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13 FOCUS FINANCES
Since the early days of L’OCCITANE, we have placed great value on protecting nature, from which we have learned so much: the secrets of plants, their exceptional properties and the incredible abilities of their active ingredients. Committing to protecting this nature and the people who live amongst it was an obvious choice, which has become more deeply anchored as the brand has grown. We have ensured that we work equitably with producers, encouraged customers to return their empty bottles to be recycled and added braille to our packaging, to make it more accessible.

At the end of 2018, building on this solid foundation, L’OCCITANE decided to define 6 key areas of action on which to focus all of its energy: respecting biodiversity, supporting producers, reducing waste, caring for sight, empowering women and celebrating craftsmanship. Three of these are completely aligned with the commitments that the Foundation has supported for years, thus enabling the entire L’OCCITANE community to continuously build on them!

Olivier Baussan,
Vice-President of the L’OCCITANE Foundation and founder of L’OCCITANE

Reinold Geiger,
President of the L’OCCITANE Foundation and CEO of L’OCCITANE

The battle against preventable blindness has been the Foundation’s priority since its creation. L’OCCITANE has invested in this endeavour, seeing the number of its subsidiaries around the world that support a local eye care project increases year on year. 2018 also marked the surpassing of the minimum of 1 million euros, guaranteed to be donated to UNICEF within the scope of our multi-year partnership. Thanks to the mobilisation of its L’OCCITANE subsidiaries around the world in order to sell sustainable soap and organise local valorisation operations, it has thus been possible to pay out €1,300,000 to UNICEF to help improve the prevention of childhood blindness prevention in Bolivia, Myanmar and Papua New Guinea. This additional budget has enabled an increase in the support that L’OCCITANE provided to the vitamin A supplementation programme in Niger, with a view to benefitting 360,000 children.

The Foundation is also pursuing its commitments for the preservation of biodiversity in Provence, for example in supporting the editing of the IUCN Mediterranean Red List of Ecosystems. The Foundation also promote the independence of women in Burkina Faso, for instance by joining together with Entrepreneurs du Monde for its programmes facilitating access to microcredit.

I would like to offer you the chance to discover the many projects supported in 2018-2019.

Reinold Geiger,
President of the L’OCCITANE Foundation and CEO of L’OCCITANE
A Historic Commitment

**1980s**
Partnership with the cooperatives of women in Burkina Faso that produce shea butter.

**1997**
Introduction of braille on our packaging.

**2000**
First fund-raising product whereby 100% of the profits* are put back into general interest projects.

**2006**
Creation of the Foundation.

**2015**
2 million beneficiaries of eye care.

**2016**
Development of the « UNION FOR VISION 10by20 » programme.

**2017**
Beginning of the partnership with UNICEF.

**2018**
7 million beneficiaries of eye care.

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**KEY FIGURES**
**TOTAL SINCE 2006**

- **+260 supported projects**
- **+40 countries**
- **+8,500,000 beneficiaries of eye care**
- **+30,000 women supported in Burkina Faso**
- **+400 varieties protected**

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* Sales price in store minus taxes, transport and production costs.
Throughout the year, the Foundation team ensures the successful fulfilment of L’Occitane’s commitments.

The Board of Directors is made up of representatives of the founding companies and their staff, as well as individuals who are qualified in the fields in which the Foundation is active. The members of this board perform their roles free of charge and meet twice per year.

**Qualified Individuals**

**Reinold Geiger**  
President

**Olivier Baussan**  
Founder

**Jean-François Gonidec**  
Managing Director

**Sandrine Leroy**  
Human Resources Director

**Adrien Geiger**  
Brand Director

**Jean-Charles Lhommet**  
Sustainable Supply Chains

**Jacques Bedhet**  
GIAA Administrator

**Isabelle Hoayaux**  
Director of the International Research and Development Centre

**Patricia Stocky**  
Director of Management

**Hélène Goetzelmann**  
Spa Manager

**Carine Ngomo**  
Communication and Partnerships Manager

**Dr. Patrice Delaage**  
Ophtalmologist
On an international level, these are the correspondents serving the Foundation, who relay the brand’s commitments. Within the company’s subsidiaries, 35 are committed to caring for sight, supporting associations that battle against avoidable blindness in their countries. They thus provide reinforcement for L’OCCITANE’s UNION FOR VISION 10by20 programme, the objective of which is to reach 10 million beneficiaries of eye care by 2020. The correspondents also organise other solidarity projects throughout the year.

‘I consider myself truly lucky to have become the Foundation correspondent for the United Kingdom in 2017. It is a very rewarding mission, especially when you get to launch local initiatives that promote our philanthropic values. Thanks to our resources in the United Kingdom we have been able to support a large number of fantastic projects. We actually support UNICEF and Sight Savers with the goal of fighting preventable blindness and ROSA, an incredible organization that allows us to support the smallest NGOs that are committed to female entrepreneurship. Our commitments are at the heart of the L’Occitane brand and we continue to work to establish campaigns on an increasingly large scale, out of a desire to help the largest possible number of beneficiaries.’

SARAH TAYLOR
Retail marketing project manager – United Kingdom
PHILANTHROPY IN 2018–2019

BUDGET DEDICATED TO PROJECTS

€,2848,104

CARING FOR SIGHT

+ 2,420,000 BENEFICIARIES OF CARE EYE

EMPOWERING WOMEN

+ 15,600 WOMEN SUPPORTED IN BURKINA FASO

RESPECTING BIODIVERSITY

+ 300 VARIETIES PRESERVED
One third of children between the ages of 6 months and 5 years, that is 127 million children around the world, suffer from vitamin A deficiency. This deficiency represents one of the leading causes of infantile blindness. In 2017, the L’OCCITANE Foundation began a major international partnership with UNICEF. With a duration of three years and a guaranteed minimum amount of 1 million euros per year, the partnership aims to improve the prevention of childhood blindness in Bolivia, Myanmar and Papua New Guinea, countries with particularly high deficiency levels, by distributing the 2 vital doses of vitamin A, essential for a child’s immune system.

Since the start of the partnership, 184,104 children in Myanmar, 811,926 children in Bolivia and 1,214,628 children in Papua New Guinea have received vitamin A supplementation, already having surpassed the objective of 1.7 million children within the 3-year period agreed between UNICEF and L’OCCITANE at the beginning of the partnership!

In 2018, the sale of a solidarity soap and support from some L’OCCITANE subsidiaries enabled the collection of more than 1 million euros. An additional sum of more than €300,000 was thus paid into a new UNICEF vitamin A supplementation programme in Niger, enabling the provision of support to an additional 360,000 children.
SIGHTSAVERS

The Foundation and the NGO Sightsavers have been collaborating in Burkina Faso since 2013 with a view to supporting the Ministry of Health with regard to the elimination of onchocerciasis and trachoma in the country. This partnership enables the treatment against onchocerciasis of more than 40,000 people in the Cascades region, one of the country’s 2 regions that are still endemic. Thanks to this collaboration, more than 28,000 people have also received treatment against trachoma in the same region.

LIGHT FOR THE WORLD

Since 2012, the L’OCCITANE Foundation has been supporting the initiatives of the NGO Light for the world for the improvement of ocular health in the population of Burkina Faso.

This partnership has enabled:

• The development of 2 strategic ocular health plans, which are now guiding the countries initiatives in the battle to eradicate avoidable blindness by 2020.

• The reinforcement of the capacities of healthcare agents whose objective is to ensure sustainable access to quality eye care within the country. At the start of 2019 the Foundation signed a 4-year agreement to support, in particular, the training, specialisation and sub-specialisation of healthcare staff in ocular health and the provision of suitable equipment. This agreement is targeting the treatment of 19,600 new patients by 2020.

• The improvement of accessibility to quality eye care in the central-west region of Burkina through the training of medical personnel, the provision of equipment, the carrying out of screening campaigns and the performance of treatments within 7 healthcare districts, and awareness-raising campaigns in primary schools.

Thanks to this project, more than 22,000 people have been treated.

SOLIDARITY PRODUCTS

A solidarity soap has been brought to market, to be sold all-year-round.

Thanks to the sale of this solidarity soap, €957,139 were collected in 2018/2019 and donated UNICEF.

In addition, some countries also sold a solidarity candle at the end of 2018, with 100% of the profits* donated to UNICEF, amounting to €120,738.

* Sales price in store minus taxes, transport and production costs. UNICEF does not endorse any brand, product or service.
UNION FOR VISION 10BY20

L’OCCITANE and its Foundation set themselves the objective of providing eye care to 10 million beneficiaries around the world by 2020, through the ‘UNION FOR VISION 10by20’ programme.

The company’s subsidiaries play a crucial role in achieving this objective. They get involved by supporting more than 20 or so projects each year in partnership with associations within their respective countries. These projects combat avoidable blindness and are co-financed by the subsidiaries and the L’OCCITANE Foundation. Here are some of the local projects supported thanks to the involvement of our correspondents:

BUDGET ALLOCATED BY THE SUBSIDIARIES
€554,051

CANADA

In Canada, the Foundation Fighting Blindness is developing a programme to raise awareness of visual health, aimed at people living in rural and remote regions. Through this project, with funding of €20,000, 300,000 people will receive eye care.

26 PROJECTS SUPPORTED
In Australia, the Kokoda Track Foundation received €20,000 for the training of healthcare professionals in ocular screening and for the prescription of glasses in the rural areas of Papua New Guinea.

In Turkey, a grant of €10,000 will enable the purchase of a Pachymeter machine by the Six Dots Fondation for the Blind. This machine will be used for the screening for glaucoma of 20,000 people by 2020.

In China, €40,000 is enabling ORBIS to put in place an eye care network for the rural communities of Chaozhou, a province of Guangdong. Thanks to this project, 50,000 people are to benefit from eye care.

In Italy, €20,000 contributed to the CBM project in Ethiopia, ‘Trachoma S.A.F.E’, which aims to prevent infections that cause blindness and to offer eye care to people suffering from trachoma. More than 115,000 people will benefit from this project by 2020.

In Singapore, €10,000 has been given to support Sight to Sky in conducting screening in 13,000 people in the remote regions of the Himalayas, thanks to the setting up of a mobile eye clinic.
Since the 1980s, L’OCCITANE has been working in close collaboration with women who produce Shea butter in Burkina Faso. Through its Foundation, the brand works tirelessly, always finding new ways to promote emancipation of women in this country.

L’OCCITANE POUR ELLES (L’OpE)

In 2016 the L’OCCITANE launched the L’OpE programme to boost the growth of companies run by women. The winners, selected by means of a competition, receive personalised support (technical, legal and fiscal support but also regarding project visibility, fundraising, staff development, access to suitable workspaces etc.) for a period of 6 to 24 months depending on their needs.

Impact of the L’OCCITANE pour Elles programme:

The winners of the first edition talk to us about the experience

The first edition of the programme enabled the provision of support to 9 companies managed by women. 5 of them received support in the form of interest-free credit and follow-up support in the area of finance management. The 4 other companies selected by means of a competition received more comprehensive support reserved for the winners. In addition to this, the programme has contributed to the socio-economic development of more than 1,300 women.

A SOLIDARITY BALM FOR WOMEN

In order to promote the socio-economic development of women in Burkina Faso, every year L’OCCITANE brings a solidarity product to the market. All of the profits* from the sale of this product enable funding for the implementation of NGO projects.

* Sales price in store minus taxes, transport and production costs.

‘This programme allowed me to make the transition from a boss who bore worries and made decisions on her own, to a true leader who delegates, coaches and directs her employees.’

Esther Diendéré,
Manager of Agro Déogracias

‘I came out with a wealth of competence in market analysis and marketing, while retaining that conviction that only great vision changes the world’

Rebecca Sita Soulama,
Manager of L’Auxiliaire

The second edition of the programme is to be launched mid-2019.
The Foundation supports UNICEF in the implementation of its programme for the education of young girls in Burkina Faso. This programme assists young girls after their admission to CEP during the 4 years of post primary schooling. This project covers the fees that go hand-in-hand with schooling (school fees, school supplies, food, bikes and accommodation etc.), and also focuses on raising awareness in girls and communities.

Thanks to these initiatives, in 2018 the rate of progression into secondary education among girls receiving support is well above the average rate in the region: 76% compared to 51%.

Since 2009 the Foundation has supported the initiatives of the Entrepreneurs du Monde association, in particular to facilitate access to microcredit, to promote saving and to offer socio-economic training for rural women. More than 13,500 women have been able to receive support thanks to this partnership.

In 2018, the L’OCCITANE Foundation launched a call for projects diversifying its initiatives empowering women. The Étincelles (Sparks) project run by the NGO Empow’Her was selected from among 13 candidates. It essentially aims to enable women aged from 18-35 years old and living in rural areas to master the profession of their choice, through specific workshops and training courses.

The Étincelles project has enabled the organization of inspiration and creativity workshops in 4 provinces of Burkina Faso, which have reached 130 women. Among them, 37 have incorporated a professional apprenticeship programme lasting for 3 to 4 months, which will enable them to master every step involved in the practice of their profession.

The most entrepreneurial and dynamic women will then receive entrepreneurship training and individual support to help develop their projects.
In 2018, the Foundation assisted the Municipalities Community of Forcalquier and the Mountain of Lure in the realisation of a thematic tour looking at the practice of harvesting, past and present.

Within the territory, a strong economic dynamic has been created around aromatic and medicinal plants, and the richness of the Mountain of Lure enjoys international recognition. Preservation and the raising of awareness among the general public are thus the primary challenges.

The heart of the project lies at the exceptional natural site that is the Mountain of Lure, a biosphere reservation characterised by the creation of interpretative spaces that present the history of the merchant-apothecaries and the floral richness of Lure, through educational communication and a programme of entertainment. 23 varieties of plants are showcased and protected.

Since 2016, the Foundation has been supporting the hedgerow-planting programme on the farms on the Valensole Plateau.

Thus far, 6,970 trees have been planted on 18 farms, a mounting to 10 km of hedges, promoting the preservation of 124 different varieties.

In 2018, the project focused specifically on the grafting and planting of old varieties of fruit trees. In fact, due to them falling outside of the criteria for large-scale sales distribution, they faded into obscurity even though they possess an inestimable heritage significance. The planting of hedgerows with fruit trees on farming operations is a priority concern on the Valensole Plateau, in terms of the maintenance and enhancement of natural heritage and the associated economic activities.

Since 2015 the Foundation has been supporting the Mediterranean Red List of Ecosystems.

The Red Lists are knowledge-sharing tools that inform political decision-makers, environmental players and the general public of the risks affecting biodiversity. They are used to build conservation strategies, to identify action priorities, to develop policies and regulatory requirements and to raise awareness amongst nature conservation players and the general public.

The first phase of the project aimed to identify Mediterranean forest and coastal ecosystems, to evaluate them according to various categories of threat in order to then track the changes that they undergo in response to the various impacts and stresses with which they are confronted, thus enabling the definition of action priorities for their conservation and management.

In 2018, the “forestry” chapter was finalised and the results for 19 ecosystems evaluated show that 21% of them are under threat, among which are the Salzman Pine forests, the Maritime Pine forests, the cork oak forests and the Mediterranean chestnut groves.
<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Funds scheduled for the multi-year action plan</td>
<td>€75,000</td>
</tr>
<tr>
<td>- of which €50,000 from Laboratoires M&amp;L</td>
<td></td>
</tr>
<tr>
<td>- and €25,000 from M&amp;L Distribution France</td>
<td></td>
</tr>
<tr>
<td>Amendment of the multi-year action plan</td>
<td>€1,250,000</td>
</tr>
<tr>
<td>- don’t €1,000,000 from Laboratoires M&amp;L</td>
<td></td>
</tr>
<tr>
<td>- and €250,000 from M&amp;L Distribution France</td>
<td></td>
</tr>
<tr>
<td>Solidarity products</td>
<td>€1,716,895</td>
</tr>
<tr>
<td>Funds raised by L’OCCITANE subsidiaries</td>
<td>€585,751</td>
</tr>
<tr>
<td>Gifts from employees of the founding companies</td>
<td></td>
</tr>
<tr>
<td>- Laboratoires M&amp;L and M&amp;L Distribution France</td>
<td>€15,315</td>
</tr>
<tr>
<td>Financial products</td>
<td>€472</td>
</tr>
</tbody>
</table>

In addition to this foundation budget, the founding companies disburse an additional philanthropy budget to cover the provision of €289,664 for rent, for the team’s use of information technology and the team’s salaries.
## Projects support 2018-2019

### PARTNERS | PROJECTS | AMOUNTS ALLOCATED
--- | --- | ---
Brien Holden Institute | Implementation of ocular screening, glasses and materials for raising awareness in schools in Colombia. | €10,000
CBM Italy | Construction of healthcare systems and access to potable water and implementation of suitable services for the prevention and treatment of trachoma in Ethiopia. | €20,000
CBM United Kingdom | Opening of four centres dedicated to sight with a view to reinforcing eye care services in India. | €40,000
CBM United Kingdom | Establishment of a training centre for surgeons in all of Sub-Saharan Africa. | €20,000
Centro Mexicano de alta Especialidad en Oftalmología | To offer ocular screening and suitable care to those in need, by means of a mobile medical centre in Mexico. | €20,000
Hungarian Federation of the Blind and Partially Sighted | Organization of an awareness-raising campaign regarding ocular pathologies, in particular glaucoma, in Hungary. | €6,000
Fighting blindness Canada | To guide healthcare professional and their patients in their ocular health journey by developing a tool that compiles all data together online, in Canada. | €20,000
Fundacion Luz | Stimulation programme for visually deficient children under the age of 5 in Chile. | €10,000
Heart to Heart International | To implement ocular screening, awareness-raising campaigns and quality eye care in Tanzania and Malawi. | €52,800
Helen Keller International | To implement the ocular screening of children, to offer care and treat disorders in Indonesia. | €10,000
Hong Kong Society for the blind | To offer screening to children in underprivileged communities thanks to a mobile screening bus in Hong Kong. | €50,979
The Tun Hussein Onn National Eye Hospital | To provide free cataract treatment in Malaysia. | €20,000
Hospital General de Niños Pedro de Elizalde | Improvement of eye care for children and adolescents suffering from glaucoma in Argentina. | €5,000
IAPB | Membership of the International Agency for the Prevention of Blindness. | €18,077.5
Cure Institute | Optimisation of the treatment of retinoblastoma and the treatment of orthoptic tumours in France. | €10,000
Kokoda Track Foundation | To issue ocular health training to healthcare agents for rural and isolated communities in Papua New Guinea. | €20,000
Light for the world CO | Reinforcement and equipping of health centres in the Central-West region of Burkina Faso. | €126,888
Light for the world RH | Improvement of accessibility to quality care and the training of healthcare staff in Burkina Faso. | €139,800
Lions Club | To provide suitable glasses to people suffering from refractive error in Croatia. | €2,000
LIROT Israel | Ocular screening and treatment of people living in poverty in Israel. | €10,000
Orbis | Formation of ocular health professionals and screening of the most common eye conditions in China. | €40,000
Orbis | Implementation of ocular screening and suitable medical care for premature infants in Lima. | €10,000
Order of Malta | Organization of screening and the referencing of patients and their pathologies by means of communication campaigns in Burkina Faso. | €14,000
Sight to Sky | To provide a framework of care and educate communities on eye health in certain regions of India and Nepal. | €10,000
Sight savers | Provision of support to the Ministry of Health in the elimination of onchocerciasis and trachoma in the Cascades region in Burkina Faso. | €120,000
Six Dots Foundation for the blind | To prevent blindness resulting from glaucoma, by offering quality ocular screening in Turkey. | €10,000
UNICEF | Childhood blindness prevention, in particular through international vitamin A supplementation programmes. | €1,300,695
Kyoto Prefectural University of Medicine | Organization of the 2019 edition of the Annual Japanese Cornea Conference. | €40,000
Visakha Foundation | To offer ocular screening to local communities, as well as suitable care and surgery in Myanmar. | €20,000
Visualiza | To treat the two main causes of blindness in Guatemala: refractive errors and cataracts. | €10,000

**PROJECT FOLLOW-UP & EVALUATION** | **€10,378**
**TOTAL** | **€2,196,617**
**EMPOWERING WOMEN**

<table>
<thead>
<tr>
<th>PARTNERS</th>
<th>PROJECTS</th>
<th>AMOUNTS ALLOCATED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Empowerher</td>
<td>Professional and entrepreneurial training for the rural women of Burkina Faso.</td>
<td>€99,841</td>
</tr>
<tr>
<td>Entrepreneurs du Monde</td>
<td>Training and access to microcredit for producers of Shea butter in Burkina Faso.</td>
<td>€148,827</td>
</tr>
<tr>
<td>Initiative France</td>
<td>Support for 4 to 6 companies run by the rural women of Burkina Faso.</td>
<td>€5,200</td>
</tr>
<tr>
<td>Institute Consulado da mulher</td>
<td>To train uneducated and vulnerable women in Brazil so that they can create their own street food business and provide for the needs of their families (Flamme Marie Claire).</td>
<td>€8,069</td>
</tr>
<tr>
<td>Rev’Elles</td>
<td>To support 100 young girls from humble background in Île-de-France in their professional training and personal development (Flamme Marie Claire).</td>
<td>€3,419</td>
</tr>
<tr>
<td>The Garden of Hope Taiwan</td>
<td>Organization of workshops for young women, in order to raise awareness of gender issues in Taiwanese society (Flamme Marie Claire).</td>
<td>€8,996</td>
</tr>
<tr>
<td>Toutes à l’école</td>
<td>School enabling more than 1000 young girls in Cambodia to receive schooling within the Happy Chandara school (Flamme Marie Claire).</td>
<td>€32,662</td>
</tr>
<tr>
<td>UNICEF</td>
<td>To support the post-primary education of young girls from the Central-West region of Burkina Faso.</td>
<td>€273,048</td>
</tr>
<tr>
<td>UNICEF Gender Equity</td>
<td>Campaign for the education of girls regarding the gender equality in Turkey.</td>
<td>€18,360</td>
</tr>
</tbody>
</table>

**PROJECT FOLLOW-UP & EVALUATION**

- €

**TOTAL**

- €598,422

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**RESPECTING BIODIVERSITY**

<table>
<thead>
<tr>
<th>PARTNERS</th>
<th>PROJECTS</th>
<th>AMOUNTS ALLOCATED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Association de Sauvegarde des Forêts Varnaises</td>
<td>Project for the conservation of natural heritage on the island of Porquerolles.</td>
<td>€10,000</td>
</tr>
<tr>
<td>Communauté de communes de Forcalquier et de la Montagne de Lure</td>
<td>To create an educational trail focusing on the practice of harvesting, past and present.</td>
<td>€5,000</td>
</tr>
<tr>
<td>ELAN Jouques</td>
<td>To realise a project for the restoration of old terraced olive groves within the commune of Jouques.</td>
<td>€7,000</td>
</tr>
<tr>
<td>Verdon Natural Regional Park</td>
<td>To plant hedgerows consisting of old varieties of fruit tree on the Valensole plateau.</td>
<td>€12,000</td>
</tr>
<tr>
<td>Solidarité Paysans</td>
<td>Rebalancing: To promote the turnaround of family businesses by shifting production to sustainable Provence agriculture.</td>
<td>€8,000</td>
</tr>
<tr>
<td>Terre de lien</td>
<td>To preserve the agro-ecological heritage of the Gavotte’s farm in the PACA region.</td>
<td>€6,000</td>
</tr>
<tr>
<td>International Union for Conservation of Nature</td>
<td>To draw up the Mediterranean Red List of coastal ecosystems.</td>
<td>€20,000</td>
</tr>
</tbody>
</table>

**PROJECT FOLLOW-UP & EVALUATION**

- €1,065

**TOTAL**

- €53,065

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![Graph showing the distribution of funds among Caring for Sight, Empowering Women, and Respecting Biodiversity]