

L'OCCITANE
EN PROVENCE

FY2019
UNAUDITED TRADING UPDATE

For the Six Months Ended 30 September 2018



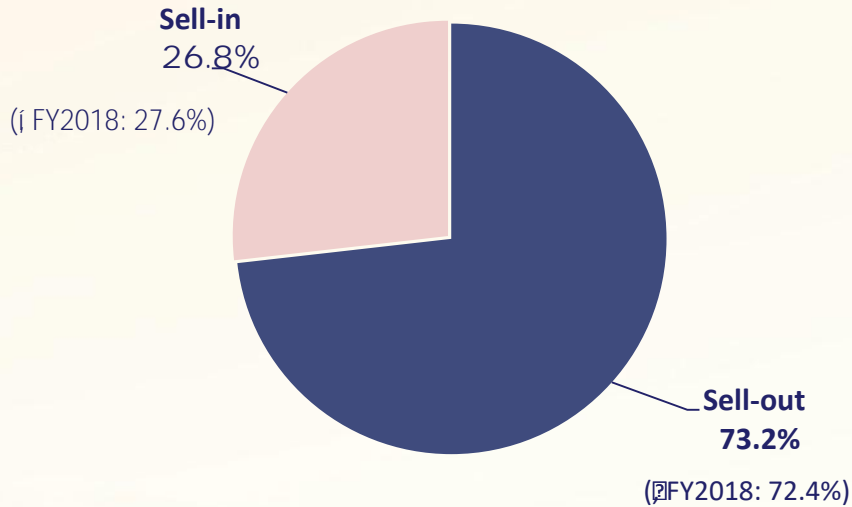
Highlights

| For the six months ended 30 September | 2017 | 2018 | Change |
|---|-------|--------------|---------|
| Net sales (million €) - reported rates | 548.2 | 595.4 | +8.6% |
| Growth at constant rates | | | +12.4% |
| Like-for-like growth* | | | +4.9% |
| Growth per segment at constant exchange rates: | | | |
| Sell-out | | | +13.9% |
| Sell-in | | | +8.4% |
| Fastest growing countries (local currency): | | | |
| US | | | +65.8% |
| Hong Kong | | | +18.6% |
| Same Store Sales Growth | -0.1% | 2.0% | +2.1 pp |
| Net Store openings | 5 | 0 | -5 |

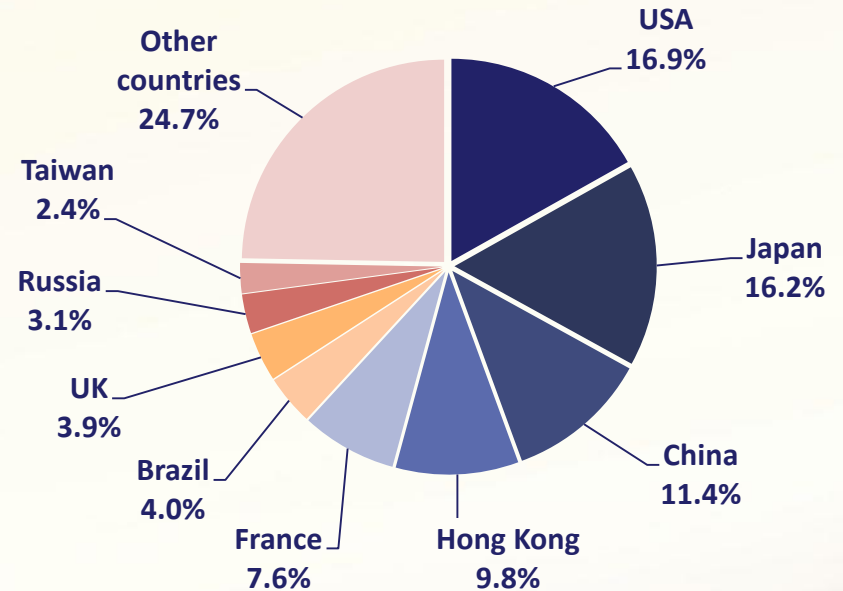
* On a like-for-like basis: at constant rates and excluding Le Couvent des Minimes and Limelife

Net Sales Breakdown

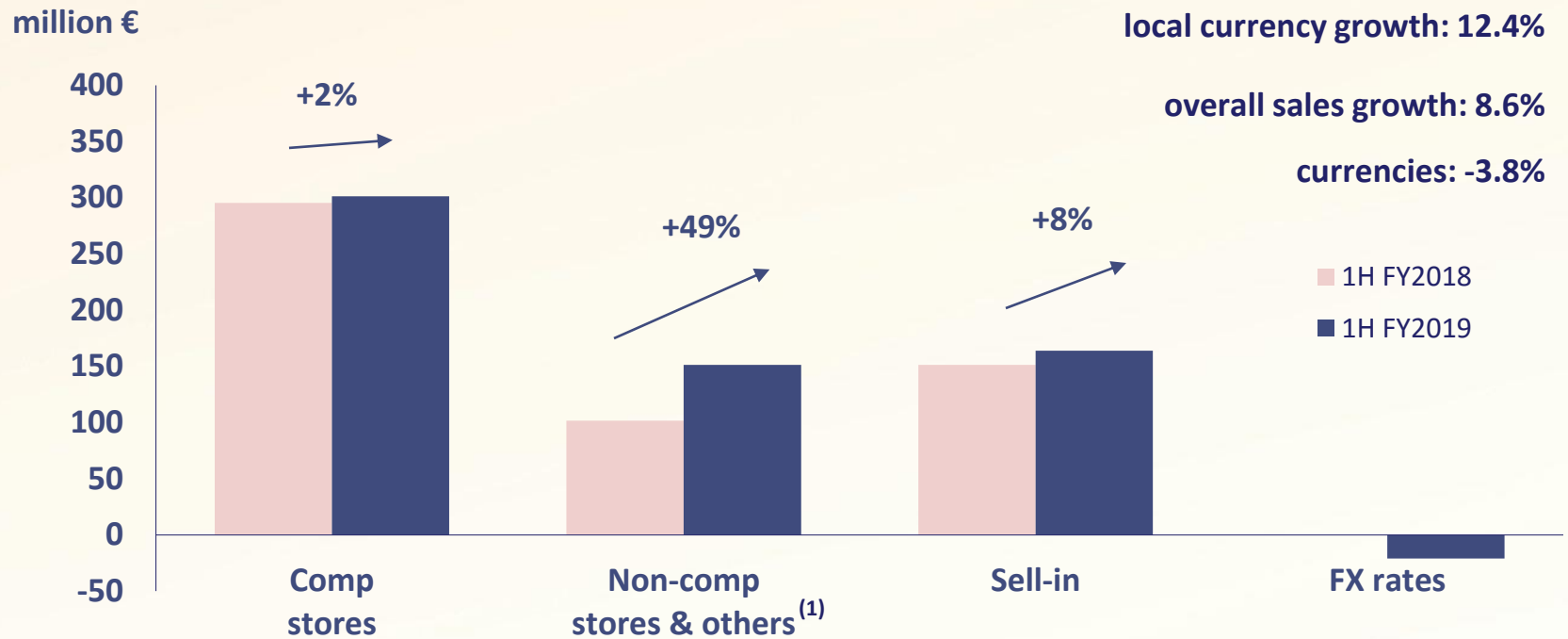
Sales by segment



Exposure to growth markets



Net sales up 12.4% at constant exchange rates (8.6% at reported rates)



Contribution
to growth⁽²⁾:

9%

73%

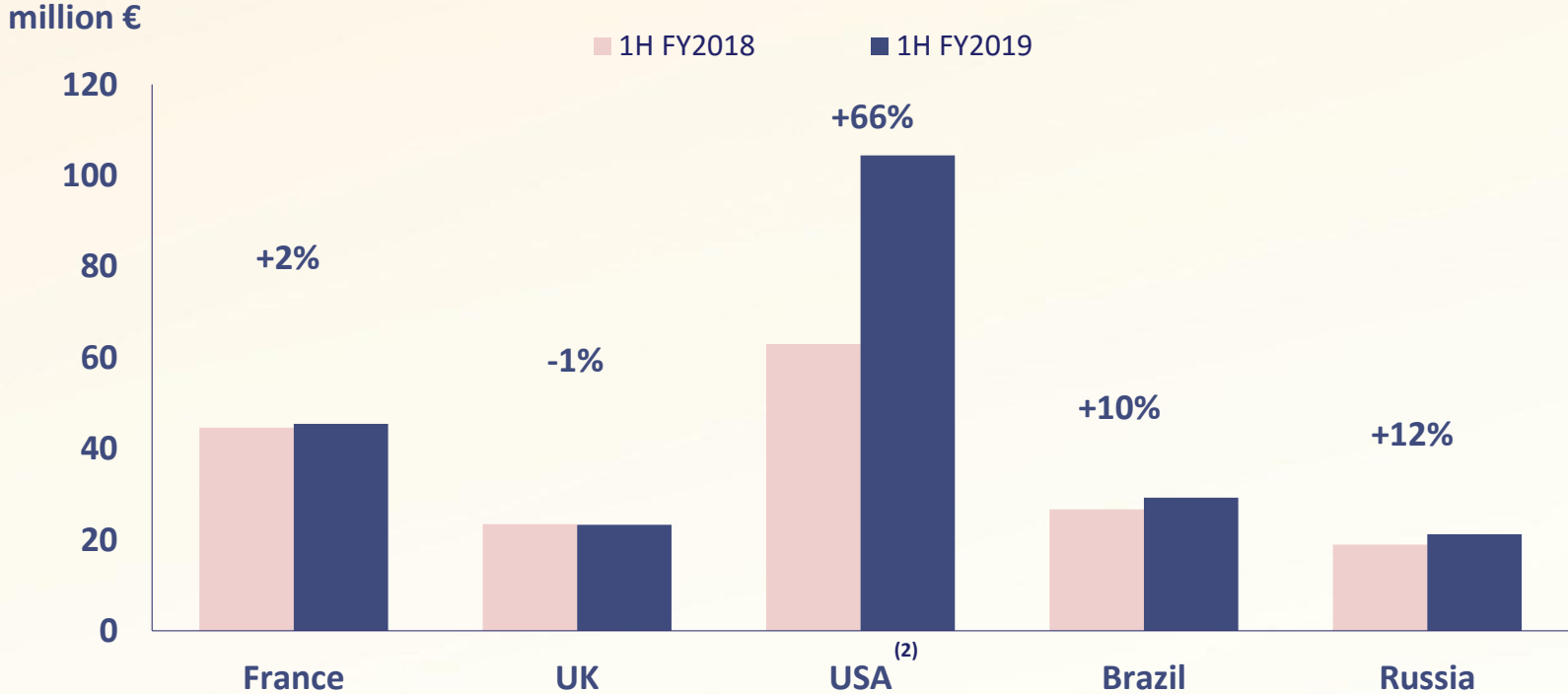
19%

(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

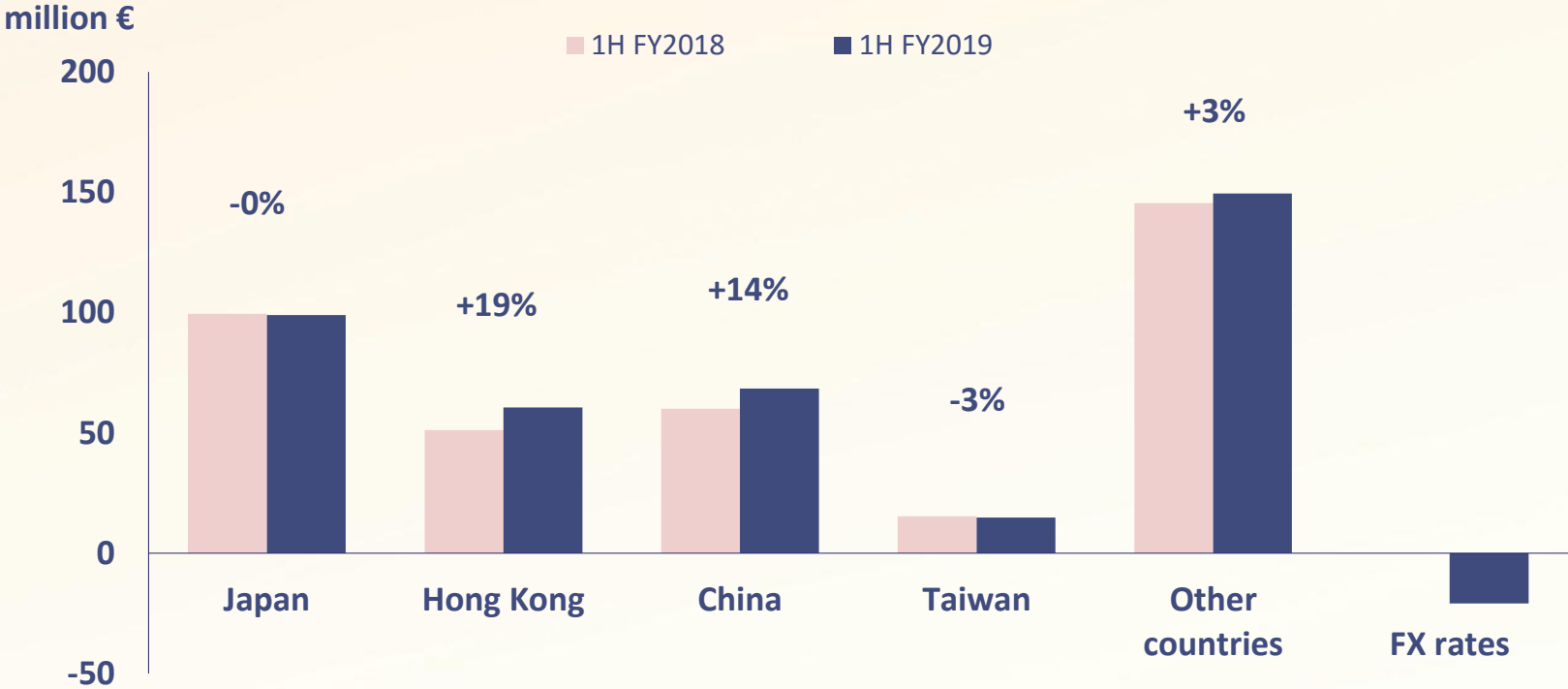
(at constant rates)



| Contribution to growth ⁽¹⁾ : | France | UK | USA ⁽²⁾ | Brazil | Russia |
|---|--------|----|--------------------|--------|--------|
| | 1% | 0% | 61% | 4% | 3% |

(1) Excluding foreign currency translation effects
 (2) Excluding Limelife, growth is 0.9% at constant rates

Sales growth by geography – Asia and Other Countries (at constant rates)



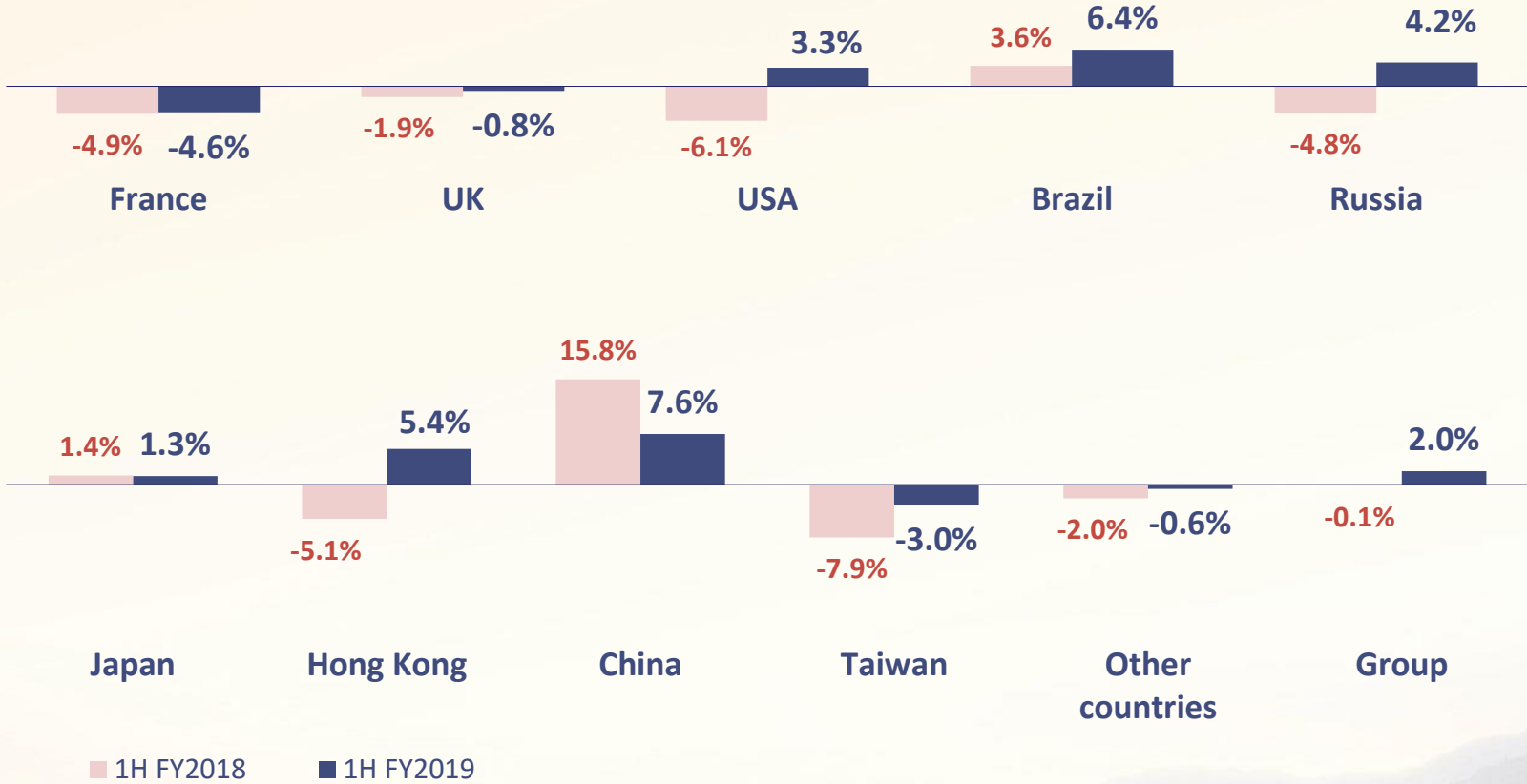
Contribution to growth⁽¹⁾:

| Geography | Contribution to growth ⁽¹⁾ |
|-----------------|---------------------------------------|
| Japan | -1% |
| Hong Kong | 14% |
| China | 12% |
| Taiwan | -1% |
| Other countries | 6% |

(1) Excluding foreign currency translation effects

Same store sales growth profile (1)

1H FY2019 compared to 1H FY2018



(1) Including own E-commerce and excluding stores closed for renovation

Disclaimer

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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

