



FY2023

Q1 Quarterly Update

For the period ended 30 June 2022

Groupe
L'OCCITANE

SOLID Q1 PERFORMANCE

€416mn

FY2023 Q1 sales
Double-digit growth

Solid growth from key brands

+6%

L'Occitane en Provence

+10%

ELEMIS

All regions showed growth

+56%

Fastest-growing region
Americas

+52%

Fastest-growing channel
Wholesale

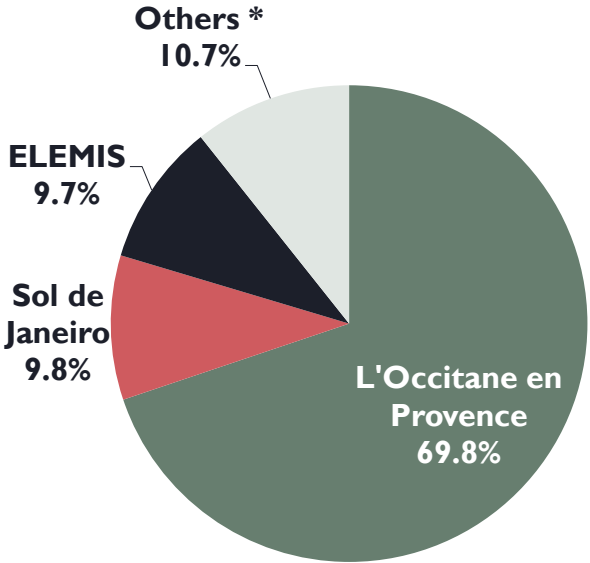
HIGHLIGHTS

(in € millions)	FY2022 Q1	FY2023 Q1	Change at constant rates
Net sales	337.2	416.0	
Growth at reported rates			+23.4%
Growth at constant rates			+15.8%
Like-for-like growth ⁽¹⁾			+5.1%
Sales by brand:			
L'Occitane en Provence	260.2	290.5	+5.9%
ELEMIS	34.2	40.3	+9.8%
Sol de Janeiro	-	40.8	n/a
Others ⁽²⁾	42.8	44.5	-3.4%
Sales by region:			
APAC	161.8	171.9	+1.2%
Americas	73.7	130.4	+55.5%
EMEA	101.7	113.7	+10.3%
Sales by channel:			
Retail	139.9	162.3	+10.4%
Online channels	117.2	122.7	-2.5%
Wholesale & others	80.1	131.0	+52.2%
Same Store Sales Growth Rate			+2.3%

FY2023 Q1 SALES BREAKDOWN

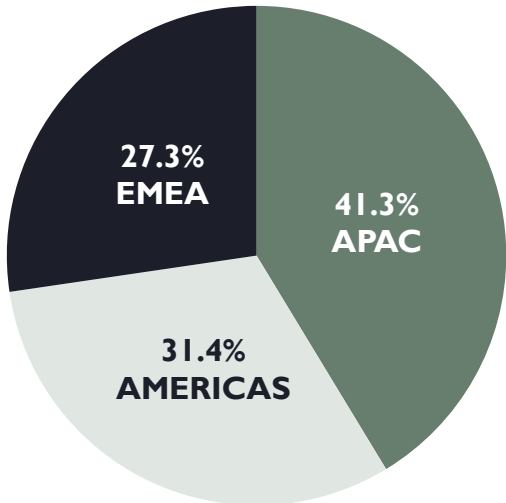
At reported rates

By Brand

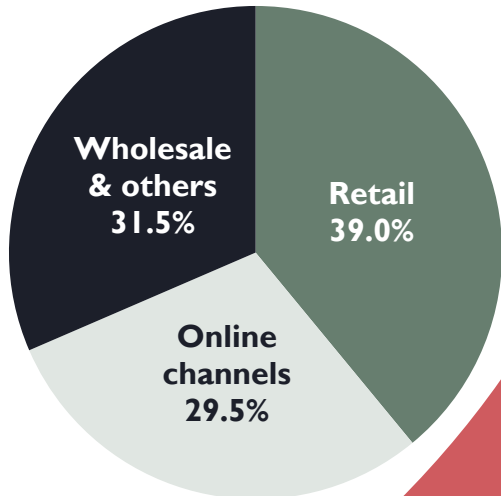


* Others include LimeLife, Melvita, Erborian, L'Occitane au Brésil and Grown Alchemist

By Region

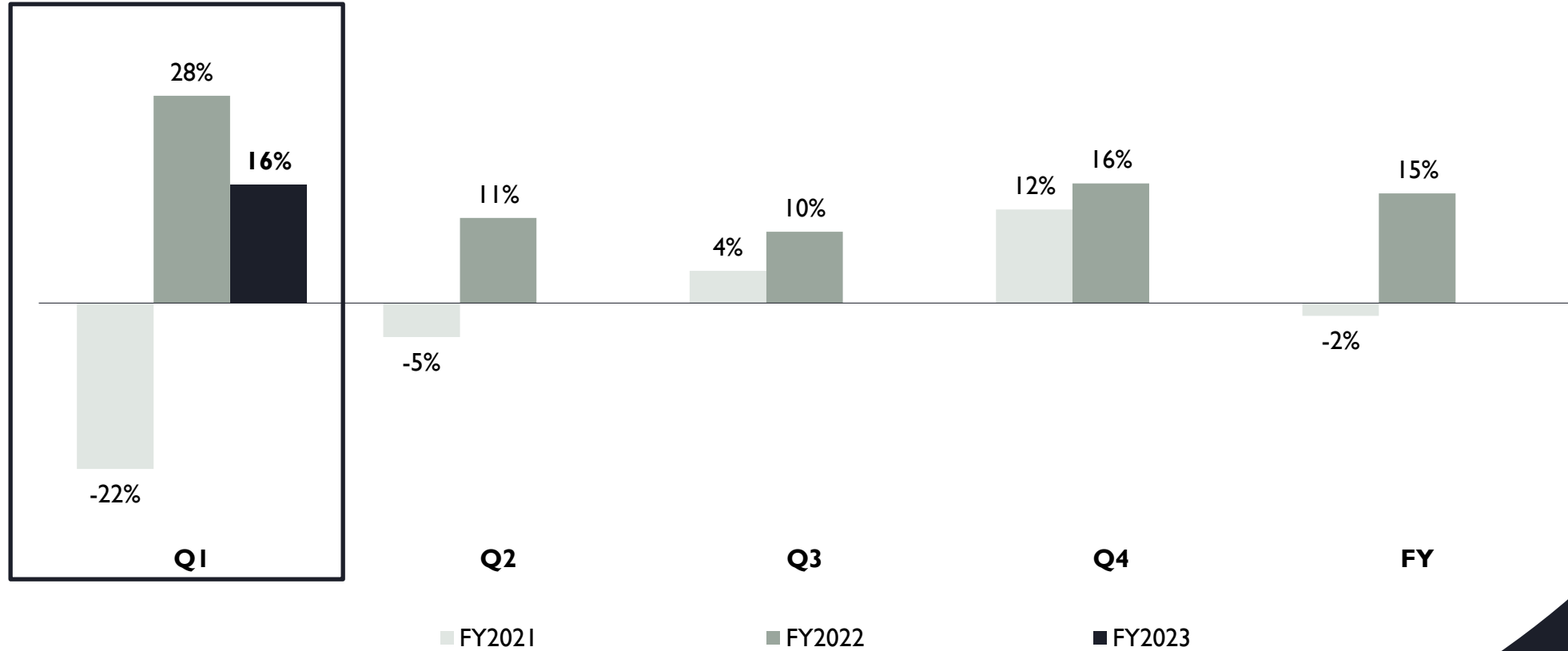


By Channel



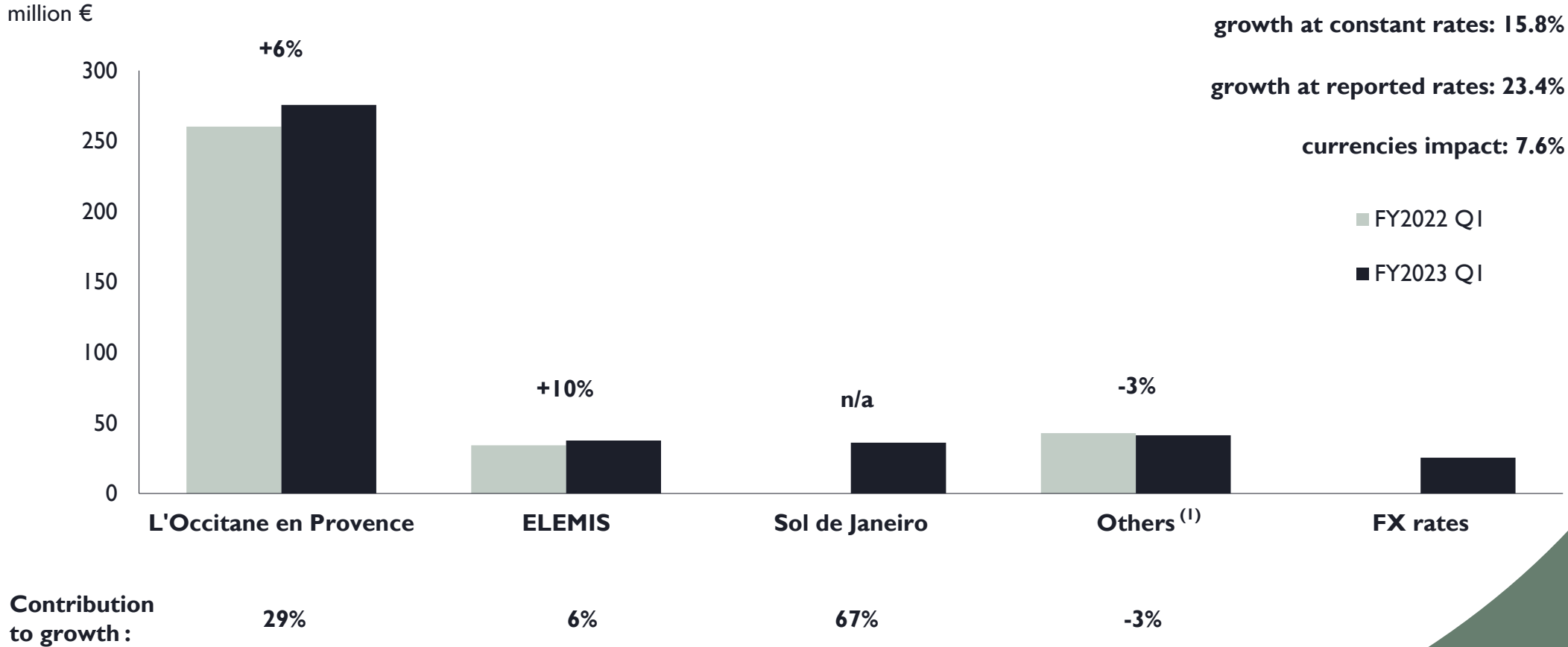
SALES GROWTH BY QUARTER

At constant rates



FY2023 Q1 SALES GROWTH BY BRAND

At constant rates

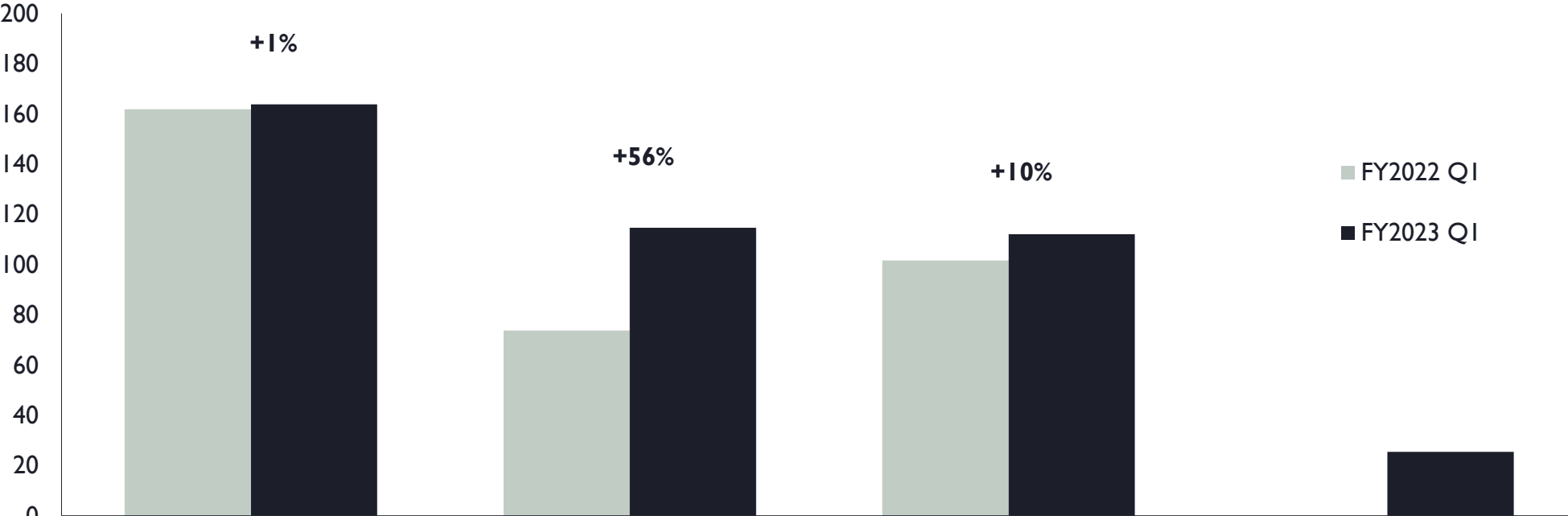


(1) Others include LimeLife, Melvita, Erborian, L'Occitane au Brésil and Grown Alchemist (from Q1 FY2023).

FY2023 Q1 SALES GROWTH BY REGION

At constant rates

million €



Contribution to growth :

4%

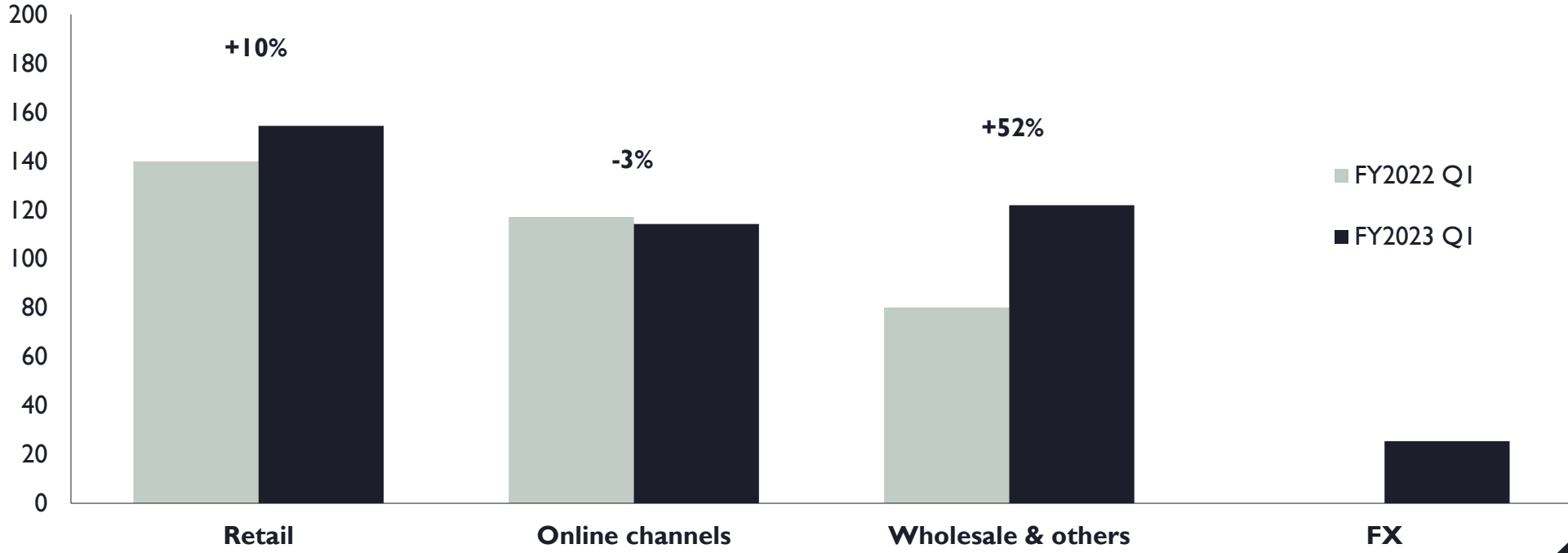
76%

20%

FY2023 Q1 SALES GROWTH BY CHANNEL

At constant rates

million €



Contribution to growth :

27%

-5%

78%

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.

THANK YOU

