

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

**UNAUDITED TRADING UPDATE
FOR THE NINE MONTHS ENDED 31 DECEMBER 2014**



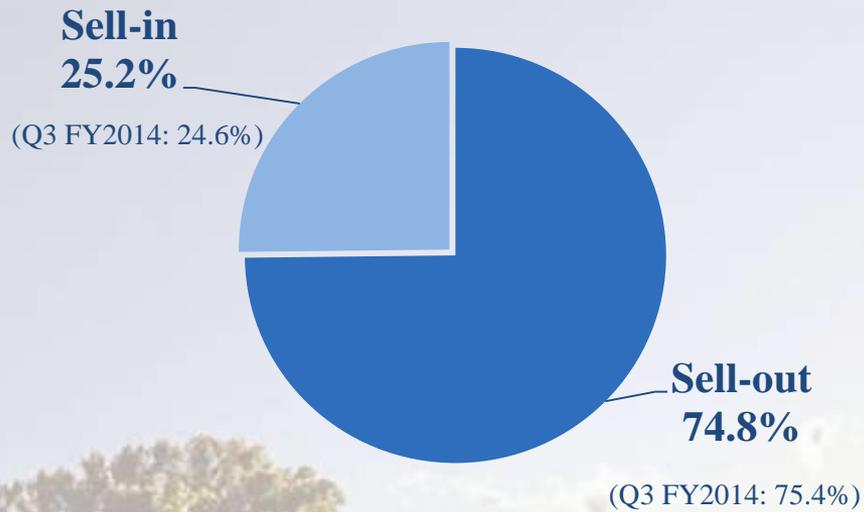
Highlights

For the period ended:	31 Dec 2013	31 Dec 2014	Change
Net sales (million €)	803.9	882.3	+9.8%
Growth in local currency			+10.8%
Growth per segment at constant exchange rates:			
Sell-out			+10.4%
Sell-in			+12.0%
Fastest growing countries (local currency):			
China			+19.5%
Hong Kong			+15.8%
Same Store Sales Growth *	+2.5%	+5.9%	+3.4 pp
Net Store openings excluding acquisition	101	75	-26
Stores renovated or relocated	82	86	+4

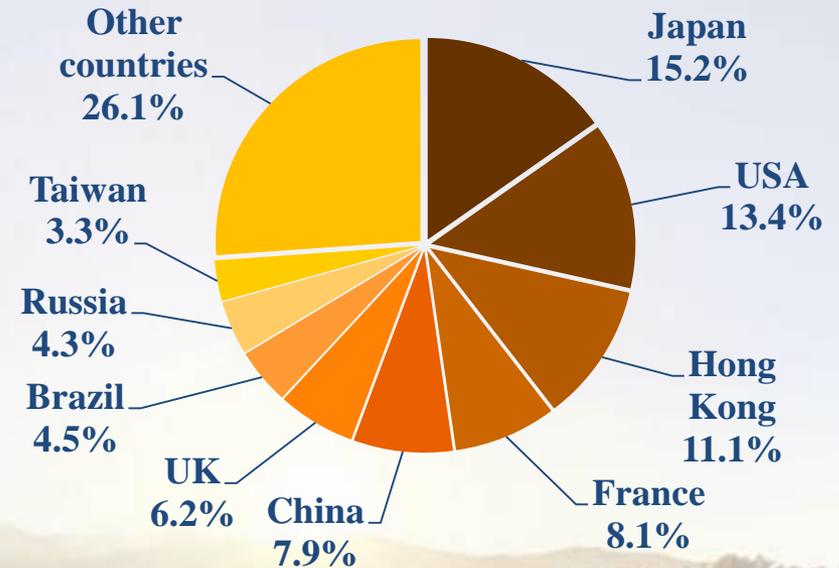
*Including E-commerce and excluding stores closed for renovation

Net Sales Breakdown

Sales by segment

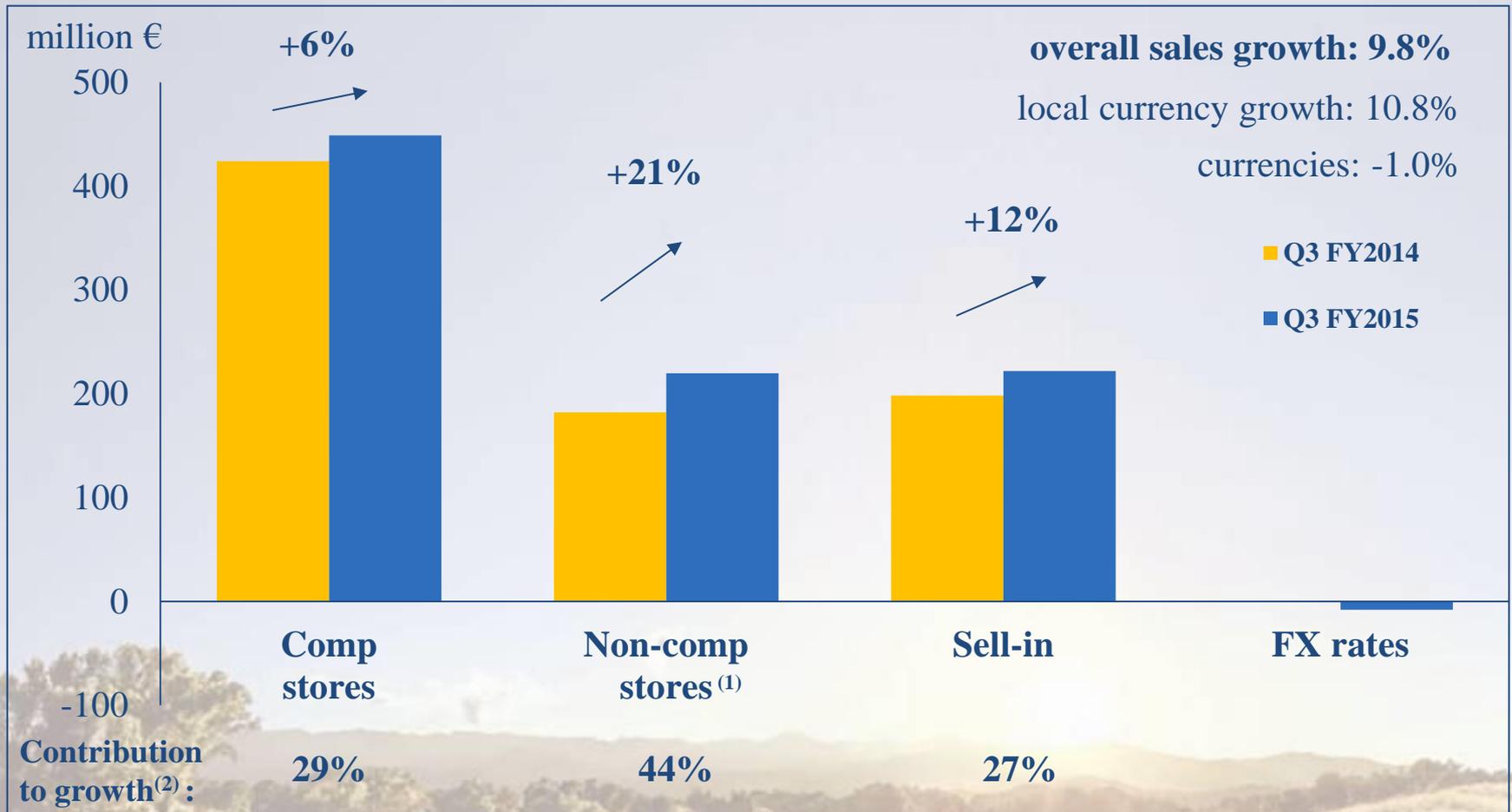


Exposure to growth markets



Net sales up 10.8%

(Local currency growth)

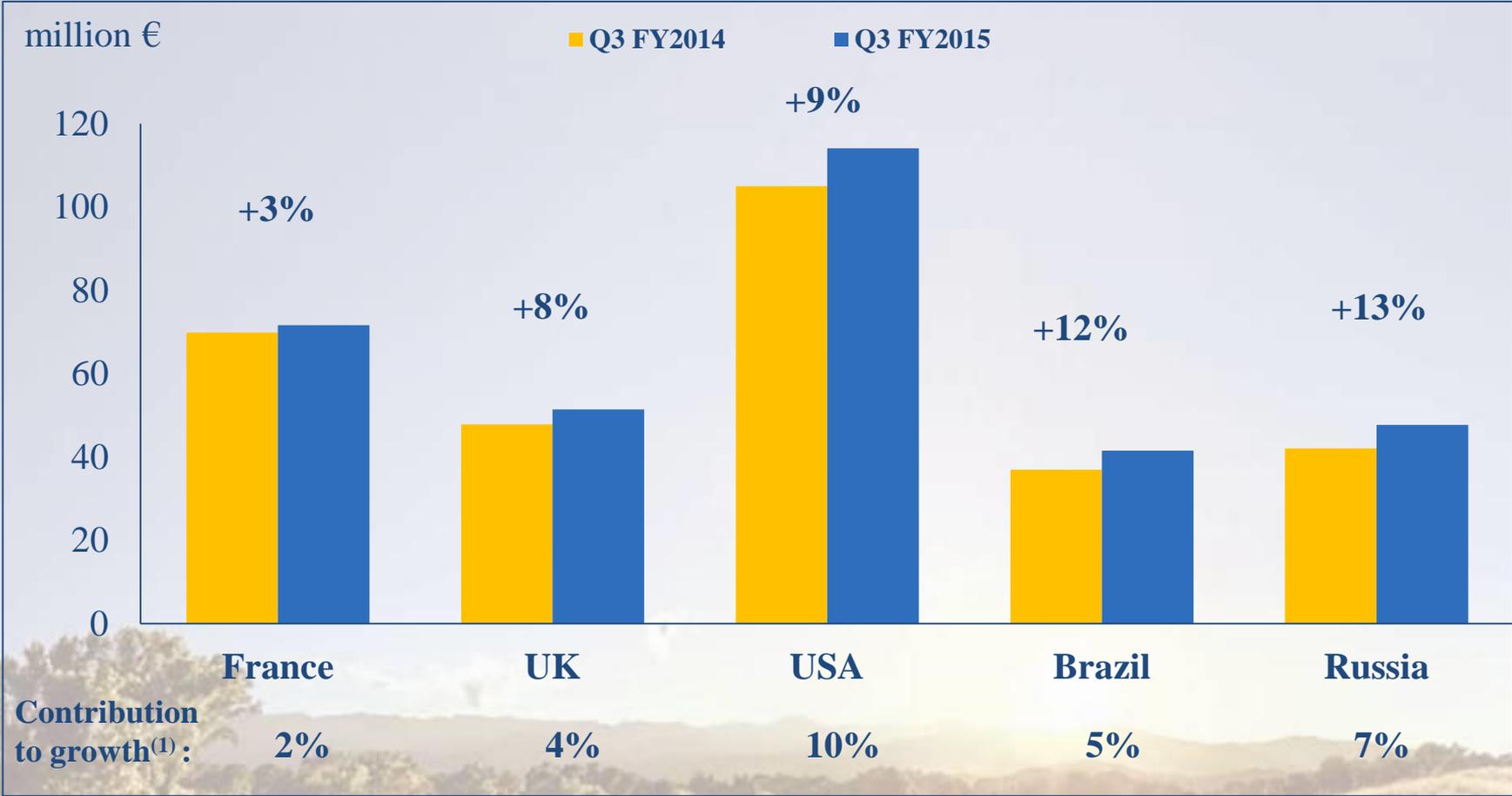


⁽¹⁾ Includes mail-order and other sales

⁽²⁾ Excluding foreign currency translation effects

Sales growth by geography – Americas and Europe

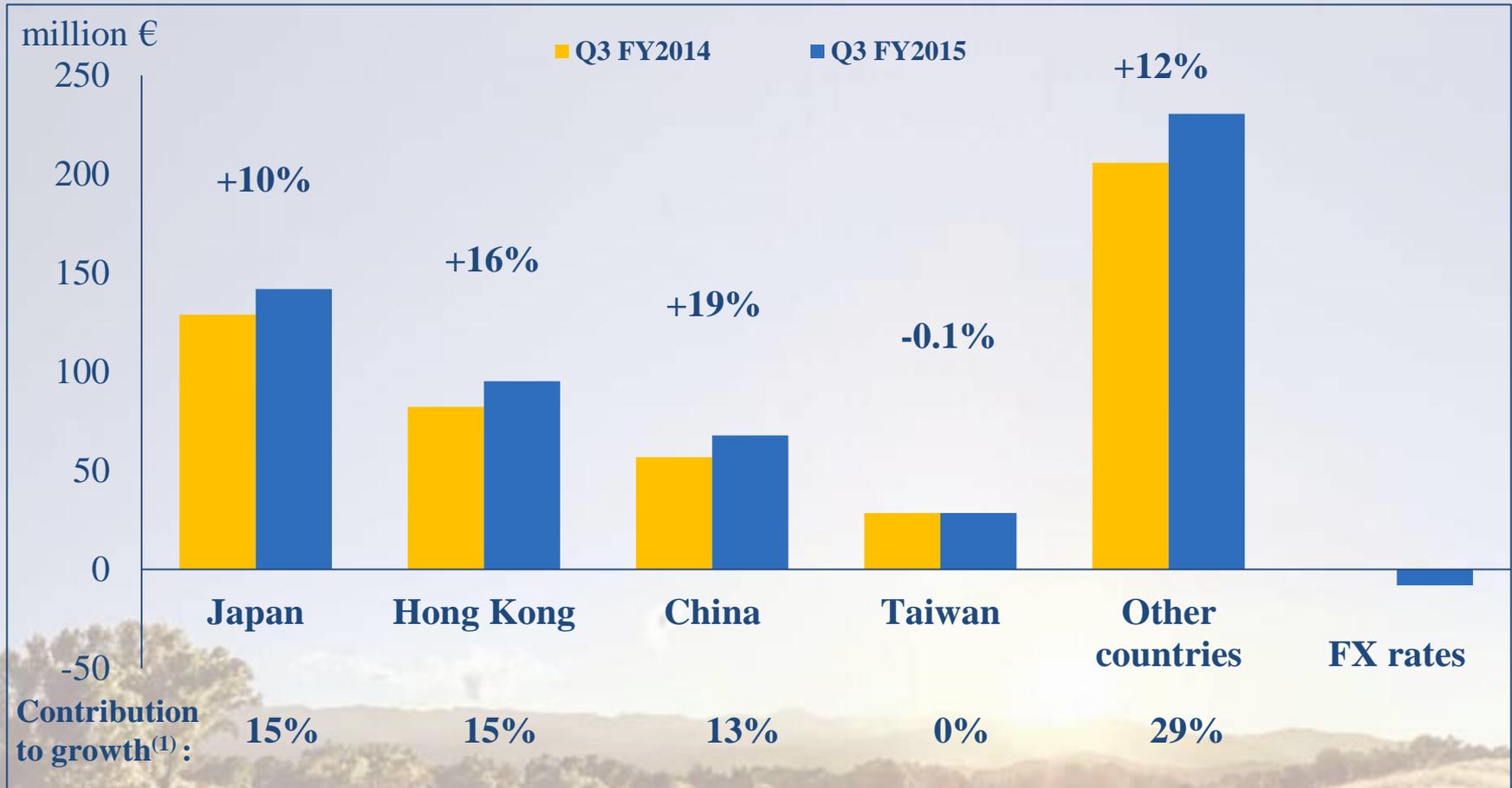
(Local currency growth)



⁽¹⁾ Excluding foreign currency translation effects

Sales growth by geography – Asia and Other Countries

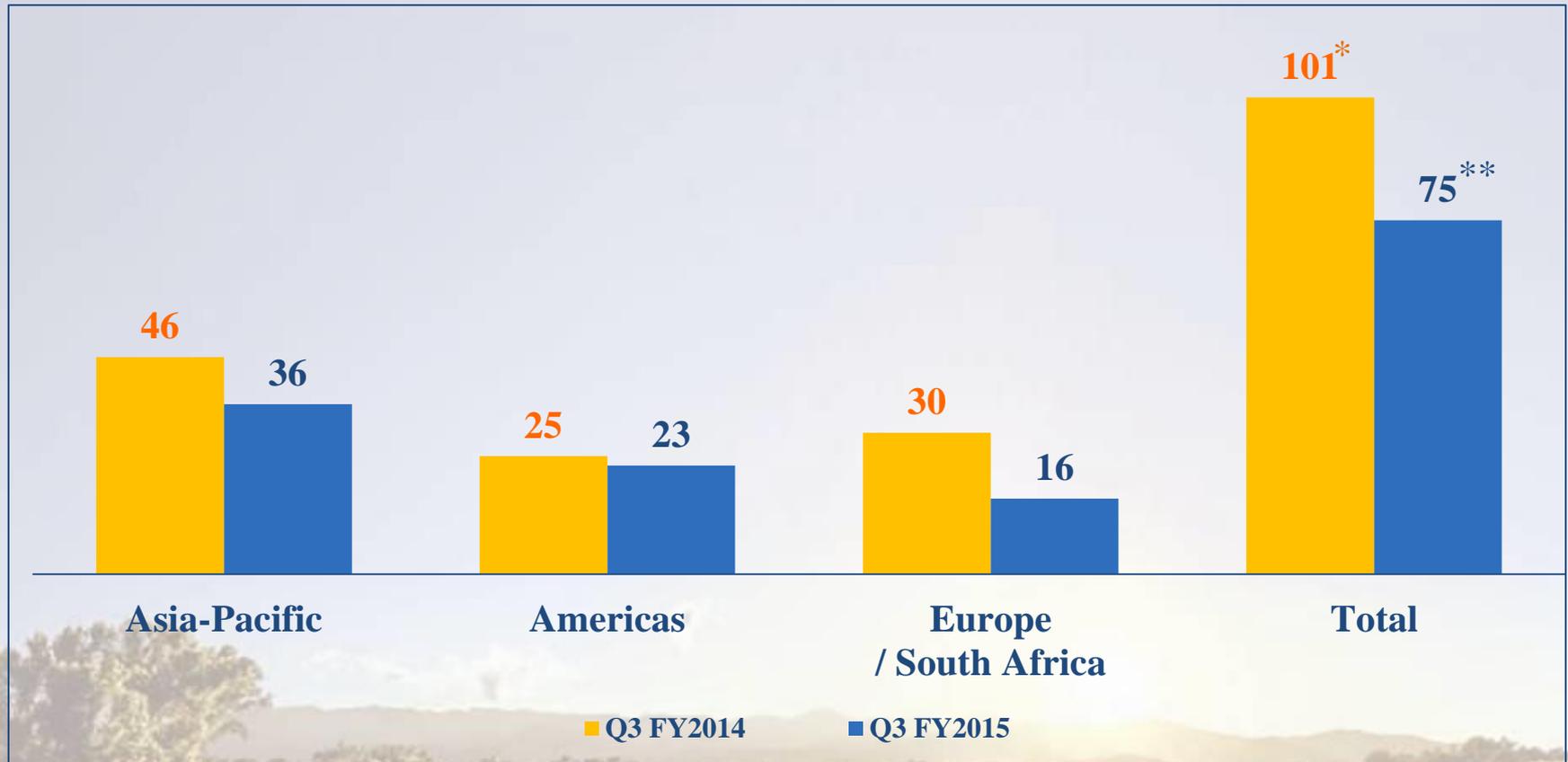
(Local currency growth)



⁽¹⁾ Excluding foreign currency translation effects

Net store openings by region:

75 own-stores opened during the nine months ended 31 December 2014 **

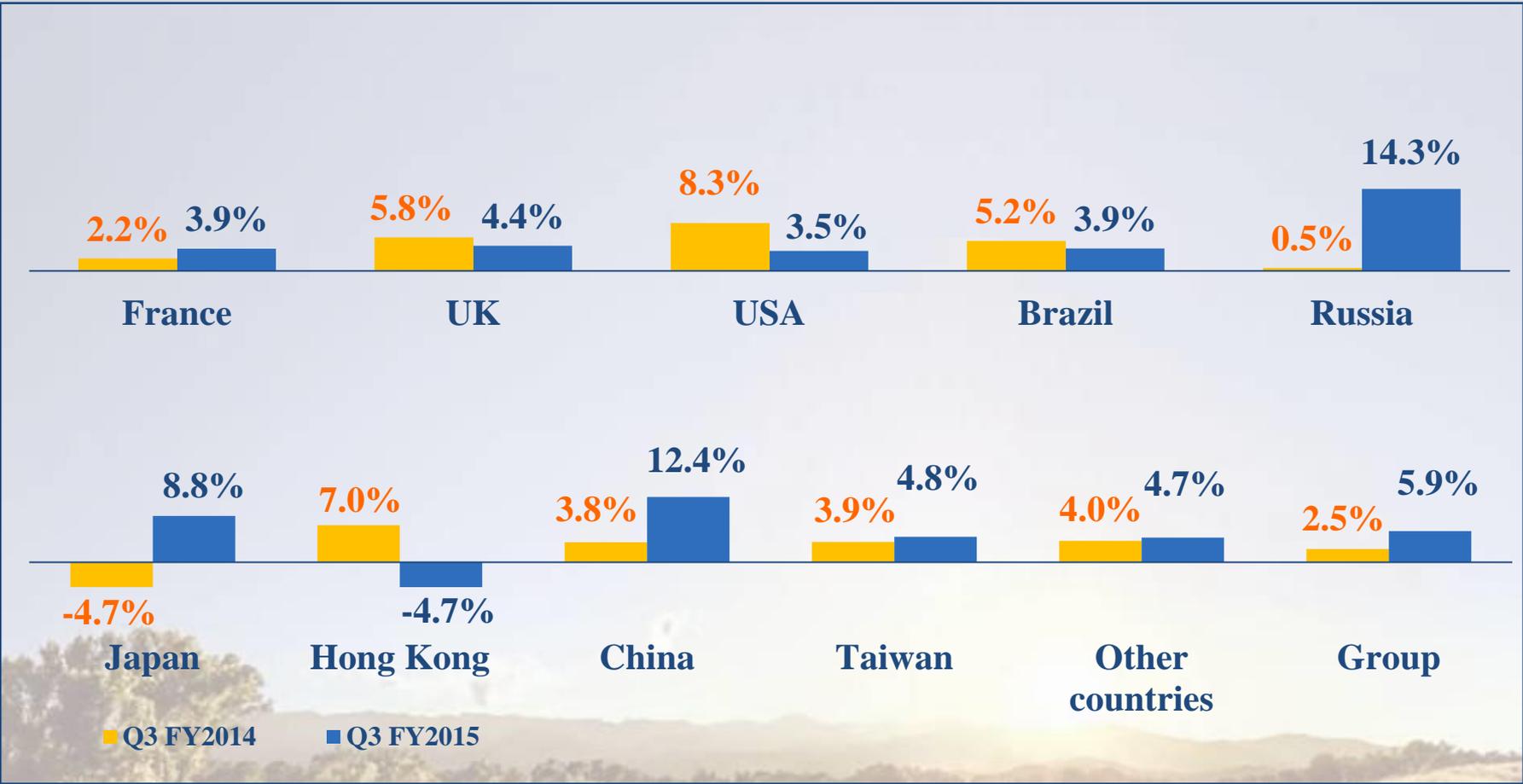


* Excluding 6 stores acquired from distributor in South Africa in June 2013

** Excluding 7 stores acquired from distributor in Norway in August 2014

Same store sales growth profile*

YTD December 2014 as compared to YTD December 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.

THE END

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