



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

FY2022

Quarterly Update

For the period ended 31 March 2022

# Highlights



	FY2021 Q4	FY2022 Q4	Change <sup>(1)</sup>	FY2021 12M	FY2022 12M	Change <sup>(1)</sup>
<b>Net sales (million €)</b>	361.5	434.9		1,550.9	1,810.0	
Growth at reported rates			+20.3%			+16.7%
Growth at constant rates			+16.0%			+14.6%
Like-for-like growth <sup>(2)</sup>			+9.0%			+13.0%
Like-for-like growth vs. FY2020 <sup>(3)</sup>			+24.3%			+12.4%
<b>Online channels</b>						
Growth at constant rates			+5.8%			+1.0%
As % to net sales at constant rates	35.0%	31.9%	-3.1 pp	37.6%	33.1%	-4.5 pp
<b>Growth by geographic area</b>						
China			+11.2%			+16.8%
UK			+36.2%			+21.4%
US			+41.0%			+13.5%
<b>Same Store Sales Growth Rate</b>				-1.1%	8.3%	+9.4 pp
<b>Growth by brand</b>						
L'Occitane en Provence			+7.7%			+13.2%
ELEMIS			+41.6%			+37.4%
LimeLife			-37.0%			-31.3%
Others <sup>(4)</sup>			+11.3%			+19.0%

(1) At constant rates of last year, unless otherwise stated.

(2) At constant rates and excluding Sol de Janeiro.

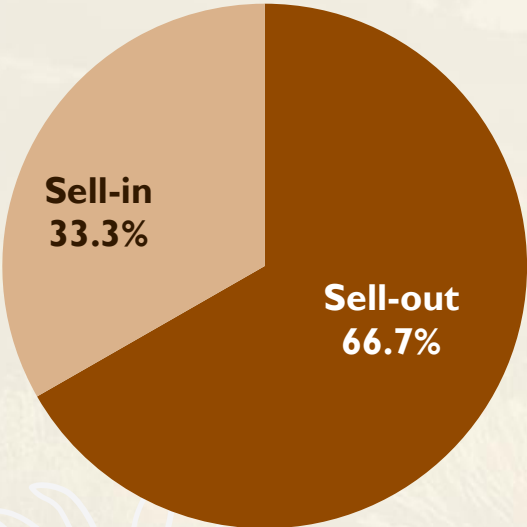
(3) At constant rates and excluding ELEMIS's March 2019 sales in FY2020 12M and Sol de Janeiro in FY2022 12M.

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

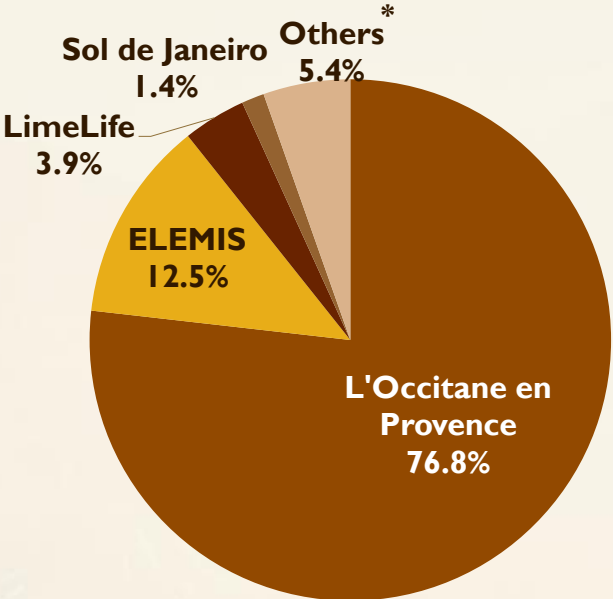
# FY2022 12M net sales breakdown



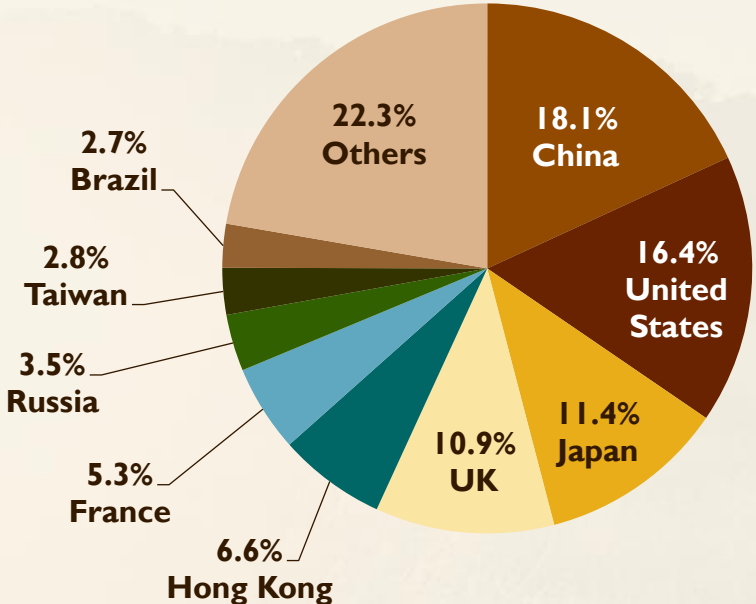
**By Segment**



**By Brand**



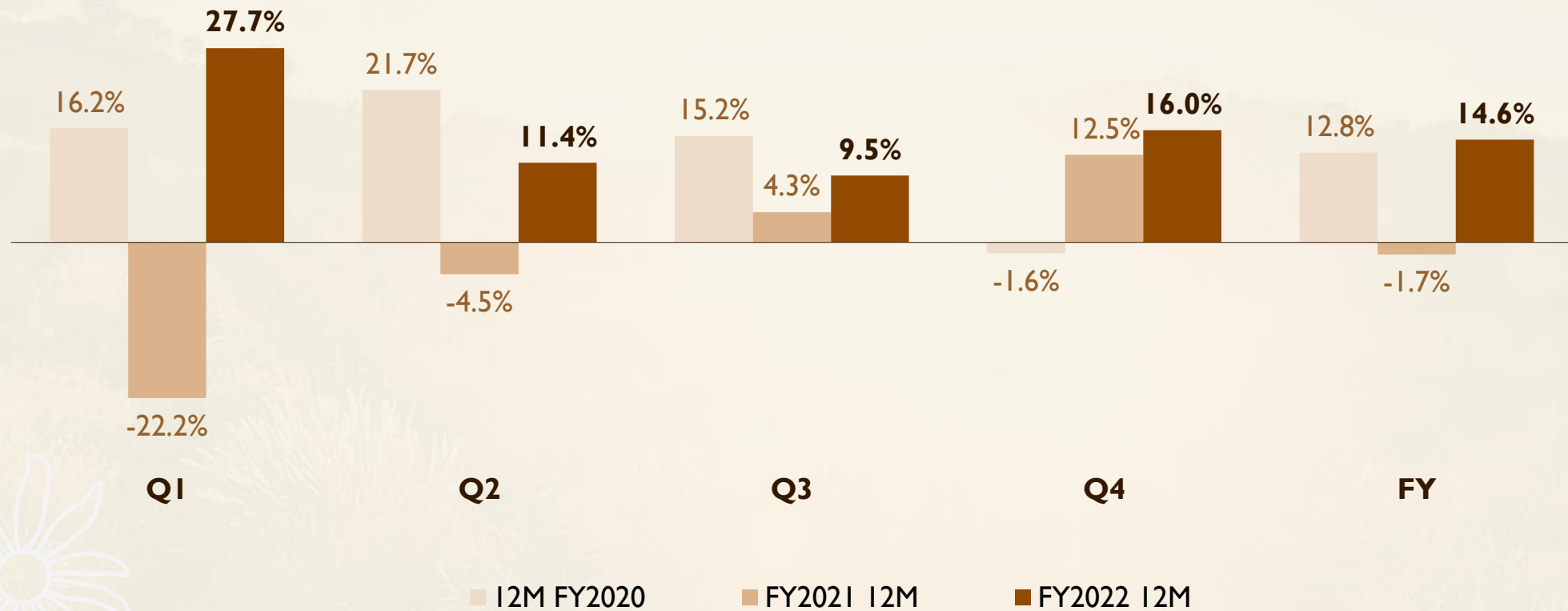
**By Geography**



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



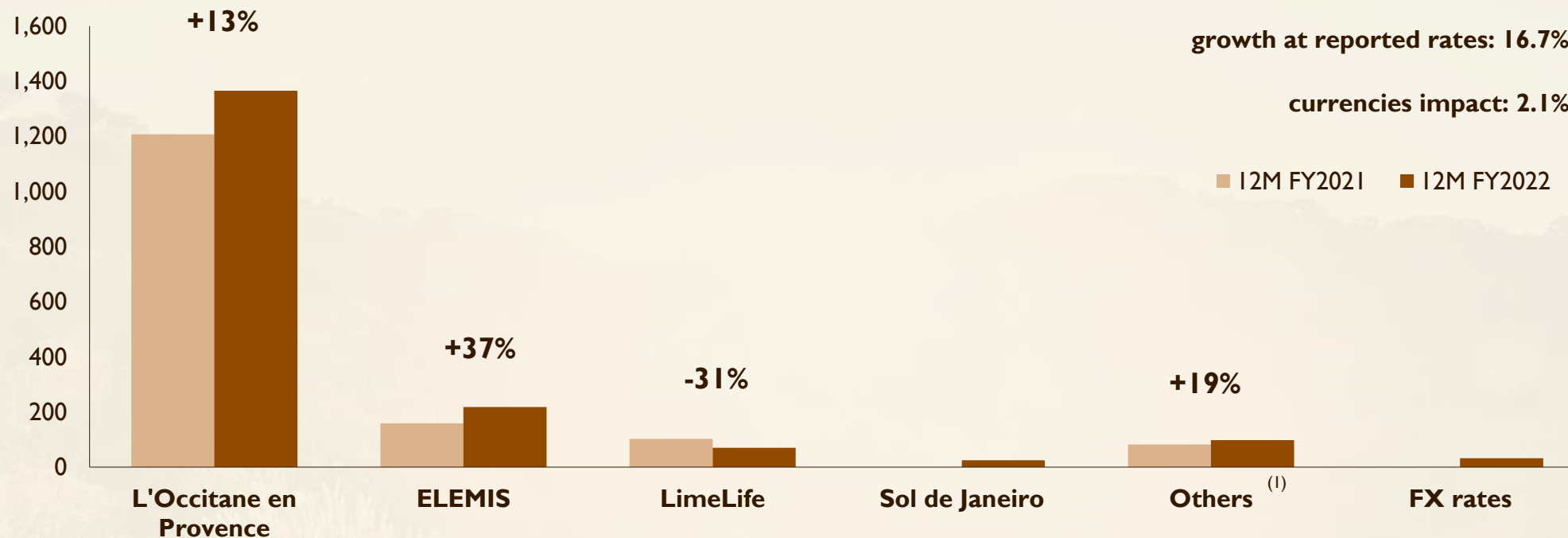
# Sales growth by quarter (at constant rates)



# FY2022 12M net sales by brand



million €



growth at constant rates: 14.6%

growth at reported rates: 16.7%

currencies impact: 2.1%

■ 12M FY2021 ■ 12M FY2022

Contribution to growth<sup>(2)</sup>:

70%

26%

-14%

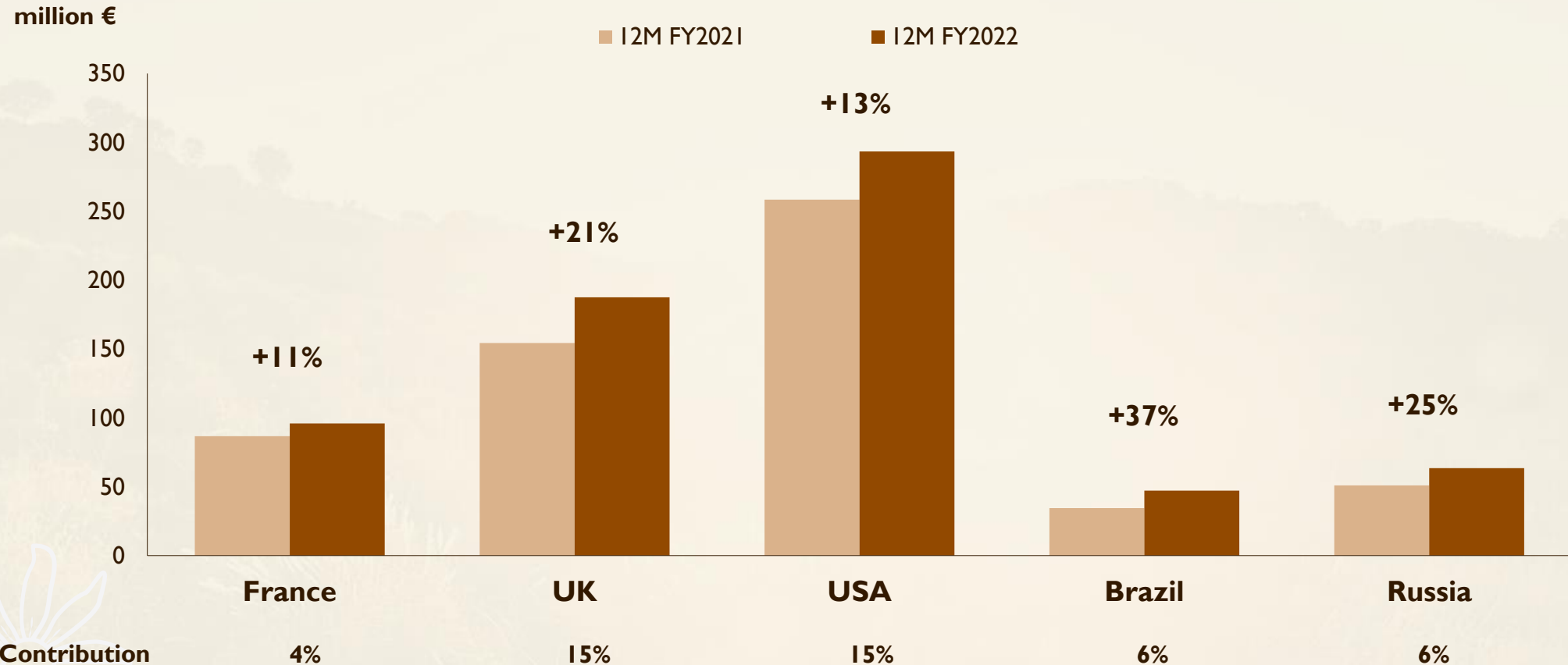
11%

7%

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

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

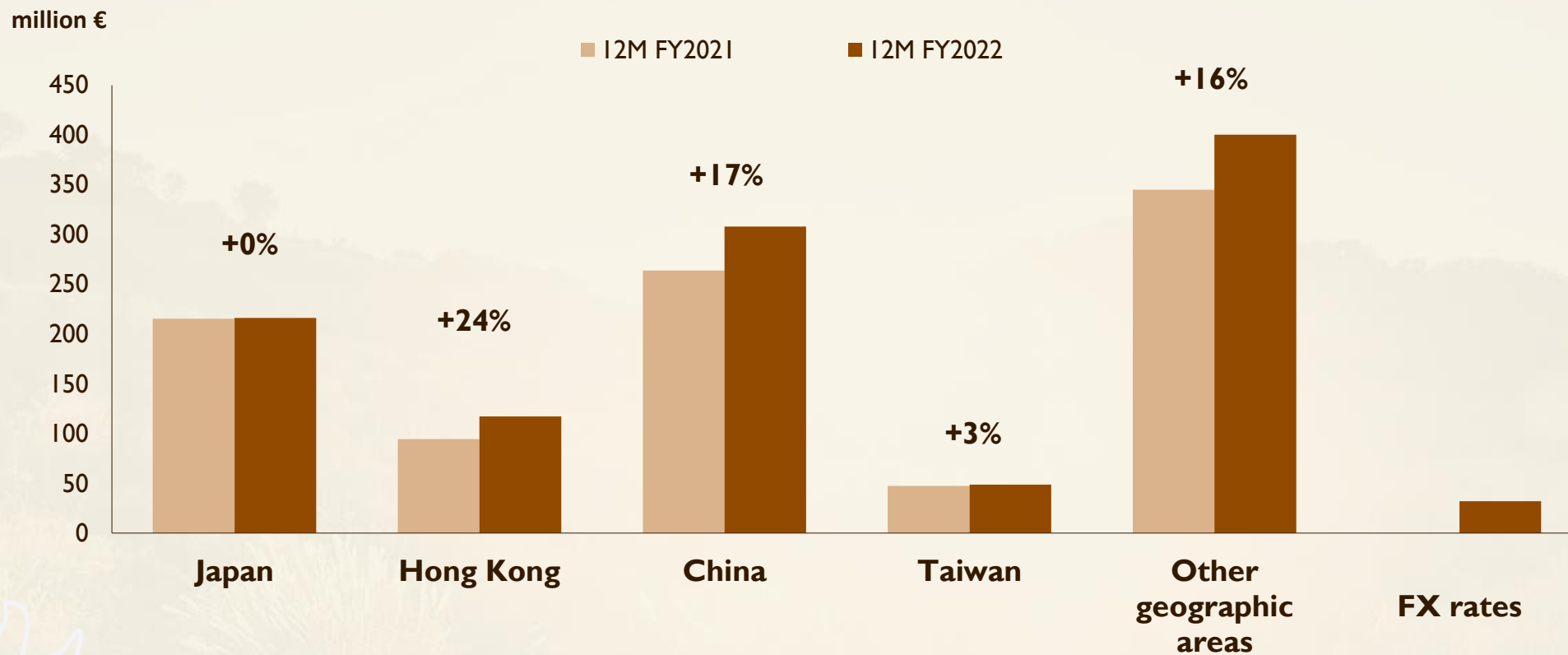
# I2M sales growth by geography – Americas and Europe (at constant rates)



Contribution to growth<sup>(1)</sup>:

(1) Excluding foreign currency translation effects.

# I2M sales growth by geography – Asia and others (at constant rates)



Contribution to growth<sup>(1)</sup>:

0%

10%

19%

1%

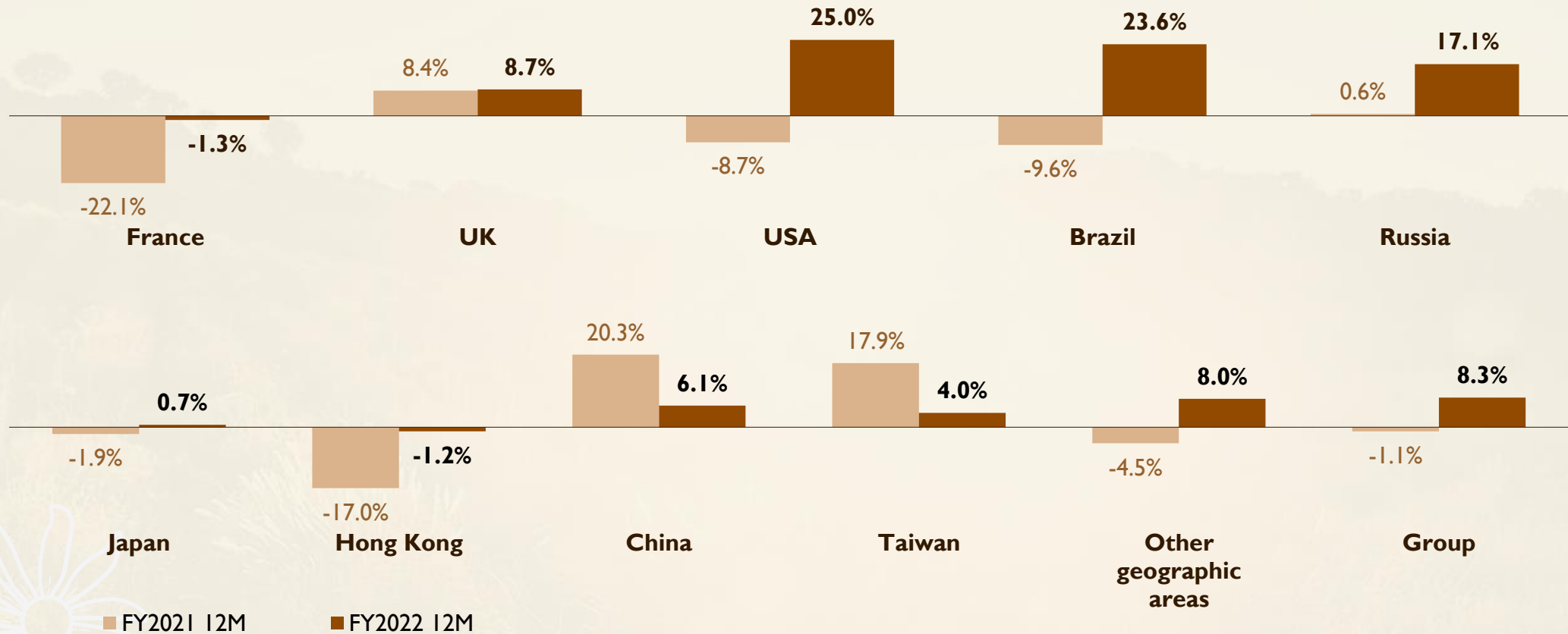
24%

(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.





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THANK YOU

