L'OCCITANE INTERNATIONAL S.A.

UNAUDITED TRADING UPDATE FOR THE THREE MONTHS ENDED 30 JUNE 2015

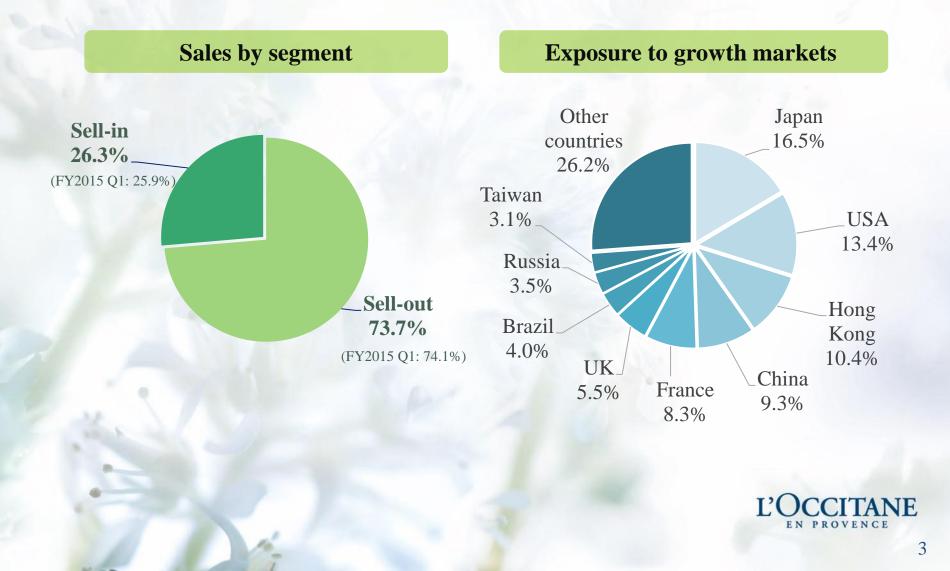
## Highlights

30 June 2014	30 June 2015	Change
		+7.8%
		+6.9%
		+10.3%
		+26.0%
		+15.2%
+6.2%	+2.1%	-4.0 pp
20	27	+7
26	32	+6
	2014 233.7 +6.2% 20	2014 2015   233.7 274.6   +6.2% +2.1%   20 27

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

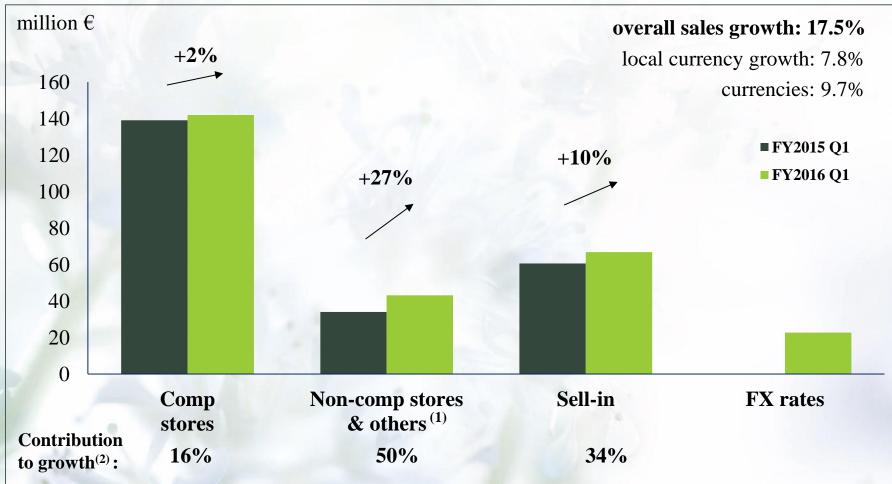
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### **Net Sales Breakdown**



### Net sales up 7.8%

#### (Local currency growth)



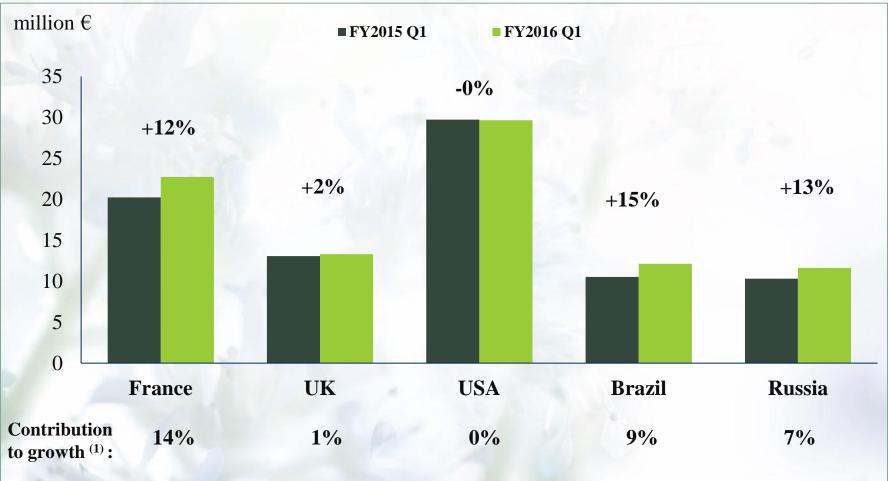
<sup>(1)</sup> Includes mail-order and other sales

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

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### Sales growth by geography – Americas and Europe

#### (Local currency growth)

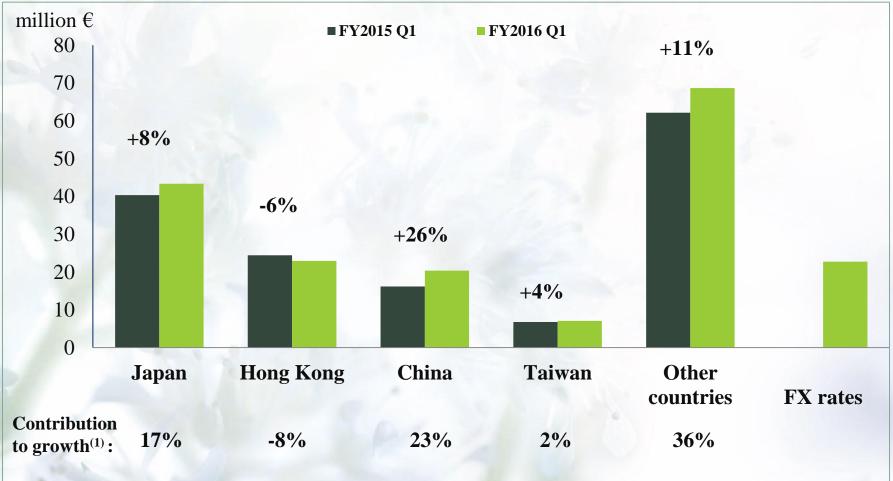


<sup>(1)</sup> Excluding foreign currency translation effects

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### Sales growth by geography – Asia and Other Countries

#### (Local currency growth)



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

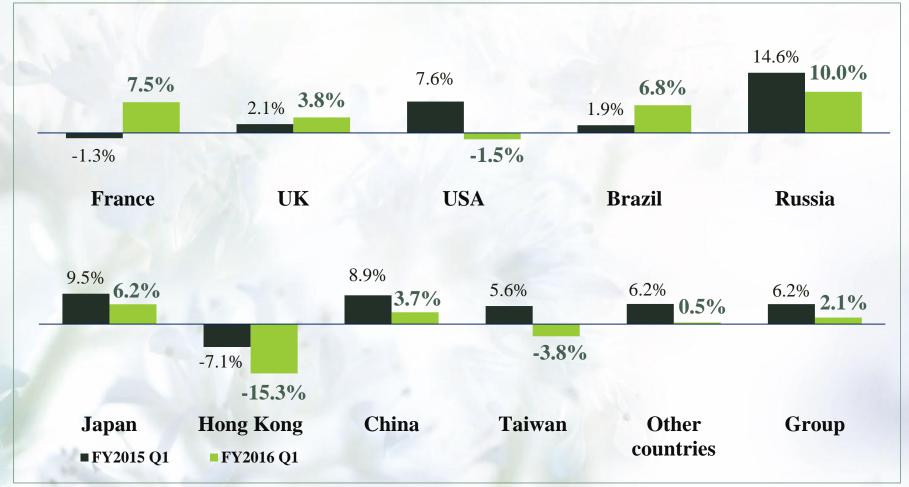
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# Net store openings by region: 27 own-stores opened in FY2016 Q1



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### Same store sales growth profile\* FY2016 Q1 as compared to FY2015 Q1



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

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### 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 financial information and certain other information presented in a number of tables have been rounded to the nearest whole number or the nearest decimal. Therefore, the sum of the numbers in a column may not conform exactly to the total figure given for that column. In addition, certain percentages presented in the tables reflect calculations based upon the underlying information prior to rounding and, accordingly, may not conform exactly to the percentages that would be derived if the relevant calculations were based upon the rounded numbers.

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## The End

