

L'OCCITANE

EN PROVENCE
L'OCCITANE INTERNATIONAL S.A.



FY2017
Unaudited Trading Update
For The Year Ended 31 March 2017

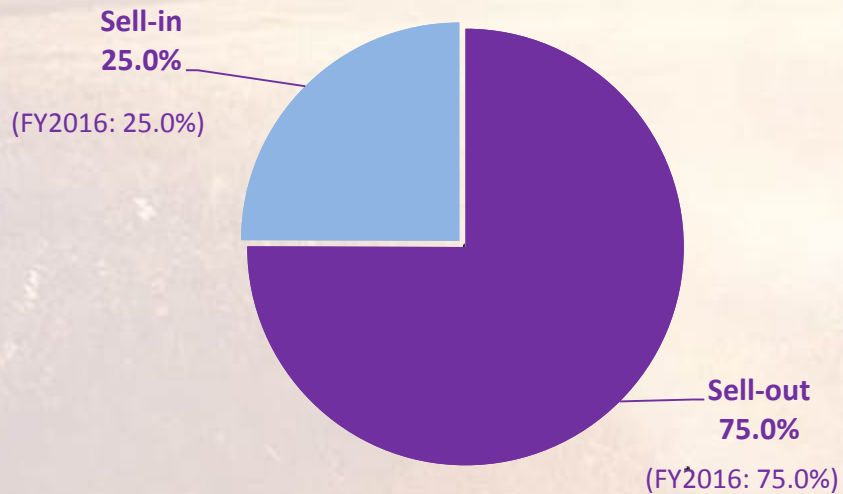
Highlights

For the year ended 31 March	2016	2017	Change
Net sales (million €) - reported rates	1,282.7	1,323.2	+3.2%
Growth at constant rates			+1.7%
Growth per segment at constant exchange rates:			
Sell-out			+1.3%
Sell-in			+3.1%
Fastest growing countries (local currency):			
Brazil			+18.4%
China			+11.0%
Same Store Sales Growth *	+1.2%	-1.3%	-2.5 pp
Net Store openings excluding acquisition	79	51	-28

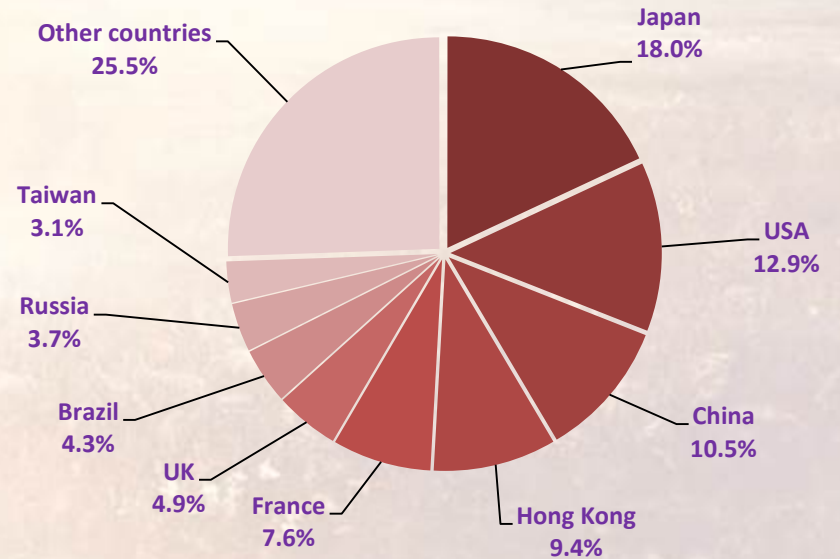
*Including own E-commerce and excluding stores closed for renovation

Net Sales Breakdown

Sales by segment

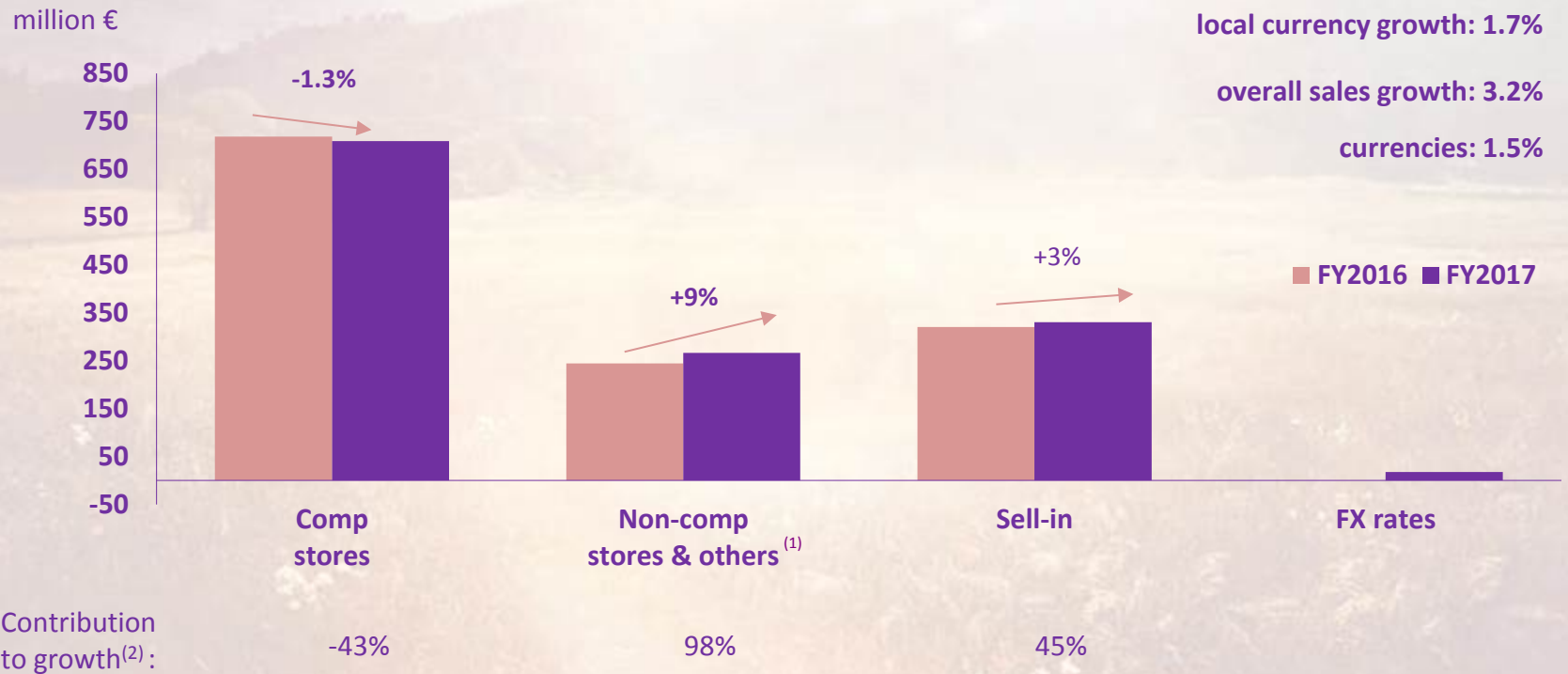


Exposure to growth markets



Net sales up 1.7%

(at constant exchange rates)

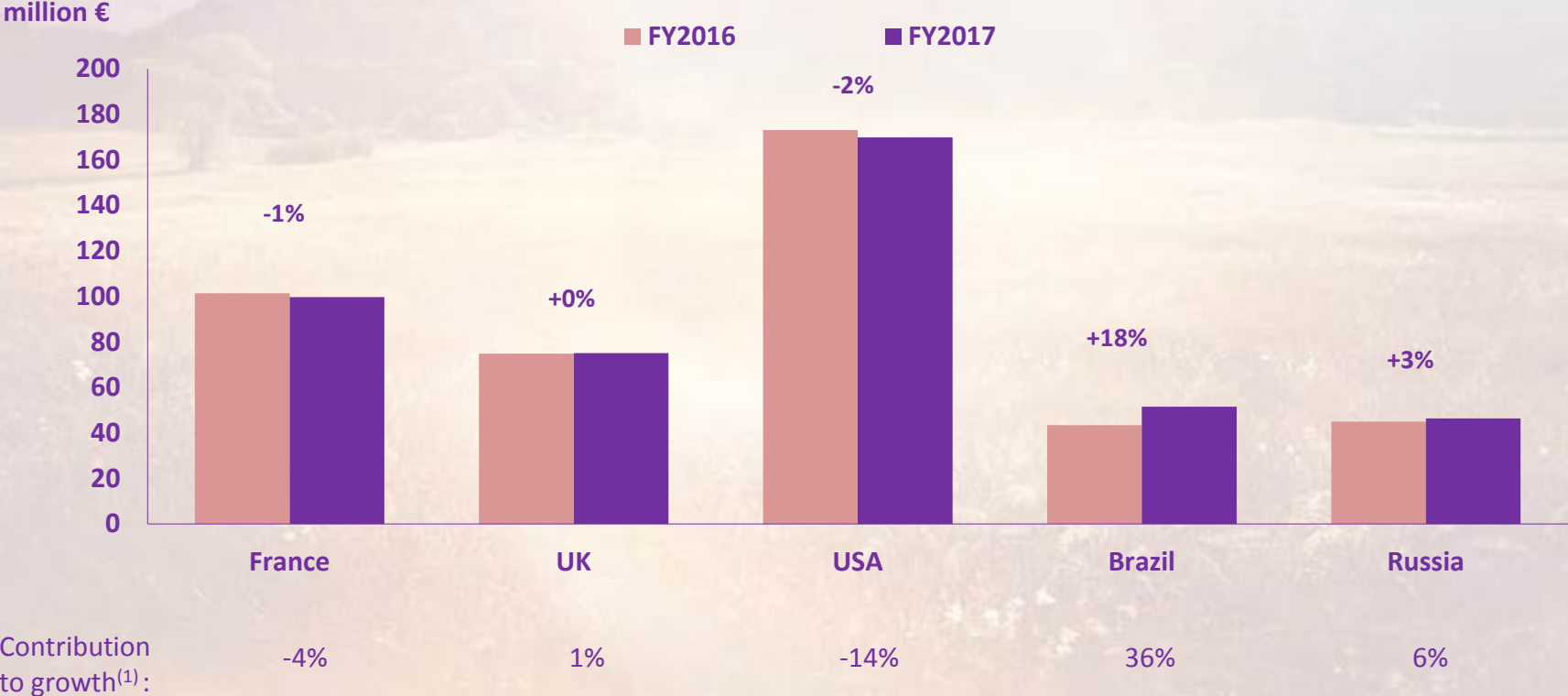


(1) Others include marketplaces, mail-orders and other service sales

(2) Excludes the impact of foreign currency translation effects

Sales growth by geography – Americas and Europe

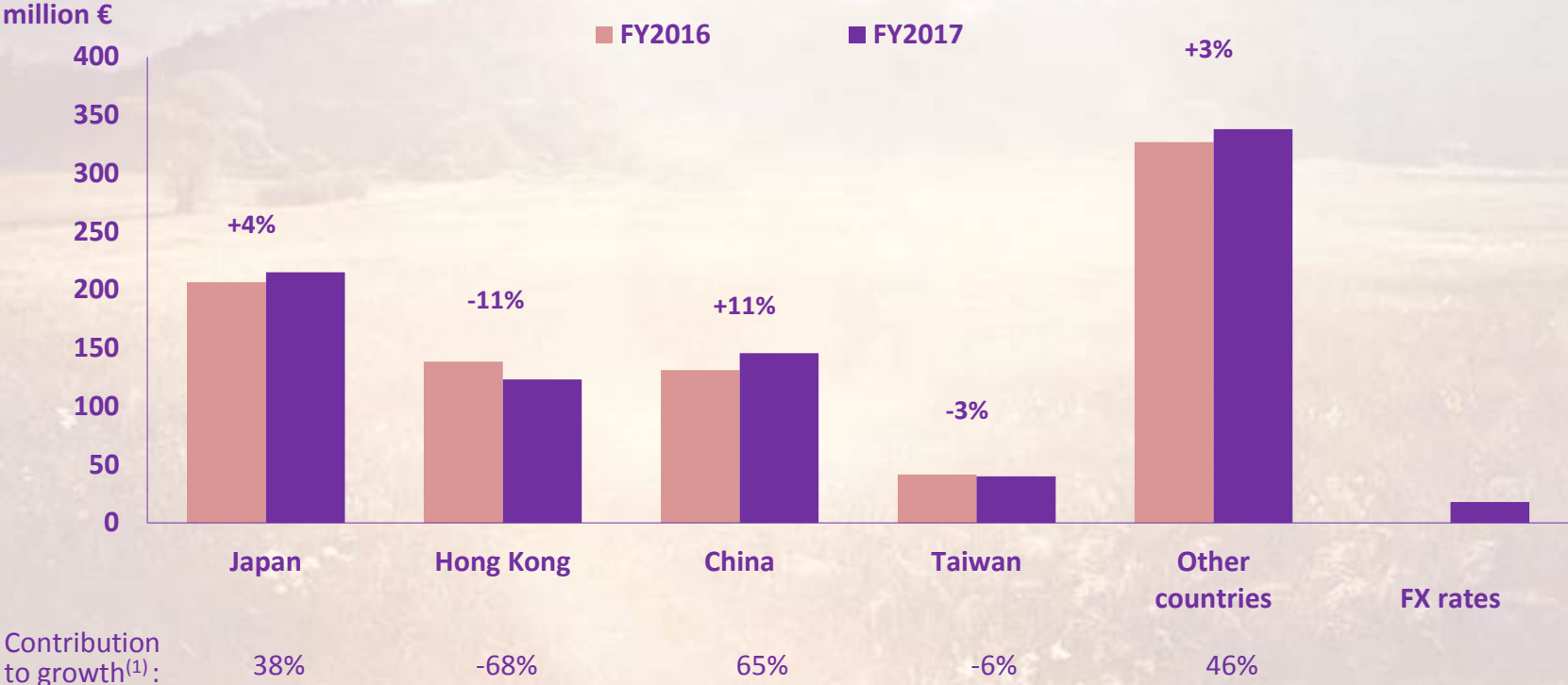
(Local currency growth)



(1) Excluding foreign currency translation effects

Sales growth by geography – Asia and Other Countries

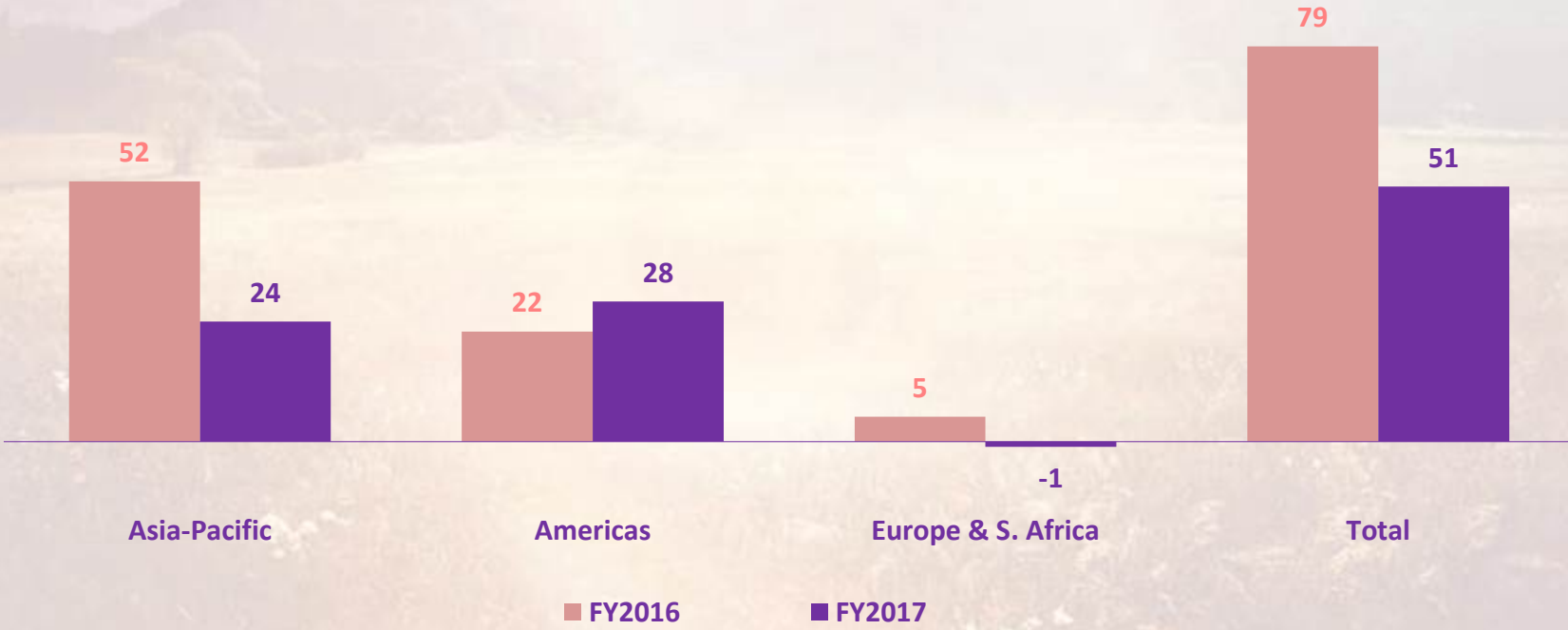
(Local currency growth)



(1) Excluding foreign currency translation effects

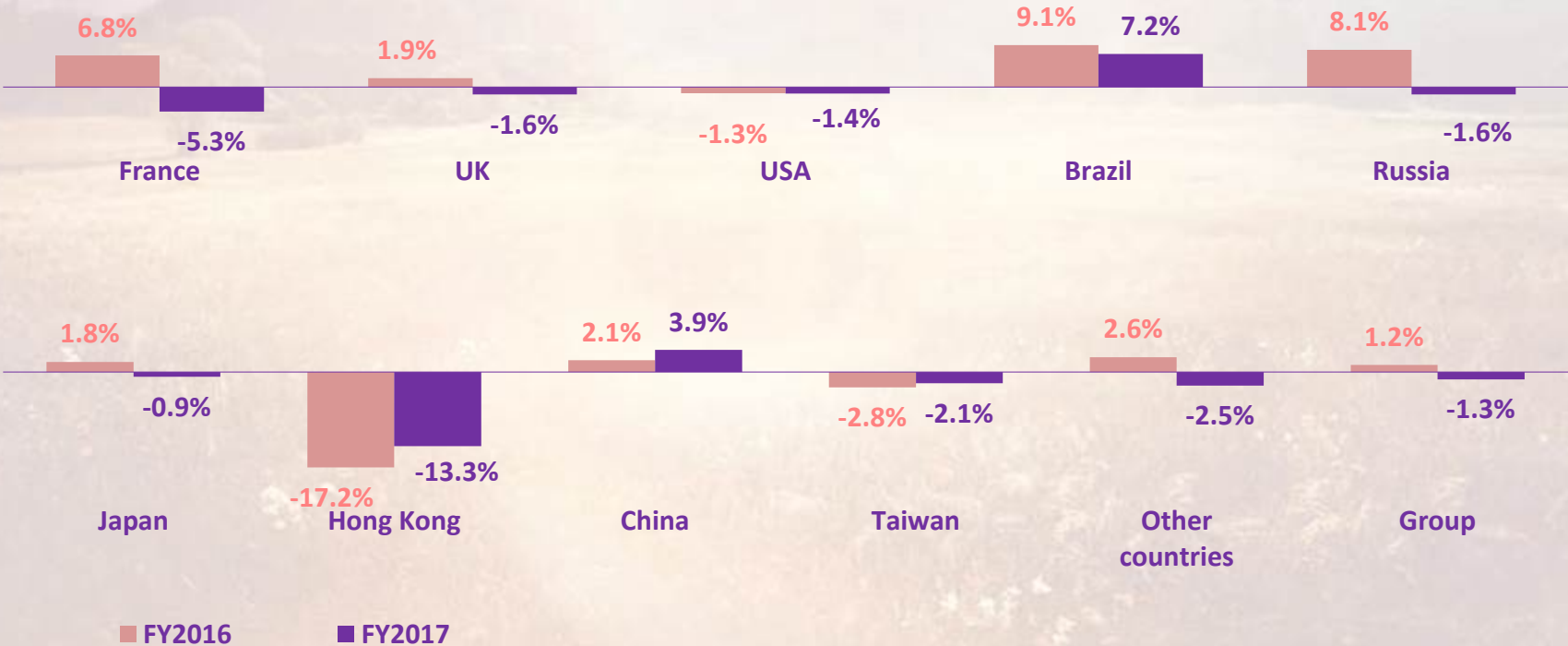
Net store openings by region:

51 net own-stores opened



Same store sales growth profile*

FY2017 compared to FY2016



* Including own 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.

A landscape photograph showing a wide, open field in the foreground, possibly a meadow or pasture, with some low-lying vegetation. In the middle ground, there are rolling hills or small mountains covered in trees. The background features a range of larger, more prominent mountains under a clear, bright blue sky. The overall scene is peaceful and natural.

The End