

Groupe
L'OCCITANE

FY2024 Q2 Quarterly Update

For the period ended 30 Sep 2023

24 OCT 2023

CONTINUED SOLID MOMENTUM IN H1

At constant rates

FY2024 H1
Sales

+25%

Fastest-growing brand

Sol de Janeiro

+189%

Fastest-growing region

Americas

+64%

Fastest-growing channel

Wholesale

+45%

HIGHLIGHTS

(in € million)	FY2024 Q2	FY2023 Q2	Change at constant rates	FY2024 H1	FY2023 H1	Change at constant rates
Net sales	569.8	486.6	+25.3%	1,072.0	904.5	+24.9%
Growth by brand:						
L'OCCITANE en Provence	305.4	319.8	+2.8%	595.6	610.3	+3.5%
ELEMIS	60.7	64.8	-2.4%	109.2	105.1	+7.6%
Sol de Janeiro ⁽¹⁾	157.0	56.0	+202.3%	270.0	98.6	+188.8%
Others ⁽²⁾	46.7	46.0	+5.4%	97.2	90.5	+10.7%
Growth by region:						
APAC	191.6	198.4	+7.5%	371.4	371.1	+9.2%
Americas	239.9	152.6	+68.9%	442.4	284.1	+63.6%
EMEA	138.3	135.6	+2.3%	258.3	249.2	+4.1%
Growth by channel:						
Retail	153.3	159.3	+3.9%	313.2	321.7	+3.7%
Online channels	172.0	143.9	+29.2%	321.1	268.6	+26.9%
Wholesale & others	244.5	183.5	+40.8%	437.7	314.2	+44.9%
Same Store Sales Growth Rate						+7.8%

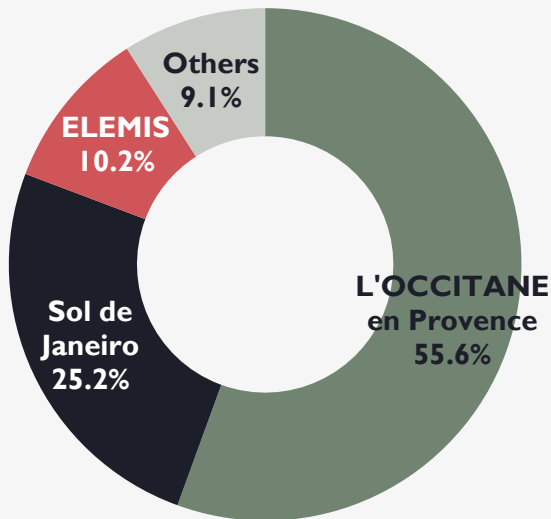
(1) Sol de Janeiro's quarterly sales in FY2023 were modified as follows: Q1 €42.6 million (+€1.8 million) and Q2 €56.0 million (+€2.1 million), due to a reclassification of sales in the marketplace channel to properly record the sell-out sales value.

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

HI SALES BREAKDOWN

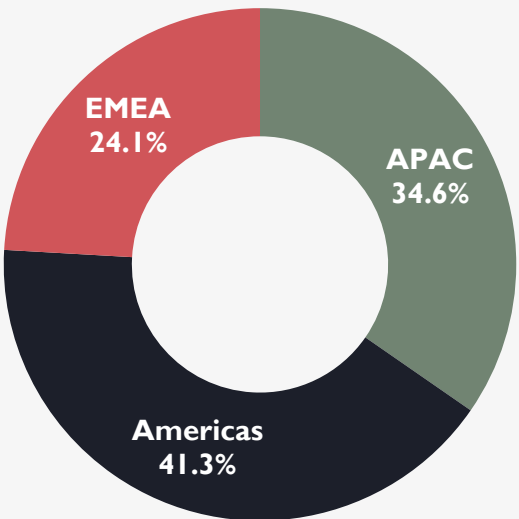
At reported rates

By Brand

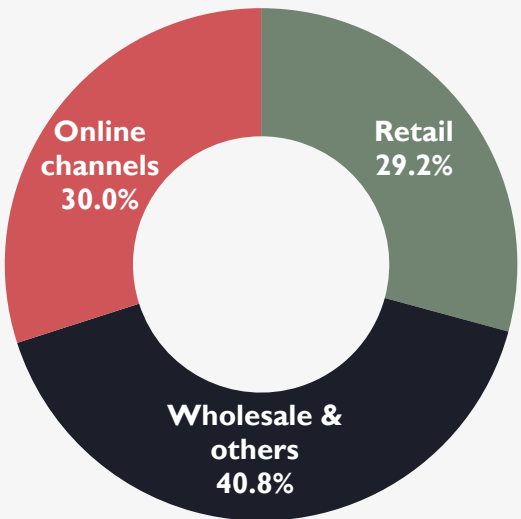


* Others include Limelife, Melvita, Erborian, L'OCCITANE au Brésil and Grown Alchemist

By Region

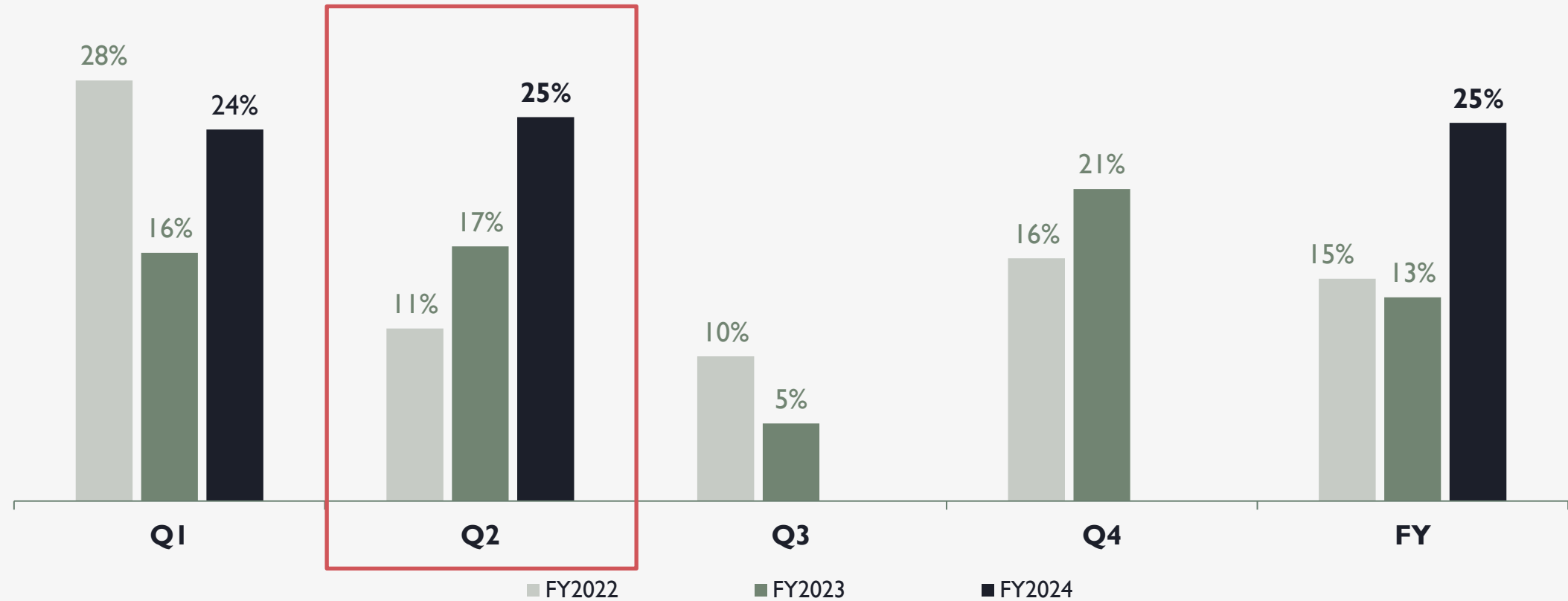


By Channel



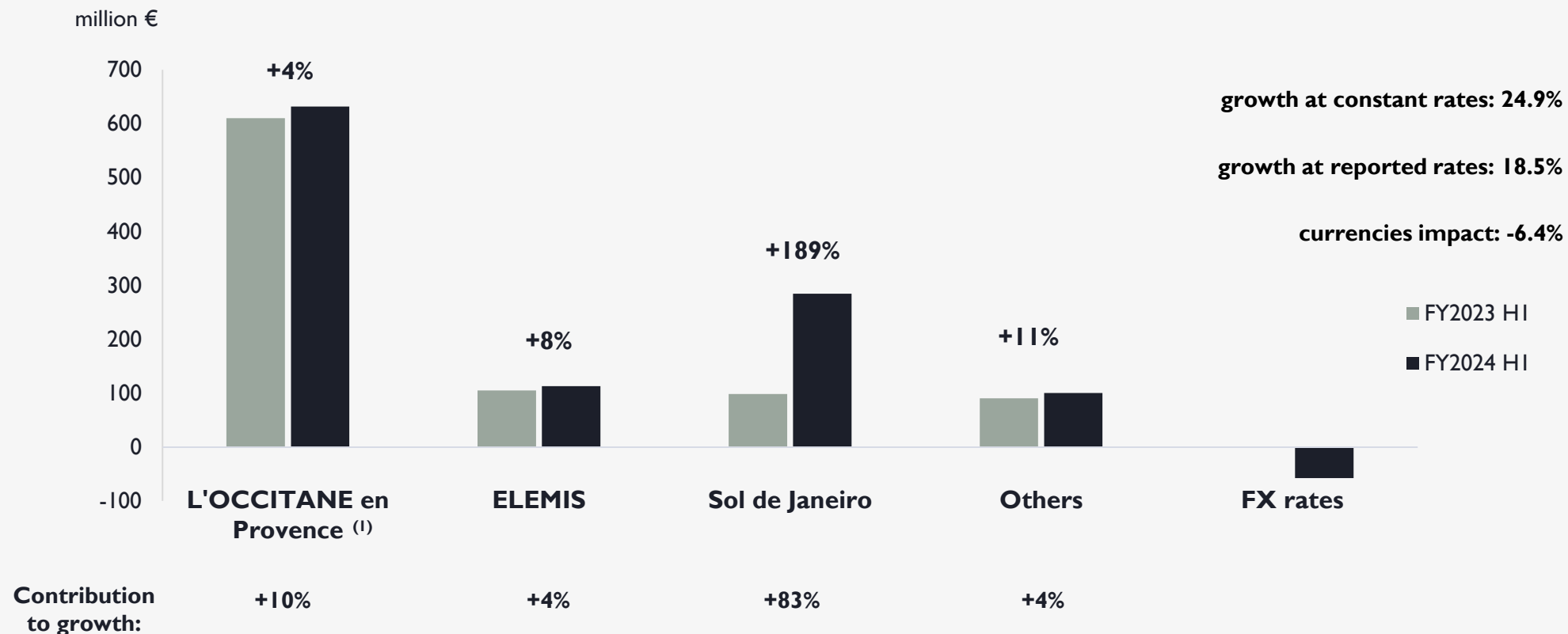
SALES GROWTH BY QUARTER

At constant rates



HI SALES GROWTH BY BRAND

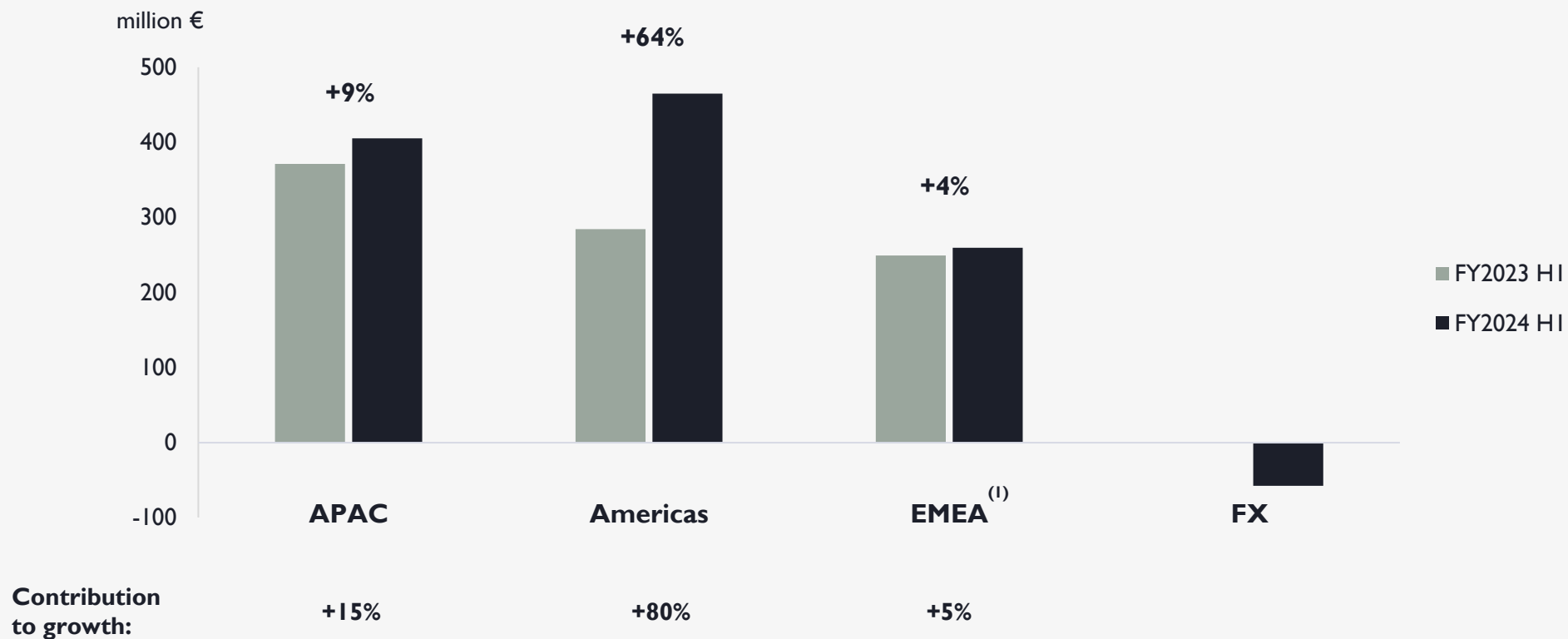
At constant rates



(1) Excluding Russia, L'OCCITANE en Provence grew 4.8% at constant rates in FY2024 H1.

HI SALES GROWTH BY REGION

At constant rates



(1) Excluding Russia, EMEA grew 8.7% at constant rates in FY2024 H1.

HI SALES GROWTH BY CHANNEL

At constant rates



(1) Excluding Russia, retail grew 5.5% at constant rates in FY2024 H1.

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 entire image is a soft, out-of-focus photograph of green leaves and branches, creating a natural and serene atmosphere. The text is centered over this background.

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L'OCCITANE

THANK YOU