

Groupe
L'OCCITANE

FY2024 Q3 Quarterly Update

For the period ended 31 Dec 2023

30 JAN 2024

CONTINUED SOLID MOMENTUM IN 9M

At constant rates



HIGHLIGHTS

(in € million)	FY2024 Q3	FY2023 Q3	Change at constant rates	FY2024 9M	FY2023 9M	Change at constant rates
Net sales	843.4	705.7	+24.6%	1,915.3	1,610.2	+24.8%
Growth by brand:						
L'OCCITANE en Provence	491.5	506.3	+1.5%	1,087.2	1,116.6	+2.6%
ELEMIS	87.7	76.4	+18.0%	196.8	181.5	+12.0%
Sol de Janeiro ⁽¹⁾	204.4	68.3	+214.1%	474.4	166.8	+199.1%
Others ⁽²⁾	59.7	54.7	+11.4%	156.8	145.1	+10.9%
Growth by region:						
APAC	307.9	316.8	+3.8%	679.3	687.8	+6.7%
Americas	353.0	214.6	+71.8%	795.4	498.7	+67.1%
EMEA	182.4	174.4	+4.5%	440.6	423.6	+4.3%
Growth by channel:						
Retail	269.5	269.4	+4.4%	582.8	591.1	+4.0%
Online channels	297.3	240.1	+29.6%	618.4	508.7	+28.2%
Wholesale & others	276.6	196.2	+46.4%	714.2	510.4	+45.4%
Same Store Sales Growth Rate						+7.9%

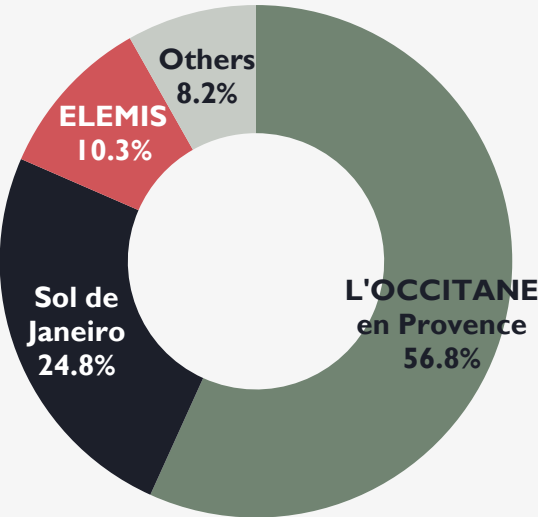
(1) Sol de Janeiro's quarterly sales in FY2023 were modified as follows: Q1 €42.6 million (+€1.8 million), Q2 €56.0 million (+€2.1 million) and Q3 €68.3 million (+€4.1 million), due to a reclassification of sales in the marketplace channel to properly record the sell-out sales value.

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

9M SALES BREAKDOWN

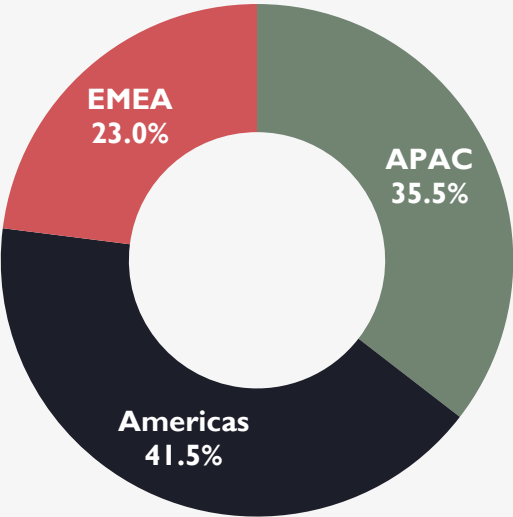
At reported rates

By Brand

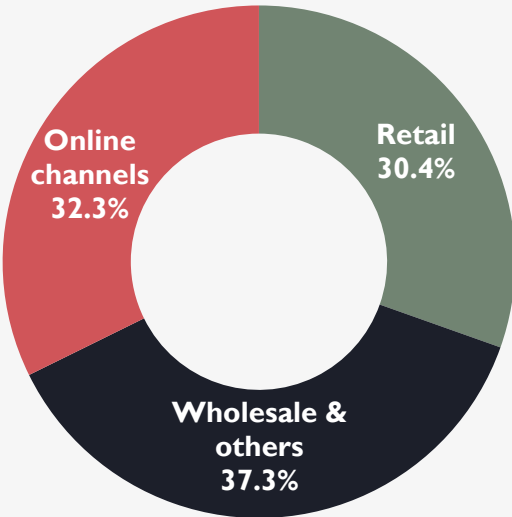


* Others include Limelife, Melvita, Erborian, L'OCCITANE au Brésil and Grown Alchemist

By Region

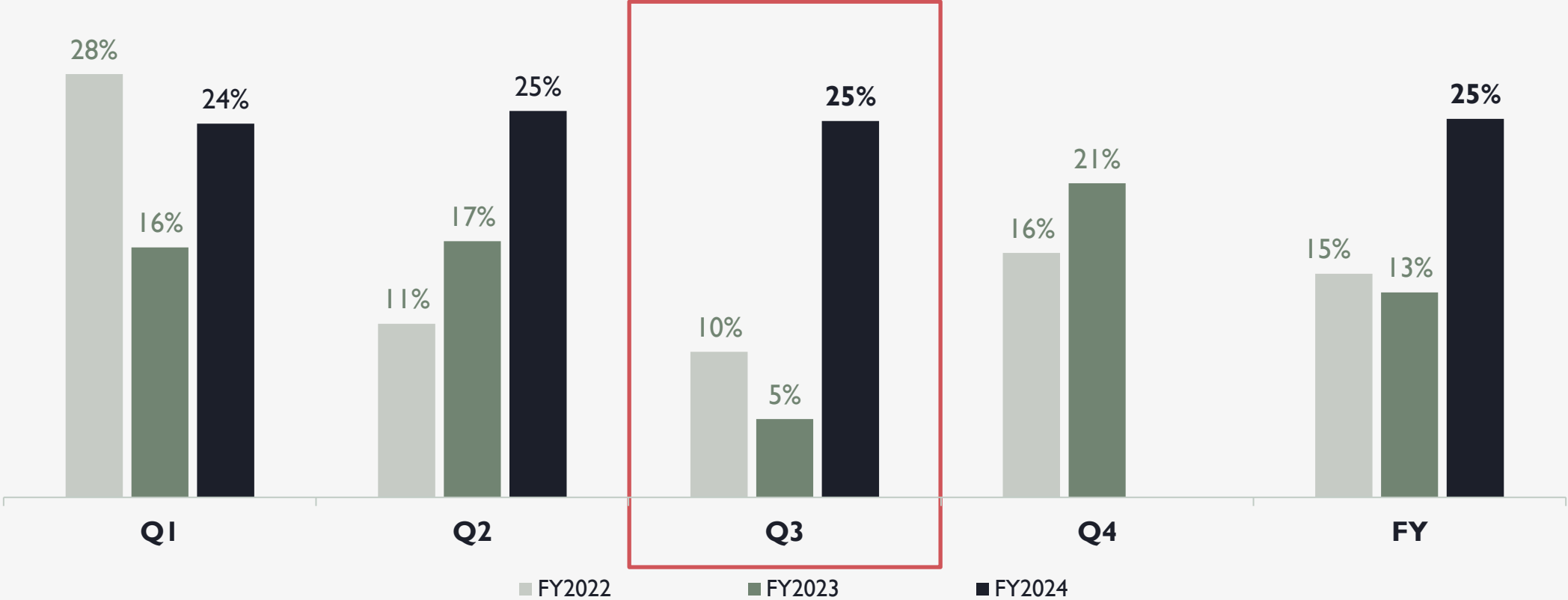


By Channel



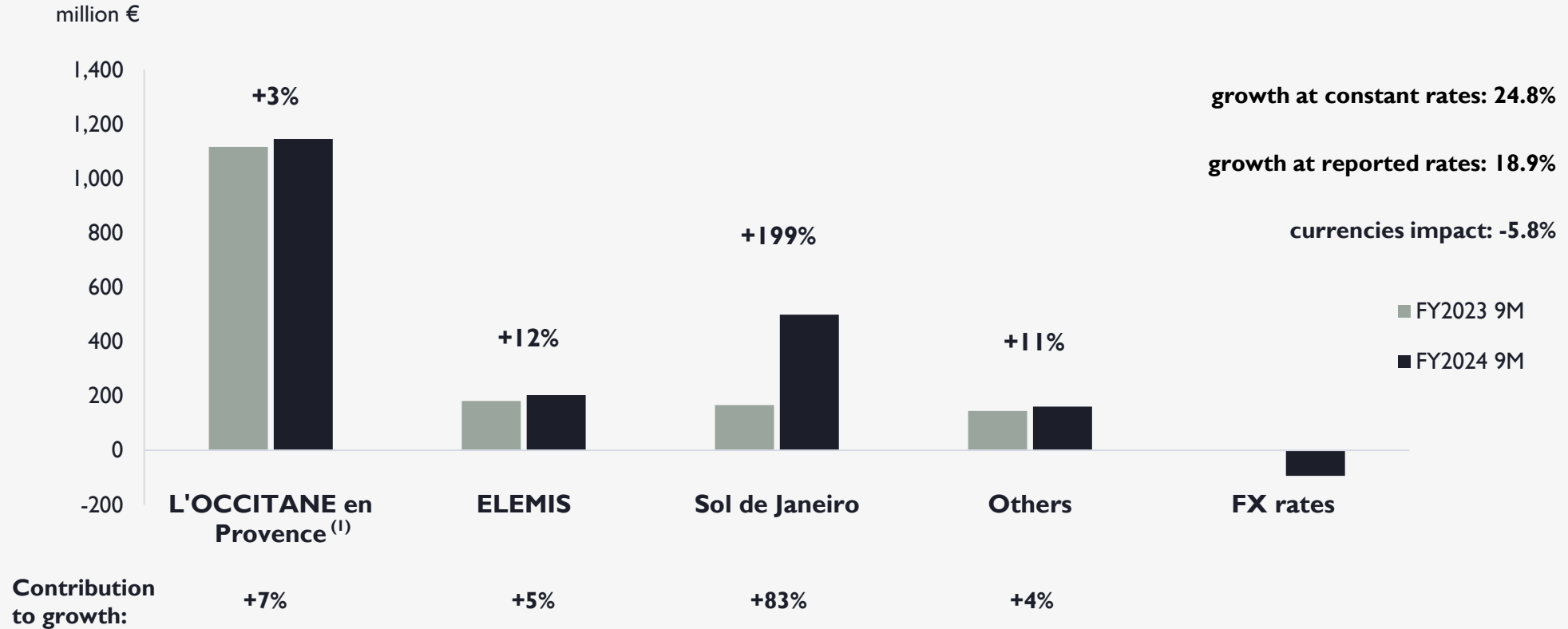
SALES GROWTH BY QUARTER

At constant rates



9M SALES GROWTH BY BRAND

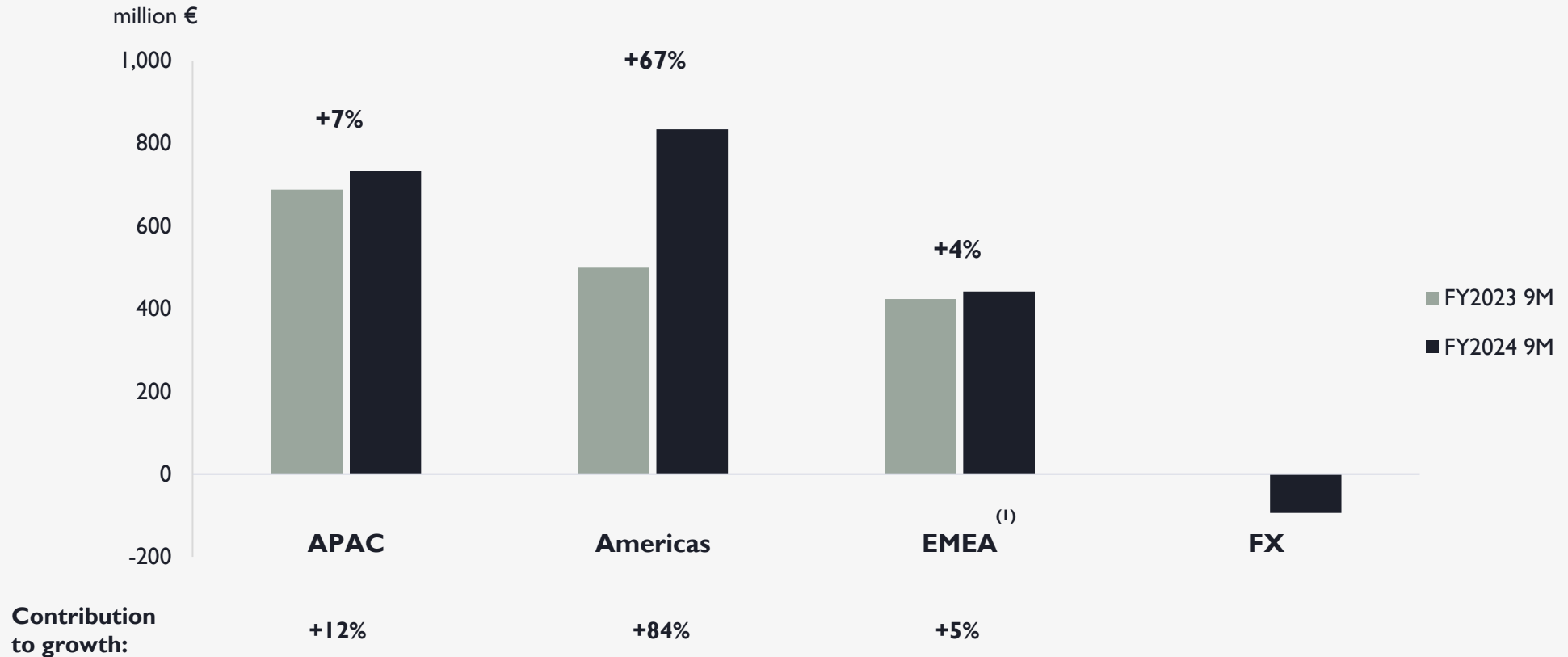
At constant rates



(1) Excluding Russia, L'OCCITANE en Provence grew 3.3% at constant rates in FY2024 9M.

9M SALES GROWTH BY REGION

At constant rates



(1) Excluding Russia, EMEA grew 6.9% at constant rates in FY2024 9M.

9M SALES GROWTH BY CHANNEL

At constant rates



(1) Excluding Russia, retail grew 5.0% at constant rates in FY2024 9M.

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.

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THANK YOU

Certified



Corporation