

[For Immediate Release]



L'Occitane International S.A.

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(Incorporated under the laws of Luxembourg with limited liability)

L'Occitane Announces Unaudited Trading Update For the Three Months Ended 30 June 2015

**Sales Growth at 17.5% and Local Currency Growth at 7.8%
Same Store Sales Growth at 2.1%**

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**E-commerce Channels Outperformed with 21.5% Growth
Growth in China Accelerated to 26.0% at constant exchange rates**

(21 July 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 origins and true stories from Provence, France, today announces the unaudited trading update for the three months ended 30 June 2015.

Net sales for the three months ended 30 June 2015 were €274.6 million, an increase of 17.5% at actual rates and 7.8% in local currency. Growth was primarily driven by China, Japan, France and Brazil. China, Brazil, Russia and France were the fastest growing countries, with respective growth of 26.0%, 15.2%, 12.7% and 12.4% at constant exchange rates. At constant exchange rates, the sales trend in Japan continued to improve with Same Store Sales Growth of 6.2% and sales growth of 7.5%, while sales in Hong Kong was affected by slowing traffic and sluggish demand.

The sell-out sales accounted for 73.7% of net sales and amounted to €202.3 million, an increase of 6.9% at constant exchange rates. The growth of the sell-out segment was primarily driven by store expansions and E-commerce. The Group's E-commerce channels continued to outperform with a 21.5% growth at constant exchange rates during the period under review.

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

€'000	For the three months ended 30 June		% Growth ⁽¹⁾	% SSS Growth ⁽¹⁾
	2015	2014		
Japan	45,191	40,341	7.5	6.2
Hong Kong	28,478	24,438	(6.1)	(15.3)
China	25,407	16,187	26.0	3.7
Taiwan	8,584	6,790	4.3	(3.8)
France	22,742	20,228	12.4	7.5
United Kingdom	15,012	13,059	1.8	3.8
United States	36,814	29,737	(0.3)	(1.5)
Brazil	10,924	10,519	15.2	6.8
Russia	9,602	10,318	12.7	10.0
Other Countries	71,864	62,131	10.5	0.5
All Countries	274,618	233,747	7.8	2.1

⁽¹⁾Excludes foreign currency translation effects

The sell-in sales accounted for 26.3% of the Group's total sales and amounted to €72.4 million, an increase of 10.3% at constant exchange rates. The segment continued to grow in a volatile macro and operating environment, accounting for 34.4% of the Group's overall growth.

During the period under review, the Group maintained its strategy of expanding its global retail network selectively, with net own-store openings of 27 stores and renovations or relocations of 32 stores.

As part of the Group's multi-brand strategy to support long-term growth with emerging brands, it opened the first Erborian flagship store in Paris in May, introducing the premium Korean brand with a delicate French touch to capture the rising pursuit of oriental well-being in the European market. As at the end of June 2015, L'Occitane has also opened the fifth China Melvita point-of-sales in Beijing, the emerging fashion capital in the region.

Mr. Reinold Geiger, Chairman and Chief Executive Officer of L'Occitane, said, "We are committed to a balanced focus of revenue growth and investments, with selective retail expansion, emerging brands promotion and digital marketing programs in place. The continued growth in China demonstrates our strength of delivering sustainable performance in a challenging environment."

"We are pleased to see a positive start of the year supported by our investments for long term growth. While monitoring the volatility of US and Europe economy and capturing stable growth, we will also introduce a brand awareness program to further strengthen the positioning of L'Occitane's brand portfolio, which in turn would allow us to tap into more market segments."

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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 origins and true stories from Provence, France. Besides its core brand L'Occitane en Provence, the Group has also developed four emerging brands (Melvita, L'Occitane au Brésil, Le Couvent des Minimes and Erborian) since 2008 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.

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