

L'OCCITANE
EN PROVENCE

FY2020

UNAUDITED TRADING UPDATE

For the Three Months ended 30 June 2019

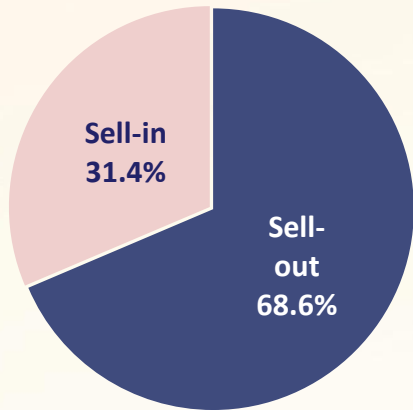


Highlights

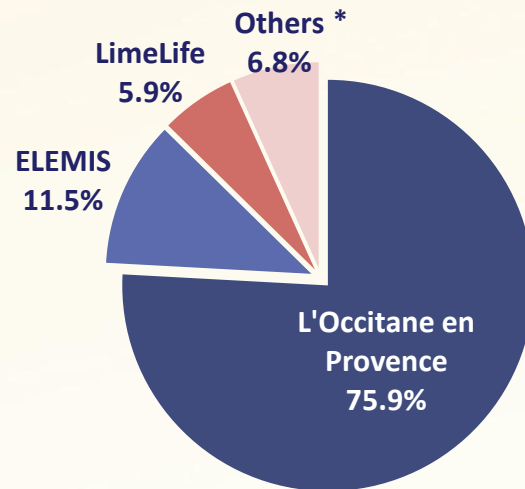
For the three months ended 30 June	2018	2019	Change
Net sales (million €) - reported rates	296.8	352.5	+18.8%
Growth at constant rates			+16.2%
Growth per segment at constant exchange rates:			
Sell-out			+7.0%
Sell-in			+43.1%
Fastest growing countries (local currency):			
UK			+253.0%
Other countries			+18.7%
Russia			+16.4%
Brazil			+13.6%
Same Store Sales Growth	0.6%	2.0%	+1.4 pp

Net Sales Breakdown

By Business Segment



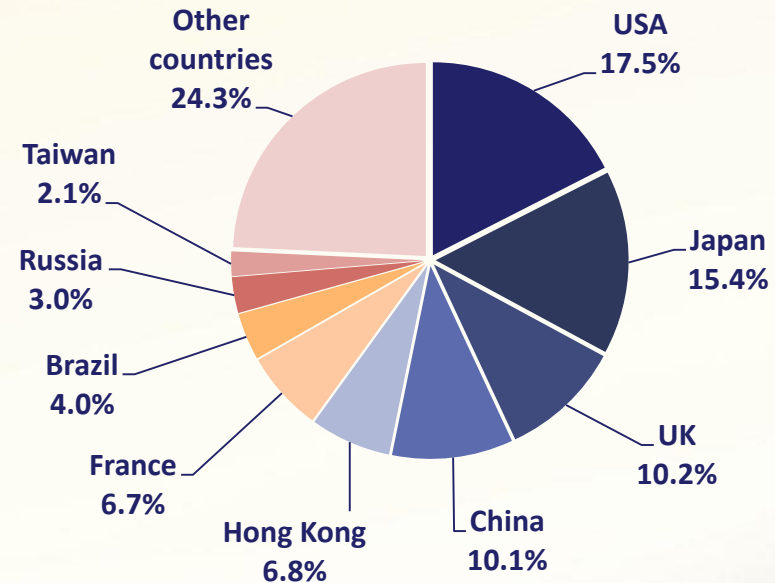
By Brand



Q1 growth by brand

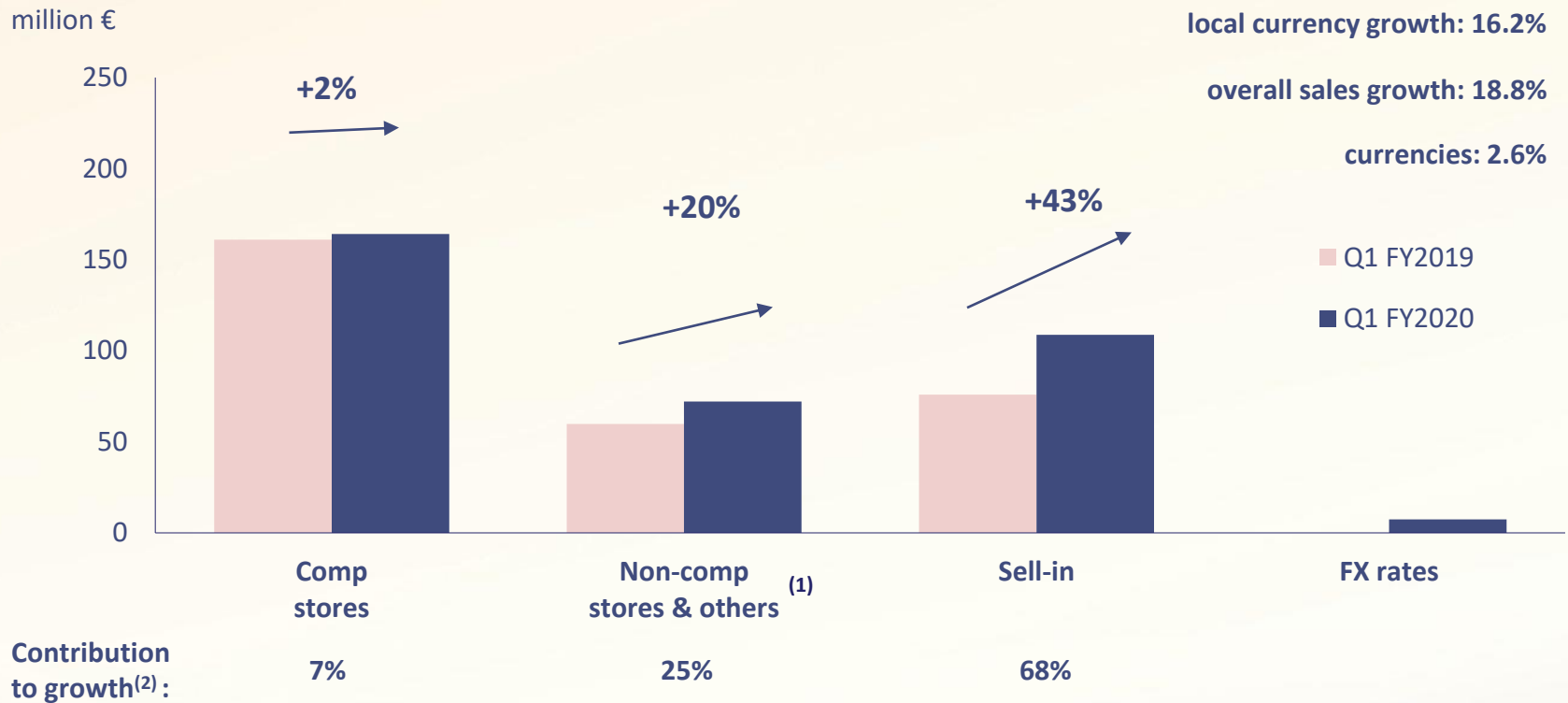
L'Occitane en Provence:	4.1%
ELEMIS (unaudited):	9.3%
LimeLife:	-14.8%
Others:	5.4%

By Geography



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

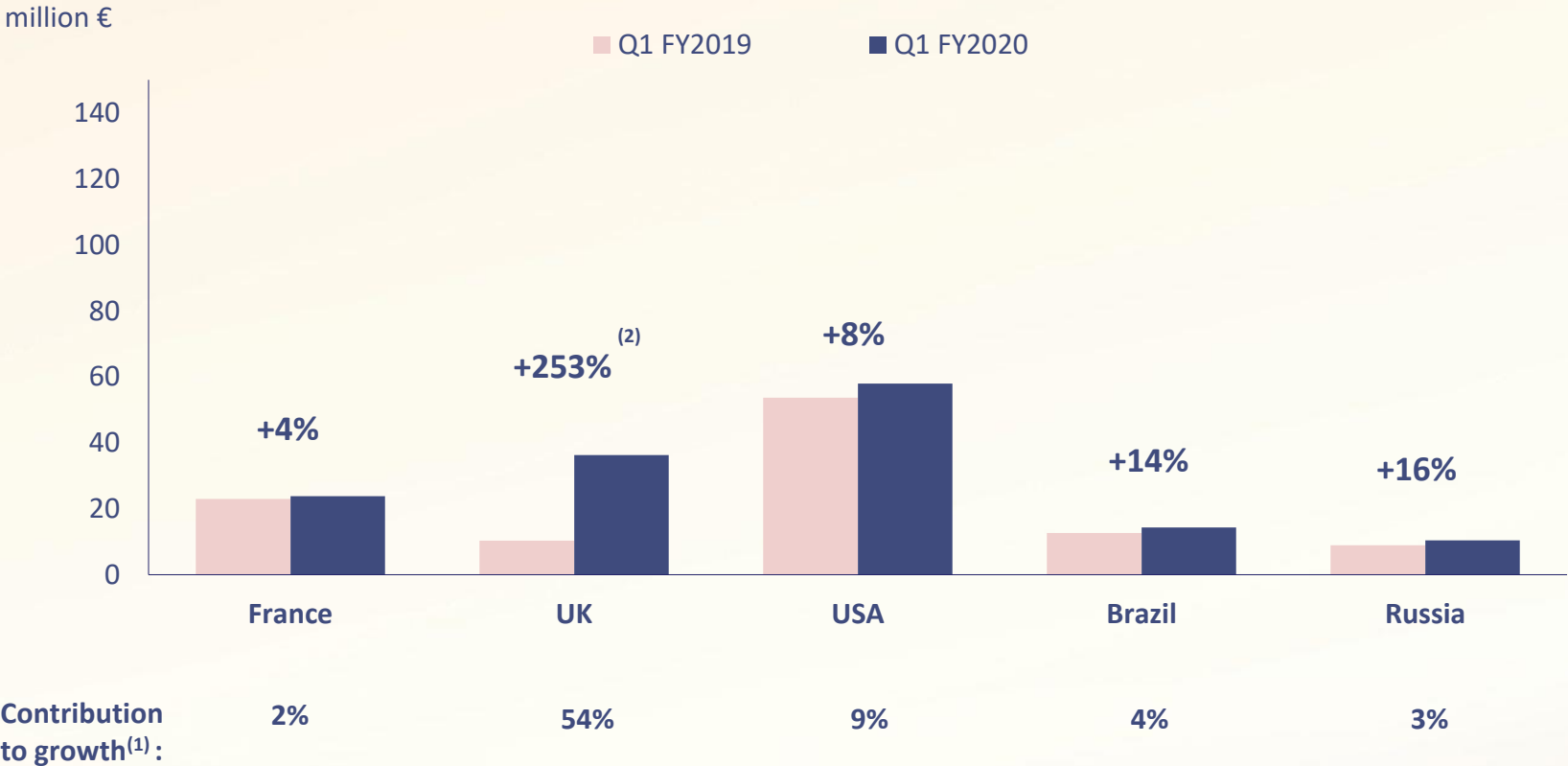
Net sales up 16.2% at constant exchange rates (18.8% at reported rates)



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

(2) Excluding the impact of foreign currency translation effects

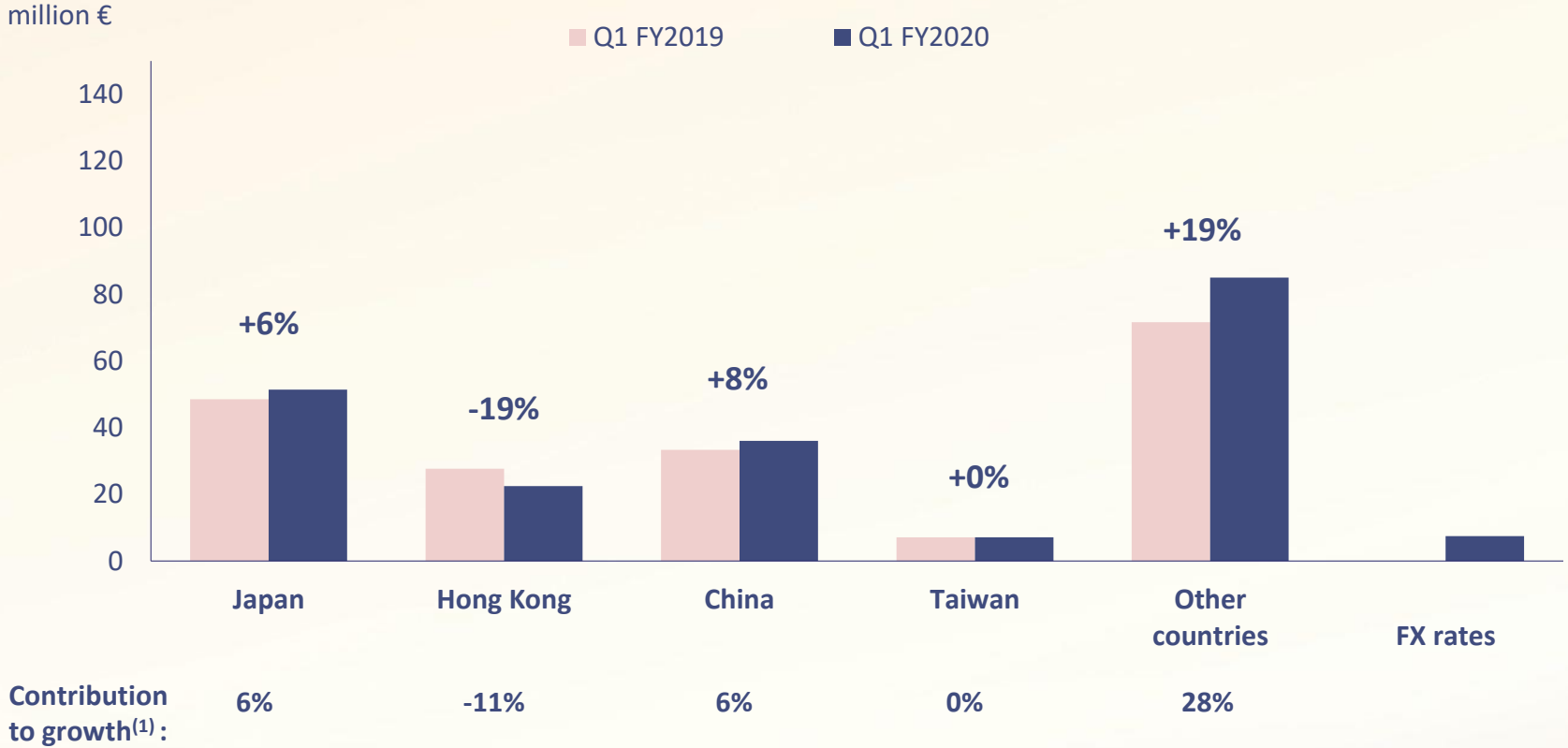
Sales growth by geography – Americas and Europe (at constant rates)



(1) Excluding foreign currency translation effects

(2) Excluding ELEMIS, growth in the UK was +9.0% at constant rates

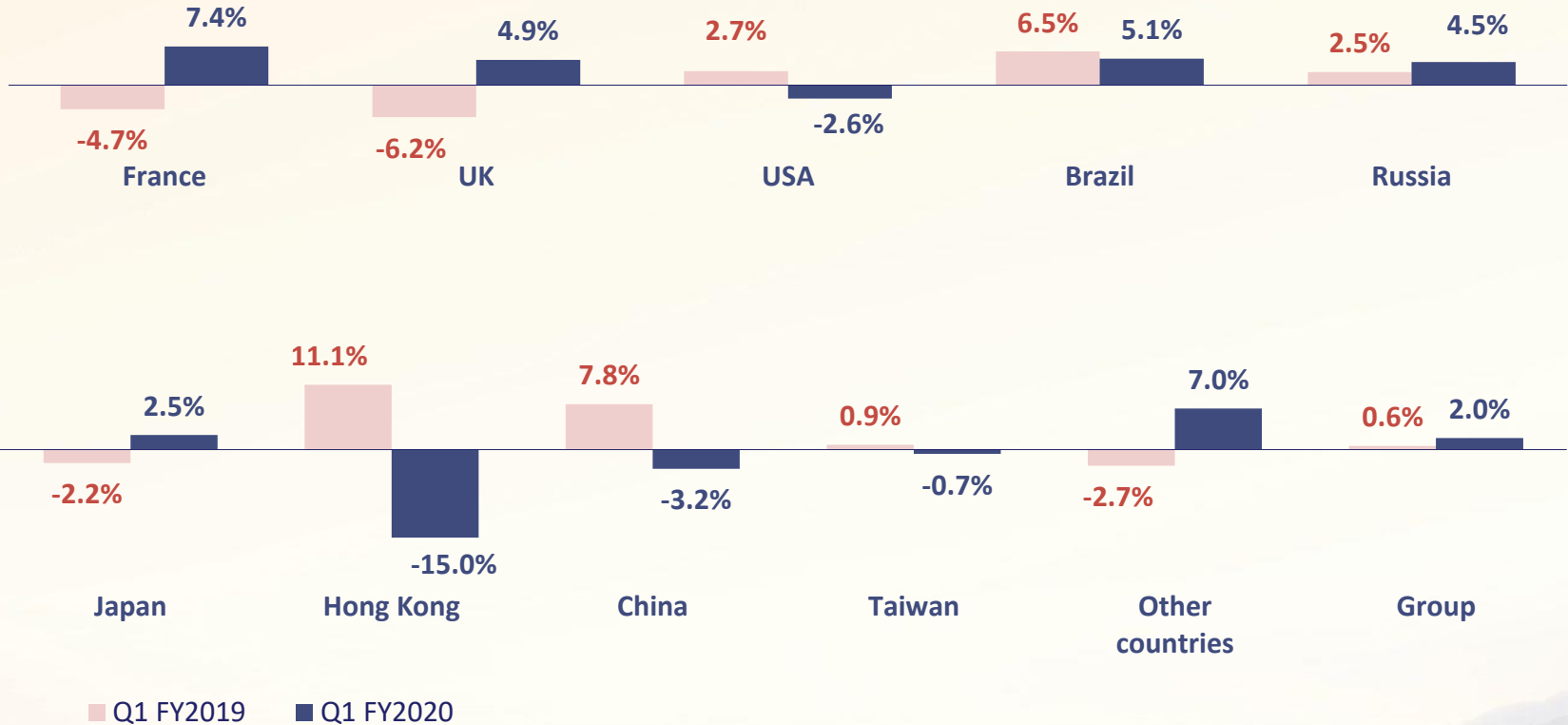
Sales growth by geography – Asia and Other Countries (at constant rates)



(1) Excluding foreign currency translation effects

Same store sales growth profile (1)

Q1 FY2020 compared to Q1 FY2019



(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

