



Groupe
L'OCCITANE
L'OCCITANE INTERNATIONAL S.A.

FY2022

Interim Results

For the six months ended 30 September 2021

Highlights



| | FY2021 HI | FY2022 HI | Change |
|--|-----------|----------------|---------|
| Reported net sales (million €) | 616.6 | 696.4 | +12.9% |
| Like-for-like sales growth ⁽¹⁾ | | | +18.6% |
| Gross profit margin | 82.1% | 79.7% | -2.4 pp |
| Operating profit ⁽²⁾ | 32.3 | 78.9 | +143.8% |
| Operating profit margin | 5.2% | 11.3% | +6.1 pp |
| Profit for the period | 16.7 | 60.6 | +262.6% |
| Net profit margin | 2.7% | 8.7% | +6.0 pp |
| Net debt (million €) | (698.7) | (556.0) | -20.4% |

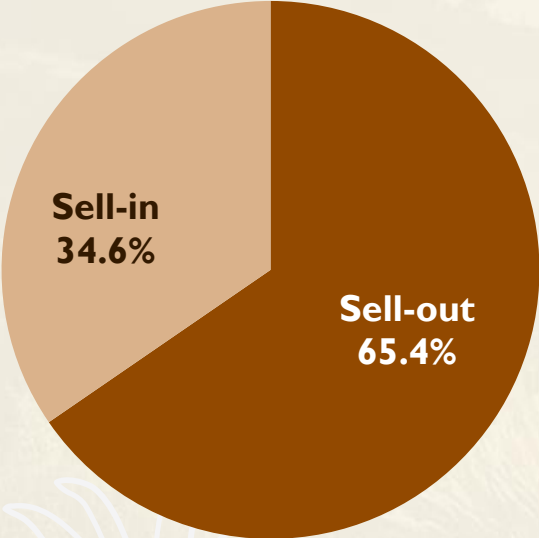
(1) At constant rates of last year and assuming all sales of L'Occitane, Inc. in FY2022 HI were consolidated.

(2) The €4.5 million difference in operating profits between the management version and reported version was due to deconsolidation and reconsolidation of L'Occitane, Inc.

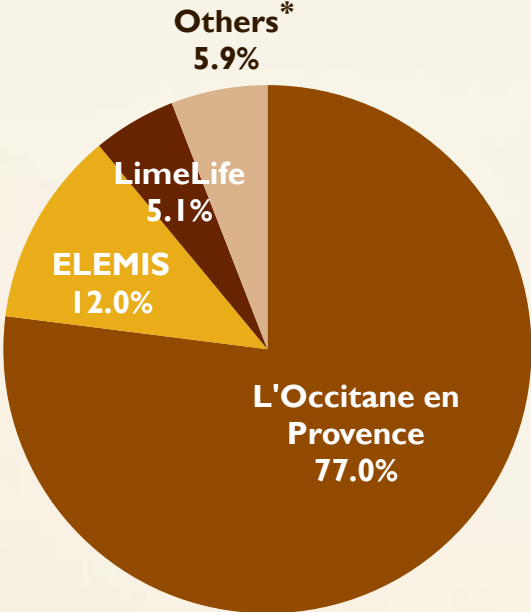
HI net sales breakdown



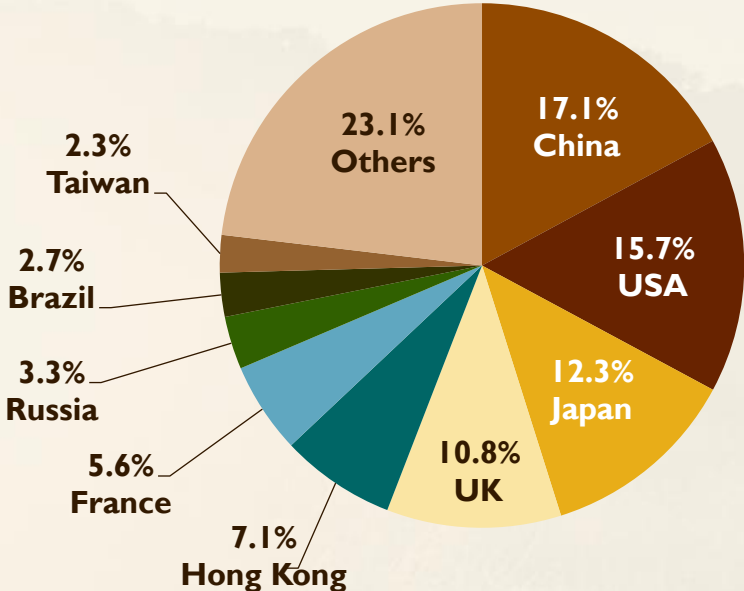
By Segment



By Brand



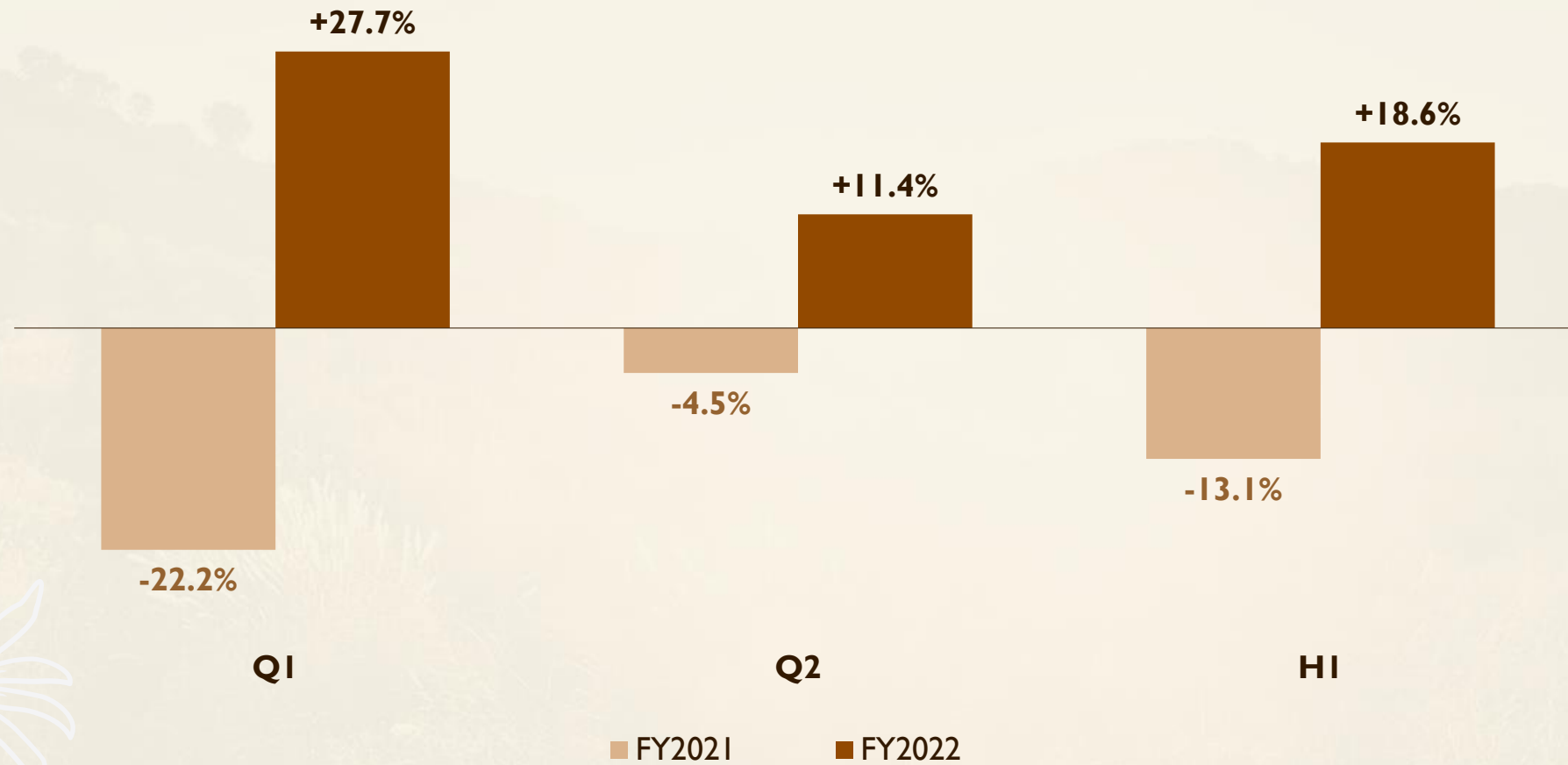
By Geography



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



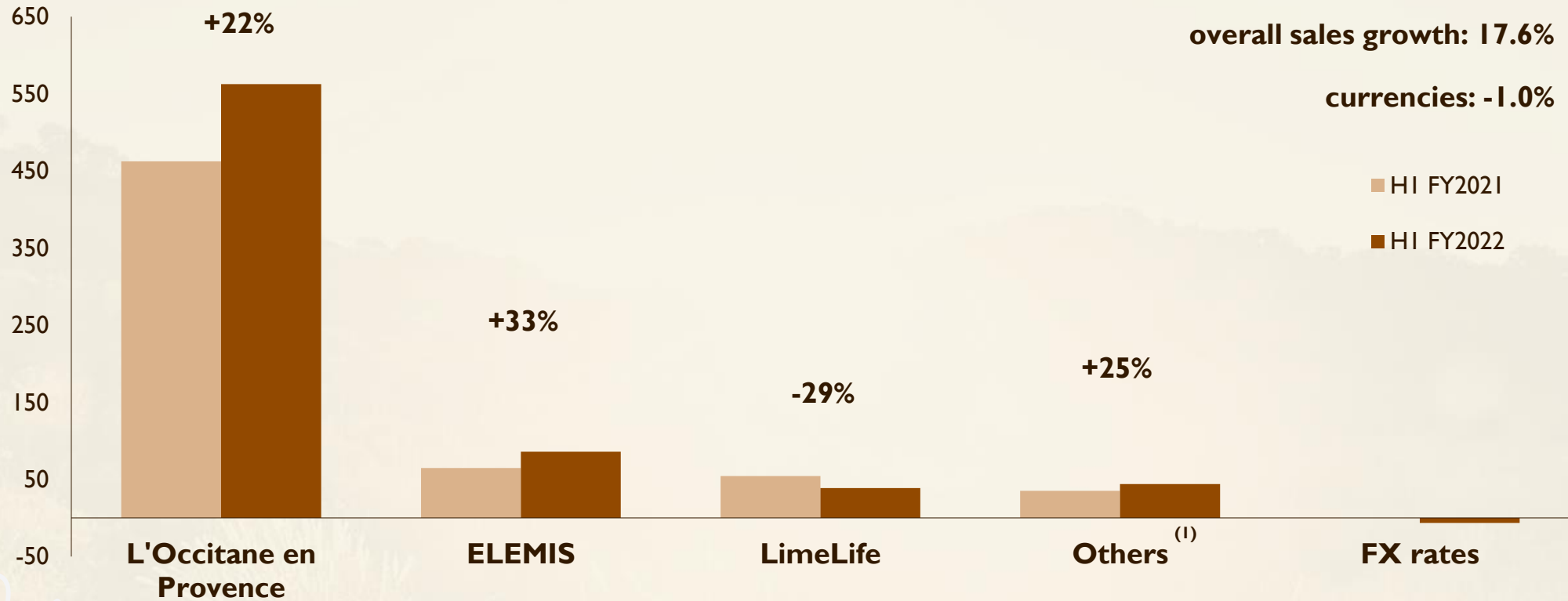
Sales growth by quarter (at constant rates)





HI net sales by brand

million €



local currency growth: 18.6%

overall sales growth: 17.6%

currencies: -1.0%

■ HI FY2021

■ HI FY2022

Contribution to growth⁽²⁾:

87%

19%

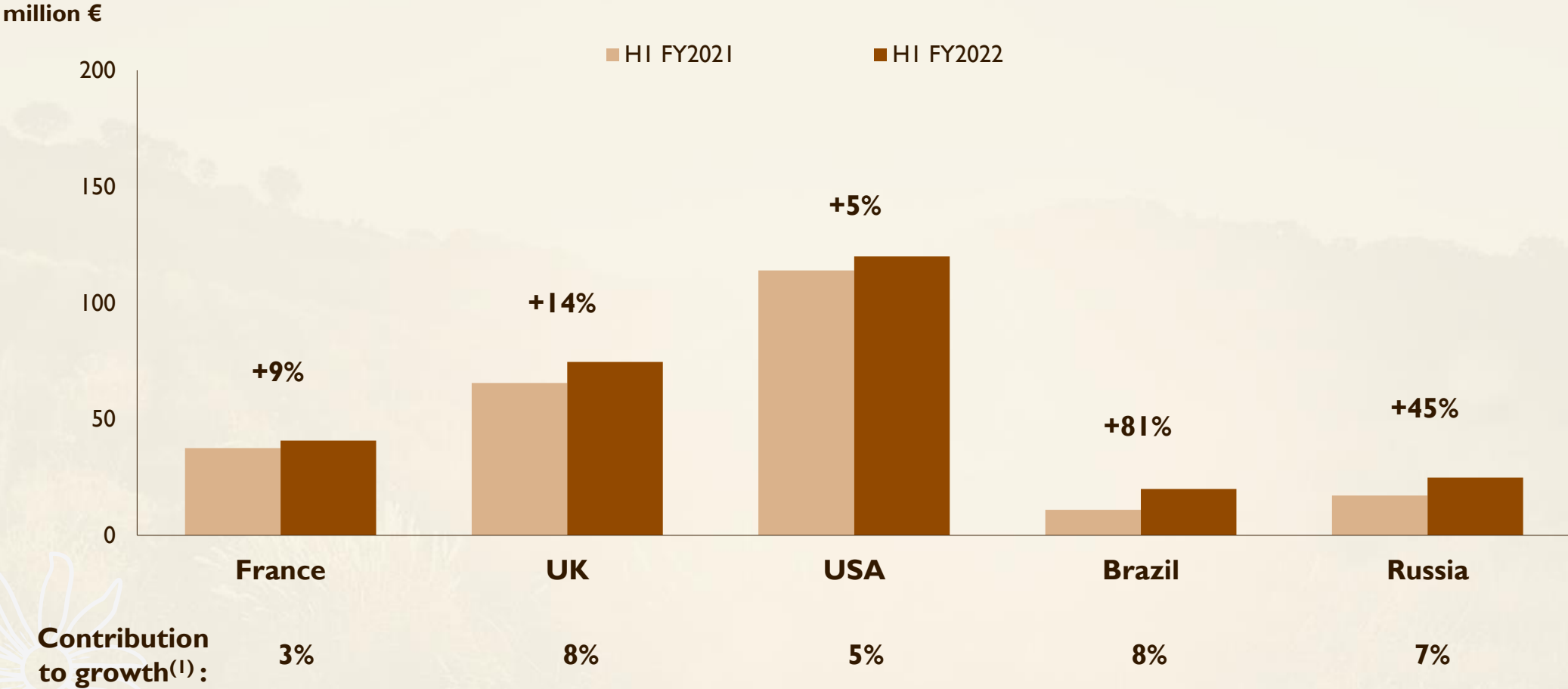
-14%

8%

(1) Others include Melvita, Erborian and L'Occitane au Brésil.

(2) Excluding the impact of foreign currency translation effects.

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

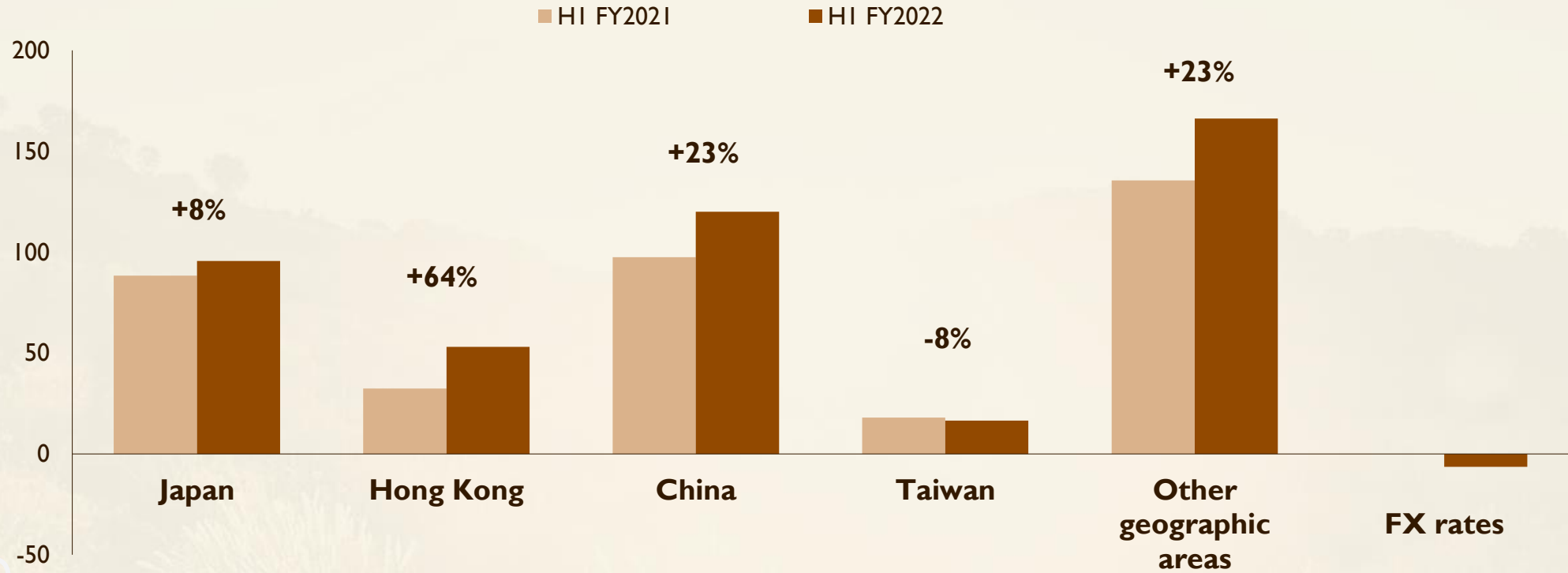


(1) Excluding foreign currency translation effects.



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

million €



Contribution to growth⁽¹⁾:

6%

18%

20%

-1%

27%

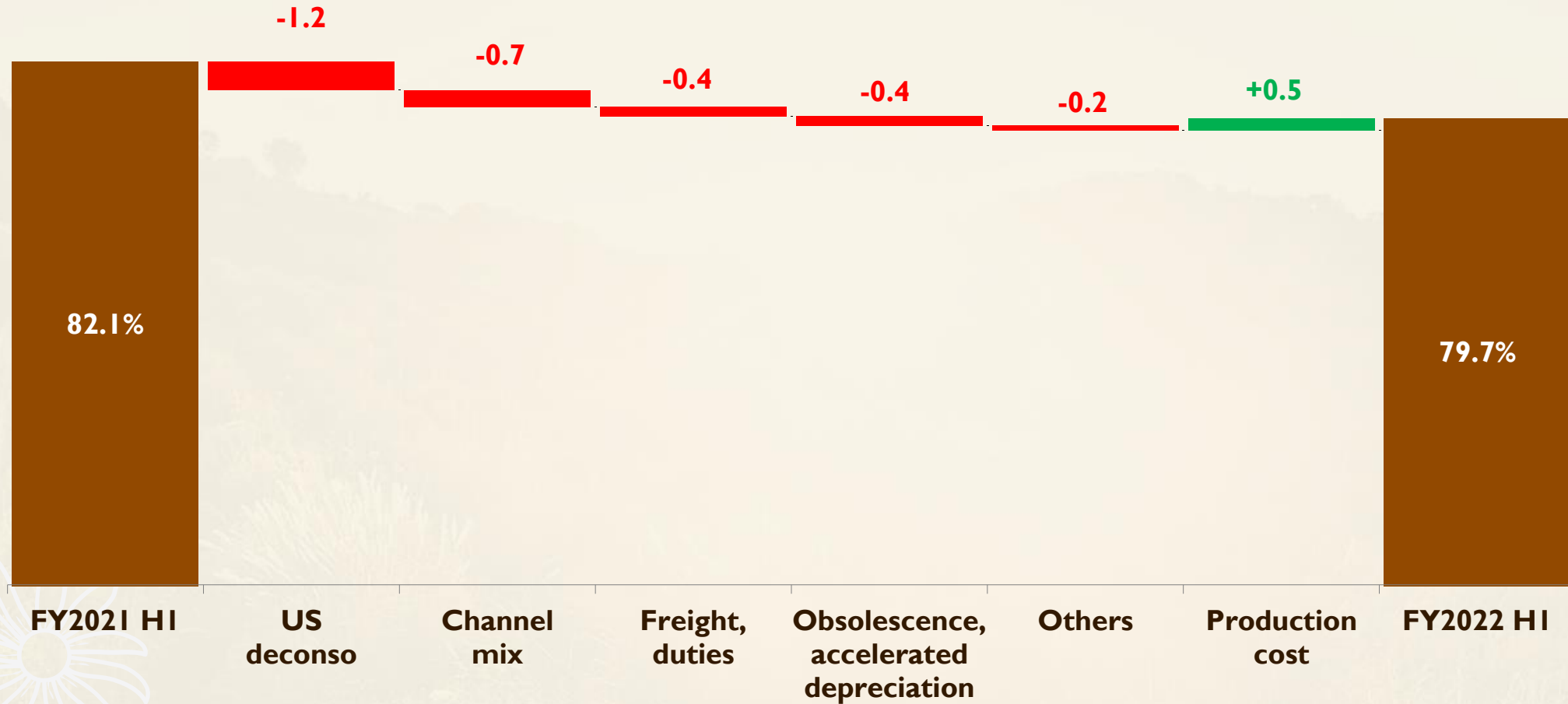
(1) Excluding foreign currency translation effects.

Profitability analysis

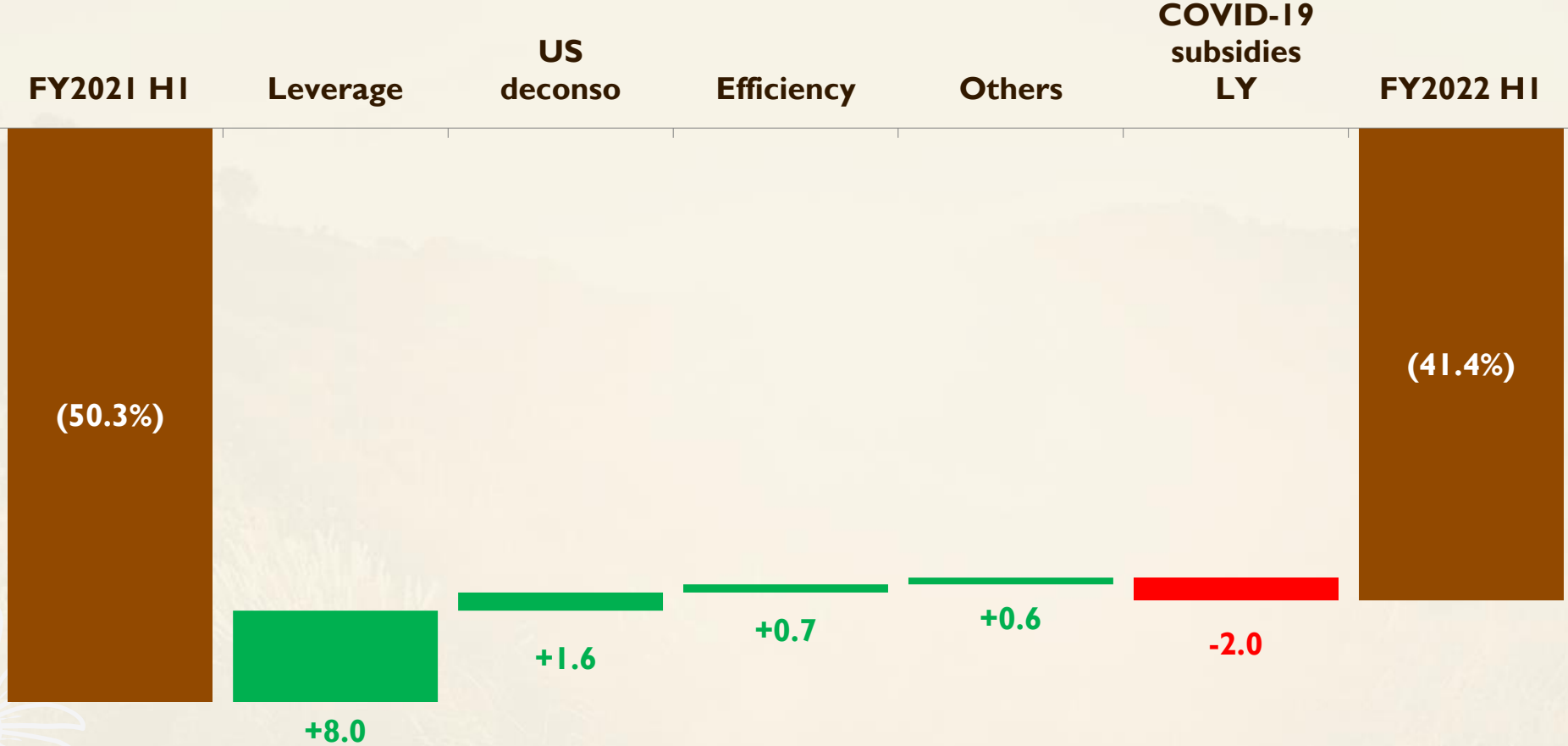


| | % of net sales | | |
|-----------------------------------|----------------|---------------|--------|
| | FY2021 HI | FY2022 HI | Change |
| Gross profit margin | 82.1 | 79.7 | (2.4) |
| Distribution expenses | (50.3) | (41.4) | 8.9 |
| Marketing expenses | (14.4) | (16.0) | (1.6) |
| Research & development expenses | (1.3) | (1.2) | 0.1 |
| General & administrative expenses | (11.2) | (10.3) | 0.9 |
| Others | 0.3 | 0.6 | 0.3 |
| Operating profit margin | 5.2 | 11.3 | 6.1 |

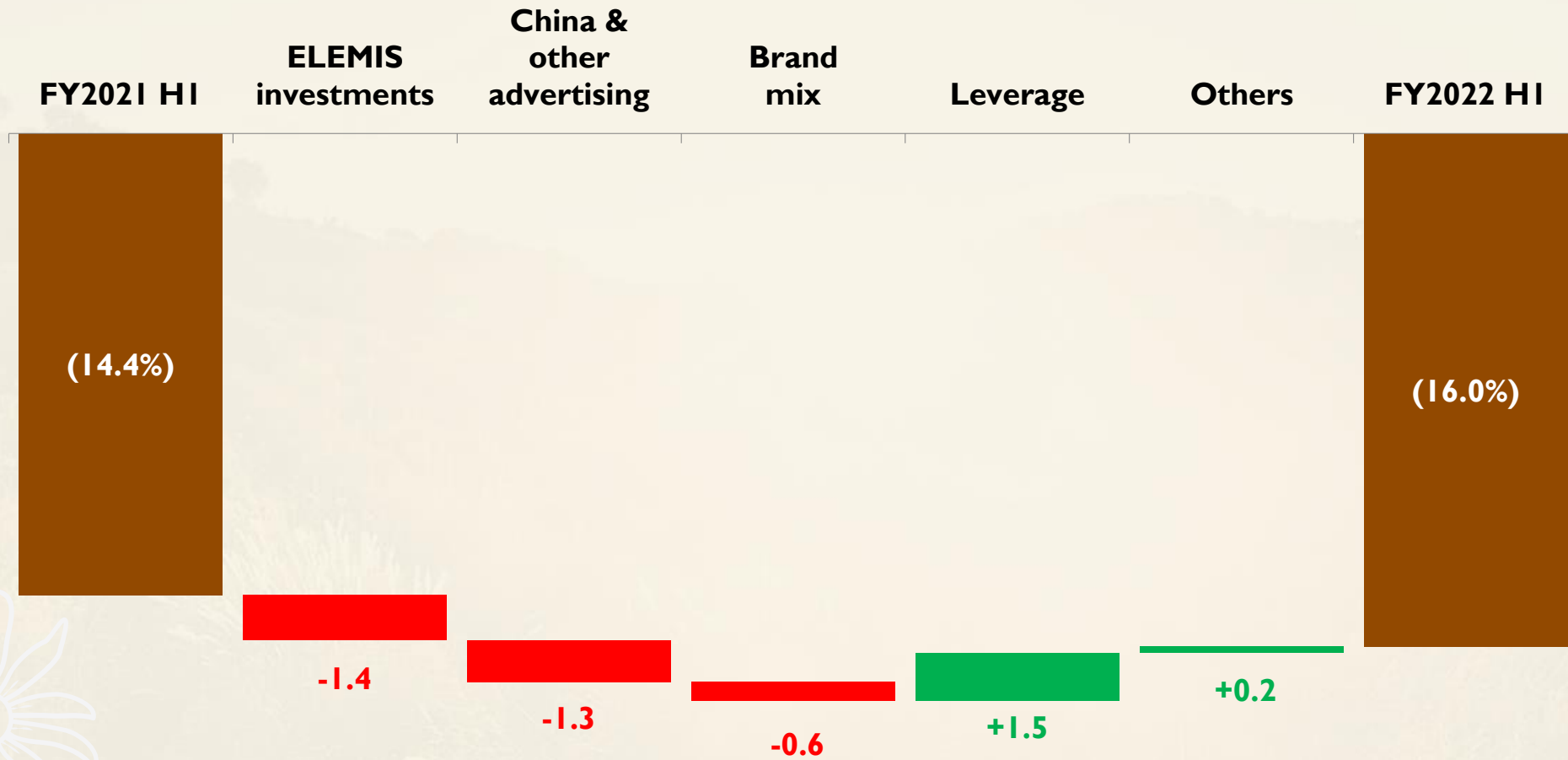
Gross profit margin (as % of net sales)



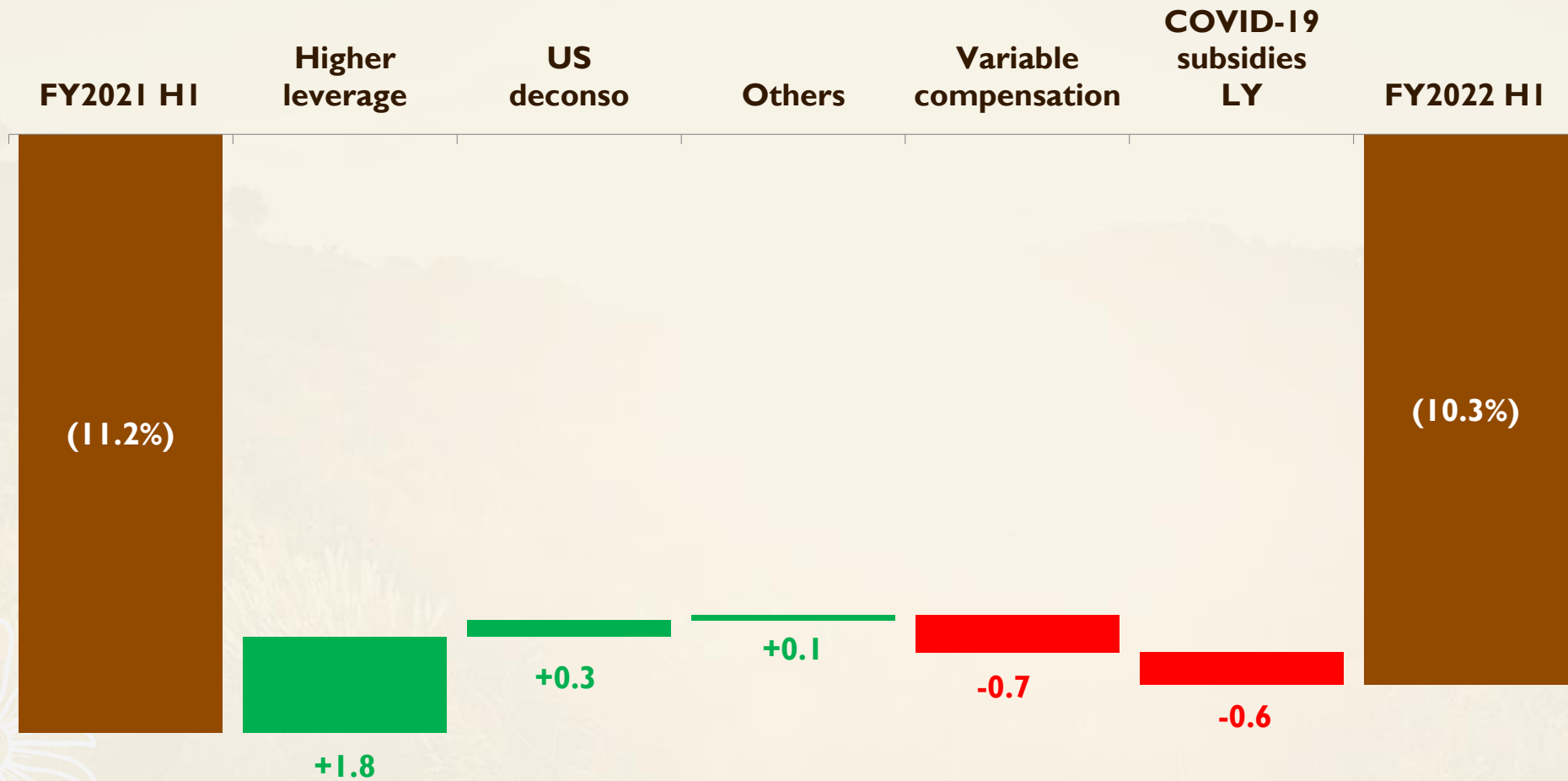
Distribution expenses (as % of net sales)



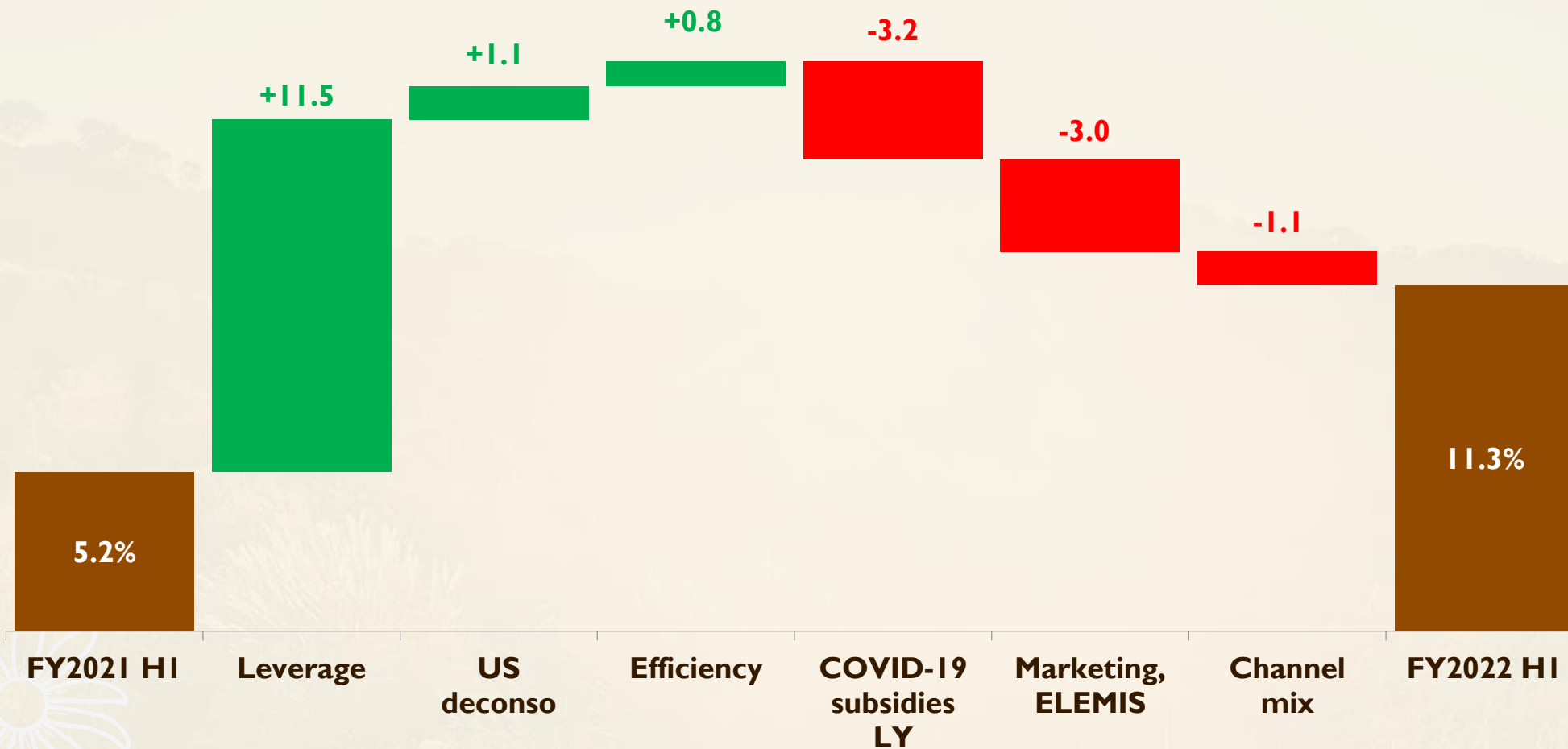
Marketing expenses (as % of net sales)



Administration expenses (as % of net sales)



Operating profit margin (as % of net sales)



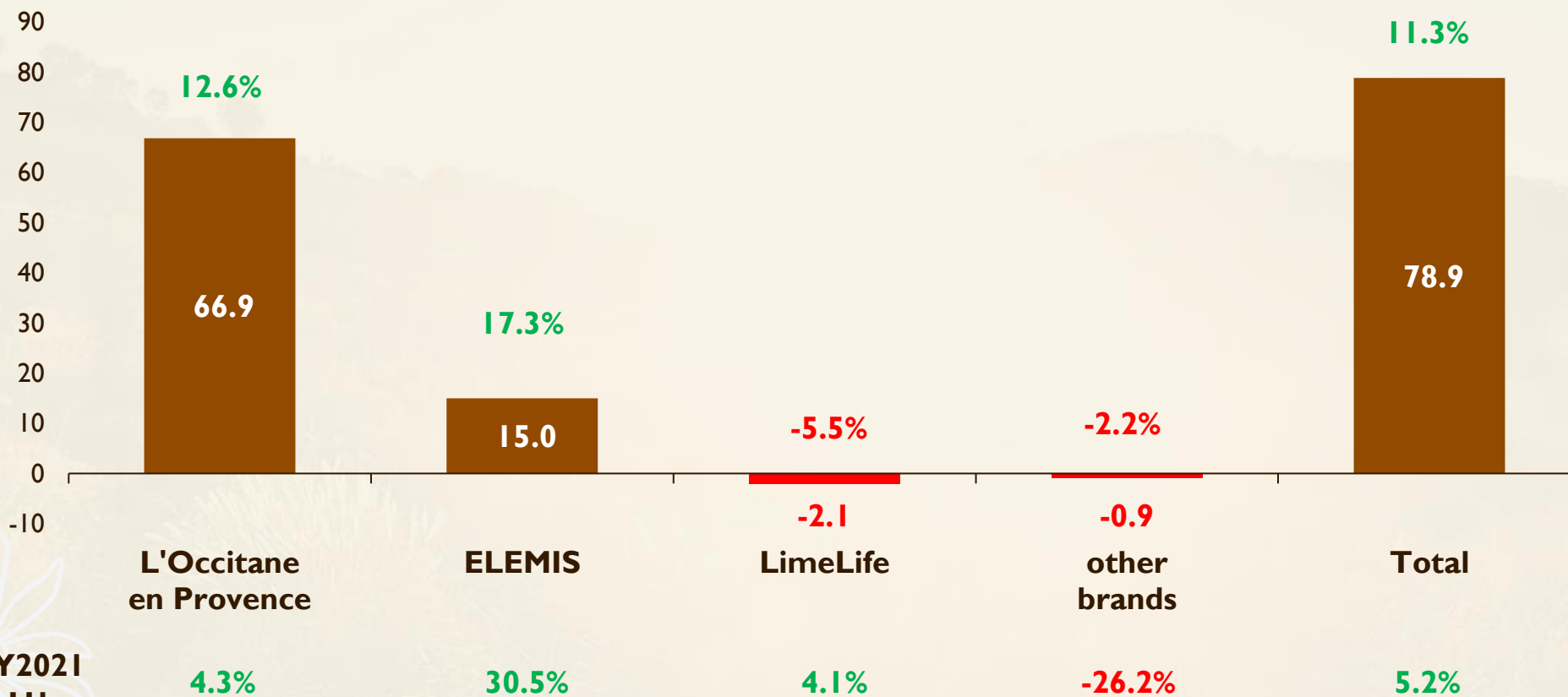


Operating profit by brand

million €

■ operating profit FY2022 HI

OP %



FY2021
HI

4.3%

30.5%

4.1%

-26.2%

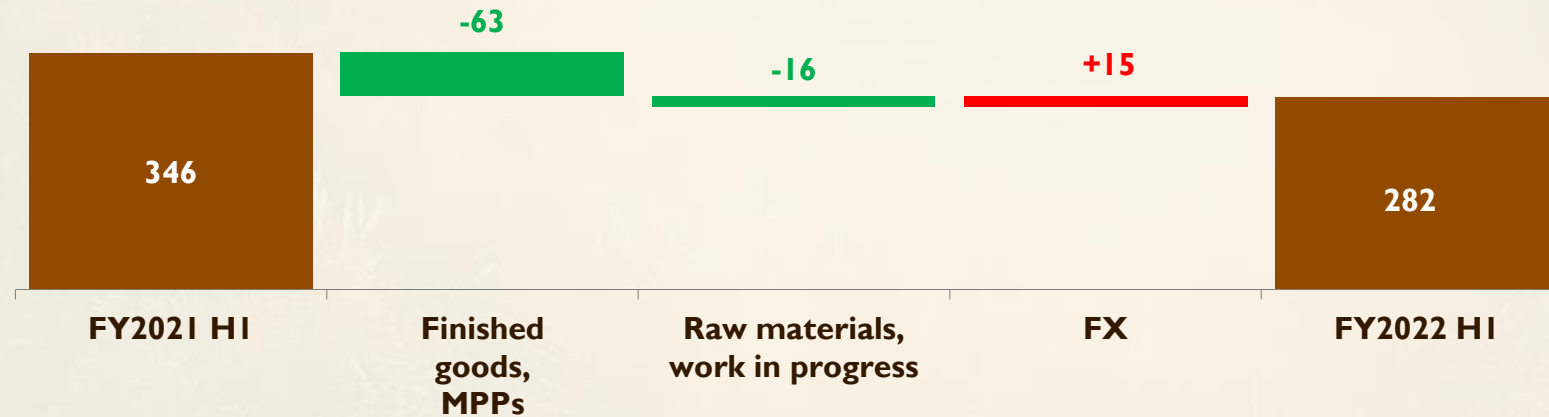
5.2%



Working capital ratios*

| | FY2021 HI | FY2022 HI | Change |
|---|-----------|-----------|--------|
| Inventory turnover days (based on cost of sales) | 346 | 282 | -64 |
| Trade receivables turnover days (based on net sales) | 41 | 40 | -1 |
| Trade payables turnover days (based on cost of sales) | 248 | 228 | -20 |
| Cash Cycle (days of net sales) | 58 | 51 | -7 |

Inventory turnover days

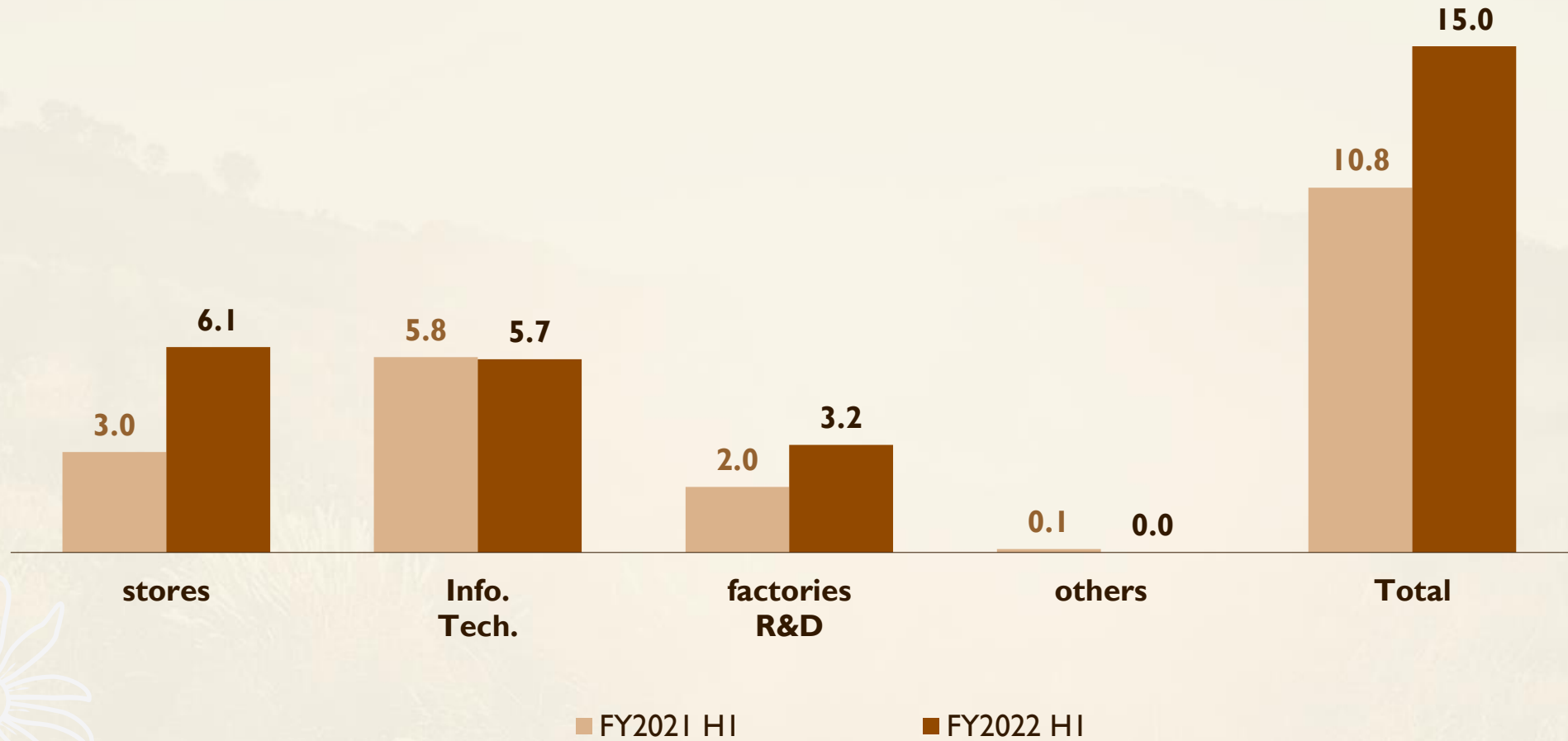


* Assuming all sales and cost of sales of L'Occitane, Inc. in FY2022 HI were consolidated.

Capital expenditures



million €



Strategic Review



Omni-channel sales

- Online sales mix stayed high at roughly a third of total sales, despite the re-opening of offline channels in key markets
- Omni-channel presence well suited to permanent changes in customer behaviour



Core brand resilience

- Core brand contributed the lion's share of overall growth
- Improved results across the board, with balanced profit contributions from Asia, North America and Europe



ELEMIS accelerates global rollout

- ELEMIS gained traction with continued global rollout
- Digital-first strategy allowed for rapid and efficient expansion
- Achieved impressive operating margin of 17.3%



Multi-brand strategy

- Recent acquisition of Sol de Janeiro in line with strategy to build a leading portfolio of geographically-balanced premium beauty brands
- Erborian led the growth of other brands and remained profitable



Record profit

- Achieved record operating profit and net profit
- Coincided with completion of Chapter II in the US and leadership evolution



Long-term sustainability

- Sustainability progress added as a metric to incentivise employees globally
- Sustainability Committee at the Board level recently established

Outlook



Omni-channel Presence

- Continue to drive **omni-channel** sales even as consumers around the world re-discover the joy of in-store shopping
- Focused on executing marketing campaigns globally to deliver a strong **holiday season**



Multi-brand Group

- Under the new leadership and restructuring actions completed, the Group expects solid contribution from all brands and all regions
- Accelerate transformation to become a **multi-brand group**, staying open to accretive M&A opportunities



Growth & Profitability

- Although impacts from COVID-19 may linger, the Group will continue to build **trust**, achieve **sustainable growth** and enhance **profitability**

The Group remains confident that its resilience, backed by the inherent strength of its brands, targeted investments and focused management, will further drive growth and profitability

Disclaimer



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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.





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THANK YOU

