



L'OCCITANE CARES

L'OCCITANE
PHILANTHROPY REPORT

2017-2018



SUMMARY

P 3 L'OCCITANE CARES

Foreword

A historic commitment

Organization of the Foundation

The employees get involved

Philanthropy in 2017-2018

P 6 PROJECTS SUPPORTED

UNION FOR VISION 10BY20

Promotion of Women's Leadership

Preservation of Natural Heritage

P 13 FINANCES FOCUS

FOREWORD

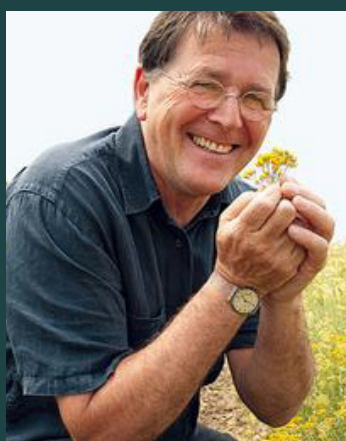


Since 2000, the fight against avoidable blindness has become one of the main commitments of L'OCCITANE. With its program UNION FOR VISION 10by20, L'OCCITANE and its Foundation set the ambitious goal to provide 10 million people in the world with eye care by 2020.

In order to achieve this goal, a 3-year international partnership has been signed with UNICEF to improve the prevention of childhood blindness in the world. Since January 2018 and for the first time in the L'OCCITANE distribution network, a solidarity soap has been sold throughout the year in shops. 100% of the profits will contribute to the funding of the UNICEF Vitamin A supplementation programme, benefiting 1.7 million children.

I invite you to learn more in this report about the achievements of the Foundation in 2017-2018.

Reinold Geiger,
President of the L'OCCITANE Foundation and L'OCCITANE CEO



The values of authenticity and respect are part of L'OCCITANE's brand DNA. These values have been translated into L'OCCITANE's commitment to fight avoidable blindness, to promote women's leadership and to preserve natural heritage.

L'OCCITANE commits to collaborate with many associations over time. This way, its Foundation supports the UNICEF's vitamin A supplementation program, the Entrepreneurs du Monde's microcredit access program for Burkinabe women, and the development of the UICN's red list of Mediterranean coastal ecosystems.

We invite you to discover the multiple projects L'OCCITANE is proud to have supported throughout the year.

Olivier Brusson,
Vice-President of the L'OCCITANE Foundation
and L'OCCITANE Founder

UN ENGAGEMENT HISTORIQUE

THE
1980

PARTNERSHIP WITH
COOPERATIVES OF BURKINABE
WOMEN PRODUCING SHEA
BUTTER

1997

FIRST BRAILLE LABELS
ON OUR PRODUCTS

2000

FIRST SOLIDARITY
PRODUCT

2006

CREATION OF THE
FOUNDATION

2015

2 MILLION
OF EYE CARE

2016

DEVELOPMENT OF THE
PROGRAM « UNION FOR
VISION 10by20 »

2017

PARTNERSHIP WITH
THE UNICEF

2018

7 MILLION
OF EYE CARE

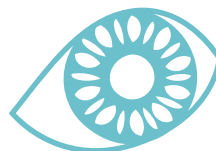
KEY NUMBERS TOTAL SINCE 2006

+258
projects
financed



+38
countries

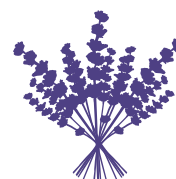
+7,000,000
EYE CARE



+257,000
WOMEN SUPPORTED

+1,500,000
PEOPLE SENSITIZED

about natural heritage preservation
in Provence and in the Mediterranean



ORGANIZATION OF THE FOUNDATION

Throughout the year, the Foundation's team ensures the successful implementation of L'OCCITANE's commitments.

Fondation L'OCCITANE



Charlotte
JONCHÈRE



Sophie
GÉNIN



Kady
TRAORÉ



Marjorie
BELTRANDA

The Board of Directors is composed of the representatives of the founding companies and their staff as well as qualified personalities in the Foundation's fields of activity. The members of this council perform their functions free of charge and meet twice a year.

Mr. Reinold Geiger

President

Mr. Olivier Baussan

Founder

Ms. Patricia Stocky

Management Control Director

Mr. Jean-François Gonidec

Executive Director

Mr. Adrien Geiger

Growth Director

Ms. Hélène Goetzelmann

Spa Director

Ms. Sandrine Leroy

Human Resources Director

Mr. Jean-Charles Lhommet

Sustainable Sourcing
Manager

Mr. Carine Ngomo

Communication &
Partnerships Manager

QUALIFIED PERSONALITIES**Mr. Jacques Bedhet**

Trustee at the GIAA

D^r Patrice Delaage

Ophthalmologist

Ms. Isabelle Hoyaux

Director of the International
Center for Development and
Research

THE EMPLOYEES GET INVOLVED

THE FOUNDATION'S CORRESPONDENTS

The Foundation's correspondents are a key element of L'OCCITANE's international commitment. In the company's subsidiaries, 36 employees are getting involved to reinforce L'OCCITANE's main program for sight: UNION FOR VISION 10by20, through concrete actions in their countries. Thanks to their involvement, new local projects are developed each year to achieve the goal of 10 million eye care by 2020.



“ I became a correspondent of the Foundation in 2009. Since then, we have been working with L'OCCITANE Malaysia to raise awareness to the fight against avoidable blindness. We were able to raise funds for less fortunate communities in order to give them access to quality eye care. Thanks to the wonderful support of my executive management team and of the Foundation, we established this year the “L'OCCITANE Sight Fighter” team. Together, we are proud to have initiated awareness programs to prevent blindness such as the organization of a dinner in the dark with influencers, the collaboration with SpecTruck to carry out eye screening and eyeglasses distribution, the 1st “Race for Vision” open to the public, the co-funding with the Foundation of cataract surgeries. We hope to allow more and more Malaysians to benefit from good eye health information to reduce sight diseases and blindness. ”

Clarence BOO
PR officer, Malaysia

PHILANTHROPY IN 2017-2018

TOTAL BUDGET PHILANTHROPY PROJECTS

€ 1,752,018



FIGHT AGAINST
AVOIDABLE
BLINDNESS

+ THAN 1,780,000 EYE CARE IN THE WORLD



PROMOTION
OF WOMEN'S
LEADERSHIP

+ THAN 13,000 WOMEN SUPPORTED IN BURKINA FASO



PRESERVATION
OF NATURAL
HERITAGE

+ THAN 8,600 PEOPLE SENSITIZED IN PROVENCE



UNION FOR VISION 10by20

In 2017, the number of **5 million eye care** was reached, a result that translates the commitments of L'OCCITANE and its Foundation in the fight against avoidable blindness. A new objective is set, to offer **10 million eye care** by 2020 through the « **UNION FOR VISION 10by20** » program.



© UNICEF UNI134419 Sokol

2017-2018

—
€ 1,311,095
TO FIGHT AVOIDABLE
BLINDNESS

+ then 1,780,000
EYE CARE

UNICEF, AN INTERNATIONAL PARTNERSHIP

Vitamin A deficiency is the leading cause of childhood blindness, affecting 127 million children worldwide – an estimated one third of children between the ages of 6 months and 5 years.

In 2017, L'OCCITANE commits with UNICEF to prevent childhood blindness by funding international programs for the distribution of vitamin A.

The UNICEF's program aims to provide children aged 6 months to 5 years with the two vital vitamin A doses necessary for their proper

development each year. UNICEF can deploy national vitamin A supplementation campaign at a large scale.

With an annual support of €1,000,000 over three years, L'OCCITANE allows UNICEF to protect 1.7 million children, including in Myanmar, Papua New Guinea and Bolivia, countries where vitamin A deficiency is particularly high.

Today, 90,712 children in Myanmar, 103,000 children in Bolivia and 133,849 children in Papua New Guinea have already received a vitamin A supplementation.



SIGHTSAVERS

Since 2013, the L'OCCITANE Foundation supports the NGO Sightsavers **to eliminate onchocerciasis and trachoma** in Cascades area in Burkina Faso.

Through this partnership, at least 40,000 people are treated twice a year against onchocerciasis and more than 24,000 patients have been treated against trachoma.

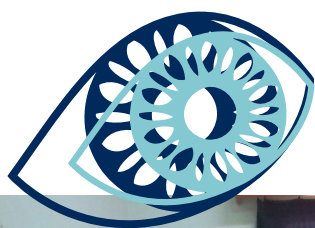


© Sight Savers

UNICEF SOLIDARITY SOAP

For the first time, a solidarity **soap sold the whole year** has been launched. The profits* from the solidarity soap sales launched in January 2018 are directly redistributed to UNICEF.

**Store selling price excluding taxes, transportation and production costs.
UNICEF do not endorse any brand, product or service.*



© Light For The World

LIGHT FOR THE WORLD

In Burkina Faso, the NGO Light for the World supports the health ministry for the improvement of people eye health. Since 2012, the L'OCCITANE Foundation supports this NGO's actions. This partnership allowed:

The development of **two strategic plans for eye health by 2020**. These plans orient now the country's actions towards the fight against avoidable blindness.

The formation of new ophthalmologists to strengthen, on the long term, the access of quality eye care in the country. The Foundation helps reinforce the skills and the capacity of the ophthalmology department in Burkina Faso in which 21 doctors are actually registered. Thanks to this specialization, **more than 53,000 new patients have benefited from eye care**.

The improvement of the **accessibility of quality eye care** in the Central-West region of Burkina Faso thanks to the training of medical staff, the supply of medical equipment, the implementation of eye screening and treatment campaign in 7 health districts and the awareness actions in primary schools.

The new 3-year agreement aims to reach **more than 85,000** patients of which at least **37,000** are children, by 2019.



UNION FOR VISION 10by20

The Foundation is also encouraging L'OCCITANE's subsidiaries around the world to commit by its side in the fight against avoidable blindness.

They are widely involved, since they offer every year more than 20 projects in partnership with local associations.

These projects are co-funded by the subsidiaries and the L'OCCITANE Foundation. Discover some of the projects accompanied by one of our 36 correspondents.

BUDGET DEDICATED
BY SUBSIDIARIES

€ 392,782



MEXICO

L'OCCITANE Mexico and the Foundation co-finance **specialized medical equipment** for the Instituto Mexicano de Oftalmología. This equipment helps to improve the sight surgery performances for more than **500,000 beneficiaries**.

24

PROJECTS
SUPPORTED





FRANCE

Thanks to the Foundation and L'OCCITANE France, the Lions Clubs de France will acquire a Panocam machine. This machine will allow retinopathy screening for more than **6,000 premature babies** by 2020, in Necker Hospital and in the maternity units of Ile-de-France region.

UNITED KINGDOM

In United Kingdom, the “Bihar Rural Eye Health Programme” project of Sightsavers ensures the access to eye care in Uttar Pradesh (India) for marginalized populations. Thanks to a financial support, more than **76,000 people** will benefit from these eye care.

SOUTH KOREA

The Heart to Heart International association receives funding to improve vision health in Tanzania through the set up of **eye screening in schools**. This project will allow **300,000** children to access eye care.



+ than 1,400,000
BENEFICIARIES
OF EYE CARE

ARGENTINA

In Argentina, L'OCCITANE and the Foundation helps the Asociación Cooperadora del Hospital de Niños Dr. Ricardo Gutiérrez to purchase **machines** in order to **detect glaucoma** without general anaesthesia (lowering risks and costs).

ITALY

In Italy, a financial support has been provided for CBM's project in Ethiopia, “Trachoma S.A.F.E”, which **will prevent the infections that cause long-term blindness** and will offer specific surgical techniques to those already infected by trachoma. More than **100,000 people** will benefit from these programs by 2020.

INDONESIA

In Indonesia, the NGO Helen Keller International set up **eye disease screening** in 168 schools in South Sulawesi Island. **186,000 children** will benefit from eye care.



PROMOTION OF WOMEN'S LEADERSHIP

Since the 1980s in Burkina Faso, L'OCCITANE has been working closely with women who produce shea butter. In order to deepen this relationship, the L'OCCITANE Foundation supports actions to promote women's leadership in the country.



L'OCCITANE POUR ELLES (L'OPE)

In order to strengthen its support to women's leadership while meeting the needs of Burkinabe women, the Foundation has launched in 2016 the **L'OCCITANE pour Elles** program, with three main aspects: technical support, financial support, assistance in improving visibility.

During the first edition, **four winners** were selected. They benefit from a support such as **skills, tools, administrative and legal documents** that are essentials to develop their activity. This support helps the winners to revitalize and improve their production. Furthermore, their **sales revenue have increased** thanks to communication strategies and visibility events. For example, a fashion show was organized for the first time for **Adaja Company** (manufacture of woven loincloth), this was the opportunity to find new commercial partnerships.

A SOLIDARITY BALM FOR WOMEN

Thanks to the sale of this balm, more than **€ 691,000** were collected in 2018 and allocated to the Foundation's program for the promotion of women's leadership in Burkina Faso.





2017-2018

€ 380,101

FOR THE PROMOTION
OF WOMEN'S LEADERSHIP

+ than 13,000
WOMEN SUPPORTED

© Entrepreneurs du Monde

UNICEF

The Foundation supports UNICEF in the set-up of its girls' education program in Burkina Faso. This program helps the girls throughout their admission and during the 4-year post primary school cycle, through:

- The covering of schooling fees
 - Reinforcement sessions of their ordinary courses
 - Awareness actions regarding the promotion of girls education
- During this school year, **450 girls** were enrolled in sixth-grade class.



© UNICEF



© Dossier de presse FMC 2017

FOCUS

LA FLAMME MARIE CLAIRE

In 2017-2018, for the third year, L'OCCITANE and the magazine Marie Claire joined forces to finance programs for the schooling of girls and the women's leadership around the world.

€ 246,093 were collected and have been donated to two international associations (Toutes à l'Ecole and Entrepreneurs du Monde) and to local associations thanks to the participation of Brazil, Spain, the United States, France, Italy, the Czech Republic, the United Kingdom, Russia and Taiwan.

EDM

Since 2009, the Foundation supports the actions of Entrepreneurs du Monde, in particular the **access to microcredit**, the promotion of savings and **socioeconomic training courses** for rural women. More than 13,000 women benefited from the partnership.



PRESERVATION OF NATURAL HERITAGE

L'OCCITANE's commitment to its territory continues to highlight eco-responsible actions and demonstrates its commitment to Provence and its support for the economic and cultural fabric of the region.

In 2017-2018, **7 local awareness-raising and field projects** that foster awareness and concrete actions to conserve biodiversity have been funded.

PARC NATUREL RÉGIONAL DU VERDON

Since 2016, the support of L'OCCITANE Foundation allows the planting of **5,100 trees, i.e. 4.2 km of hedges**, thus promoting the preservation of 89 tree species and the awareness of more than 500 people.

UNION INTERNATIONALE POUR LA CONSERVATION DE LA NATURE

Since 2015, the Foundation supports the establishment of the **Red List of forest and Mediterranean coastal ecosystems**. This focus is motivated by the diversity of ecosystems within the Mediterranean biogeographical zone. Furthermore, the Mediterranean is one of the 35 hot spots of the global biodiversity. Up to date, 31 ecosystems have been identified, defined and measured, in order to raise awareness and to help the deciders and the territories stakeholders to better plan the land development.

EUROPEAN UNIVERSITY OF FLAVORS AND FRAGRANCES

In 2017-2018, the Foundation has supported the creation of the **Artemisia Museum**, the herbalism and lavender museum of the **Montagne de Lure** listed as UNESCO World Heritage, which has opened on July 6, 2018. This museum presents the territory of Haute Provence through the history of local plants, their transformation and uses.



2017-2018

€ 60,821

TO PRESERVE
NATURAL HERITAGE
IN PROVENCE

+ than 8,000
PEOPLE
SENSITIZED

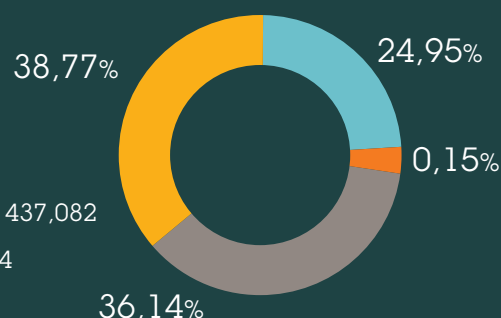
FINANCES FOCUS

■ L'OCCITANE Foundation € 679,192

■ L'OCCITANE's Subsidiaries € 437,082

■ Solidarity products € 633,200

■ Employees collection € 2,544



Detail of the Foundation's projects

PARTNER	PROJECT	AMOUNT
International Agency for the Prevention of Blindness (IAPB)	Membership in IAPB	€ 4,443
LIGHT FOR THE WORLD	Eye screening and surgeries in 7 health districts in Burkina Faso	€ 125,360
SIGHTSAVERS (Burkina Faso)	Eye screening to detect and eliminate tropical diseases (onchocerciasis and trachoma)	€ 107,761
ASOC. COOPERADORA DEL HOSPITAL DE NIÑOS DR. GUTIÉRREZ (Argentina)	Purchase of machines to detect glaucoma in the Niños Dr. Gutiérrez hospital	€ 5,000
EYES FOR THE WORLD (Benelux)	Eye screening and eyeglasses distribution for undocumented and homeless people and optometrist training	€ 15,000
RENOVATIO (Brazil)	Eye screening mobile clinic and eyeglasses distribution for underprivileged people	€ 20,000
FOUNDATION FOR FIGHTING BLINDNESS (Canada)	Awareness actions and screening of diabetic retinopathy in remote rural areas	€ 10,000
ORBIS (China)	Strengthening of pediatric eye care skills and hospital services	€ 60,193
LION'S CLUB (France)	Portable retinopathy screening device for premature children at Necker hospital	€ 30,000
MEHRBLICK (Germany)	Eye screening for homeless people by opticians and second-hand eyeglasses distribution	€ 9,160
CBM UK (India)	Support of a local partnership for the opening of 4 vision centers	€ 35,000
HELEN KELLER (Indonesia)	Reinforcement of health centers to be able to organize eye screenings in 168 schools	€ 5,000
CBM IRELAND (Irlande)	ZAMBIA – Organization of 4 awareness raising, eye screening, treatment and surgeries missions	€ 14,642
Liro (Israel)	Eye screening mobile clinic and treatment for seniors and Holocaust survivors	€ 7,000
CBM Italia (Italy)	ETHIOPIA – Eye care for person suffering from trachoma	€ 10,000
JAPAN OPHTHALMOLOGIST ASSOCIATION (Japan)	Mobile eye screening in Tohoku area linked with awareness campaign	€ 20,000
HEART TO HEART (Korea)	TANZANIA – Eye screening for primary students and training of their teachers	€ 25,000
ST NICHOLAS HOME (Malaysia)	Public awareness : eye screening, treatments, surgeries and eyeglasses distribution	€ 6,100
IMO (Mexico)	Purchase of a microscope to increase the number of surgeries	€ 40,000
VISAKHĀ FOUNDATION (Myanmar)	Eye screening and eye diseases treatment in underprivileged rural areas	€ 10,000
CBM (South Africa)	SUB-SAHARAN AFRICA – Training of 24 surgeons (cataract and glaucoma)	€ 10,000
LIGHT OF LOVE (Taiwan)	Public awareness, establishment of an early detection system and information gathering	€ 10,000
SIGHTSAVERS (United Kingdom)	INDIA – Eye care for populations of rural areas ; training of health worker	€ 30,000
SOGLOM AVLOD UCHUN (Uzbekistan)	Eye screening, treatment, surgery and eyeglasses supply for children and teenagers	€ 5,000
Monitoring and evaluation of the projects		€ 2,983
TOTAL PROJECTS FIGHT AGAINST AVOIDABLE BLINDNESS		€ 617,642

	AMOUNT
Monitoring and evaluation of the projects	€ 926
TOTAL PROJECTS WOMEN'S LEADERSHIP	€ 926

PARTNER	PROJECT	AMOUNT
Conservatoire Botanique National Alpin	Preservation of local seeds	€ 7,000
Fédération des Conservatoires Botaniques Nationaux	Preservation of local seeds	€ 5,000
Solidarité Paysans	Support to struggling farmers	€ 8,000
European university of flavors and fragrances	Creation of the herbalism and lavender museum	€ 20,000
Parc du Verdon	Planting of hedges and trees on the plateau of Valensole	€ 3,140
Parc du Lubéron	Valorization of old fruit varieties	€ 6,860
Union Internationale pour la Conservation de la Nature	Preservation of the Mediterranean coastal ecosystems	€ 10,000
Monitoring and evaluation of the projects		0 €
TOTAL PROJECTS NATURAL HERITAGE		€ 60,624







L'OCCITANE CARES

Foundation L'OCCITANE
fondation.loccitane.com