[For Immediate Release]

L'OCCITANE
EN PROVENCE

L'Occitane International S.A.

49, Boulevard Prince Henri L–1724 Luxembourg
R.C.S. Luxembourg: B80359
(Incorporated under the laws of Luxembourg with limited liability)

L'Occitane announces unaudited interim results for the six months ended 30 September 2013 Profit for the period was €14.5 million Keeping Focus with Continued Investment for Long Term Growth

1. Net sales were €446.4 million with 7.2% growth at constant exchange rates, primarily driven by China, Russia, the United States and France. China and Russia were among the fastest-growing countries.
2. Profit for the period was €14.5 million, affected notably by foreign exchange fluctuations, softer sales growth and investments for future development.
3. The net own stores openings were 76 as compared to 57 over the same period last year, excluding the acquisition of distributors.
4. The number of renovated and relocated stores was 68 as compared to 42 stores over the same period last year.
5. Same Store Sales Growth was 0.9%.
6. The Group is in a net positive financial position with cash and cash equivalents of €289.7 million as compared to €292.0 million over the same period of last year.

FINANCIAL HIGHLIGHTS

(in €'000, unless otherwise stated)	**For the six months ended 30 September 2013**	2012	Change
Net sales	**446,361**	449,227	-0.6%
Gross profit	**362,526**	368,790	-1.7%
Gross margin	***81.2%***	*82.1%*	
Operating profit	**21,446**	41,856	-48.8%
Operating margin	***4.8%***	*9.3%*	
Profit for the period	**14,545**	34,512	-57.9%
Net margin	***3.3%***	*7.7%*	
Basic EPS (€)	**0.009**	0.023	-58.6%
Cash and cash equivalents	**289,698**	292,029	-0.8%
Total borrowings	**91,462**	92,937	-1.6%
Return on capital employed (%)	**3.1%**	7.9%	
Return on equity (ROE) (%)	**2.0%**	5.2%	
Gearing ratio (%)	**8.8%**	9.4%	
Debt to equity ratio	**Net cash position**	Net cash position	

(25 November 2013, Hong Kong) L'Occitane International S.A. ("L'Occitane" or the "Group"; SEHK stock code: 973), a global, natural and organic ingredient-based cosmetics and well-being products enterprise with strong regional roots in Provence, France, today announces the unaudited consolidated interim results for the six months ended 30 September 2013.

Profit for the period was €14.5 million for the six-month period ended 30 September 2013, down 57.9% as compared to the same period of last year. Slower sales growth from Japan, one of the Group's key markets, foreign exchange fluctuations, notably from a weak Japanese yen against the Euro, and pressure on profitability resulted from increased spending and investments were the major factors leading to the weaker performance.

At constant exchange rates, net sales increased by 7.2% for the six months ended 30 September 2013. Net sales for the period amounted to €446.4 million, a 0.6% or €2.9 million decrease from the same period of the previous year, mainly due to foreign currency translation effects.

During the period, the Group continued to expand with new openings and important renovations in various markets globally. It also stepped up its marketing efforts in direct marketing, digital, advertising, research and development and international management despite a challenged macro environment. These efforts enabled the Group to deliver growth in most markets at constant exchange rates during the period.

China and Russia continued to be the best-performing markets, growing at 18.7% and 17.0% respectively, at constant rates. Developed markets like France, the United Kingdom and the United States continued to contribute and maintain solid sales growth at 10.7%, 9.2% and 10.8% respectively, at constant rates.

The digital online channel remained one of the key areas of focus and growth for the Company. The online retail channel maintained its momentum with 23.9% growth at constant exchange rates for the six months ended 30 September 2013.

At constant exchange rates, Comparable Store Sales represented 7.0% of Overall Growth for the period ended 30 September 2013 while Non-comparable Store Sales during the period represented 74.0% of Overall Growth, while the Sell-in segment contributed 17.6% to Overall Growth.

Aligned with its corporate strategy, the Group continued to expand with new openings and significant renovations in various markets globally. For the six-month period, the Group added 82 own retail stores to 1,280. The net addition of 82 stores included 40 in Asia, 20 in Europe, 16 in the Americas and 6 in Africa. As at 30 September 2013, the total number of retail locations where its products are sold increased to 2,506. The number of renovated and relocated stores was 68 as compared to 42 stores over the same period last year.

The first half of the Group's financial year marked as well the successful launch of Japan's renovated Aoyama flagship and reflected the Group's focus and on-going efforts to improve its business in Japan. Part of the restructuring program for Japan includes an aggressive renovation program which will take place over the following two years with a significant part of the retail network to be upgraded.

Despite the weaker performance, the Group's balance sheet remained healthy. As at 30 September 2013, the Group is in a net positive financial position with cash and cash equivalents of €289.7 million as compared to €292.0 million over the same period of last year. As at 30 September 2013, the Group's gearing ratio was 8.8%.

Mr. Reinold Geiger, Chairman and CEO of L'Occitane, said, "During the period under review, we have striven to balance revenue growth from the respective brands, increased investments and infrastructure efficiencies to drive sustainable long term profit growth across the Group. Keeping focus on the long term, we aim to continue moving forward with confidence and will invest for the future whilst maintaining sustainable business performance."

Looking forward to the second half, Mr. Geiger said, "The Group will continue to execute our corporate strategy to expand its own retail network through opening more stores globally, upgrading existing stores in all our key markets, investing to strengthen our brands in our Group's portfolio, directing efforts to enhance our presence in the digital channel, and further improving our operational processes. We remain committed to our vision and will continue to invest and take advantage of potential business opportunities to create lasting value for our shareholders."

— End —

About L'Occitane International S.A.

L'Occitane International S.A. (the "Company") is a global, natural and organic ingredient-based cosmetics and well-being products manufacturer and retailer with strong regional roots in Provence, France. The Company has five brands (L'Occitane en Provence, L'Occitane au Brésil, Melvita, Le Couvent des Minimes and Erborian) in its portfolio and is committed to developing and retailing high quality products that are rich in natural and organic ingredients of traceable origins and respect for the environment.

iPR Ogilvy LTD.
Callis Lau / Charis Yau / Janis Lai / Andrea Leung
Tel: (852) 2136 6952/ 2136 6183/ 3920 7646/ 3920 7684
Fax: (852) 3170 6606
Email: loccitane@iprogilvy.com