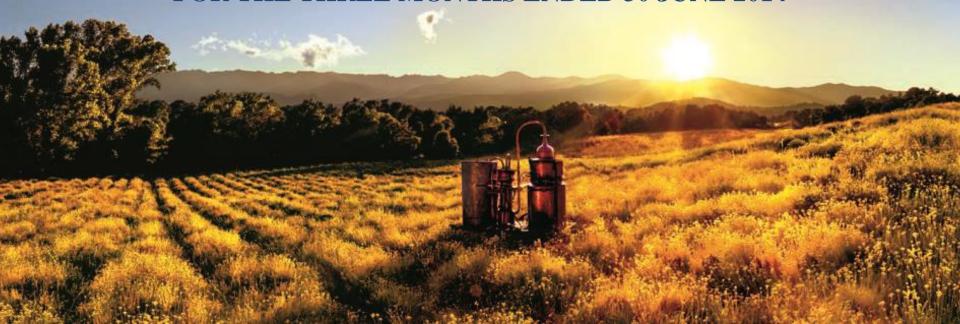
L'OCCITANE INTERNATIONAL S.A.

UNAUDITED TRADING UPDATE FOR THE THREE MONTHS ENDED 30 JUNE 2014



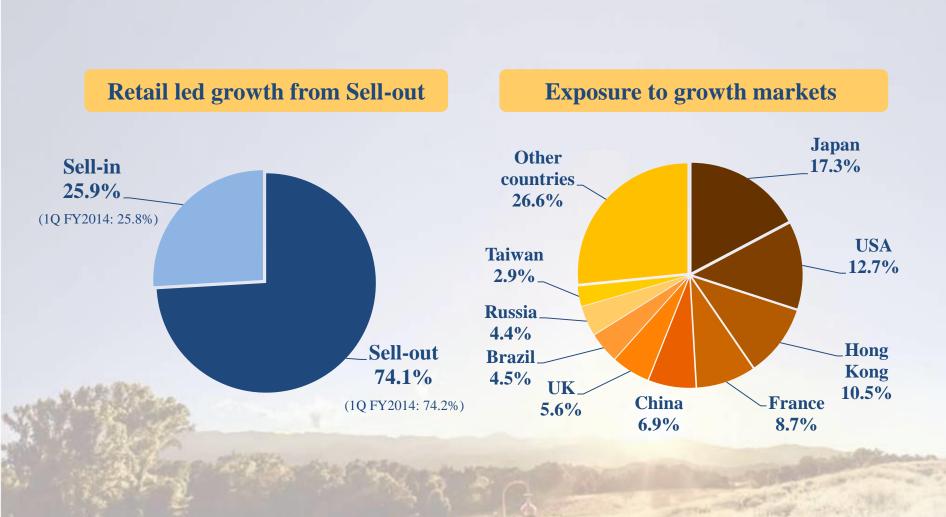
Highlights

For the period ended:	30 Jun	30 Jun	
	2013	2014	Change
Net sales (million €)	220.6	233.7	+6.0%
Growth in local currency			+11.4%
Growth per segment at constant exchange rates:			
Sell-out			+12.0%
Sell-in			+9.6%
Fastest growing countries (local currency):			
China			+17.8%
United States			+15.3%
Same Store Sales Growth *	+0.8%	+6.2%	+5.4 pp
Net Store openings excluding acquisition	32	20	12
The cultivity of the same			Branch Stewart

^{*}Including E-commerce and excluding stores closed for renovation

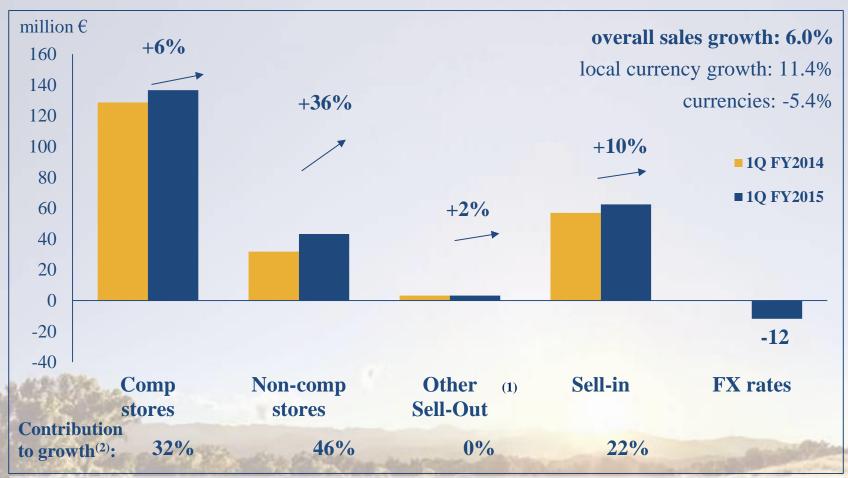


Net Sales Breakdown



Net sales up 11.4%

(Local currency growth)



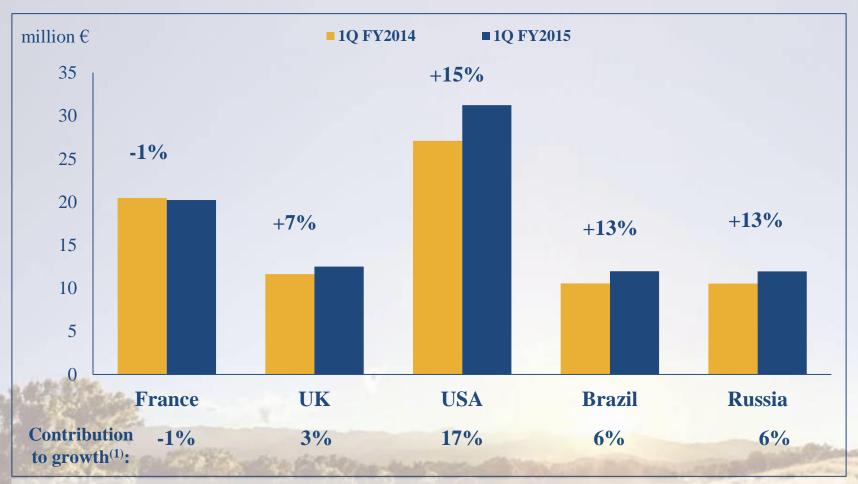
⁽¹⁾ Includes mail-order and other sales



⁽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 and Other Countries

(Local currency growth)

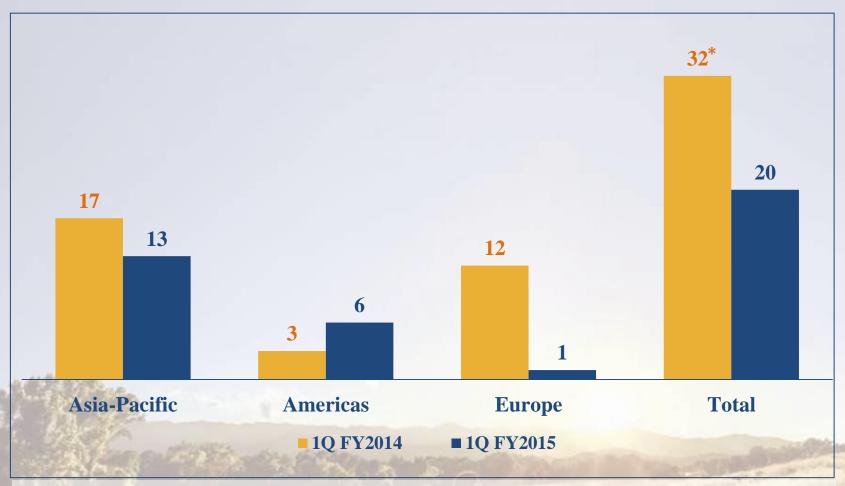


⁽¹⁾ Excluding foreign currency translation effects



Net store openings by region:

20 own-stores opened during the three months ended 30 June 2014

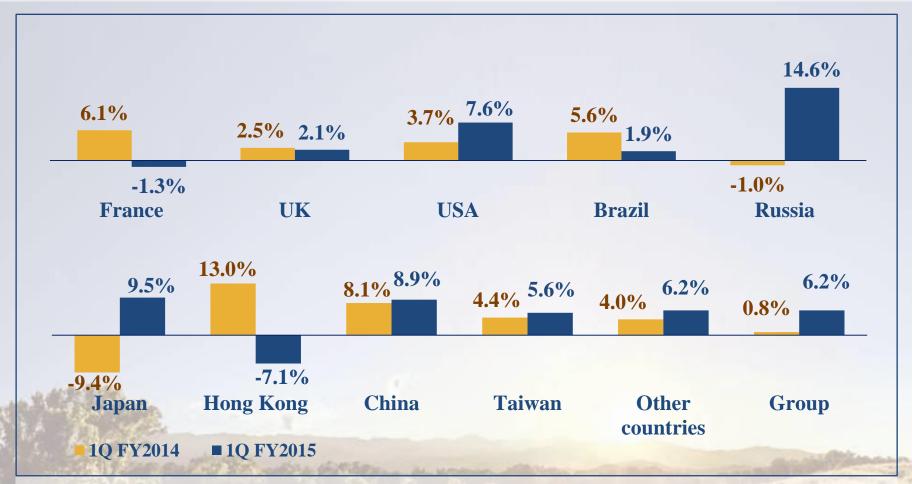


*Excluding 6 stores acquired from distributor in South Africa in June 2013



Same store sales growth profile*

- YTD June 2014 as compared to YTD June 2013



^{*}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 financial information and certain other information presented in a number of tables have been rounded to the nearest whole number or the nearest decimal. Therefore, the sum of the numbers in a column may not conform exactly to the total figure given for that column. In addition, certain percentages presented in the tables reflect calculations based upon the underlying information prior to rounding and, accordingly, may not conform exactly to the percentages that would be derived if the relevant calculations were based upon the rounded numbers.



