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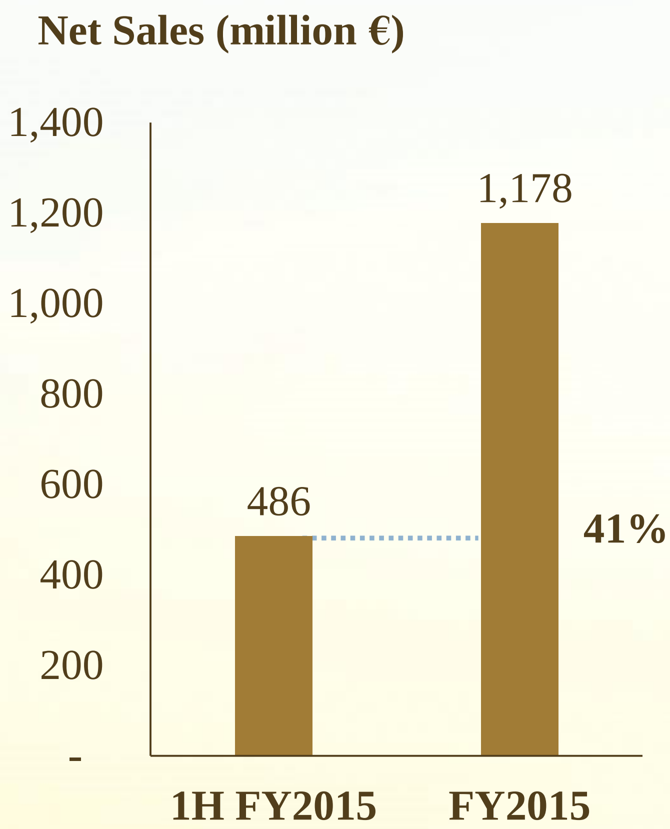
L'OCCITANE INTERNATIONAL S.A.

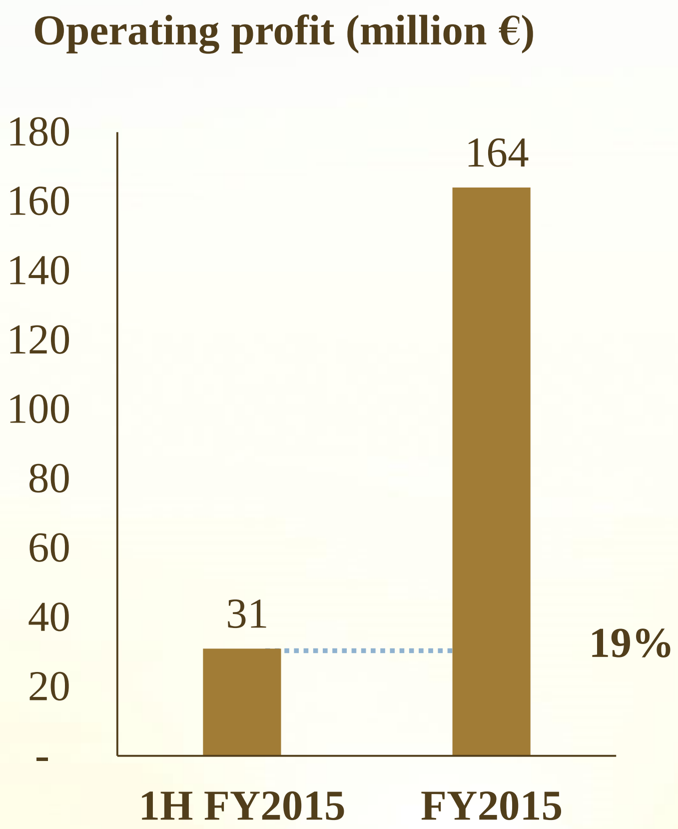
FY2016
INTERIM RESULTS ANNOUNCEMENT
FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2015

Highlights

For the six months ended 30 September (million €)	2014	2015	Change
Net sales	**485.9**	**546.7**	**+12.5%**
Gross profit	**390.0**	**445.9**	**+14.3%**
Gross profit margin	80.3%	81.6%	+1.3 pp
Operating profit	**31.4**	**31.7**	**+0.7%**
Operating profit margin	6.5%	5.8%	-0.7 pp
Profit for the period	**37.3**	**20.1**	**-46.2%**
Net profit margin	7.7%	3.7%	-4.0 pp
Earnings per share (€ per share)	**0.025**	**0.013**	**-47.1%**
Net cash	**150.0**	**195.5**	**+30.3%**

Seasonality: lower contribution from first half





For the first half of last financial year (FY2015):

- net sales accounted for 41% of the full year's sales
- operating profit accounted for 19% of the full year's operating profit

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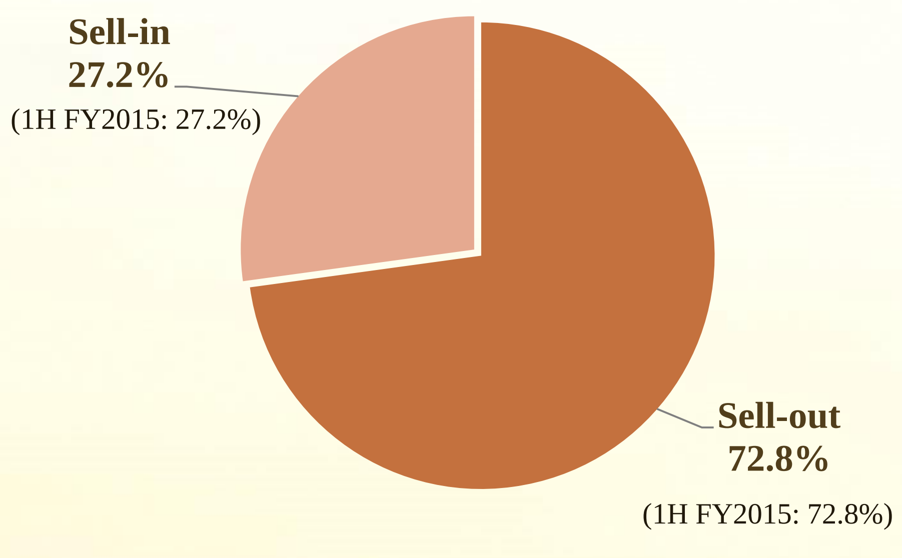
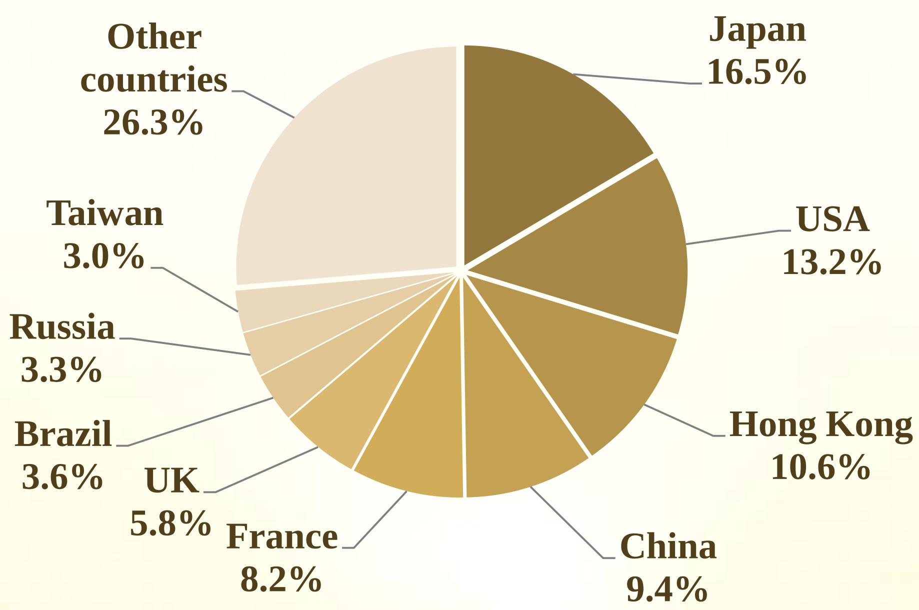
Net Sales Breakdown

Sales by segment



Exposure to growth markets



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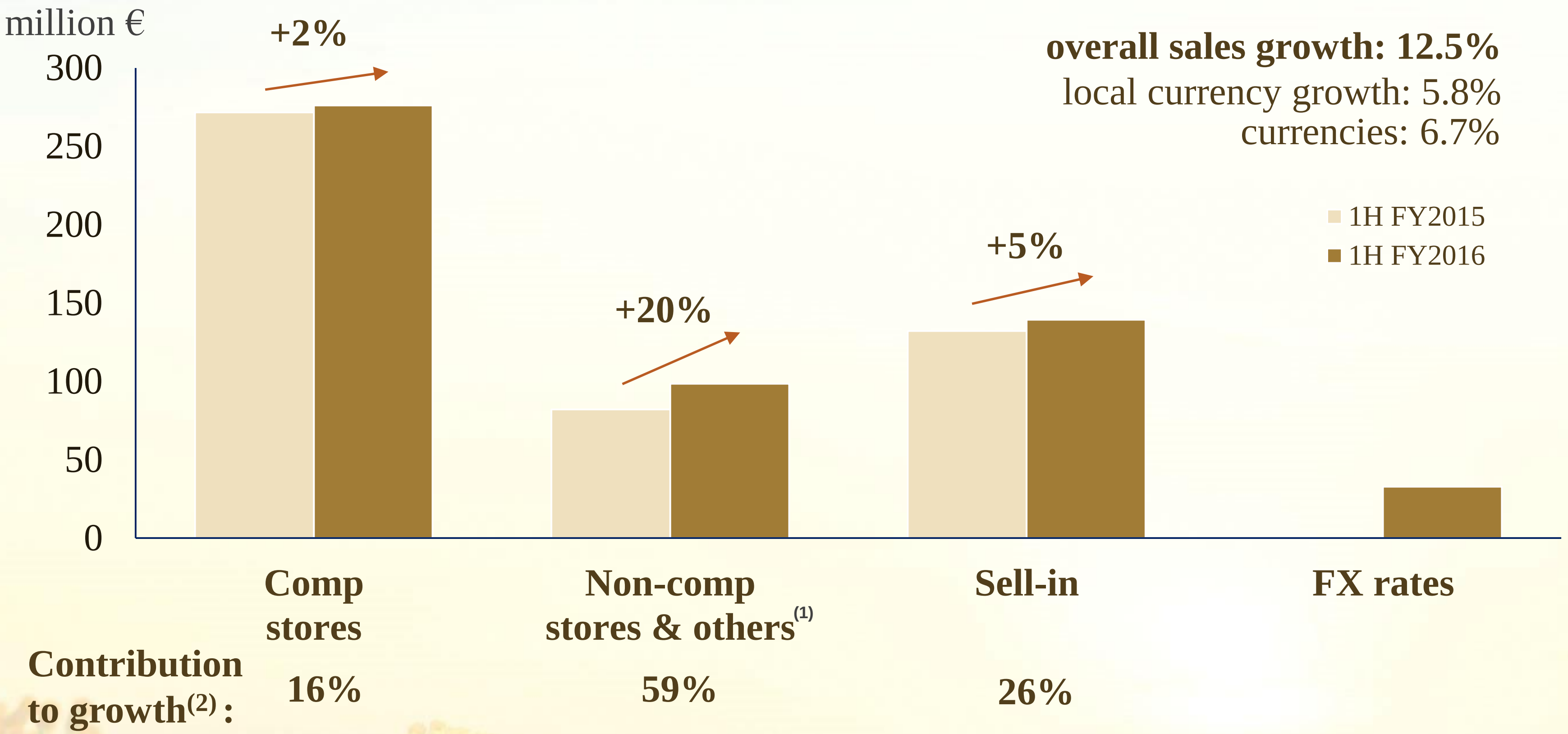
Net sales up 5.8%
(Local currency growth)



(1) Includes mail-order and other sales
(2) Excluding foreign currency translation effects

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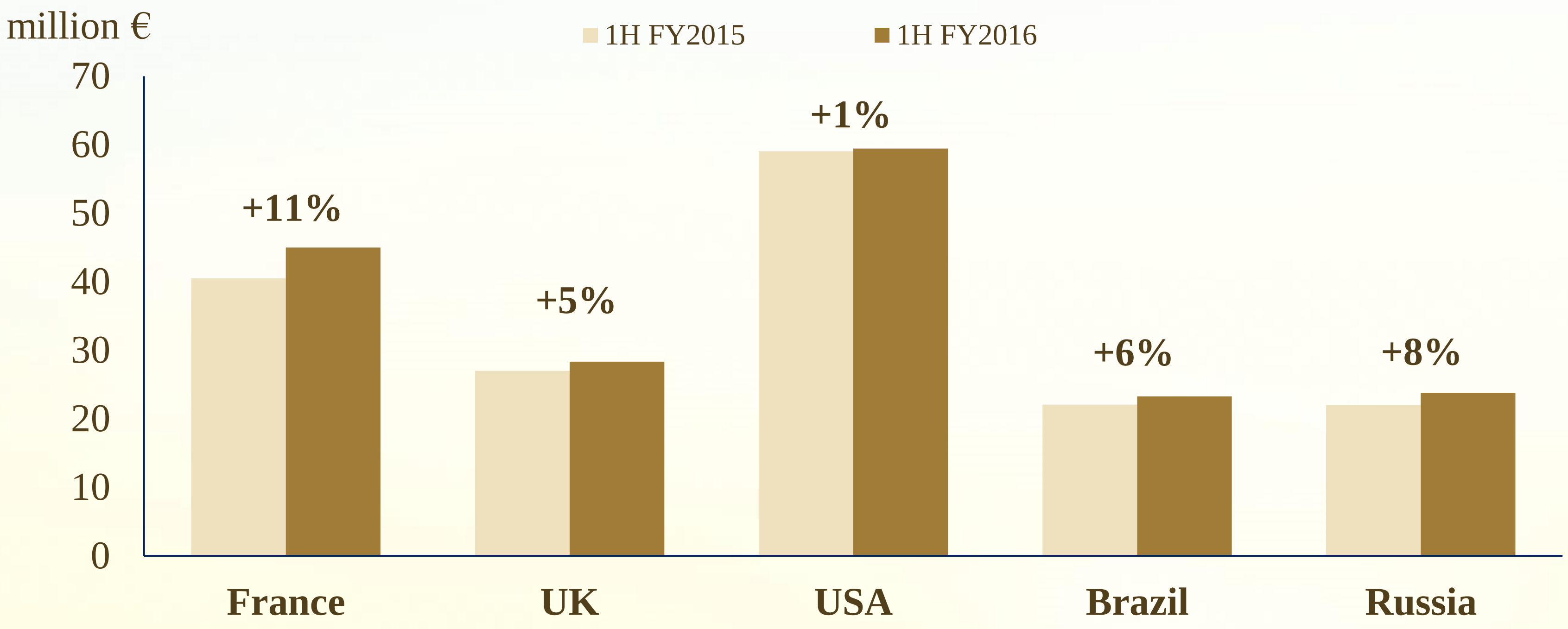
Sales growth by geography – Americas and Europe

(Local currency growth)

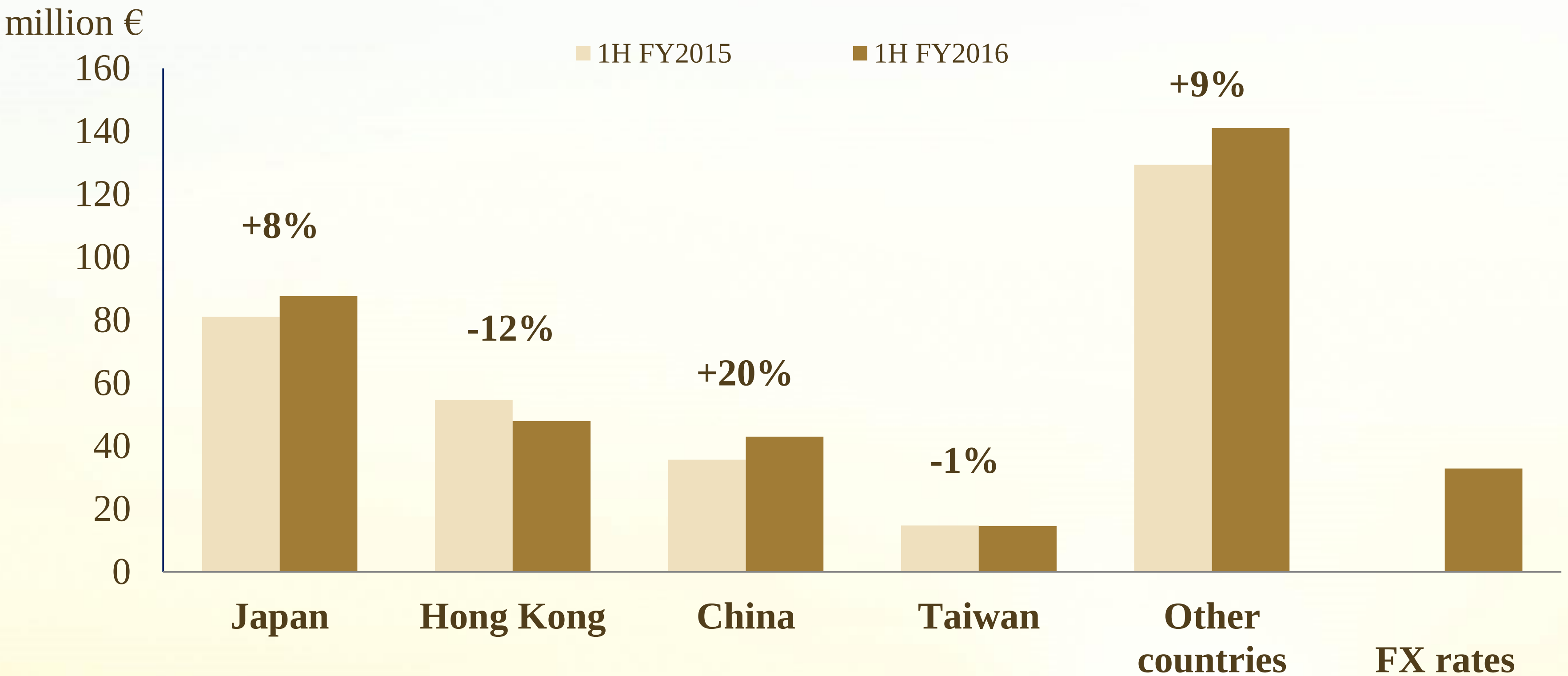


Contribution to growth[1] :	16%	5%	1%	4%	6%

[1] Excluding foreign currency translation effects

Sales growth by geography – Asia and Other Countries

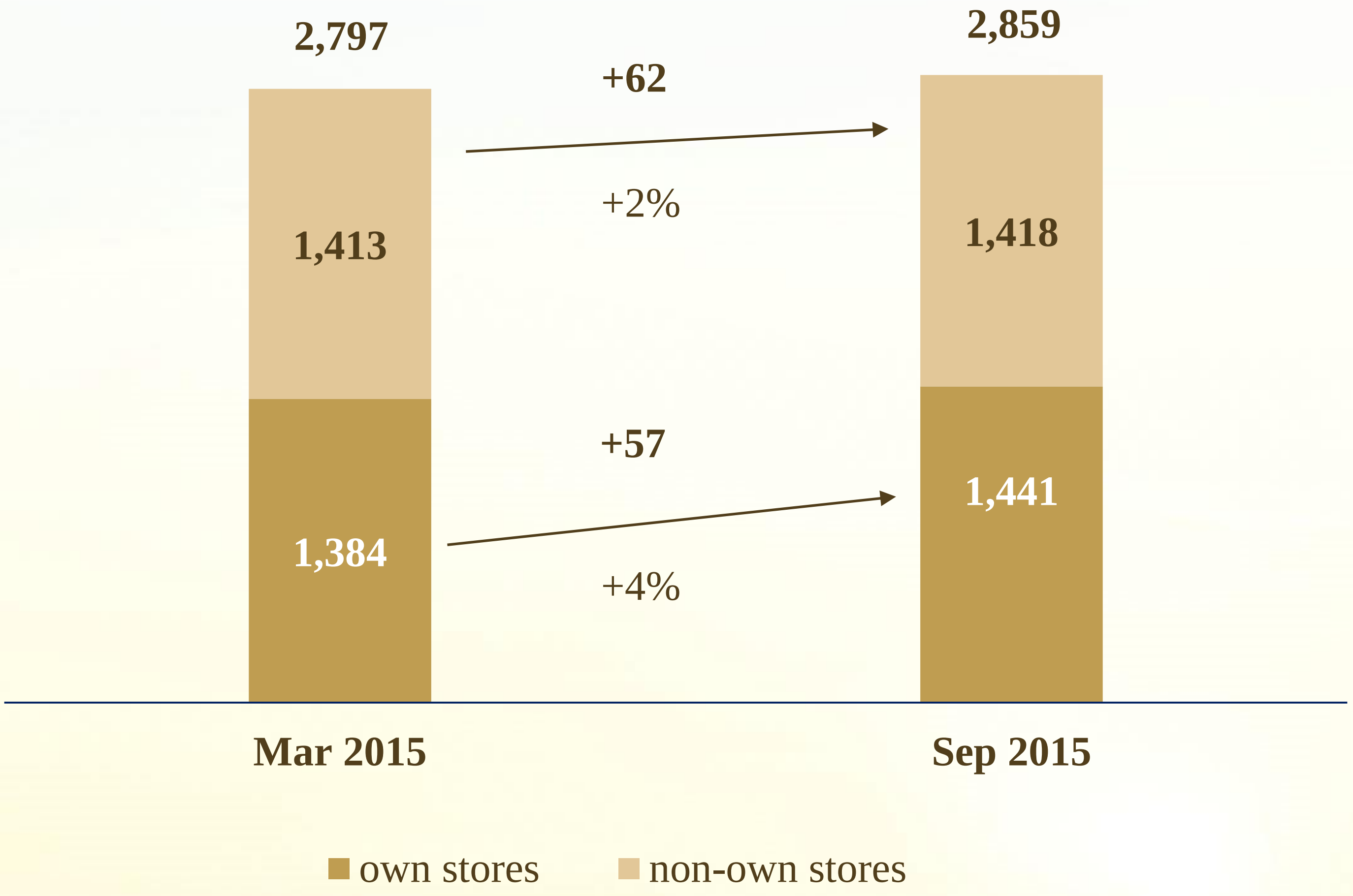
(Local currency growth)



Contribution to growth[(1)] :	24%	-23%	26%	-1%	42%

(1) Excluding foreign currency translation effects

Store network: selective expansion on track



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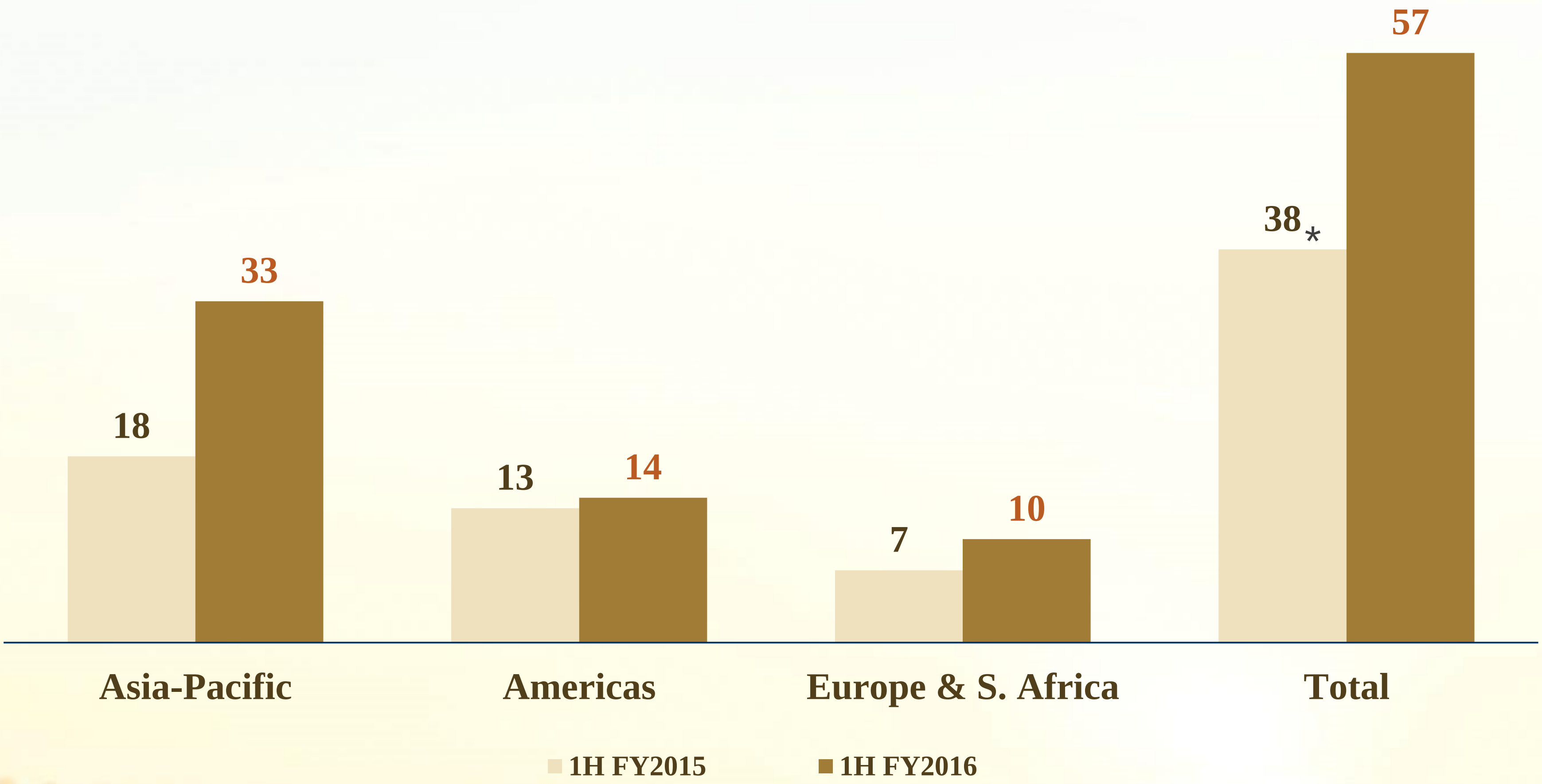
Net store openings by region:

57 net own-stores opened in 1H FY2016



* Excluding 7 stores acquired from a distributor in Norway in FY2015

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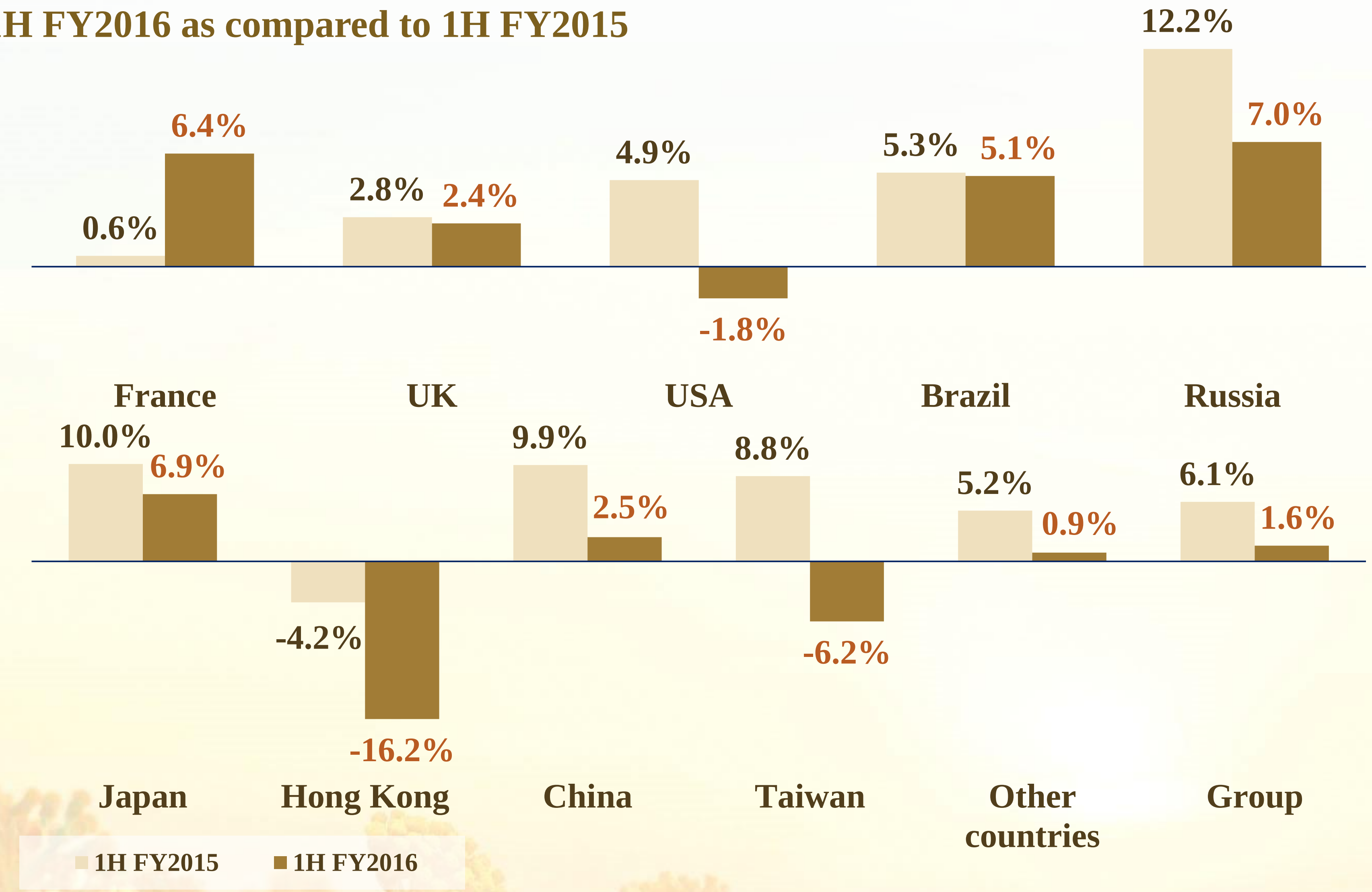
Same store sales growth profile*

1H FY2016 as compared to 1H FY2015



*Including E-commerce and excluding stores closed for renovation

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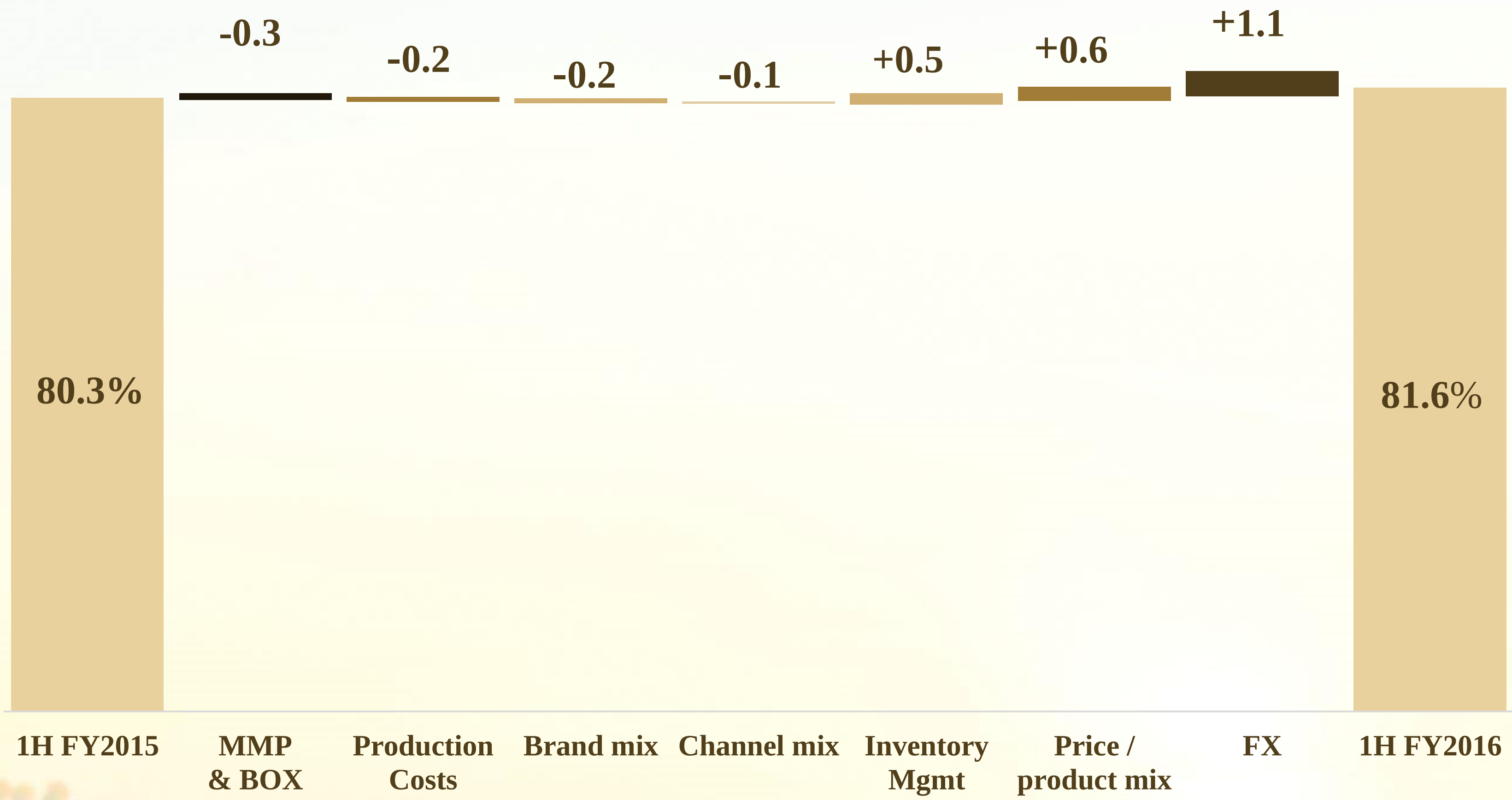
Profitability analysis

	% of net sales		
For the six months ended 30 September	**2014**	**2015**	**Change**
Gross profit margin	80.3	**81.6**	**1.3**
Distribution expenses	(50.8)	**(51.3)**	**(0.5)**
Marketing expenses	(11.7)	**(13.1)**	**(1.4)**
Research & development expenses	(1.2)	**(1.1)**	**0.1**
General & administrative expenses	(10.1)	**(10.3)**	**(0.2)**
Other gains	0.1	**0.1**	**0.0**
Operating profit margin	6.5	**5.8**	**(0.7)**

Gross margin (as % of net sales)



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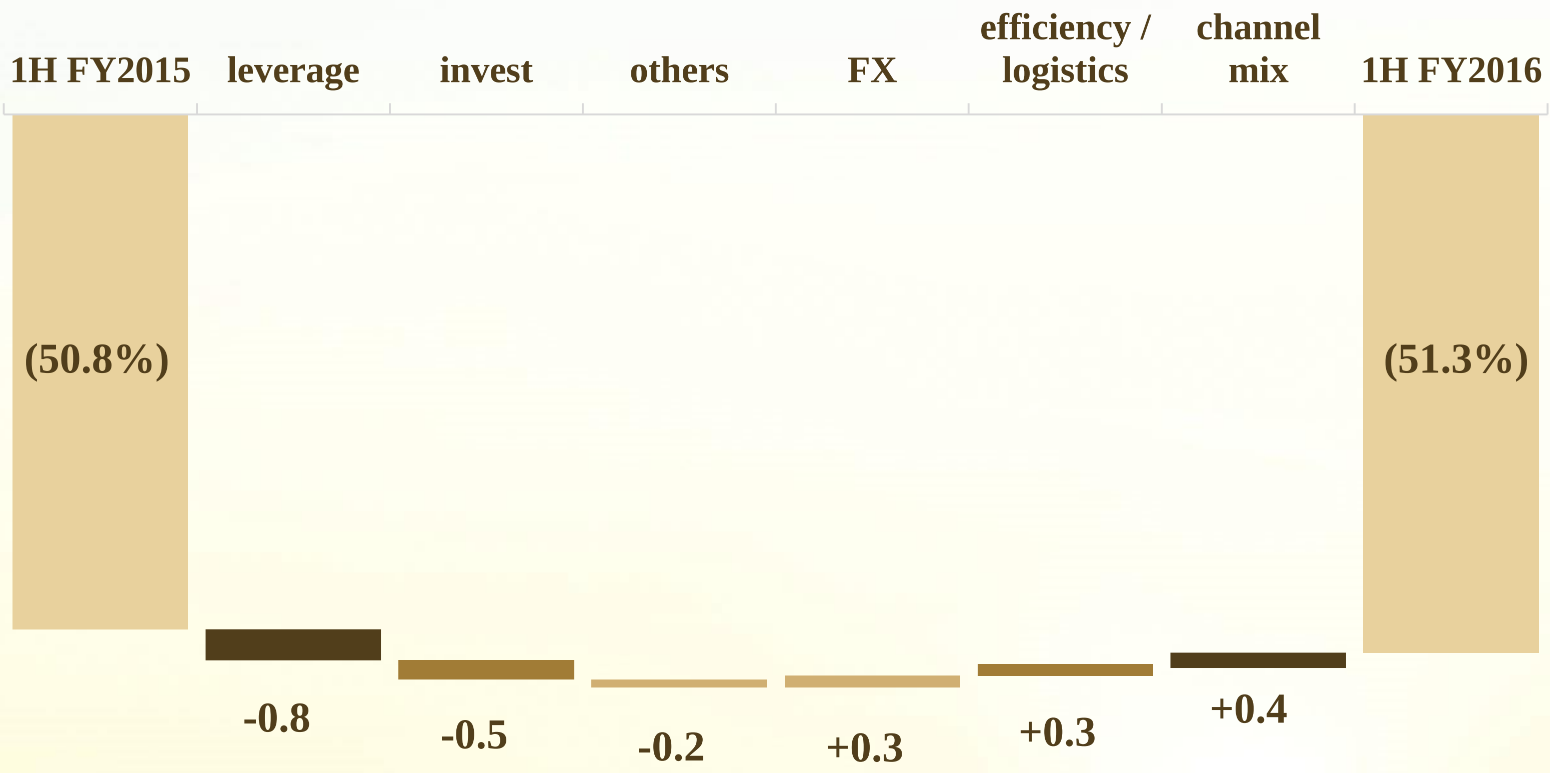
Distribution expenses (as % of net sales)



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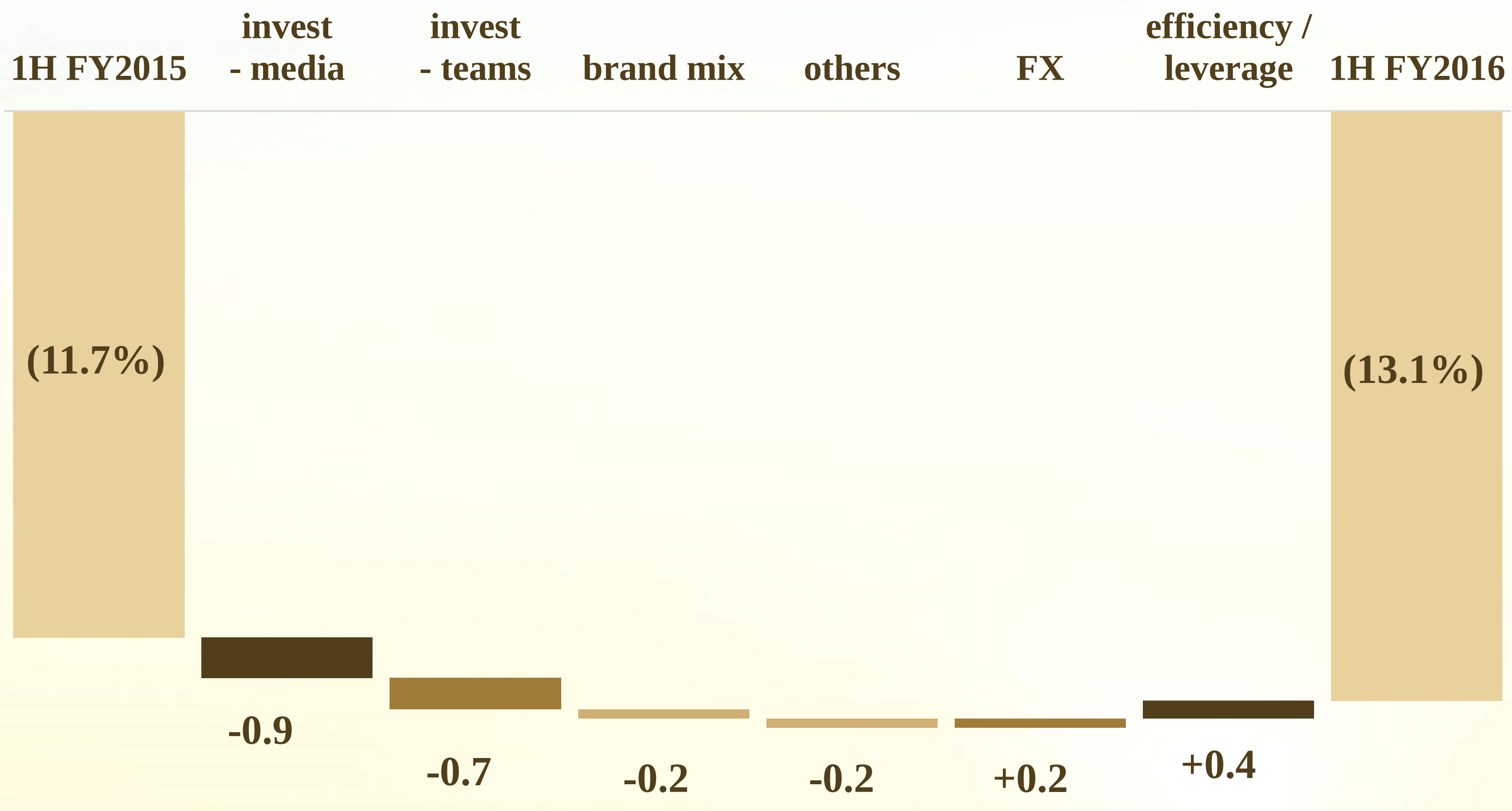
Marketing expenses (as % of net sales)



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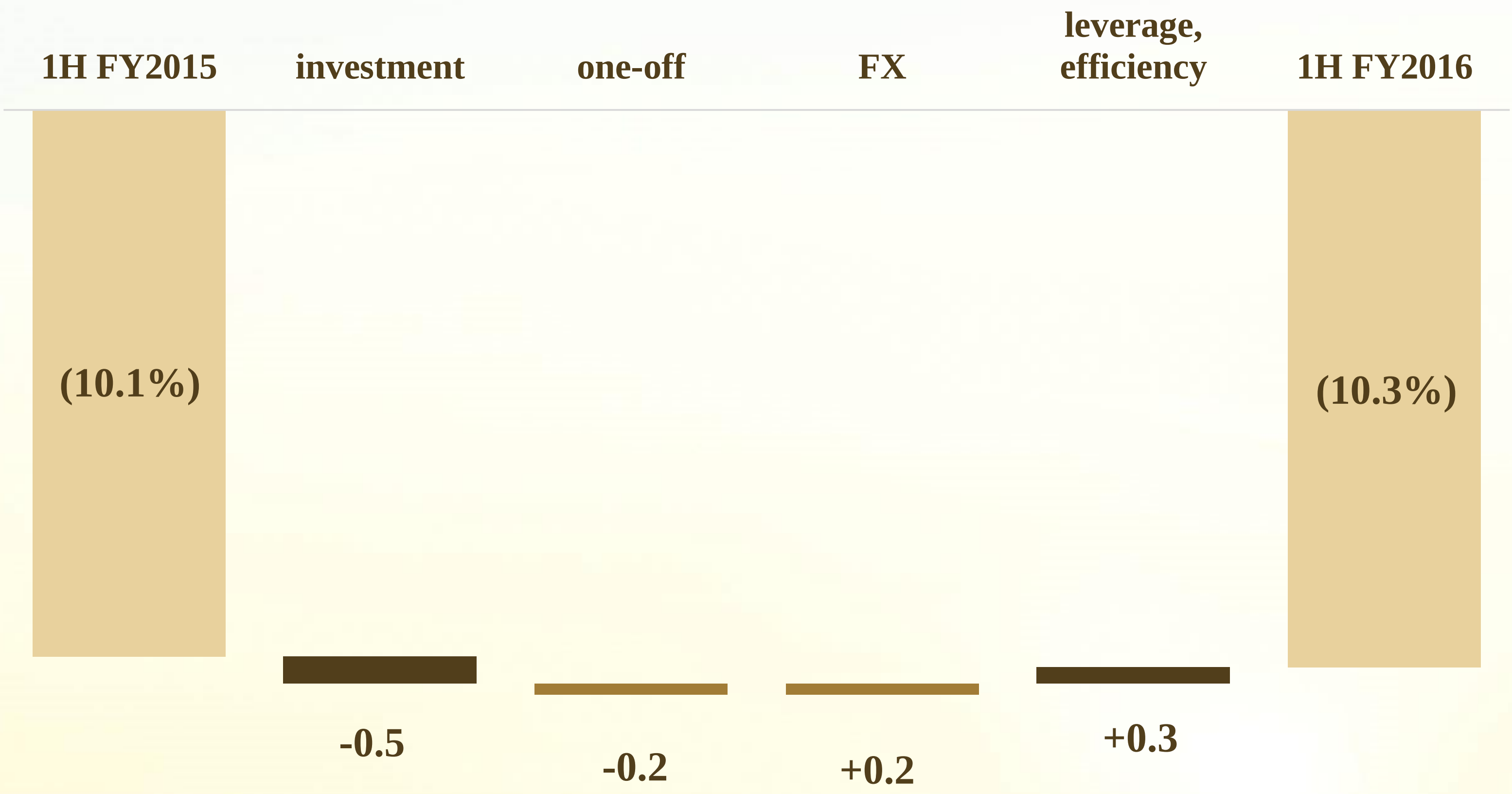
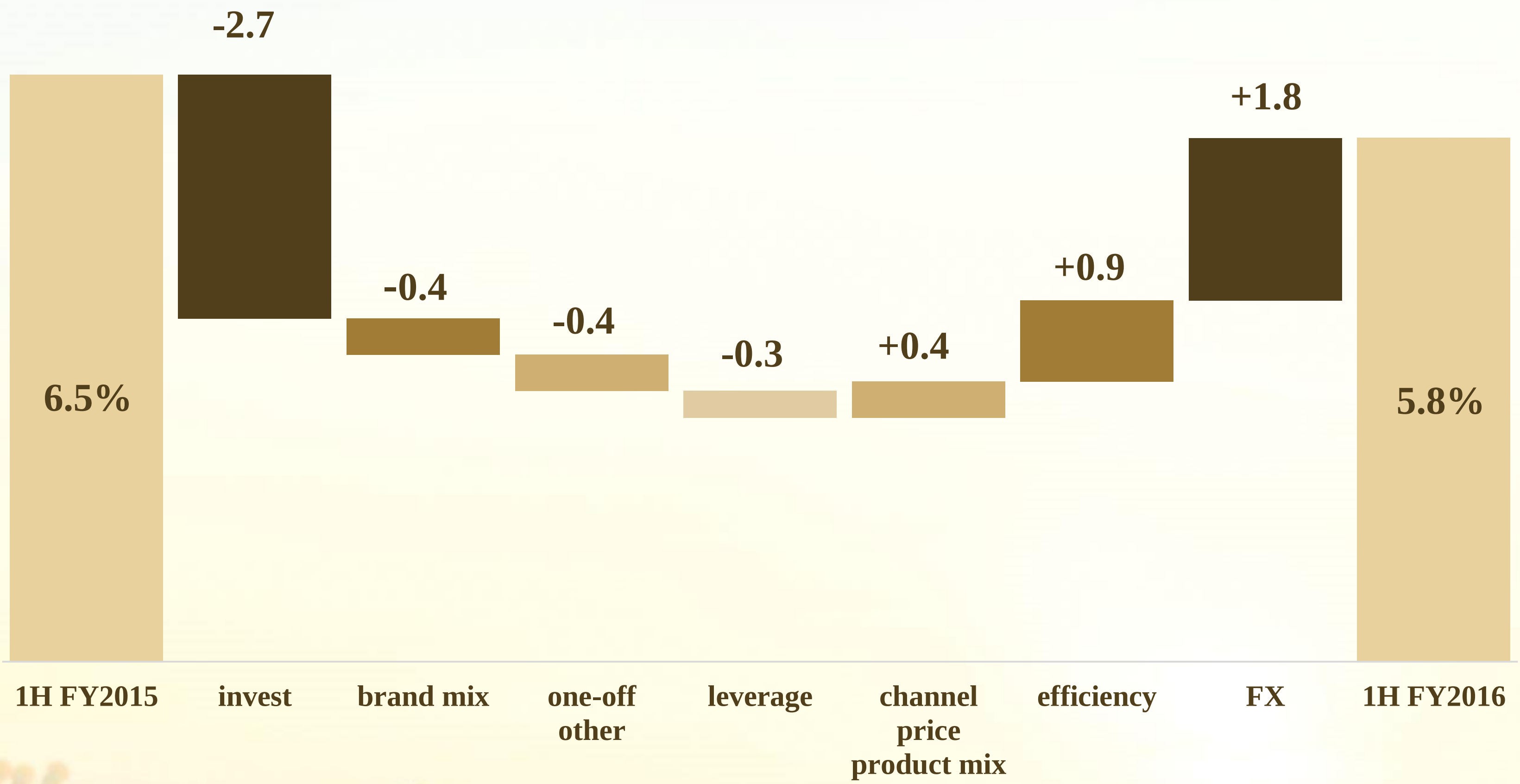
General & administrative expenses (as % of net sales)



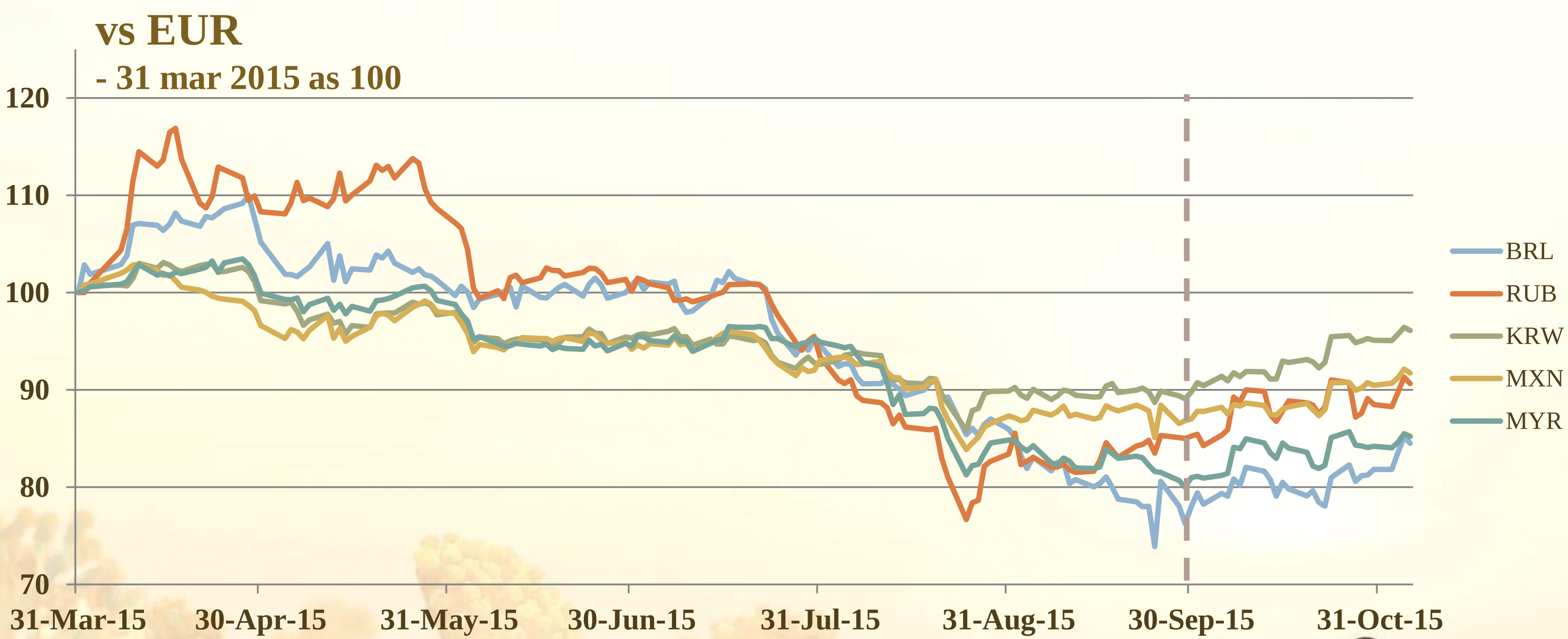
Operating profit margin (as % of net sales)



Exchange gains / (losses)

(million €)

Trading (BRL/RUB/KRW/TWD/ZAR..)	-7.4	**Realized**	-1.2
Loans (MYR/ZAR/KRW/MXN)	-2.5	**Unrealized**	-8.4
Others	+0.3		
	-9.6		-9.6



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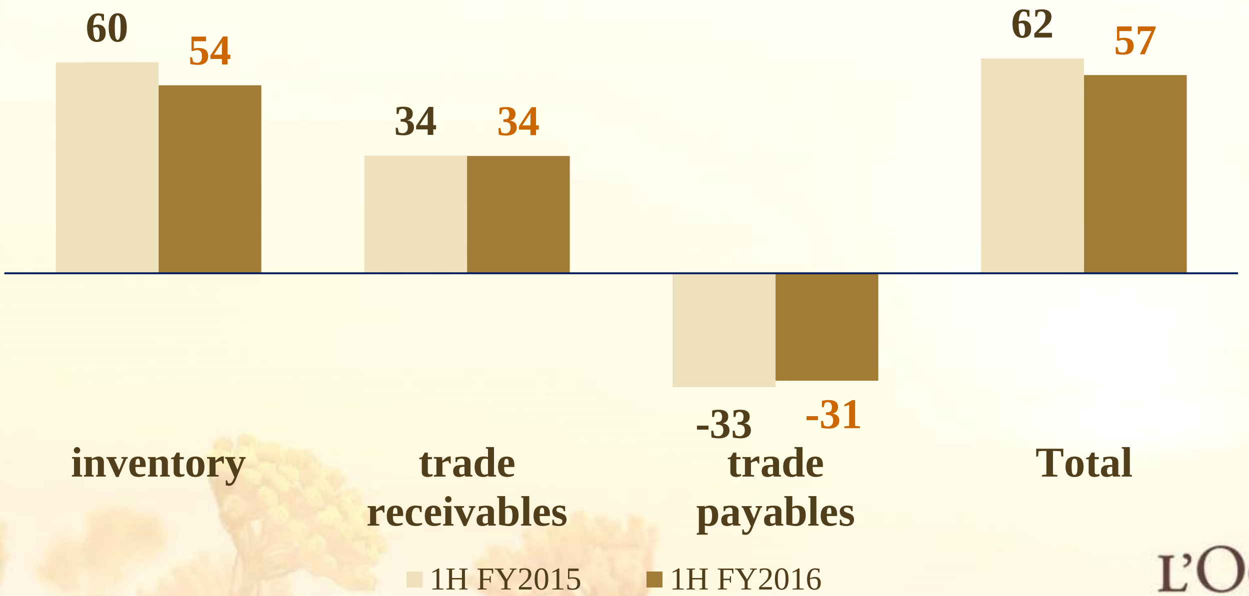
Working capital ratios

as at:	30 Sep 2014	30 Sep 2015	Change
Inventory turnover days (based on cost of sales)	307	**293**	-14
Trade receivables turnover days (based on net sales)	34	**34**	0
Trade payables turnover days (based on cost of sales)	165	**167**	2
Cash Cycle (days of net sales)	62	**57**	-5

Cash cycle – days of Net sales



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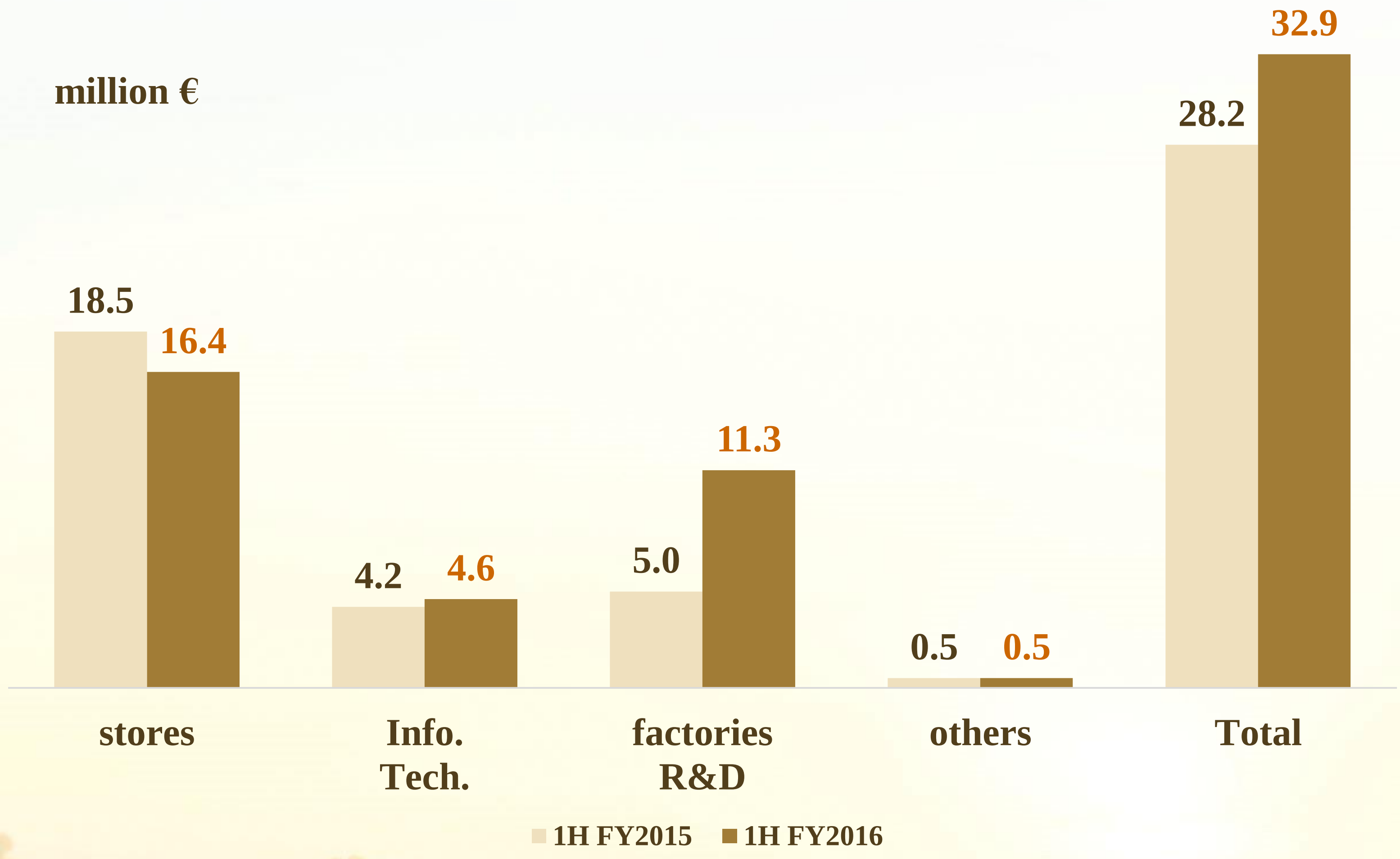
Capital expenditures (excl. acquisitions of subsidiaries)



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Balance sheet ratios

For the six months ended 30 September	2014	2015
Profitability		
Return on Capital Employed (ROCE)[(1)]	6.0%	**3.6%**
Return on equity (ROE)[(2)]	4.8%	**2.6%**
Liquidity		
Current ratio (times)[(3)]	3.15	**2.51**
Quick ratio (times)[(4)]	2.25	**1.94**
Capital adequacy		
Gearing ratio[(5)]	9.8%	**9.3%**
Debt to equity ratio[(6)]	net cash	**net cash**

(1) Net Operating Profit After Tax / Capital Employed
(2) Net profit attributable to equity owners / shareholders' equity excluding minority interest
(3) Current assets / current liabilities
(4) (Current assets – stocks) / current liabilities
(5) Total debt / total assets
(6) Net debt / (total assets - total liabilities) * 100%

NOPAT = (Operating Profit + foreign currency net gains or losses) x (1 - effective tax rate)
Capital Employed = Non-current assets - (deferred tax liabilities + other financial liabilities + other non-current liabilities) + working capital
Note that working capital excludes financial liabilities such as dividends and acquisition payment.

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Strategic review

- Refined physical store portfolio with successful on-line outreach

Omni-Channel Expansion

- Collaboration with social networking platforms, skin care campaign and spread true stories

CRM & Digital Marketing

- Own E-commerce business grew by more than 20%

E-Commerce Business

- Development of emerging brands is well on track; successful product launches for core brand

Brand Portfolio and Products

- “Operations roadmap” to deliver operational efficiency

Operational Consistency

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Outlook

Omni-Channel Strategy

Invest in refined stores opening and renovation, digital platforms and roll out "click and collect" services

Brand Awareness Program

A budget of €6.0 million in FY2016 for long term branding investment, including digital marketing and customer centric approaches

L'Occitane & Pierre Hermé

Captivating and alluring combination for gift-giving which is expected to contribute a decent pick-up of demand

The Group believes the efforts to drive quality growth and improve efficiencies with focused investment will secure its position as a growing player in the premium natural cosmetics space, which in turn will create lasting value for its shareholders.

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