

L'OCCITANE  
EN PROVENCE

FY2019  
UNAUDITED TRADING UPDATE

For the Nine Months Ended 31 December 2018



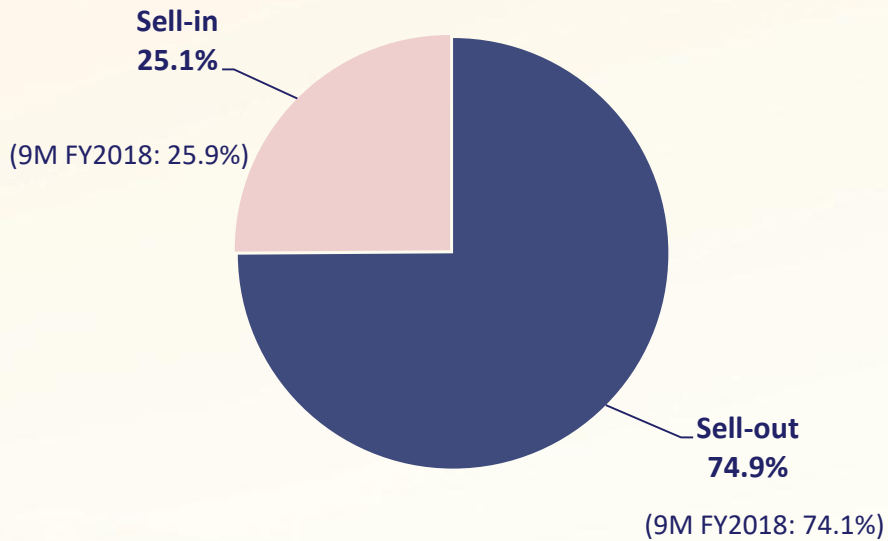
# Highlights

For the nine months ended 31 December	2017	2018	Change
<b>Net sales (million €) - reported rates</b>	1,000.9	<b>1,086.4</b>	+8.5%
<b>Growth at constant rates</b>			+10.6%
<b>Like-for-like growth*</b>			+4.4%
<b>Growth per segment at constant exchange rates:</b>			
<b>Sell-out</b>			+11.8%
<b>Sell-in</b>			+6.9%
<b>Fastest growing countries (local currency):</b>			
<b>US</b>			+50.3%
<b>China</b>			+12.7%
<b>Same Store Sales Growth</b>	1.4%	<b>2.0%</b>	+0.6 pp
<b>Net Store openings</b>	16	<b>10</b>	-6

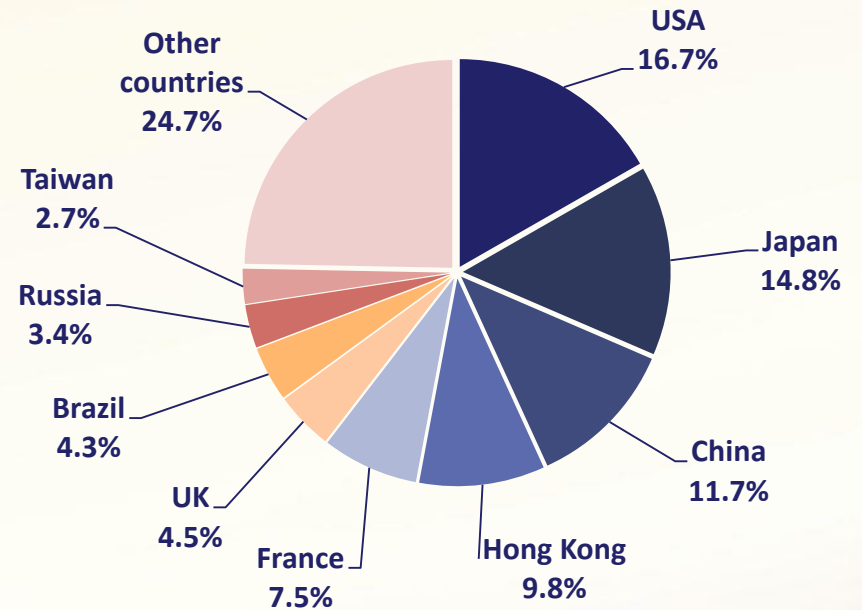
\* On a like-for-like basis: at constant rates and excluding Le Couvent des Minimes and Limelife

# Net Sales Breakdown

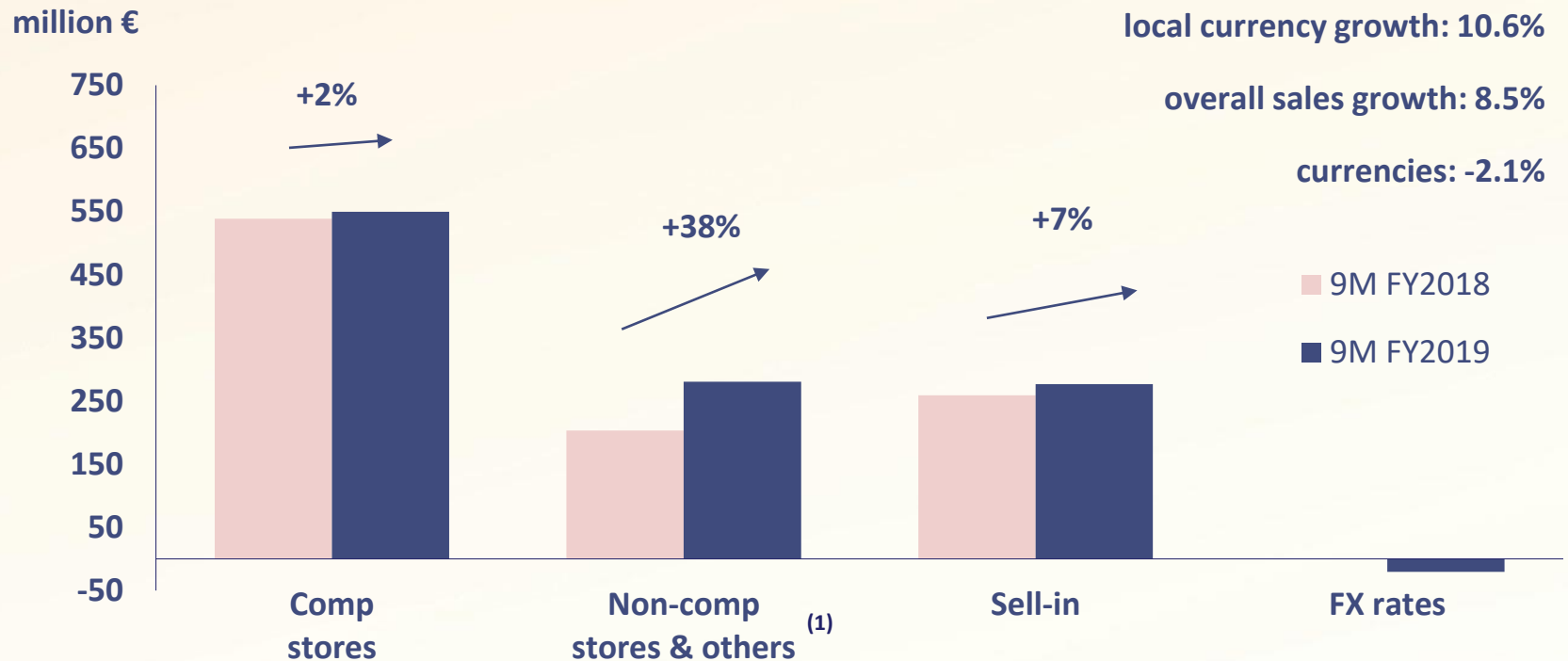
## Sales by segment



## Exposure to growth markets



# Net sales up 10.6% at constant exchange rates (8.5% at reported rates)



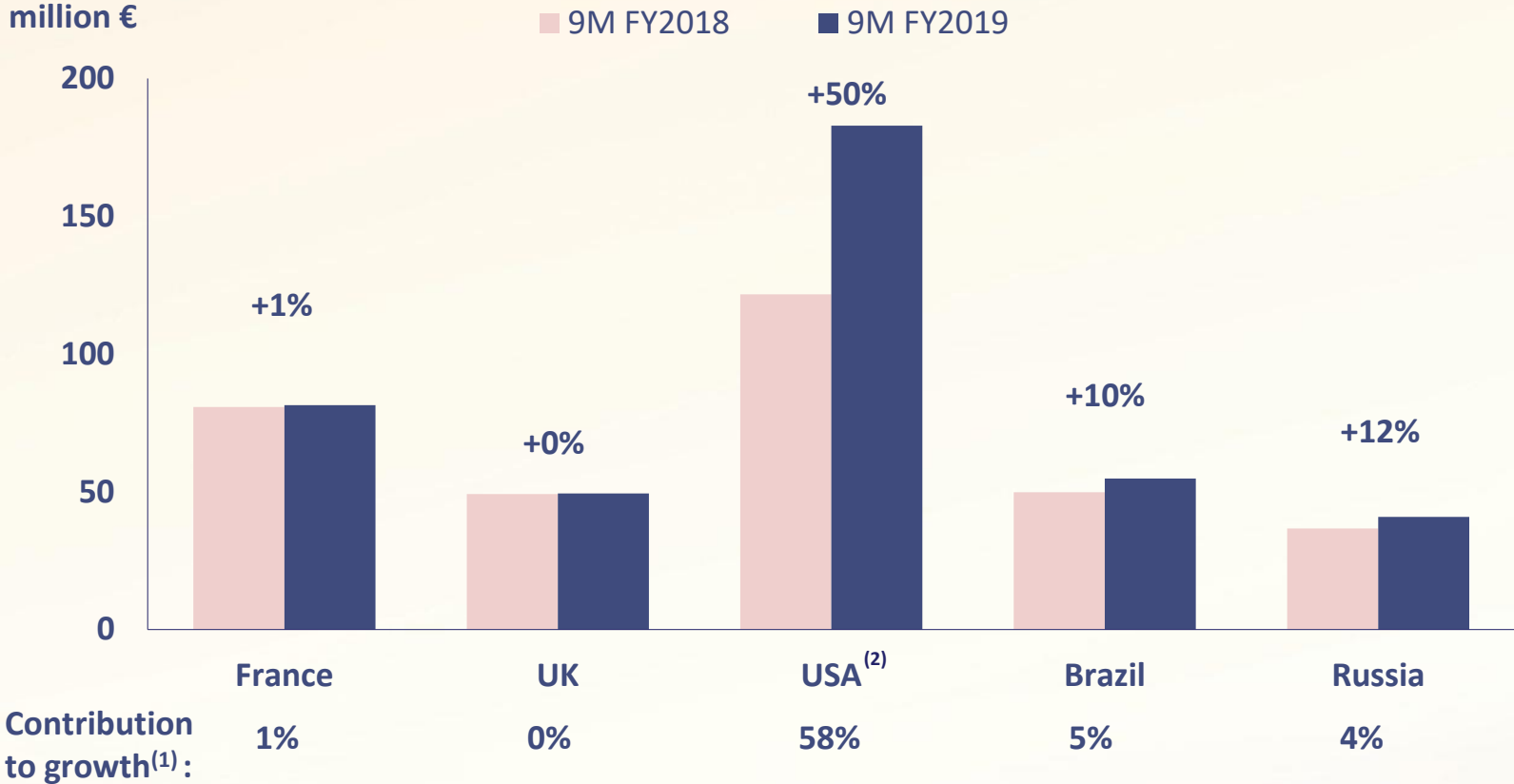
## Contribution to growth<sup>(2)</sup>:

Comp stores	10%	73%	17%
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(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)

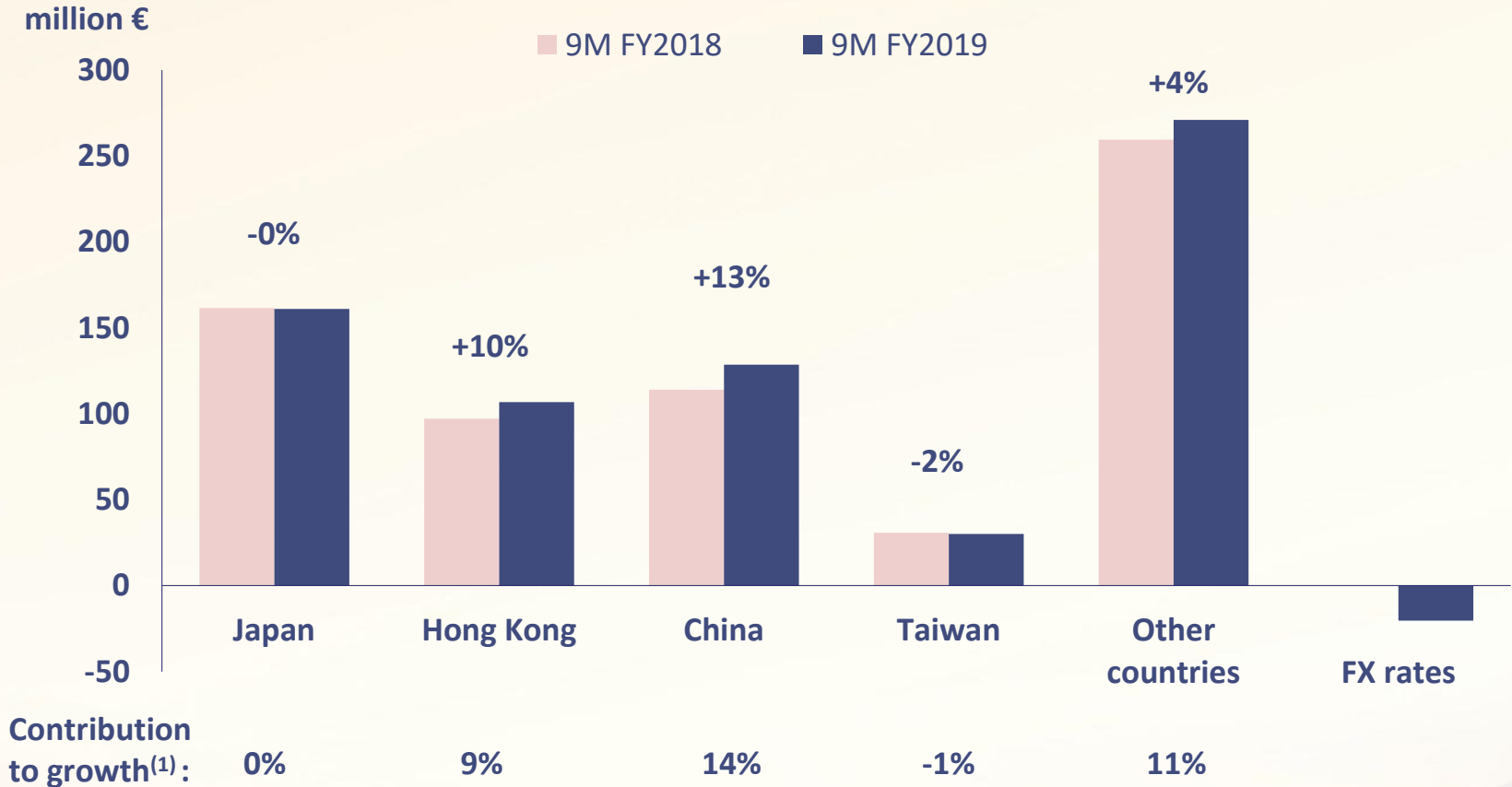


(1) Excluding foreign currency translation effects

(2) Excluding LimeLife, growth is 0.7% at constant rates

# Sales growth by geography – Asia and Other Countries

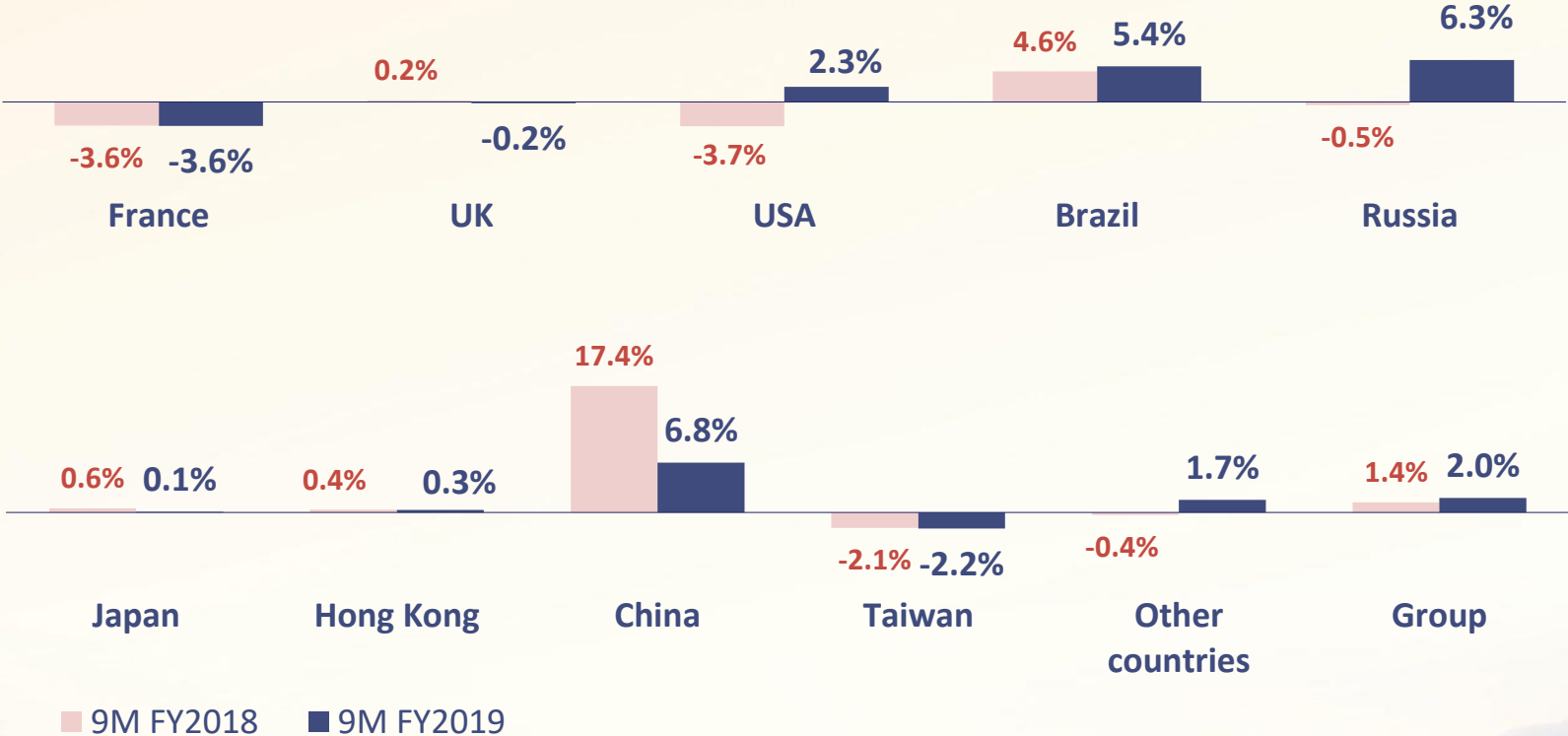
(at constant rates)



(1) Excluding foreign currency translation effects

# Same store sales growth profile (1)

9M FY2019 compared to 9M 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

