

L'OCCITANE
EN PROVENCE

FY2019
UNAUDITED TRADING UPDATE

For the Year Ended 31 March 2019



Highlights

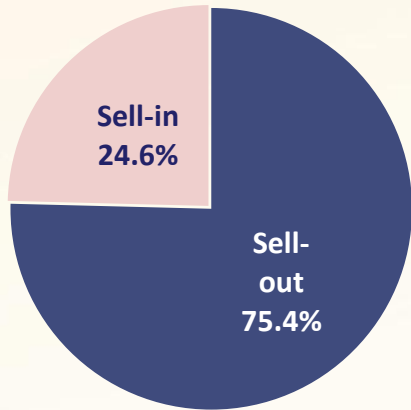
For the year ended 31 March	2018	2019	Change
Net sales (million €) - reported rates	1,319.4	1,426.9	+8.1%
Growth at constant rates			+8.7%
Like-for-like growth*			+4.2%
Growth per segment at constant exchange rates:			
Sell-out			+9.4%
Sell-in			+6.5%
Fastest growing countries (local currency):			
US			+31.8%
Russia			+12.2%
China			+12.1%
Same Store Sales Growth **	1.7%	1.8%	+0.1 pp

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

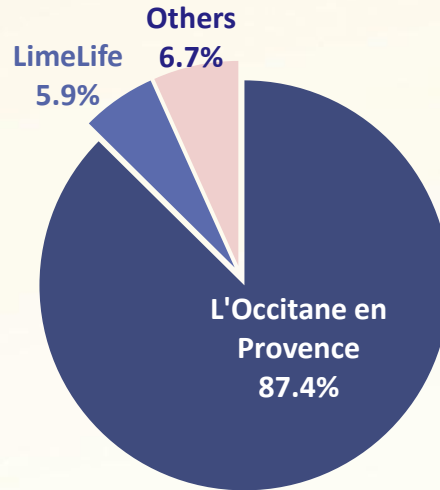
** FY2018 included 28 L'Occitane au Brésil stores that were reclassified as own retail stores

Net Sales Breakdown

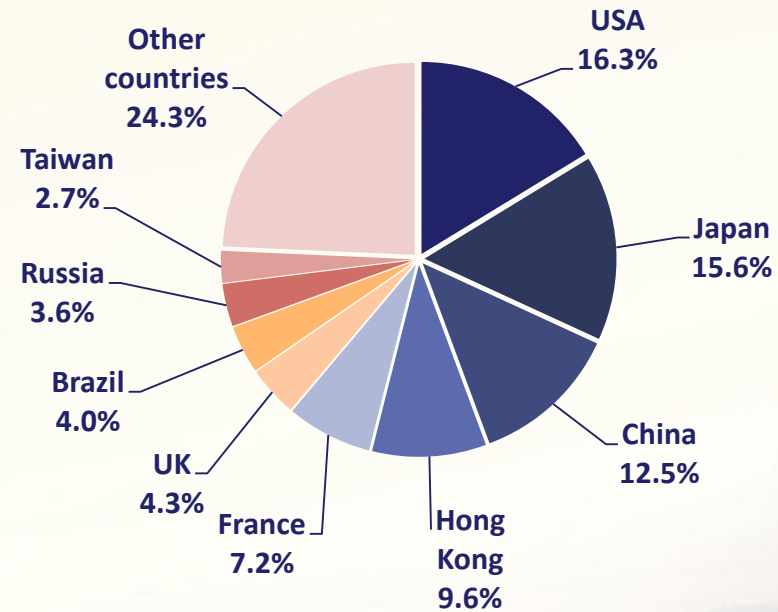
By Business Segment



By Brand

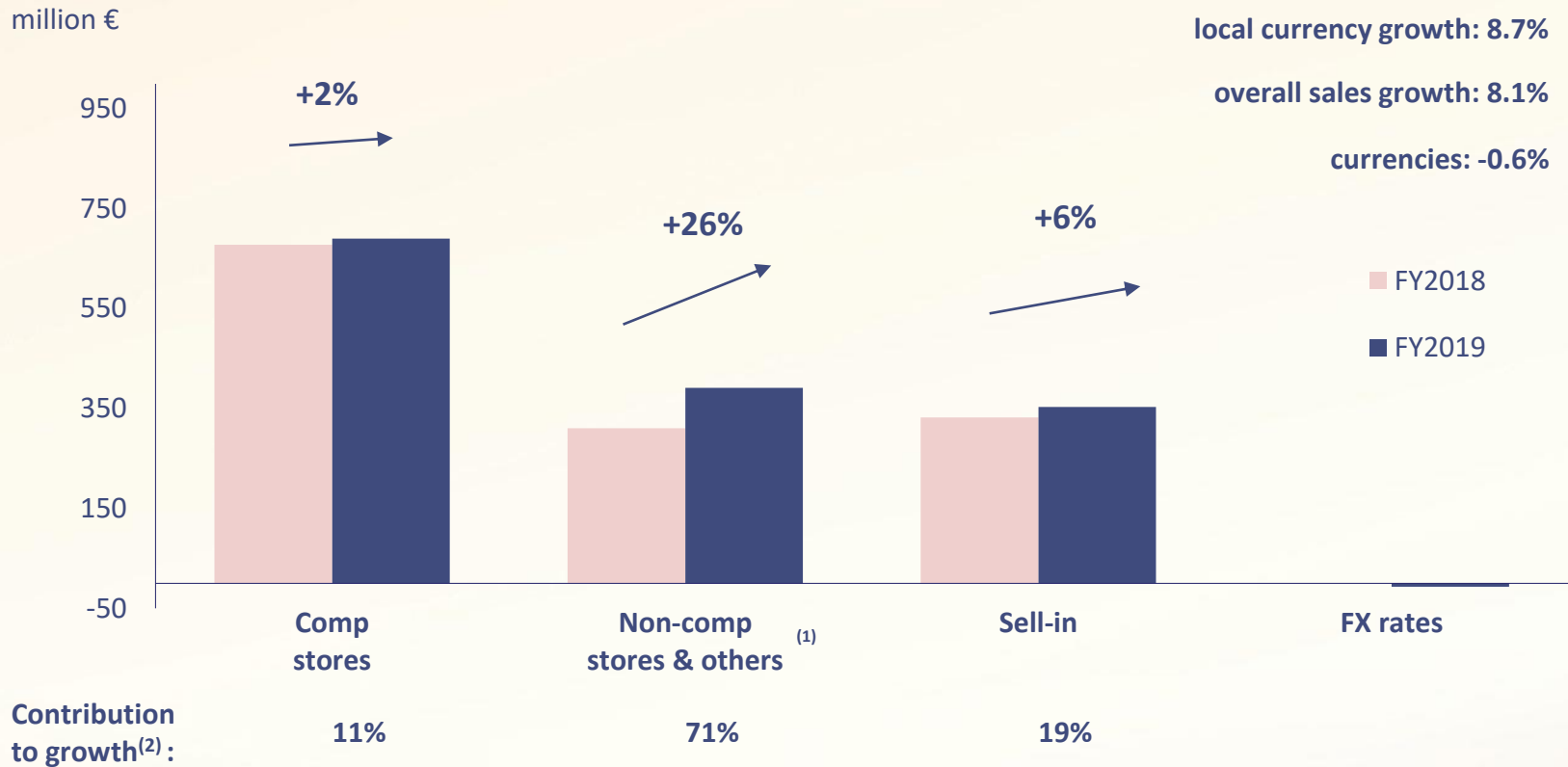


By Geography



* Others include emerging brands Melvita, Erborian and L'Occitane au Brésil

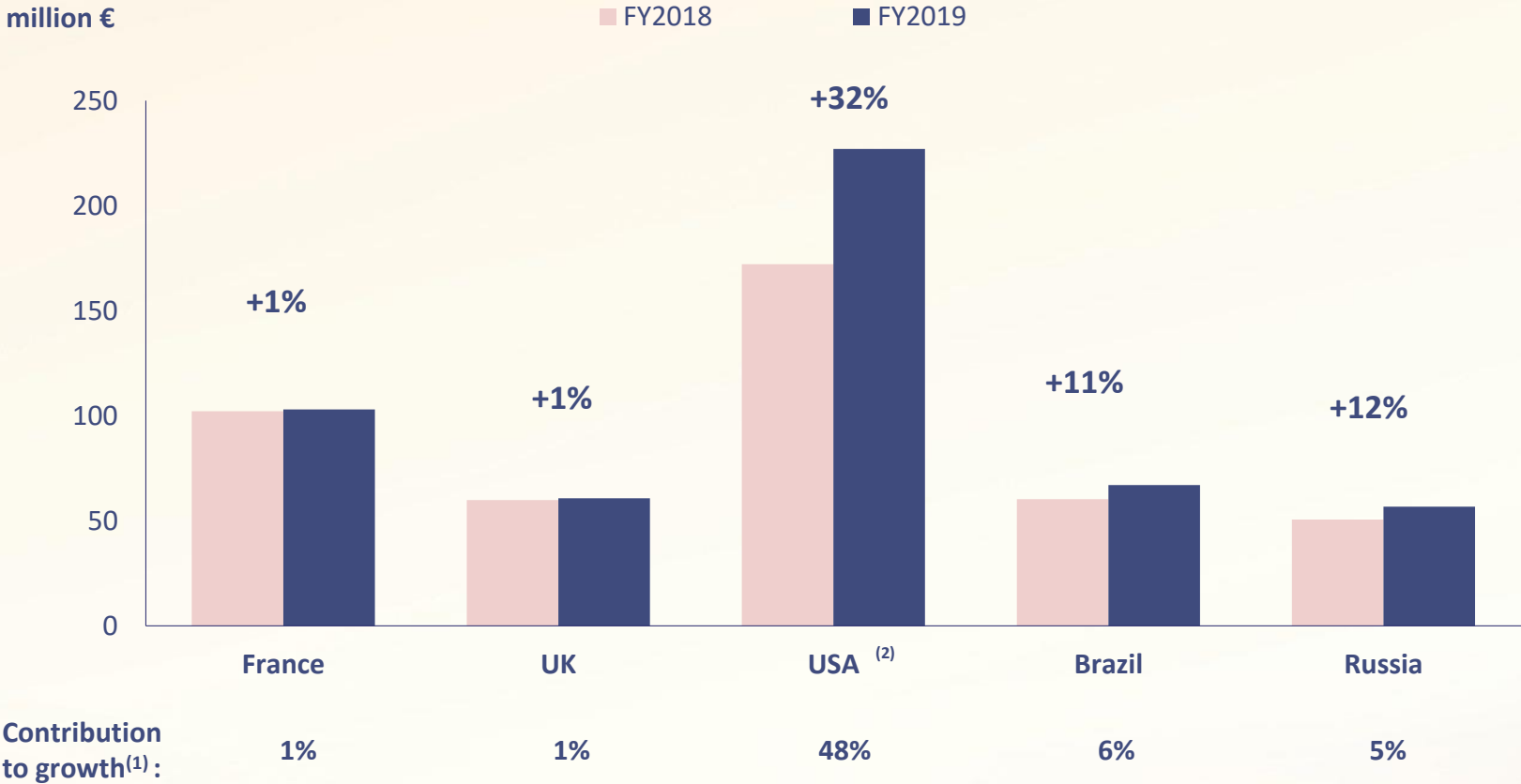
Net sales up 8.7% at constant exchange rates (8.1% at reported rates)



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

(2) Excluding the impact of foreign currency translation effects

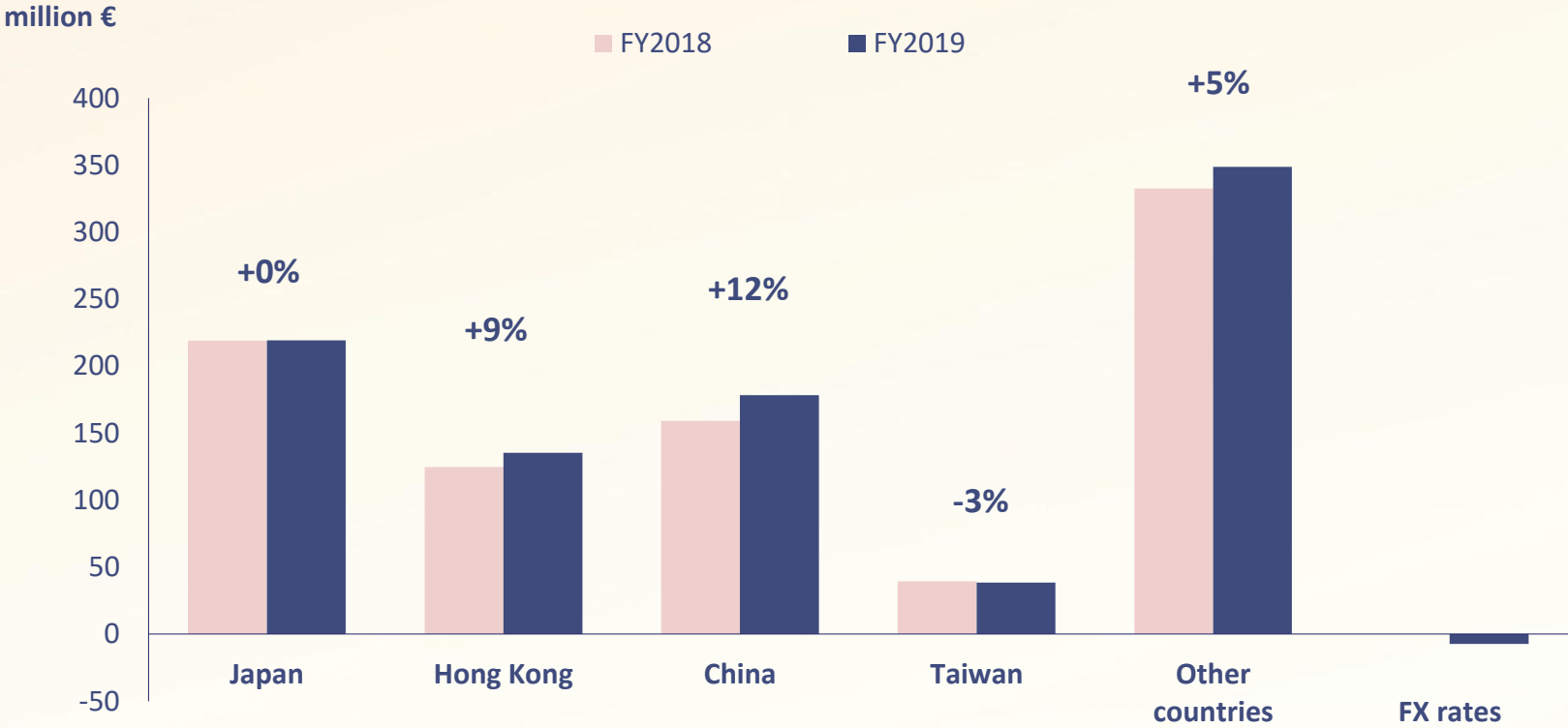
Sales growth by geography – Americas and Europe (at constant rates)



(1) Excluding foreign currency translation effects

(2) Excluding LimeLife, growth was -2.0% at constant rates, due to the net 12 stores closed this year

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



Contribution to growth⁽¹⁾:

0%

9%

17%

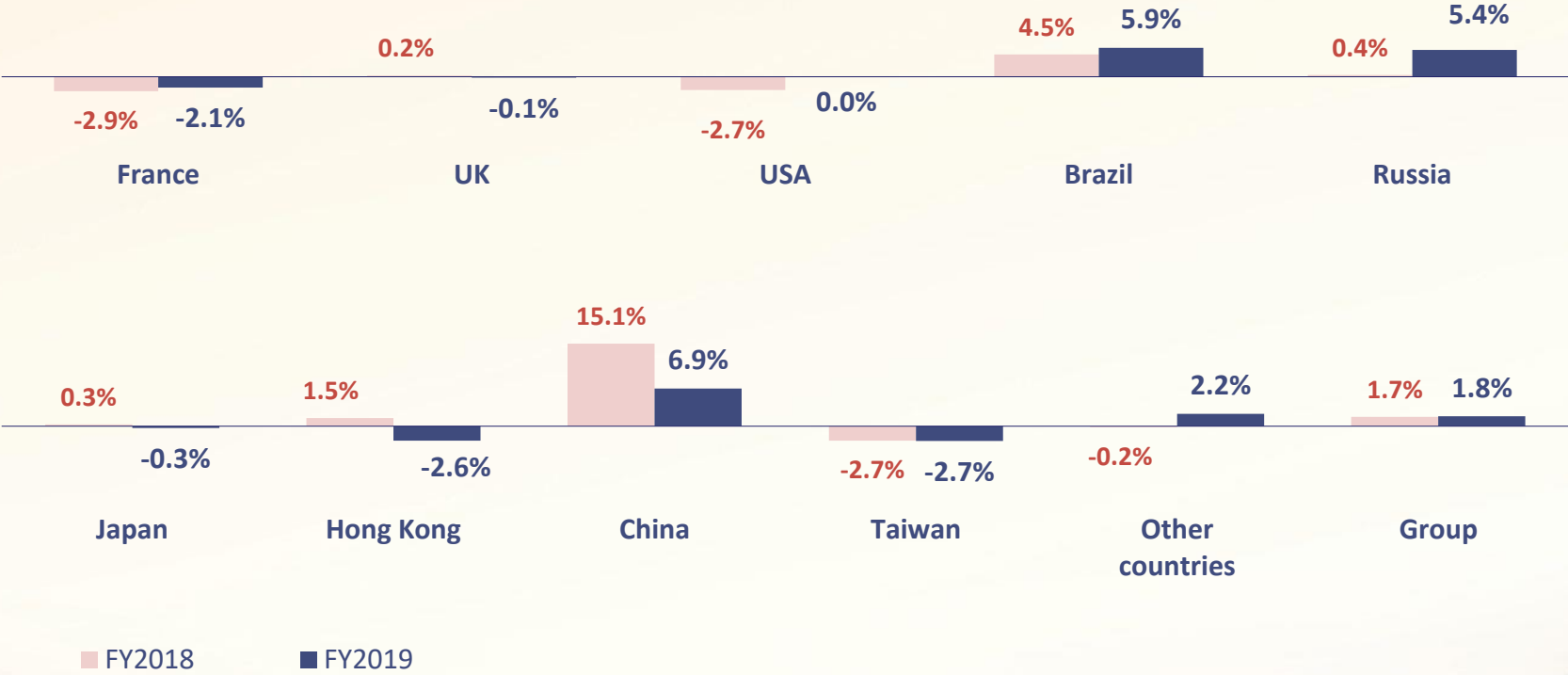
-1%

14%

(1) Excluding foreign currency translation effects

Same store sales growth profile (1)

FY2019 compared to 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

