

The background of the slide features a soft-focus landscape of a sunset or sunrise over a body of water. The sky is a warm, golden-yellow, and the water below reflects the light in shimmering patterns. In the foreground, there are several clusters of small, bright yellow flowers, possibly sea purslane, which are slightly out of focus, adding a natural and serene feel to the presentation.

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

**FY2016**  
**Unaudited Trading Update**  
**For The Nine Months Ended 31 December 2015**

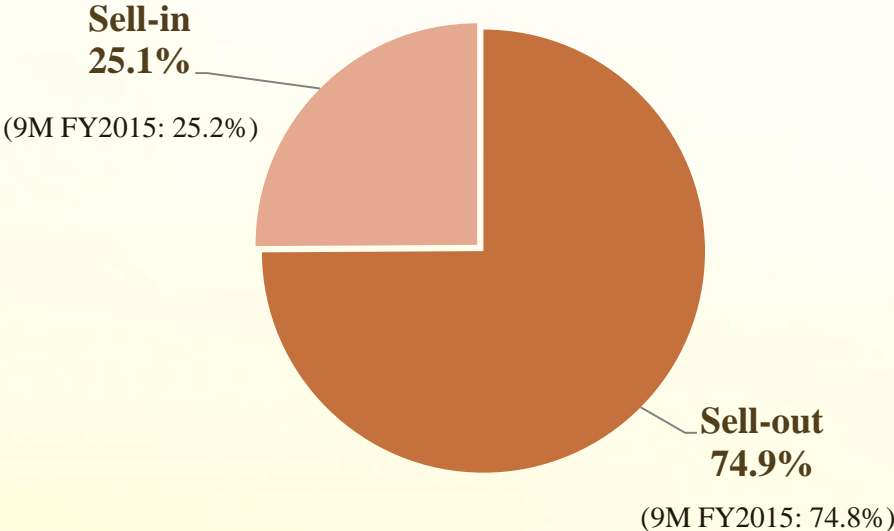
# Highlights

<b>For the nine months ended 31 December</b>	<b>2014</b>	<b>2015</b>	<b>Change</b>
<b>Net sales (million €)</b>	<b>882.3</b>	<b>984.7</b>	<b>+11.6%</b>
<b>Growth at constant exchange rates</b>			<b>+5.8%</b>
<b>Growth per segment at constant exchange rates:</b>			
<b>Sell-out</b>			<b>+5.9%</b>
<b>Sell-in</b>			<b>+5.4%</b>
<b>Fastest growing countries (local currency):</b>			
<b>China</b>			<b>+19.1%</b>
<b>France</b>			<b>+12.9%</b>
<b>Same Store Sales Growth *</b>	<b>+5.9%</b>	<b>+1.8%</b>	<b>-4.1pp</b>
<b>Net Store openings excluding acquisition</b>	<b>75</b>	<b>83</b>	<b>+8</b>
<b>Stores renovated or relocated</b>	<b>86</b>	<b>89</b>	<b>+3</b>

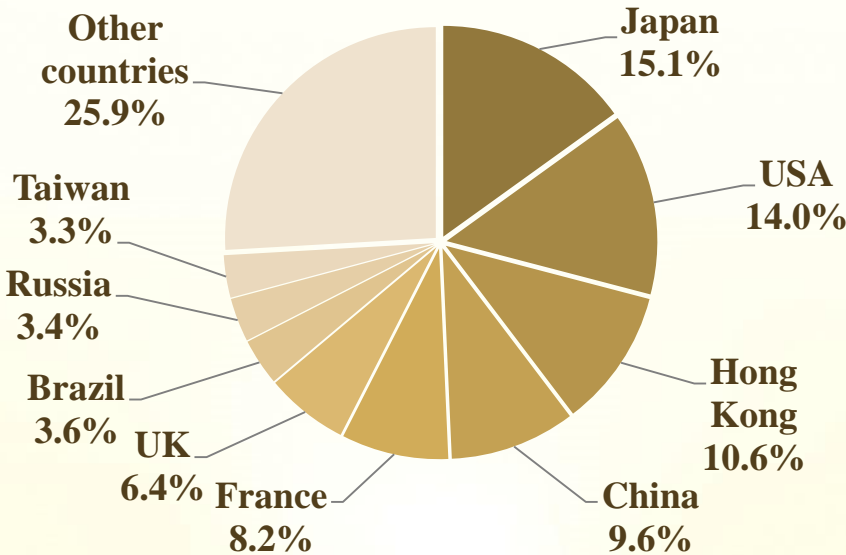
\*Including E-commerce and excluding stores closed for renovation

# Net Sales Breakdown

Sales by segment

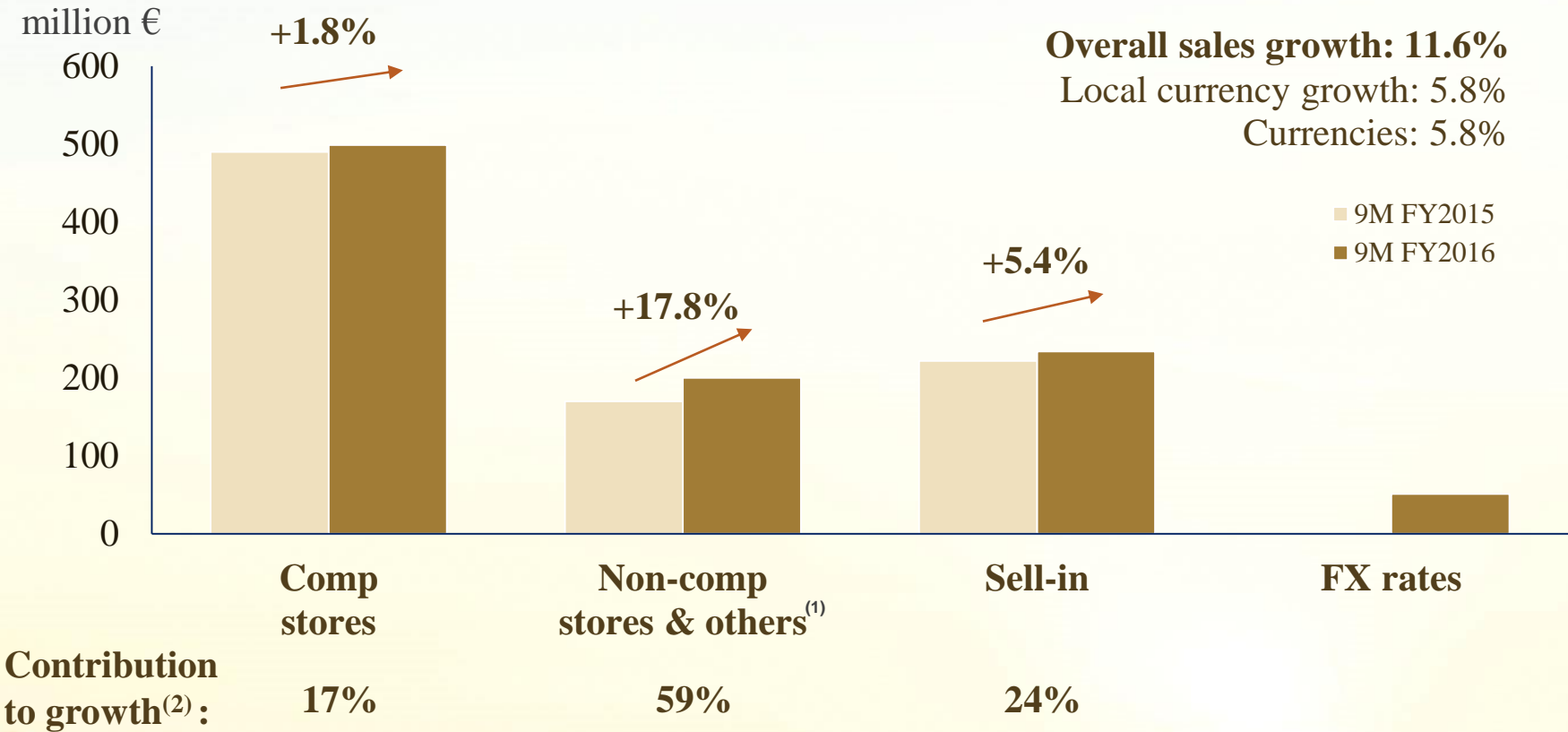


Exposure to growth markets



# Net sales up 5.8%

(at constant exchange rates)

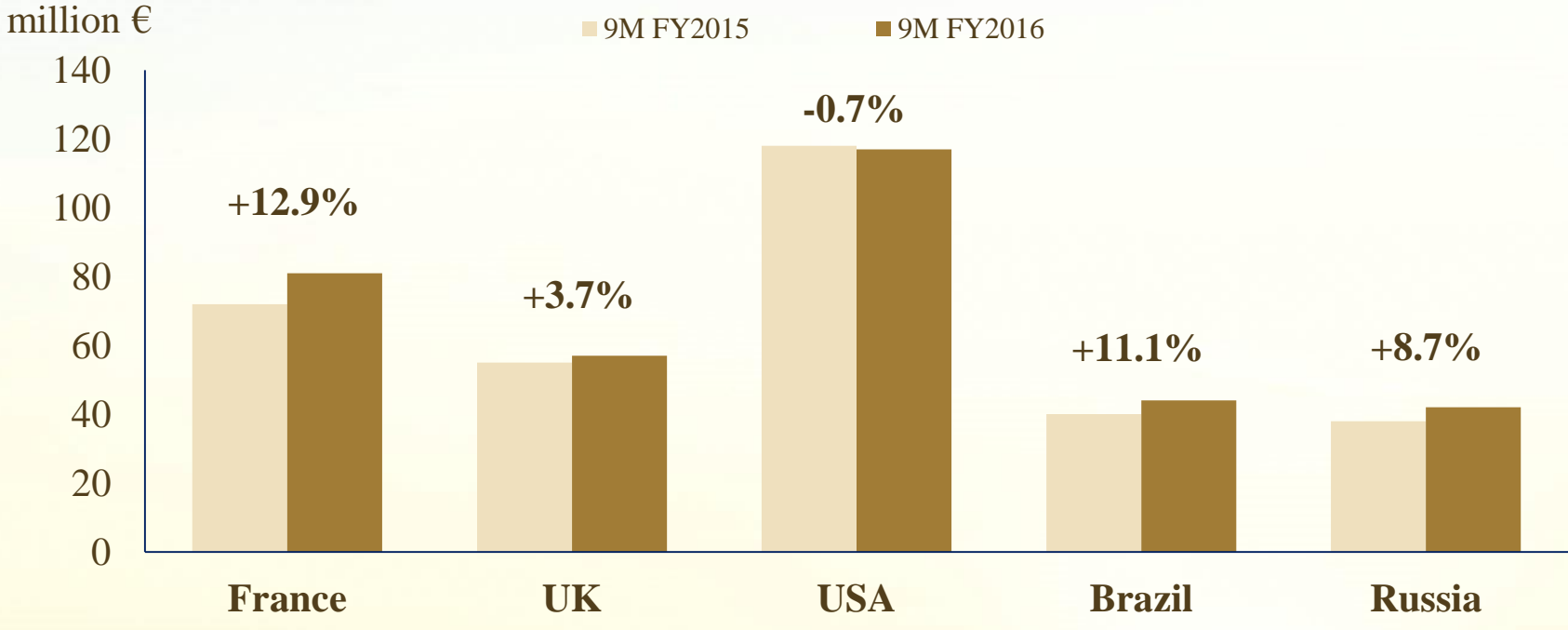


(1) Others include marketplaces, mail-orders and other service sales

(2) Excludes the impact of foreign currency translation effects

# Sales growth by geography – Americas and Europe

(Local currency growth)

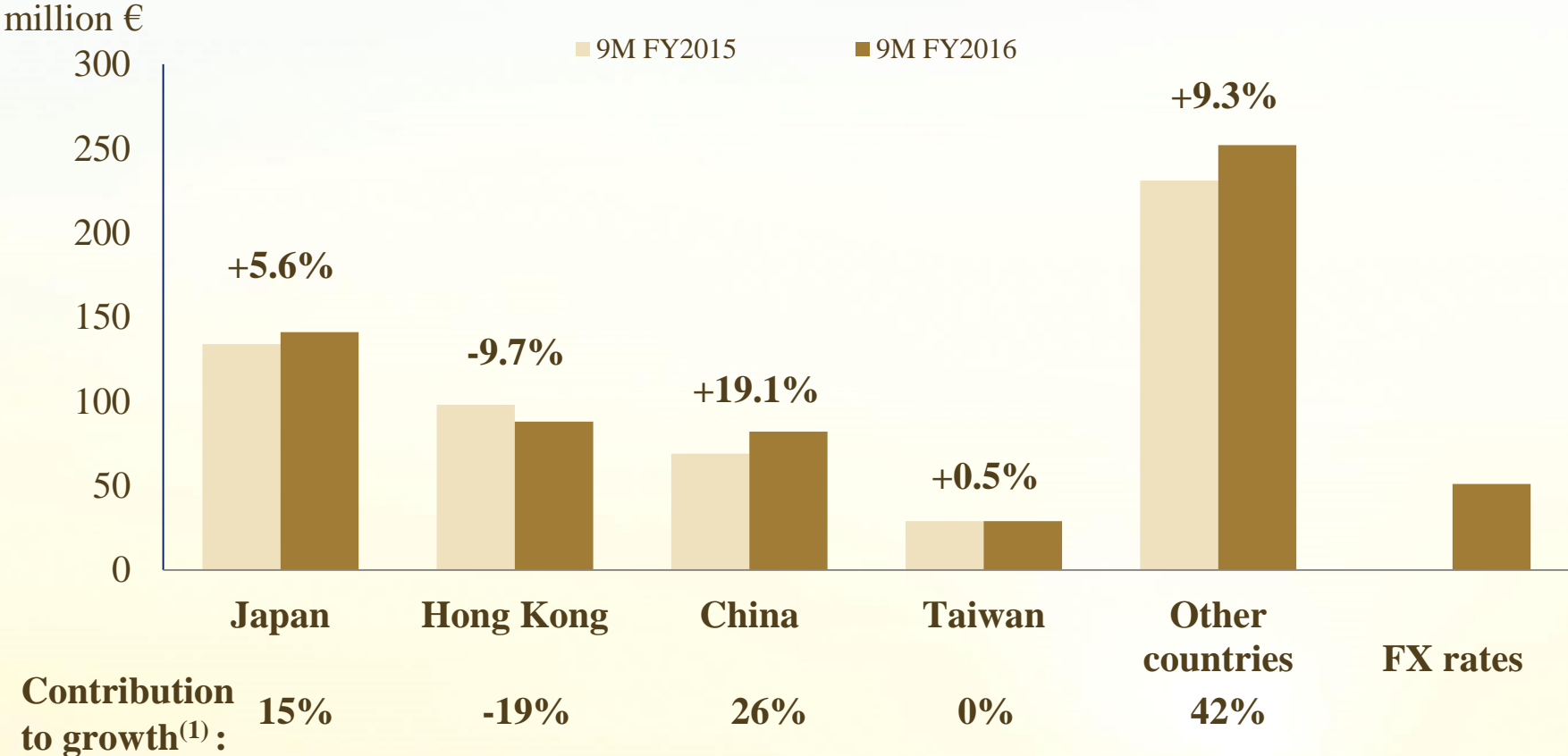


**Contribution to growth<sup>(1)</sup>:**      **18%**                      **4%**                      **-2%**                      **9%**                      **7%**

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

# Sales growth by geography – Asia and Other Countries

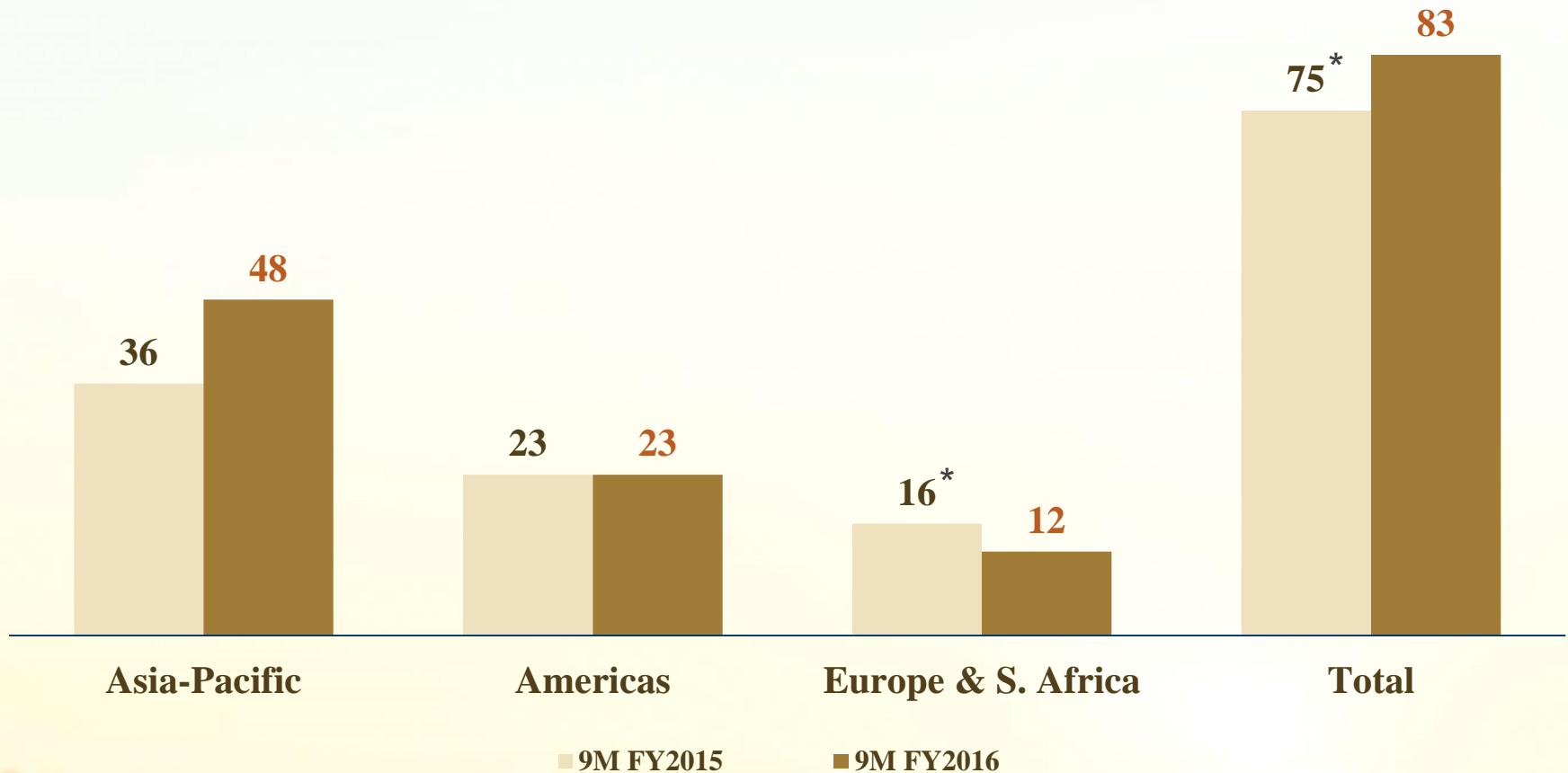
(Local currency growth)



(1) Excluding foreign currency translation effects

# Net store openings by region:

83 net own-stores opened



\* Excluding 7 stores acquired from a distributor in Norway in FY2015

# Same store sales growth profile\*

9M FY2016 as compared to 9M FY2015



\* 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.

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.

# *The End*



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