



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 Year ended 31 March 2014

**Local Currency Sales Growth at 9.4%
Same Store Sales Growth Accelerated to 3.7%**

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**Online Retail Channel Outperformed with 29.7% Growth
Brazil, China and Russia Posted Growth at 20.8%, 19.9% and 17.4%
respectively at constant exchange rates**

(29 April 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 year ended 31 March 2014.

Net sales for the year ended 31 March 2014 reached €1,054.9 million, representing an increase of 9.4% at constant exchange rates as compared to the same period last year. Growth was primarily driven by the United States, China, Russia and Brazil. Brazil, China and Russia were the fastest-growing markets, with respectively 20.8%, 19.9% and 17.4% growth at constant exchange rates, while net sales growth in the United States maintained at a relatively stable level, reaching 11.2%. At constant exchange rates, Japan showed an improvement in sales trend, particularly during the last three months of the period under review, recording sales growth of 2.4% for the year.

The sell-out sales accounted for 75.4% of the Company's total sales and amounted to €795.7 million, representing 11.0% growth 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 3.7%. The Company's online retail channel continued to outperform with 29.7% growth at constant exchange rates during the year under review.

The sell-in sales accounted for 24.6% of the Company's total sales and amounted to €259.2 million, representing 4.5% growth at constant exchange rates. The segment continued to grow under a challenging environment and accounted for 12.0% of the Company's overall growth.

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

€'000	For the year ended 31 March		% Growth ⁽¹⁾	SSS Growth ⁽¹⁾⁽²⁾
	2014	2013		
Japan	177,749	219,455	2.4	(1.4)
Hong Kong	110,674	111,007	3.8	1.1
China	79,893	67,724	19.9	6.1
Taiwan	36,338	36,196	5.5	5.4
France	87,142	82,532	5.6	1.2
United Kingdom	58,582	56,086	8.3	4.4
United States	133,264	124,916	11.2	7.1
Brazil	45,992	44,217	20.8	14.0
Russia	59,034	56,309	17.4	0.1
Other Countries	266,203	244,921	12.6	4.7
Total	1,054,872	1,043,363	9.4	3.7

(1) Excludes foreign currency translation effects

(2) Excludes renovated stores

During the year under review, the Company remained committed to its retail expansion strategy, with net own-store openings at 97, excluding exceptional events during the year ended 31 March 2014. The Company further continued its planned retail network upgrade with 121 stores renovated or relocated during the year under review, as compared to 74 stores last year.

Mr. Reinold Geiger, Chairman and Chief Executive Officer of L'Occitane, said, "During the year under review, we delivered decent results and accelerated growth through our well-executed corporate activities across the various departments such as operations, sales and marketing. We are very pleased with our performance in Japan, which has shown an improvement from the third quarter of this financial year.

"Looking forward, we remain committed to supporting sales growth and strengthening our global presence through store openings and renovations, as well as investing in long term developments. In the coming year, we are positioned to capture new growth opportunities as we execute the initiatives for our new brands. We strongly believe that our solid business foundation will allow us to pursue the next steps in our business strategy, while creating long term value for our shareholders."

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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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