

The background of the slide is a watercolor illustration of various flowers and leaves in shades of pink, yellow, orange, and green, scattered across the white background.

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

**Unaudited Trading Update**

**For the Three Months Ended 30 June 2013**

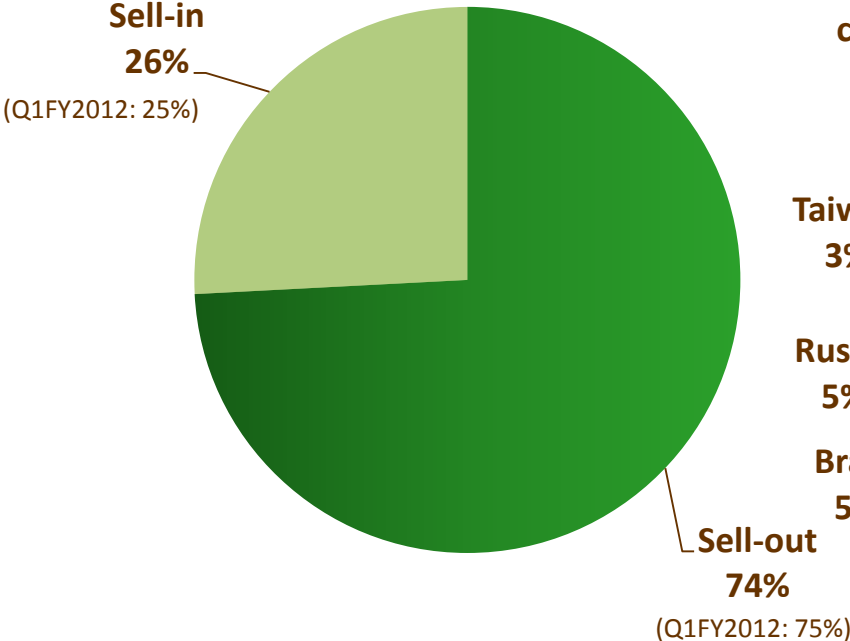
# Highlights

For the period ended:	30 Jun 2012	30 Jun 2013	Change
<b>Net Sales (million €)</b>	<b>216.5</b>	<b>220.6</b>	<b>+1.9%</b>
<b>Growth in local currency</b>			<b>+7.5%</b>
<b>Growth per segment at actual exchange rates:</b>			
<b>Sell-out</b>			<b>+1.2%</b>
<b>Sell-in</b>			<b>+3.8%</b>
<b>Fastest growing countries (local currency):</b>			
<b>China</b>			<b>+28.0%</b>
<b>Russia</b>			<b>+16.0%</b>
<b>Same Store Sales Growth*</b>	<b>+0.7%</b>	<b>+0.8%</b>	<b>+0.1 pp</b>
<b>Net Store openings excluding acquisitions</b>	<b>33</b>	<b>32</b>	<b>(1)</b>

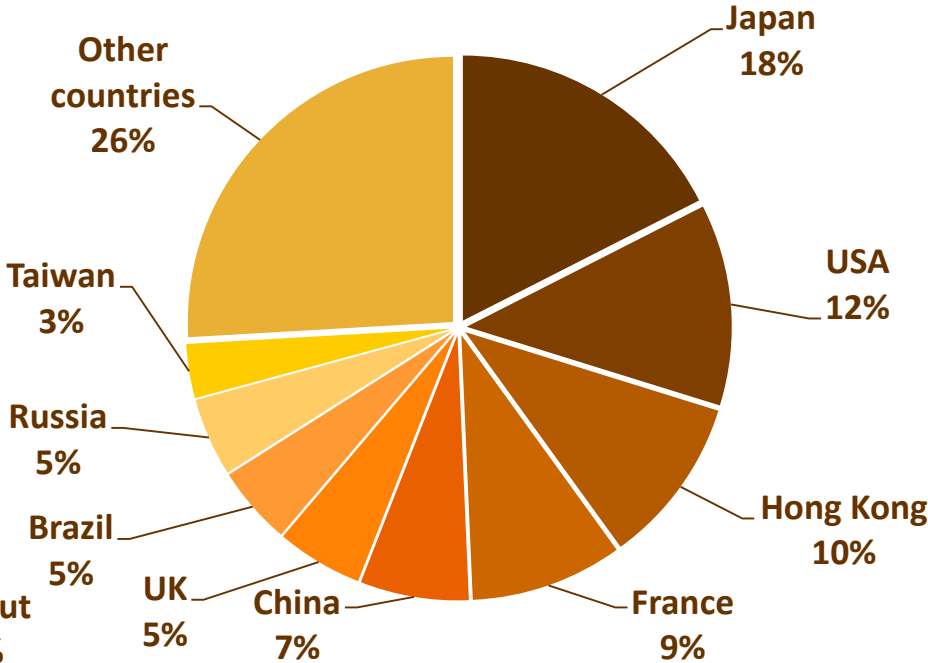
\*Including E-commerce and excluding stores closed for renovation.

# Net Sales Breakdown

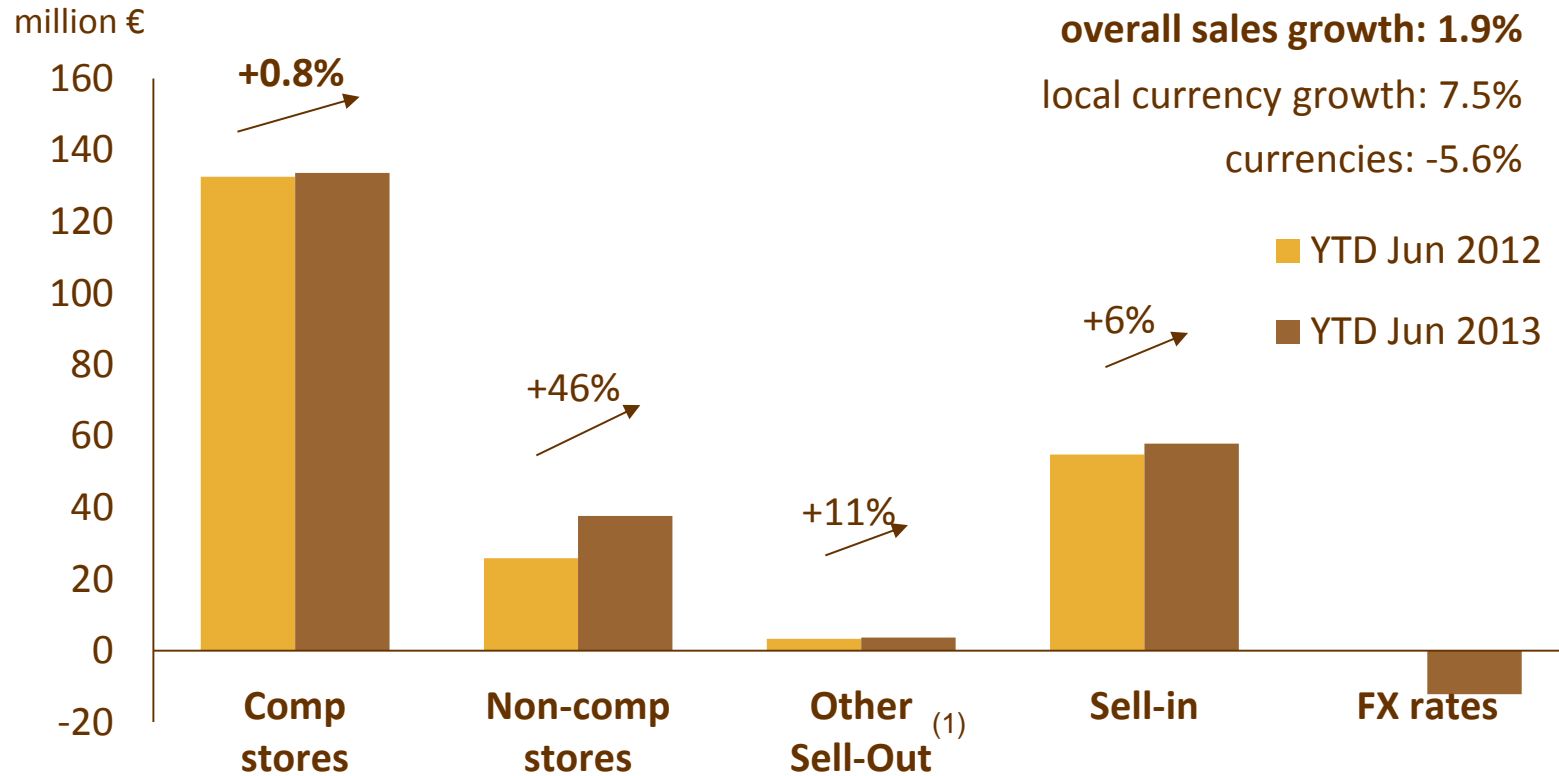
Retail led growth from Sell-out



Exposure to growth markets



# Net sales up 7.5%, local currency growth



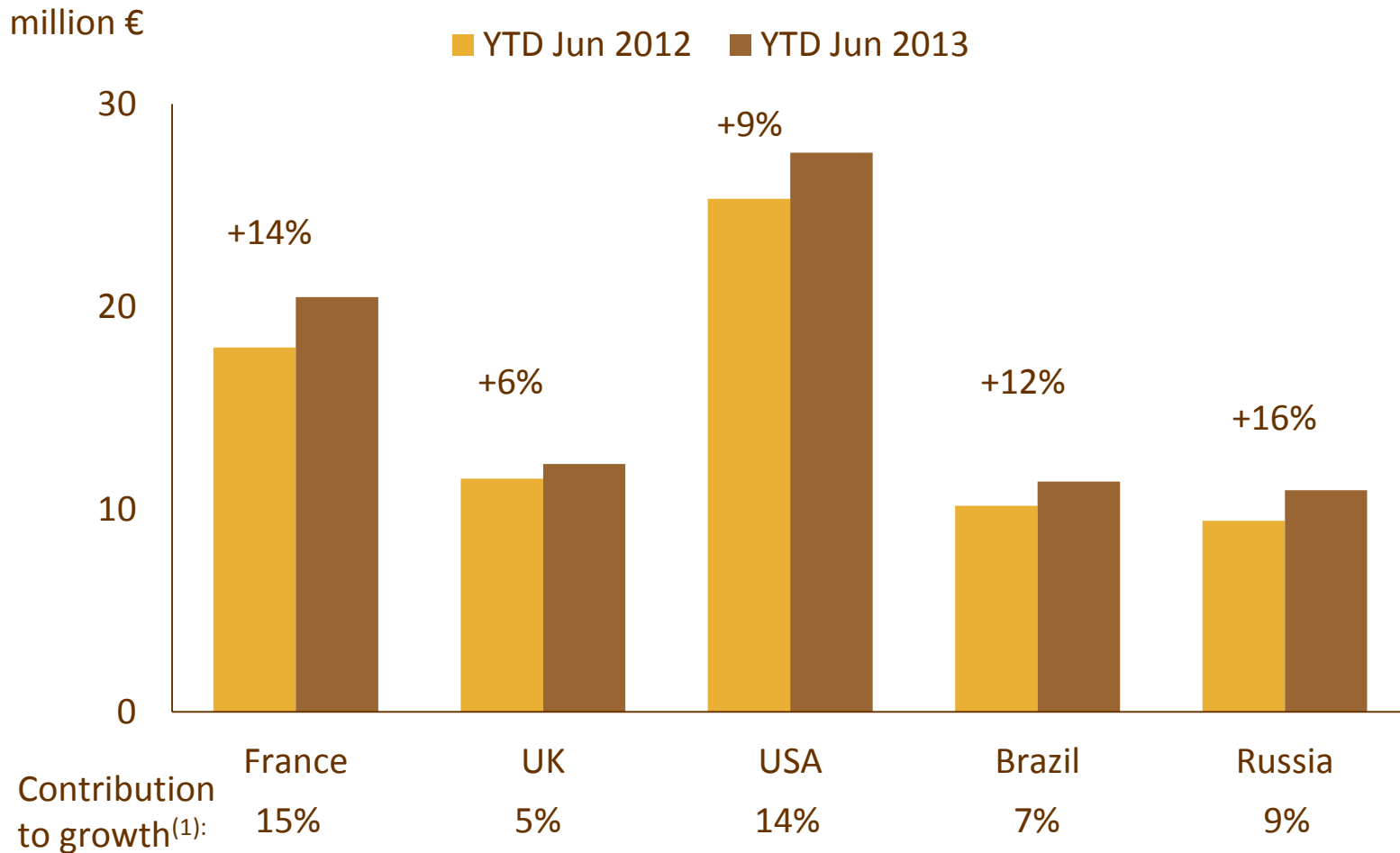
Contribution to growth<sup>(2)</sup>:

Comp stores	6%
Non-comp stores	73%
Other Sell-Out <sup>(1)</sup>	2%
Sell-in	19%

<sup>(1)</sup> Includes mail-order and other sales

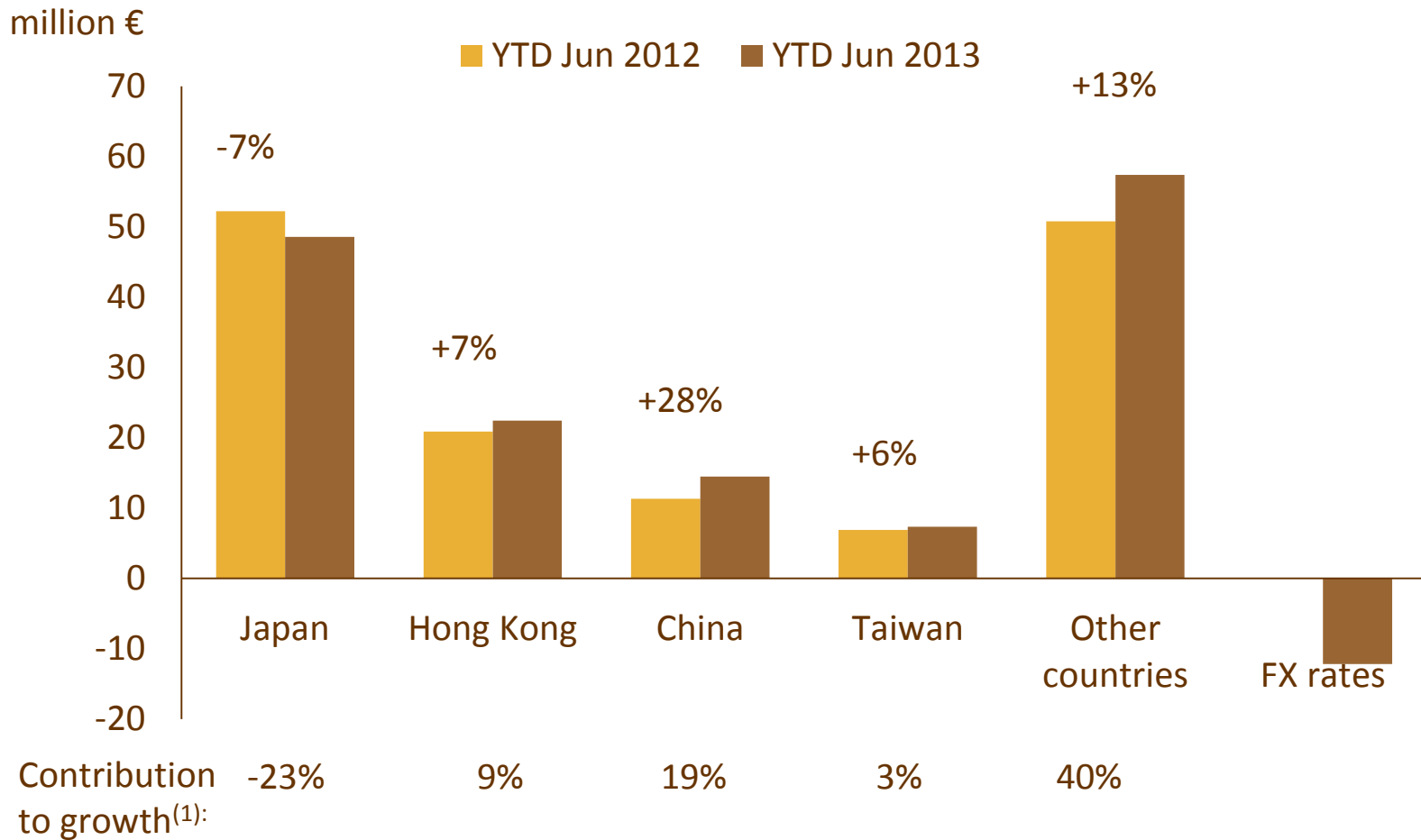
<sup>(2)</sup> Excluding foreign currency translation effects

# Sales growth by geography - 1



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

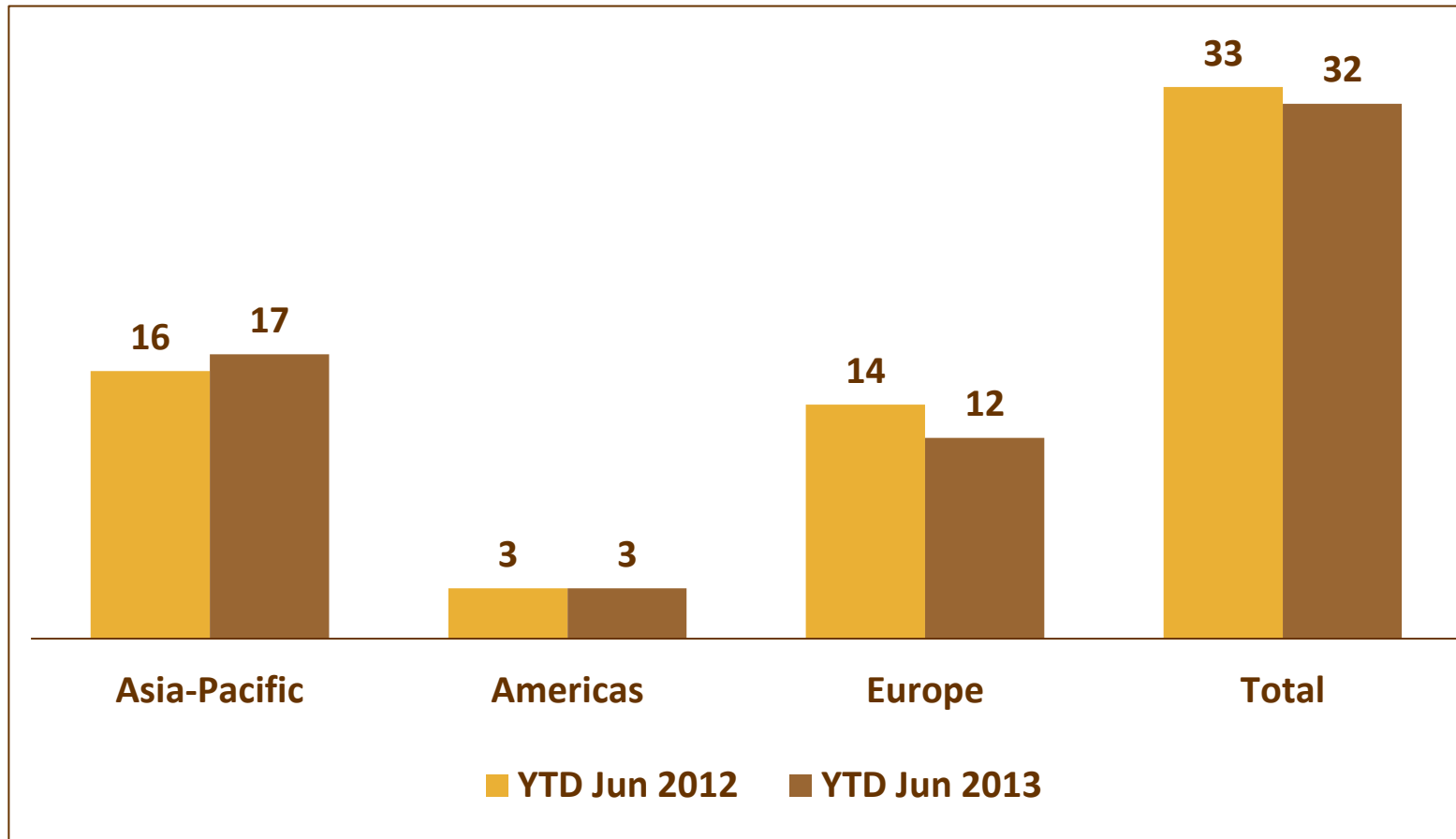
# Sales growth by geography - 2



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

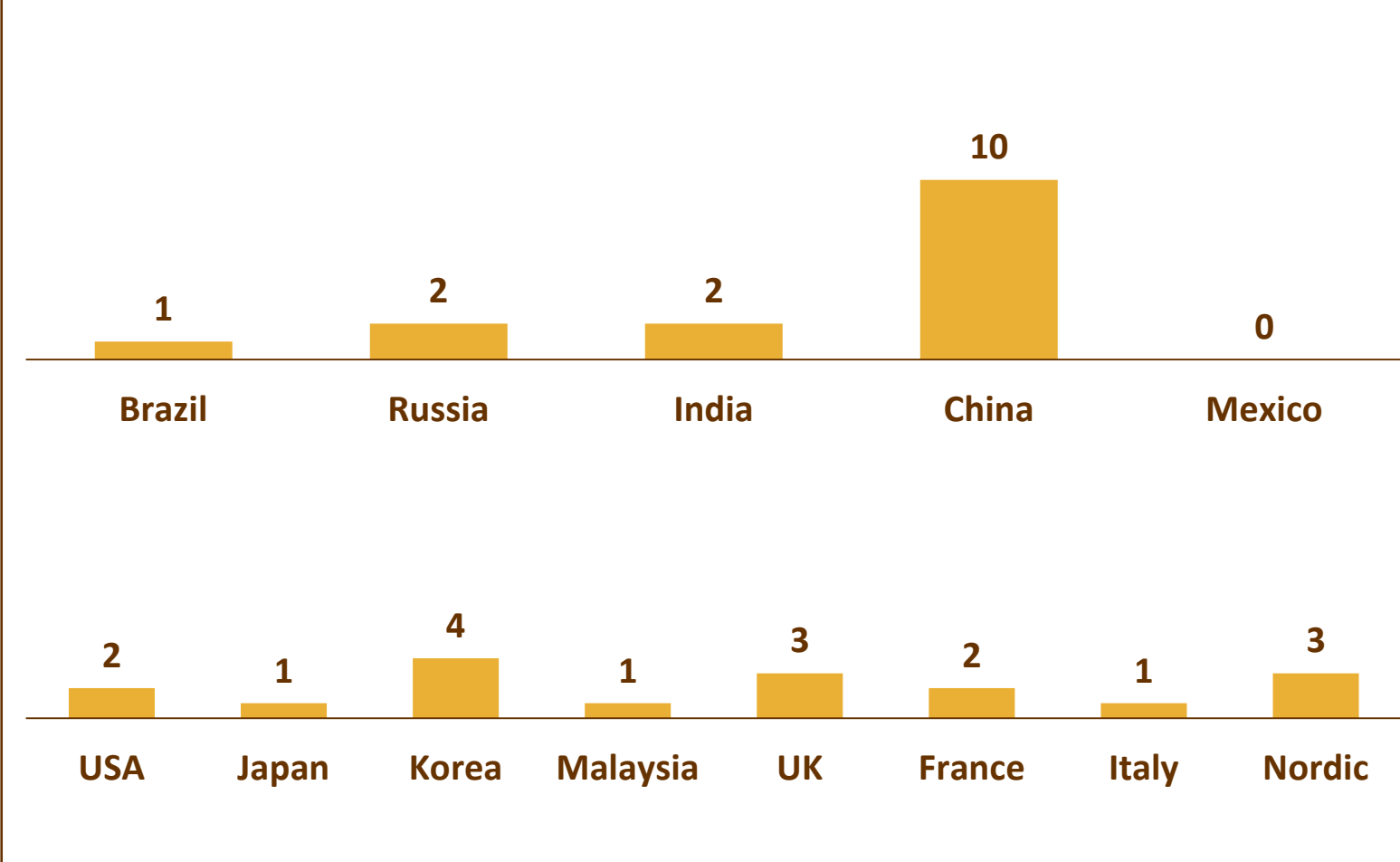
# Net store openings by region \*

- 32 own stores were opened during the 1<sup>st</sup> quarter



\*Excluding acquisition of 6 stores from distributor in South Africa.

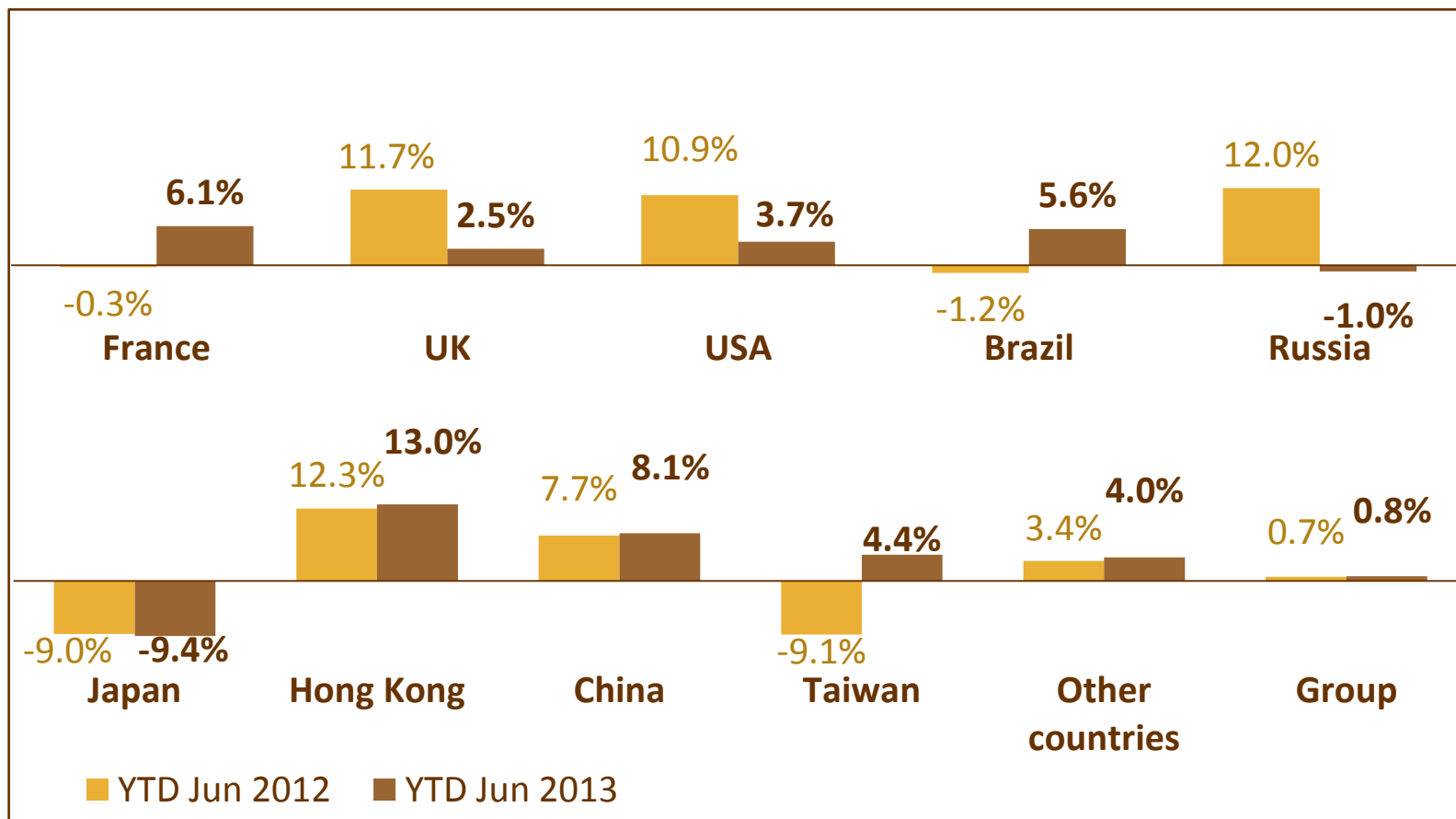
# Net store openings profile





# Same store sales growth profile \*

- YTD June 2013 as compared to YTD Jun 2012



\*Including E-commerce and excluding stores closed for renovation.

# 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.



**THANK YOU!**



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—  
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EN PROVENCE