

# L'OCCITANE

EN PROVENCE  
L'OCCITANE INTERNATIONAL S.A.



**FY2017**

**Unaudited Trading Update**

**For The Nine Months Ended 31 December 2016**

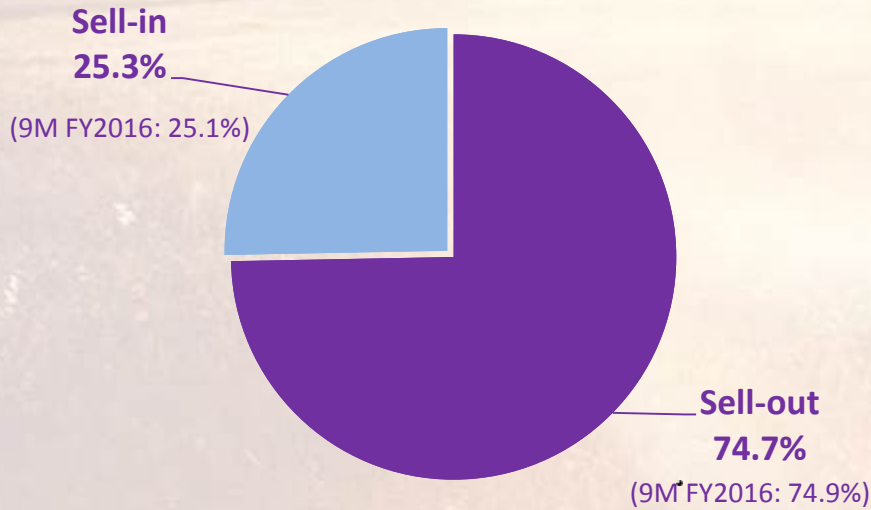
# Highlights

For the nine months ended 31 December	2015	2016	Change
Net sales (million €) - reported rates	984.7	<b>1,007.2</b>	+2.3%
Growth at constant rates			+1.7%
Growth per segment at constant exchange rates:			
Sell-out			+1.0%
Sell-in			+3.7%
Fastest growing countries (local currency):			
Brazil			+19.9%
China			+8.3%
Same Store Sales Growth *	+1.8%	<b>-1.7%</b>	-3.5 pp
Net Store openings excluding acquisition	83	<b>56</b>	-27

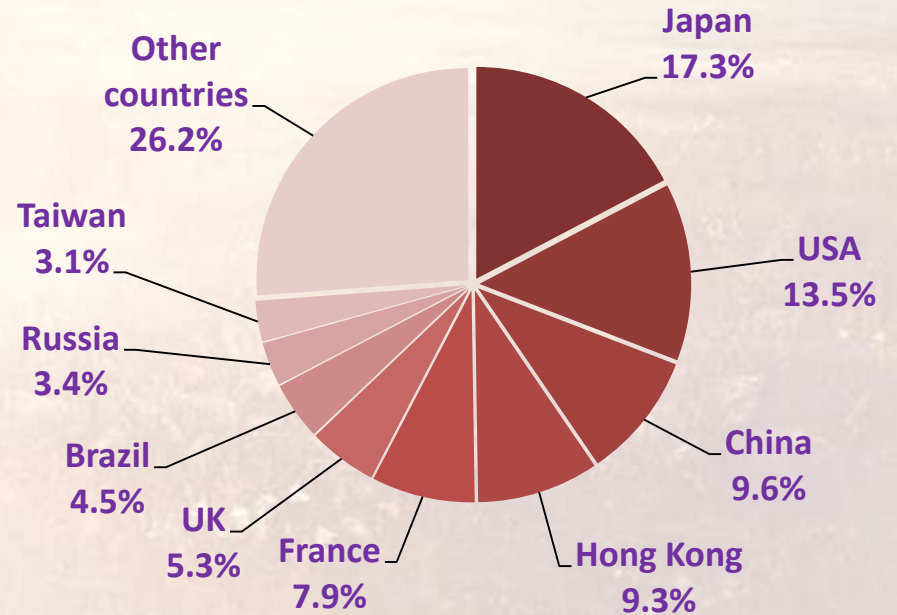
\*Including own E-commerce and excluding stores closed for renovation

# Net Sales Breakdown

## Sales by segment



## Exposure to growth markets



# Net sales up 1.7%

(at constant exchange rates)

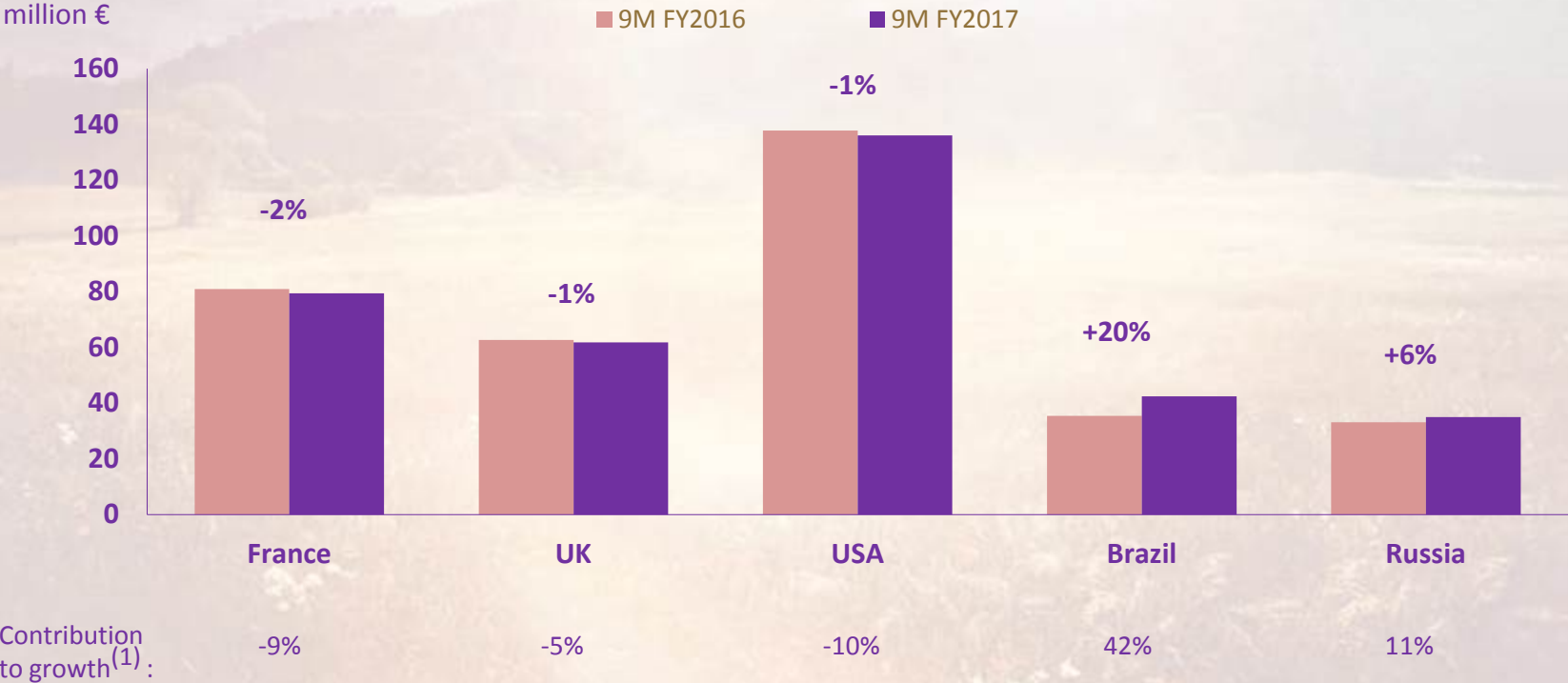


(1) Others include marketplaces, mail-orders and other service sales

(2) Excludes the impact of foreign currency translation effects

# Sales growth by geography – Americas and Europe

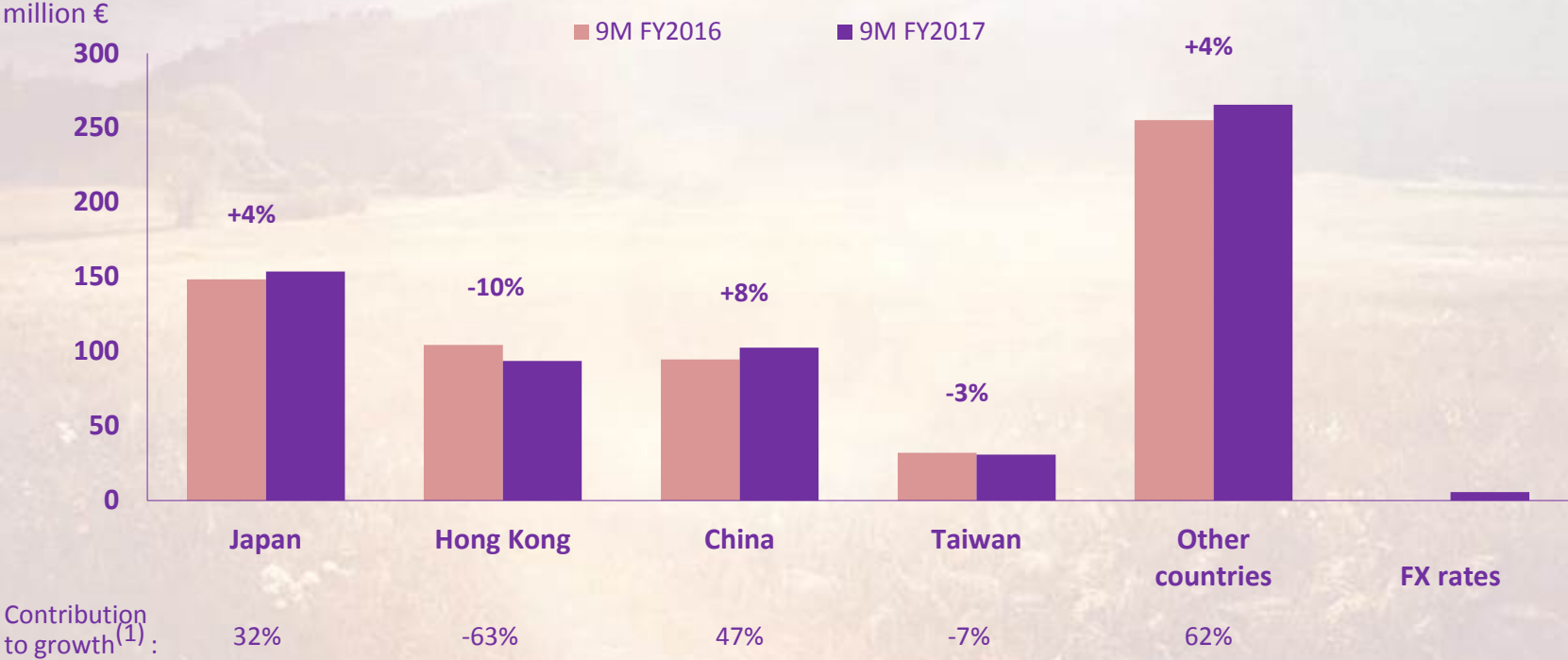
(Local currency growth)



(1) Excluding foreign currency translation effects

# Sales growth by geography – Asia and Other Countries

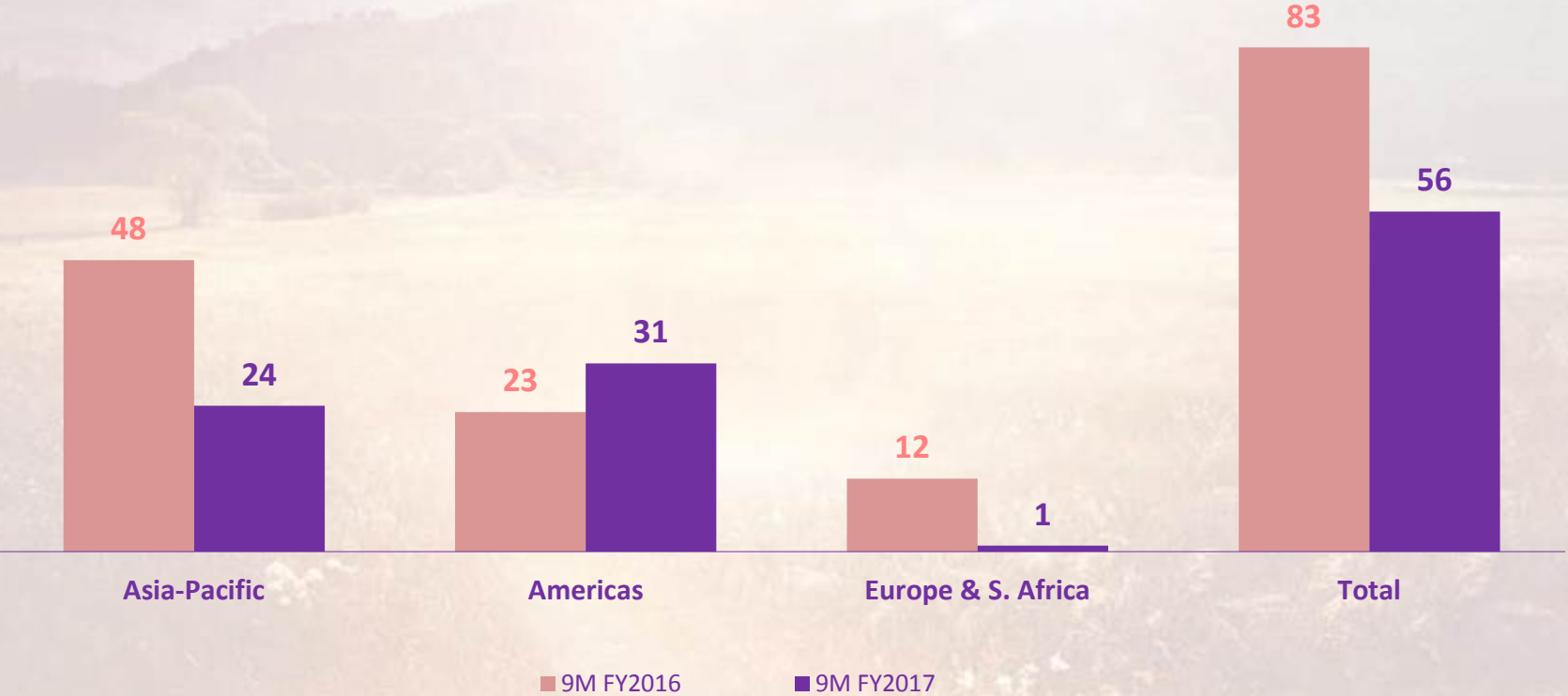
(Local currency growth)



(1) Excluding foreign currency translation effects

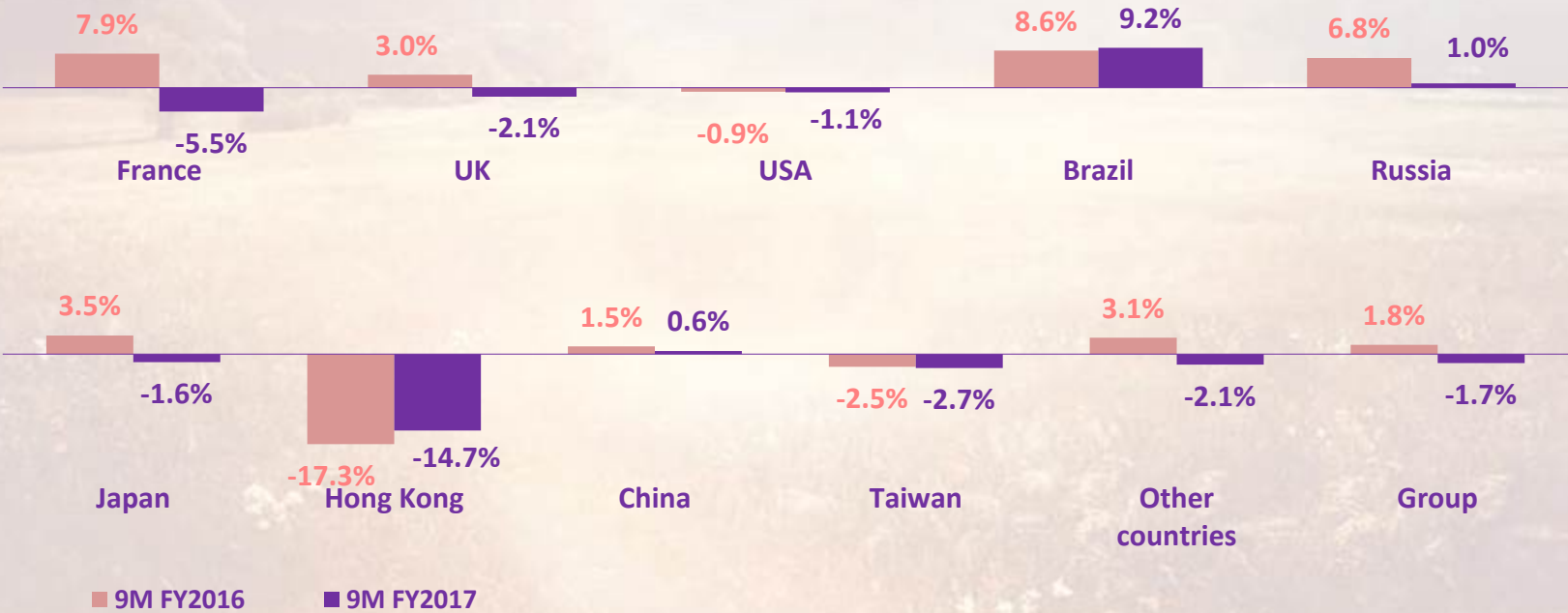
# Net store openings by region:

56 net own-stores opened



# Same store sales growth profile\*

9M FY2017 as compared to 9M 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 landscape photograph showing a wide field in the foreground, a line of trees in the middle ground, and mountains in the background under a clear blue sky. The text "The End" is overlaid in the center.

*The End*