

The background of the entire image is a warm, golden-yellow color with a close-up, artistic view of a rose. The petals are layered and detailed, creating a sense of depth and texture. In the center, a dark horizontal band contains white text. Below this band, a clear glass perfume bottle is centered. The bottle has a silver-colored cap with the brand name 'L'OCCITANE' printed vertically. The bottle's label features the brand name 'L'OCCITANE' at the top, followed by 'EN PROVENCE', and then the product name 'IMMORTELLE DIVINE' and 'HUILE JEUNESSE DIVINE' in a smaller font.

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

FY2018 UNAUDITED TRADING UPDATE
For the Year Ended 31 March 2018

L'OCCITANE
EN PROVENCE
IMMORTELLE DIVINE
HUILE JEUNESSE DIVINE

Highlights

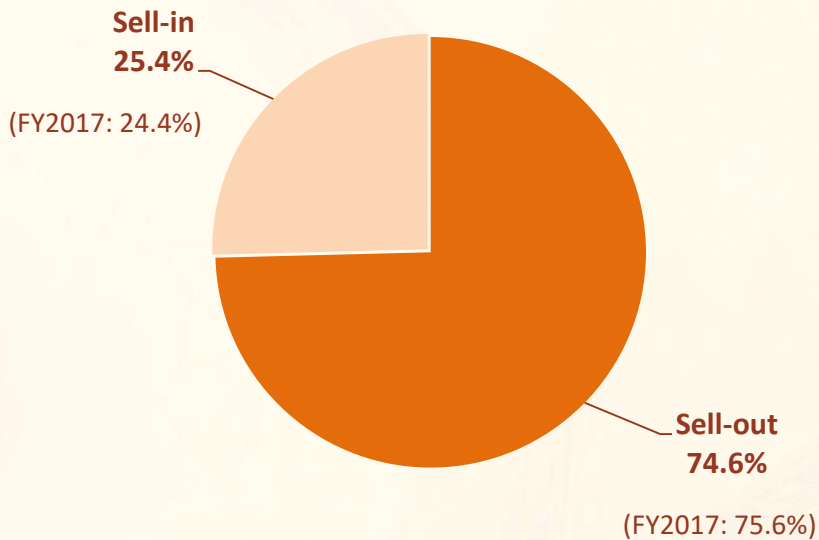
	FY2017	FY2018	Change
Net sales (million €) - reported rates	1,323.2	1,319.4	-0.3%
Growth at constant rates			+4.6%
Like-for-like growth*			+3.7%
Growth per segment at constant exchange rates:			
Sell-out*			+2.6%
Sell-in*			+7.0%
Fastest growing countries (local currency):			
China			+20.5%
Brazil			+11.3%
Same Store Sales Growth*	-1.3%	1.8%	+3.1 pp
Net Store openings	51	41	-10

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

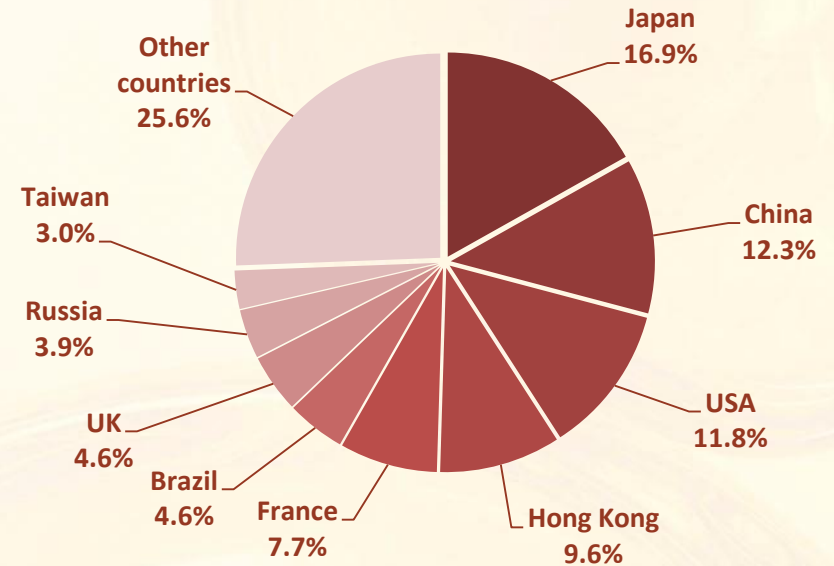
** Including 28 L'Occitane au Brésil stores that were reclassified as own retail stores

Net Sales Breakdown (like-for-like)

Sales by segment

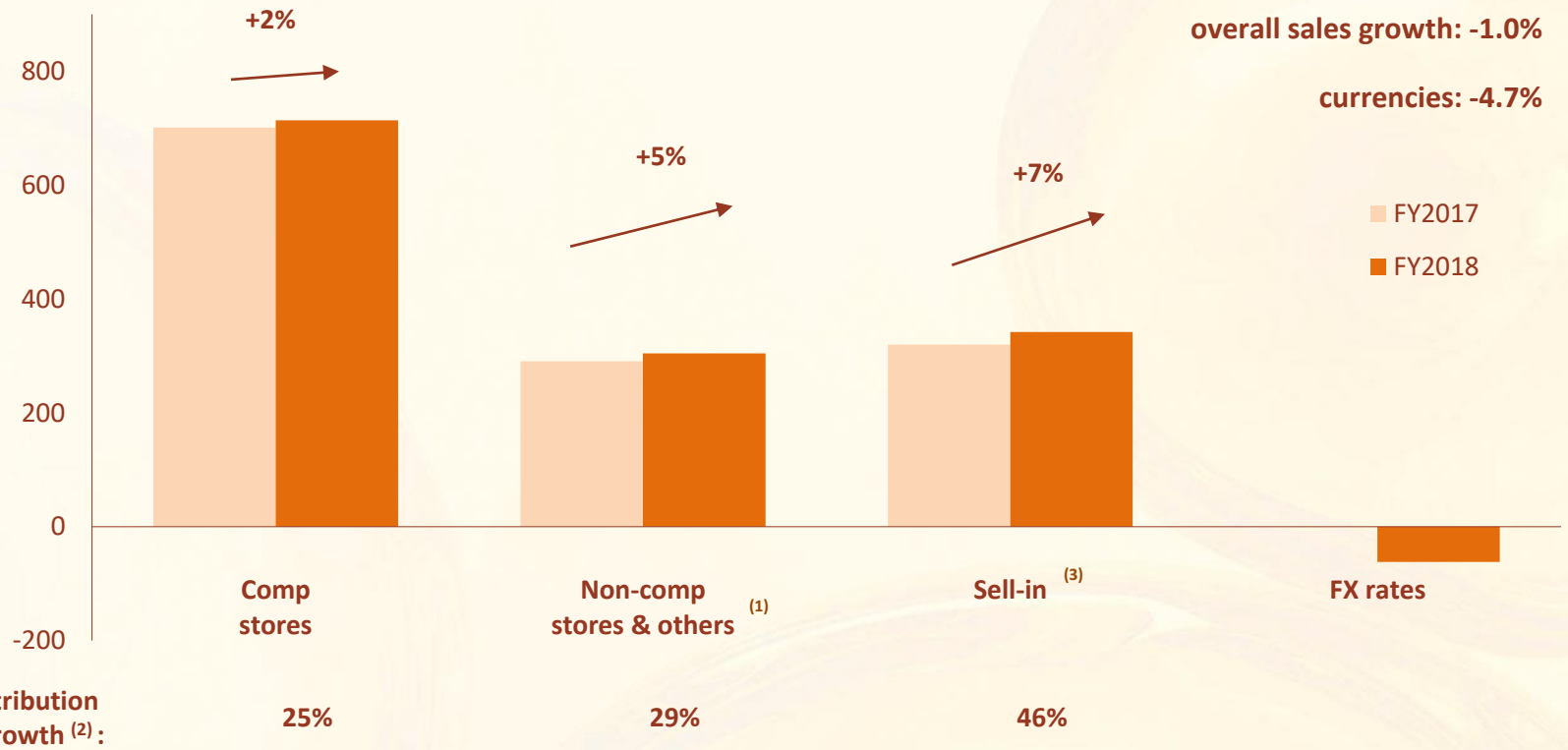


Exposure to growth markets



Net sales up 3.7% (like-for-like)

million €



local currency growth: 3.7%

overall sales growth: -1.0%

currencies: -4.7%

■ FY2017

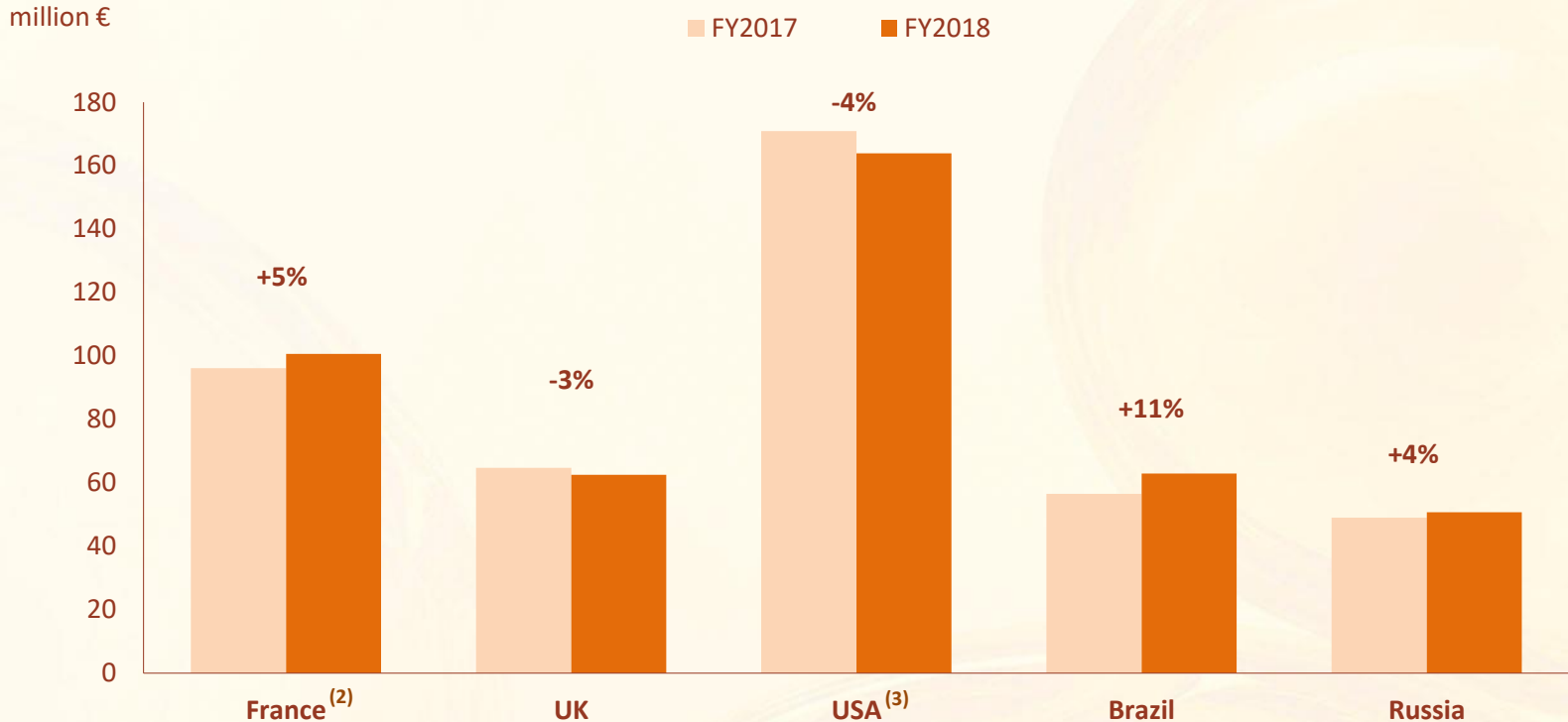
■ FY2018

(1) Others include marketplaces, mail-orders and other service sales. Reported growth is 12.4% at constant rates

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

(3) Reported growth is 4.0% at constant rates

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



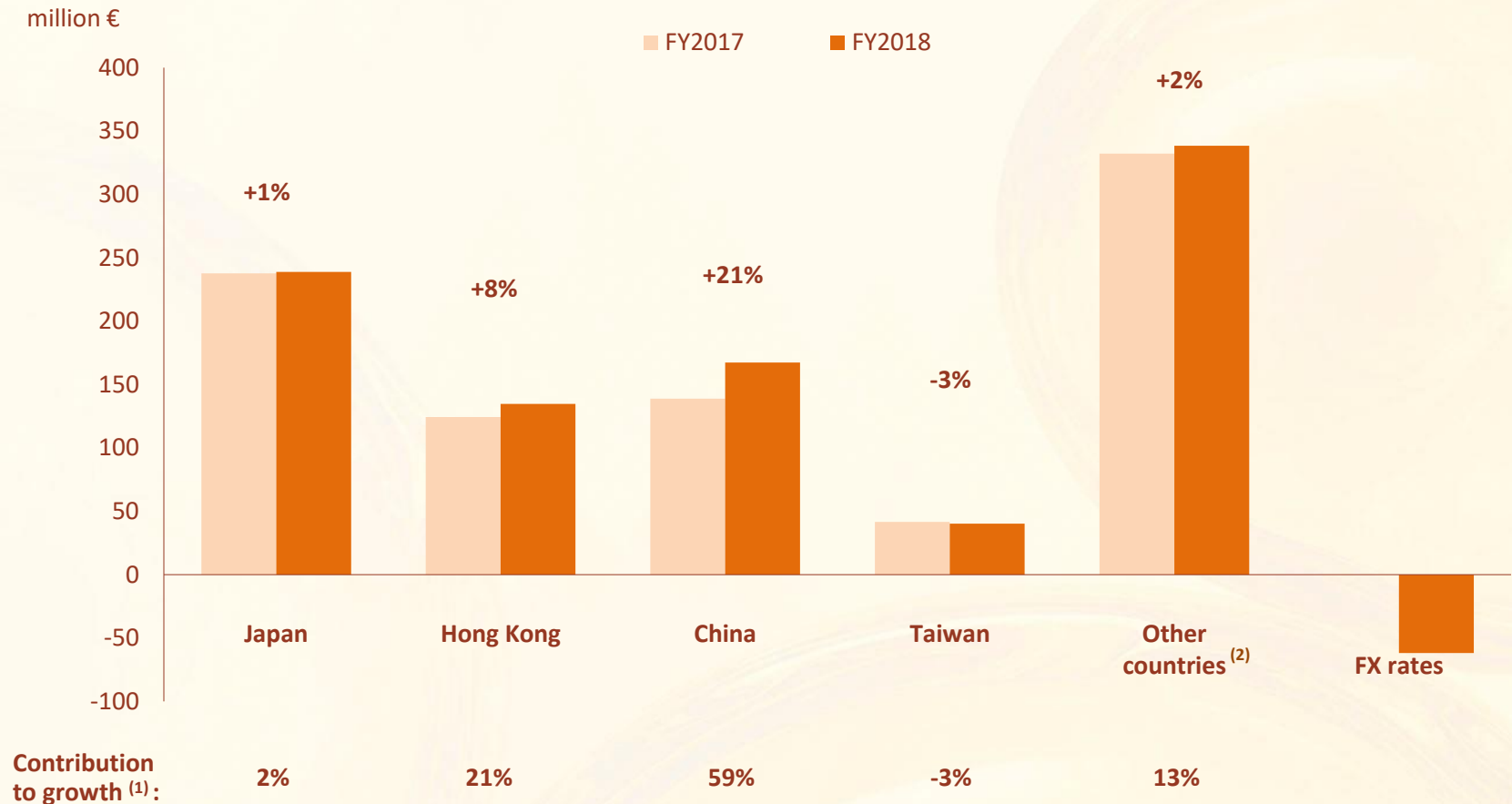
Contribution to growth ⁽¹⁾ :	9%	-4%	-14%	13%	4%
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(1) Excluding foreign currency translation effects, and on like-for-like basis

(2) Reported growth is 1.7% at constant rates

(3) Reported growth is 8.8% at constant rates

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

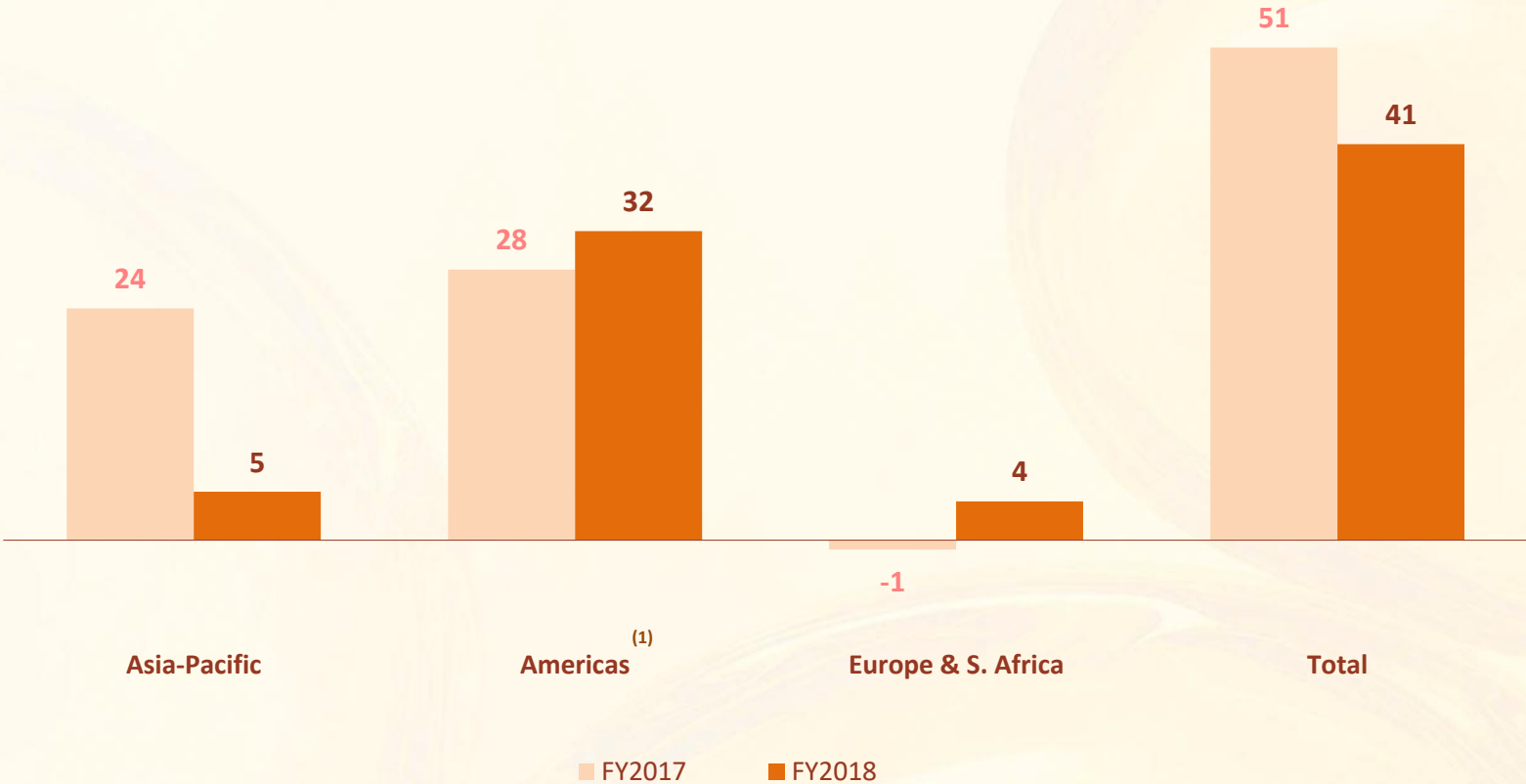


(1) Excluding foreign currency translation effects, and on like-for-like basis

(2) L'Occitane au Brésil one-off deal last year was accounted under Luxembourg subsidiary. Reported growth is 0.2% at constant rates.

Net store openings by region

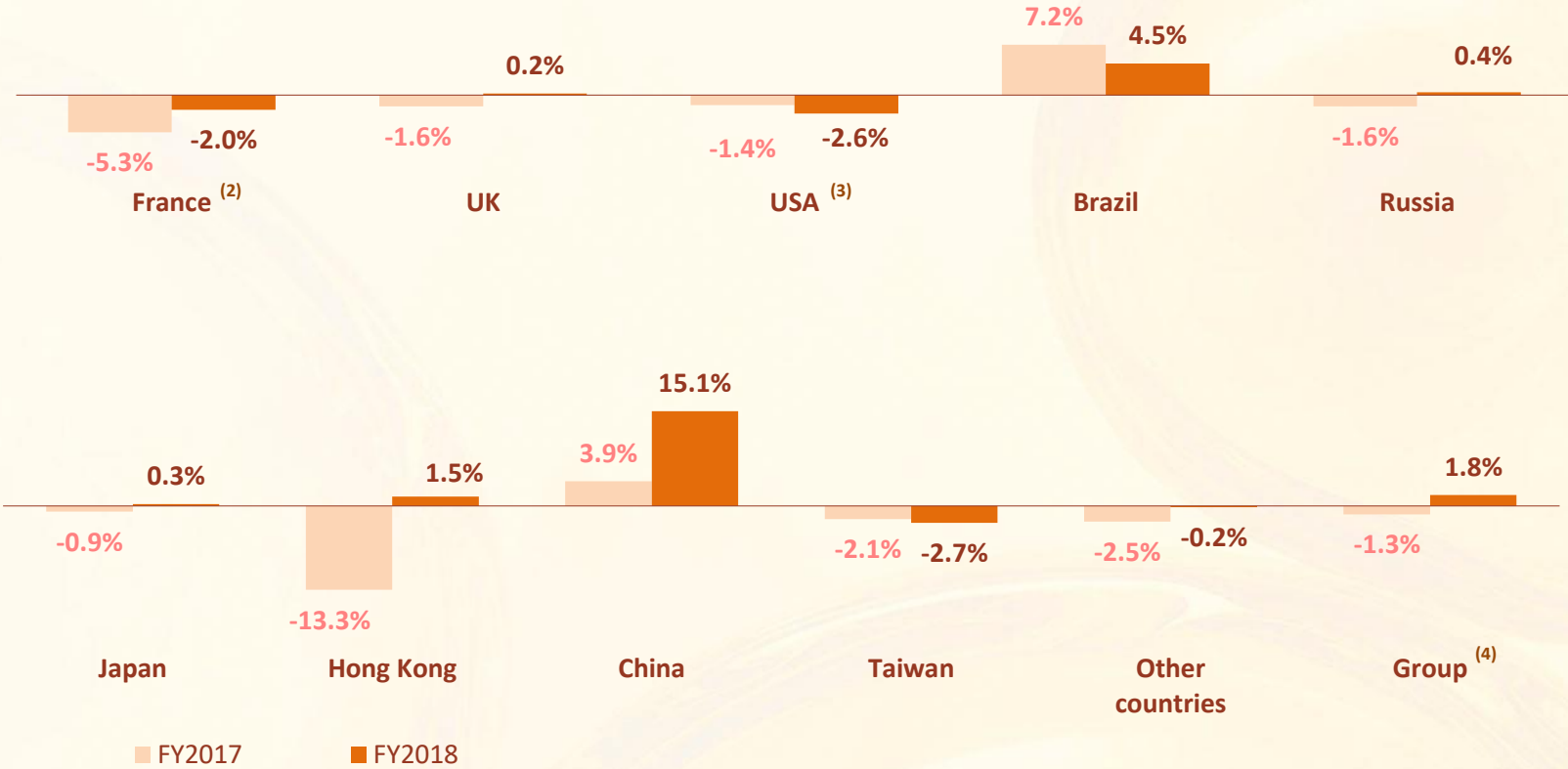
41 net own-stores opened



(1) Including 28 L'Occitane au Brésil stores that were reclassified as own retail stores in FY2018

Same store sales growth profile ⁽¹⁾

FY2018 compared to FY2017



(1) Including own E-commerce and excluding stores closed for renovation
 (2) Reported growth for FY2018 is -2.9% at constant rates
 (3) Reported growth for FY2018 is -2.7% at constant rates
 (4) Reported growth for FY2018 is 1.7% 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