



# FY2023

# Q3 Quarterly Update

For the period ended 31 December 2022

*Groupe*  
L'OCCITANE

# SOLID 9M PERFORMANCE

**€1.6 bn**

FY2023 9M sales  
+10.6%

New brands drove growth

**+5.3%**

ELEMIS

**+96%**

Sol de Janeiro

Fastest-growing region  
Americas

**+53.7%**

Fastest-growing channel  
Wholesale

**+43.7%**

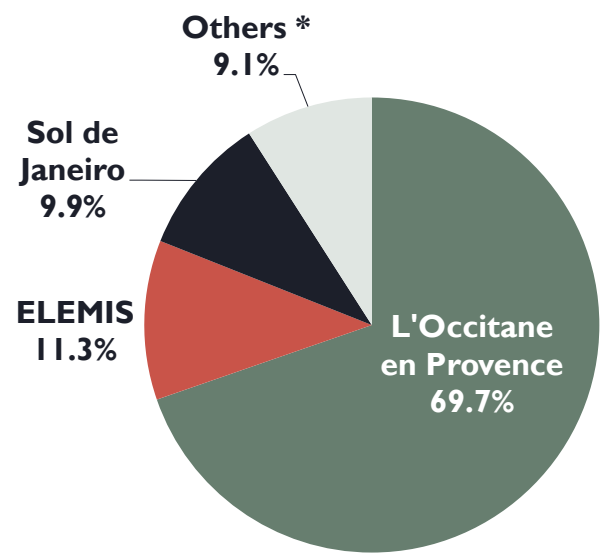
# HIGHLIGHTS

(in € million)	FY2022 Q3	FY2023 Q3	Change at constant rates	FY2022 9M	FY2023 9M	Change at constant rates
<b>Net sales</b>	650.0	701.8		1,375.1	1,602.3	
Growth at reported rates			+8.0%			+16.5%
Growth at constant rates			+4.5%			+10.6%
Like-for-like growth <sup>(1)</sup>			-1.7%			+2.3%
<b>Growth by brand:</b>						
L'Occitane en Provence	524.9	506.3	-5.5%	1,082.9	1,116.6	-0.9%
ELEMIS	76.4	76.5	-3.4%	163.2	181.6	+5.3%
Sol de Janeiro	-	64.2	n/a	-	158.8	n/a
Others <sup>(2)</sup>	48.7	54.8	+6.6%	129.0	145.3	+5.5%
<b>Growth by region:</b>						
APAC	324.8	316.1	-3.2%	668.3	686.4	-0.6%
Americas	128.8	211.2	+46.5%	281.1	492.2	+53.7%
EMEA	196.4	174.6	-10.2%	425.6	423.8	-0.3%
<b>Growth by channel:</b>						
Retail	288.9	269.4	-8.0%	581.7	591.1	-1.7%
Online channels	222.4	236.0	+2.5%	462.2	500.7	+2.3%
Wholesale & others	138.7	196.4	+33.8%	331.2	510.6	+43.7%
<b>Same Store Sales Growth Rate</b>						-1.7%

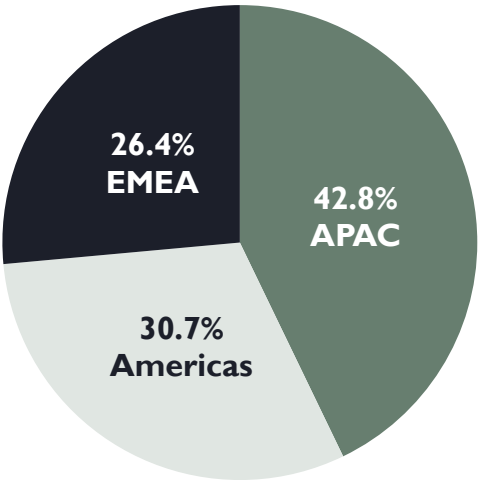
# FY2023 9M SALES BREAKDOWN

At reported rates

By Brand



By Region



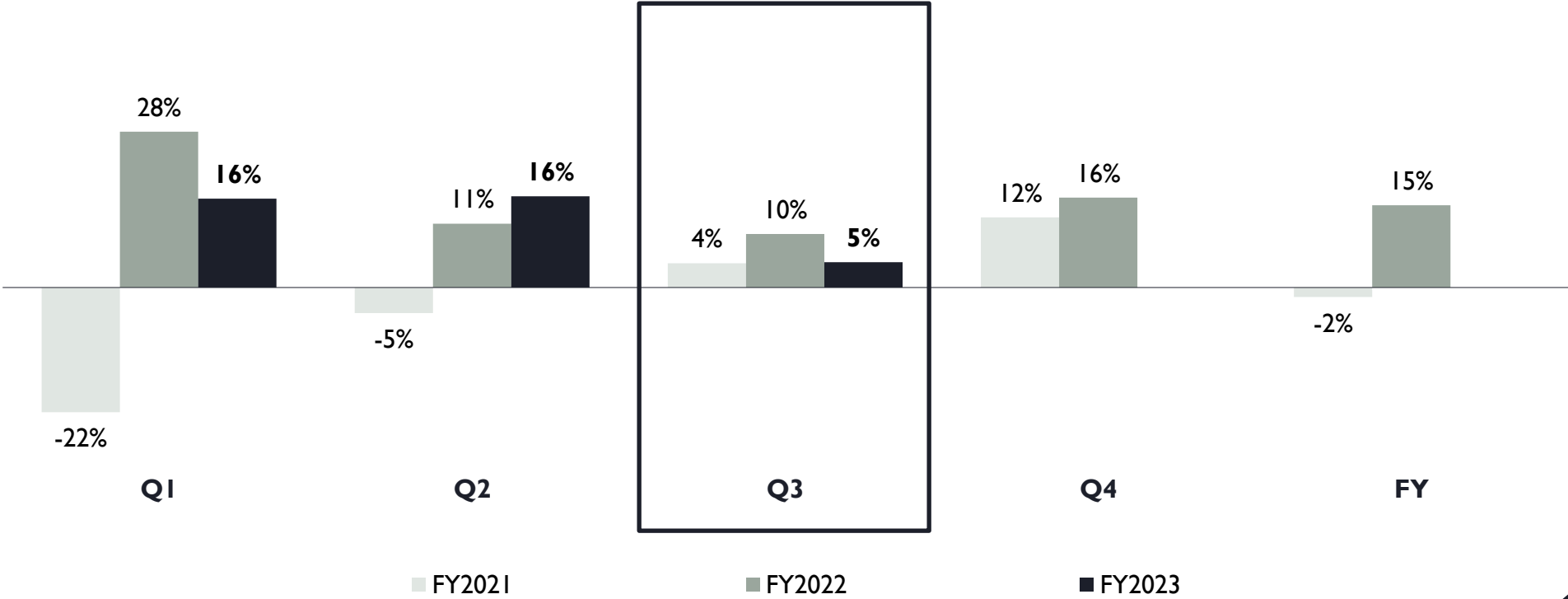
By Channel



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

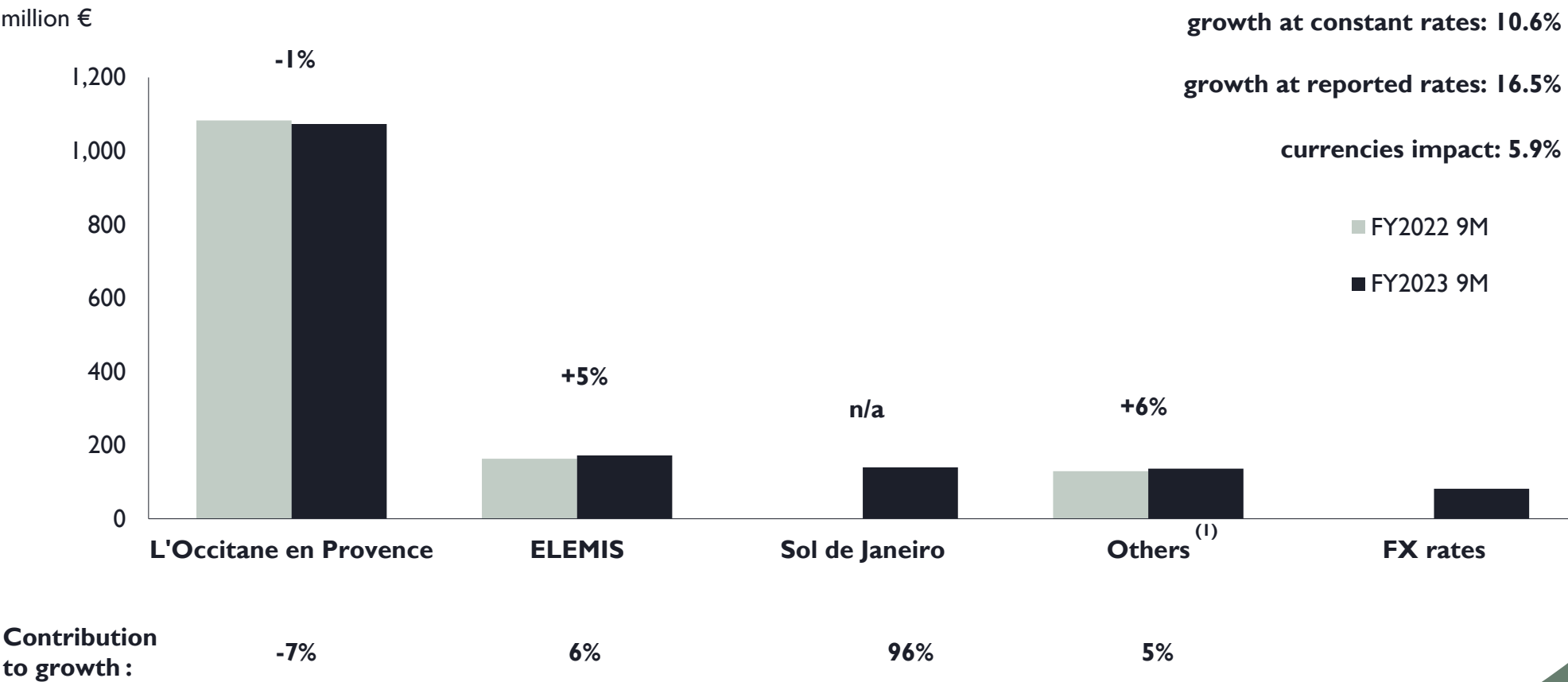
# SALES GROWTH BY QUARTER

At constant rates



# FY2023 9M SALES GROWTH BY BRAND

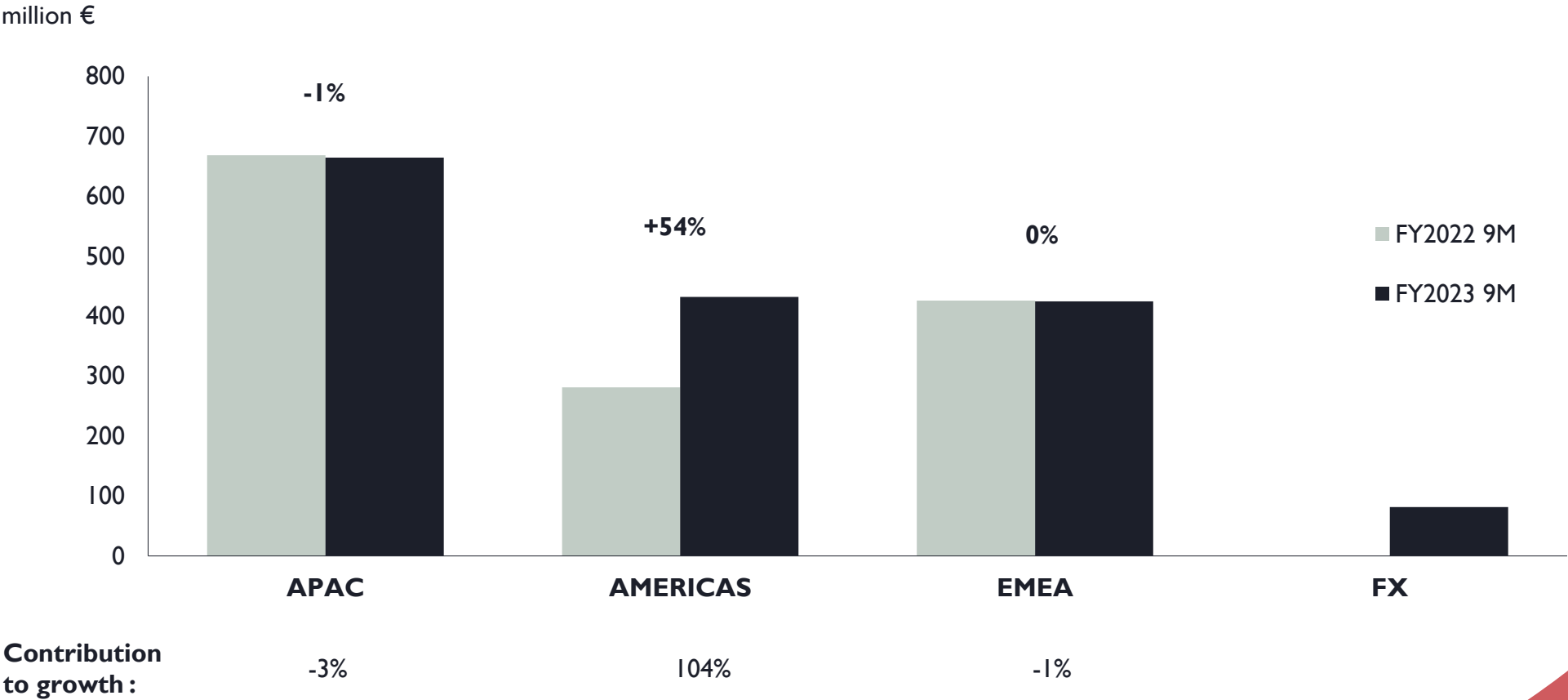
At constant rates



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

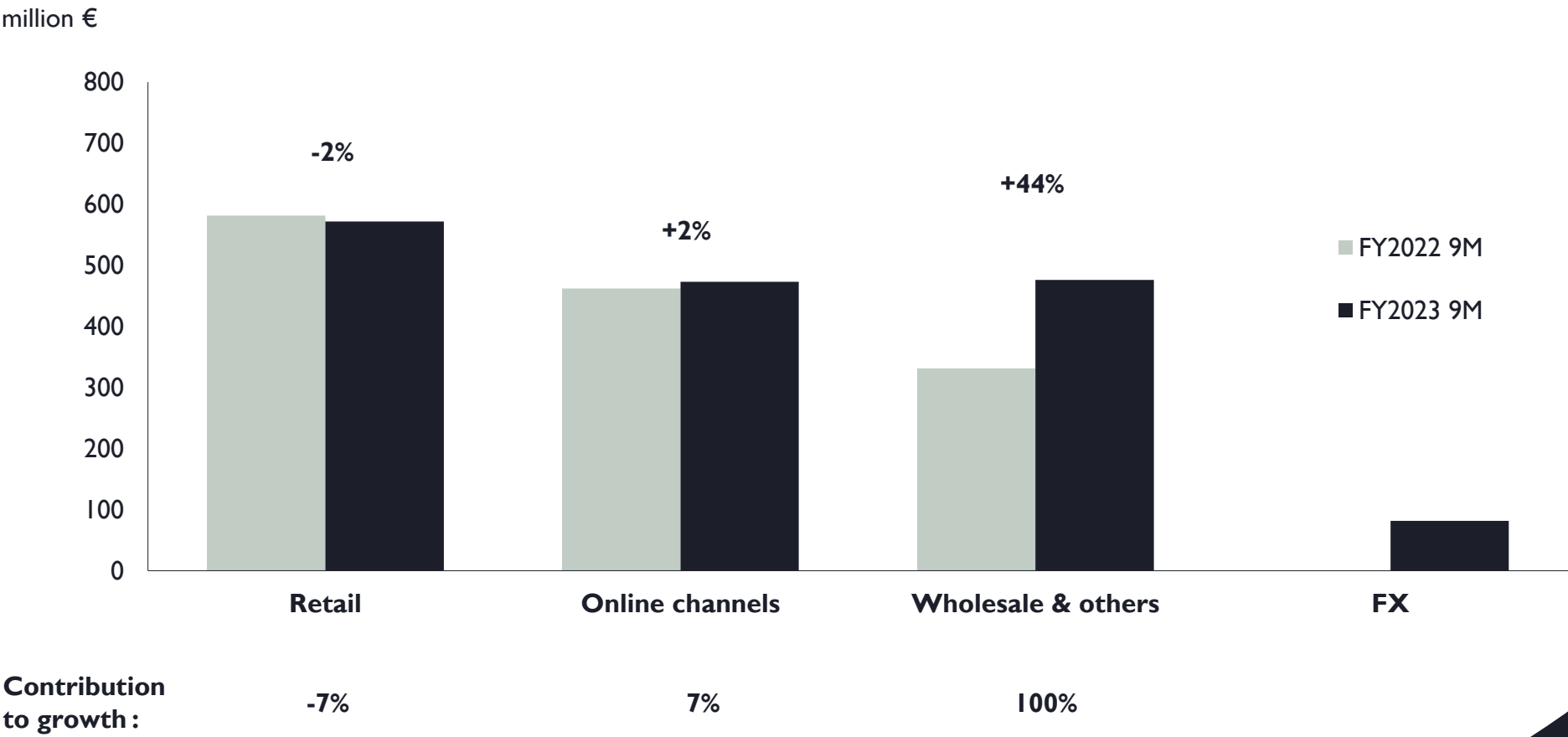
# FY2023 9M SALES GROWTH BY REGION

At constant rates



# FY2023 9M SALES GROWTH BY CHANNEL

At constant rates





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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

