

Groupe
L'OCCITANE

FY2024 Q1 Quarterly Update

For the period ended 30 Jun 2023

25 JUL 2023

SOLID START TO FY2024

At constant rates

FY2024 Q1
Sales

+24%

New brands continue
to drive growth

ELEMIS

+24%

Sol de Janeiro

+171%

Fastest-growing region

Americas

+57%

Fastest-growing channel

Wholesale

+51%

HIGHLIGHTS

(in € million)	FY2024 Q1	FY2023 Q1	Change at reported rates	Change at constant rates
Net sales	502.2	417.8	+20.2%	+24.5%
Growth by brand:				
L'OCCITANE en Provence	290.3	290.5	-0.1%	+4.4%
ELEMIS	48.4	40.3	+20.2%	+23.6%
Sol de Janeiro ⁽¹⁾	113.0	42.6	+165.4%	+171.0%
Others ⁽²⁾	50.5	44.5	+13.6%	+16.2%
Growth by region:				
APAC	179.7	172.6	+4.1%	+11.2%
Americas	202.5	131.5	+54.0%	+57.5%
EMEA	119.9	113.7	+5.5%	+6.4%
Growth by channel:				
Retail	160.0	162.4	-1.5%	+3.5%
Online channels	149.0	124.7	+19.5%	+24.4%
Wholesale & others	193.2	130.7	+47.8%	+50.6%
Same Store Sales Growth Rate			+3.2%	+7.8%

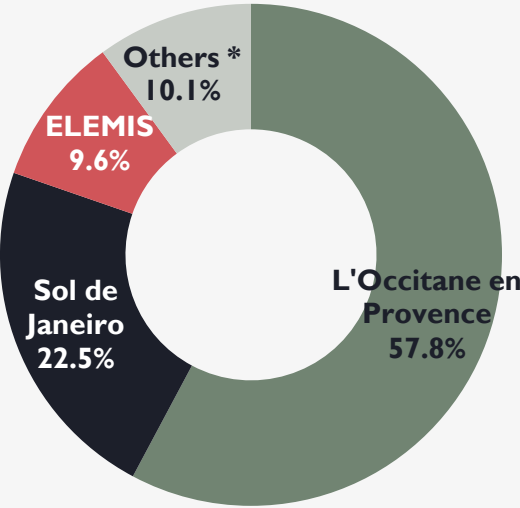
(1) Sol de Janeiro's quarterly sales in FY2023 were modified as follows: Q1 €42.6 million (+€1.8 million), due to a reclassification of sales in the marketplace channel to properly record the sell-out sales value.

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

Q1 SALES BREAKDOWN

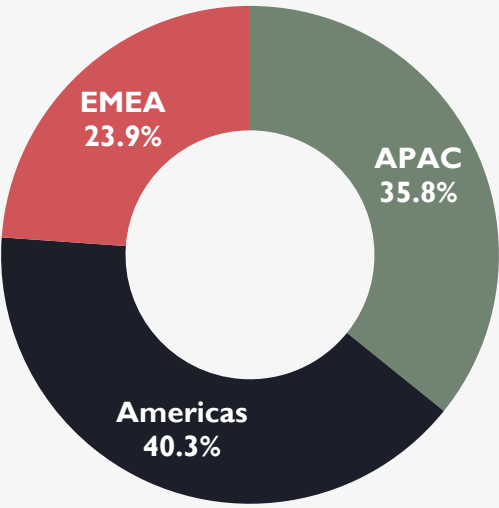
At reported rates

By Brand

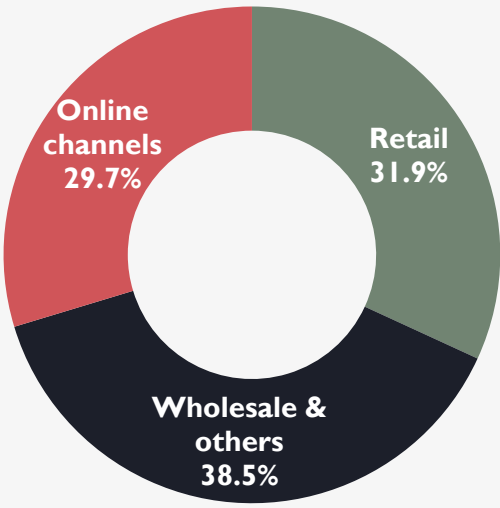


* Others include Limelife, Melvita, Erborian, L'OCCITANE au Brésil and Grown Alchemist

By Region

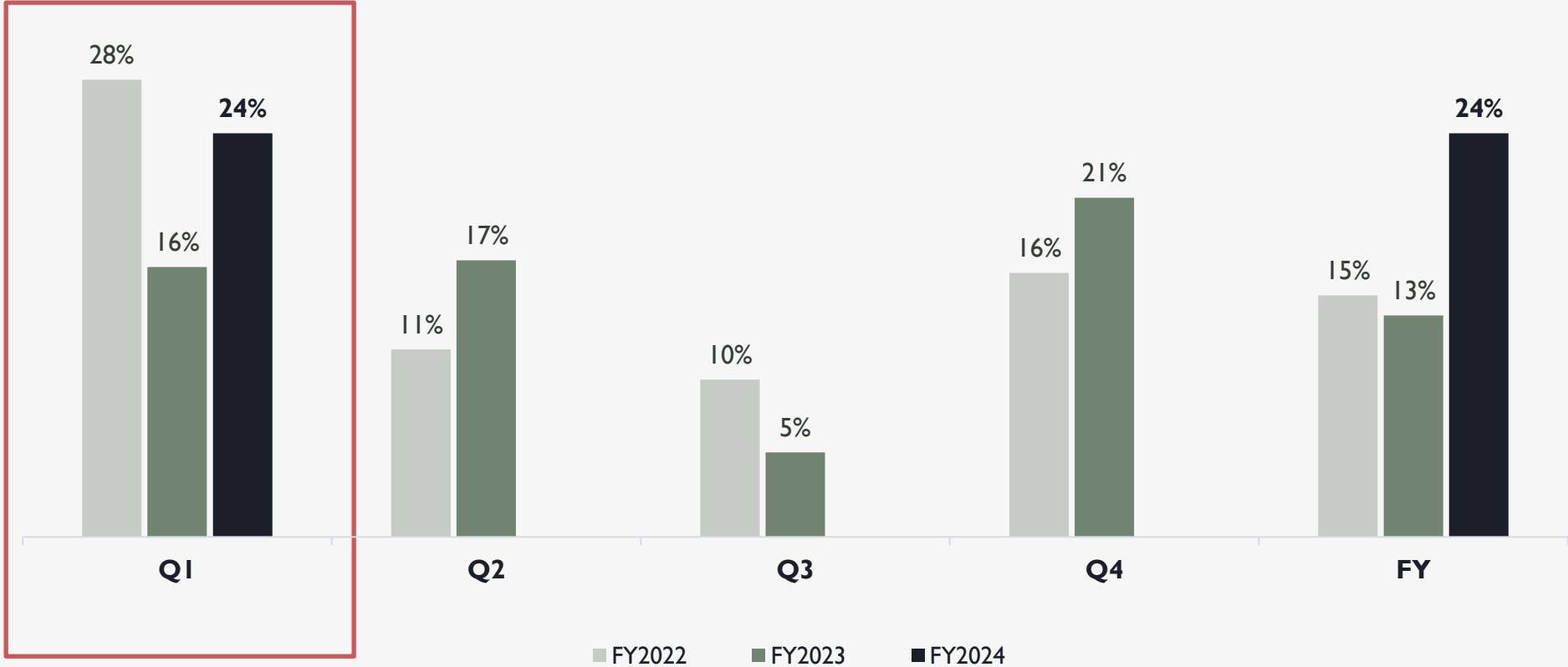


By Channel



SALES GROWTH BY QUARTER

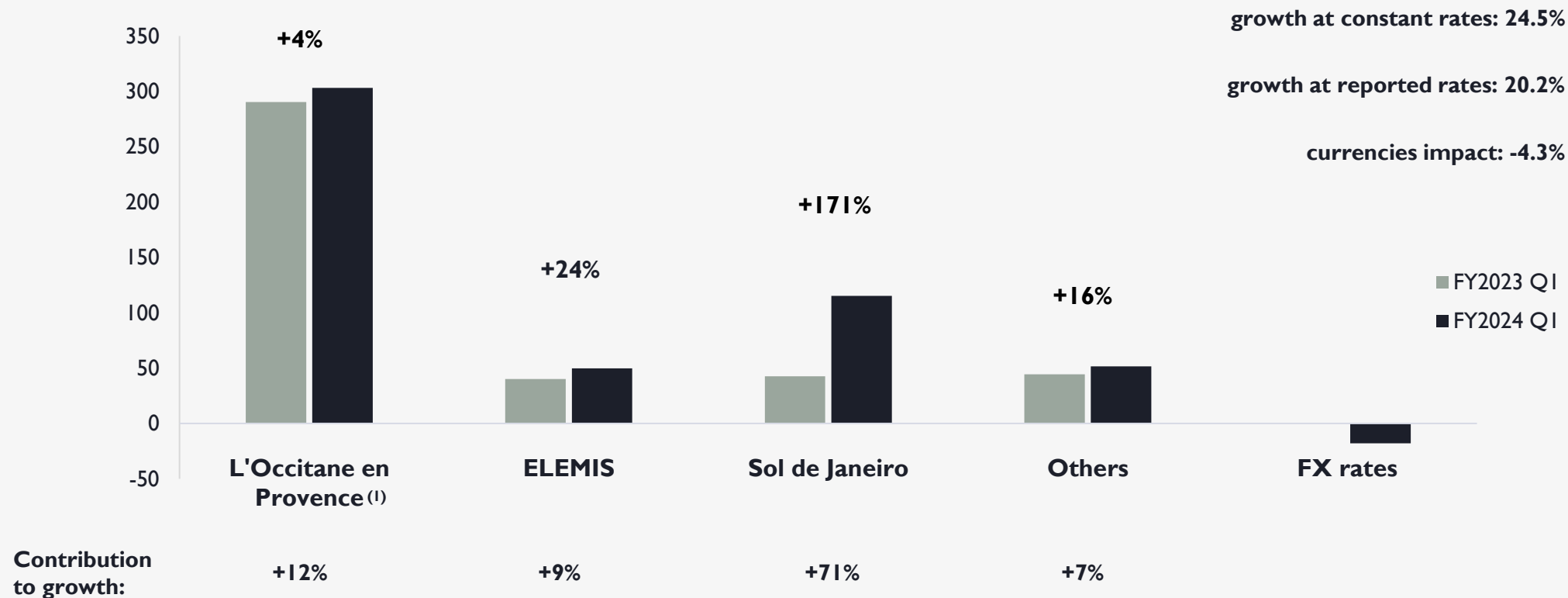
At constant rates



Q1 SALES GROWTH BY BRAND

At constant rates

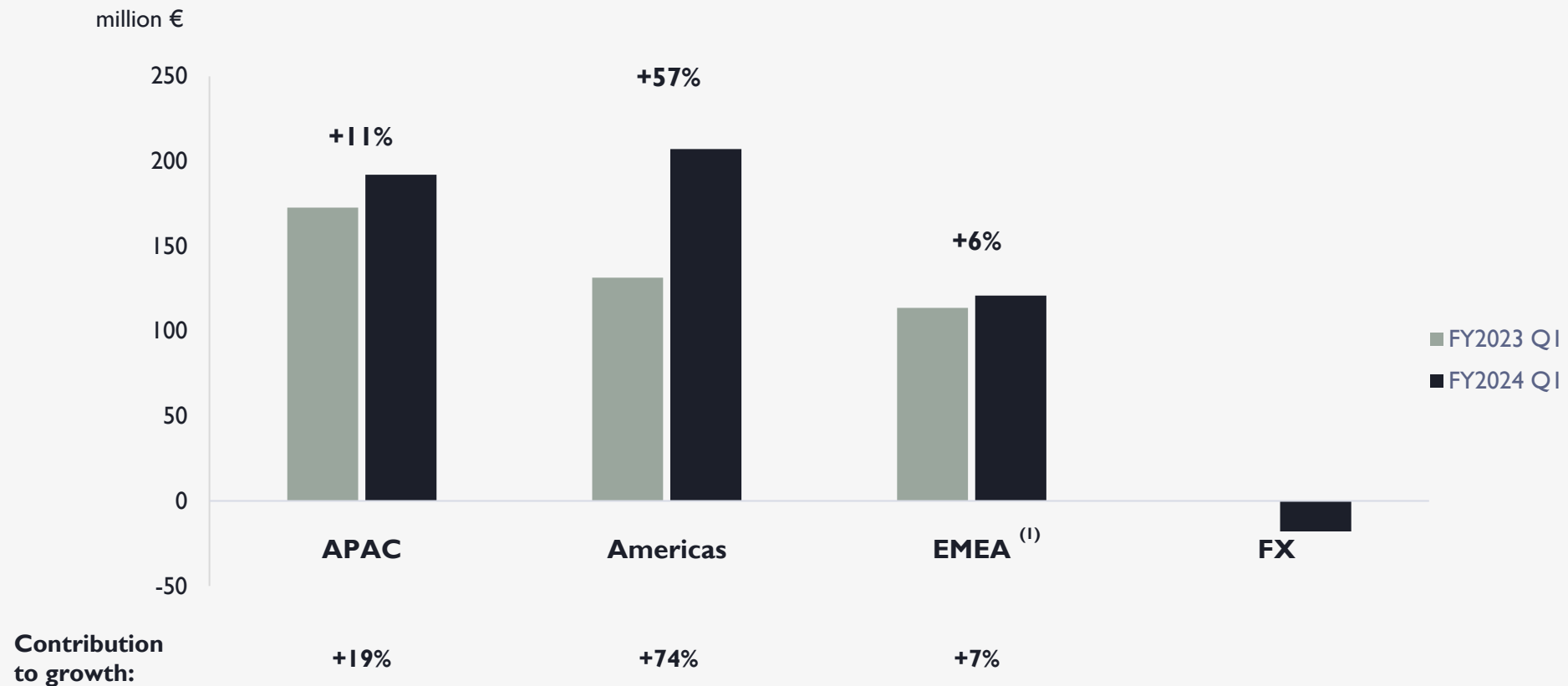
million €



(1) Excluding Russia, L'OCCITANE en Provence grew 7.1% at constant rates or 2.5% at reported rates in FY2024 Q1.

Q1 SALES GROWTH BY REGION

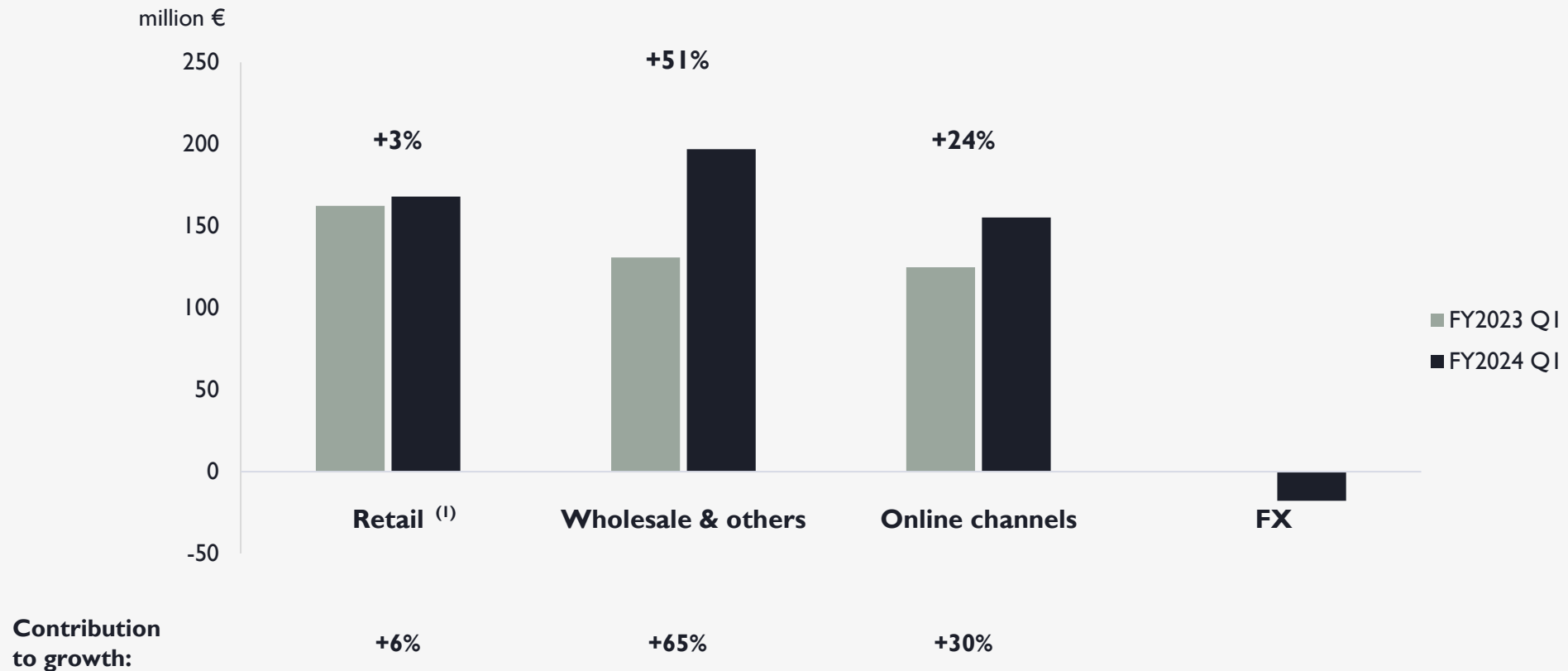
At constant rates



(1) Excluding Russia, EMEA grew 17.1% at constant rates or 16.2% at reported rates in FY2024 Q1.

Q1 SALES GROWTH BY CHANNEL

At constant rates



(1) Excluding Russia, retail grew 7.1% at constant rates or 1.9% at reported rates in FY2024 Q1.

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.

The background of the image is a blurred photograph of green foliage, likely leaves and branches, creating a soft, naturalistic texture. The colors range from deep forest green to lighter, sunlit greens.

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THANK YOU