



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

**Unaudited Trading Update
For the Year Ended 31 March 2014**

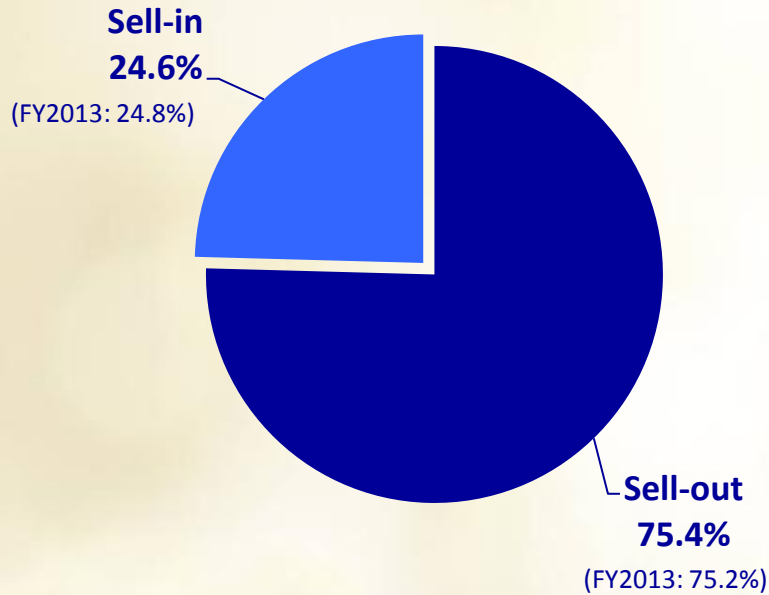
Highlights

	FY 2013	FY 2014	Change
Net Sales (million €)	1,043.4	1,054.9	+1.1%
Growth in local currency			+9.4%
Growth per segment at constant exchange rates:			
Sell-out			+11.0%
Sell-in			+4.5%
Fastest growing countries (local currency):			
Brazil			20.8%
China			19.9%
Same Store Sales Growth *	2.4%	3.7%	+1.3 pp
Comparable net store openings	135	115	-20

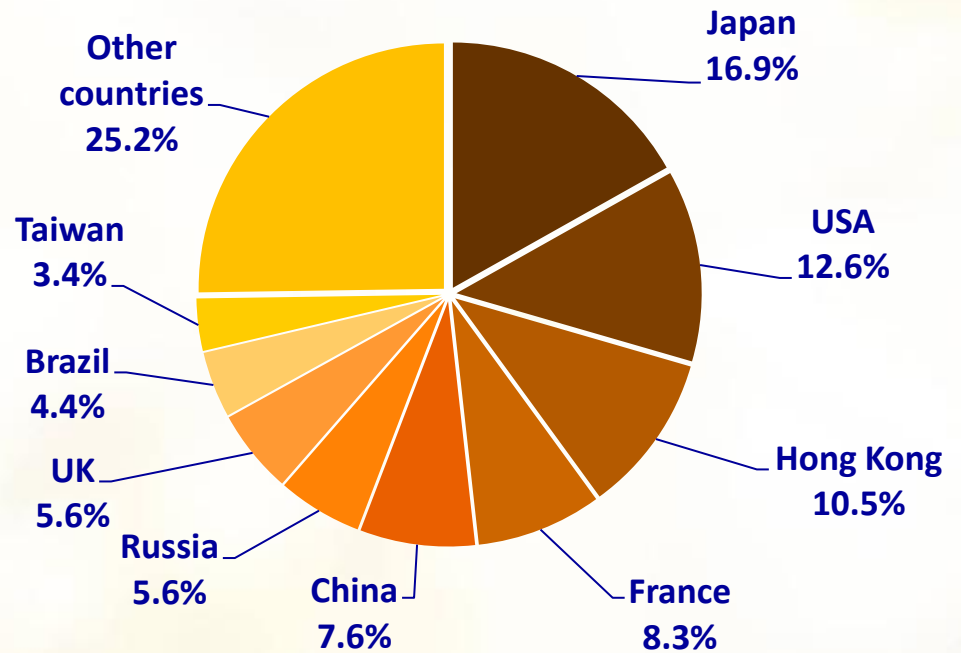
*Including E-commerce and excluding stores closed for renovation.

Net Sales Breakdown

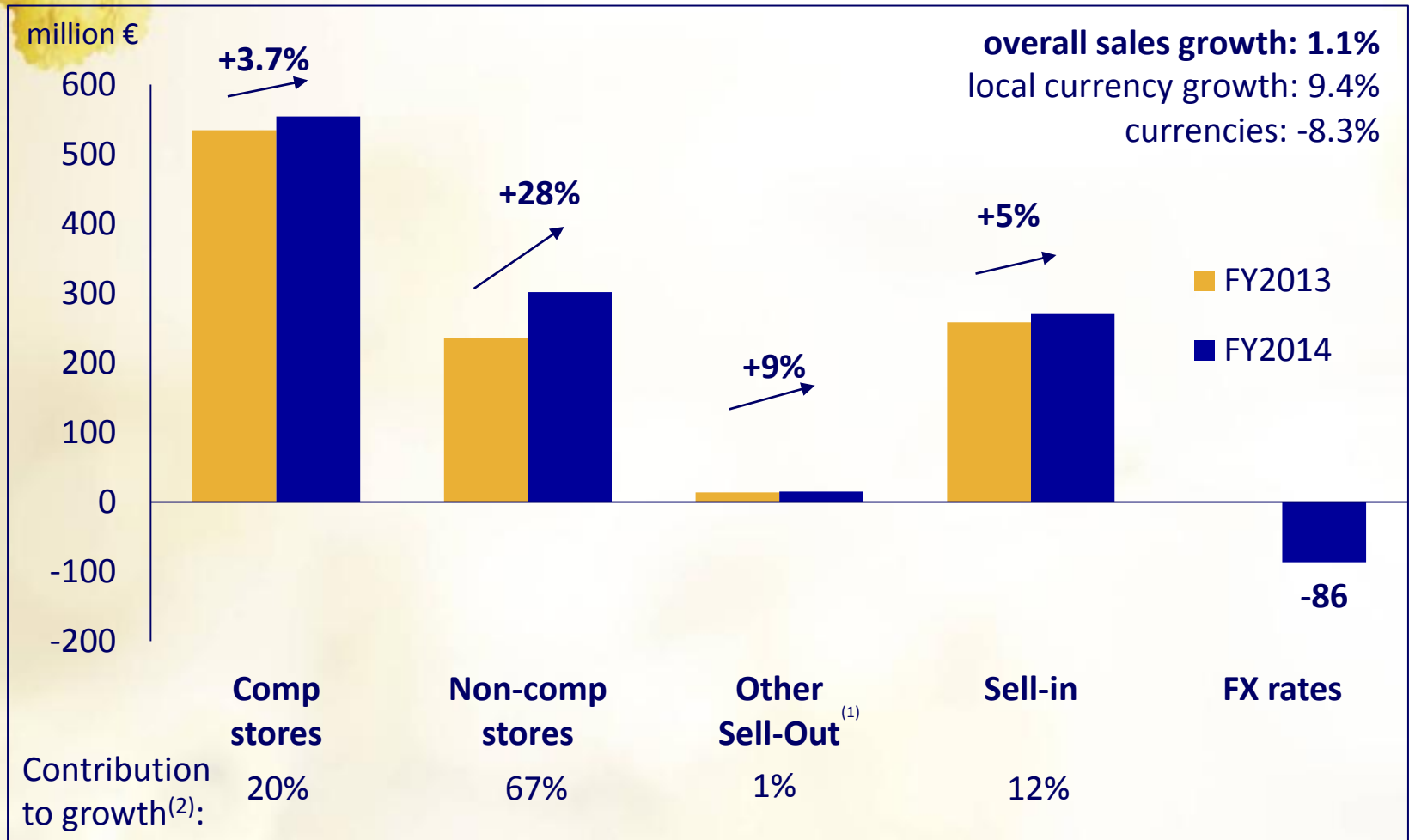
Retail led growth from Sell-out



Exposure to growth markets



Net sales up 9.4%, local currency growth

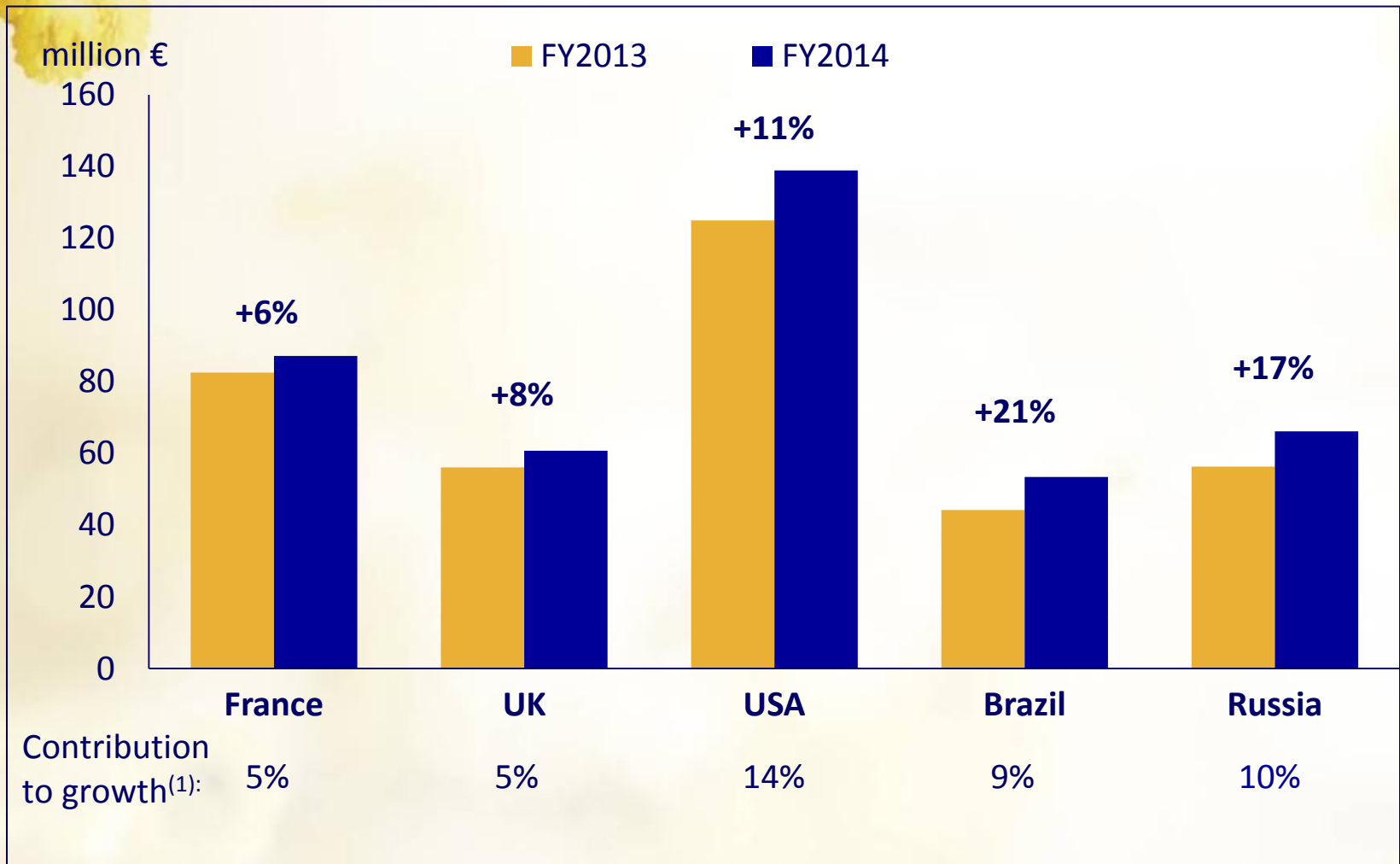


⁽¹⁾ Includes mail-order and other sales

⁽²⁾ Excluding foreign currency translation effects

Sales growth by geography – Americas and Europe

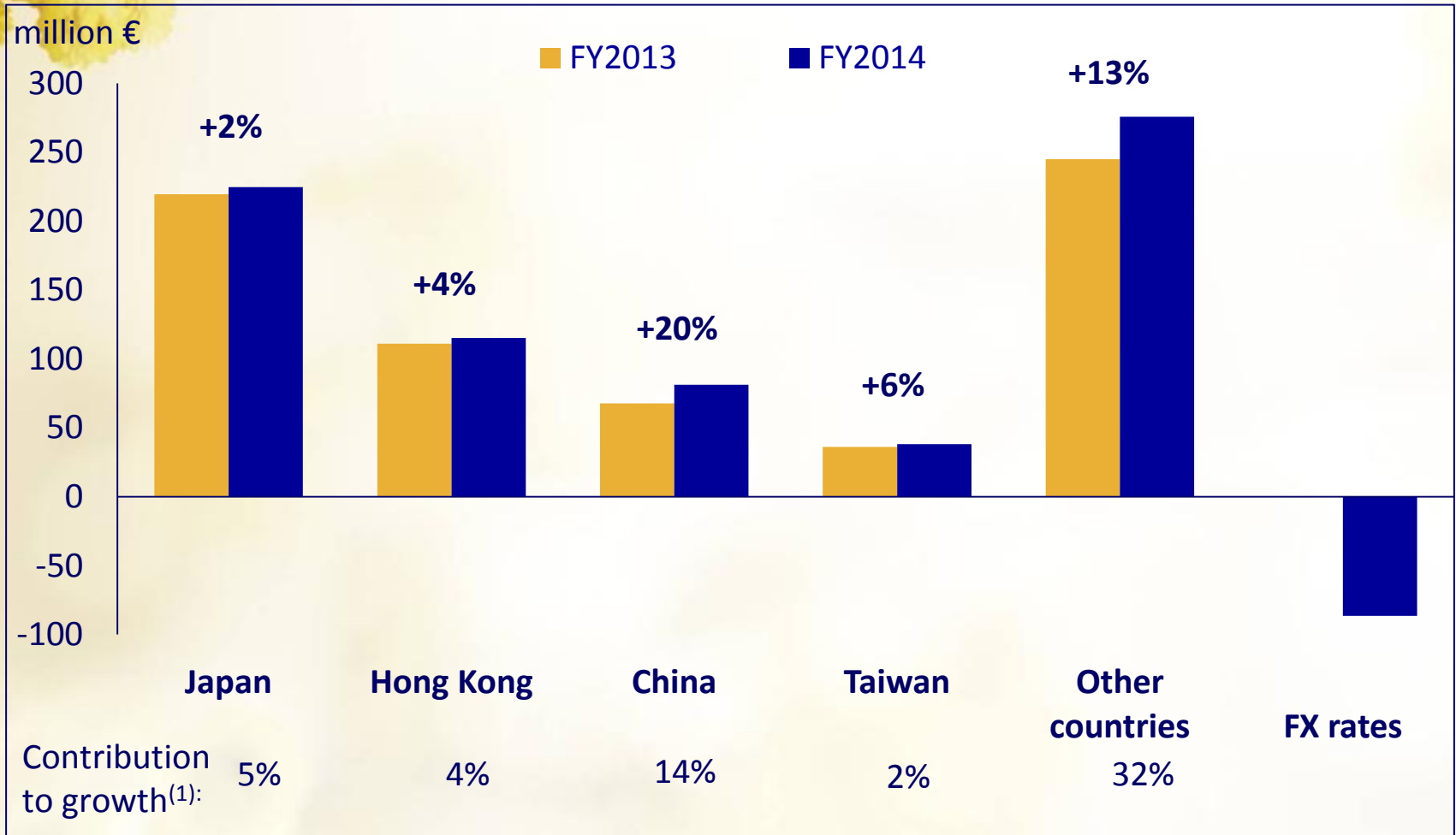
- Local currency growth



⁽¹⁾ Excluding foreign currency translation effects

Sales growth by geography – Asia & Other Countries

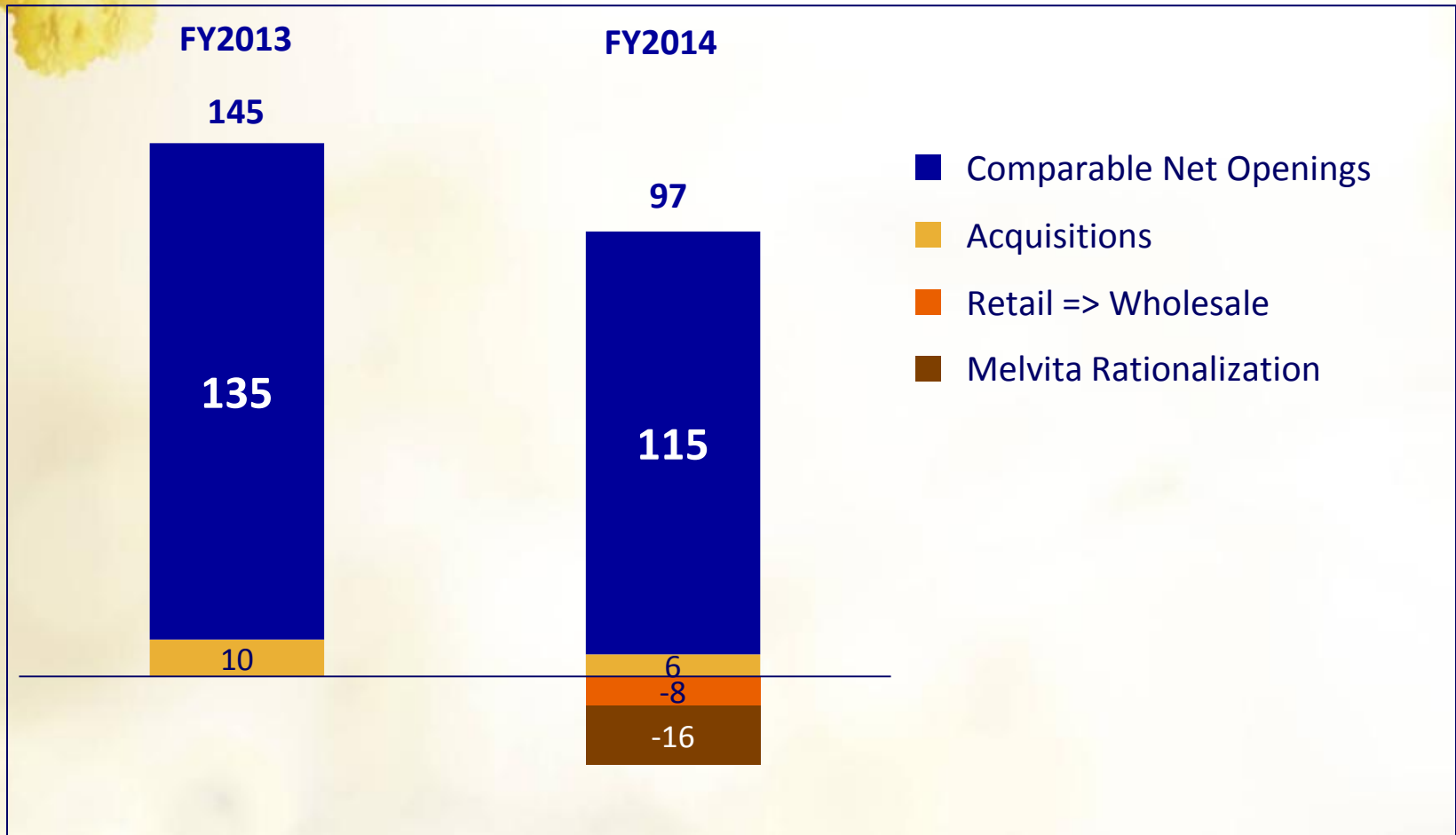
- Local currency growth



⁽¹⁾ Excluding foreign currency translation effects

Comparable net store openings

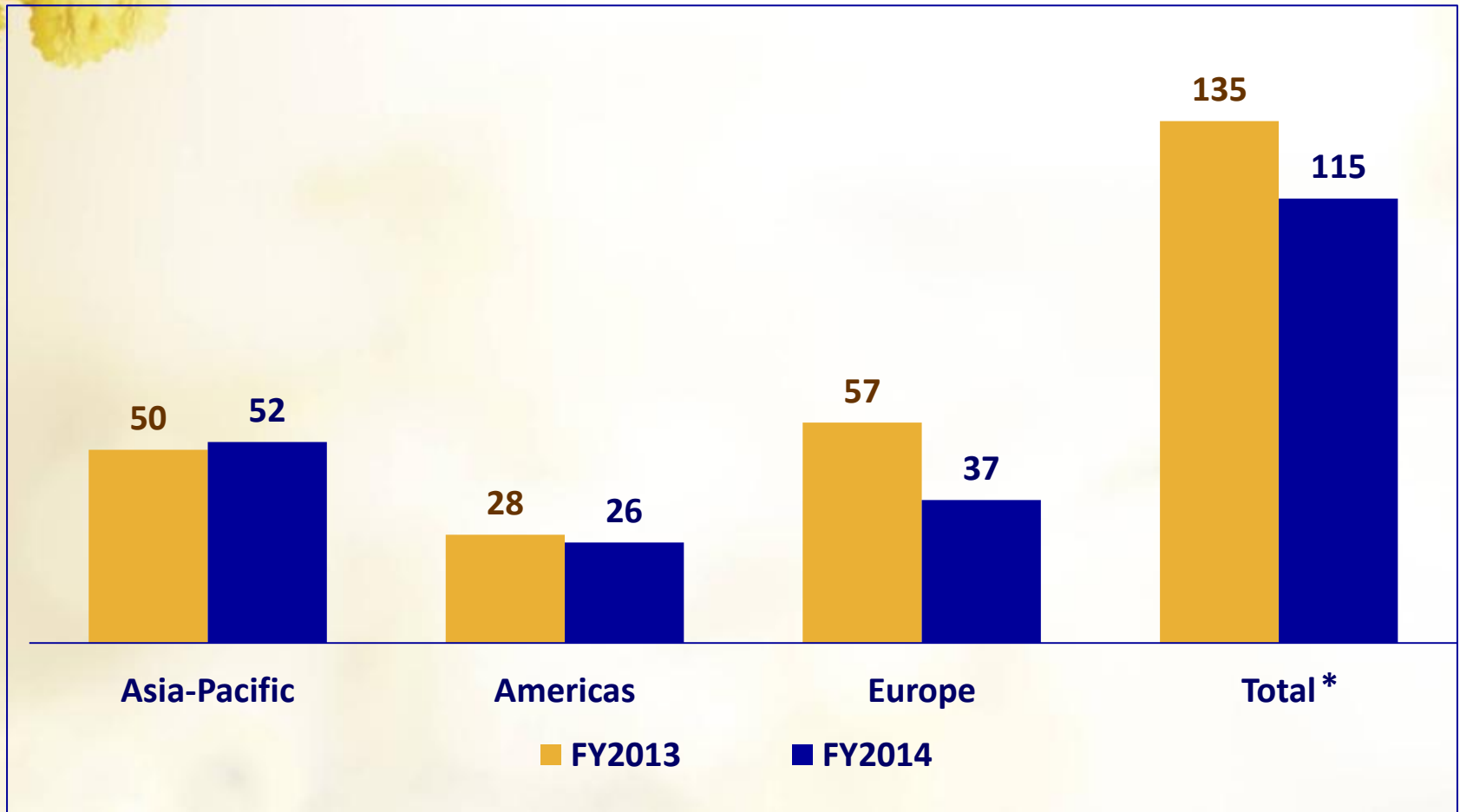
- Excluding acquisition, transfer and rationalization



*6 stores were acquired from distributor in South Africa, 8 stores were transferred from retail to wholesale in China and 16 Melvita stores closed during store rationalization in FY2014, and 10 stores acquired from distributor in Ireland in FY2013.

Comparable net store openings by region

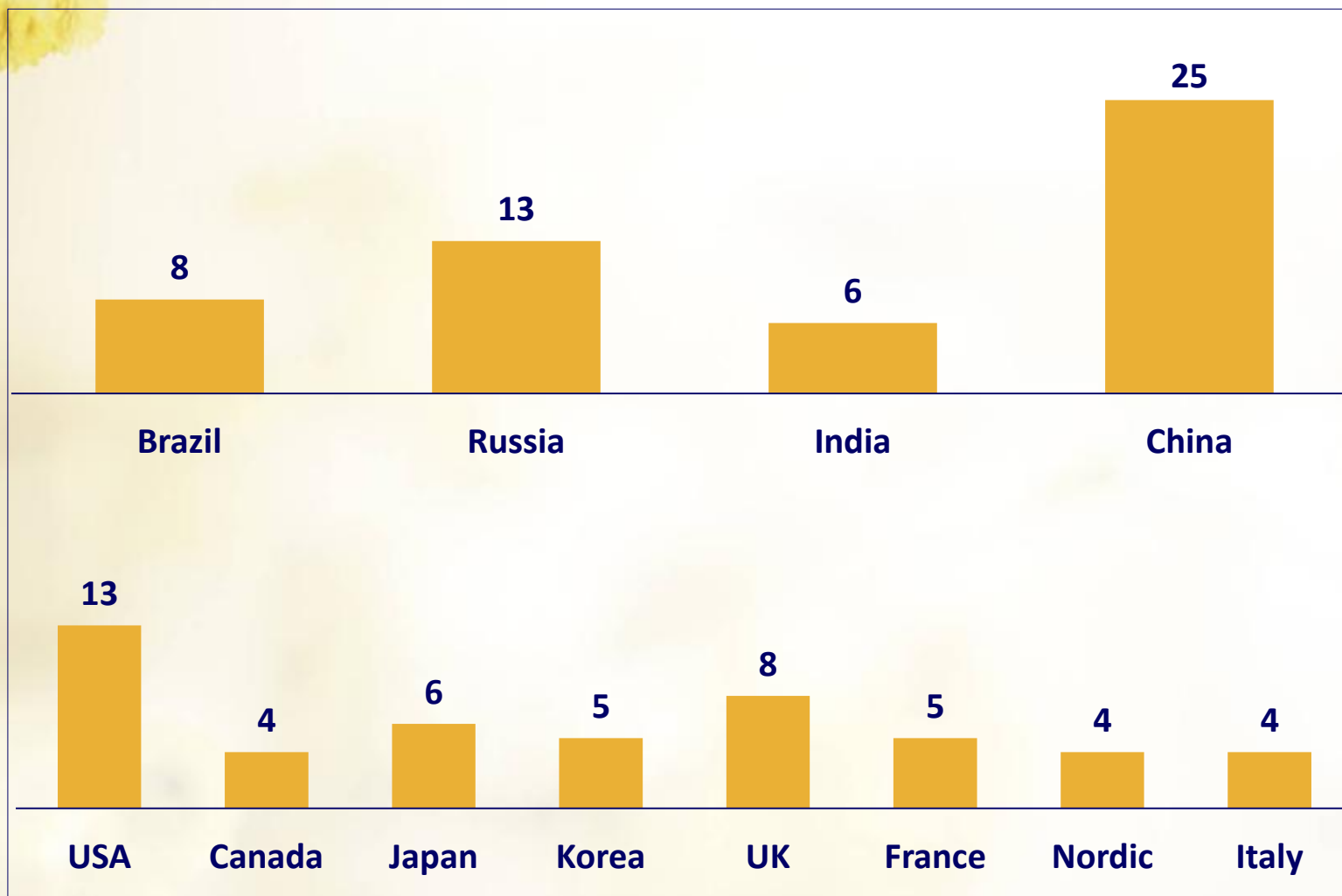
- 115 own stores opened in FY2014



*Excluding 6 stores acquired from distributor in South Africa, 8 stores transferred from retail to wholesale in China and 16 Melvita stores closed during store rationalization in FY2014, and 10 stores acquired from distributor in Ireland in FY2013.

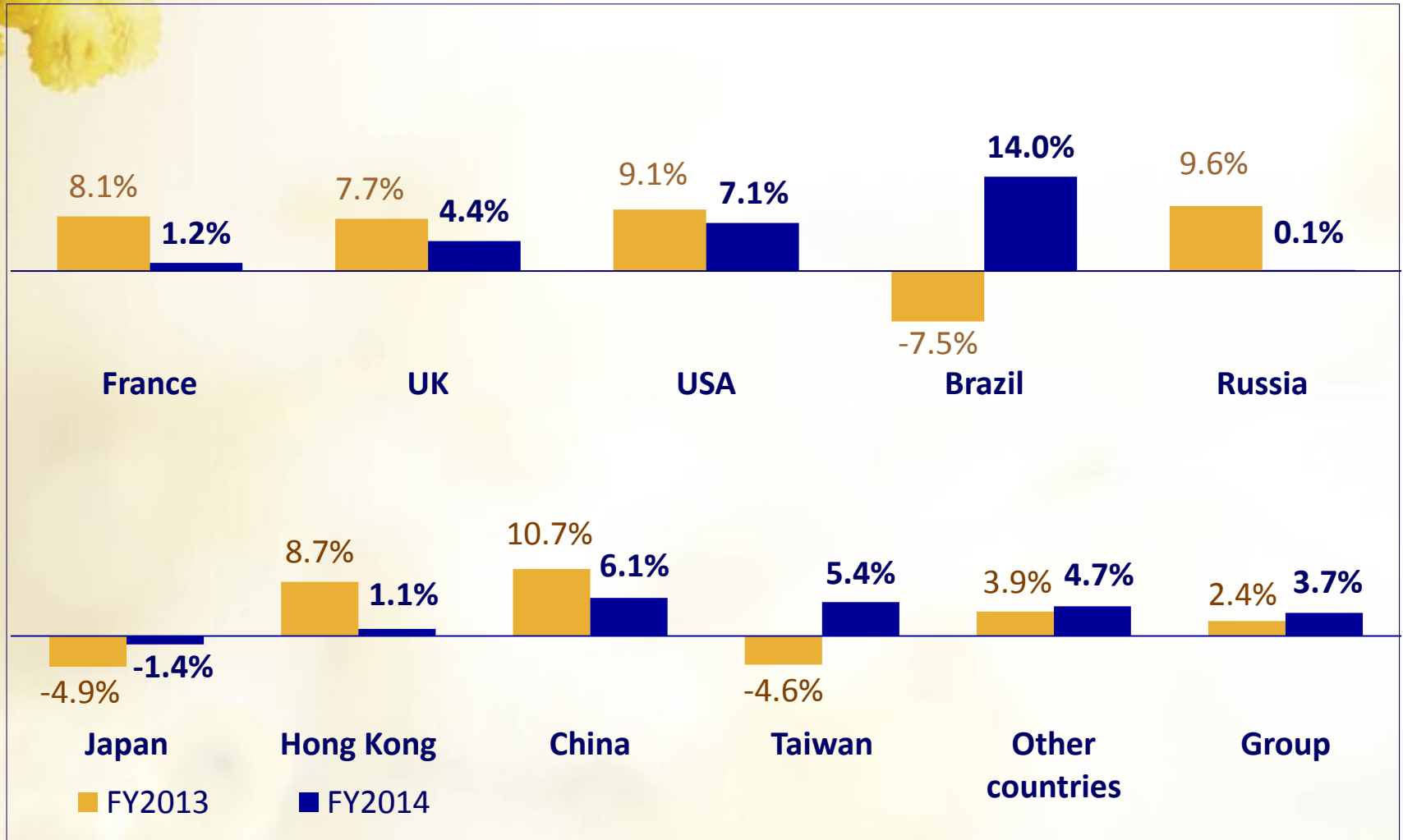
Comparable net store openings profile

- Excluding acquisition, transfer and rationalization



Same store sales growth profile *

- FY2014 as compared to FY2013



*Including E-commerce and excluding 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.

The End