

L'OCCITANE
EN PROVENCE
L'OCCITANE INTERNATIONAL S.A.

ANNUAL RESULTS
FOR THE YEAR ENDED 31 MARCH 2012



Results highlights

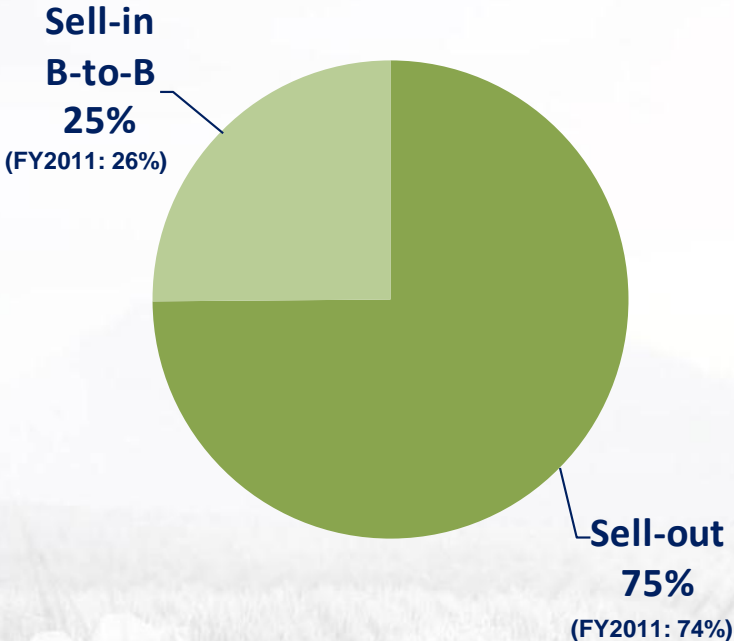
For the year ended: (million €)	31 Mar 2011	31 Mar 2012	Change
Net sales	772.3	913.4	+18.3%
Gross profit	637.0	755.5	+18.6%
% of Net sales	82.5%	82.7%	+0.2 pp
Operating profit	132.1	152.3	+15.3%
% of Net sales	17.1%	16.7%	-0.4 pp
Profit for the year	102.7	124.2	+20.9%
% of Net sales	13.3%	13.6%	+0.3 pp
Earnings per share (€ per share)	0.068	0.082	+20.2%
Dividend per share (€ per share)*	0.0135	0.0247	+83.0%
Dividend payout ratio*	20%	30%	
Net cash	240.1	239.1	-0.4%

* Dividend declared for the period indicated. The total of dividends declared for the year 2012 assumes the proposed distribution of a gross dividend of €0.0247 per share, which is subject to the approval of the shareholders of the Company at the forthcoming Annual General Meeting

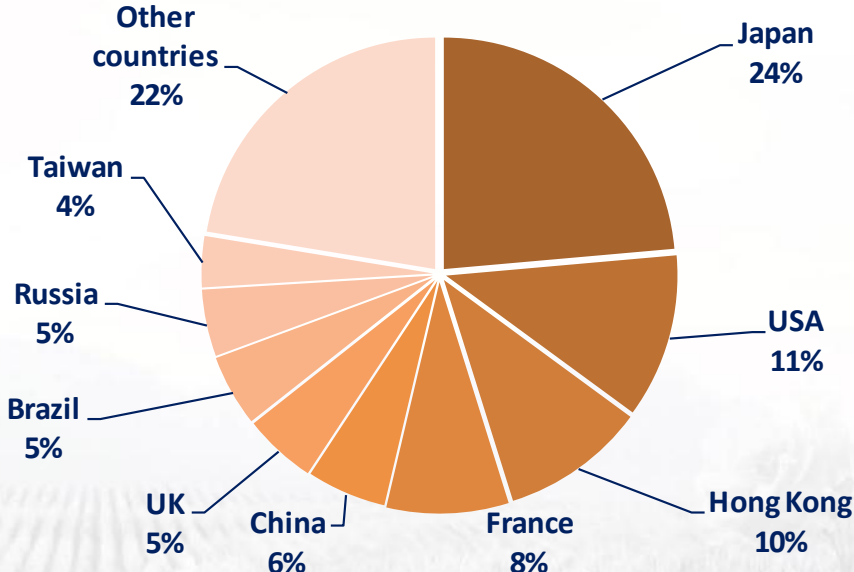
Net sales breakdown



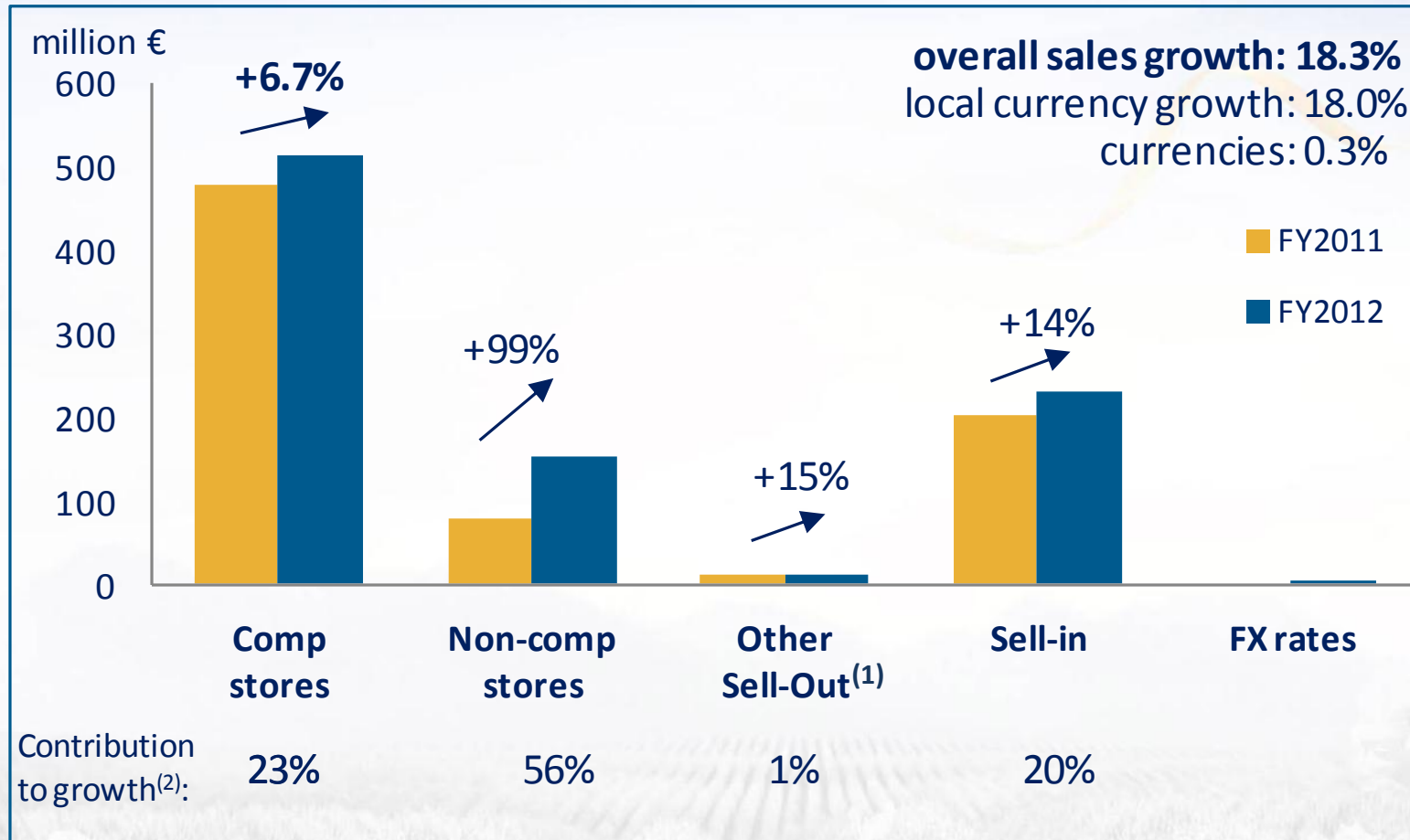
Retail led growth from Sell-out



Exposure to growth markets



Net sales up by 18.3%



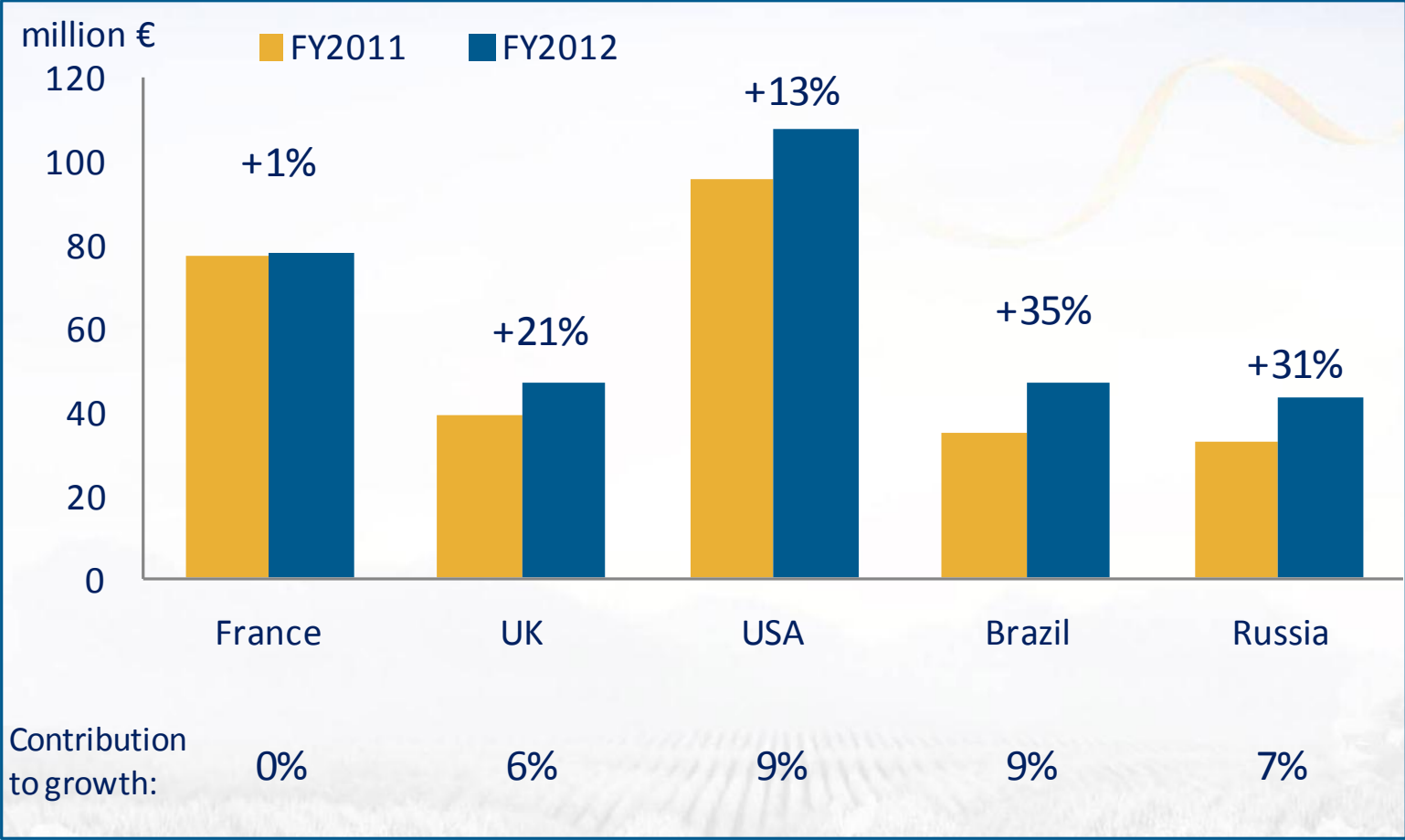
(1) Includes Mail-order and other sales

(2) Excluding foreign currency translation effects

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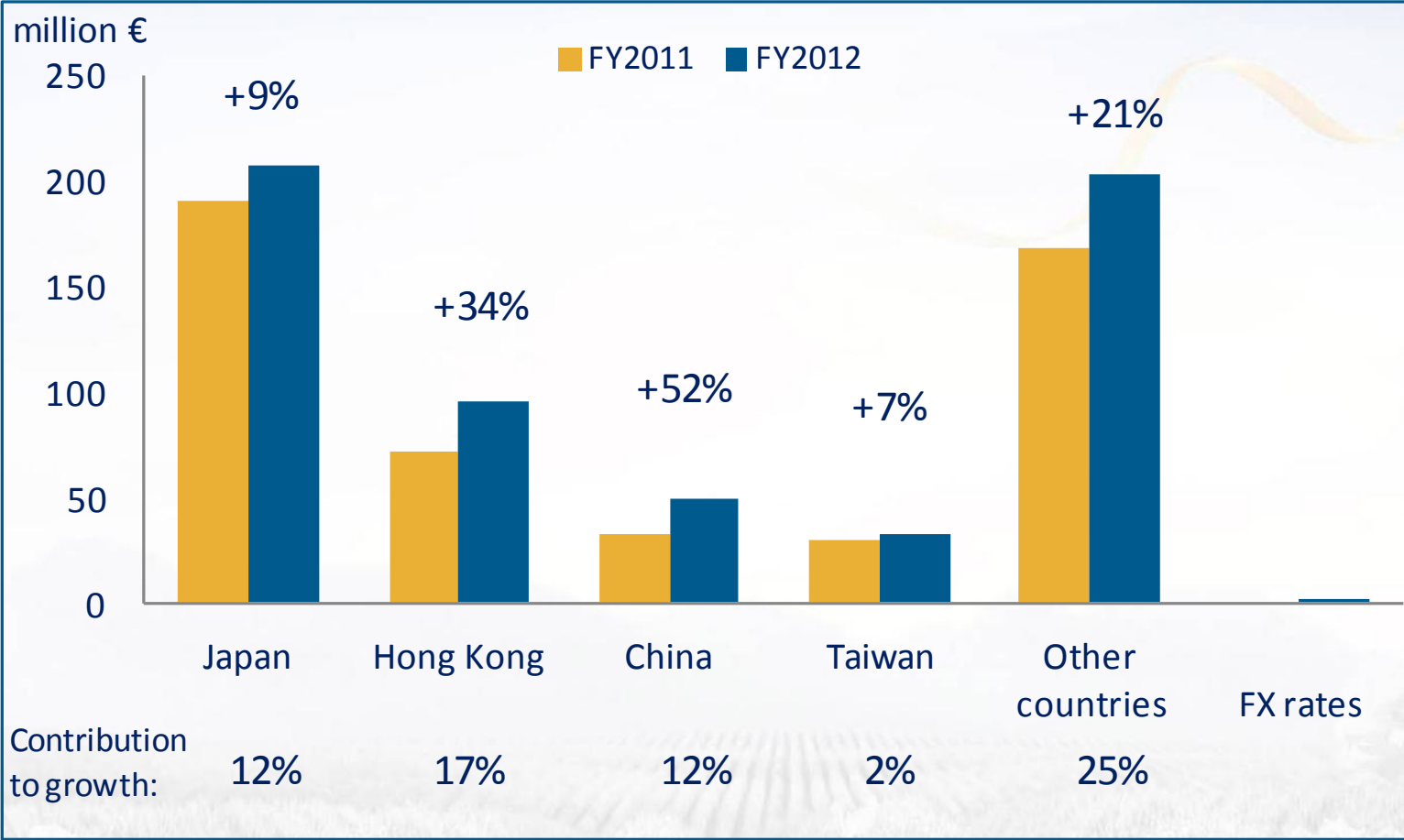
Sales growth by geography – 1

(local currency)



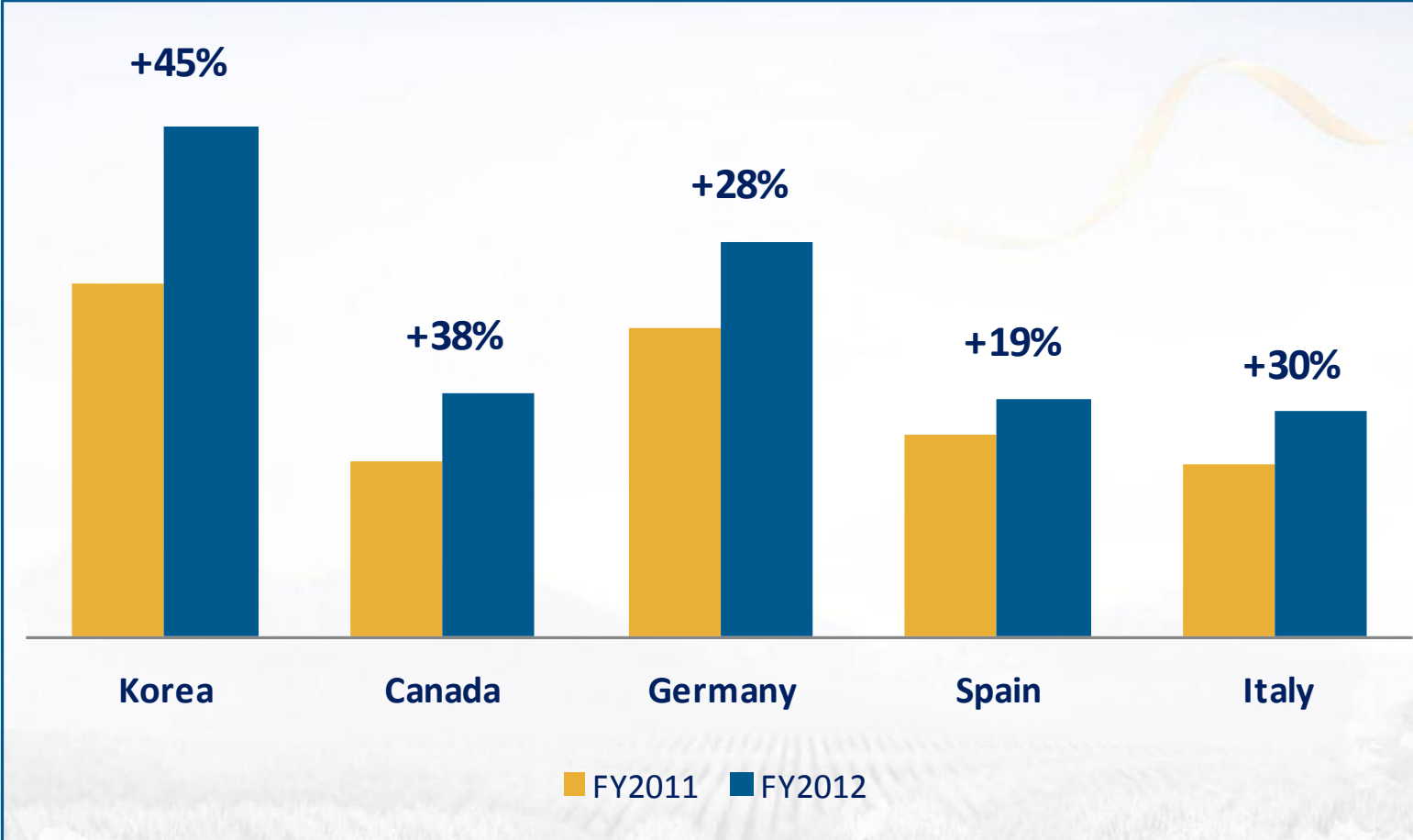
Sales growth by geography – 2

(local currency)

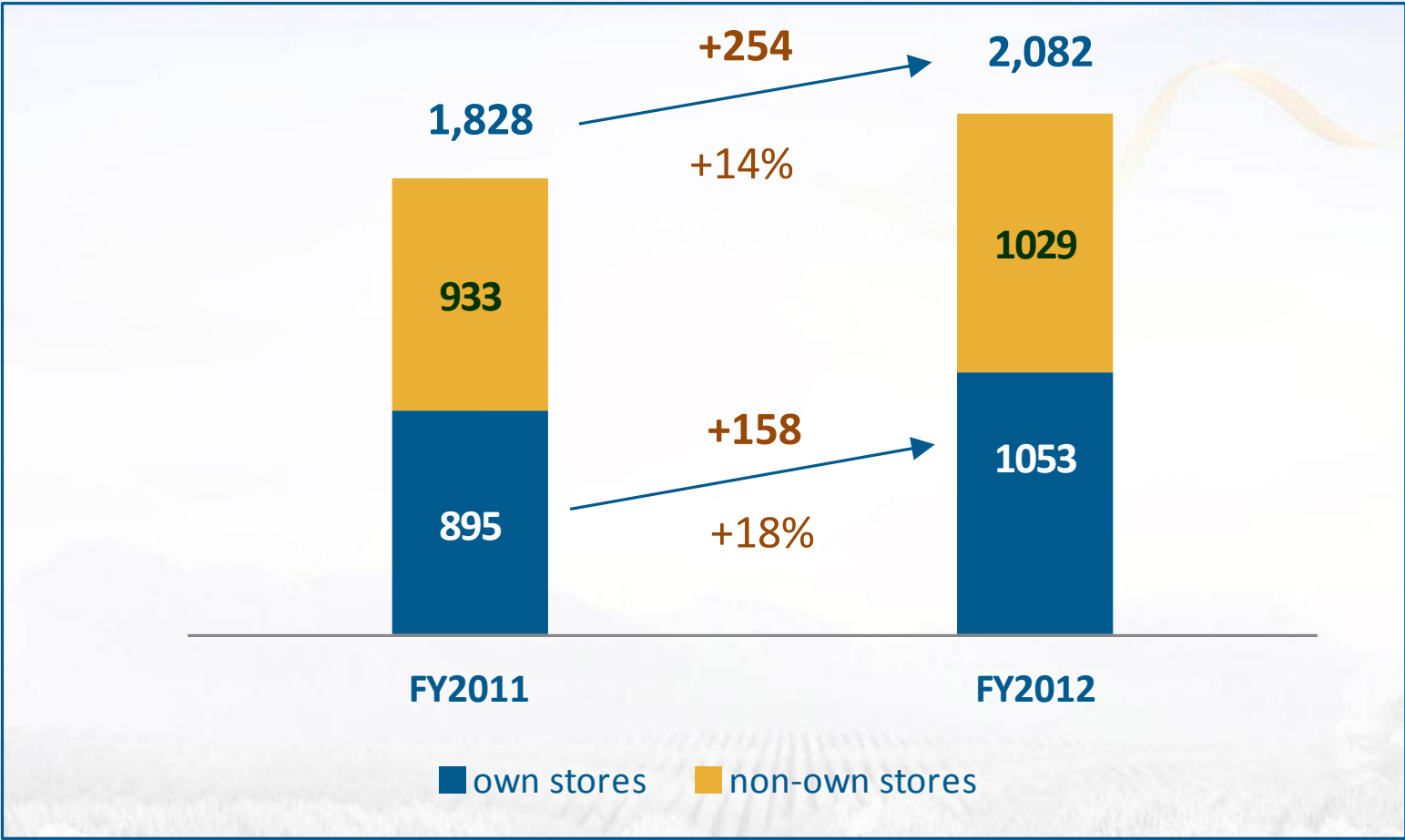


Growth in other fast growing countries

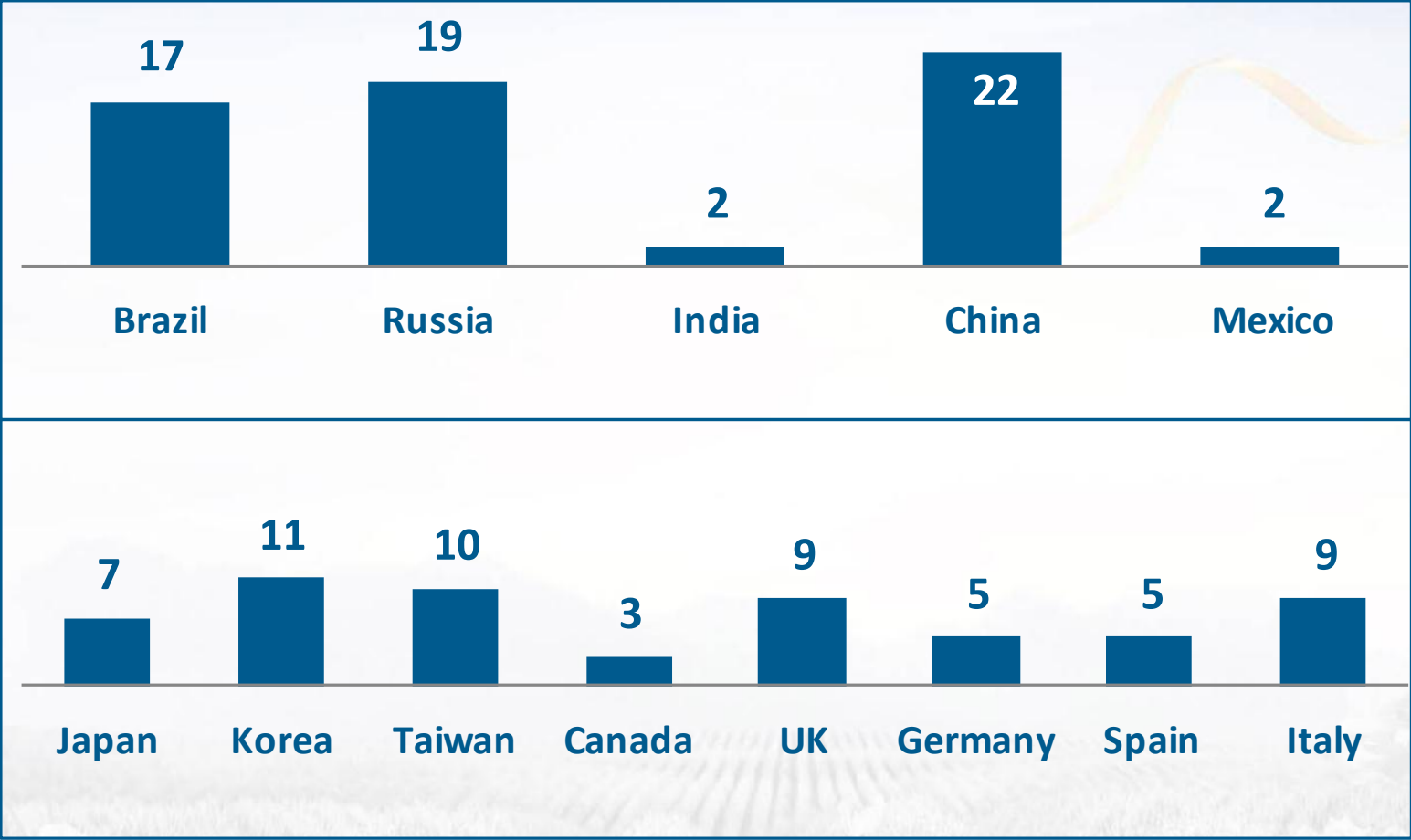
(local currency)



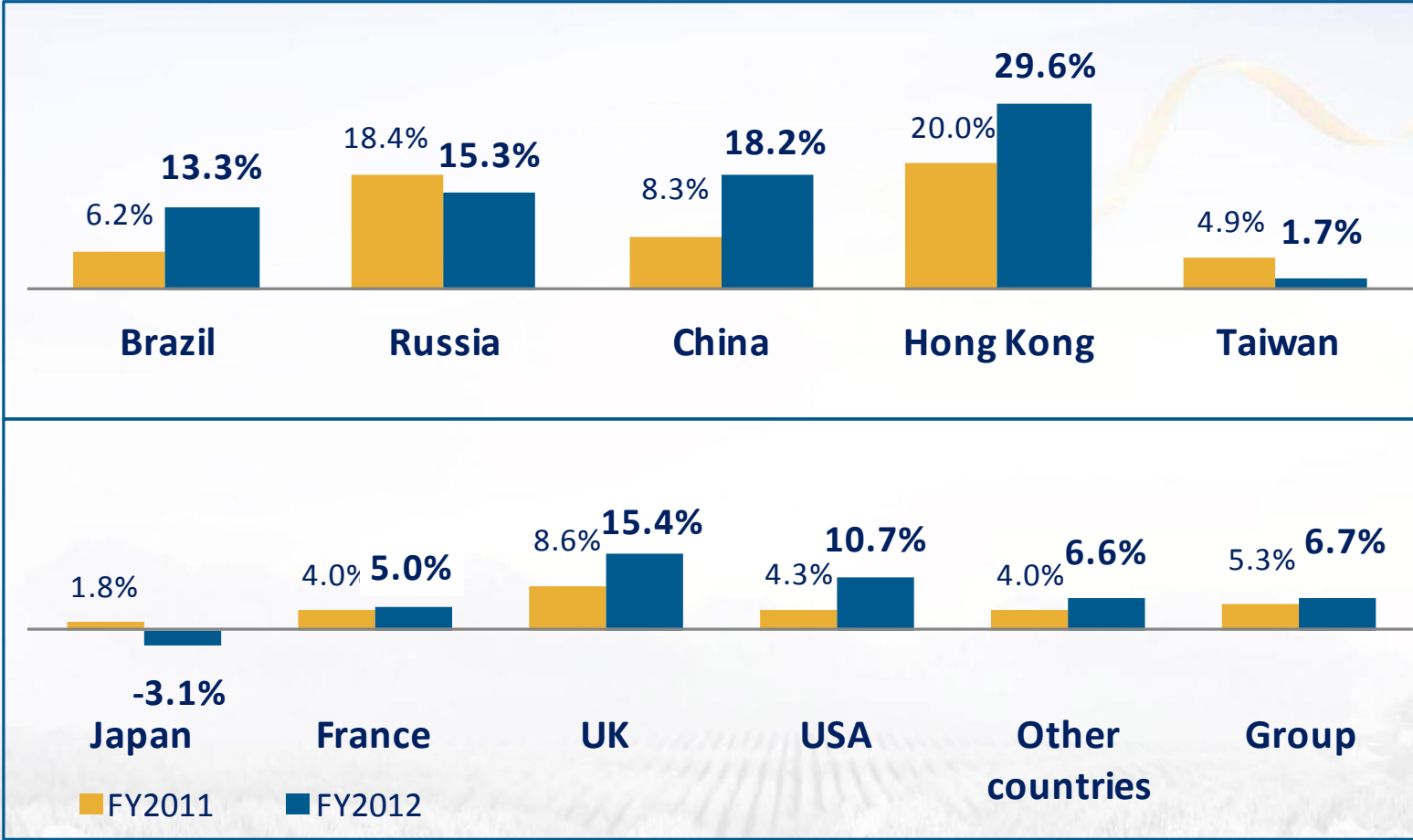
Retail stores network



Net stores openings profile



Same Store Sales Growth profile

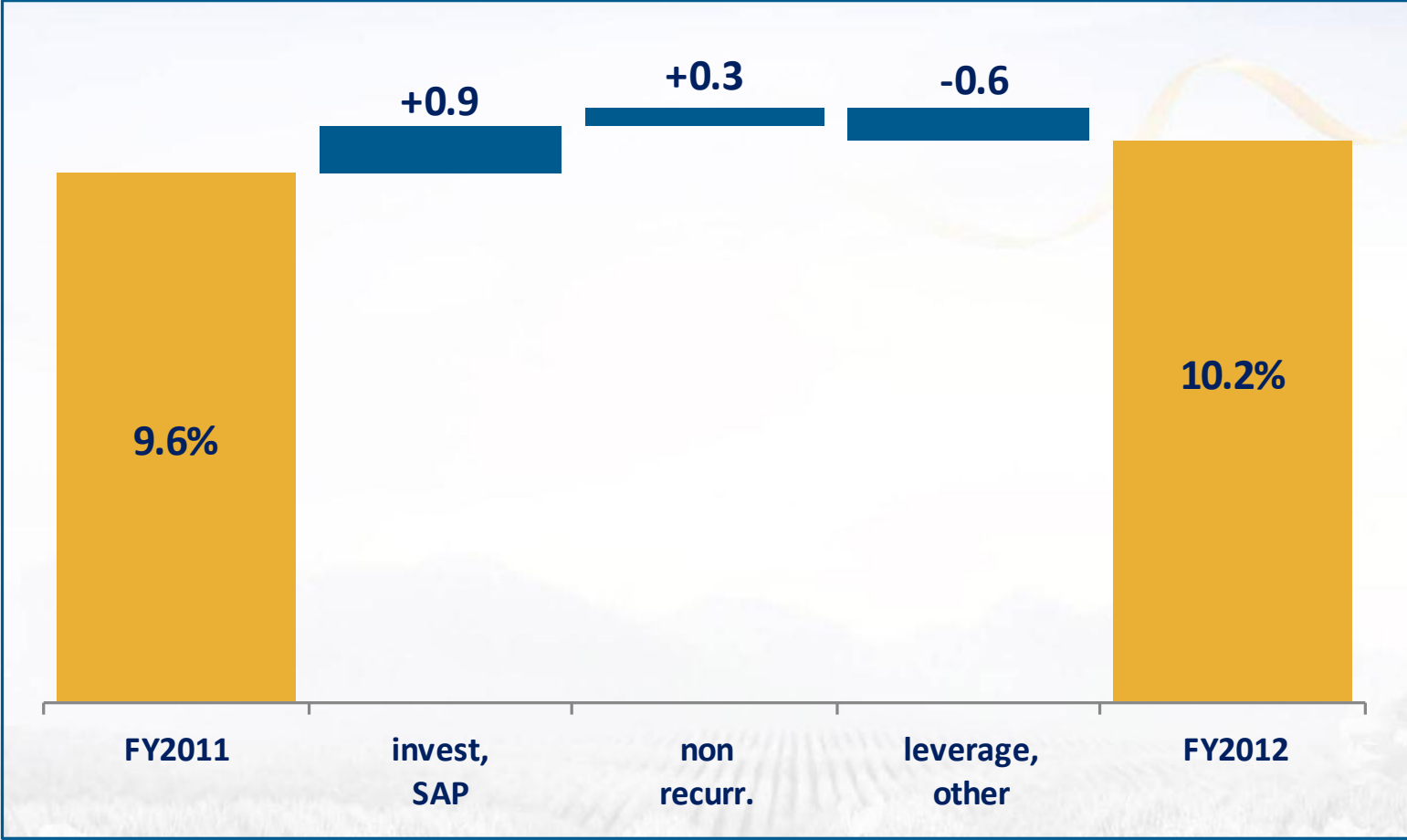


Profitability analysis

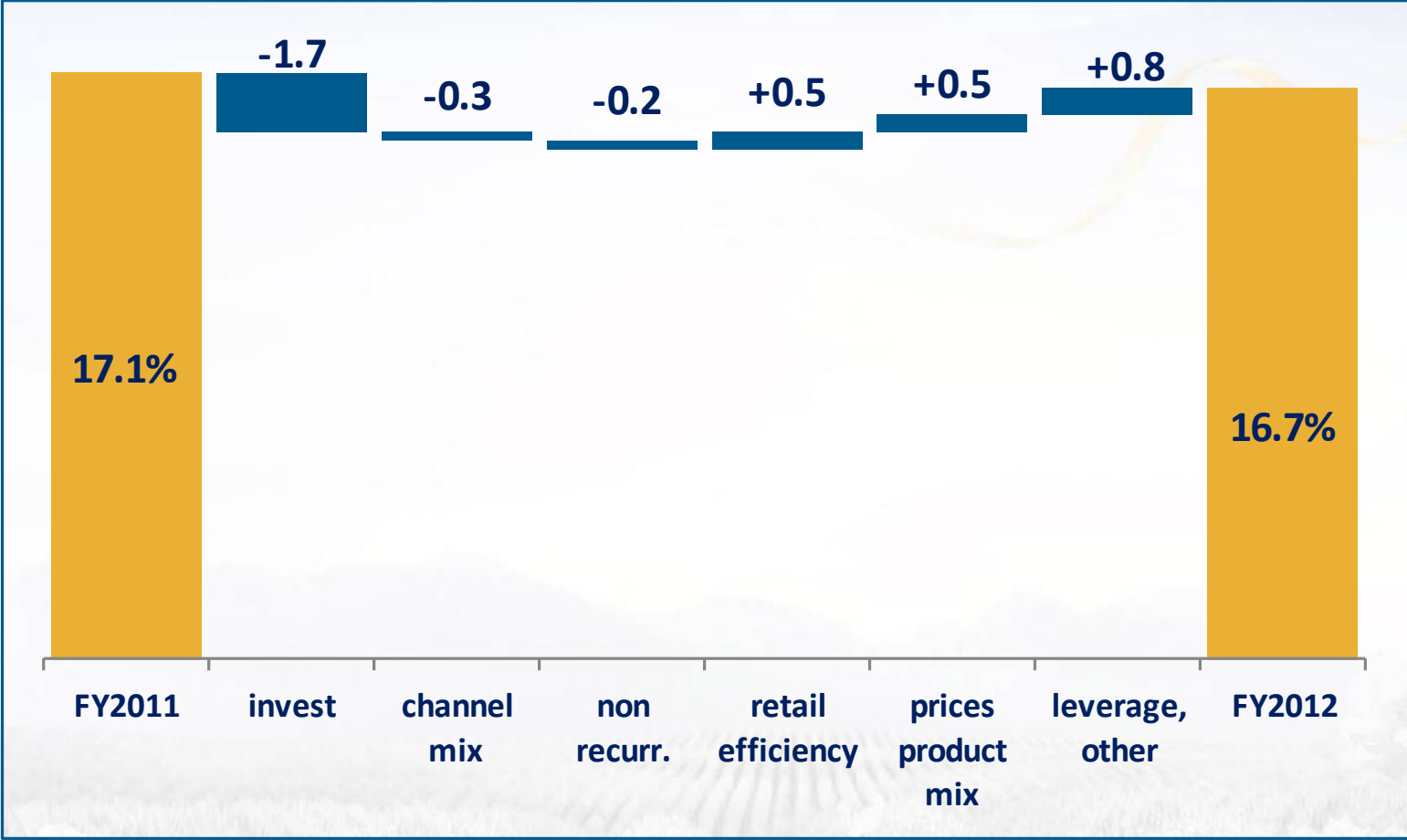


For the year ended 31 March	% of net sales		
	2011	2012	Change
Gross profit margin	82.5	82.7	0.2
Distribution expenses	(44.5)	(44.9)	(0.4)
Marketing expenses	(11.0)	(10.1)	0.8
Research & development expenses	(0.7)	(0.7)	(0.0)
General & administrative expenses	(9.6)	(10.2)	(0.6)
Other (losses) / gains	0.3	(0.1)	(0.4)
Operating profit margin	17.1	16.7	(0.4)

G & A expenses (as % of Net sales)



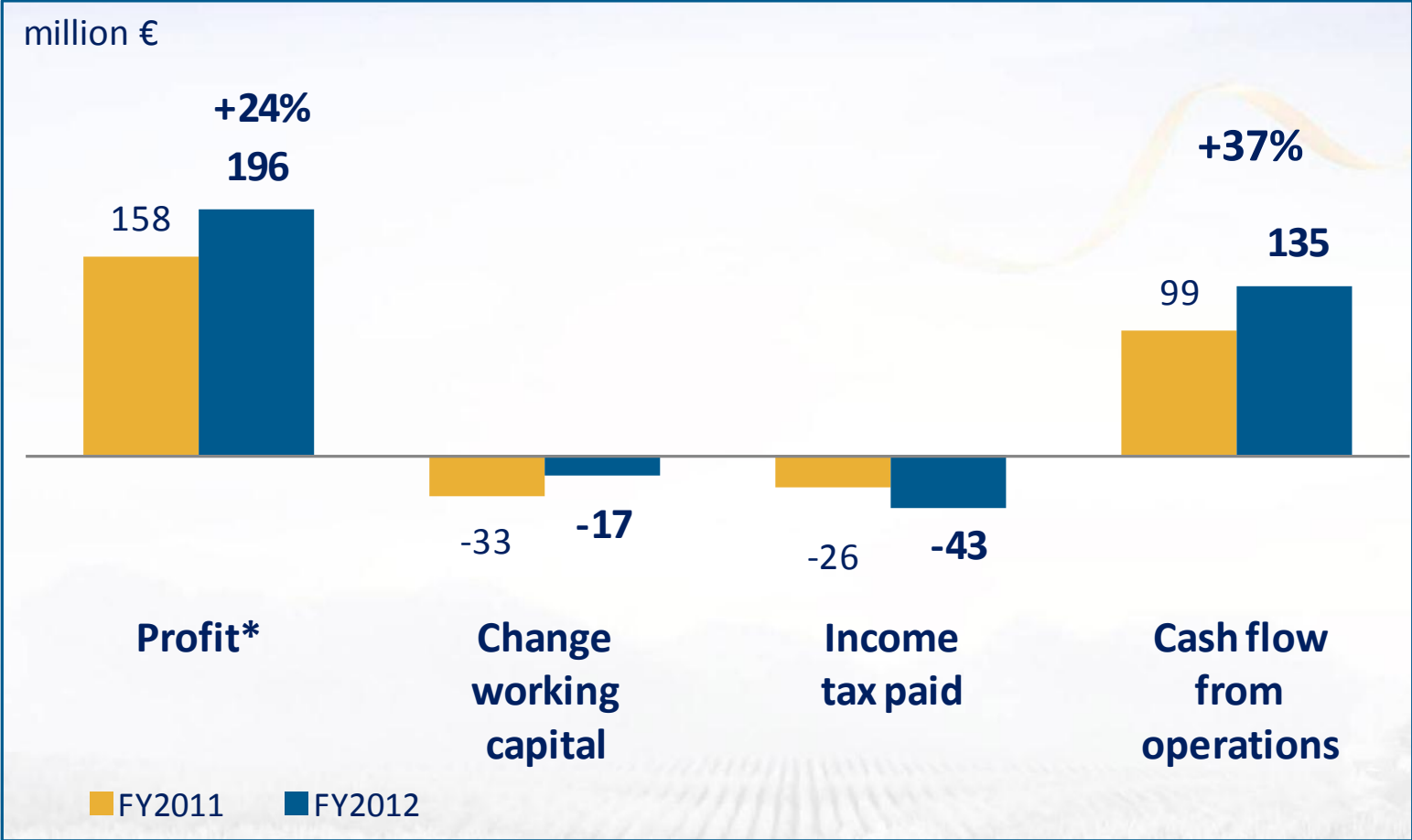
Operating profit margin



Cash flow analysis

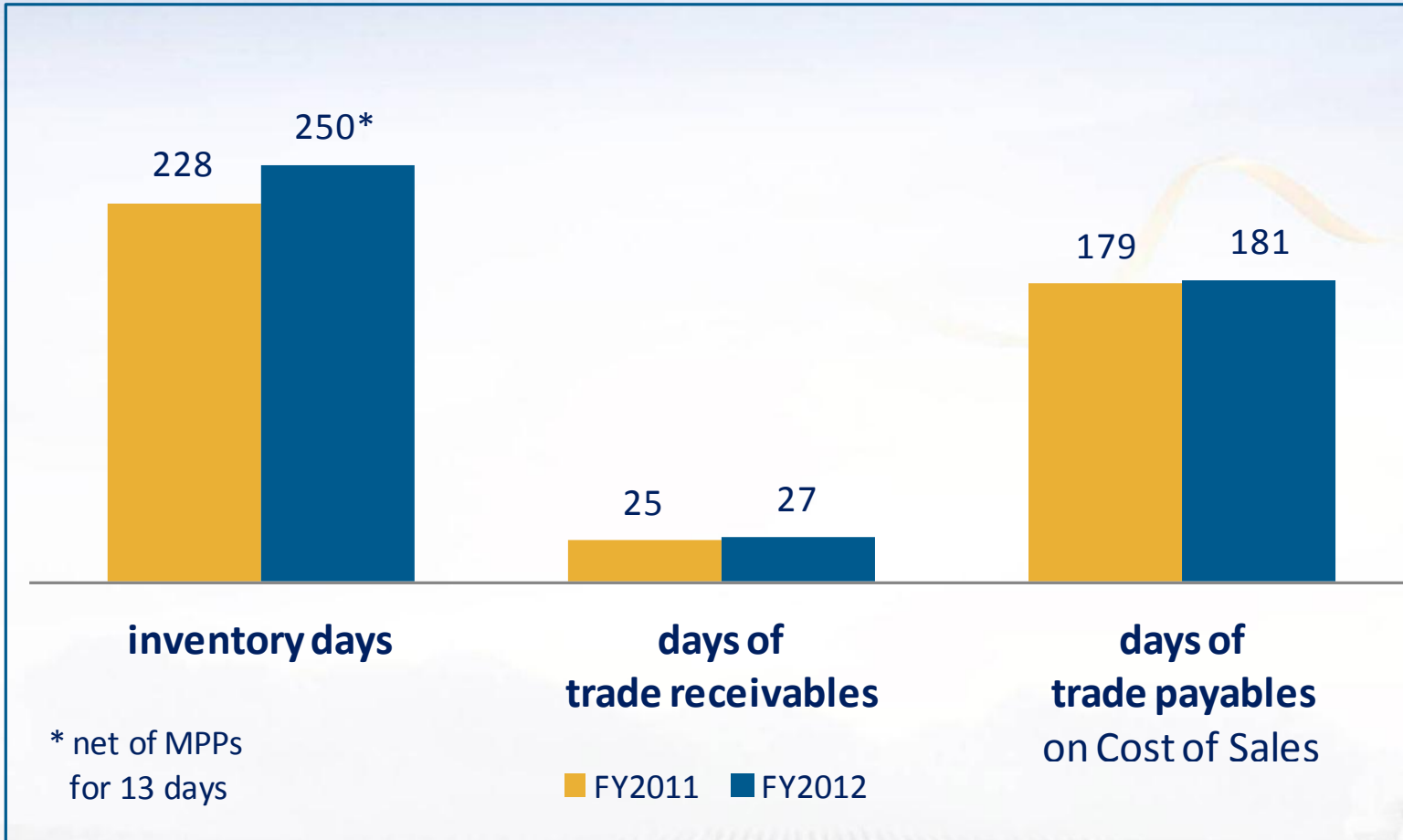
as at: (million €)	31 Mar 2011	31 Mar 2012	% Change
Profit before tax, adj. for non-cash items	157.7	196.2	24.4%
Changes in working capital	(32.6)	(17.3)	-47.0%
Income tax paid	(26.1)	(43.5)	66.4%
Net cash flow from operations	98.9	135.4	36.9%
Cash outflow from investing	(49.4)	(83.4)	
Cash flow from financing	213.4	(37.8)	
Effect of the exchange rate changes	(1.4)	(5.8)	
Net change in cash and cash equivalents	261.5	8.4	

Cash flow from operations



* Profit before tax, adjusted from non-cash items

Working capital ratios



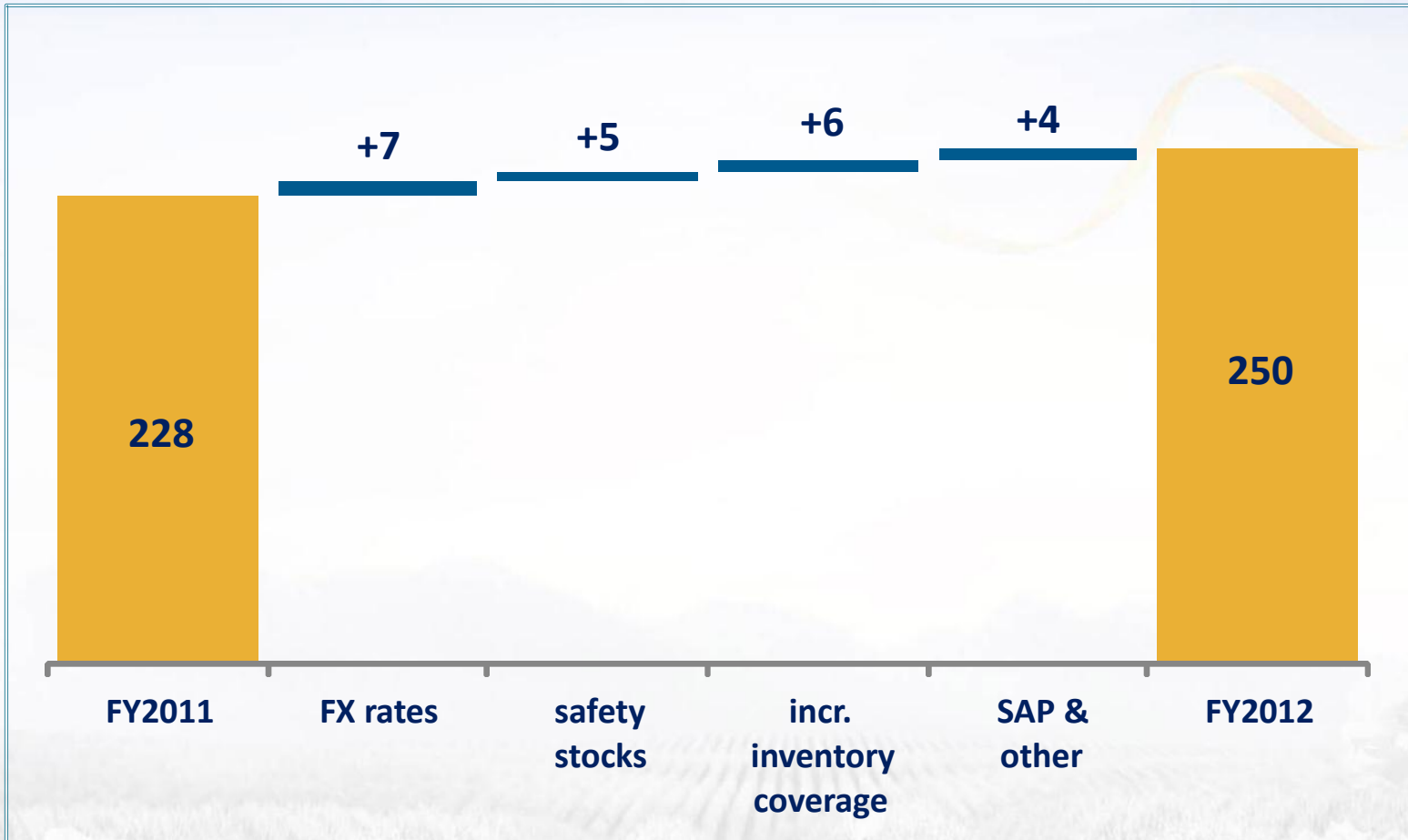
⁽¹⁾ Average inventory turnover days: average inventory divided by cost of sales and multiplied by 182.5. Average inventory equals the average of net inventory at the beginning and end of each period.

⁽²⁾ Turnover days of trade receivables: average trade receivables divided by net sales and multiplied by 182.5. Average trade receivables equals the average of net trade receivables at the beginning and end of each period.

⁽³⁾ Turnover days of trade payables: average trade payables divided by cost of sales and multiplied by 182.5. Average trade payables equals the average of trade payables at the beginning and end of each period.

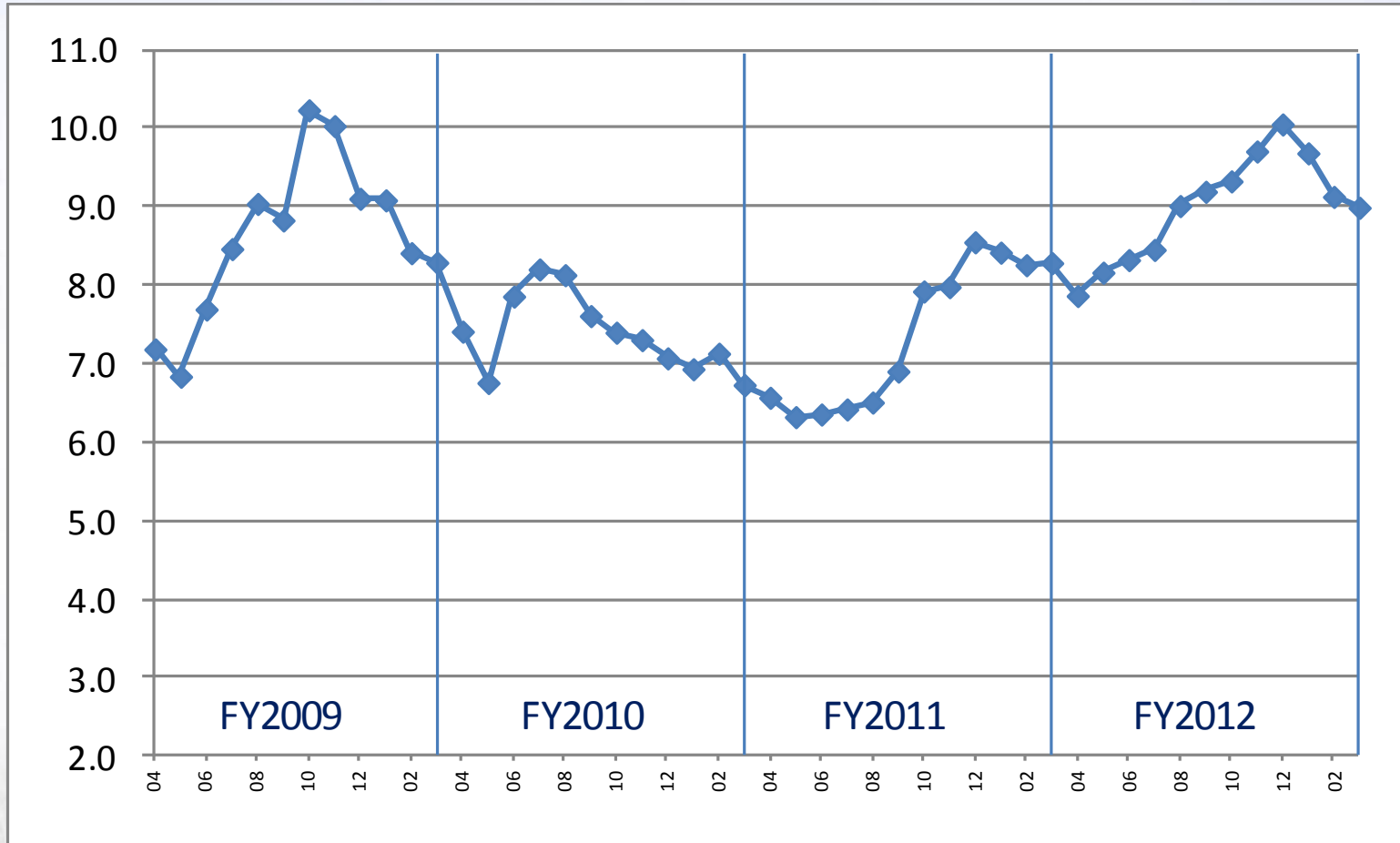
Inventory turnover days

(excluding effect of mini products and pouches “MPPs”)

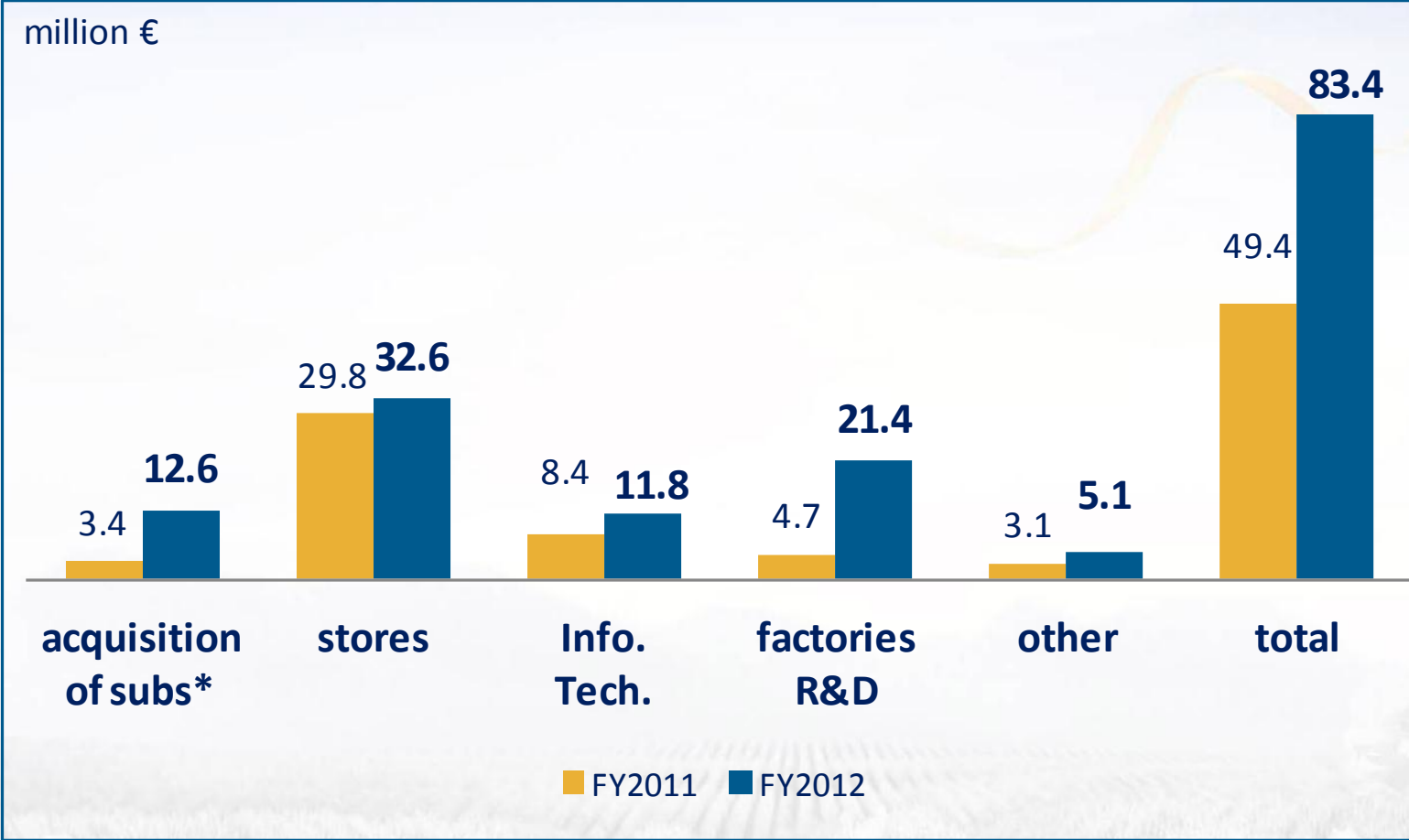


Inventory coverage (months)

(constant rates, excluding effect of MPPs)



Capital expenditures



* Malaysia

Balance sheet ratios

	31 Mar 2011	31 Mar 2012
For the year ended		
Profitability		
Return on Capital Employed (ROCE) ⁽¹⁾	30.4%	29.1%
Return on equity (ROE) ⁽²⁾	17.8%	18.6%
Liquidity		
Current ratio (times) ⁽³⁾	3.35	3.39
Quick ratio (times) ⁽⁴⁾	2.67	2.63
Capital adequacy		
Gearing ratio ⁽⁵⁾	7.6%	7.6%
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 non-current liabilities) + working capital

Strategic review and achievements

**SOLID PROGRESS IN FY2012
AMID CHALLENGING MARKET CONDITIONS**

SOLID BUSINESS FOUNDATION

STRONG FINANCIAL RESULTS

INVESTING IN GROWTH OPPORTUNITIES

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Strategic review and achievements



SOLID BUSINESS FOUNDATION

- Accelerated top-line growth and own store network development
- Posted strong growth for China, Russia, Brazil, Hong Kong
- Achieved a turnaround in the USA
- Maintained growth in challenged markets such as Japan, Europe including Spain and Italy

Strategic review and achievements



STRONG FINANCIAL RESULTS

- Net sales up 18.3% and Profit for the year up 20.9%
- Increased cash inflow from operating activities by 37%
- Financed major capital expenditure program : record retail network expansion, store renovations, central warehouse, revamping of factories, information systems
- Proposed dividend per share up 83.7%, payout ratio raised

Strategic review and achievements



INVESTING IN GROWTH OPPORTUNITIES

- Continued investments in Research & development, product marketing and development resources
- Increased marketing spending in % of net sales
- Upgraded our systems and processes to sustain future growth:
 - Went live successfully with SAP and initiated roll-out
 - Established global planning function
 - Merged and integrated both factories to achieve synergies and efficiency

Strategy and outlook

STRATEGY

1. Develop our brands in strategic channels:

- Invest in under-penetrated markets through stores expansion (China, other Asian countries, Russia, Brazil)
- Take advantage of momentum to open new stores in the USA, Germany and the UK
- Further develop larger format stores
- Invest and continue our store renovation program
- Focus on internet and e-commerce initiatives
- Push travel retail business

Strategy and outlook

2. Pursue operational excellence:

- Drive productivity and efficiency through the optimisation of our platform, upgraded in FY2012:
warehouses, revamping of the Lagorce factory, merger, SAP
- Continuing the progress:
- Full renovation of the Manosque factory, capacity expansion and new R&D facility
- Further roll-out of SAP in major markets
- Execute efficiency and productivity program

3. Build strong foundation for sustainable profitable growth by launching new products and brands initiatives

Strategy and outlook

OUTLOOK

- Troubled economy, as currently in Europe
- We would benefit from a softening of the Euro
- Expect the demand for natural cosmetics to remain resilient, particularly in the emerging countries

In this context, FY2013 should continue to see further progress and developments

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 End

