

The background of the slide is a soft-focus photograph of light blue flowers, likely lavender, with green stems and leaves. The flowers are in various stages of bloom, creating a delicate and natural aesthetic.

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

**FY2016 First Half Unaudited Trading Update  
For The Six Months Ended 30 September 2015**

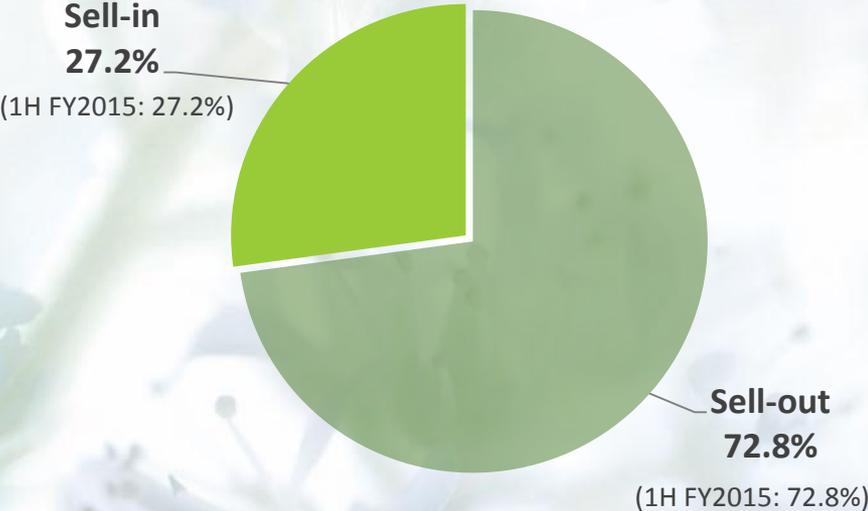
# Highlights

For the six months ended:	30 Sep 2014	30 Sep 2015	Change
<b>Net sales (million €)</b>	<b>485.9</b>	<b>546.7</b>	<b>+12.5%</b>
<b>Growth in local currency</b>			<b>+5.8%</b>
<b>Growth per segment at constant exchange rates:</b>			
<b>Sell-out</b>			<b>+5.9%</b>
<b>Sell-in</b>			<b>+5.4%</b>
<b>Fastest growing countries (local currency):</b>			
<b>China</b>			<b>+20.4%</b>
<b>France</b>			<b>+11.1%</b>
<b>Same Store Sales Growth *</b>	<b>+6.1%</b>	<b>+1.6%</b>	<b>-4.5 pp</b>
<b>Net Store openings excluding acquisition</b>	<b>38</b>	<b>57</b>	<b>+19</b>
<b>Stores renovated or relocated</b>	<b>73</b>	<b>64</b>	<b>-9</b>

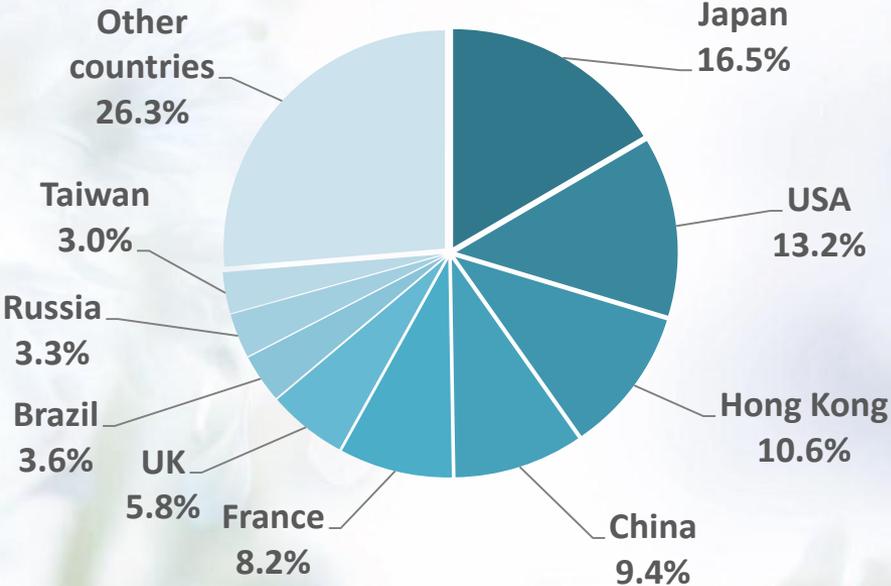
\*Including E-commerce and excluding stores closed for renovation

# Net Sales Breakdown

Sales by segment

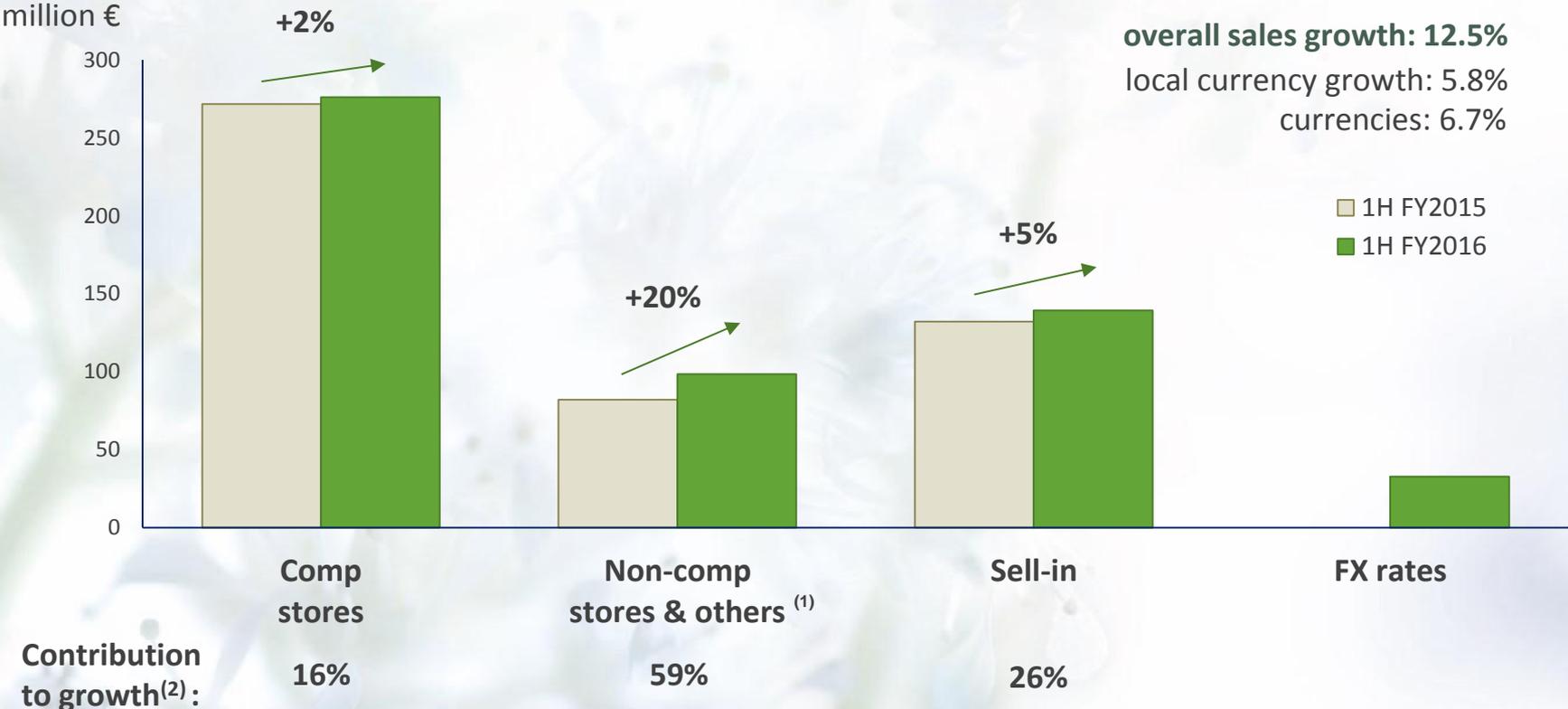


Exposure to growth markets



# Net sales up 5.8%

(Local currency growth)

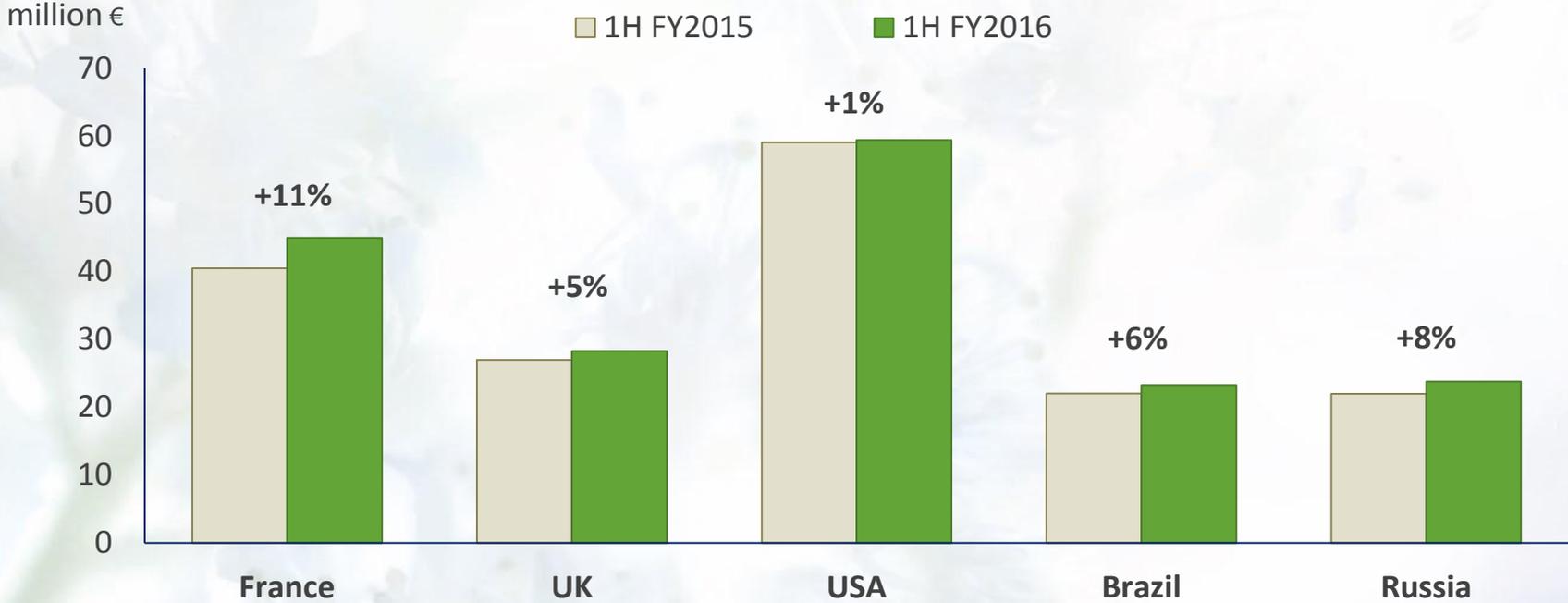


(1) Includes mail-order and other sales

(2) Excluding foreign currency translation effects

# Sales growth by geography – Americas and Europe

(Local currency growth)



Contribution to growth<sup>(1)</sup>:

16%

5%

1%

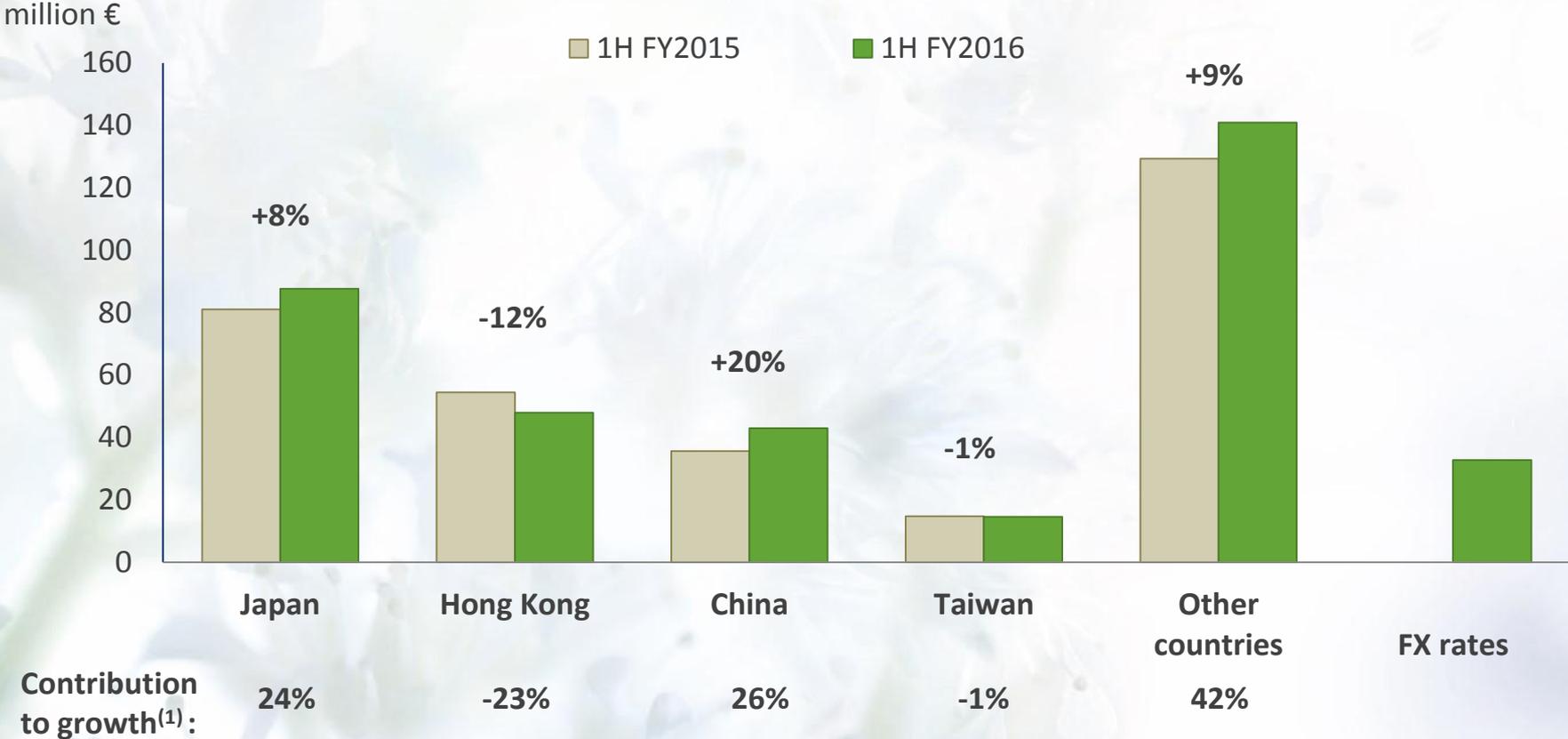
4%

6%

<sup>(1)</sup> Excluding foreign currency translation effects

# Sales growth by geography – Asia and Other Countries

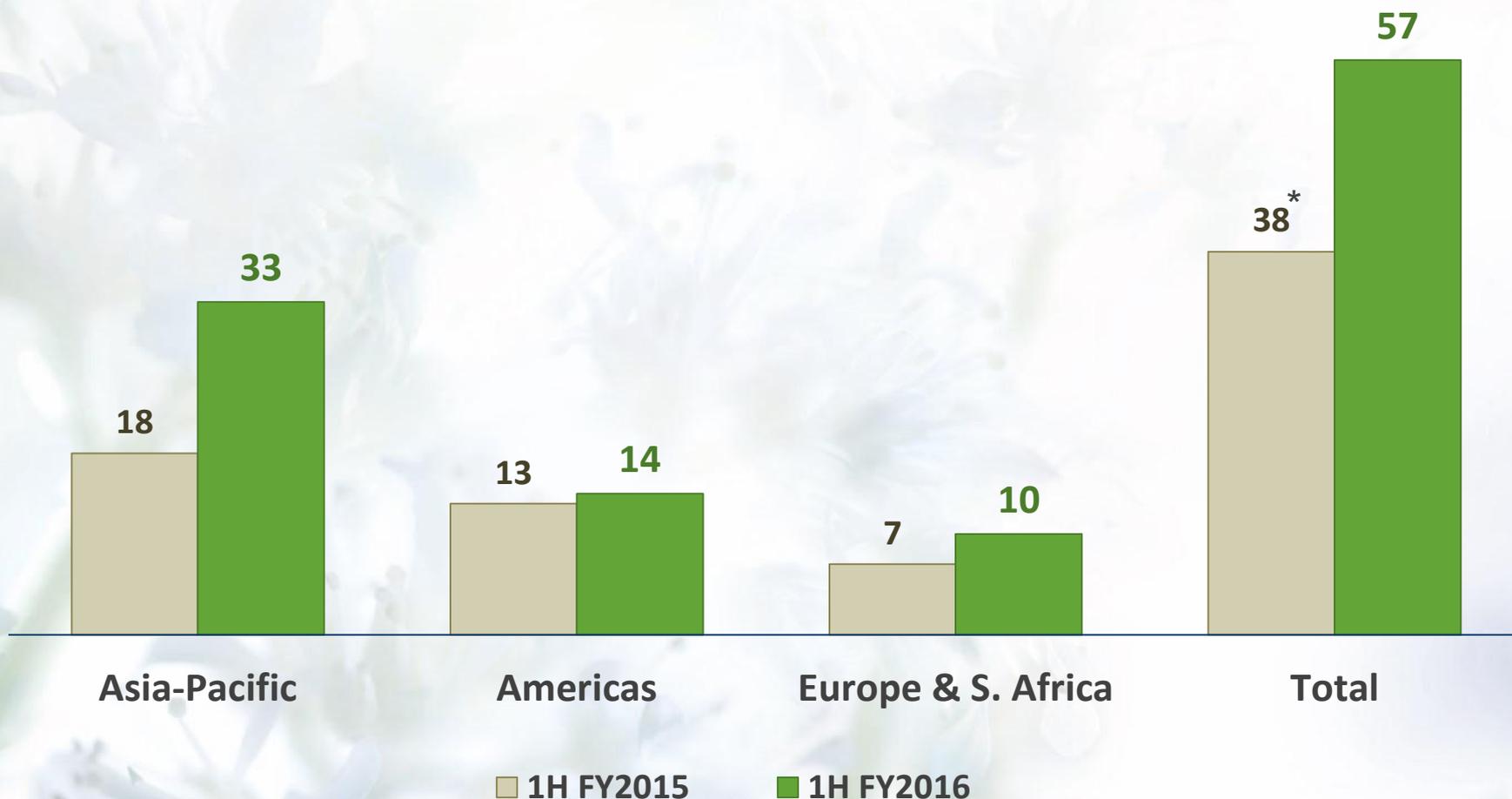
(Local currency growth)



<sup>(1)</sup> Excluding foreign currency translation effects

# Net store openings by region:

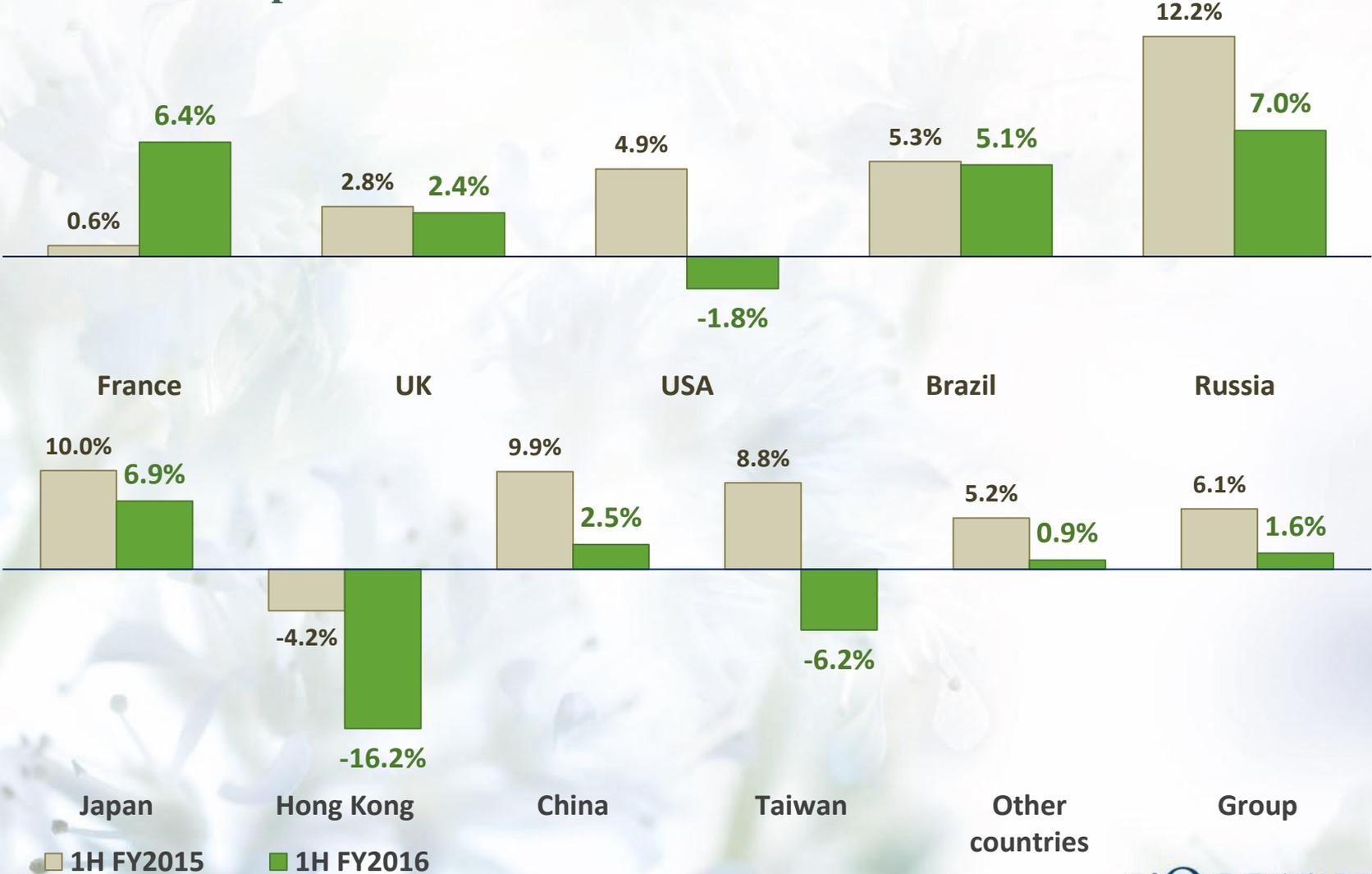
57 own-stores opened in 1H FY2016



\* Excluding 7 stores acquired from a distributor in Norway in FY2015

# Same store sales growth profile\*

1H FY2016 as compared to 1H FY2015



\*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*

