Groupe L'OCCITANE

L'OCCITANE INTERNATIONAL S.A.

FY2022

Quarterly Update

For the period ended 30 September 2021

Highlights

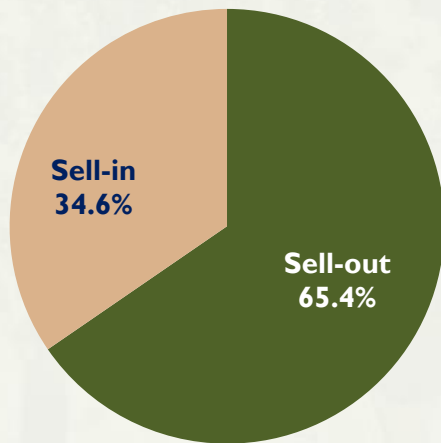|	FY2021 Q2	FY2022 Q2	Change [1]	FY2021 H1	FY2022 H1	Change [1]
Net sales (million €)	342.5	**387.9**		616.6	**725.1**	
Growth at reported rates			**+13.3%**			**+17.6%**
Growth at constant rates			**+11.4%**			**+18.6%**
Like-for-like growth vs. FY2020 [2]			**+7.0%**			**+5.2%**
Online channels						
Growth at constant rates			**+11.6%**			**-4.0%**
As % to net sales at constant rates	31.4%	31.5%	**+0.1 pp**	40.9%	33.1%	**-7.8 pp**
Growth by geographic areas						
China			**+18.7%**			**+23.2%**
Hong Kong			**+38.5%**			**+64.2%**
UK			**+19.2%**			**+13.8%**
Same Store Sales Growth Rate				-10.4%	11.9%	**+22.3 pp**
Growth by brand						
L'Occitane en Provence			**+10.9%**			**+21.7%**
ELEMIS			**+42.6%**			**+33.1%**
LimeLife			**-24.2%**			**-28.7%**
Other brands [3]			**+1.2%**			**+24.6%**

(1) At constant rates of last year, unless otherwise stated.
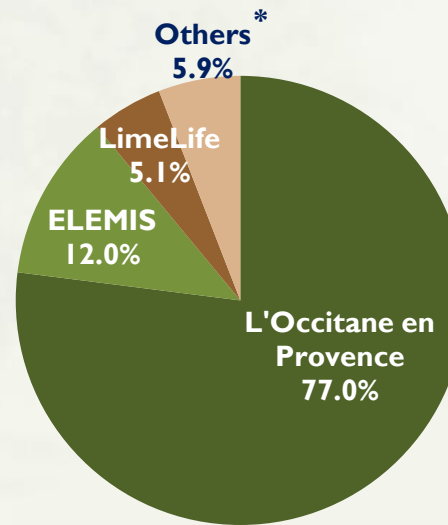(2) At constant rates and excluding ELEMIS's March 2019 sales in FY2020 H1.
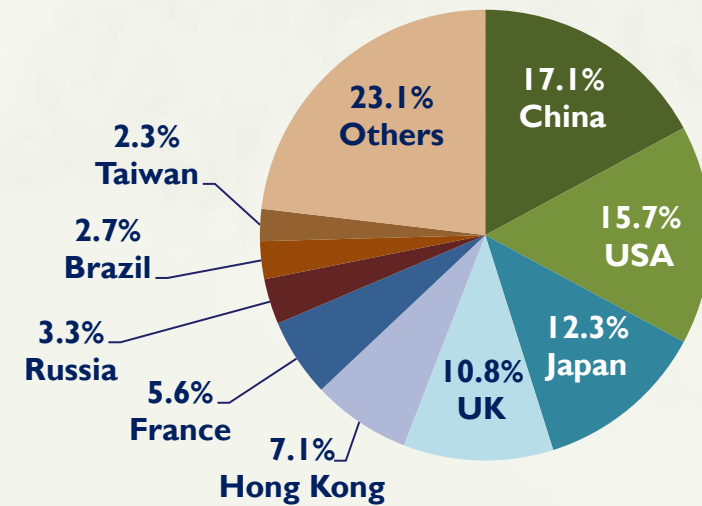(3) Others include Melvita, Erborian and L'Occitane au Brésil.

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H1 net sales breakdown

By Segment

- Sell-in 34.6%
- Sell-out 65.4%

By Brand

- Others* 5.9%
- LimeLife 5.1%
- ELEMIS 12.0%
- L'Occitane en Provence 77.0%

By Geography

- 2.3% Taiwan
- 2.7% Brazil
- 3.3% Russia
- 5.6% France
- 7.1% Hong Kong
- 10.8% UK
- 12.3% Japan
- 15.7% USA
- 17.1% China
- 23.1% Others

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

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Sales growth by quarter
(at constant rates)

+27.7%

+11.4%

+18.6%

-4.5%

-13.1%

-22.2%

Q1

Q2

H1

■ FY2021   ■ FY2022

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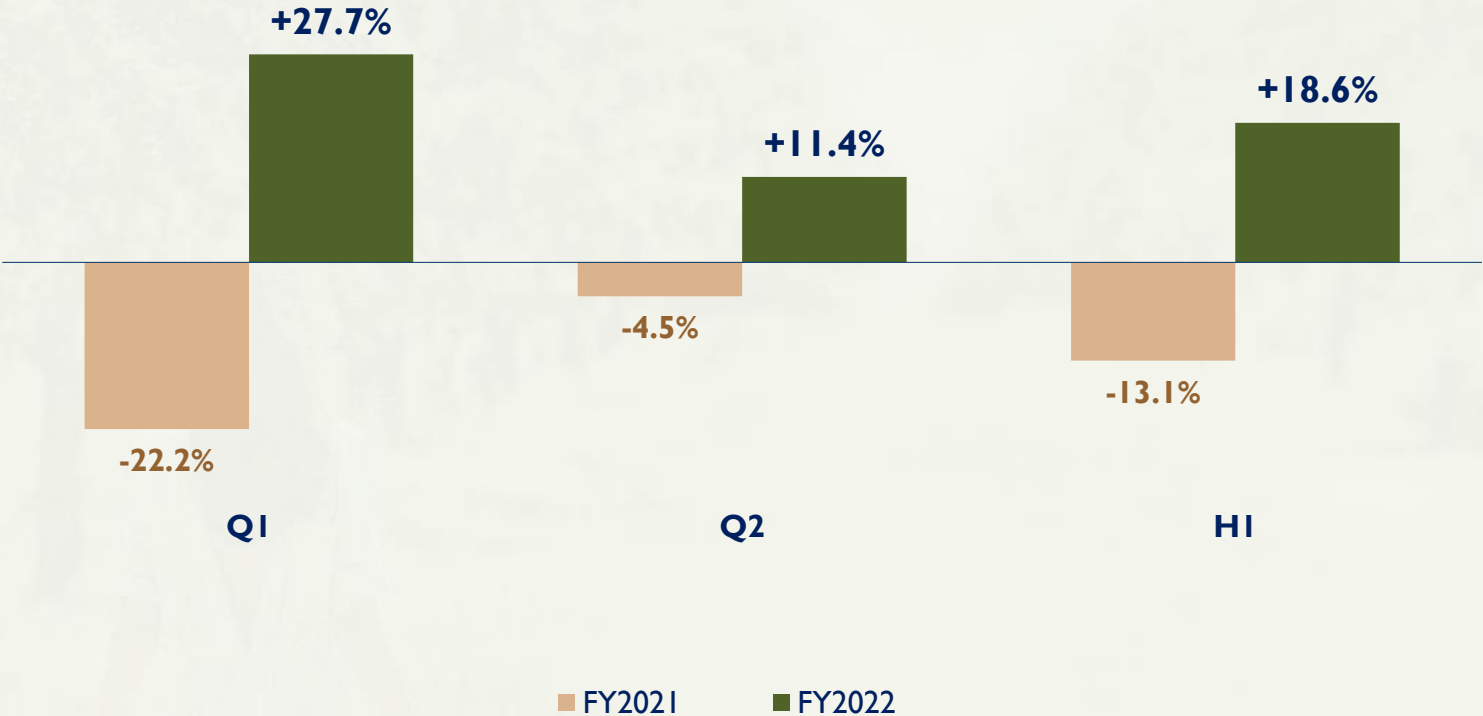
H1 net sales by brand

million €
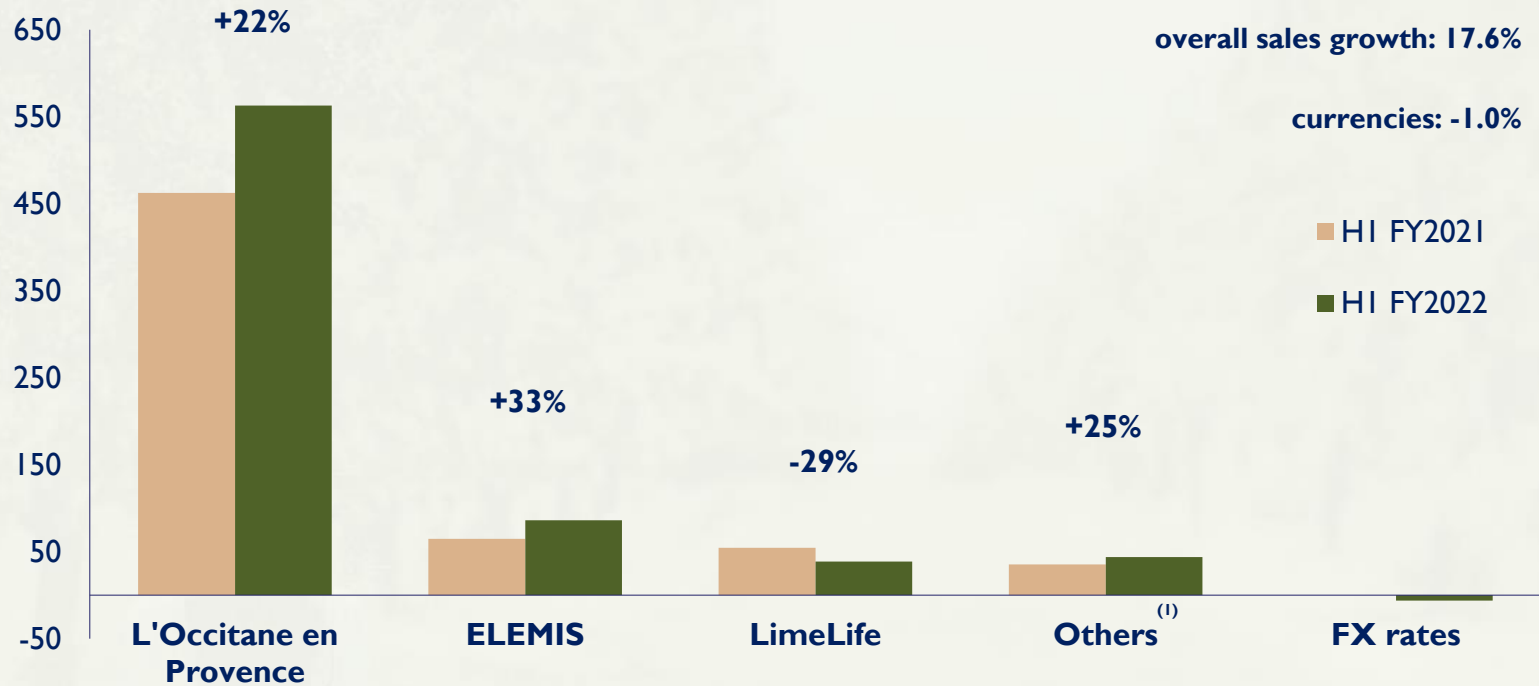
local currency growth: 18.6%

overall sales growth: 17.6%

currencies: -1.0%

■ H1 FY2021

■ H1 FY2022

+22% L'Occitane en Provence

+33% ELEMIS

-29% LimeLife

+25% Others[1]

FX rates

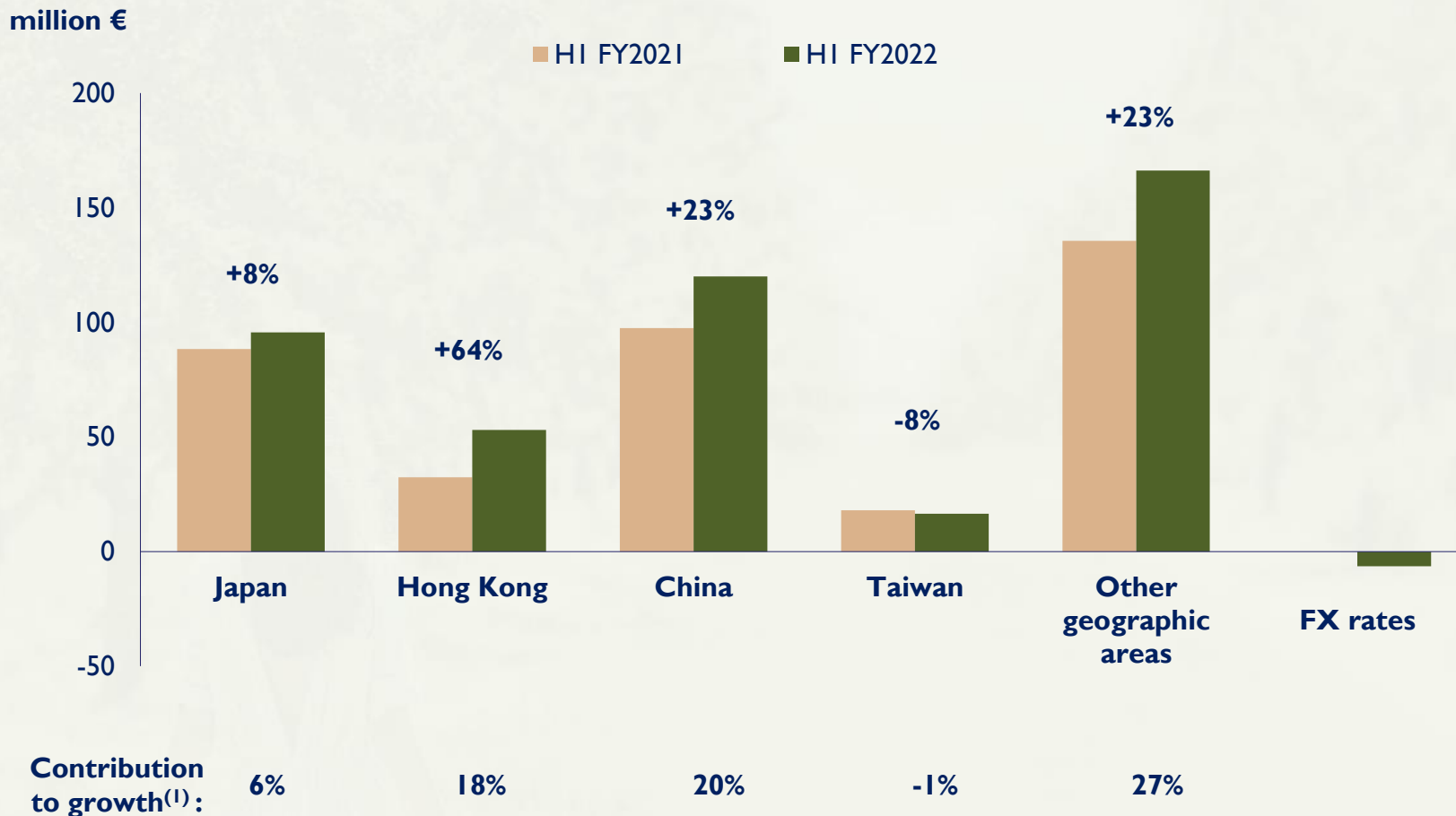**Contribution to growth[2] :**

87%	19%	-14%	8%

(1) Others include Melvita, Erborian and L'Occitane au Brésil.
(2) Excluding the impact of foreign currency translation effects.

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H1 sales growth by geography – Americas and Europe
(at constant rates)

million €

H1 FY2021   H1 FY2022

+9% (France)
+14% (UK)
+5% (USA)
+81% (Brazil)
+45% (Russia)

	France	UK	USA	Brazil	Russia
Contribution to growth[1]:	3%	8%	5%	8%	7%

(1) Excluding foreign currency translation effects.

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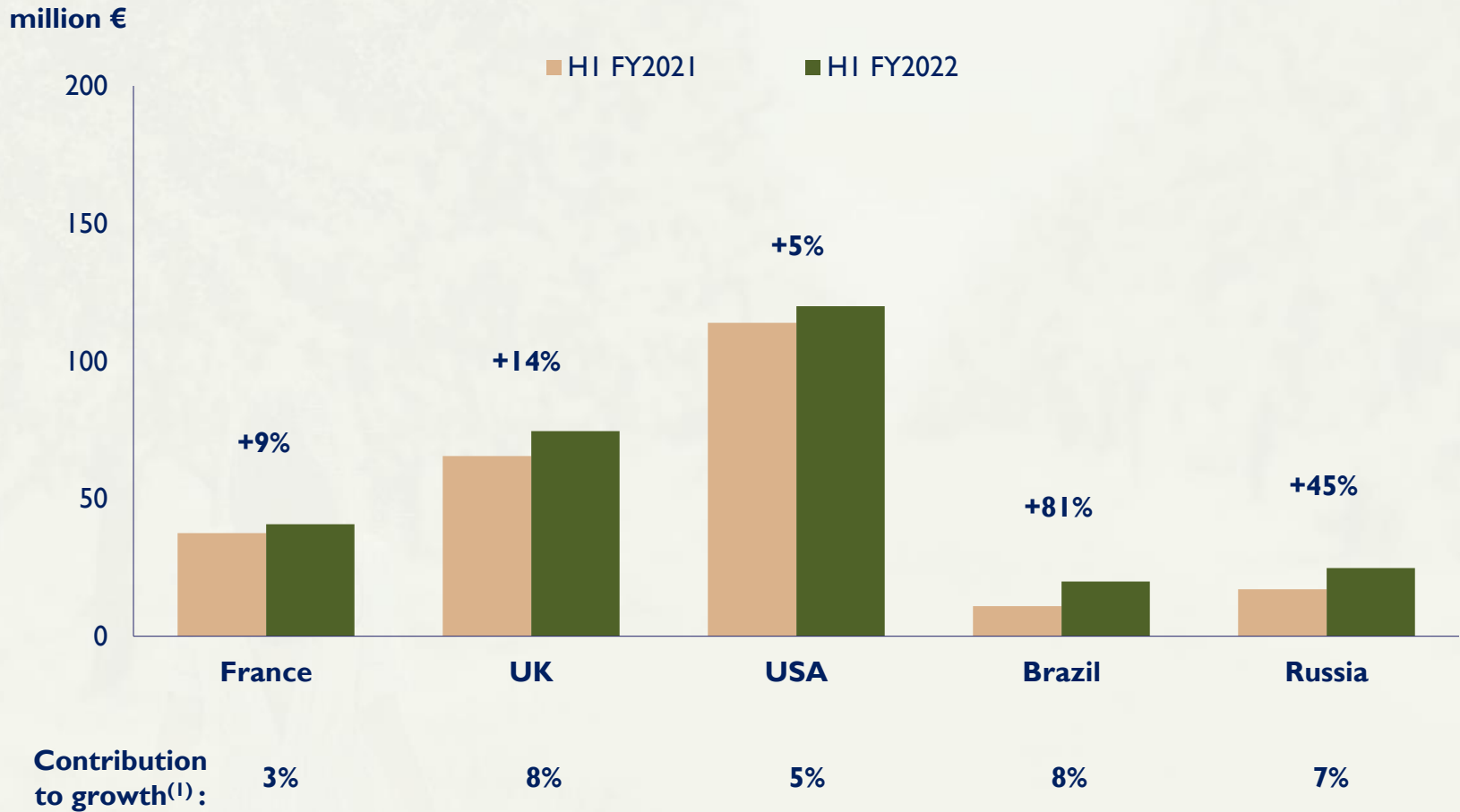
H1 sales growth by geography – Asia and others
(at constant rates)

million €

H1 FY2021   **H1 FY2022**

	Japan	Hong Kong	China	Taiwan	Other geographic areas
Growth	+8%	+64%	+23%	-8%	+23%

Contribution to growth[1] :

Japan	Hong Kong	China	Taiwan	Other geographic areas
6%	18%	20%	-1%	27%

(1) Excluding foreign currency translation effects.

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Same store sales growth profile [1]

France: -19.6% (H1 FY2021), -5.7% (H1 FY2022)
UK: 13.0% (H1 FY2021), -1.0% (H1 FY2022)
USA: -23.3% (H1 FY2021), 31.3% (H1 FY2022)
Brazil: -31.8% (H1 FY2021), 59.2% (H1 FY2022)
Russia: -14.0% (H1 FY2021), 29.4% (H1 FY2022)

Japan: -14.3% (H1 FY2021), 8.8% (H1 FY2022)
Hong Kong: -30.1% (H1 FY2021), 1.7% (H1 FY2022)
China: 11.3% (H1 FY2021), 16.2% (H1 FY2022)
Taiwan: 17.1% (H1 FY2021), -6.3% (H1 FY2022)
Other geographic areas: -10.0% (H1 FY2021), 6.9% (H1 FY2022)
Group: -10.4% (H1 FY2021), 11.9% (H1 FY2022)

■ H1 FY2021   ■ H1 FY2022

(1) Including own E-commerce

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THANK YOU