

## Quarterly Figures

<b>Financial summary</b>	Q1'14 <sup>1</sup>	Q2'14 <sup>2</sup>	Q3'14	Q4'14 <sup>3</sup>	Q1'15	Q2'15 <sup>4</sup>	Q3'15	Q4'15 <sup>5</sup>
Sales, €m	327.2	310.4	274.5	353.7	307.8	301.0	263.2	339.5
Gross margin, %	68.5	70.9	69.0	65.9	67.8	70.7	67.6	70.3
EBITDA, €m	29.4	32.8	26.3	34.4	23.0	29.6	25.1	39.7
Adj. operating profit, €m	23.1	25.3	19.7	29.8	17.2	25.0	19.1	38.9
Adj. operating margin, %	7.0	8.1	7.2	8.4	5.6	8.3	7.3	11.5
Adj. net profit before income tax, €m	18.6	19.5	16.8	22.3	17.0	19.0	9.8	31.0
Adj. net profit, €m	12.0	12.1	11.8	11.1	11.2	11.9	4.9	15.2
Adj. EPS, diluted €	0.22	0.22	0.21	0.20	0.20	0.21	0.09	0.27
Cash flow from op. activities, €m	16.9	12.0	(4.9)	66.0	24.1	25.3	4.1	68.8
Net interest-bearing debt, €m	270.4	284.2	317.5	245.4	264.7	226.8	231.3	171.6
Active consultants, '000	3,481	3,224	2,948	3,473	3,429	3,023	2,796	3,246

<b>Sales, €m</b>	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15	Q3'15	Q4'15
CIS	154.9	132.7	112.7	149.1	108.4	97.4	77.2	104.0
Europe & Africa	86.7	82.1	69.7	94.3	81.7	79.0	71.3	97.0
Latin America	26.5	31.1	32.6	32.5	30.4	35.7	35.3	35.6
Asia & Turkey	56.8	62.8	57.8	76.3	84.2	87.1	77.2	100.4
Manufacturing	0.8	0.2	0.3	0.1	1.5	0.3	0.6	0.7
Other	1.5	1.5	1.4	1.4	1.6	1.5	1.6	1.8
<b>Oriflame</b>	<b>327.2</b>	<b>310.4</b>	<b>274.5</b>	<b>353.7</b>	<b>307.8</b>	<b>301.0</b>	<b>263.2</b>	<b>339.5</b>

<b>Adj. operating Profit, €m</b>	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15	Q3'15	Q4'15
CIS	22.2	12.6	13.9	18.3	12.6	6.9	7.1	8.9
Europe & Africa	11.0	11.4	7.3	15.5	11.7	11.7	11.0	15.2
Latin America	2.6	4.2	4.6	3.4	1.8	4.1	5.0	5.1
Asia & Turkey	5.0	7.7	6.2	11.6	8.5	15.1	10.7	19.8
Manufacturing	1.5	(0.6)	(0.0)	(2.1)	0.7	0.4	2.7	2.3
Other	(19.2)	(10.0)	(12.3)	(16.9)	(18.1)	(13.3)	(17.4)	(12.4)
<b>Oriflame</b>	<b>23.1<sup>1</sup></b>	<b>25.3<sup>2</sup></b>	<b>19.7</b>	<b>29.8<sup>3</sup></b>	<b>17.2</b>	<b>25.0<sup>4</sup></b>	<b>19.1</b>	<b>38.9<sup>5</sup></b>

<b>Active consultants, '000</b>	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15	Q3'15	Q4'15
CIS	1,637	1,477	1,315	1,626	1,531	1,243	1,075	1,281
Europe & Africa	804	758	663	789	797	735	663	774
Latin America	213	233	237	231	227	228	268	263
Asia & Turkey	827	756	733	827	874	817	790	928
<b>Oriflame</b>	<b>3,481</b>	<b>3,224</b>	<b>2,948</b>	<b>3,473</b>	<b>3,429</b>	<b>3,023</b>	<b>2,796</b>	<b>3,246</b>

<b>Adj. operating Margin, %</b>	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15	Q3'15	Q4'15
CIS	14.3	9.5	12.3	12.3	11.6	7.1	9.2	8.6
Europe & Africa	12.7	13.9	10.5	16.5	14.3	14.8	15.4	15.7
Latin America	9.8	13.4	14.0	10.3	6.0	11.4	14.1	14.3
Asia & Turkey	8.8	12.2	10.7	15.2	10.1	17.3	13.8	19.8
<b>Oriflame</b>	<b>7.0<sup>1</sup></b>	<b>8.1<sup>2</sup></b>	<b>7.2</b>	<b>8.4<sup>3</sup></b>	<b>5.6</b>	<b>8.3<sup>4</sup></b>	<b>7.3</b>	<b>11.5<sup>5</sup></b>

<sup>1</sup> Adjusted for non-recurring items of €0.4m

<sup>2</sup> Adjusted for non-recurring items of €1.3m

<sup>3</sup> Adjusted for non-recurring items of €1.3m

<sup>4</sup> Adjusted for non-recurring items of €3.2m

<sup>5</sup> Adjusted for non-recurring items of €9.6m