



## Financial Fact Sheet FY2025 Annual Results

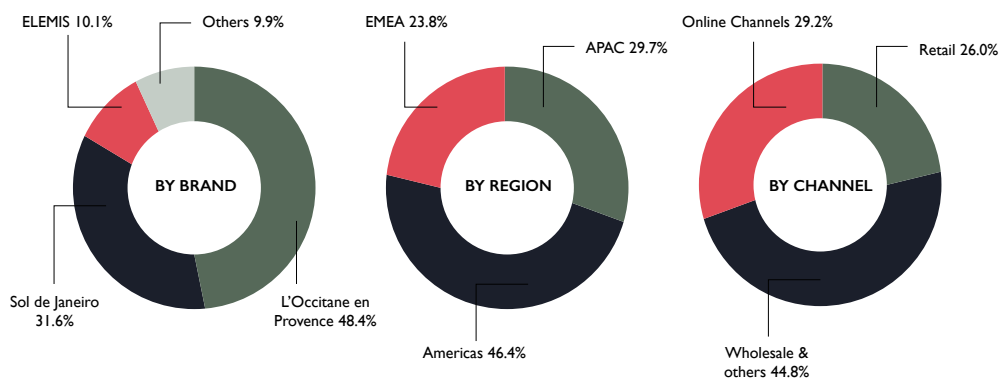
For the year ended 31 March 2025

FY2025 was a watershed year for the L'OCCITANE Group, as it transitioned into **private ownership**. With the premium beauty industry undergoing profound shifts, privatisation was a natural evolution for the Group, allowing us to focus on our purpose, core values and sustainable growth. Post-privatisation, the Group has refined its governance structure to balance **Group oversight and brand autonomy** for a stronger and more agile organisation in the years to come.

Despite organisational changes, the L'OCCITANE Group remains firmly committed to delivering on its **triple bottom line – people, planet and profit**. There is a clear drive across the entire Group to consider and assess the impact of our actions on all stakeholders. Each brand will contribute towards Group-wide B Corp™ recertification in 2026.

 <p>FY2025 Sales <b>€2.8 bn</b></p>	 <p>Fastest-growing brand <b>Erborian</b></p>	 <p>Fastest-growing region <b>Americas</b></p>	 <p>Fastest-growing channel <b>Wholesale</b></p>
<p><b>8</b></p> <p>Premium beauty brands</p>	<p><b>90+</b></p> <p>Countries worldwide</p>	<p><b>9,000+</b></p> <p>Employee worldwide</p>	<p><b>3,000+</b></p> <p>Points of sale</p>

### FY2025 Sales Breakdown



In FY2025, the Group's net sales reached **€2.8 billion**, representing **11.7% growth** at constant rates compared to last year. This is a solid performance amid increasingly complex market conditions. Some of the Group's market wins include:

#### Sol de Janeiro

continued to dominate in the US as Sephora North America's #1 beauty brand and Amazon US's #1 fragrance brand.



#### ERBORIAN

the Group's fastest-growing brand, ranked #1 in Earned Media Value in skincare in France.



#### ELEMIS

topped UK rankings with its signature Pro-Collagen products.



#### L'Occitane en Provence

products achieved excellent sell-out rankings in the US, with the Almond Shower Oil ending the year as the #1 body cleanser.



The Group starts the new financial year (FY2026) with **cautious optimism**, as we navigate an uncertain and volatile macroeconomic environment. As a global group with a **diversified portfolio** of strong and unique premium beauty brands, we are more resilient to brand- or region-specific pressures. Looking to the future, we believe we are well positioned to drive **healthy and sustainable growth**.

#### About the L'OCCITANE Group

The L'OCCITANE Group is an international multi-brand group that manufactures and retails premium beauty and wellness products. The Group operates in 90 countries worldwide and has 3,000 retail outlets, including over 1,300 of its own stores. As of FY2025, its portfolio of premium beauty brands – which champion organic and natural ingredients – comprises L'Occitane en Provence, Melvita, ERBORIAN, L'OCCITANE au Brésil, LimeLife, ELEMIS, Sol de Janeiro and Dr.Vranjes Firenze. With its nature-positive vision and entrepreneurial ethos, the L'OCCITANE Group is committed to investing in communities, championing biodiversity, reducing waste and finding sustainable solutions to create a better and healthier planet. The Group's mission statement is: with empowerment we positively impact people and regenerate nature. The L'OCCITANE Group is a certified B Corporation™.