

[For Immediate Release]



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 2014

Local Currency Sales Growth at 10.8%
Strong Same Store Sales Growth at 5.9%

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Online Retail Channel Growth at 33.0%
**China, Hong Kong, Russia and Brazil Posted Growth at
19.5%, 15.8%, 13.4% and 12.3% respectively
at constant exchange rates**

(20 January 2015, Hong Kong) L'Occitane International S.A. ("L'Occitane" or the "Group"; 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 2014.

Net sales for the nine months ended 31 December 2014 were €882.3 million, an increase of 10.8% at constant exchange rates as compared to the same period last year. Growth was primarily driven by Japan, Hong Kong, China and the United States. China, Hong Kong, Russia and Brazil were among the fastest growing countries respectively (19.5%, 15.8%, 13.4% and 12.3%) at constant exchange rates.

The sell-out sales accounted for 74.8% of net sales and amounted to €660.3 million, an increase of 10.4% at constant exchange rates. Non-comparable Stores contributed mainly towards this growth as well as existing comparable Stores, with Same Store Sales Growth at 5.9%. During the period under review, the Group's online retail channel outperformed with sales growth of 33.0% at constant exchange rates.

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

€'000	For the nine months ended 31 December		% Growth ⁽¹⁾	SSS Growth ⁽¹⁾
	2014	2013		
Japan	133,934	128,870	10.1	8.8
Hong Kong	97,787	82,281	15.8	(4.7)
China	69,277	56,770	19.5	12.4
Taiwan	28,785	28,607	(0.1)	4.8
France	71,651	69,856	2.6	3.9
United Kingdom	54,618	47,799	7.6	4.4
United States	117,793	105,050	8.6	3.5
Brazil	39,755	36,959	12.3	3.9
Russia	38,196	42,046	13.4	14.3
Other Countries	230,545	205,679	12.1	4.7
Total	882,341	803,917	10.8	5.9

⁽¹⁾Excludes foreign currency translation effects

At constant exchange rates, Sell-in sales accounted for 25.2% of the Group's total sales and amounted to €222.0 million, an increase of 12.0%. The segment continued to grow in a challenged operating environment and accounted for 27.5% of the Group's overall growth.

During the period under review, the Group maintained its selective global retail expansion, with net own-store openings at 75 excluding acquisitions, and continued its retail network upgrade with 86 stores renovated or relocated.

Mr. Reinold Geiger, Chairman and Chief Executive Officer of L'Occitane, said, "We maintain our long term growth strategy with innovation and the development of the brands in our Group portfolio. The Group continues to increase efficiency of all processes within the organization and operations. At the same time, the retail network upgrade to improve store efficiency with a selective retail expansion has proven to show results."

"Though the business environment remains challenging, our performance for the nine months of this financial year showed we are on track with the steady return to growth and our corporate actions have produced positive effects within the Group."

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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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