

L'OCCITANE
EN PROVENCE

FY2019
UNAUDITED TRADING UPDATE

For the Three Months Ended 30 June 2018



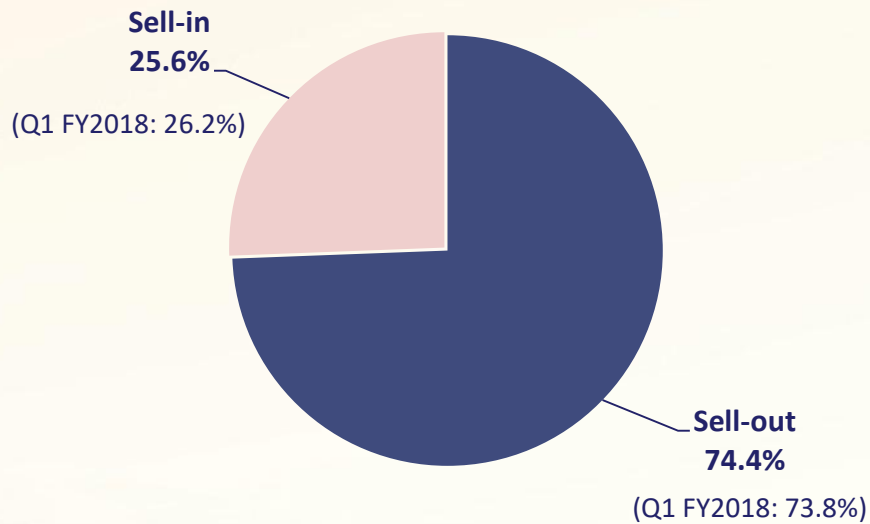
Highlights

For the three months ended 30 June	2017	2018	Change
Net sales (million €) - reported rates	279.5	296.8	+6.2%
Growth at constant rates			+12.3%
Like-for-like growth*			+3.6%
Growth per segment at constant exchange rates:			
Sell-out			+13.5%
Sell-in			+8.7%
Fastest growing countries (local currency):			
US			+73.7%
Hong Kong			+25.5%
Same Store Sales Growth	-0.6%	0.6%	+1.2 pp
Net Store openings	4	-7	-11

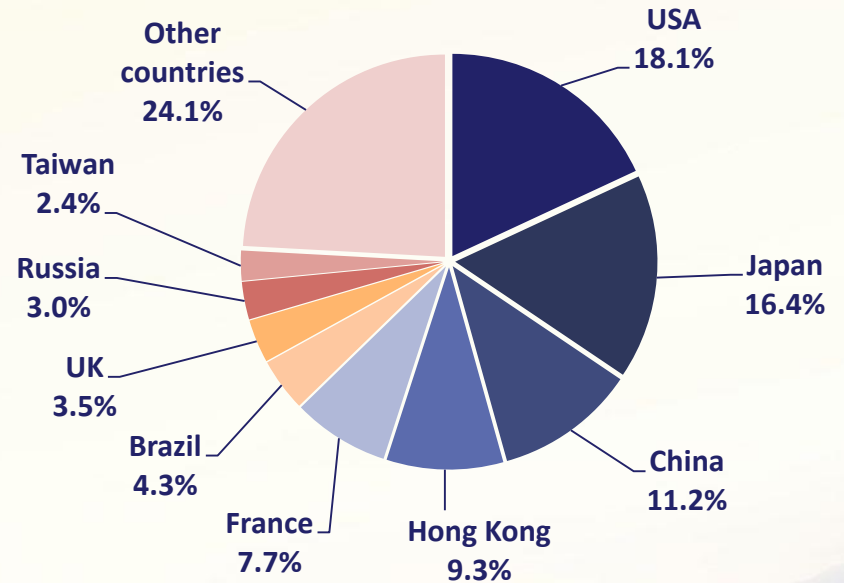
* On a like-for-like basis: at constant rates and excluding Le Couvent des Minimes and Limelife

Net Sales Breakdown

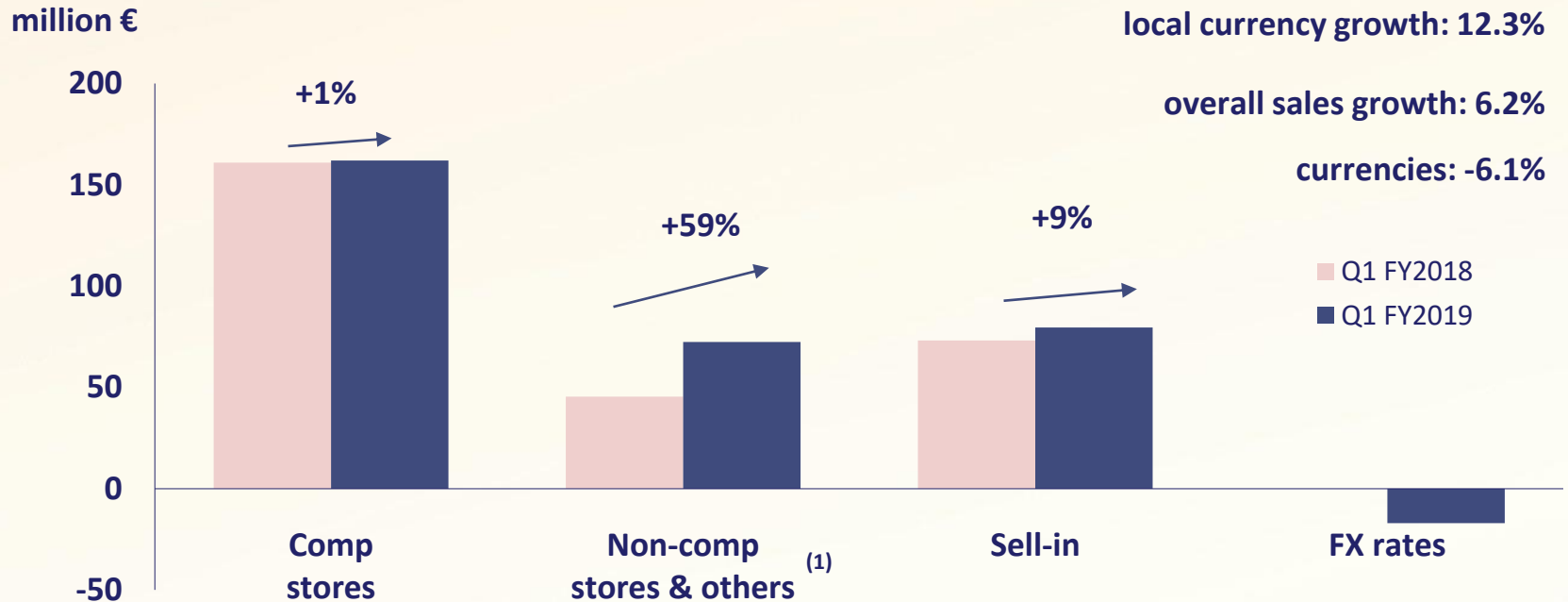
Sales by segment



Exposure to growth markets



Net sales up 12.3% at constant exchange rates (6.2% at reported rates)

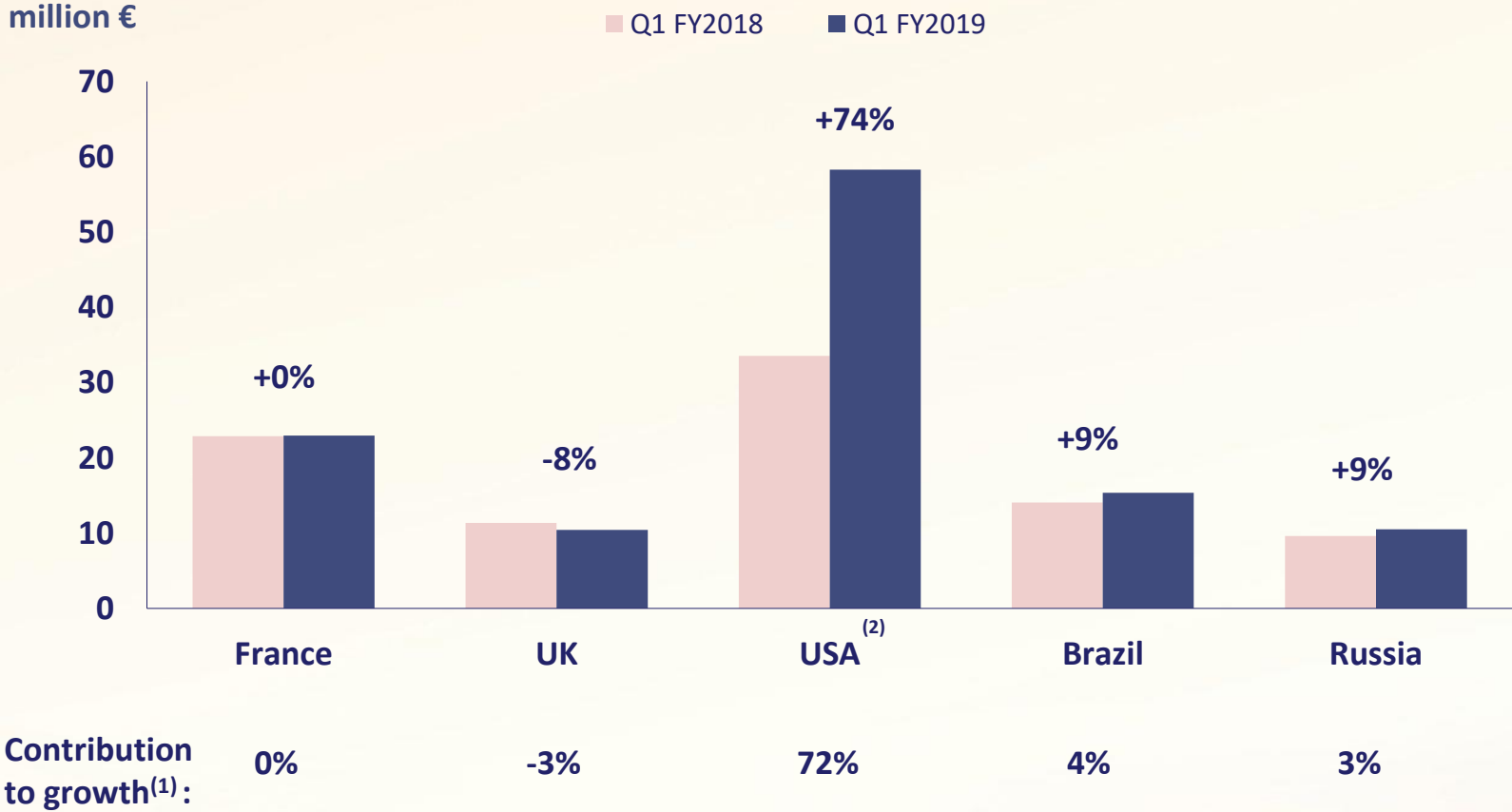


Contribution to growth ⁽²⁾ :	3%	78%	19%
	Comp stores	Non-comp stores & others	Sell-in

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

(2) Excluding the impact of foreign currency translation effects

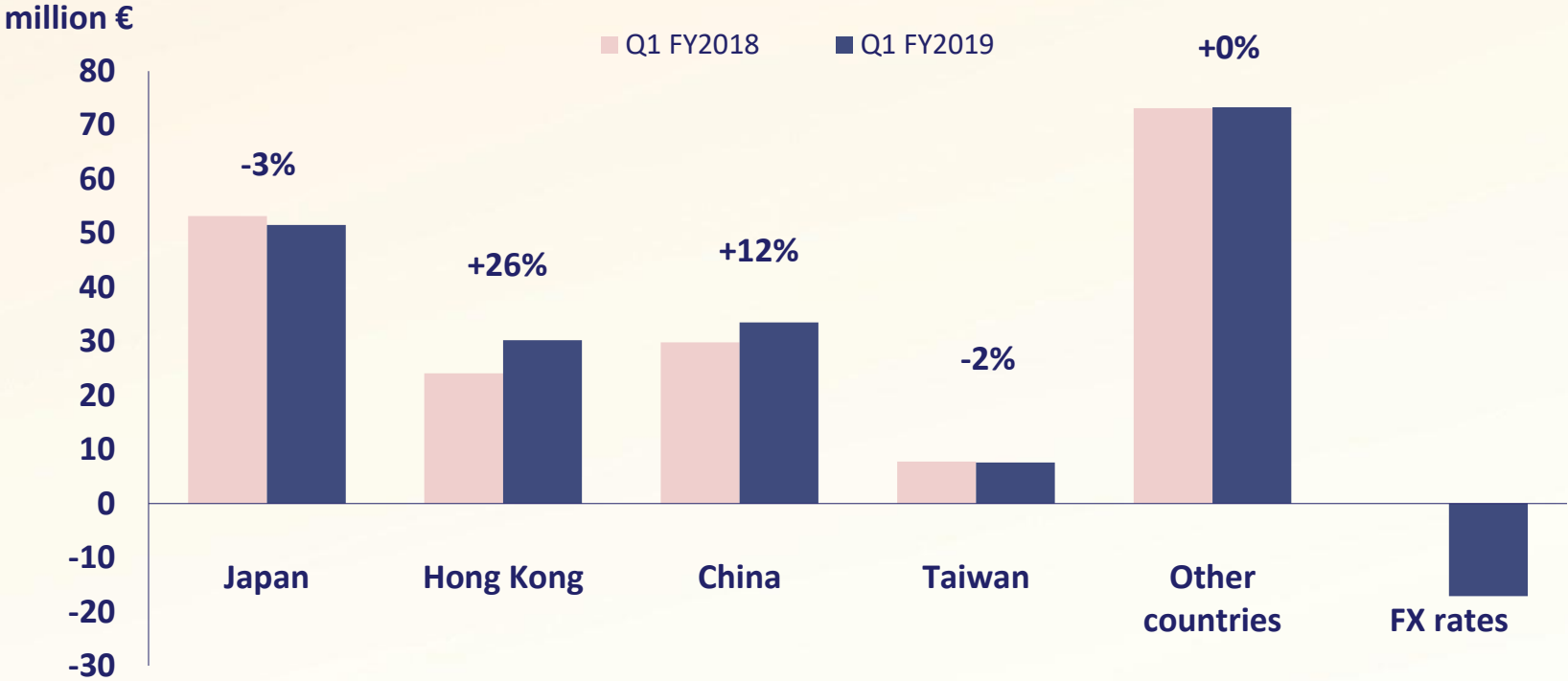
Sales growth by geography – Americas and Europe (at constant rates)



(1) Excluding foreign currency translation effects
 (2) Excluding LimeLife, growth is 2.2% at constant rates

Sales growth by geography – Asia and Other Countries

(at constant rates)

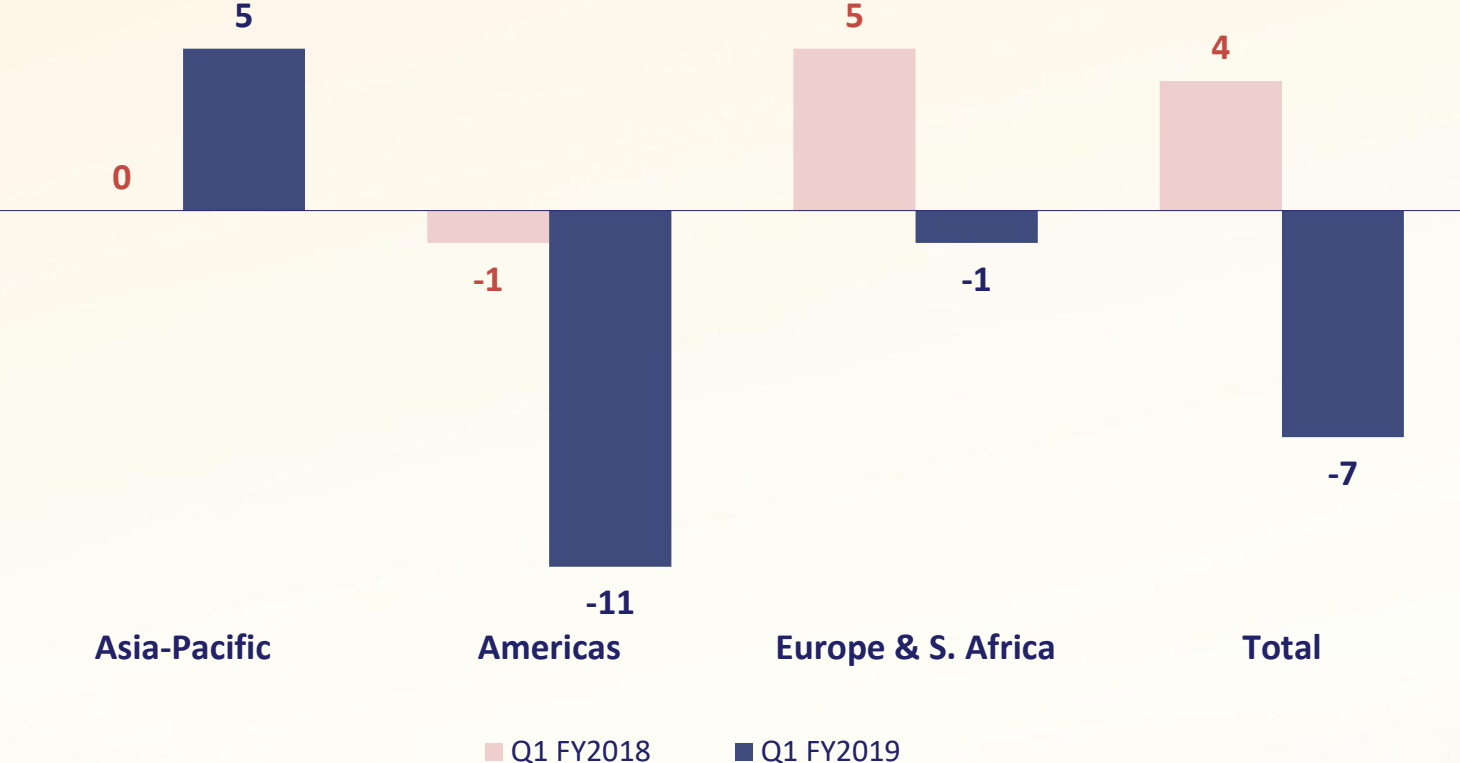


Geography	Contribution to growth ⁽¹⁾
Japan	-5%
Hong Kong	18%
China	11%
Taiwan	0%
Other countries	1%
FX rates	-

(1) Excluding foreign currency translation effects

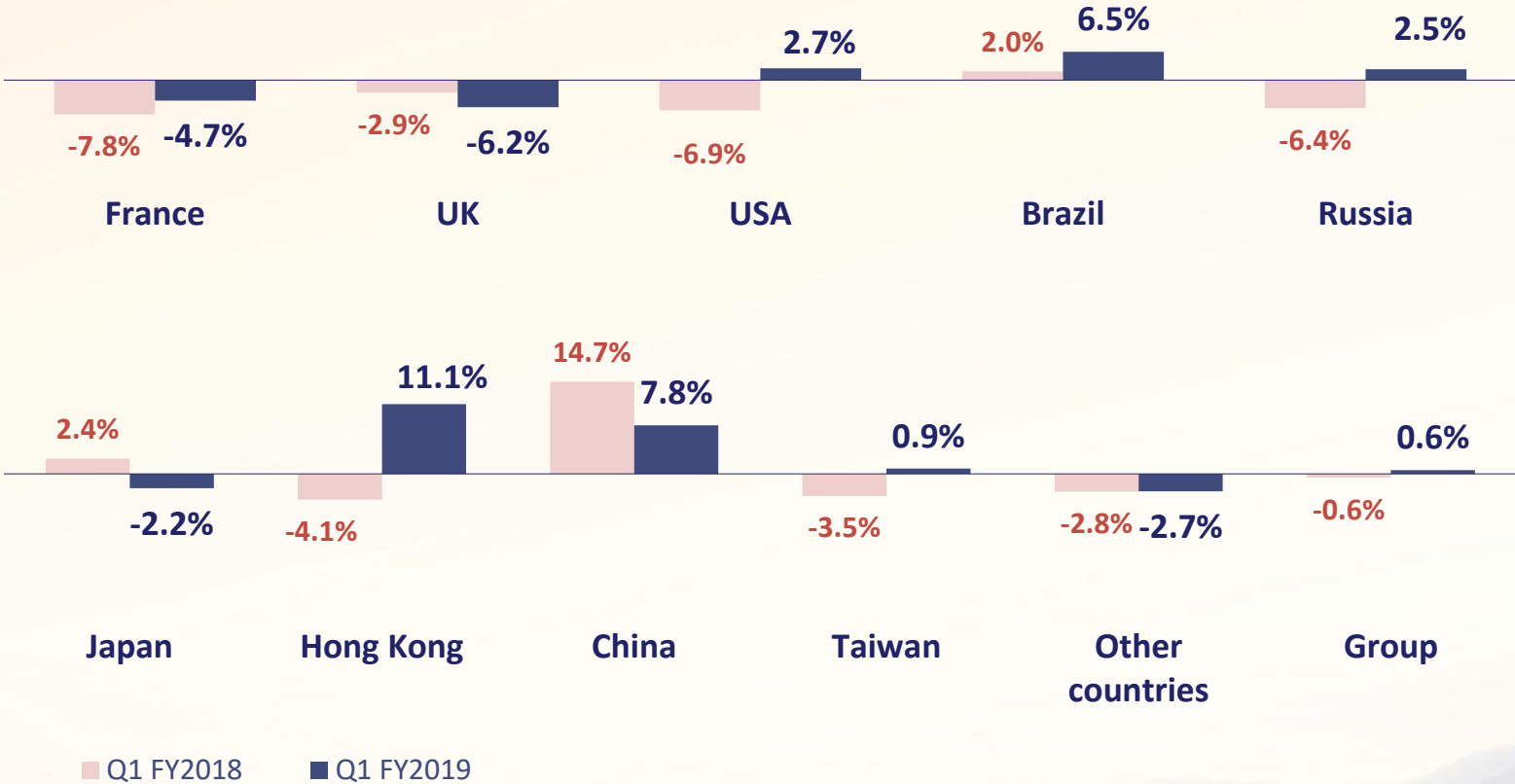
Net store openings by region

7 net own-stores closed



Same store sales growth profile ⁽¹⁾

Q1 FY2019 compared to Q1 FY2018



(1) 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.

THE END

