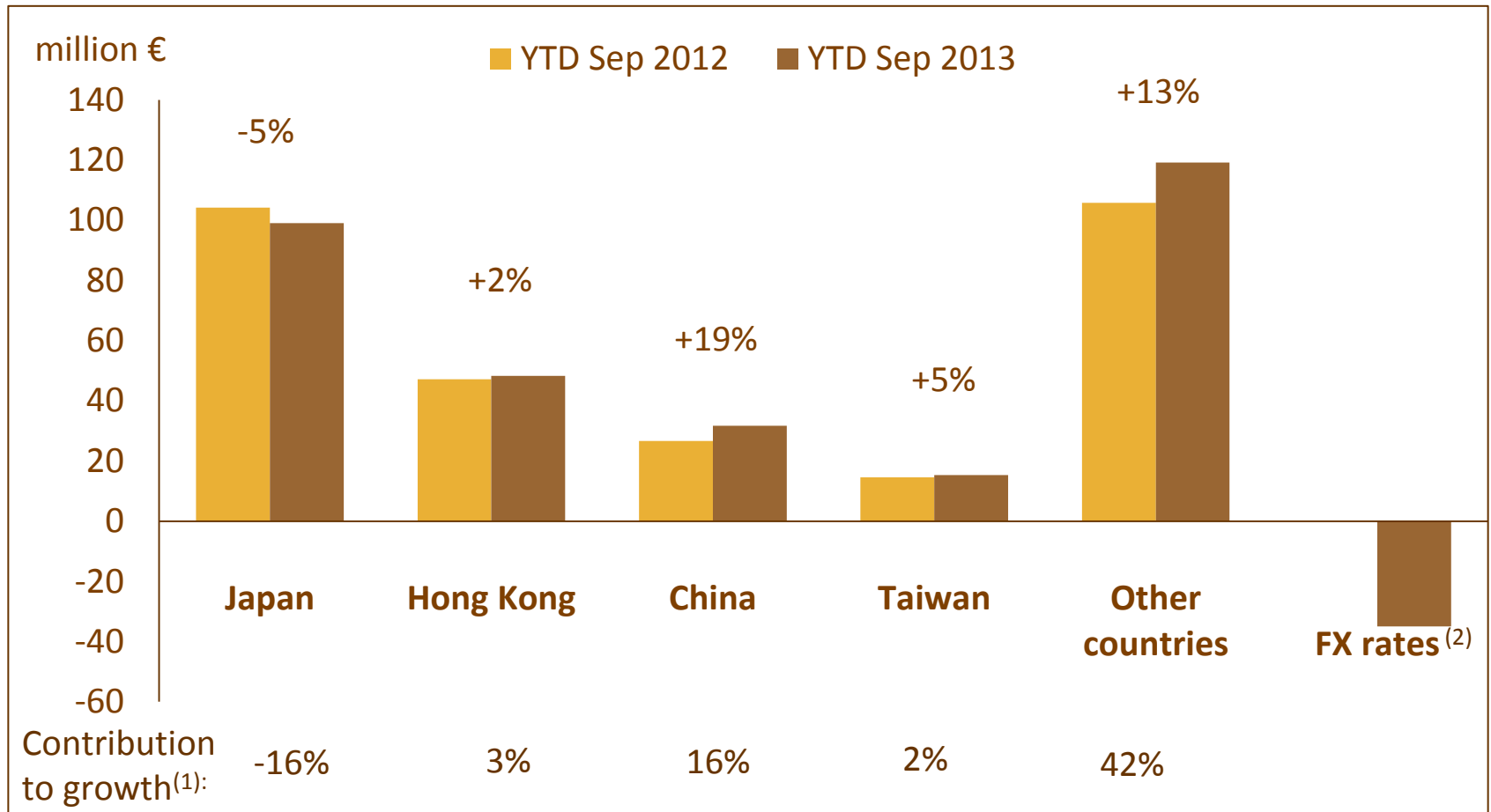
⁽³⁾ The foreign exchange rates impact at 30 September 2013 is negative €35 million as compared to the same period last year at positive €31 million.

Sales growth by geography - 1



⁽¹⁾ Excluding foreign currency translation effects

Sales growth by geography - 2

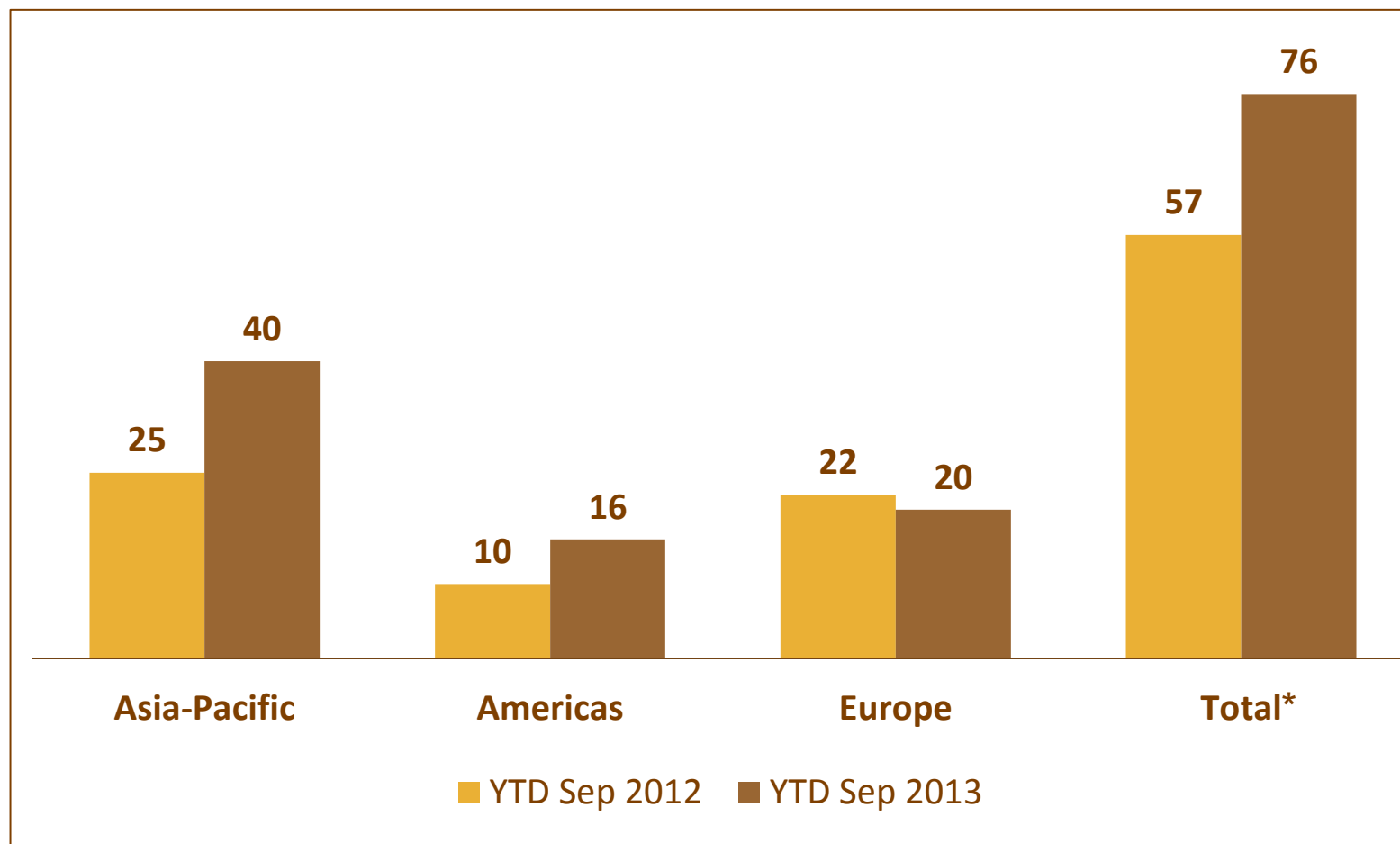


⁽¹⁾ Excluding foreign currency translation effects

⁽²⁾ The foreign exchange rates impact at 30 September 2013 is negative €35 million as compared to the same period last year at positive €31 million.

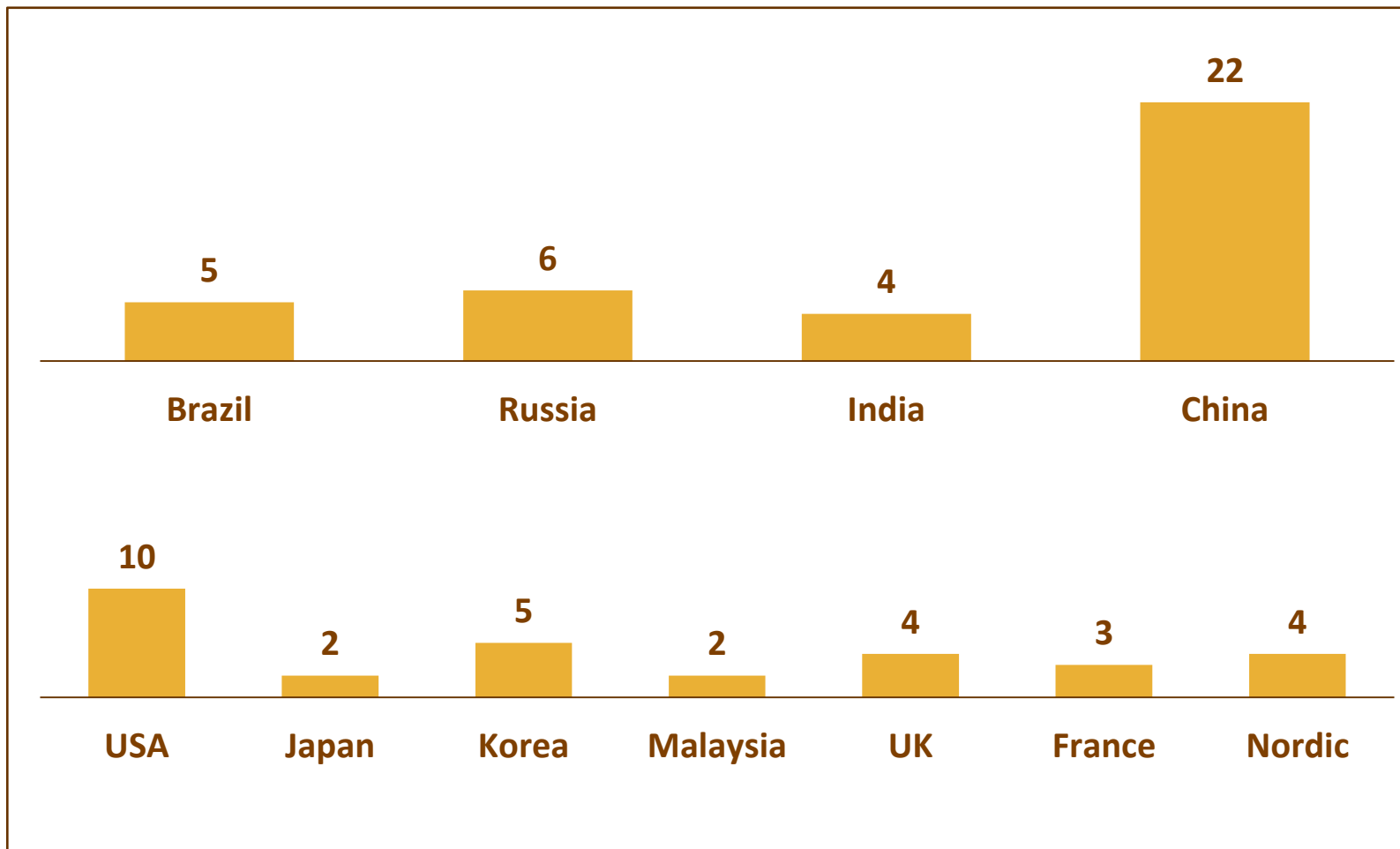
Net store openings by region

- 76 own stores were opened during the 1st half



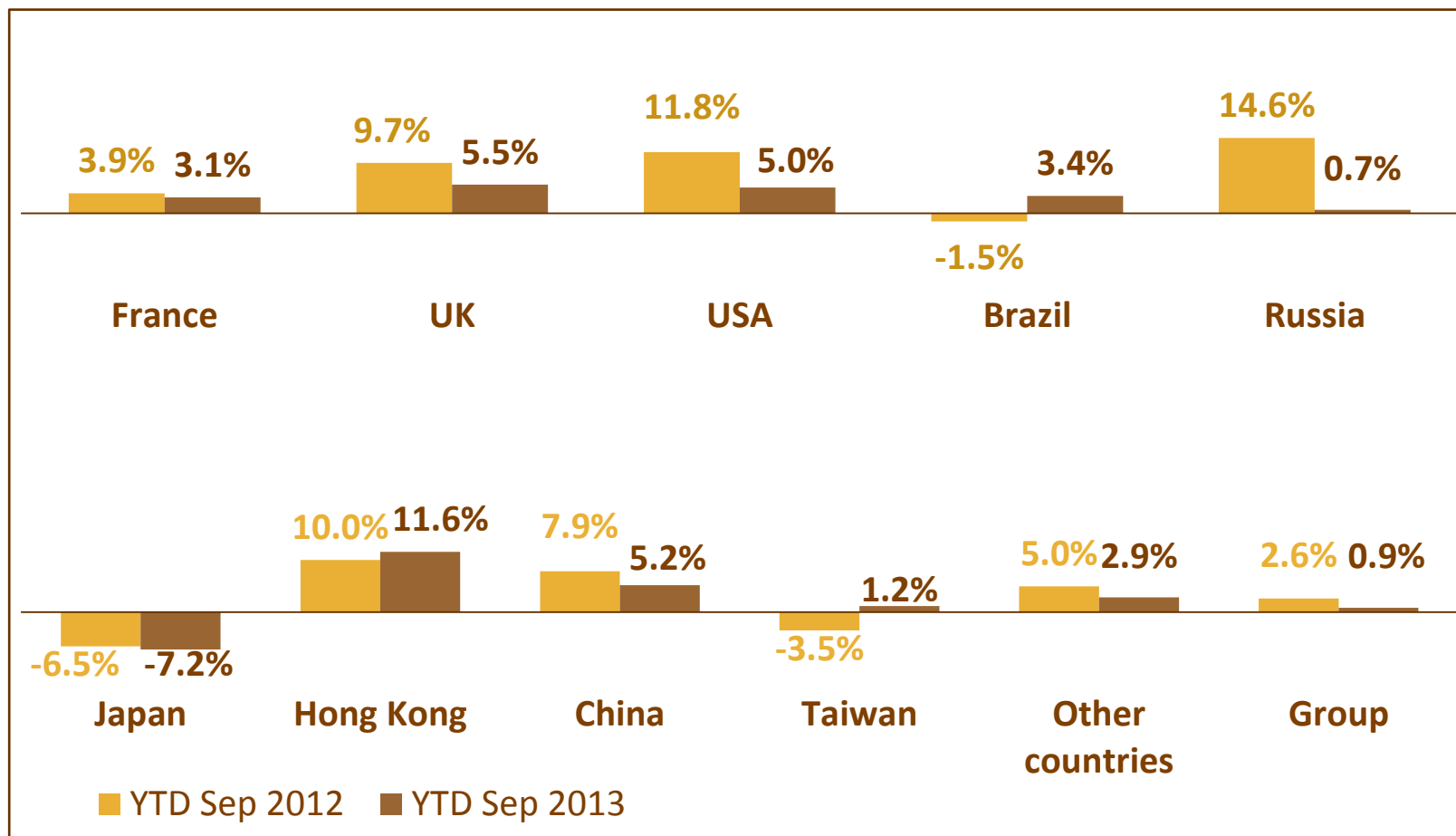
*Excludes acquisition of 6 stores from distributor in South Africa in YTD Sep 2013 and 10 stores from distributor in Ireland in YTD Sep 2012

Net store openings profile



Same store sales growth profile *

- YTD September 2013 as compared to YTD September 2012



*Includes E-commerce and excludes stores closed for renovation.

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.



THANK YOU!

LA COLLECTION DE GRASSE
—
L'OCCITANE
EN PROVENCE