

The image features the L'Occitane logo at the top center, consisting of the brand name in a serif font, followed by 'EN PROVENCE' in a smaller sans-serif font, and 'L'OCCITANE INTERNATIONAL S.A.' in a larger sans-serif font. The background is a scenic landscape of a vast yellow field of flowers under a blue sky with light clouds. In the foreground, several stalks of yellow flowers are in sharp focus, while the rest of the field and the distant mountains are blurred.

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

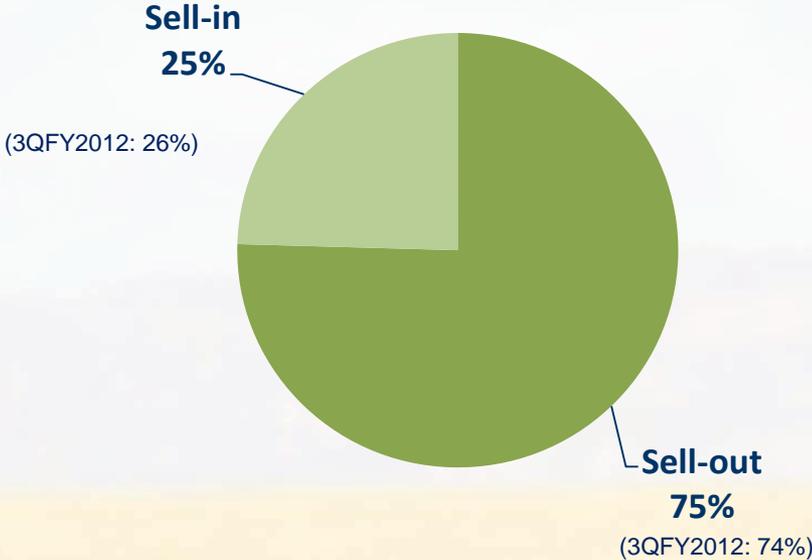
**UNAUDITED TRADING UPDATE  
FOR THE NINE MONTHS ENDED 31 DECEMBER 2012**

# Highlights

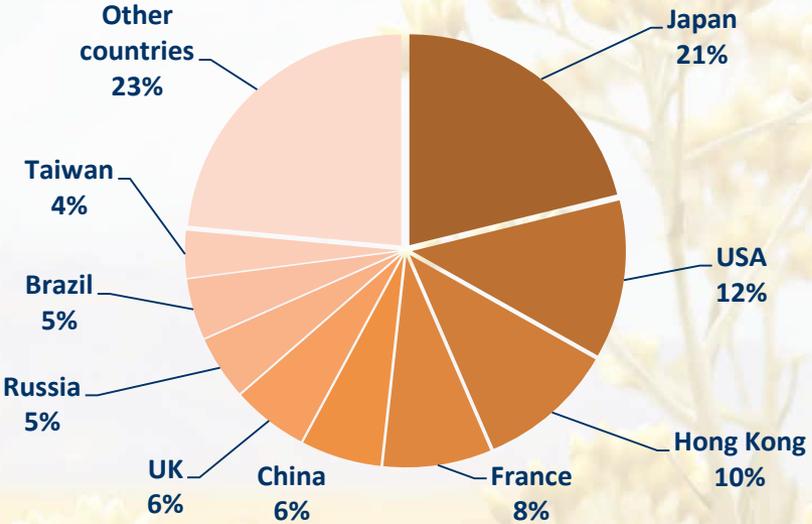
For the period ended: (million €)	31 Dec 2011	31 Dec 2012	Change
<b>Net Sales</b>	<b>681.4</b>	<b>801.3</b>	<b>+17.6%</b>
<b>Growth in local currency</b>			<b>+12.2%</b>
<b>Growth per segment at actual exchange rates:</b>			
<b>Sell-out</b>			<b>+19.1%</b>
<b>Sell-in</b>			<b>+13.1%</b>
<b>Fastest growing countries (local currency):</b>			
<b>Russia</b>			<b>+33.4%</b>
<b>China</b>			<b>+26.8%</b>
<b>Same Store Sales Growth</b>	<b>+6.1%</b>	<b>+3.2%</b>	<b>-2.9 pp</b>
<b>Net Store openings excluding acquisitions</b>	<b>122</b>	<b>130</b>	<b>+8</b>

# Net sales breakdown

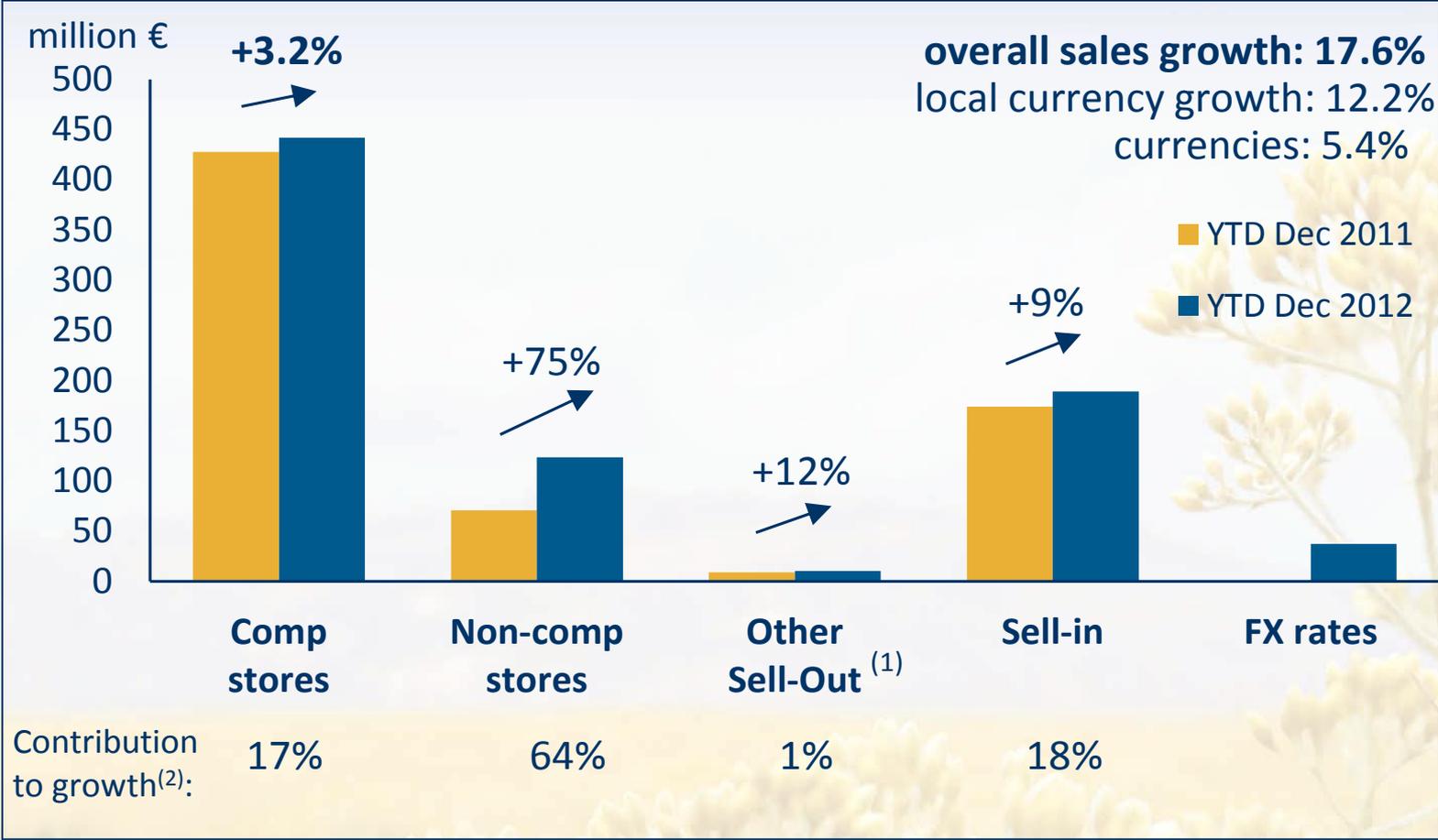
Retail led growth from Sell-out



Exposure to growth markets



# Net sales up 17.6%

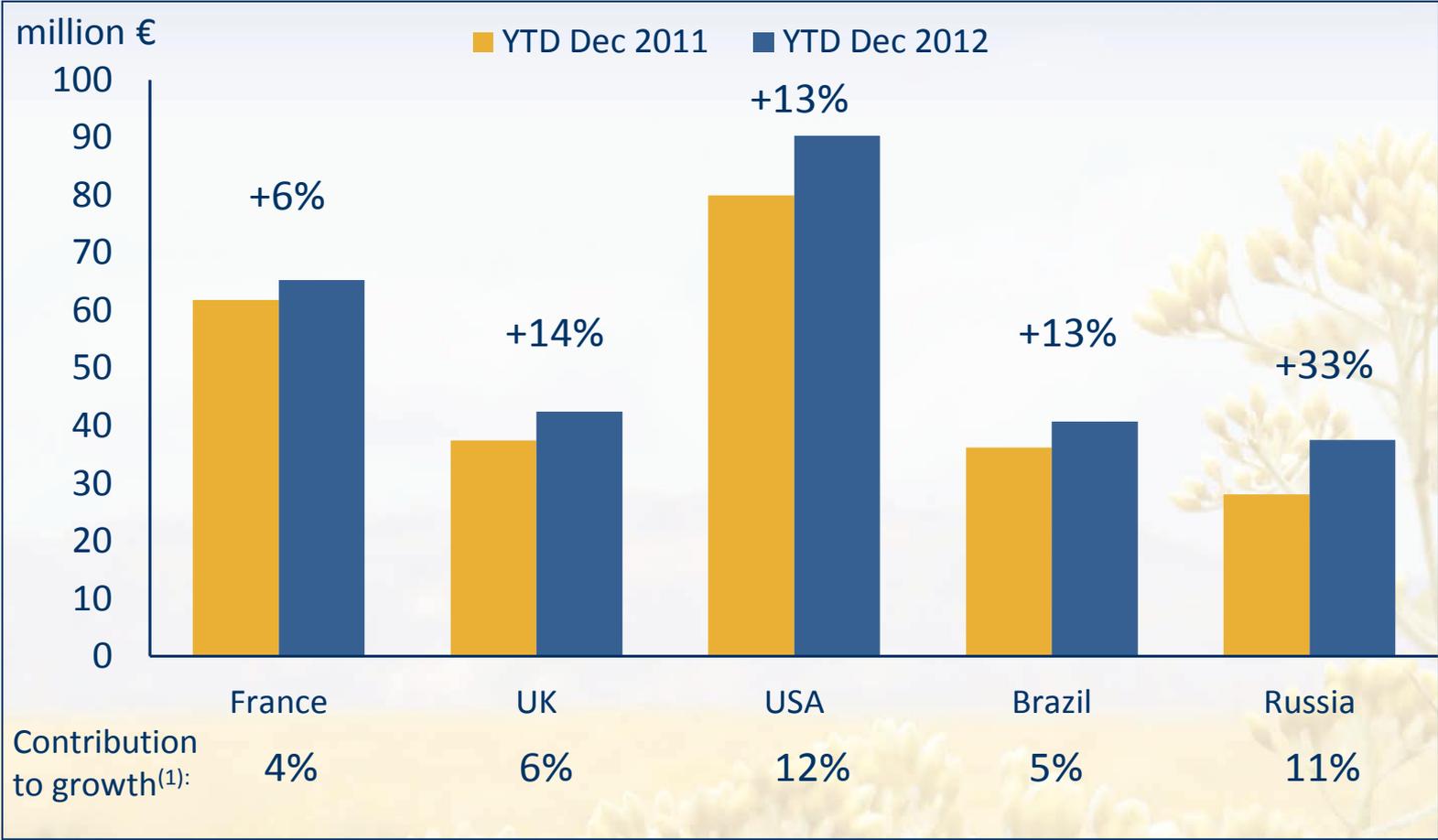


(1) Includes mail-order and other sales

(2) Excluding foreign currency translation effects

# Sales growth by geography – 1

(local currency)



<sup>(1)</sup> Excluding foreign currency translation effects

# Sales growth by geography – 2

(local currency)



(1) Excluding foreign currency translation effects

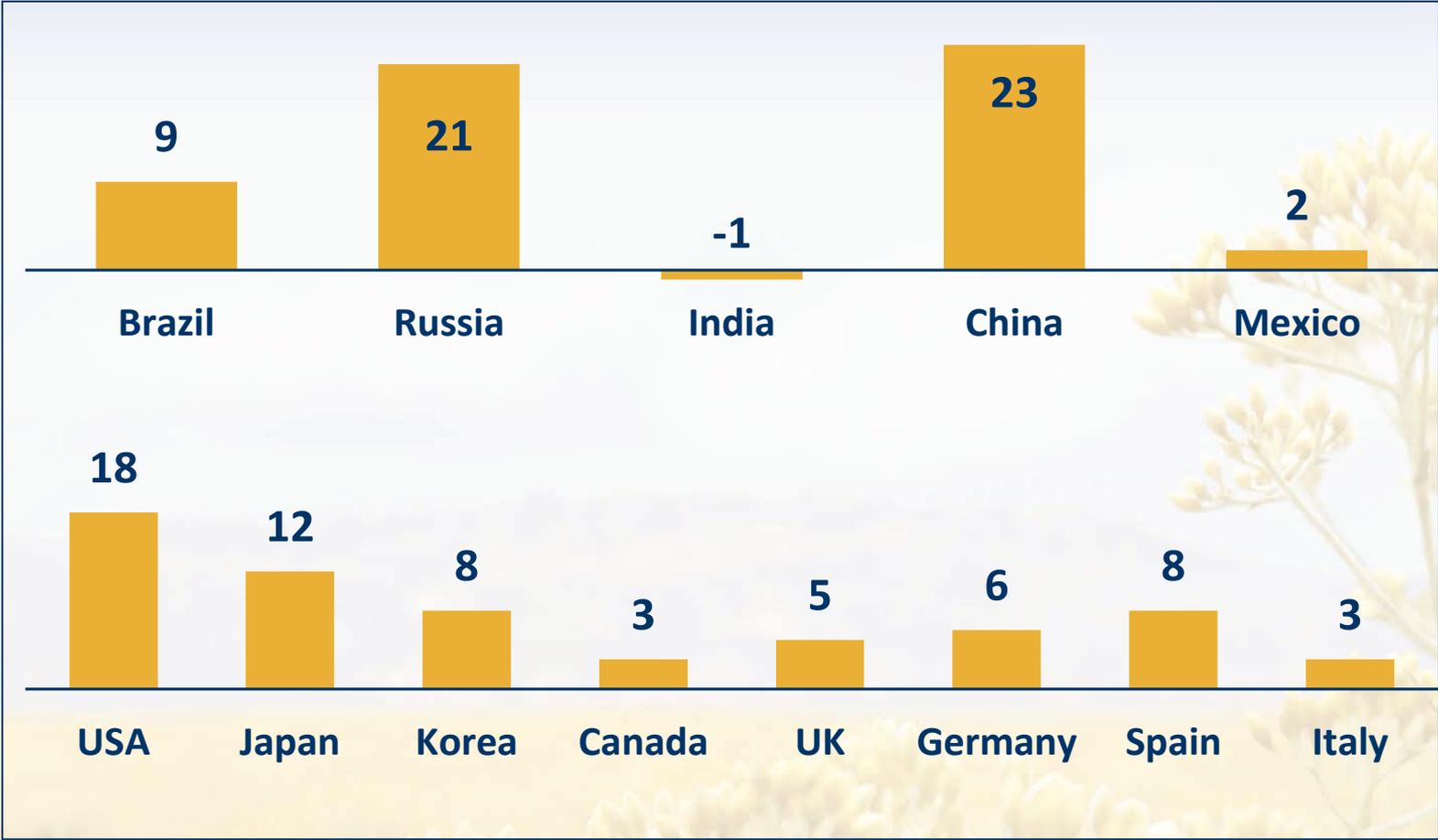
# Net stores openings by region\*

- 73 own stores were added during the 3<sup>rd</sup> Quarter



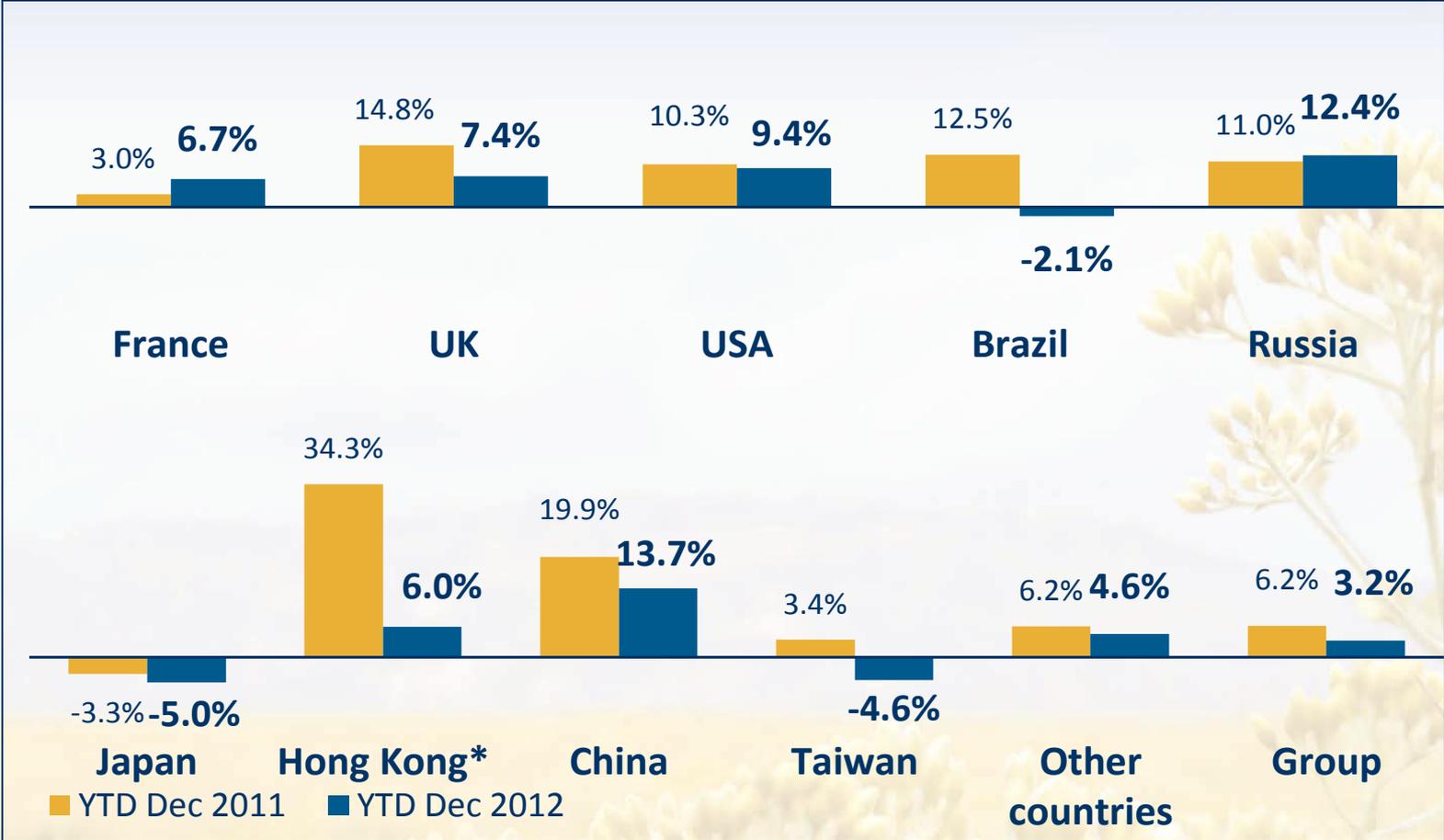
\*Excluding acquisitions, 16 stores from distributor in Malaysia and 10 stores from distributor in Ireland as at 31 December 2011 and 31 December 2012, respectively.

# Net store openings profile



# Same Store Sales Growth profile

YTD Dec 2012 as compared to YTD Dec 2011



\*Excluding the impact from store renovations and cannibalization, our Same Store Sales Growth in Hong Kong over the nine months period ended at 31 December 2012 was 18.9%

# 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*