

[For Immediate Release]



L'Occitane International S.A.

49, Boulevard Prince Henri L-1724 Luxembourg

R.C.S. Luxembourg: B80359

(Incorporated under the laws of Luxembourg with limited liability)

L'Occitane Announces FY2015 Annual Results

Remarkable net profit growth of 35.7%
underpinned by L'Occitane's sales growth and gaining efficiency
Final and special dividend totaled €0.0631,
representing a total dividend payout ratio of 76.0%

1. Net sales were €1,177.9 million, a growth of 11.7%. At constant exchange rates, sales growth was 10.3%
2. Overall Same Store Sales Growth increased to 5.7% (compared to 3.7% last year)
3. Growth was primarily driven by China, Japan, Hong Kong, and the United States. China, Hong Kong, Brazil and Russia were among the fastest growing countries
4. Online retail channel outperformed with sales growth of 31.0%
5. Operating margin improved to 13.9% (compared to 12.6% last year)
6. Continued investment in R&D, merchandising, digital marketing, large-format flagships, sales forces, CRM and travel retail contributed to the solid growth
7. Net cash inflow from operations increased by 72.1% to €206.1 million
8. Operating profit increased by 23.5% to €164.1 million, whilst profit for the year hiked 35.7% to €125.6 million
9. Proposed final dividend of €0.0291 per share and a special dividend of €0.0340 per share

FINANCIAL HIGHLIGHTS

(in €'000, unless otherwise stated)	For the year ended		
	31 March		
	2015	2014	Change
Net sales	1,177,877	1,054,872	11.7%
Gross profit	963,216	855,593	12.6%
<i>Gross margin</i>	81.8%	81.1%	
Operating profit	164,143	132,921	23.5%
<i>Operating margin</i>	13.9%	12.6%	
Profit for the year	125,578	92,522	35.7%
<i>Net profit margin</i>	10.7%	8.8%	
Basic EPS (€)	0.083	0.061	37.0%
Dividend per share (€)	0.0631*	0.0213	
Net cash	284,952	239,890	18.8%

*The figure illustrates dividends declared for the period indicated, not actual dividends paid during the period indicated. Final dividend and special dividend proposed for the year ended 31 March 2015 was €0.0291 per share and €0.0340 per share respectively, which is subject to the approval of the shareholders of the Group at the forthcoming Annual General Meeting.

(1 June 2015, Hong Kong) L'Occitane International S.A. ("L'Occitane" or the "Group"; SEHK stock code: 973), a global, natural and organic ingredient-based cosmetics and well-being products enterprise with strong regional roots in Provence, France, today announces the annual results for the year ended 31 March 2015 ("FY2015").

The Group's net sales during FY2015 amounted to €1,177.9 million, representing an increase of €123.0 million or 11.7% as compared to last year. Net sales grew 10.3% at constant exchange rate. Gross profit increased by 12.6%, or €107.6 million, to €963.2 million in FY2015 attributable to good product mix and efficient supply chain. Net profit for the year reached €125.6 million, an increase of 35.7%, supported by higher sales growth, operating leverage, efficiency gains, favourable product and channel mix combined with favourable foreign exchange effects.

The Sell-out business accounted for 75.0% of the Group's total sales and amounted to €883.4 million, an increase of 9.8% at constant exchange rates. New openings were the major contributors, accounting for 44.3% of the sales growth. Same Store Sales Growth reported at 5.7% in local currency, higher than the 3.7% a year earlier.

At constant exchange rates, Sell-in business accounted for 25.0% of the Group's total sales and amounted to €294.5 million, an increase of 11.6%. We saw biggest gains from the travel retail segment. The segment continued to grow in a challenged operation environment and accounted for 27.7% of the Group's overall growth.

Despite the challenging macro environment in many of its key markets, the Group achieved encouraging growth during the year. All key markets delivered growth in local currency. China, Hong Kong, Brazil and Russia continued to be the best performing markets, growing at 20.1%, 13.1%, 10.6% and 10.4% respectively at constant exchange rates. In addition, the United States market continued to grow another 7.7% at constant exchange rates. Japan, one of the key markets, regained the growth momentum with an 8.8% increase at constant exchange rates.

The online retail channel continued to outperform with a 31.0% growth at constant exchange rates. The segment accounted for more than 8.7% of the Group's overall retail sales. The Group continued to invest more in digital marketing and online-to-offline strategy, to enhance brand awareness and to cater the growing on-line demand to our high quality products. The successful launch of the L'Occitane brand's digital flagship boutique on the Tmall marketplace also contributed to our growth in the digital space in China.

The Group's balance sheet remained healthy during the year under review. As at 31 March 2015, the Group maintained a net cash position of €285.0 million.

Mr. Reinold Geiger, Chairman and CEO of L'Occitane, said, "We are delighted to report a remarkable growth for the year, backed by our continuous commitment to a balanced focus on revenue growth and investments. We will continue to pursue our corporate strategy of achieving sustainable growth with greater efficiency. L'Occitane's evolving culture and innovative capability allows us to remain adaptive and attractive in the ever-changing global consumer markets."

Mr. Geiger continued, "Looking ahead, the global macro-economic outlook may remain challenging, particularly with currency volatility. In order to further enhance the core L'Occitane brand awareness in global markets amidst the uncertain and ever-changing retail environment, we plan to implement a marketing program in the new financial year. We believe that a focused and disciplined approach to build the company for the future, together with the policy to reward management on a basis which is aligned to sustainable long term performance, will drive growth and deliver lasting value in the interest of the shareholders."

About L'Occitane International S.A.

L'Occitane International S.A. (the "Group") is a global, natural and organic ingredient-based cosmetics and well-being products manufacturer and retailer with strong regional roots in Provence, France. The Group 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.

iPR Ogilvy & Mather

Charis Yau / Janis Lai / Michelle Tang

Tel: (852) 2136 6183/ 3920 7646/ 3920 7651

Fax: (852) 3170 6606

Email: loccitane@iprogilvy.com