



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

FY2022

Quarterly Update

For the period ended 31 December 2021

Highlights



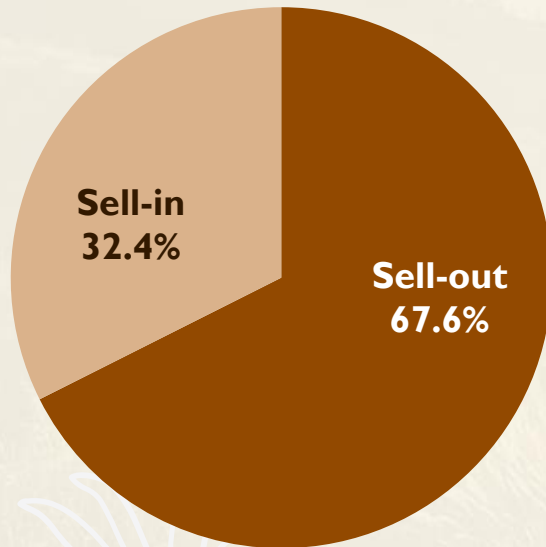
	FY2021 Q3	FY2022 Q3	Change ⁽¹⁾	FY2021 9M	FY2022 9M	Change ⁽¹⁾
Net sales (million €)	572.8	650.0		1,189.4	1,375.1	
Growth at reported rates			+13.5%			+15.6%
Growth at constant rates			+9.5%			+14.2%
Like-for-like growth vs. FY2020 ⁽²⁾			+14.6%			+9.4%
Online channels						
Growth at constant rates			+4.1%			-0.4%
As % to net sales at constant rates	35.7%	33.9%	-1.8 pp	38.4%	33.5%	-4.9 pp
Growth by geographic area						
China			+14.1%			+18.5%
UK			+21.9%			+17.5%
France			+14.2%			+11.1%
Same Store Sales Growth Rate				-5.4%	9.6%	+15.0 pp
Growth by brand						
L'Occitane en Provence			+8.0%			+14.8%
ELEMIS			+39.4%			+35.9%
LimeLife			-31.9%			-29.7%
Others ⁽³⁾			+17.7%			+21.7%

- (1) At constant rates of last year, unless otherwise stated.
 (2) At constant rates and excluding ELEMIS's March 2019 sales in FY2020 9M.
 (3) Others include Melvita, Erborian and L'Occitane au Brésil.

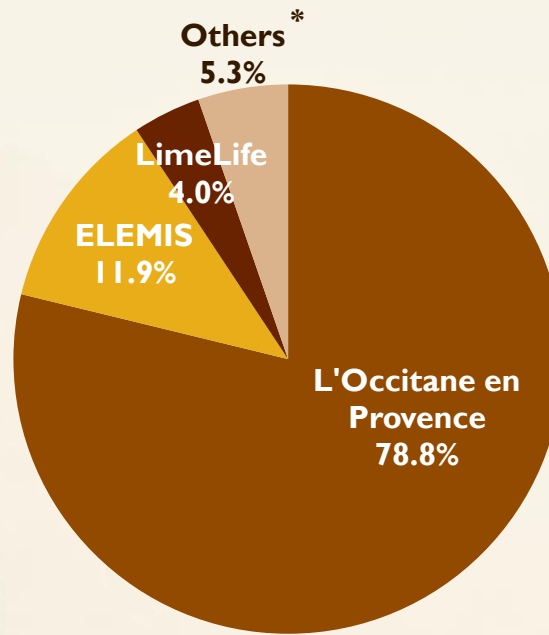
9M net sales breakdown



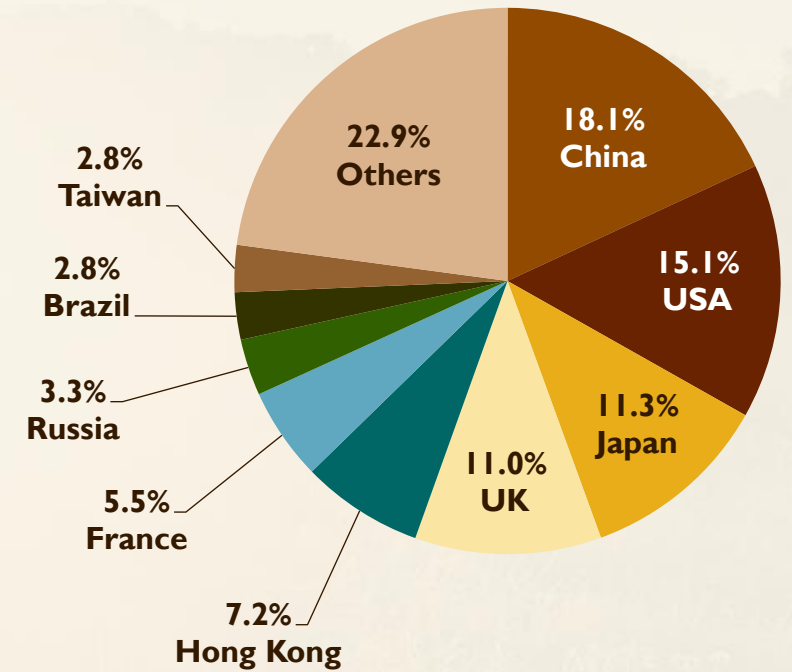
By Segment



By Brand



By Geography

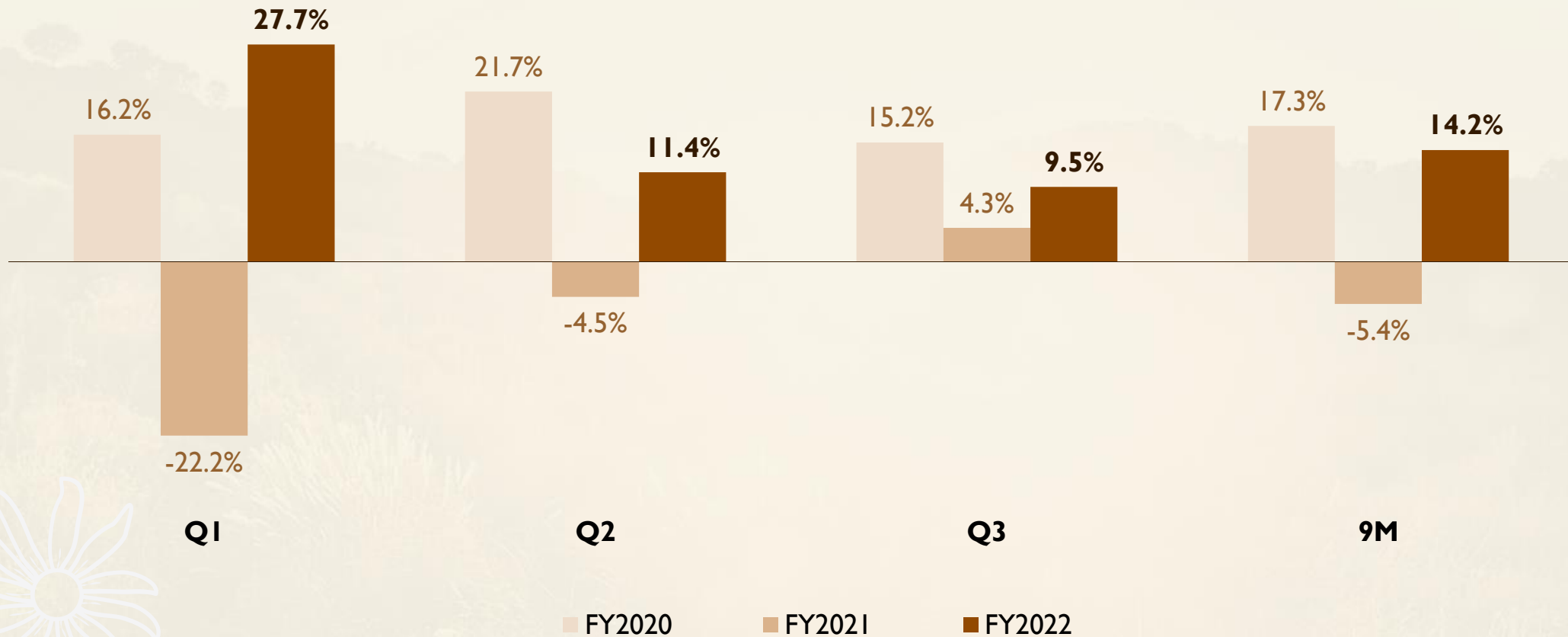


* Others include Melvita, Erborian and L'Occitane au Brésil.



Sales growth by quarter

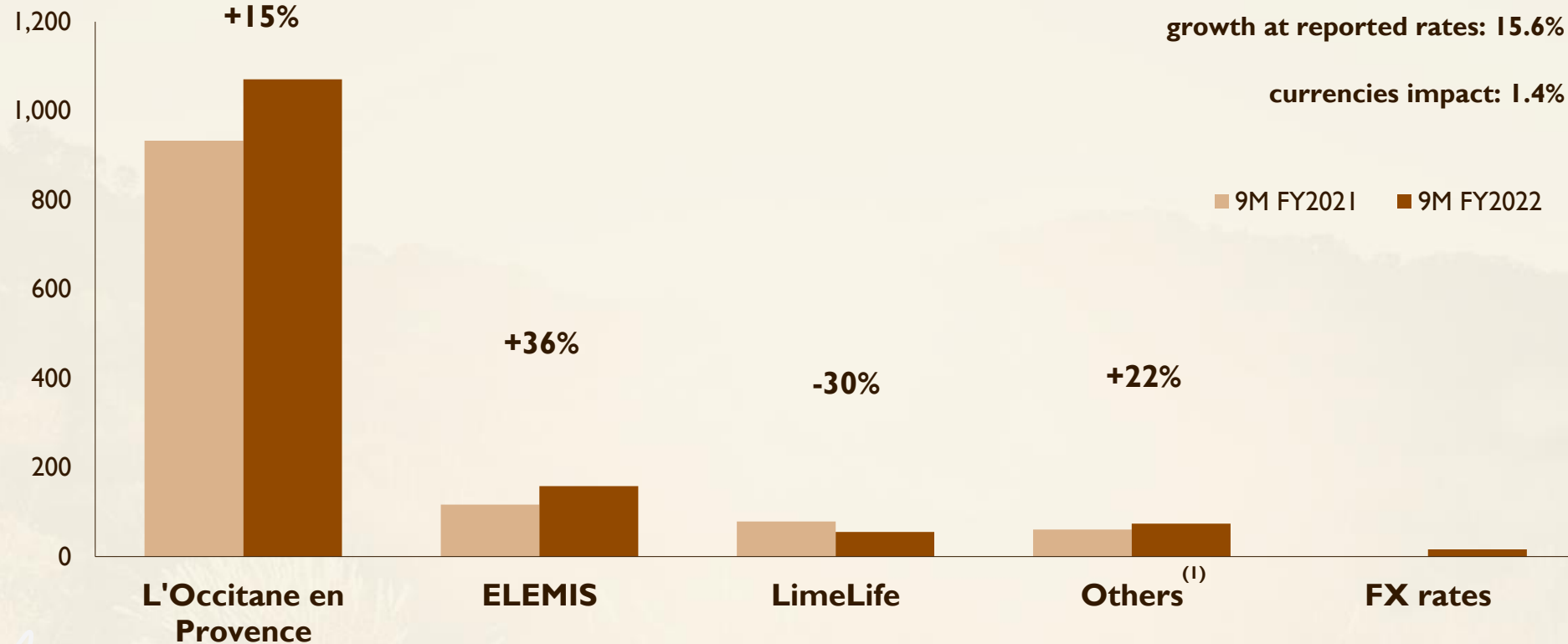
(at constant rates)





9M net sales by brand

million €



growth at constant rates: 14.2%

growth at reported rates: 15.6%

currencies impact: 1.4%

■ 9M FY2021 ■ 9M FY2022

Contribution to growth⁽²⁾:

81%

25%

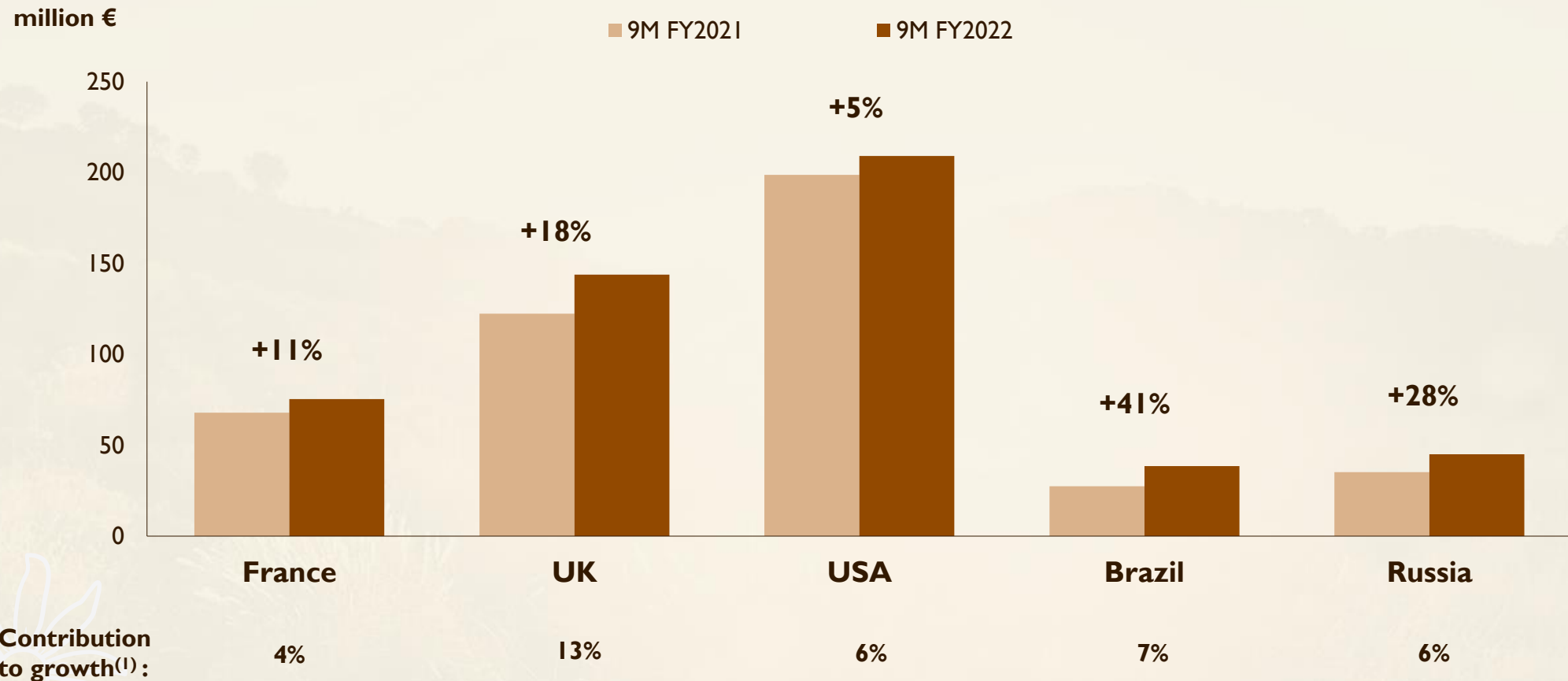
-14%

8%

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

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

9M sales growth by geography – Americas and Europe (at constant rates)



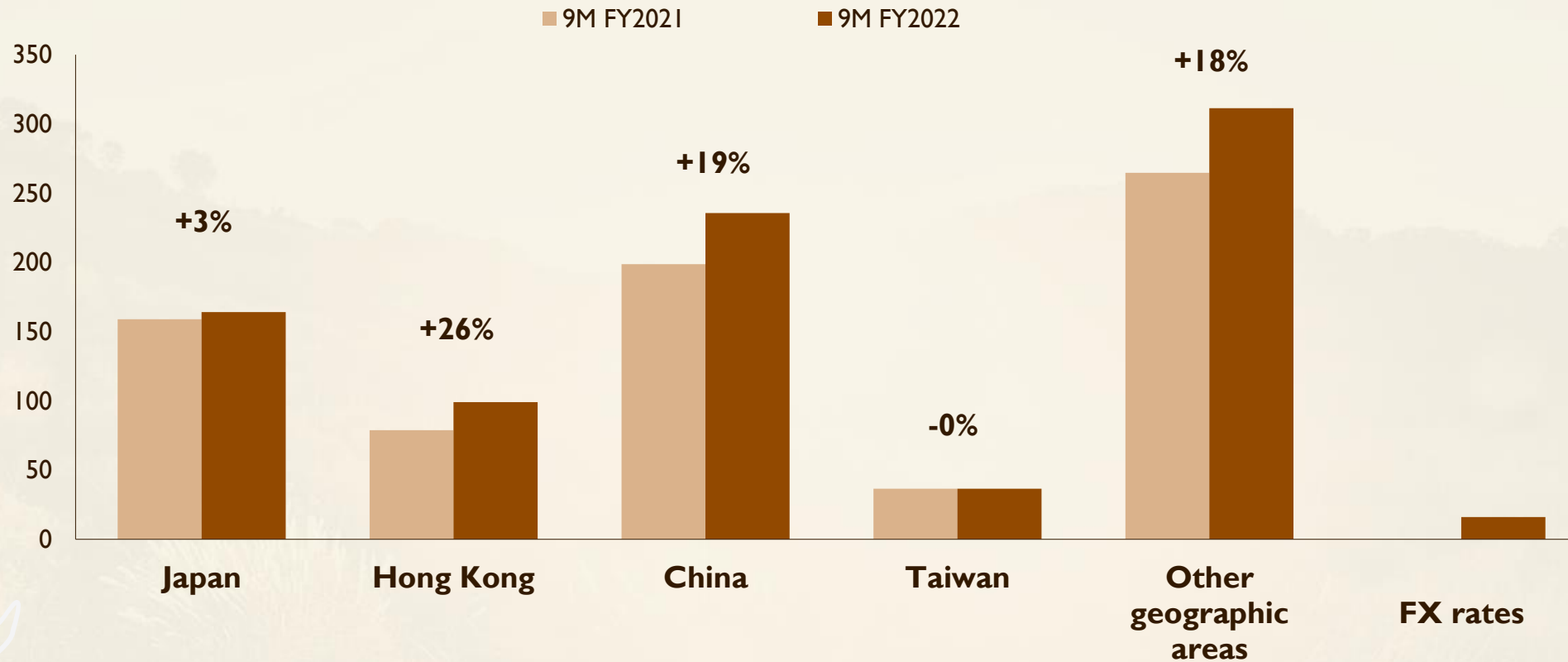
Contribution to growth⁽¹⁾:

(1) Excluding foreign currency translation effects.

9M sales growth by geography – Asia and others (at constant rates)



million €



Contribution to growth⁽¹⁾:

3%

12%

22%

0%

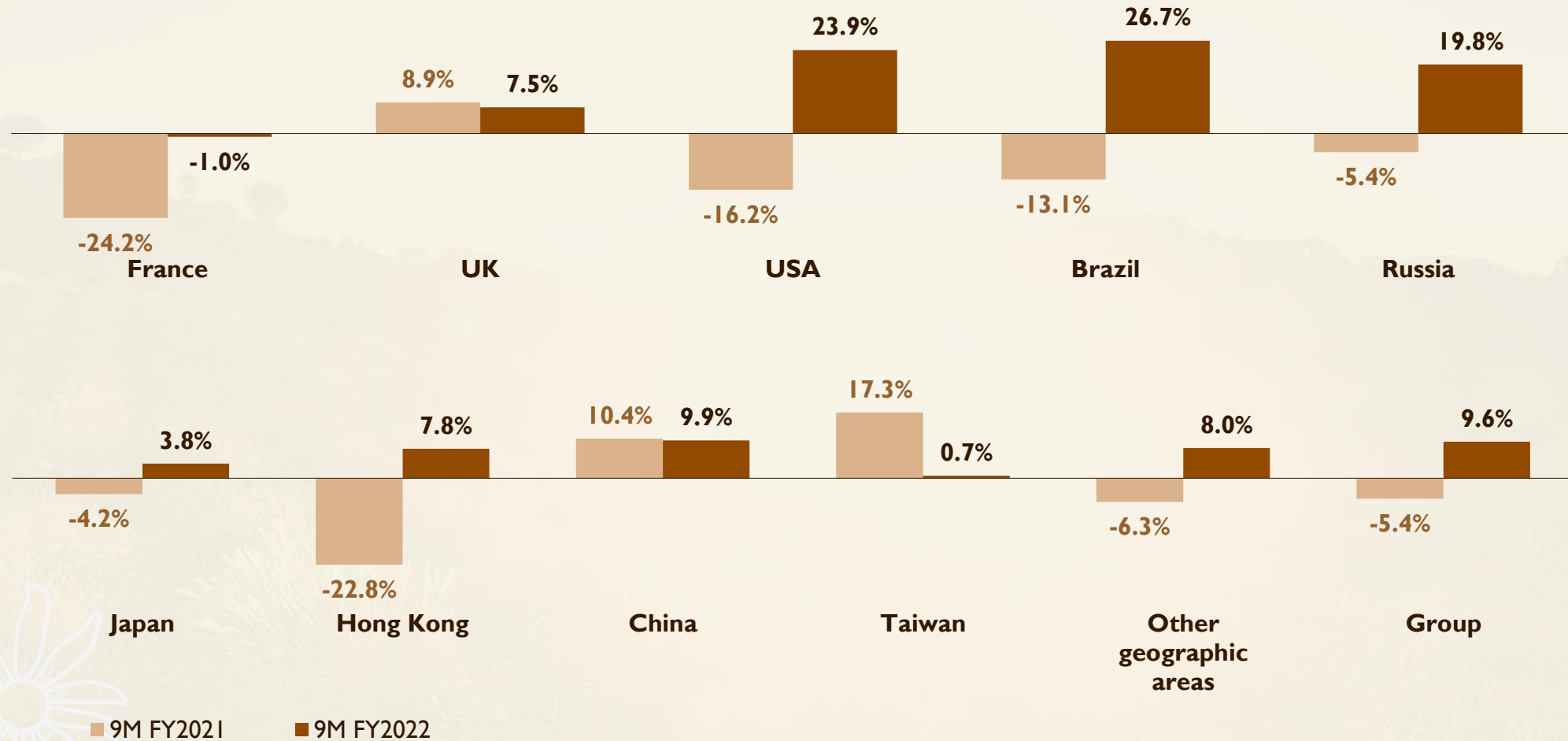
28%

(1) Excluding foreign currency translation effects.



Same store sales growth profile (1)

(at constant rates)



(1) Including own E-commerce

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.





Groupe
L'OCCITANE



THANK YOU

