



FY2023

Q2 Quarterly Update

For the period ended 30 September 2022

Groupe
L'OCCITANE

SOLID HI PERFORMANCE

€901mn

FY2023 HI sales
Accelerated growth

Solid growth from key brands

+3.4%

L'Occitane en Provence

+13%

ELEMIS

All regions showed growth

+60%

Fastest-growing region
Americas

All channels showed growth

+51%

Fastest-growing channel
Wholesale

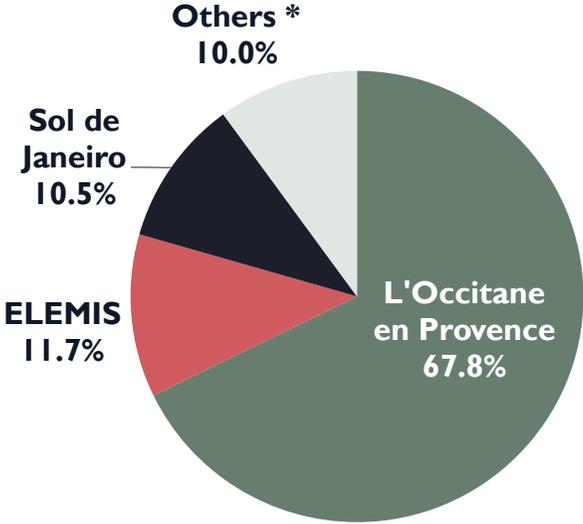
HIGHLIGHTS

(in € millions)	FY2022 Q2	FY2023 Q2	Change at constant rates	FY2022 HI	FY2023 HI	Change at constant rates
Net sales	387.9	484.5		725.1	900.5	
Growth at reported rates			+24.9%			+24.2%
Growth at constant rates			+16.2%			+16.1%
Like-for-like growth ⁽¹⁾			+6.7%			+5.9%
Growth by brand:						
L'Occitane en Provence	297.8	319.8	+1.3%	558.0	610.3	+3.4%
ELEMIS	52.6	64.8	+15.1%	86.8	105.1	+13.1%
Sol de Janeiro	-	53.9	n/a	-	94.6	n/a
Others ⁽²⁾	37.5	46.0	+14.3%	80.3	90.5	+4.9%
Growth by region:						
APAC	181.8	198.4	+2.5%	343.6	370.3	+1.9%
Americas	78.6	150.6	+63.7%	152.3	281.0	+59.8%
EMEA	127.5	135.5	+6.5%	229.2	249.2	+8.2%
Growth by channel:						
Retail	152.9	159.3	-1.0%	292.7	321.7	+4.4%
Online channels	122.6	142.0	+6.8%	239.8	264.7	+2.2%
Wholesale & others	112.4	183.2	+50.0%	192.6	314.2	+50.9%
Same Store Sales Growth Rate						+0.7%

FY2023 HI SALES BREAKDOWN

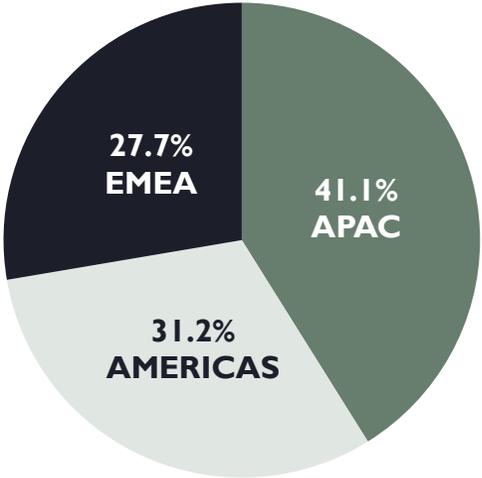
At reported rates

By Brand



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

By Region

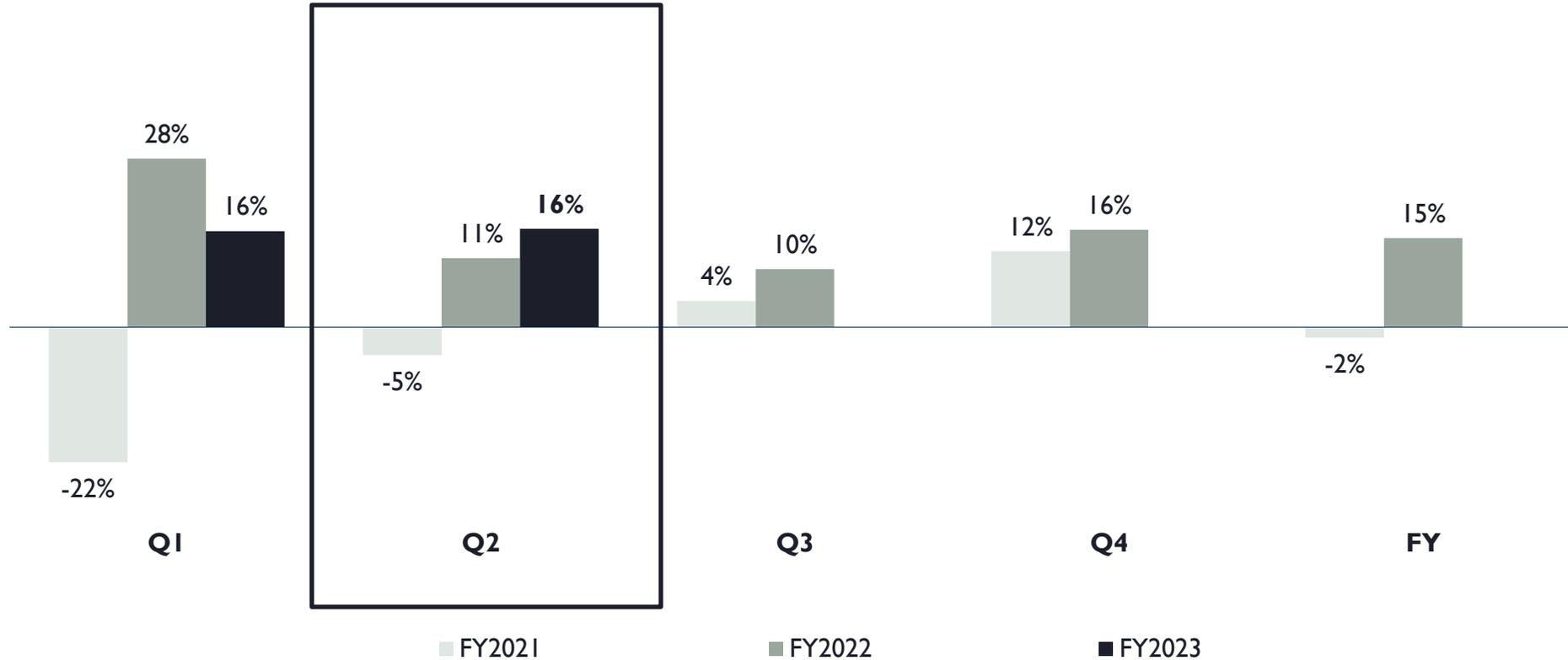


By Channel



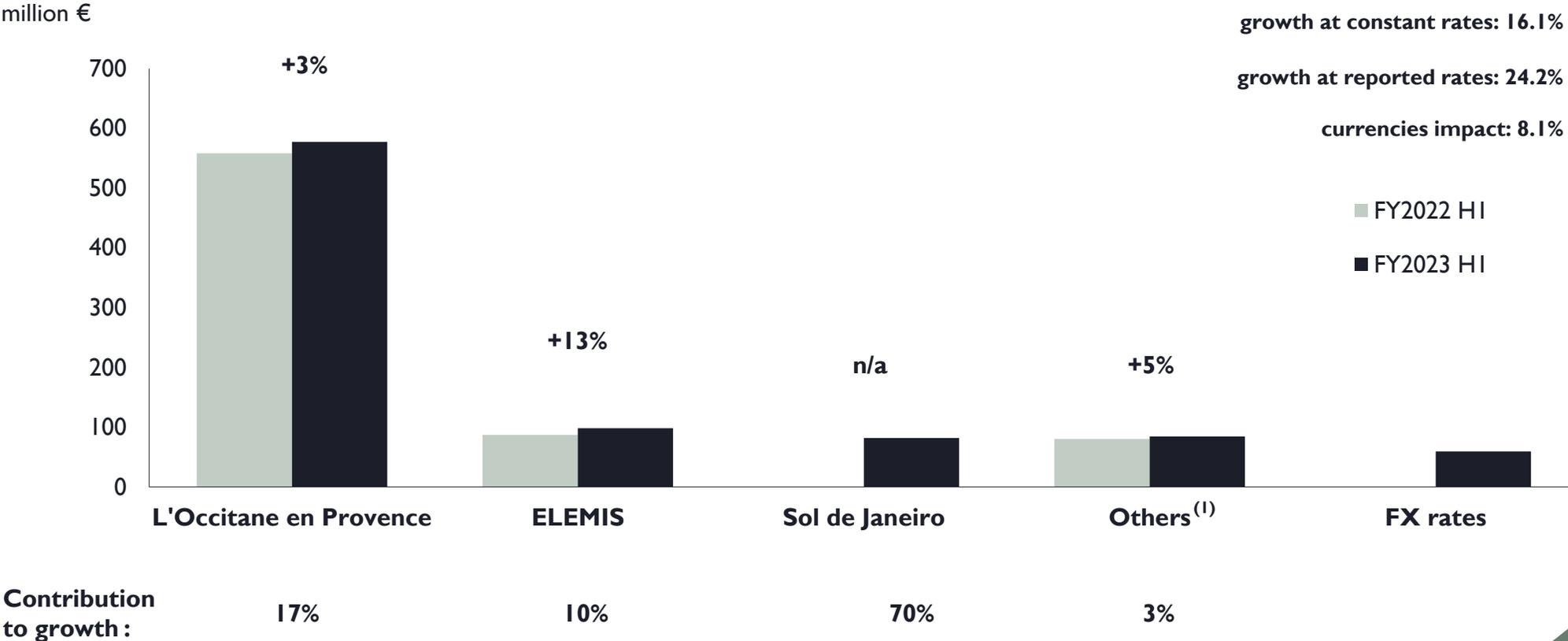
SALES GROWTH BY QUARTER

At constant rates



FY2023 HI SALES GROWTH BY BRAND

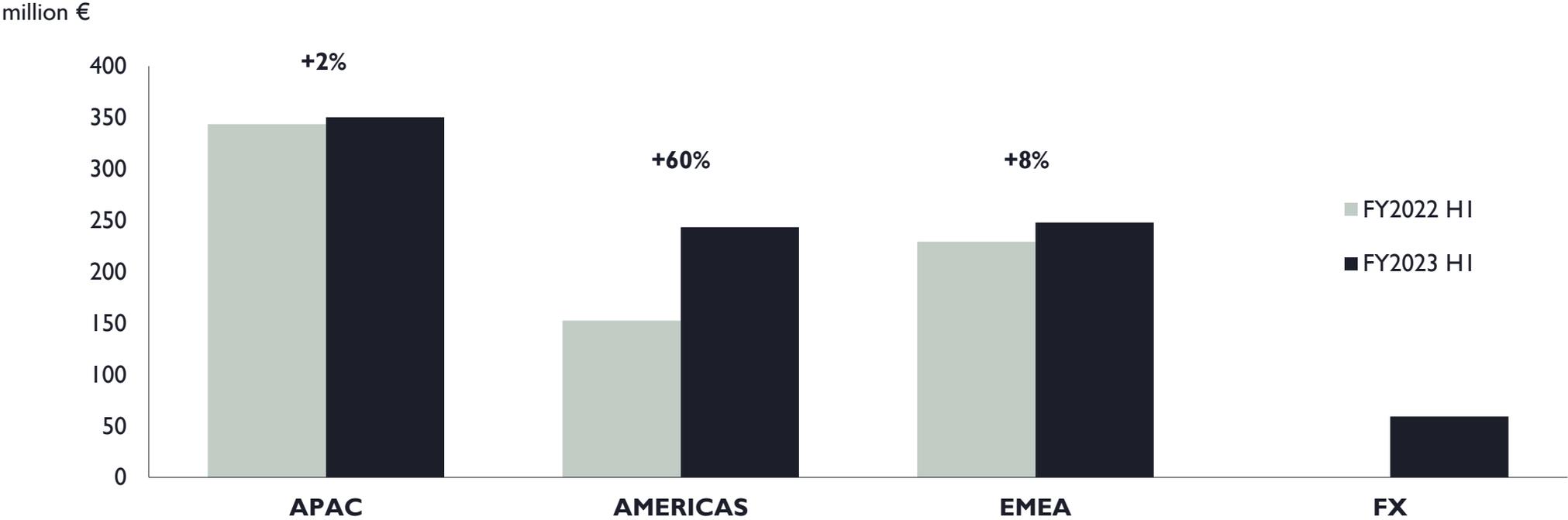
At constant rates



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

FY2023 HI SALES GROWTH BY REGION

At constant rates



Contribution to growth:

6%

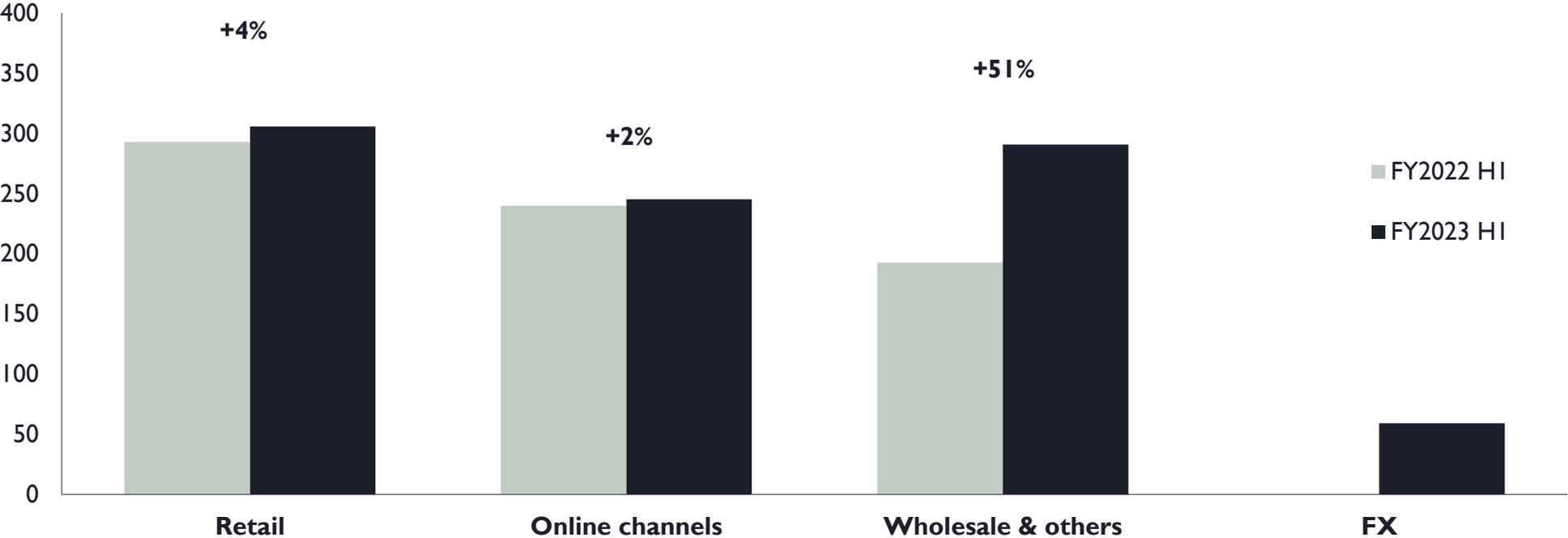
78%

16%

FY2023 HI SALES GROWTH BY CHANNEL

At constant rates

million €



Contribution to growth:

11%

4%

85%

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.

THANK YOU

