



# FY2023

# Q4 Quarterly Update

For the period ended 31 March 2023

*Groupe*  
L'OCCITANE

# STRONG END TO FY2023

FY2023  
Sales exceeded  
**€2 bn**

Q4 sales  
**+21%**

Q4 like-for-like sales  
**+8%**

New brands drove growth

ELEMIS  
**+9%**

Sol de Janeiro  
**+135%**

Fastest-growing region  
Americas

**+63%**

Fastest-growing channel  
Wholesale

**+51%**

# HIGHLIGHTS

(in € million)	FY2023 Q4	FY2022 Q4	Change at constant rates	FY2023 12M	FY2022 12M	Change at constant rates
<b>Net sales</b>	<b>524.5</b>	<b>434.9</b>		<b>2,134.7</b>	<b>1,810.0</b>	
Growth at reported rates			<b>+20.6%</b>			<b>+17.9%</b>
Growth at constant rates			<b>+20.6%</b>			<b>+13.4%</b>
Like-for-like growth <sup>(1)</sup>			<b>+8.4%</b>			<b>+3.7%</b>
<b>Growth by brand:</b>						
L'Occitane en Provence	<b>304.6</b>	<b>306.3</b>	<b>+0.8%</b>	<b>1,421.2</b>	<b>1,389.2</b>	<b>-0.5%</b>
ELEMIS	<b>74.4</b>	<b>63.2</b>	<b>+18.1%</b>	<b>255.9</b>	<b>226.3</b>	<b>+8.9%</b>
Sol de Janeiro <sup>(2)</sup>	<b>100.2</b>	<b>26.1</b>	<b>+267.5%</b>	<b>267.0</b>	<b>26.1</b>	<b>n/a</b>
Others <sup>(3)</sup>	<b>45.4</b>	<b>39.4</b>	<b>+14.3%</b>	<b>190.5</b>	<b>168.4</b>	<b>+7.3%</b>
<b>Growth by region:</b>						
APAC	<b>208.4</b>	<b>205.3</b>	<b>+4.3%</b>	<b>896.2</b>	<b>875.4</b>	<b>+0.5%</b>
Americas	<b>196.3</b>	<b>106.0</b>	<b>+77.5%</b>	<b>695.0</b>	<b>385.3</b>	<b>+62.8%</b>
EMEA	<b>119.8</b>	<b>123.7</b>	<b>-1.3%</b>	<b>543.4</b>	<b>549.3</b>	<b>-0.7%</b>
<b>Growth by channel:</b>						
Retail	<b>170.4</b>	<b>178.5</b>	<b>-2.4%</b>	<b>761.5</b>	<b>760.2</b>	<b>-2.0%</b>
Online channels	<b>148.9</b>	<b>139.3</b>	<b>+7.0%</b>	<b>657.6</b>	<b>601.5</b>	<b>+4.8%</b>
Wholesale & others	<b>205.2</b>	<b>117.1</b>	<b>+71.7%</b>	<b>715.6</b>	<b>448.3</b>	<b>+50.9%</b>
<b>Same Store Sales Growth Rate</b>						<b>-0.5%</b>

(1) At constant rates and excluding Sol de Janeiro, Grown Alchemist, Russia and deconsolidation of the US.

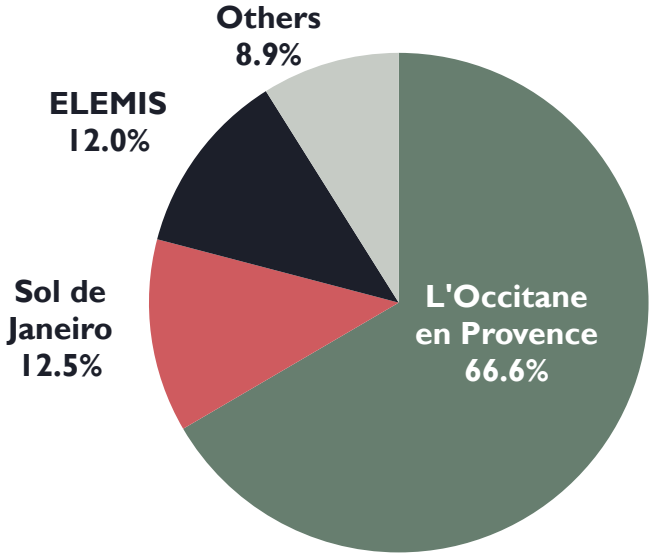
(2) Sol de Janeiro's quarterly sales in FY2023 are restated as follows: Q1 €42.6 million (+€1.8 million), Q2 €56.0 million (+€2.1 million), Q3 €68.3 million (+€4.1 million), due to a reclassification of sales in the marketplace channel to properly record the sell-out sales value.

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

# FY2023 SALES BREAKDOWN

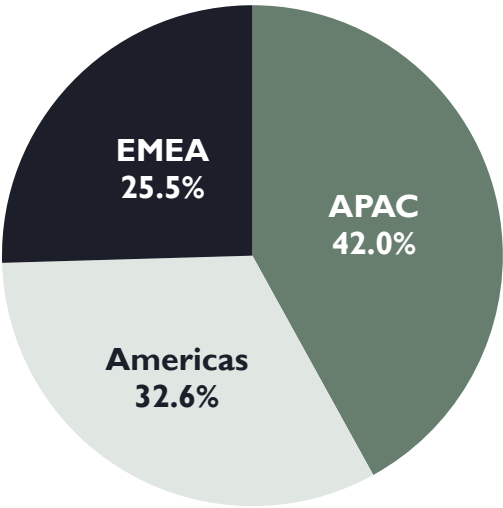
At reported rates

By Brand



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

By Region

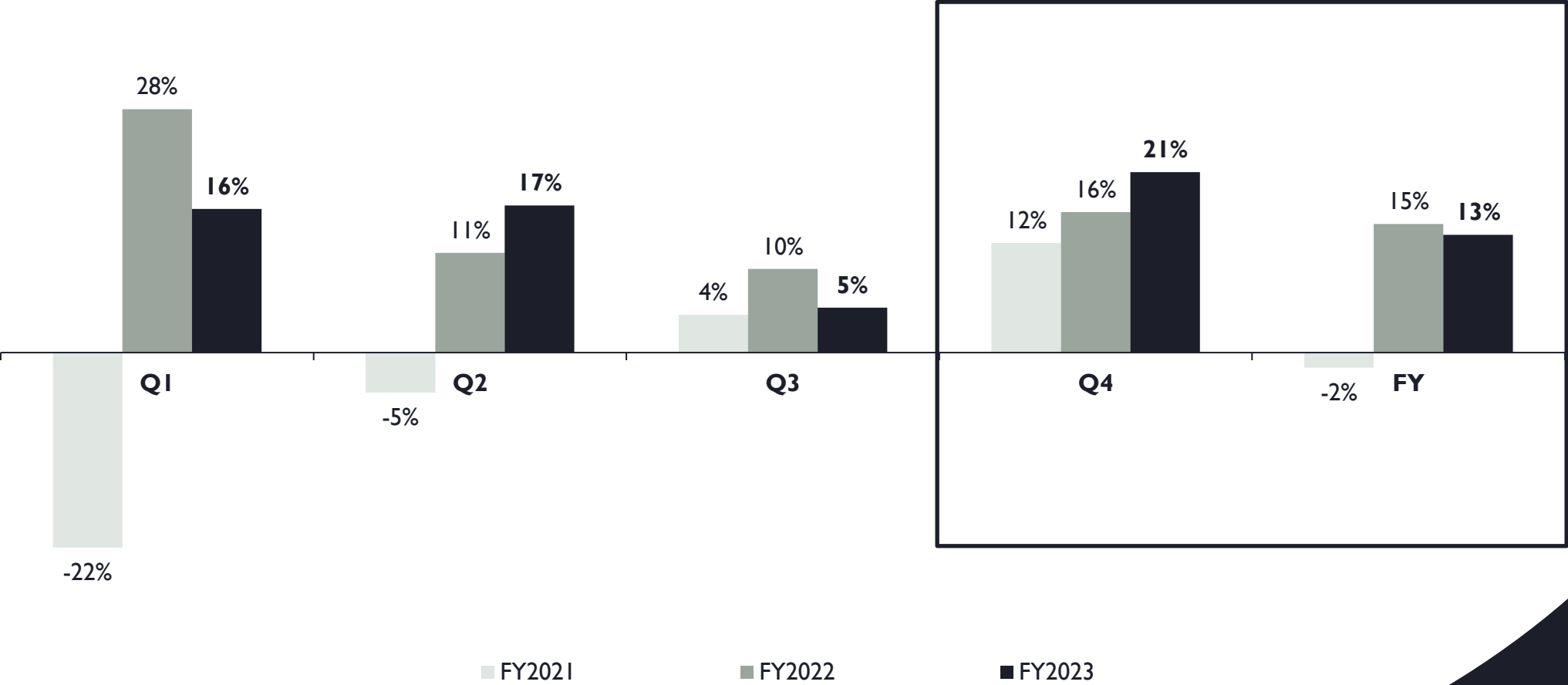


By Channel



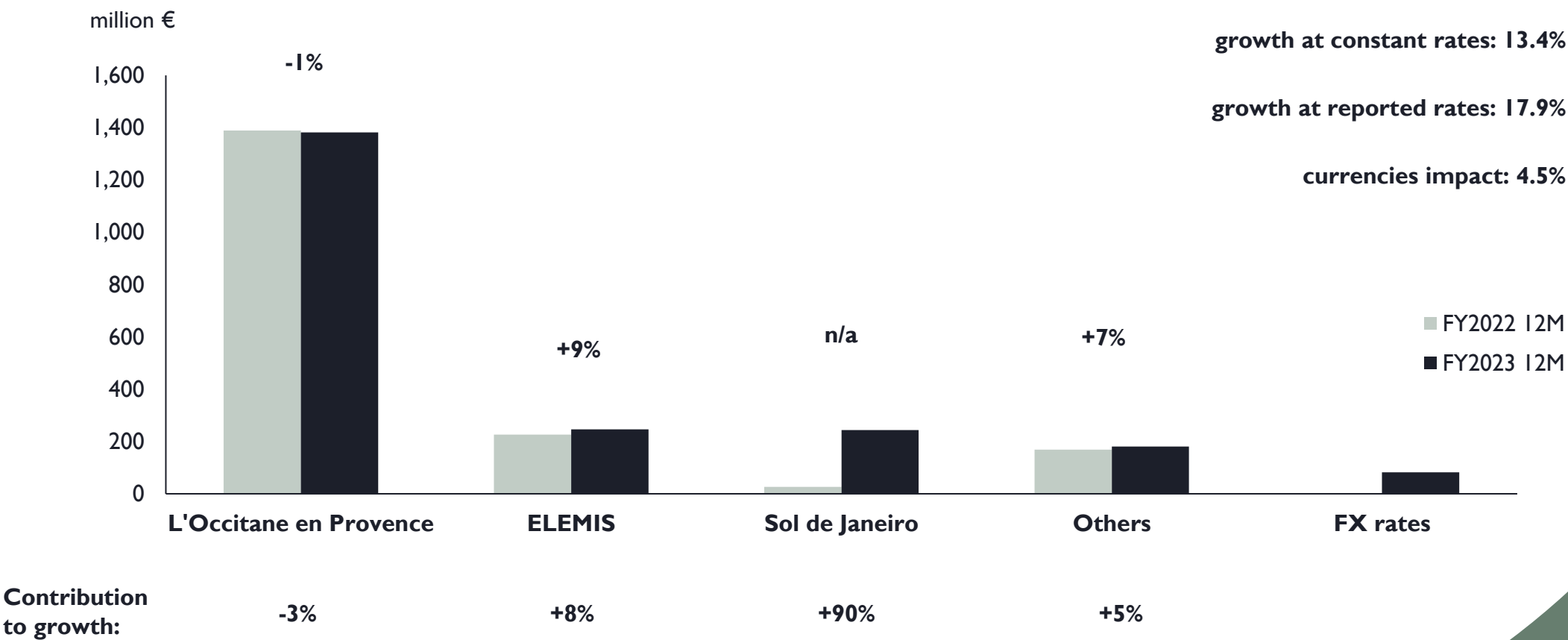
# SALES GROWTH BY QUARTER

At constant rates



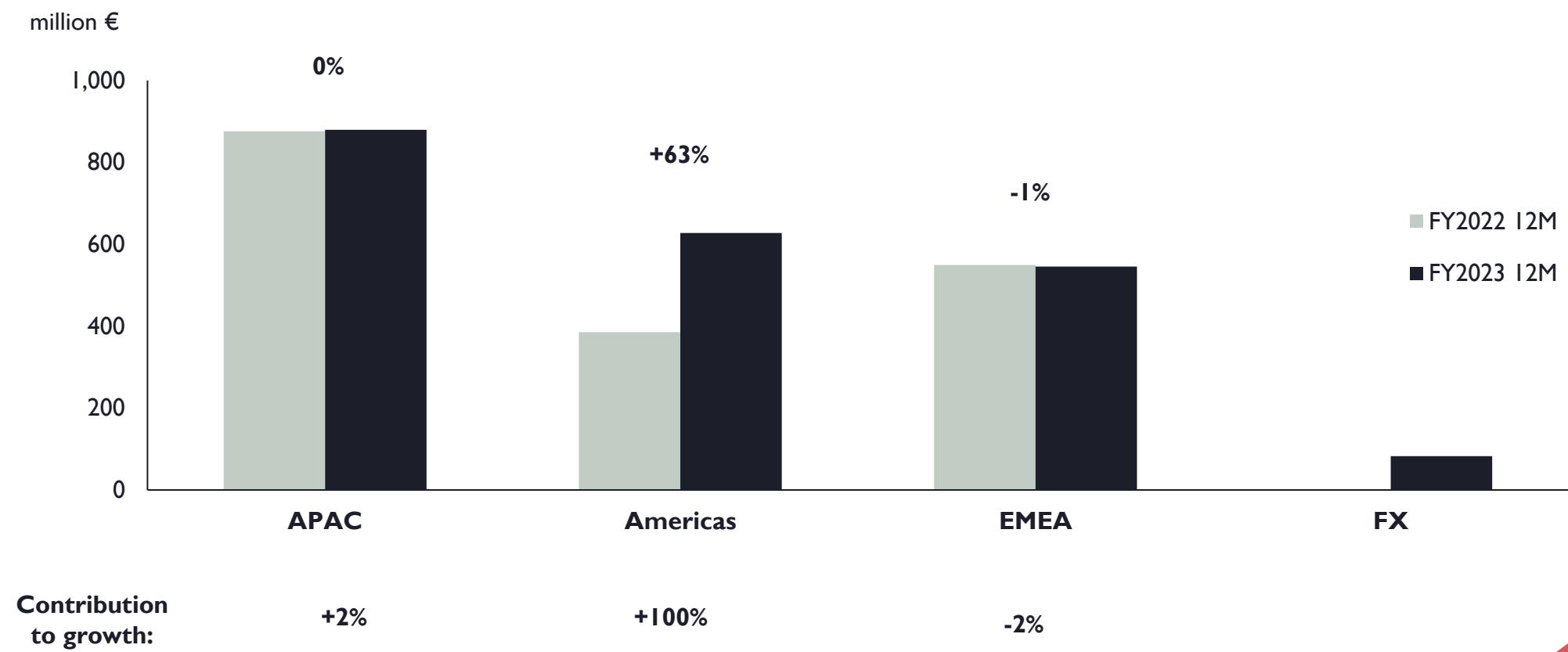
# FY2023 SALES GROWTH BY BRAND

At constant rates



# FY2023 SALES GROWTH BY REGION

At constant rates



# FY2023 SALES GROWTH BY CHANNEL

At constant rates





# 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

