

[For Immediate Release]



## 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 Trading Update For the Year ended 31 March 2015

**Net Sales Growth at 11.7%**  
**Strong Same Store Sales Growth at 5.7%**

\* \* \*

**Online Retail Channel Growth at 31.0%**  
**China, Hong Kong, Brazil and Russia Posted Growth at  
20.1%, 13.1%, 10.6% and 10.4% respectively  
at constant exchange rates**

(21 April 2015, Hong Kong) L'Occitane International S.A. ("L'Occitane" or the "Group"; SEHK stock code: 973), a global, natural ingredient-based cosmetics and well-being products enterprise with strong regional roots in Provence, France, today announces the unaudited trading update for the year ended 31 March 2015.

Net sales for the year ended 31 March 2015 were €1,177.9 million, an increase of 11.7% (10.3% at constant exchange rates) as compared to last year. Growth was primarily driven by China, Japan, Hong Kong and the United States. China, Hong Kong, Brazil and Russia were among the fastest growing countries (20.1%, 13.1%, 10.6% and 10.4%, respectively) at constant exchange rates.

The sell-out sales accounted for 75.0% of net sales and amounted to €883.4 million, an increase of 9.8% at constant exchange rates. Non-comparable Stores contributed mainly towards this growth as well as existing Comparable Stores, with Same Store Sales Growth at 5.7%. During the year under review, the Group's online retail channel outperformed with sales growth of 31.0% at constant exchange rates.

Net sales, net sales growth and Same Store Sales Growth by geographical areas:

€'000	For the year ended 31 March		% Growth <sup>(1)</sup>	SSS Growth <sup>(1)</sup>
	2015	2014		
Japan	<b>188,325</b>	177,749	8.8	8.7
Hong Kong	<b>134,180</b>	110,674	13.1	(1.1)
China	<b>102,975</b>	79,893	20.1	12.6
Taiwan	<b>38,985</b>	36,338	2.6	6.1
France	<b>91,279</b>	87,142	4.7	3.0
United Kingdom	<b>67,198</b>	58,582	7.0	3.7
United States	<b>153,578</b>	133,264	7.7	3.1
Brazil	<b>49,265</b>	45,992	10.6	1.9
Russia	<b>50,400</b>	59,034	10.4	11.9
Other Countries	<b>301,691</b>	266,203	11.9	4.4
<b>Total</b>	<b>1,177,877</b>	<b>1,054,872</b>	<b>10.3</b>	<b>5.7</b>

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

Sell-in sales accounted for 25.0% of the Group's total sales and amounted to €294.5 million, an increase of 11.6% at constant exchange rates. The segment continued to grow in a challenged operating environment and accounted for 27.7% of the Group's overall growth.

During the year under review, the Group maintained its selective global retail expansion, with net own-store openings at 82 excluding acquisitions, and continued its retail network upgrade with 108 stores renovated or relocated.

Mr. Reinold Geiger, Chairman and Chief Executive Officer of L'Occitane, said, "Despite the challenging market conditions in the year, we managed to achieve double-digit growth in net sales and solid recovery in Same Store Sales Growth. The performance confirms the positive results from our corporate initiatives in operations, sales and marketing."

"In the coming year, we will execute our long-term growth strategy to build a stronger and more efficient company. While we expand and upgrade our store network, we will also strengthen our online presence to create a consistent brand experience. We expect to see further progress as we continue to balance revenue growth with investments in the emerging brands under our Group portfolio."

- 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 & Mather**

Charis Yau / Janis Lai / Michelle Tang

Tel: (852) 2136 6183/ 3920 7646/ 3920 7651

Fax: (852) 3170 6606

Email: [loccitane@iprogilvy.com](mailto:loccitane@iprogilvy.com)