



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

**Unaudited Trading Update
For the Nine Months Ended 31 December 2013**

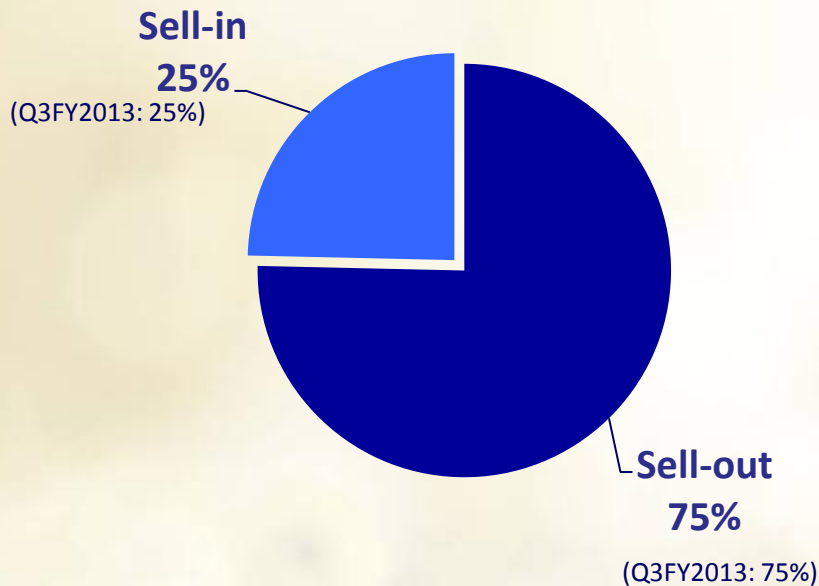
Highlights

For the period ended:	31 Dec 2012	31 Dec 2013	Change
Net Sales (million €)	801.3	803.9	+0.3%
Growth in local currency			+8.7%
Growth per segment at constant exchange rates:			
Sell-out			+9.9%
Sell-in			+4.9%
Fastest growing countries (local currency):			
China			+18.8%
Russia			+18.0%
Same Store Sales Growth *	3.3%	2.5%	-0.8 pp
Net Store openings excluding transactions with distributors	130	108	-22

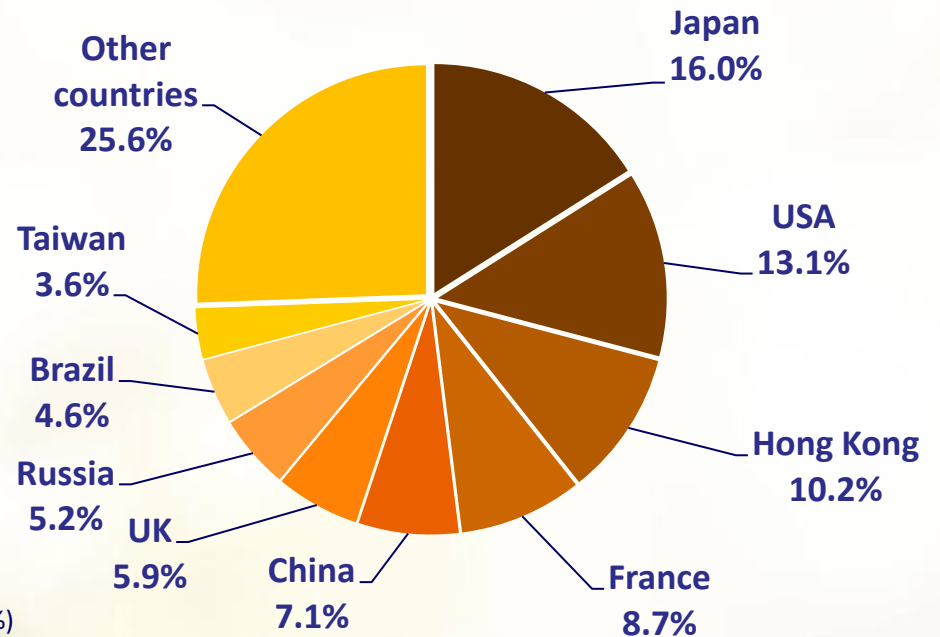
*Including E-commerce and excluding stores closed for renovation.

Net Sales Breakdown

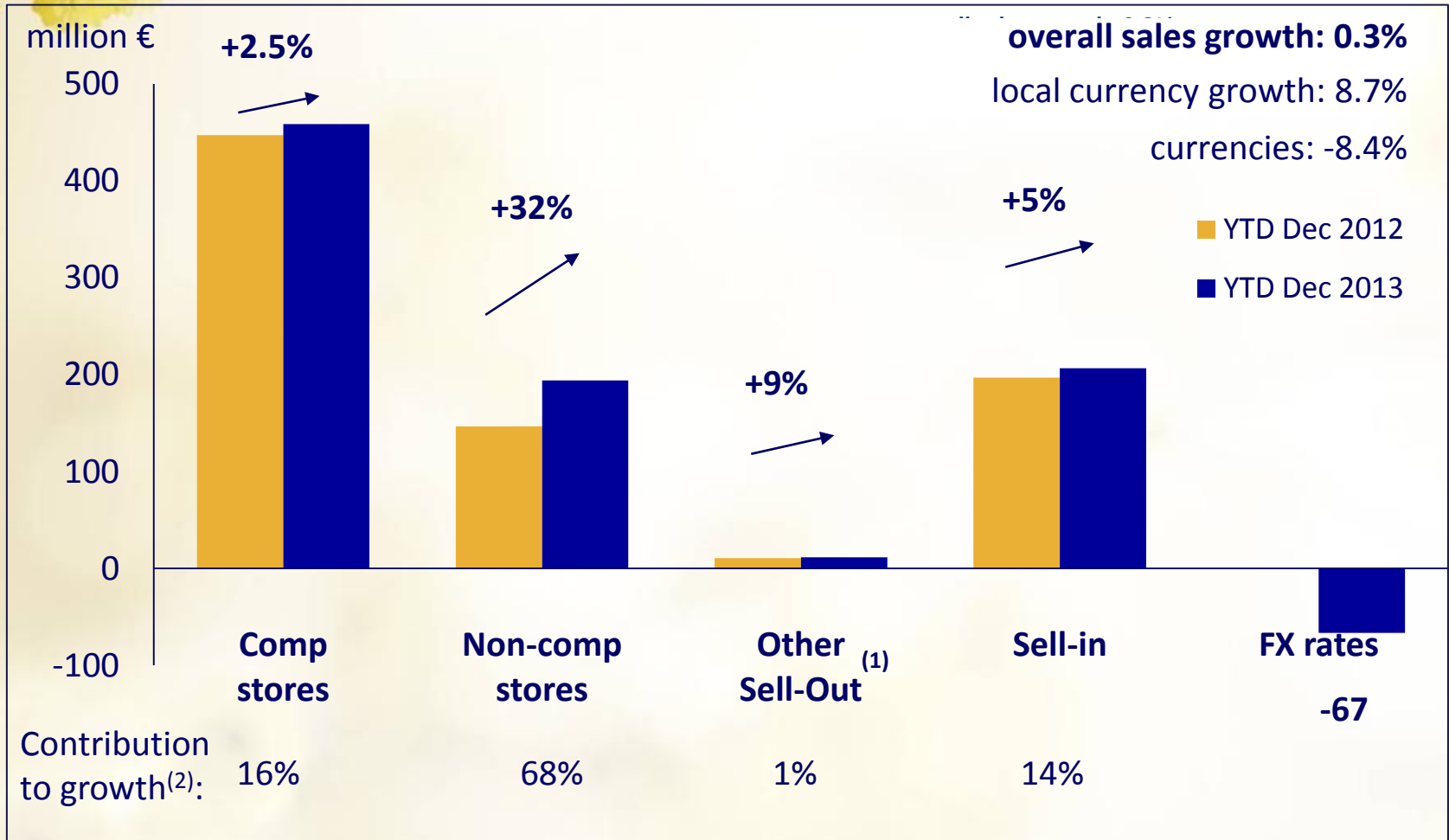
Retail led growth from Sell-out



Exposure to growth markets



Net sales up 8.7%, local currency growth

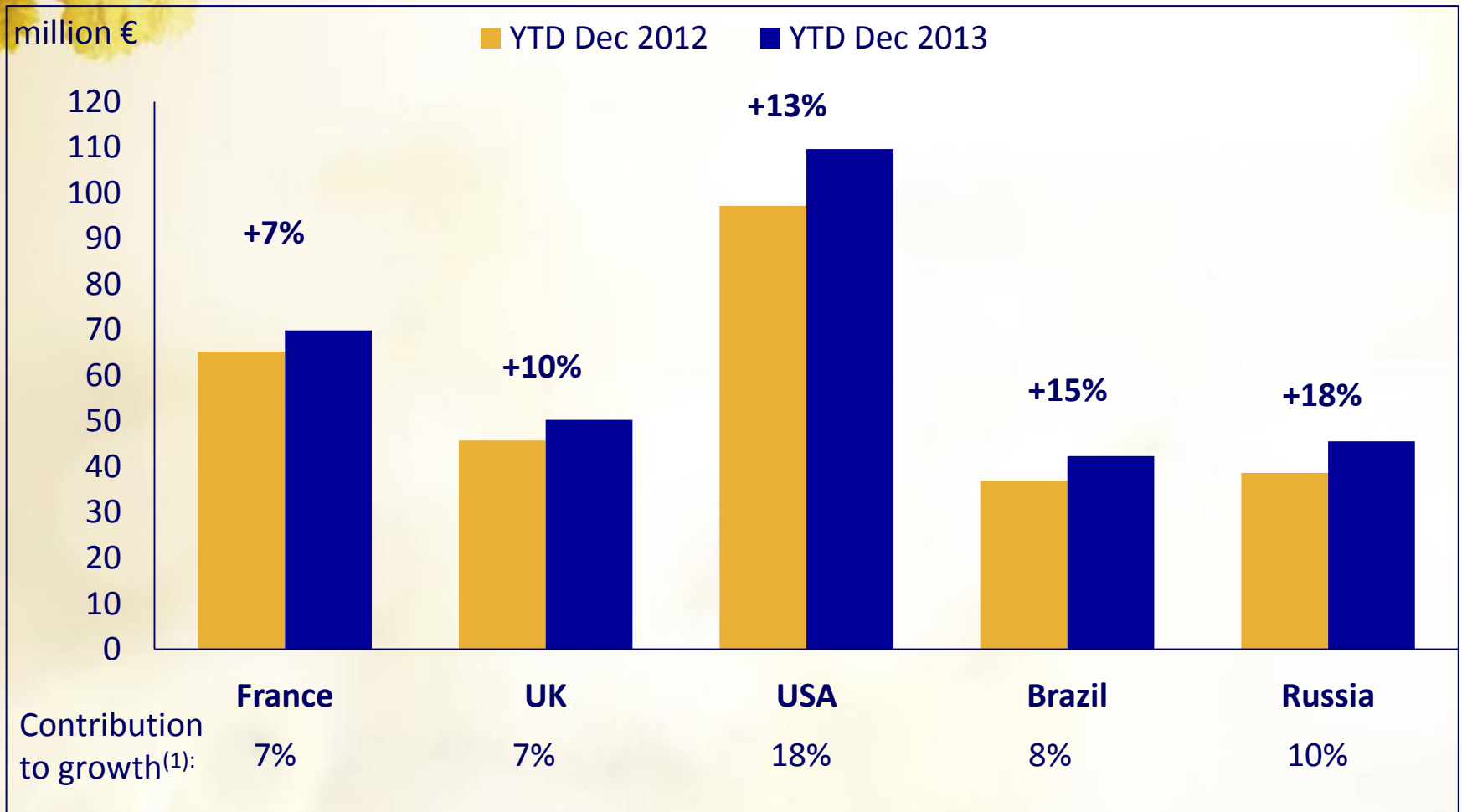


⁽¹⁾ Includes mail-order and other sales

⁽²⁾ Excluding foreign currency translation effects

Sales growth by geography – Americas and Europe

- Local currency growth



⁽¹⁾ Excluding foreign currency translation effects

Sales growth by geography – Asia & Other Countries

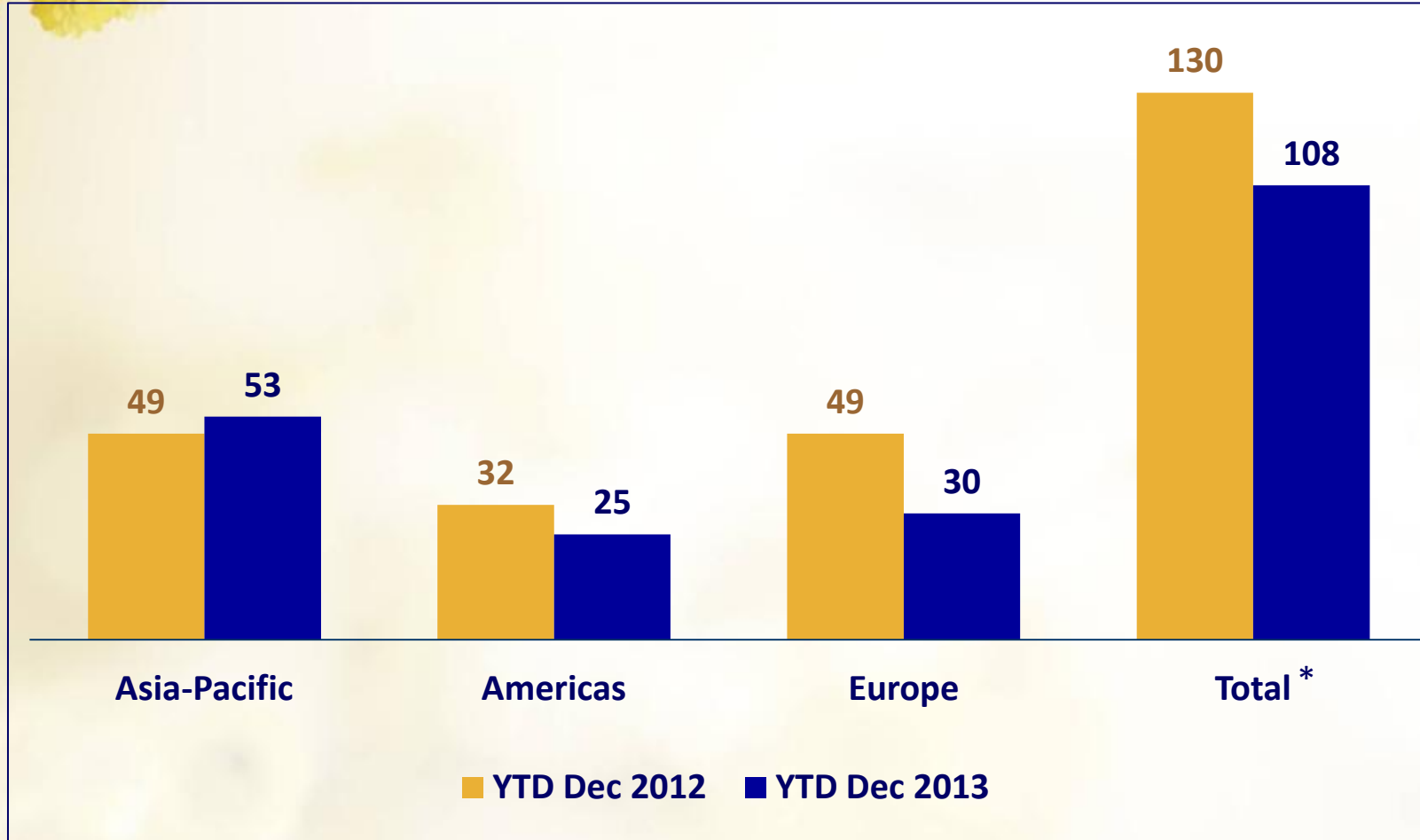
- Local currency growth



⁽¹⁾ Excluding foreign currency translation effects

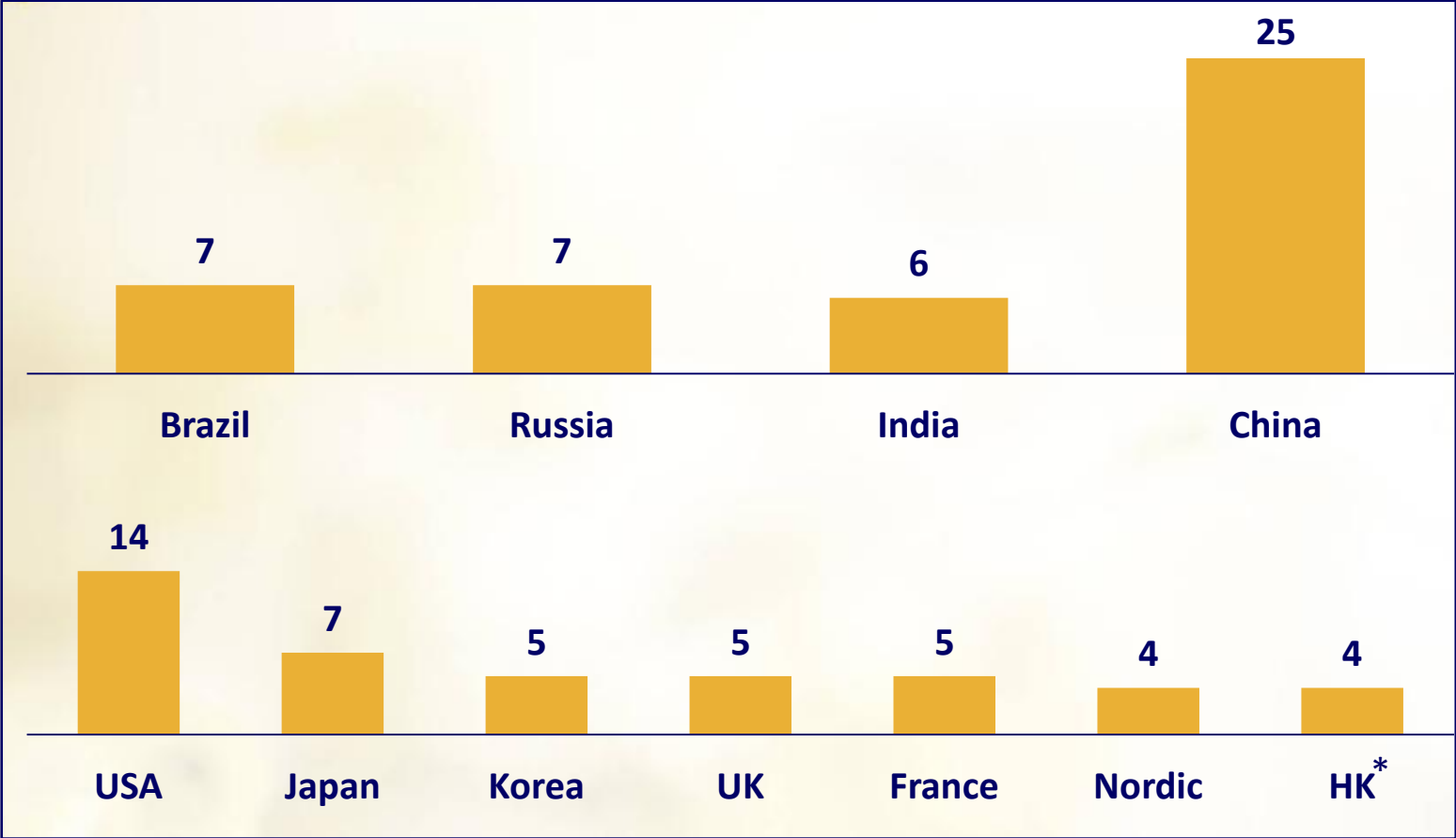
Net store openings by region

- 108 own stores opened (excl. transactions with distributors) during the nine months ended 31 December 2013



*Excluding 6 stores acquired from distributor in South Africa and 7 stores sold to distributor in Taiwan in YTD Dec 2013 and 10 stores acquired from distributor in Ireland in YTD Dec 2012

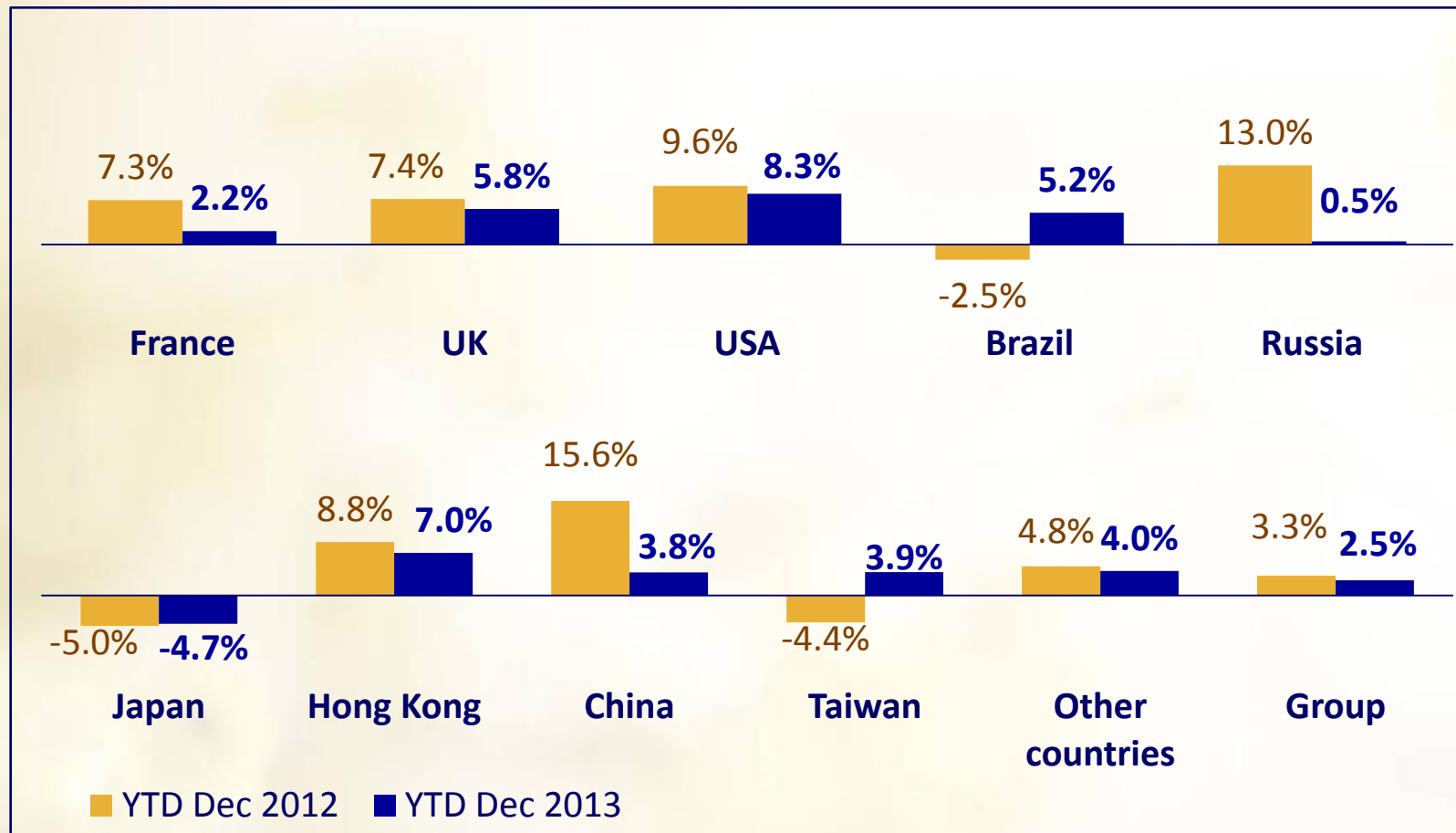
Net store openings profile



* including 2 stores opened in Macau

Same store sales growth profile *

- YTD December 2013 as compared to YTD December 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.

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