



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 Nine Months ended 31 December 2013

**Same Store Sales Growth Accelerated to 2.5%
Local Currency Sales Growth Reached 8.7%**

* * *

**China and Russia Continued to Drive Growth
at 19% and 18% respectively at constant exchange rates**

(28 January 2014, 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 months ended 31 December 2013.

Net sales for the nine months ended 31 December 2013 reached €803.9 million, representing an increase of 8.7% at constant exchange rates as compared to the same period last year. Growth was primarily driven by the United States, China, Russia and Brazil. China, Russia and Brazil were the fastest-growing markets, with respectively 18.8%, 18.0% and 14.6% growth at constant exchange rates, while net sales growth accelerated to 12.8% in the United States. At constant exchange rates, the sales decline in Japan narrowed to 1.3% for the nine months ended 31 December 2013.

The sell-out sales accounted for 75.4% of the Company's total sales and amounted to €605.8 million, representing an increase of 9.9% at constant exchange rates. Non-comparable Stores contributed mainly towards this growth as well as existing comparable stores, while Same Store Sales Growth accelerated to 2.5%. The Group's online retail channel maintained its momentum with 28.2% growth at constant exchange rates during the period under review.

The sell-in sales accounted for 24.6% of the Company's total sales and amounted to €198.1 million, representing an increase of 4.9% at constant exchange rates. The segment continued to grow under a challenging environment.

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

| €'000 | For the nine months ended 31 Dec | | % Growth ⁽¹⁾ | SSS Growth ⁽¹⁾⁽²⁾ |
|-----------------|----------------------------------|---------|-------------------------|------------------------------|
| | 2013 | 2012 | | |
| Japan | 128,870 | 169,314 | (1.3) | (4.7) |
| Hong Kong | 82,281 | 82,749 | 3.7 | 7.0 |
| China | 56,770 | 48,466 | 18.8 | 3.8 |
| Taiwan | 28,607 | 28,736 | 4.2 | 3.9 |
| France | 69,856 | 65,243 | 7.1 | 2.2 |
| United Kingdom | 47,799 | 45,744 | 9.9 | 5.8 |
| United States | 105,050 | 97,136 | 12.8 | 8.3 |
| Brazil | 36,959 | 36,940 | 14.6 | 5.2 |
| Russia | 42,046 | 38,625 | 18.0 | 0.5 |
| Other Countries | 205,679 | 188,319 | 12.9 | 4.0 |
| Total | 803,917 | 801,271 | 8.7 | 2.5 |

(1) Excludes foreign currency translation effects

(2) Excludes renovated stores

Following the Company's network expansion strategy, net own-store openings were 108, excluding transactions with distributors during the nine months ended 31 December 2013. The Company further continued its planned retail network upgrade with 82 stores renovated or relocated during the period under review, as compared to 55 stores over the same period last year.

Mr. Reinold Geiger, Chairman and Chief Executive Officer of L'Occitane, said, "During the quarter, we had a strong holiday season across major markets. In particular, we are pleased to share that Japan had showed an improvement in sales, especially in the last three months of the period under review.

"Looking forward, we will continue to invest in our brands with new stores and retail network upgrades, as well as focusing on operational, sales and marketing initiatives for brand building to strengthen our portfolio of brands. Combined with our pursuit of business opportunities, we are firm believers that our corporate initiatives will drive growth and deliver sustainable results in the long run."

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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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