

The image features a central perfume bottle of L'Occitane Immortelle Divine. The bottle is dark with a silver cap and has the brand name and product details printed on it. The background is a warm, golden-yellow color with large, detailed images of roses. The overall aesthetic is elegant and natural, reflecting the brand's focus on Provence ingredients.

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

FY2018 UNAUDITED TRADING UPDATE
For the Nine Months Ended 31 December 2017

L'OCCITANE
EN PROVENCE
IMMORTELLE DIVINE
HUILE JEUNESSE DIVINE

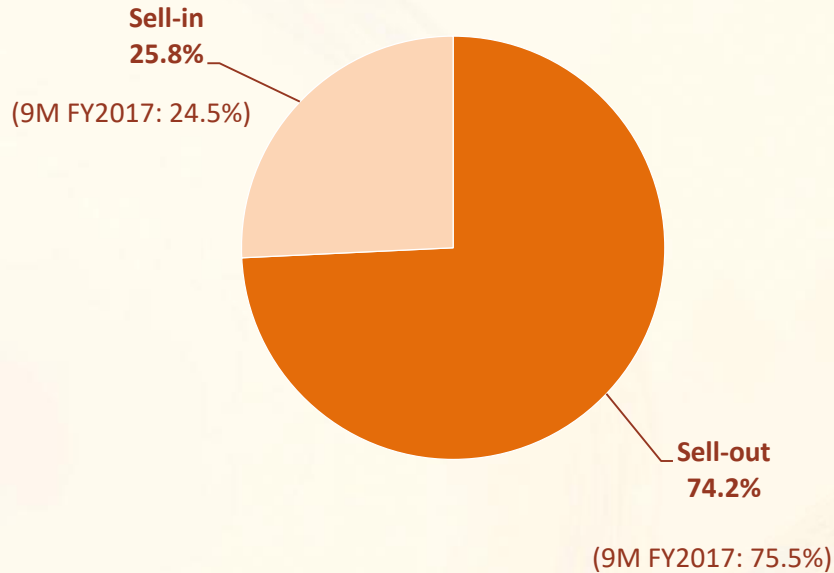
Highlights

| For the nine months ended 31 December | 2016 | 2017 | Change |
|---|---------|----------------|---------|
| Net sales (million €) - reported rates | 1,007.2 | 1,000.9 | -0.6% |
| Growth at constant rates | | | +3.0% |
| Growth at constant rates (like-for-like*) | | | +3.9% |
| Growth per segment at constant exchange rates: | | | |
| Sell-out* | | | +2.6% |
| Sell-in* | | | +8.2% |
| Fastest growing countries (local currency): | | | |
| China | | | +23.4% |
| Brazil | | | +12.5% |
| Same Store Sales Growth* | -2.5% | +1.5% | +4.0 pp |
| Net Store openings | 56 | 16 | -40 |

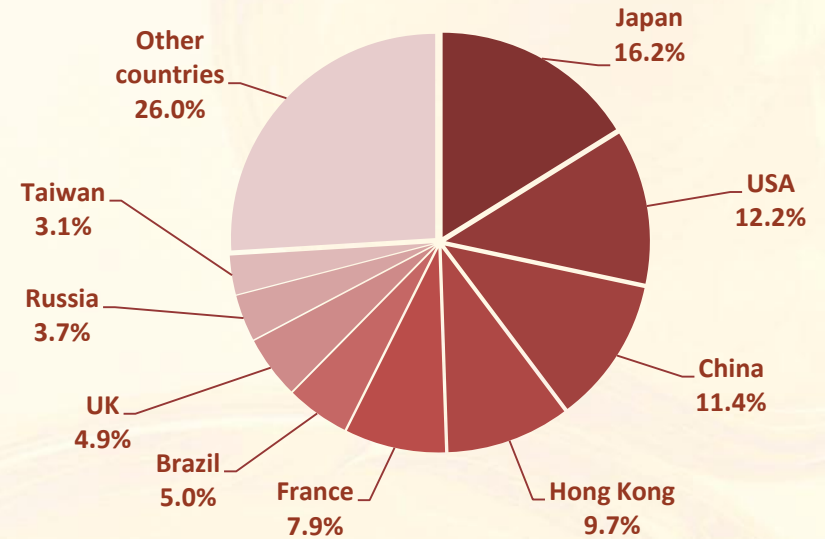
* On a like-for-like basis: at constant rates and excluding Le Couvent des Minimes and L'Occitane au Brésil one-off deal last year

Net Sales Breakdown (like-for-like)

Sales by segment



Exposure to growth markets



Net sales up 3.9%

(like-for-like)

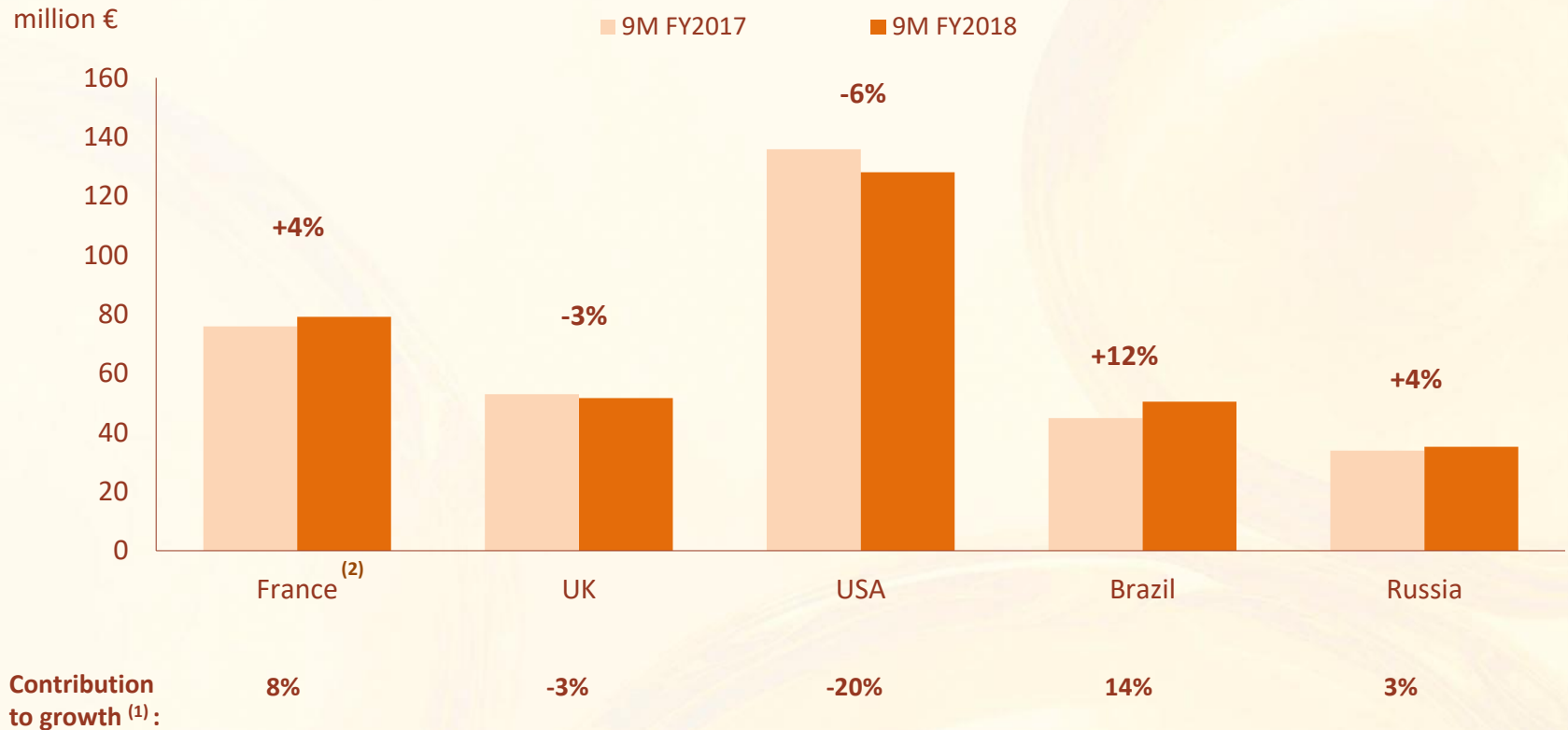


(1) Others include marketplaces, mail-orders and other service sales

(2) Excludes the impact of foreign currency translation effects, and on like-for-like basis

(3) Reported growth is 4.4% at constant rates

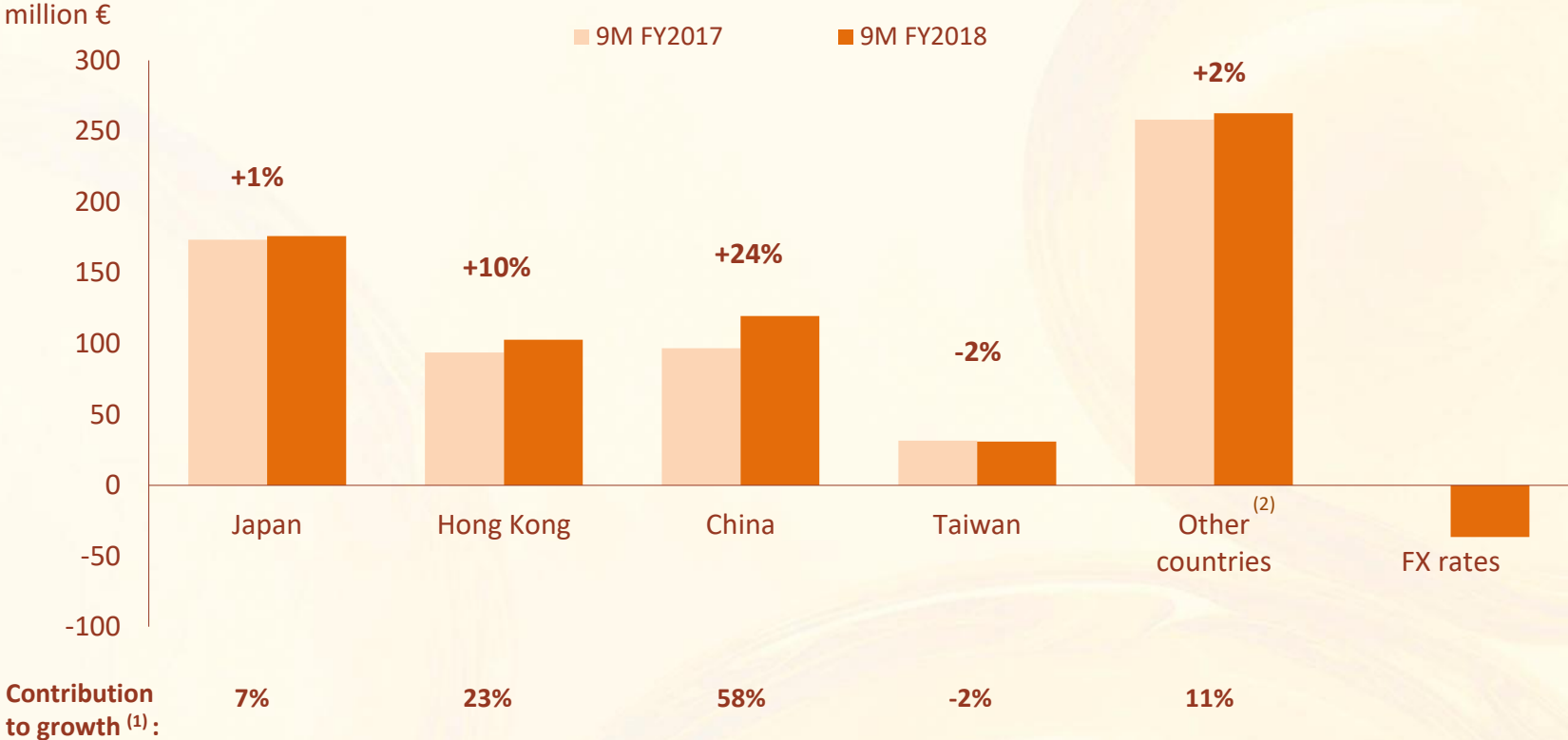
Sales growth by geography – Americas and Europe (like-for-like)



(1) Excluding foreign currency translation effects, and on like-for-like basis

(2) Reported growth is 1.7% at constant rates

Sales growth by geography – Asia and Other Countries (like-for-like)

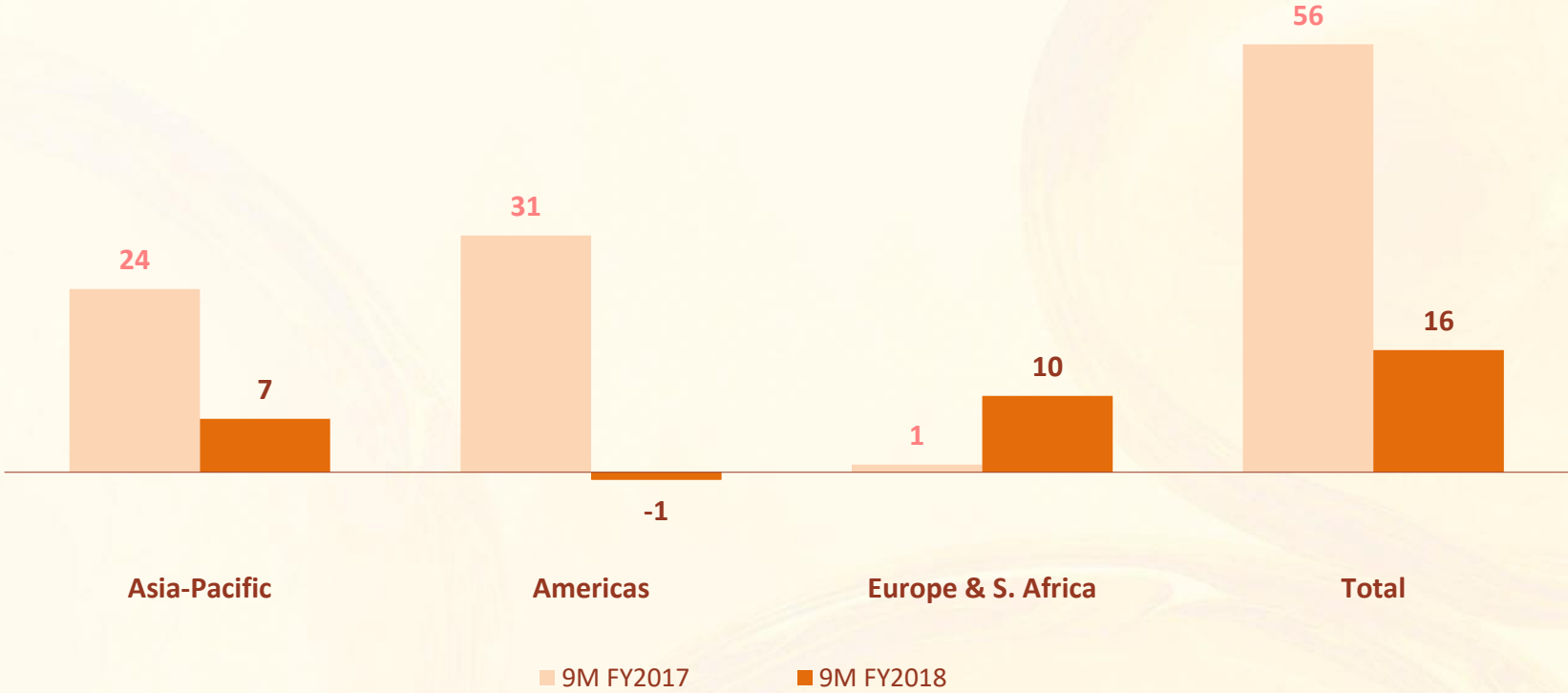


(1) Excluding foreign currency translation effects, and on like-for-like basis

(2) L'Occitane au Brésil one-off deal last year was accounted under Luxembourg subsidiary. Reported growth is -0.4% at constant rates.

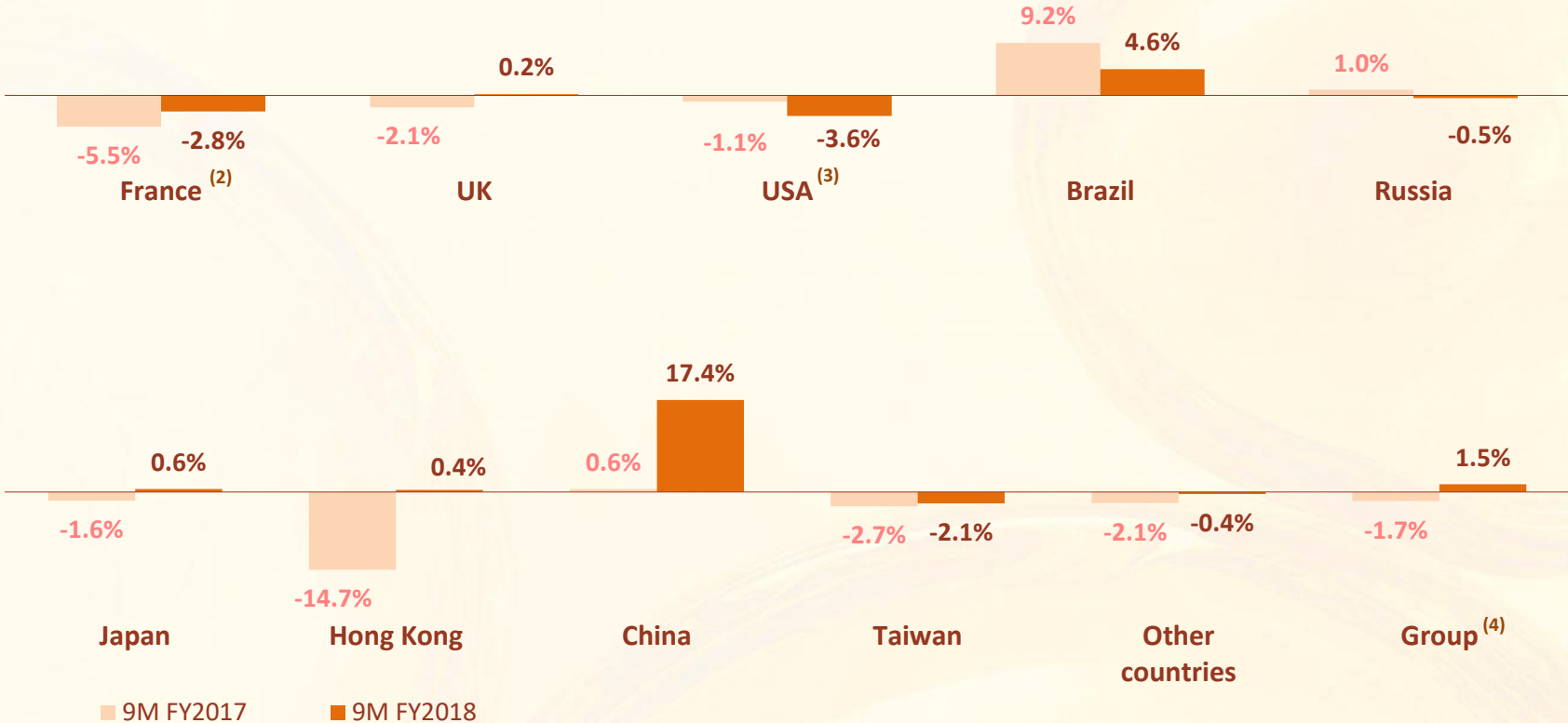
Net store openings by region

16 net own-stores opened



Same store sales growth profile ⁽¹⁾

9M FY2018 compared to 9M FY2017 (like-for-like)



(1) Including own E-commerce and excluding stores closed for renovation
 (2) Reported growth for 9M FY2018 is -3.6% at constant rates
 (3) Reported growth for 9M FY2018 is -3.7% at constant rates
 (4) Reported growth for 9M FY2018 is 1.4% at constant rates



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