

A man in a dark shirt and blue pants is walking through a vast field of bright yellow flowers, likely lavender, in a mountainous region. He is carrying a large, heavy sack on his back. The background features rolling hills and mountains under a blue sky with scattered white clouds.

L'OCCITANE
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FY2017
Unaudited Trading Update
For The Three Months Ended 30 June 2016

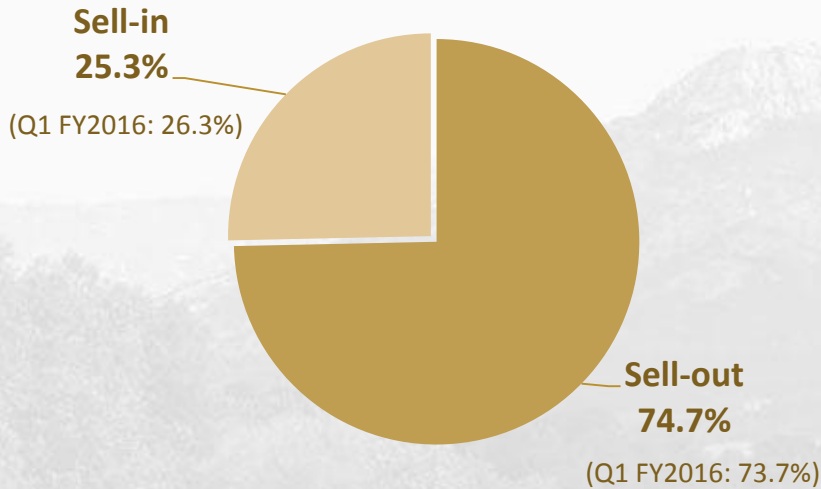
Highlights

For the three months ended 30 June	2015	2016	Change
Net sales (million €) - reported rates	274.6	268.5	-2.2%
- at constant exchange rates			+0.5%
Growth per segment at constant exchange rates:			
Sell-out			+1.9%
Sell-in			-3.4%
Fastest growing countries (local currency):			
Brazil			+17.5%
Russia			+14.4%
Same Store Sales Growth *	+2.1%	-1.3%	-3.4 pp
Net Store openings excluding acquisition	27	23	-4

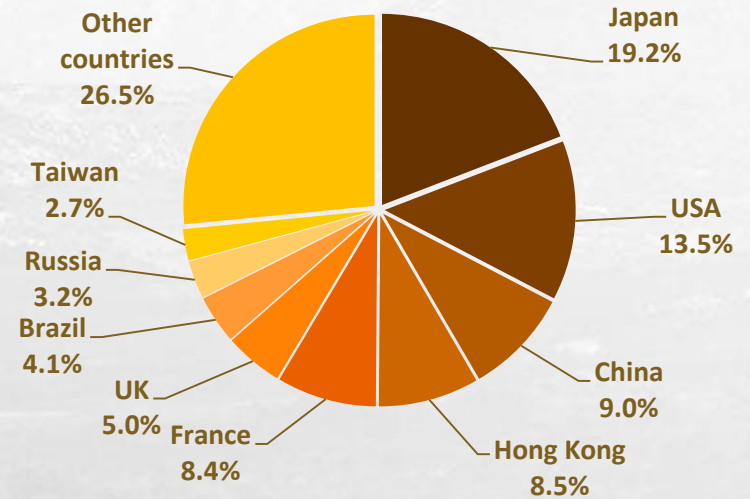
*Including own E-commerce and excluding stores closed for renovation

Net Sales Breakdown

Sales by segment

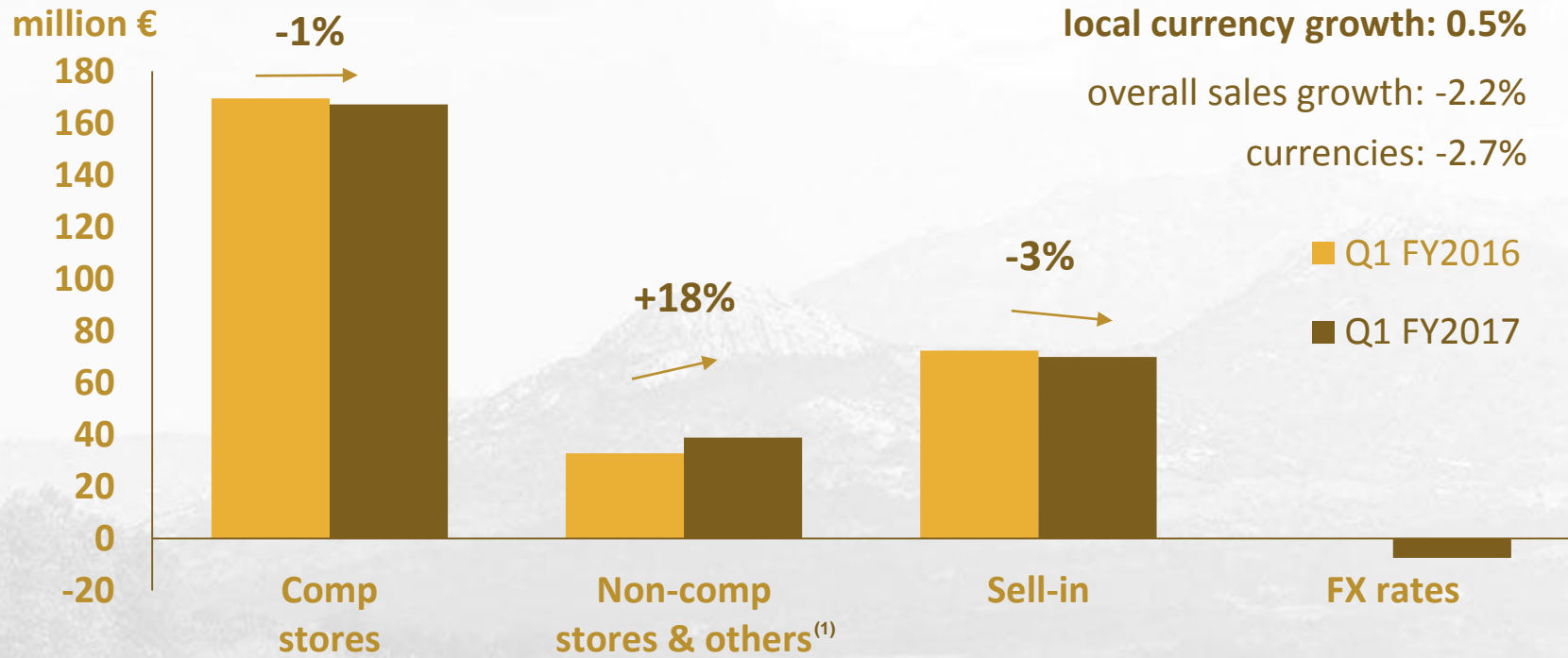


Exposure to growth markets



Net sales up 0.5%

(at constant exchange rates)



Contribution to growth⁽²⁾:

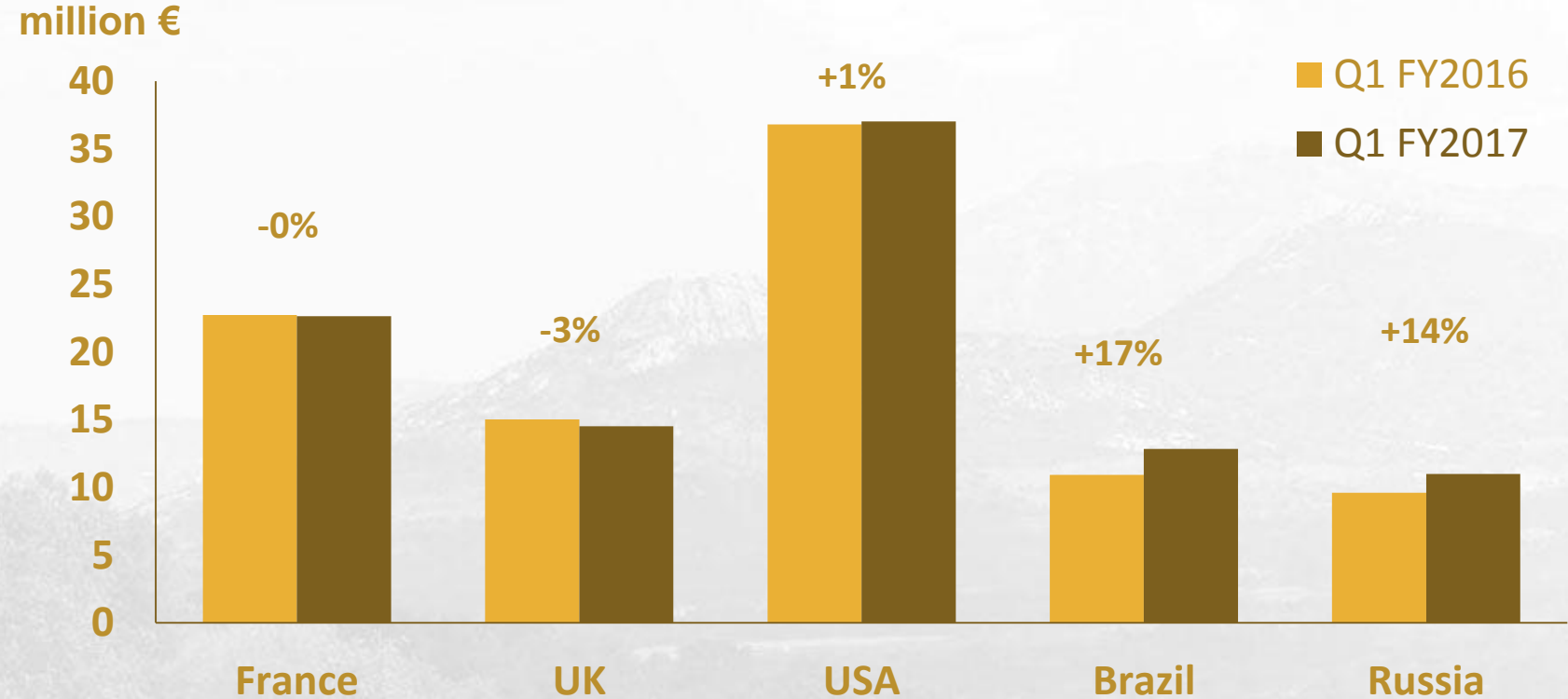
Comp stores	-174%	466%	-192%
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(1) Others include marketplaces, mail-orders and other service sales

(2) Excludes the impact of foreign currency translation effects

Sales growth by geography – Americas and Europe

(Local currency growth)



Geography	Contribution to growth ⁽¹⁾ (%)
France	-8%
UK	-38%
USA	17%
Brazil	148%
Russia	107%

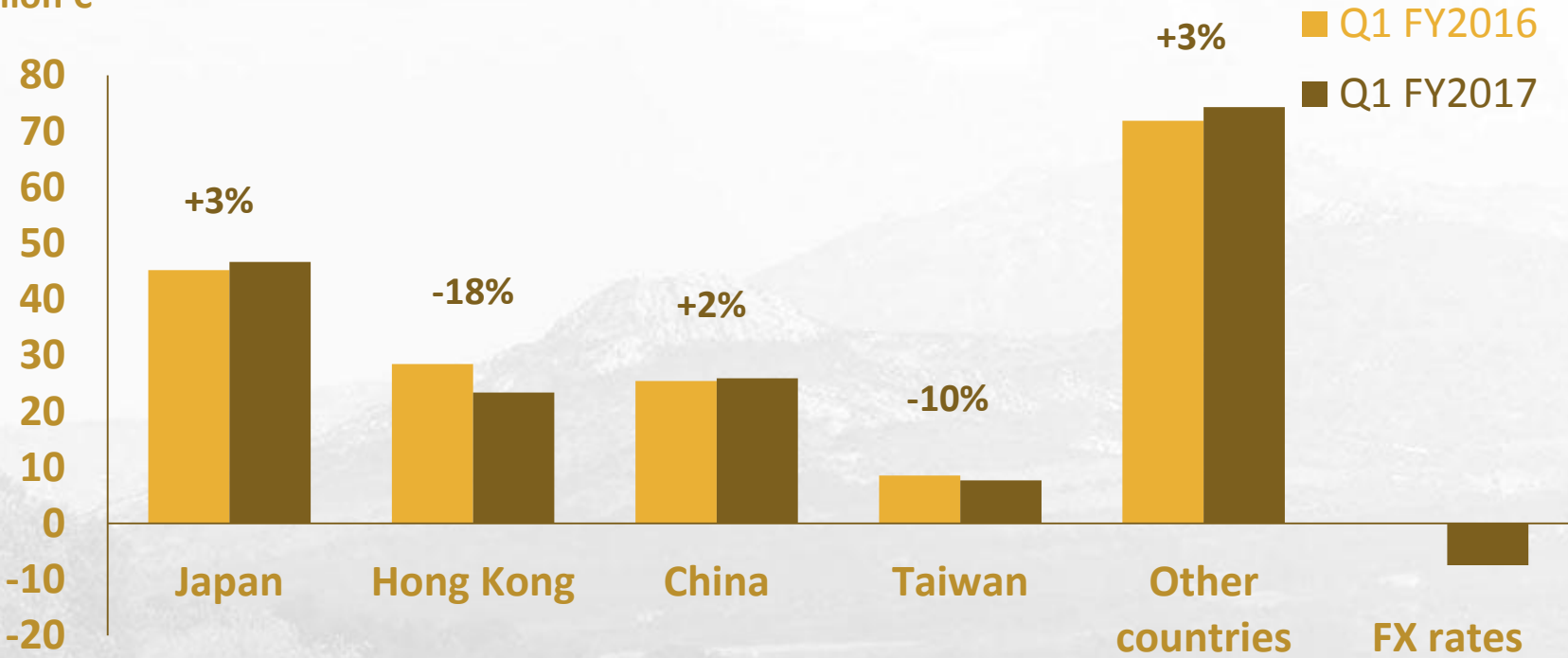
⁽¹⁾ Excluding foreign currency translation effects



Sales growth by geography – Asia and Other Countries

(Local currency growth)

million €



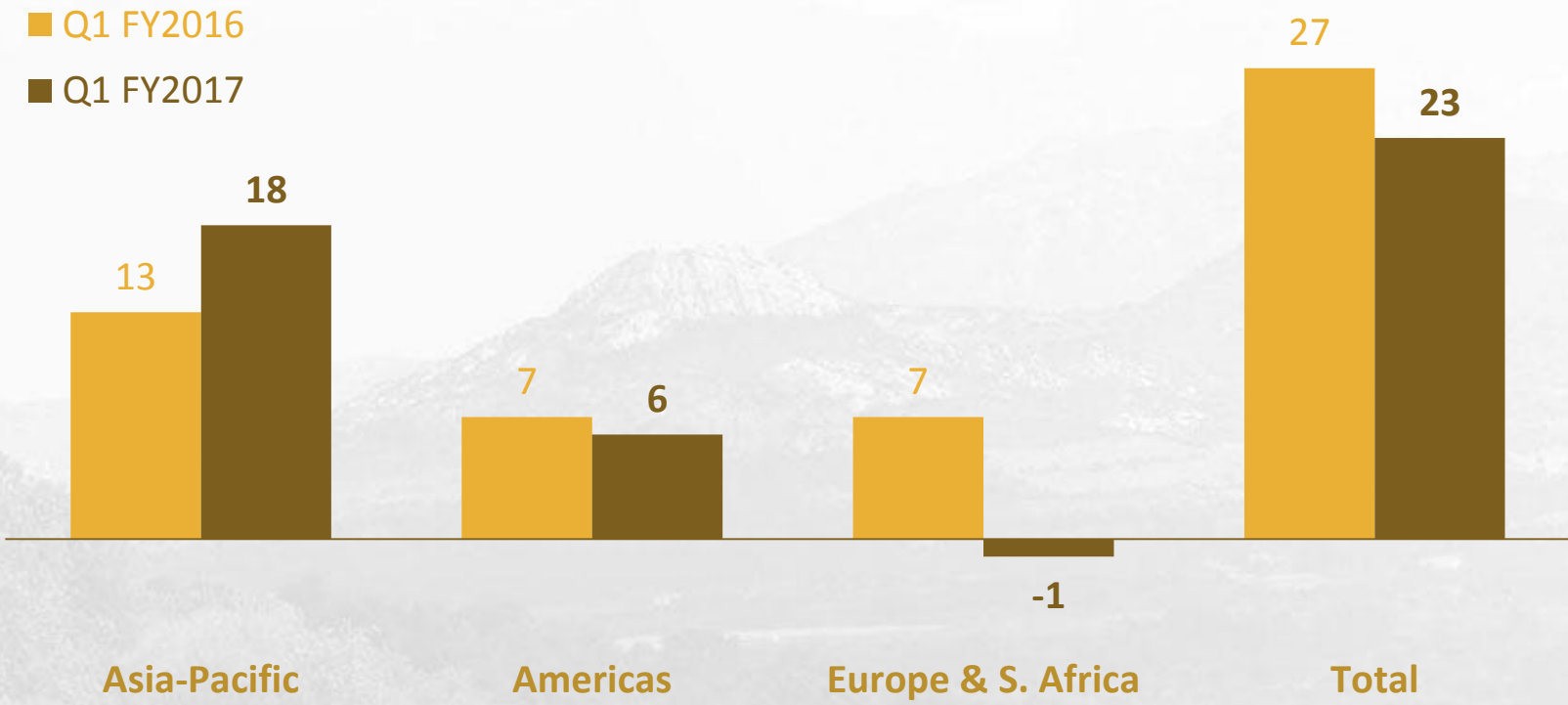
Contribution to growth⁽¹⁾:

113% -395% 37% -70% 188%

⁽¹⁾ Excluding foreign currency translation effects

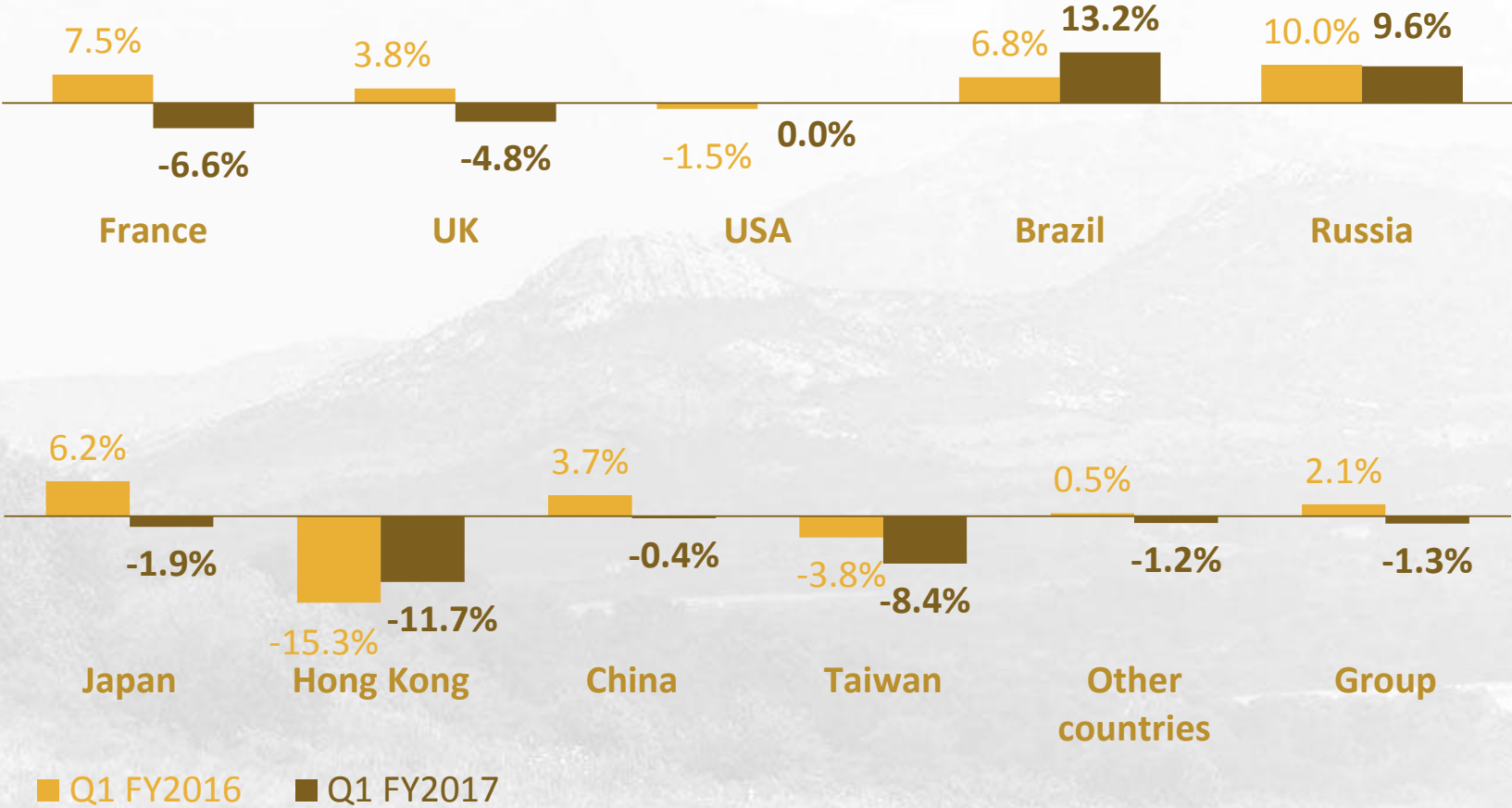
Net store openings by region:

23 net own-stores opened



Same store sales growth profile*

Q1 FY2017 as compared to Q1 FY2016



* Including own 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.

A hazy, golden landscape with mountains in the background and a person in the foreground. The scene is bathed in a warm, yellowish light, suggesting a sunrise or sunset. The mountains are silhouetted against the bright sky. In the foreground, a person is seen from behind, walking away from the viewer. The overall mood is serene and contemplative.

The End