

CLARINS FRAGRANCE GROUP AMBASSADOR DOOR REPORT

SUMMARY

AMBASSADOR DOORS

2018 vs 2017

FEBRUARY YTD

YEAR TO DATE - TRADE

AREA	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		CFG TOTAL		
	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
55. CATRIONA RAFFERTY																										
NON FLAGSHIP DOORS	2,649	72.7%	335	88.2%	3,123	-45.2%	557	NA	0	NA	34	NA	0	NA	6,698	7,408	-9.6%	573	-0.5%	338	NA	170	NA	7,779	7,984	-2.6%
TOTAL	2,649	72.7%	335	88.2%	3,123	-45.2%	557	NA	0	NA	34	NA	0	NA	6,698	7,408	-9.6%	573	-0.5%	338	NA	170	NA	7,779	7,984	-2.6%
59. NICOLA AIRD																										
FLAGSHIP DOORS	12,434	-22.9%	565	154.2%	13,466	-8.3%	1,308	NA	309	NA	102	NA	0	NA	28,184	39,337	-7.9%	766	-95.6%	1,902	NA	1,407	NA	32,259	41,894	-14.5%
NON FLAGSHIP DOORS	7,952	-18.6%	861	-3.8%	9,058	-21.4%	293	NA	0	NA	120	252.9%	0	NA	18,284	22,205	-17.7%	502	-46.5%	0	NA	0	NA	18,786	23,143	-18.8%
TOTAL	20,386	-11.1%	1,426	-32.9%	22,524	-38.2%	1,601	NA	309	NA	222	335.3%	0	NA	46,468	61,542	-24.5%	1,268	-63.7%	1,902	NA	1,407	NA	51,045	65,037	-21.5%
60. SANDRA HUMPHRIES																										
FLAGSHIP DOORS	4,285	-5.5%	806	-54.1%	4,458	-46.0%	1,064	NA	0	NA	51	500.0%	0	NA	10,664	19,637	-28.4%	587	-70.0%	772	NA	1,133	NA	13,156	20,170	-23.0%
NON FLAGSHIP DOORS	5,226	-45.1%	707	4.6%	7,637	-60.6%	956	NA	0	NA	17	-85.0%	0	NA	14,543	29,675	-51.0%	1,218	4.5%	589	NA	567	NA	16,917	30,840	-45.1%
TOTAL	9,511	-36.8%	1,513	-21.9%	12,095	-62.4%	2,020	NA	0	NA	68	-58.5%	0	NA	25,207	49,312	-48.9%	1,805	6.3%	1,361	NA	1,700	NA	30,073	51,010	-41.0%
61. SAMMY HUGHES																										
FLAGSHIP DOORS	10,114	-30.2%	1,047	-5.3%	13,111	-45.1%	285	NA	0	NA	52	-69.2%	0	NA	24,609	39,616	-37.9%	1,224	18.0%	0	NA	0	NA	25,833	40,653	-36.5%
NON FLAGSHIP DOORS	1,113	45.5%	281	165.1%	2,587	-62.9%	810	NA	0	NA	0	NA	0	NA	4,791	7,922	-39.5%	66	-79.8%	1,341	NA	1,700	NA	7,898	8,249	-4.3%
TOTAL	11,227	-26.4%	1,328	9.6%	15,698	-49.1%	1,095	NA	0	NA	52	-78.2%	0	NA	29,400	47,538	-38.2%	1,290	-5.4%	1,341	NA	1,700	NA	33,731	48,902	-31.0%
63. MATTHEW BOURNE																										
SUPER FLAGSHIP DOORS	12,433	-9.2%	1,100	-44.4%	10,430	-31.3%	329	NA	28,598	-39.6%	203	-34.7%	0	NA	53,093	78,484	-32.4%	1,106	34.9%	164	NA	0	NA	54,363	79,304	-31.4%
FLAGSHIP DOORS	6,350	24.0%	475	-47.9%	8,572	-32.1%	1,297	NA	0	NA	0	NA	0	NA	16,694	18,666	-10.6%	160	-89.9%	822	NA	907	NA	18,583	20,253	-8.2%
NON FLAGSHIP DOORS	3,115	72.0%	887	-4.1%	6,630	2.0%	810	NA	0	NA	204	NA	0	NA	11,646	9,233	26.1%	663	2.2%	369	NA	567	NA	13,245	9,882	34.0%
TOTAL	21,898	6.2%	2,462	-35.5%	25,632	-25.3%	2,436	NA	28,598	-39.6%	407	30.9%	0	NA	81,433	106,383	-23.5%	1,929	-36.9%	1,355	NA	1,474	NA	86,191	109,439	-21.2%
66. TAMMI JONES																										
FLAGSHIP DOORS	3,920	40.5%	550	51.9%	4,311	-52.1%	944	NA	0	NA	86	405.9%	0	NA	9,811	12,163	-19.3%	64	-92.5%	558	NA	850	NA	11,283	13,021	-13.3%
NON FLAGSHIP DOORS	6,940	0.9%	576	-6.6%	7,203	-47.6%	893	NA	0	NA	120	41.2%	0	NA	15,732	21,322	-26.2%	793	-52.2%	253	NA	283	NA	17,061	22,980	-25.8%
TOTAL	10,860	12.3%	1,126	15.0%	11,514	-49.4%	1,837	NA	0	NA	206	102.0%	0	NA	25,543	33,485	-23.7%	857	-65.9%	811	NA	1,133	NA	28,344	36,001	-21.3%
70. ROSE PING																										
FLAGSHIP DOORS	4,444	2.6%	152	-84.7%	3,478	-64.2%	0	NA	0	NA	68	0.0%	0	NA	8,142	11,169	-45.9%	184	NA	0	NA	0	NA	8,326	11,383	-45.9%
NON FLAGSHIP DOORS	10,662	28.1%	1,267	194.0%	11,737	-35.6%	1,364	NA	0	NA	138	0.0%	0	NA	25,168	27,132	-7.2%	911	-67.1%	912	NA	960	NA	27,951	29,904	-6.5%
TOTAL	15,106	27.0%	1,419	67.3%	15,215	-40.1%	1,364	NA	0	NA	206	32.9%	0	NA	33,310	38,301	-13.0%	1,095	-63.3%	912	NA	960	NA	36,277	41,287	-12.1%
71. UMME RUMMAN																										
NON FLAGSHIP DOORS	6,823	19.0%	480	7.1%	8,922	-27.3%	1,253	NA	0	NA	51	200.0%	0	NA	17,529	18,431	-4.9%	457	-32.5%	827	NA	567	NA	19,380	19,108	1.4%
TOTAL	6,823	19.0%	480	7.1%	8,922	-27.3%	1,253	NA	0	NA	51	200.0%	0	NA	17,529	18,431	-4.9%	457	-32.5%	827	NA	567	NA	19,380	19,108	1.4%
72. RENATA MILLER																										
NON FLAGSHIP DOORS	3,728	-31.4%	924	171.0%	7,007	-3.1%	176	NA	0	NA	51	200.0%	0	NA	11,886	13,025	-8.7%	674	358.5%	240	NA	167	NA	12,967	13,172	-1.6%
TOTAL	3,728	-31.4%	924	171.0%	7,007	-3.1%	176	NA	0	NA	51	200.0%	0	NA	11,886	13,025	-8.7%	674	358.5%	240	NA	167	NA	12,967	13,172	-1.6%
GRAND TOTAL	102,188	-5.5%	11,013	-7.3%	121,730	-41.2%	12,339	NA	28,907	-38.9%	1,297	22.9%	0	NA	277,474	375,425	-26.1%	9,948	-39.8%	9,087	NA	9,278	NA	305,787	391,940	-22.0%

NUMBER OF OPEN DOORS

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SUMMARY

AMBASSADOR DOORS

2018 vs 2017

FEBRUARY YTD

YEAR TO DATE - RETAIL

AREA	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		CFG TOTAL		
	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
55. CATRIONA RAFFERTY																										
NON FLAGSHIP DOORS	3,925	-13.1%	491	57.9%	4,331	50.2%	754	NA	0	NA	93	181.8%	48	700.0%	9,642	7,751	24.4%	2,068	42.9%	769	NA	0	NA	12,527	9,198	36.2%
TOTAL	3,925	-13.1%	491	57.9%	4,331	50.2%	754	NA	0	NA	93	181.8%	48	700.0%	9,642	7,751	24.4%	2,068	42.9%	769	NA	0	NA	12,527	9,198	36.2%
59. NICOLA AIRD																										
FLAGSHIP DOORS	26,337	-24.9%	1,838	-23.4%	26,333	39.4%	14,017	NA	1,713	NA	436	NA	0	NA	70,674	57,737	21.0%	4,215	138.4%	2,625	NA	0	NA	77,514	64,006	33.4%
NON FLAGSHIP DOORS	15,704	-7.9%	1,638	-16.4%	15,854	39.7%	4,075	NA	0	NA	214	0.0%	0	NA	37,485	30,602	22.5%	4,058	11.9%	1,548	NA	0	NA	43,091	34,251	25.8%
TOTAL	42,041	-6.7%	3,476	-32.3%	42,187	14.0%	18,092	NA	1,713	NA	650	-37.7%	0	NA	108,159	88,339	22.4%	8,273	-16.4%	4,173	NA	0	NA	120,605	98,257	22.7%
60. SANDRA HUMPHRIES																										
FLAGSHIP DOORS	14,312	-6.0%	1,596	-42.1%	12,105	2.6%	3,738	NA	0	NA	121	-47.4%	0	NA	31,872	26,733	22.4%	3,128	-32.8%	1,179	NA	0	NA	36,179	30,377	21.1%
NON FLAGSHIP DOORS	13,151	-4.6%	1,294	-58.6%	10,350	-41.1%	3,729	NA	0	NA	120	-69.3%	0	NA	28,644	35,059	-18.3%	3,300	-34.0%	1,122	NA	0	NA	33,066	40,136	-17.6%
TOTAL	27,463	2.6%	2,890	-46.2%	22,455	-21.8%	7,467	NA	0	NA	241	-64.2%	0	NA	60,516	61,792	-2.1%	6,428	-25.5%	2,301	NA	0	NA	69,245	70,513	-1.8%
61. SAMMY HUGHES																										
FLAGSHIP DOORS	22,644	10.3%	3,109	-28.9%	24,188	8.5%	5,634	NA	0	NA	124	-57.2%	0	NA	55,699	52,618	19.2%	3,993	-13.8%	1,920	NA	34	NA	61,612	57,250	19.1%
NON FLAGSHIP DOORS	6,956	76.5%	364	-64.5%	4,184	-49.9%	1,014	NA	0	NA	31	-80.0%	0	NA	12,549	13,492	-7.0%	1,209	4.0%	352	NA	0	NA	14,110	14,671	-3.8%
TOTAL	29,600	0.6%	3,473	-9.0%	28,372	-11.7%	6,648	NA	0	NA	155	-77.8%	0	NA	68,248	66,110	3.2%	5,202	-10.2%	2,272	NA	34	NA	75,722	71,921	5.3%
63. MATTHEW BOURNE																										
SUPER FLAGSHIP DOORS	48,251	89.5%	4,640	14.2%	62,336	166.0%	5,445	NA	58,004	-21.2%	481	-61.5%	0	NA	179,157	155,317	15.3%	3,514	-56.9%	2,487	NA	0	NA	185,158	163,479	13.3%
FLAGSHIP DOORS	16,241	-11.2%	3,801	11.4%	14,814	1.7%	3,052	NA	0	NA	93	-77.2%	0	NA	38,001	36,599	5.9%	2,312	-13.8%	2,414	NA	0	NA	42,727	40,750	7.6%
NON FLAGSHIP DOORS	8,143	4.3%	1,485	-38.9%	8,241	-24.6%	2,311	NA	0	NA	186	100.0%	0	NA	20,366	21,619	-5.8%	4,024	5.1%	1,218	NA	0	NA	25,608	25,446	0.6%
TOTAL	72,635	49.4%	9,926	-2.1%	85,391	65.6%	10,808	NA	58,004	-21.2%	760	-54.8%	0	NA	237,524	213,535	11.2%	9,850	-39.0%	6,119	NA	0	NA	253,493	229,675	10.4%
66. TAMMI JONES																										
FLAGSHIP DOORS	10,178	-17.0%	589	-62.5%	6,195	-33.4%	1,608	NA	0	NA	0	NA	0	NA	18,570	23,161	-19.8%	2,127	-2.6%	615	NA	0	NA	21,312	25,345	-15.9%
NON FLAGSHIP DOORS	11,717	-23.7%	958	-37.0%	11,459	0.9%	2,839	NA	0	NA	121	-36.6%	0	NA	27,094	28,429	-4.7%	2,352	-22.5%	1,127	NA	0	NA	30,573	31,464	-2.8%
TOTAL	21,895	-20.7%	1,547	-50.0%	17,654	-14.5%	4,447	NA	0	NA	121	-45.5%	0	NA	45,664	51,590	-11.5%	4,479	-14.2%	1,742	NA	0	NA	51,885	56,809	-8.7%
70. ROSE PING																										
FLAGSHIP DOORS	7,943	NA	898	NA	8,179	NA	1,277	NA	0	NA	267	NA	0	NA	18,564	16,360	NA	2,678	NA	281	NA	0	NA	21,523	17,701	NA
NON FLAGSHIP DOORS	18,805	-12.4%	2,152	-35.6%	22,958	29.1%	5,466	NA	0	NA	169	-21.8%	0	NA	49,550	42,868	15.6%	6,866	44.0%	1,644	NA	0	NA	58,060	47,636	21.9%
TOTAL	26,748	-15.1%	3,050	-18.6%	31,137	32.6%	6,743	NA	0	NA	436	1.6%	0	NA	68,114	59,228	15.0%	9,544	56.2%	1,925	NA	0	NA	79,583	65,337	21.8%
71. UMME RUMMAN																										
NON FLAGSHIP DOORS	13,047	-3.5%	1,683	-28.6%	13,923	16.3%	3,490	NA	0	NA	124	-20.0%	0	NA	32,267	28,282	14.1%	2,796	3.8%	1,009	NA	0	NA	36,072	31,226	15.5%
TOTAL	13,047	-3.5%	1,683	-28.6%	13,923	16.3%	3,490	NA	0	NA	124	-20.0%	0	NA	32,267	28,282	14.1%	2,796	3.8%	1,009	NA	0	NA	36,072	31,226	15.5%
72. RENATA MILLER																										
NON FLAGSHIP DOORS	9,140	-4.5%	1,181	-33.5%	10,272	35.9%	3,241	NA	0	NA	152	-34.2%	0	NA	23,986	19,234	24.7%	2,219	47.3%	583	NA	0	NA	26,788	20,740	29.2%
TOTAL	9,140	-4.5%	1,181	-33.5%	10,272	35.9%	3,241	NA	0	NA	152	-34.2%	0	NA	23,986	19,234	24.7%	2,219	47.3%	583	NA	0	NA	26,788	20,740	29.2%
GRAND TOTAL	246,494	4.2%	27,717	-22.5%	255,722	18.4%	61,690	NA	59,717	-18.9%	2,732	-47.1%	48	-99.8%	654,120	595,861	9.8%	50,859	-11.4%	20,893	NA	34	NA	725,920	653,676	11.1%

NUMBER OF OPEN DOORS

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2018 vs 2017

MONTH OF FEBRUARY

MONTH - TRADE

AREA	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		CFG TOTAL		
	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
55. CATRIONA RAFFERTY																										
NON FLAGSHIP DOORS	922	52.9%	146	NA	1,007	-48.1%	540	NA	0	NA	17	NA	0	NA	2,632	2,544	3.5%	214	-46.6%	314	NA	170	NA	3,330	2,945	13.1%
TOTAL	922	52.9%	146	NA	1,007	-48.1%	540	NA	0	NA	17	NA	0	NA	2,632	2,544	3.5%	214	-46.6%	314	NA	170	NA	3,330	2,945	13.1%
59. NICOLA AIRD																										
FLAGSHIP DOORS	4,224	-72.6%	441	NA	3,917	-72.2%	1,235	NA	(398)	NA	102	NA	0	NA	9,521	22,944	-65.0%	127	NA	1,902	NA	1,407	NA	12,957	24,431	-66.7%
NON FLAGSHIP DOORS	1,373	-59.7%	63	-88.4%	1,965	-71.4%	186	NA	0	NA	17	0.0%	0	NA	3,604	10,809	-66.7%	90	-82.6%	0	NA	0	NA	3,694	11,326	-67.4%
TOTAL	5,597	-46.6%	504	-64.5%	5,882	-73.1%	1,421	NA	-398	NA	119	600.0%	0	NA	13,125	33,753	-61.1%	217	-89.2%	1,902	NA	1,407	NA	16,651	35,757	-53.4%
60. SANDRA HUMPHRIES																										
FLAGSHIP DOORS	745	-40.3%	424	-49.8%	1,120	-73.9%	905	NA	0	NA	17	NA	0	NA	3,211	11,014	-58.5%	229	-91.5%	772	NA	1,133	NA	5,345	11,133	-47.0%
NON FLAGSHIP DOORS	1,095	-75.0%	299	-21.7%	2,546	-72.0%	618	NA	0	NA	0	NA	0	NA	4,558	13,900	-67.2%	667	3.6%	589	NA	567	NA	6,381	14,544	-56.1%
TOTAL	1,840	-76.1%	723	-44.0%	3,666	-76.9%	1,523	NA	0	NA	17	-66.7%	0	NA	7,769	24,914	-68.8%	896	17.4%	1,361	NA	1,700	NA	11,726	25,677	-54.3%
61. SAMMY HUGHES																										
FLAGSHIP DOORS	2,434	-72.0%	285	-42.5%	3,125	-79.5%	47	NA	0	NA	0	NA	0	NA	5,891	24,527	-76.0%	644	90.5%	0	NA	0	NA	6,535	24,865	-73.7%
NON FLAGSHIP DOORS	686	81.5%	281	376.3%	1,280	57.6%	810	NA	0	NA	0	NA	0	NA	3,057	1,266	141.5%	66	NA	1,341	NA	1,700	NA	6,164	1,266	386.9%
TOTAL	3,120	-65.6%	566	2.0%	4,405	-72.5%	857	NA	0	NA	0	NA	0	NA	8,948	25,793	-65.3%	710	110.1%	1,341	NA	1,700	NA	12,699	26,131	-51.4%
63. MATTHEW BOURNE																										
SUPER FLAGSHIP DOORS	2,899	-54.4%	282	-75.9%	2,893	-67.4%	91	NA	11,300	58.8%	100	-33.8%	0	NA	17,565	23,648	-25.7%	478	-41.7%	0	NA	0	NA	18,043	24,468	-26.3%
FLAGSHIP DOORS	2,624	-22.7%	422	-52.5%	5,537	-5.9%	1,297	NA	0	NA	0	NA	0	NA	9,880	10,171	-2.9%	160	-79.6%	822	NA	907	NA	11,769	10,956	7.4%
NON FLAGSHIP DOORS	2,070	57.3%	887	25.5%	3,924	75.9%	810	NA	0	NA	204	NA	0	NA	7,895	4,254	85.6%	663	309.3%	369	NA	567	NA	9,494	4,416	115.0%
TOTAL	7,593	-31.4%	1,591	-42.4%	12,354	-27.2%	2,198	NA	11,300	58.8%	304	101.3%	0	NA	35,340	38,073	-7.2%	1,301	-26.4%	1,191	NA	1,474	NA	39,306	39,840	-1.3%
66. TAMMI JOHNSTON																										
FLAGSHIP DOORS	662	-41.5%	264	-4.3%	1,959	-37.1%	927	NA	0	NA	52	NA	0	NA	3,864	4,520	-14.5%	36	-90.0%	558	NA	850	NA	5,308	4,881	8.7%
NON FLAGSHIP DOORS	2,779	8.2%	286	0.0%	2,163	-66.4%	617	NA	0	NA	34	0.0%	0	NA	5,879	9,335	-37.0%	166	-73.2%	253	NA	283	NA	6,581	9,954	-33.9%
TOTAL	3,441	-7.0%	550	-2.1%	4,122	-56.9%	1,544	NA	0	NA	86	152.9%	0	NA	9,743	13,855	-29.7%	202	-79.4%	811	NA	1,133	NA	11,889	14,835	-19.9%
70. ROSE PING																										
FLAGSHIP DOORS	914	-73.6%	58	-58.9%	750	-93.5%	0	NA	0	NA	34	NA	0	NA	1,756	6,771	-89.3%	0	NA	0	NA	0	NA	1,756	6,843	-89.3%
NON FLAGSHIP DOORS	3,740	7.9%	649	250.8%	4,004	-53.9%	1,345	NA	0	NA	104	511.8%	0	NA	9,842	12,358	-20.4%	313	-74.0%	888	NA	960	NA	12,003	13,564	-11.5%
TOTAL	4,654	-3.7%	707	89.0%	4,754	-65.8%	1,345	NA	0	NA	138	711.8%	0	NA	11,598	19,129	-39.4%	313	-75.5%	888	NA	960	NA	13,759	20,407	-32.6%
71. UMME RUMMAN																										
NON FLAGSHIP DOORS	1,761	-39.4%	254	-6.3%	3,741	-35.4%	943	NA	0	NA	17	0.0%	0	NA	6,716	8,935	-24.8%	112	-50.9%	803	NA	567	NA	8,198	9,163	-10.5%
TOTAL	1,761	-39.4%	254	-6.3%	3,741	-35.4%	943	NA	0	NA	17	0.0%	0	NA	6,716	8,935	-24.8%	112	-50.9%	803	NA	567	NA	8,198	9,163	-10.5%
72. RENATA MILLER																										
NON FLAGSHIP DOORS	663	-79.8%	358	102.3%	1,952	-53.0%	0	NA	0	NA	34	NA	0	NA	3,007	7,604	-60.5%	386	484.8%	183	NA	167	NA	3,743	7,670	-51.2%
TOTAL	663	-79.8%	358	102.3%	1,952	-53.0%	0	NA	0	NA	34	NA	0	NA	3,007	7,604	-60.5%	386	484.8%	183	NA	167	NA	3,743	7,670	-51.2%
GRAND TOTAL	29,591	-44.8%	5,399	-27.2%	41,883	-60.5%	10,371	NA	10,902	53.2%	732	81.2%	0	NA	98,878	174,600	-43.4%	4,351	-44.4%	8,794	NA	9,278	NA	121,301	182,425	-33.5%

NUMBER OF OPEN DOORS

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CLARINS FRAGRANCE GROUP
AMBASSADOR DOOR REPORT

SUMMARY

AMBASSADOR DOORS

2018 vs 2017

MONTH OF FEBRUARY

MONTH - RETAIL

AREA	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		CFG TOTAL		
	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
55. CATRIONA RAFFERTY																										
NON FLAGSHIP DOORS	1,863	-35.9%	277	19.9%	2,445	33.3%	449	NA	0	NA	62	3000.0%	0	NA	5,096	4,980	2.3%	632	-25.8%	542	NA	0	NA	6,270	5,832	7.5%
TOTAL	1,863	-35.9%	277	19.9%	2,445	33.3%	449	NA	0	NA	62	3000.0%	0	NA	5,096	4,980	2.3%	632	-25.8%	542	NA	0	NA	6,270	5,832	7.5%
59. NICOLA AIRD																										
FLAGSHIP DOORS	11,577	-37.0%	853	NA	14,573	-0.2%	4,734	NA	610	NA	294	NA	0	NA	32,641	31,475	-2.9%	1,663	-6.3%	695	NA	0	NA	34,999	34,531	0.9%
NON FLAGSHIP DOORS	6,523	-14.5%	882	8.5%	9,547	49.3%	1,459	NA	0	NA	28	-84.7%	0	NA	18,439	15,022	22.7%	1,332	-31.4%	780	NA	0	NA	20,551	16,965	21.1%
TOTAL	18,100	-13.1%	1,735	-26.1%	24,120	6.2%	6,193	NA	610	NA	322	-48.0%	0	NA	51,080	46,497	9.9%	2,995	-40.1%	1,475	NA	0	NA	55,550	51,496	7.9%
60. SANDRA HUMPHRIES																										
FLAGSHIP DOORS	5,358	-12.2%	727	-44.4%	6,389	-10.7%	1,620	NA	0	NA	31	-32.6%	0	NA	14,125	13,965	3.7%	1,345	-45.6%	569	NA	0	NA	16,039	15,587	1.4%
NON FLAGSHIP DOORS	6,271	-15.8%	700	-64.9%	4,902	-51.8%	1,098	NA	0	NA	0	NA	0	NA	12,971	20,097	-35.5%	843	-70.6%	557	NA	0	NA	14,371	23,036	-37.6%
TOTAL	11,629	-9.6%	1,427	-53.1%	11,291	-35.5%	2,718	NA	0	NA	31	-93.1%	0	NA	27,096	34,062	-20.5%	2,188	-51.2%	1,126	NA	0	NA	30,410	38,623	-21.3%
61. SAMMY HUGHES																										
FLAGSHIP DOORS	10,452	-16.0%	1,817	49.4%	14,688	-1.2%	3,023	NA	0	NA	31	-85.9%	0	NA	30,011	28,748	4.4%	2,212	-8.5%	1,069	NA	34	NA	33,292	31,165	6.8%
NON FLAGSHIP DOORS	3,117	57.7%	156	-68.7%	1,329	-78.0%	467	NA	0	NA	0	NA	0	NA	5,069	8,587	-41.0%	619	-18.7%	261	NA	0	NA	5,949	9,348	-36.4%
TOTAL	13,569	-5.9%	1,973	15.0%	16,017	-23.4%	3,490	NA	0	NA	31	-89.0%	0	NA	35,080	37,335	-6.0%	2,831	-10.9%	1,330	NA	34	NA	39,241	40,513	-3.1%
63. MATTHEW BOURNE																										
SUPER FLAGSHIP DOORS	9,121	-4.9%	1,819	-20.1%	12,771	22.6%	1,957	NA	21,116	-9.5%	217	-59.8%	0	NA	47,001	46,145	1.9%	1,378	-58.4%	848	NA	0	NA	49,227	49,456	-0.5%
FLAGSHIP DOORS	7,873	9.1%	1,653	-3.7%	7,766	-23.0%	1,436	NA	0	NA	93	-66.7%	0	NA	18,821	19,291	-2.4%	722	-55.1%	826	NA	0	NA	20,369	20,900	-2.5%
NON FLAGSHIP DOORS	3,426	-12.3%	758	-38.1%	4,435	-35.3%	876	NA	0	NA	155	400.0%	0	NA	9,650	12,087	-20.2%	1,922	9.1%	474	NA	0	NA	12,046	13,849	-13.0%
TOTAL	20,420	-1.4%	4,230	-18.9%	24,972	-8.7%	4,269	NA	21,116	-9.5%	465	-45.3%	0	NA	75,472	77,523	-2.6%	4,022	-39.8%	2,148	NA	0	NA	81,642	84,205	-3.0%
66. TAMMI JOHNSTON																										
FLAGSHIP DOORS	5,195	-25.4%	226	-69.3%	2,911	-50.0%	597	NA	0	NA	0	NA	0	NA	8,929	13,558	-34.1%	672	-39.7%	104	NA	0	NA	9,705	14,673	-33.9%
NON FLAGSHIP DOORS	4,483	-47.6%	426	-55.4%	6,036	-21.9%	1,029	NA	0	NA	0	NA	0	NA	11,974	17,297	-30.8%	944	-49.8%	574	NA	0	NA	13,492	19,176	-29.6%
TOTAL	9,678	-37.6%	652	-61.4%	8,947	-34.0%	1,626	NA	0	NA	0	NA	0	NA	20,903	30,855	-32.3%	1,616	-46.0%	678	NA	0	NA	23,197	33,849	-31.5%
70. ROSE PING																										
FLAGSHIP DOORS	4,072	-23.7%	539	182.2%	4,465	16.9%	591	NA	0	NA	62	-56.3%	0	NA	9,729	9,489	2.5%	1,032	46.6%	88	NA	0	NA	10,849	10,193	6.4%
NON FLAGSHIP DOORS	9,278	-13.7%	704	-58.3%	12,946	22.4%	2,244	NA	0	NA	67	-63.8%	0	NA	25,239	23,253	8.5%	2,185	-14.1%	789	NA	0	NA	28,213	25,797	9.4%
TOTAL	13,350	-17.0%	1,243	-33.8%	17,411	20.9%	2,835	NA	0	NA	129	-60.6%	0	NA	34,968	32,742	6.8%	3,217	-1.0%	877	NA	0	NA	39,062	35,990	8.5%
71. UMME RUMMAN																										
FLAGSHIP DOORS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
NON FLAGSHIP DOORS	5,336	-17.0%	1,112	9.0%	7,714	25.1%	1,746	NA	0	NA	31	-66.7%	0	NA	15,939	13,742	16.0%	1,559	38.2%	348	NA	0	NA	17,846	14,900	19.8%
TOTAL	5,336	-17.0%	1,112	9.0%	7,714	25.1%	1,746	NA	0	NA	31	-66.7%	0	NA	15,939	13,742	16.0%	1,559	38.2%	348	NA	0	NA	17,846	14,900	19.8%
72. RENATA MILLER																										
FLAGSHIP DOORS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
NON FLAGSHIP DOORS	4,641	-3.8%	343	-45.2%	6,043	53.8%	1,483	NA	0	NA	121	1.7%	0	NA	12,631	9,498	33.0%	927	-4.5%	297	NA	0	NA	13,855	10,469	32.3%
TOTAL	4,641	-3.8%	343	-45.2%	6,043	53.8%	1,483	NA	0	NA	121	1.7%	0	NA	12,631	9,498	33.0%	927	-4.5%	297	NA	0	NA	13,855	10,469	32.3%
GRAND TOTAL	98,586	-14.0%	12,992	-26.9%	118,960	-7.3%	24,809	NA	21,726	-6.8%	1,192	-57.9%	0	NA	278,265	287,234	-3.1%	19,987	-30.0%	8,821	NA	34	NA	307,073	315,877	-2.8%

NUMBER OF OPEN DOORS

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CLARINS FRAGRANCE GROUP
STORES GROUP REPORT

2018 vs 2017

AMBASSADOR DOORS

FEBRUARY YTD

YEAR TO DATE - RETAIL

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		CFG TOTAL		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
SUPER FLAGSHIP DOORS																											
2835	DEBENHAMS LONDON	11,459	-21.9%	1,918	-8.4%	16,805	49.5%	3,757	NA	0	NA	279	-53.3%	0	NA	34,218	28,599	19.6%	3,514	-56.9%	2,487	NA	0	NA	40,219	36,761	9.4%
4755	HARRODS LONDON	36,792	240.7%	2,722	38.1%	45,531	273.4%	1,688	NA	58,004	-21.2%	202	-69.0%	0	NA	144,939	126,718	14.4%	0	NA	0	NA	0	NA	144,939	126,718	14.4%
TOTAL SUPER FLAGSHIP DOORS		48,251	89.5%	4,640	14.2%	62,336	166.0%	5,445	NA	58,004	-21.2%	481	-61.5%	0	NA	179,157	155,317	15.3%	3,514	-56.9%	2,487	NA	0	NA	185,158	163,479	13.3%
FLAGSHIP DOORS																											
3067	DEBENHAMS GATESHEAD	3,385	2.3%	281	20.6%	4,118	6.9%	2,283	NA	0	NA	120	155.3%	0	NA	10,187	7,441	36.9%	1,337	-4.7%	472	NA	0	NA	11,996	8,844	35.6%
2829	DEBENHAMS LEEDS WHITE ROSE	5,579	-12.7%	570	-8.9%	7,108	48.5%	2,004	NA	0	NA	0	NA	0	NA	15,261	11,809	29.2%	323	-64.0%	369	NA	0	NA	15,953	12,706	25.6%
3131	DEBENHAMS SUNDERLAND	4,239	-20.6%	134	-78.0%	4,420	7.3%	2,661	NA	0	NA	68	15.3%	0	NA	11,522	10,129	13.8%	1,504	38.4%	278	NA	0	NA	13,304	11,216	18.6%
3865	FENWICK NEWCASTLE	8,346	-18.6%	550	-36.0%	5,837	-23.1%	6,458	NA	1,713	NA	186	-68.9%	0	NA	23,090	19,321	19.5%	324	-73.8%	1,219	NA	0	NA	24,633	20,556	19.8%
5200	HOUSE OF FRASER GATESHEAD	4,788	75.1%	303	-64.3%	4,850	-9.0%	611	NA	0	NA	62	-50.0%	0	NA	10,614	9,037	17.5%	727	-55.9%	287	NA	0	NA	11,628	10,684	8.8%
TOTAL FLAGSHIP DOORS AREA 59		26,337	-6.0%	1,838	-42.1%	26,333	2.6%	14,017	NA	1,713	NA	436	-47.4%	0	NA	70,674	57,379	22.4%	4,215	-32.8%	2,625	NA	0	NA	77,514	64,006	21.1%
3169	DEBENHAMS BIRMINGHAM	8,718	-1.3%	1,320	21.4%	8,819	40.3%	3,019	NA	0	NA	62	-75.4%	0	NA	21,938	16,507	32.9%	1,320	-38.8%	969	NA	0	NA	24,227	18,665	29.8%
5240	HOUSE OF FRASER BIRMINGHAM	5,594	34.8%	276	-76.2%	3,286	-32.5%	719	NA	0	NA	59	90.3%	0	NA	9,934	10,226	-2.9%	1,808	23.1%	210	NA	0	NA	11,952	11,712	2.0%
TOTAL FLAGSHIP DOORS AREA 60		14,312	10.3%	1,596	-28.9%	12,105	8.5%	3,738	NA	0	NA	121	-57.2%	0	NA	31,872	26,733	19.2%	3,128	-13.8%	1,179	NA	0	NA	36,179	30,377	19.1%
3217	DEBENHAMS LIVERPOOL	5,634	-7.9%	619	56.7%	4,958	-8.9%	1,182	NA	0	NA	62	-70.2%	0	NA	12,455	12,163	2.4%	854	18.9%	631	NA	0	NA	13,940	12,881	8.2%
2930	DEBENHAMS MANCHESTER	4,535	-21.5%	1,024	53.5%	7,423	47.8%	1,847	NA	0	NA	31	-84.8%	0	NA	14,860	11,670	27.3%	1,334	-36.0%	701	NA	0	NA	16,895	13,756	22.8%
2952	DEBENHAMS MANCHESTER TRAFFORD PARK	3,088	-18.4%	696	86.1%	2,859	-15.1%	848	NA	0	NA	31	0.0%	0	NA	7,522	7,555	-0.4%	491	-33.7%	283	NA	0	NA	8,296	8,296	0.0%
5712	JOHN LEWIS LIVERPOOL	4,606	-21.4%	578	-22.5%	3,108	-21.0%	1,073	NA	0	NA	0	NA	0	NA	9,365	10,542	-11.2%	709	8.7%	84	NA	0	NA	10,158	11,194	-9.3%
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	4,781	21.1%	192	-68.5%	5,840	-2.8%	684	NA	0	NA	0	NA	0	NA	11,497	10,688	7.6%	605	39.1%	221	NA	34	NA	12,323	11,123	10.8%
TOTAL FLAGSHIP DOORS AREA 61		22,644	-11.2%	3,109	11.4%	24,188	1.7%	5,634	NA	0	NA	124	-77.2%	0	NA	55,699	52,618	5.9%	3,993	-13.8%	1,920	NA	34	NA	61,612	57,250	7.6%
5100	HOUSE OF FRASER LONDON OXFORD STREET	9,284	-5.6%	2,006	-18.8%	8,133	-26.8%	1,990	NA	0	NA	93	-72.7%	0	NA	21,506	23,755	-9.5%	2,254	-15.7%	1,957	NA	0	NA	25,717	26,428	-2.7%
5620	JOHN LEWIS LONDON	6,957	26.2%	1,795	53.3%	6,681	9.8%	1,062	NA	0	NA	0	NA	0	NA	16,495	12,844	28.4%	58	-96.1%	457	NA	0	NA	17,010	14,322	18.8%
TOTAL FLAGSHIP DOORS AREA 63		16,241	5.8%	3,801	4.4%	14,814	-13.9%	3,052	NA	0	NA	93	-72.7%	0	NA	38,001	36,599	3.8%	2,312	-44.3%	2,414	NA	0	NA	42,727	40,750	4.9%
3125	DEBENHAMS GLASGOW	4,589	-9.0%	247	-59.5%	2,995	-4.3%	911	NA	0	NA	0	NA	0	NA	8,742	8,781	-0.4%	950	-20.5%	125	NA	0	NA	9,817	9,976	-1.6%
5185	FRASERS GLASGOW	5,589	-22.6%	342	-64.4%	3,200	-48.1%	697	NA	0	NA	0	NA	0	NA	9,828	14,380	-31.7%	1,177	19.0%	490	NA	0	NA	11,495	15,369	-25.2%
TOTAL FLAGSHIP DOORS AREA 66		10,178	-17.0%	589	-62.5%	6,195	-33.4%	1,608	NA	0	NA	0	NA	0	NA	18,570	23,161	-19.8%	2,127	-2.6%	615	NA	0	NA	21,312	25,345	-15.5%
5155	DEBENHAMS ROMFORD	4,550	-25.3%	591	206.2%	4,011	72.7%	872	NA	0	NA	93	-48.9%	0	NA	10,117	8,789	15.1%	855	-2.5%	281	NA	0	NA	11,253	9,666	16.4%
3060	DEBENHAMS THURROCK	3,393	-13.8%	307	46.2%	4,168	23.2%	405	NA	0	NA	174	461.3%	0	NA	8,447	7,571	11.6%	1,823	292.9%	0	NA	0	NA	10,270	8,035	27.8%
TOTAL FLAGSHIP DOORS AREA 70		7,943	-20.8%	898	122.8%	8,179	43.3%	1,277	NA	0	NA	267	25.4%	0	NA	18,564	16,360	13.5%	2,678	99.7%	281	NA	0	NA	21,523	17,701	21.6%
TOTAL FLAGSHIP DOORS		97,655	-6.2%	11,831	-14.4%	91,814	-1.1%	29,326	NA	1,713	NA	1,041	-53.5%	0	NA	233,380	213,208	9.5%	18,453	-16.9%	9,034	NA	34	NA	260,867	235,429	10.8%
NON FLAGSHIP DOORS																											
3256	DEBENHAMS BELFAST	2,935	-16.2%	276	11.3%	2,939	38.2%	435	NA	0	NA	0	NA	48	700.0%	6,633	5,887	12.7%	1,464	36.1%	419	NA	0	NA	8,564	6,963	23.0%
5273	HOUSE OF FRASER BELFAST	990	-2.3%	215	241.3%	1,392	83.9%	319	NA	0	NA	93	200.0%	0	NA	3,009	1,864	61.4%	604	62.8%	350	NA	0	NA	3,963	2,235	77.3%
TOTAL AREA 55		3,925	-13.1%	491	57.9%	4,331	50.2%	754	NA	0	NA	93	181.8%	48	700.0%	9,642	7,751	24.4%	2,068	42.9%	769	NA	0	NA	12,527	9,198	36.2%
2830	BROWNS CHESTER	4,914	-7.0%	233	-51.3%	4,419	11.9%	663	NA	0	NA	28	0.0%	0	NA	10,257	9,741	5.3%	457	-41.9%	596	NA	0	NA	11,310	10,528	7.4%
3236	DEBENHAMS NEWCASTLE	3,595	27.9%	410	72.3%	5,726	89.9%	1,440	NA	0	NA	62	-33.3%	0	NA	11,233	6,156	82.5%	1,417	56.2%	395	NA	0	NA	13,045	7,063	84.7%
2831	DEBENHAMS LEEDS BRIGGATE	4,450	-16.1%	897	-19.6%	3,647	25.7%	434	NA	0	NA	124	300.0%	0	NA	9,552	9,380	1.8%	1,035	-28.6%	402	NA	0	NA	10,989	10,853	1.3%
2963	DEBENHAMS MIDDLESBOROUGH	2,745	-24.9%	98	-23.4%	2,062	39.4%	1,538	NA	0	NA	0	NA	0	NA	6,443	5,325	21.0%	1,149	138.4%	155	NA	0	NA	7,747	5,807	33.4%
TOTAL AREA 59		15,704	-7.9%	1,638	-16.4%	15,854	39.7%	4,075	NA	0	NA	214	0.0%	0	NA	37,485	30,602	22.5%	4,058	11.9%	1,548	NA	0	NA	43,091	34,251	25.8%
5308	BEATTIES WOLVERHAMPTON	2,858	17.1%	255	-58.3%	2,015	-33.1%	533	NA	0	NA	27	-56.5%	0	NA	5,688	6,126	-7.1%	527	15.8%	231	NA	0	NA	6,446	6,581	-2.1%
2840	DEBENHAMS CARDEF	3,771	-8.5%	190	-79.1%	2,459	-19.1%	975	NA	0	NA	31	-86.4%	0	NA	7,426	8,146	-8.8%	696	-44.8%	184	NA	0	NA	8,306	9,482	-12.4%
3035	DEBENHAMS DUDLEY	5,340	-4.0%	577	0.7%	4,352	-19.0%	2,006	NA	0	NA	31	-86.4%	0	NA	12,306	11,733	4.9%	1,501	45.6%	598	NA	0	NA	14,405	12,764	12.9%
8672	SELFRIDGES BIRMINGHAM	1,182	-28.7%	272	-73.7%	1,524	-75.2%	215	NA	0	NA	31	-69.3%	0	NA	3,224	9,054	-64.4%	576	-74.5%	109	NA	0	NA	3,909	11,309	-65.4%
TOTAL AREA 60		13,151	-4.6%	1,294	-58.6%	10,350	-41.1%	3,729	NA	0	NA	120	-69.3%	0	NA	28,644	35,059	-18.3%	3,300	-34.0%	1,122	NA	0	NA	33,066	40,136	-17.6%
5225	HOUSE OF FRASER MANCHESTER	6,956	76.5%	364	-64.5%	4,184	-49.9%	1,014	NA	0	NA	31	-80.0%														

CLARINS FRAGRANCE GROUP

STORES GROUP REPORT

2018 vs 2017

AMBASSADOR DOORS

MONTH OF FEBRUARY

MONTH - RETAIL

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		CFG TOTAL		
		2018	%Incr	2018	%Incr	2018	%Incr	2018	%Incr	2018	%Incr	2018	%Incr	2018	%Incr	2018	2017	%Incr	2018	%Incr	2018	%Incr	2018	%Incr	2018	2017	%Incr
2835	SUPER FLAGSHIP DOORS DEBENHAMS LONDON	5,050	-14.7%	875	-33.1%	7,996	49.0%	1,379	NA	0	NA	155	-59.7%	0	NA	15,455	12,978	19.1%	1,378	-58.4%	848	NA	0	NA	17,681	16,289	8.5%
4755	HARRODS LONDON	4,071	10.9%	944	-2.8%	4,775	-5.4%	578	NA	21,116	-9.5%	62	-60.0%	0	NA	31,546	33,167	-4.9%	0	NA	0	NA	0	NA	31,546	33,167	-4.9%
TOTAL SUPER FLAGSHIP DOORS		9,121	-4.9%	1,819	-20.1%	12,771	22.6%	1,957	NA	21,116	-9.5%	217	-59.8%	0	NA	47,001	46,145	1.9%	1,378	-58.4%	848	NA	0	NA	49,227	49,456	-0.5%
FLAGSHIP DOORS																											
3067	DEBENHAMS GATESHEAD	1,843	14.0%	79	-1.3%	2,463	-0.9%	643	NA	0	NA	80	400.0%	0	NA	5,108	4,198	21.7%	338	-46.2%	134	NA	0	NA	5,580	4,826	15.6%
2829	DEBENHAMS LEEDS WHITE ROSE	2,340	-18.8%	191	-14.0%	4,316	60.2%	741	NA	0	NA	0	NA	0	NA	7,588	5,799	30.9%	178	-69.5%	186	NA	0	NA	7,952	6,383	24.6%
3131	DEBENHAMS SUNDERLAND	2,076	-31.5%	86	-80.2%	2,549	-6.9%	1,268	NA	0	NA	28	-52.5%	0	NA	6,007	6,263	-4.1%	386	-17.7%	181	NA	0	NA	6,574	6,732	-2.3%
3865	FENWICK NEWCASTLE	2,634	-36.4%	377	72.9%	2,164	-44.3%	1,796	NA	610	NA	155	-48.2%	0	NA	7,736	8,547	-9.5%	324	-28.6%	59	NA	0	NA	8,119	9,001	-9.8%
5200	HOUSE OF FRASER GATESHEAD	2,684	76.9%	120	-79.3%	3,081	-31.7%	286	NA	0	NA	31	-50.0%	0	NA	6,202	6,668	-7.0%	437	-52.6%	135	NA	0	NA	6,774	7,589	-10.7%
TOTAL FLAGSHIP DOORS AREA 59		11,577	-12.2%	853	-44.4%	14,573	-10.7%	4,734	NA	610	NA	294	-32.6%	0	NA	32,641	31,475	3.7%	1,663	-45.6%	695	NA	0	NA	34,999	34,531	1.4%
3169	DEBENHAMS BIRMINGHAM	2,932	-12.7%	565	63.8%	4,963	23.4%	1,292	NA	0	NA	31	-80.5%	0	NA	9,783	7,887	24.0%	540	-57.4%	389	NA	0	NA	10,712	9,154	17.0%
5240	HOUSE OF FRASER BIRMINGHAM	2,426	17.6%	162	-77.0%	1,426	-56.9%	328	NA	0	NA	0	NA	0	NA	4,342	6,078	-28.6%	805	126.8%	180	NA	0	NA	5,327	6,433	-17.2%
TOTAL FLAGSHIP DOORS AREA 60		5,358	-1.2%	727	-30.8%	6,389	-12.9%	1,620	NA	0	NA	31	-80.5%	0	NA	14,125	13,965	1.1%	1,345	-17.1%	569	NA	0	NA	16,039	15,587	2.9%
3217	DEBENHAMS LIVERPOOL	2,546	-1.5%	479	38.8%	3,216	-4.3%	578	NA	0	NA	31	-64.4%	0	NA	6,850	6,378	7.4%	119	-73.7%	256	NA	0	NA	7,225	6,831	5.8%
2930	DEBENHAMS MANCHESTER	1,361	-57.4%	461	67.6%	3,916	31.4%	1,013	NA	0	NA	0	NA	0	NA	6,751	6,523	3.5%	720	-26.1%	409	NA	0	NA	7,880	7,497	5.1%
2952	DEBENHAMS MANCHESTER TRAFFORD PARK	1,261	-22.2%	396	117.6%	2,094	-15.0%	324	NA	0	NA	0	NA	0	NA	4,075	4,267	-4.5%	315	-19.4%	218	NA	0	NA	4,608	4,658	-1.1%
5712	JOHN LEWIS LIVERPOOL	2,827	-14.8%	385	42.6%	2,282	-12.9%	534	NA	0	NA	0	NA	0	NA	6,028	6,210	-2.9%	571	2.7%	84	NA	0	NA	6,683	6,766	-1.2%
8662	SELFRIDGES MANCHESTER TRAFFORD PARK	2,457	42.8%	96	-33.3%	3,180	-7.6%	574	NA	0	NA	0	NA	0	NA	6,307	5,370	17.4%	487	1032.6%	102	NA	34	NA	6,896	5,413	27.4%
TOTAL FLAGSHIP DOORS AREA 61		10,452	-16.0%	1,817	49.4%	14,688	-1.2%	3,023	NA	0	NA	31	-85.9%	0	NA	30,011	28,748	4.4%	2,212	-8.5%	1,069	NA	34	NA	33,292	31,165	6.9%
5100	HOUSE OF FRASER LONDON OXFORD STREET	3,991	-0.5%	808	-15.3%	3,918	-39.9%	951	NA	0	NA	93	-66.7%	0	NA	9,761	11,766	-17.0%	664	-21.3%	688	NA	0	NA	11,113	12,610	-11.9%
5240	JOHN LEWIS LONDON	3,882	21.2%	845	10.9%	3,848	8.1%	485	NA	0	NA	0	NA	0	NA	9,060	7,525	20.4%	58	-92.4%	138	NA	0	NA	9,256	8,290	11.7%
TOTAL FLAGSHIP DOORS AREA 63		7,873	9.1%	1,653	-3.7%	7,766	-23.0%	1,436	NA	0	NA	93	-66.7%	0	NA	18,821	19,291	-2.4%	722	-55.1%	826	NA	0	NA	20,369	20,900	-2.5%
3125	DEBENHAMS GLASGOW	2,235	-23.7%	109	-70.0%	1,596	-13.2%	159	NA	0	NA	0	NA	0	NA	4,099	5,130	-20.1%	79	-88.2%	29	NA	0	NA	4,207	5,798	-27.4%
5185	FRASERS GLASGOW	2,960	-26.7%	117	-68.5%	1,315	-67.0%	438	NA	0	NA	0	NA	0	NA	4,830	8,428	-42.7%	593	32.7%	75	NA	0	NA	5,498	8,875	-38.1%
TOTAL FLAGSHIP DOORS AREA 66		5,195	-25.4%	226	-69.3%	2,911	-50.0%	597	NA	0	NA	0	NA	0	NA	8,929	13,558	-34.1%	672	-39.7%	104	NA	0	NA	9,705	14,673	-33.9%
2855	DEBENHAMS ROMFORD	2,479	-25.2%	330	236.7%	2,283	23.9%	283	NA	0	NA	62	-56.3%	0	NA	5,437	5,396	0.8%	543	29.3%	88	NA	0	NA	6,068	5,816	4.3%
3060	DEBENHAMS THURROCK	1,593	-21.2%	209	124.7%	2,182	10.3%	308	NA	0	NA	0	NA	0	NA	4,292	4,093	4.9%	489	72.2%	0	NA	0	NA	4,781	4,377	9.2%
TOTAL FLAGSHIP DOORS AREA 70		4,072	-23.7%	539	182.2%	4,465	16.9%	591	NA	0	NA	62	-56.3%	0	NA	9,729	9,489	2.5%	1,032	46.6%	88	NA	0	NA	10,849	10,193	6.4%
TOTAL FLAGSHIP DOORS		44,527	-12.0%	5,815	-9.7%	50,792	-12.8%	12,001	NA	610	NA	511	-59.7%	0	NA	114,256	116,526	-1.9%	7,646	-27.3%	3,351	NA	34	NA	125,253	127,049	-1.4%
NON FLAGSHIP DOORS																											
3256	DEBENHAMS BELFAST	1,372	-42.8%	110	-8.3%	1,689	33.9%	330	NA	0	NA	0	NA	0	NA	3,501	3,787	-7.6%	372	-44.9%	311	NA	0	NA	4,184	4,462	-6.2%
5273	HOUSE OF FRASER BELFAST	491	-3.5%	167	50.5%	756	31.9%	119	NA	0	NA	62	NA	0	NA	1,595	1,193	33.7%	260	46.9%	231	NA	0	NA	2,086	1,370	52.3%
TOTAL AREA 55		1,863	-35.9%	277	19.9%	2,445	33.3%	449	NA	0	NA	62	3000.0%	0	NA	5,096	4,980	2.3%	632	-25.8%	542	NA	0	NA	6,270	5,832	7.5%
2830	BROWNS CHESTER	1,604	-31.0%	73	-71.8%	2,353	14.3%	39	NA	0	NA	28	0.0%	0	NA	4,097	4,668	-12.2%	87	-72.8%	309	NA	0	NA	4,493	4,988	-9.9%
3236	DEBENHAMS NEWCASTLE	1,531	23.1%	314	85.8%	3,827	112.8%	585	NA	0	NA	0	NA	0	NA	6,257	3,304	89.4%	524	-14.8%	200	NA	0	NA	6,981	3,919	78.1%
2953	DEBENHAMS LEEDS BRIGGATE	2,306	-1.7%	397	3.1%	2,335	55.3%	315	NA	0	NA	0	NA	0	NA	5,353	4,236	26.4%	496	-35.4%	148	NA	0	NA	5,997	5,014	19.8%
2831	DEBENHAMS MIDLESBOROUGH	1,062	-37.0%	98	NA	1,032	-0.2%	520	NA	0	NA	0	NA	0	NA	2,732	2,814	-2.9%	225	-6.3%	123	NA	0	NA	3,080	3,054	0.9%
TOTAL AREA 59		6,523	-14.5%	882	8.5%	9,547	49.3%	1,459	NA	0	NA	28	-84.7%	0	NA	18,439	15,022	22.7%	1,332	-31.4%	780	NA	0	NA	20,551	18,965	21.1%
5308	BEATTIES WOLVERHAMPTON	1,301	7.2%	196	-65.2%	1,014	-42.3%	206	NA	0	NA	0	NA	0	NA	2,717	3,597	-24.5%	160	-47.4%	148	NA	0	NA	3,025	3,901	-22.5%
2840	DEBENHAMS CARDIFF	1,945	-1.7%	98	-80.1%	816	-47.0%	303	NA	0	NA	0	NA	0	NA	3,162	4,086	-22.6%	127	-78.9%	87	NA	0	NA	3,376	4,765	-29.2%
3035	DEBENHAMS DUDLEY	2,372	-31.8%	196	-52.3%	2,398	-26.8%	558	NA	0	NA	0	NA	0	NA	5,524	7,330	-24.6%	431	-40.6%	279	NA	0	NA	6,234	8,055	-22.6%
8672	SELFRIDGES BIRMINGHAM	653	-15.7%	210	-60.3%	674	-81.3%	31	NA	0	NA	0	NA	0	NA	1,568	5,084	-69.2%	125	-89.8%	43	NA	0	NA	1,736	6,315	-72.5%
TOTAL AREA 60		6,271	-15.8%	700	-64.9%	4,902	-51.8%	1,098	NA	0	NA	0	NA	0	NA	12,971	20,097	-35.5%	843	-70.6%	557	NA	0	NA	14,371	23,036	-37.6%
5235	HOUSE OF FRASER MANCHESTER	3,117	57.7%	156	-68.7%	1,329	-78.0%	467	NA	0	NA	0	NA	0	NA	5,069	8,587	-41.0%	619	-18.7%	261	NA	0	NA	5,949	9,348	-36.4%
TOTAL AREA 61		3,117	57.7%	156	-68.7%	1,329	-78.0%	467	NA	0	NA	0	NA	0	NA	5,069	8,587	-41.0%	619	-18.7%	261	NA	0	NA	5,949	9,348	-36.4%
3860	FENWICK BRENT CROSS	2,336	-4.2%	758	-5.8%	2,785	60.1%	325	NA	0	NA	124	300.0%	0	NA	6,328	5,014	26.2%	696	-24.8%	103	NA	0	NA	7,127	5,939	20.0%
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	1																									

CLARINS FRAGRANCE GROUP

STORES GROUP REPORT

2018 vs 2017

AMBASSADOR DOORS

FEBRUARY YTD

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		CFG TOTAL			
		2018	%Incr	2018	%Incr	2018	%Incr	2018	%Incr	2018	%Incr	2018	%Incr	2018	%Incr	2018	2017	%Incr	2018	%Incr	2018	%Incr	2018	%Incr	2018	2017	%Incr	
SUPER FLAGSHIP DOORS																												
2835	DEBENHAMS LONDON	5,178	-32.3%	450	-55.1%	2,867	-63.4%	0	NA	0	NA	155	50.5%	0	NA	8,650	16,593	-47.9%	1,106	34.9%	164	NA	0	NA	9,920	17,413	-43.0%	
4795	HARRODS LONDON	7,255	20.1%	650	-33.4%	7,563	3.0%	329	NA	28,598	-39.6%	48	-76.9%	0	NA	44,443	61,891	-28.2%	0	NA	0	NA	0	NA	44,443	61,891	-28.2%	
TOTAL SUPER FLAGSHIP DOORS		12,433	-9.2%	1,100	-44.4%	10,430	-31.3%	329	NA	28,598	-39.6%	203	-34.7%	0	NA	53,093	78,484	-32.4%	1,106	34.9%	164	NA	0	NA	NA	54,363	79,304	-31.4%
FLAGSHIP DOORS																												
3007	DEBENHAMS GATESHEAD	1,891	75.6%	137	77.9%	1,897	-59.0%	0	NA	0	NA	0	NA	0	NA	3,925	5,795	-32.3%	246	251.4%	0	NA	0	NA	4,171	5,865	-28.9%	
2629	DEBENHAMS LEEDS WHITE ROSE	2,121	-28.2%	23	-91.7%	2,945	-30.6%	34	NA	0	NA	0	NA	0	NA	5,023	7,332	-31.5%	199	-71.7%	0	NA	0	NA	5,222	8,034	-35.0%	
3131	DEBENHAMS SUNDERLAND	1,958	-44.9%	0	NA	2,738	-43.9%	56	NA	0	NA	0	NA	0	NA	4,752	8,622	-44.9%	9	-97.8%	0	NA	0	NA	4,761	9,028	-47.3%	
3865	FENWICK NEWCASTLE	4,687	-1.3%	219	-68.2%	3,153	-46.8%	247	NA	309	NA	102	NA	0	NA	8,717	11,361	-23.3%	278	-75.5%	1,222	NA	557	NA	10,774	12,495	-13.8%	
5200	HOUSE OF FRASER GATESHEAD	1,777	116.7%	186	NA	2,833	-47.6%	971	NA	0	NA	0	NA	0	NA	5,767	6,227	-7.4%	34	-86.1%	680	NA	850	NA	7,331	6,472	13.3%	
TOTAL FLAGSHIP DOORS AREA 59		12,434	-5.5%	565	-54.1%	13,466	-46.0%	1,308	NA	309	NA	102	500.0%	0	NA	28,184	39,337	-28.4%	766	-70.0%	1,902	NA	1,407	NA	NA	32,259	41,894	-23.0%
3169	DEBENHAMS BIRMINGHAM	2,956	-25.6%	579	-41.1%	2,026	-73.5%	159	NA	0	NA	51	0.0%	0	NA	5,771	12,647	-54.4%	587	NA	0	NA	0	NA	6,358	12,647	-49.7%	
5240	HOUSE OF FRASER BIRMINGHAM	1,329	-14.4%	227	-18.3%	2,432	-52.9%	905	NA	0	NA	0	NA	0	NA	4,893	6,990	-30.0%	0	NA	772	NA	1,133	NA	6,798	7,523	-9.6%	
TOTAL FLAGSHIP DOORS AREA 60		4,285	-22.5%	806	-36.1%	4,458	-65.2%	1,064	NA	0	NA	51	0.0%	0	NA	10,664	19,637	-45.7%	587	10.1%	772	NA	1,133	NA	NA	13,156	20,170	-34.8%
3217	DEBENHAMS LIVERPOOL	1,150	-39.1%	135	487.0%	2,288	-57.9%	0	NA	0	NA	0	NA	0	NA	3,573	7,465	-52.1%	149	1141.7%	0	NA	0	NA	3,722	7,477	-50.2%	
2930	DEBENHAMS MANCHESTER	1,821	-47.8%	446	-20.6%	1,457	-64.7%	0	NA	0	NA	52	NA	0	NA	3,776	8,189	-53.9%	263	NA	0	NA	0	NA	4,039	8,189	-50.7%	
2992	DEBENHAMS MANCHESTER TRAFFORD PARK	1,511	-7.6%	294	174.8%	2,165	-53.4%	0	NA	0	NA	0	NA	0	NA	3,970	6,408	-38.0%	(24)	-318.2%	0	NA	0	NA	3,946	6,419	-38.5%	
5712	JOHN LEWIS LIVERPOOL	3,977	1.9%	27	-73.5%	2,730	-34.9%	47	NA	0	NA	0	NA	0	NA	6,781	8,196	-17.3%	0	NA	0	NA	0	NA	6,781	8,915	-23.9%	
8662	SELFRIDGES MANCHESTER TRAFFORD PARK	1,655	-53.6%	145	-53.5%	4,471	-18.3%	238	NA	0	NA	0	NA	0	NA	6,509	9,358	-30.4%	836	183.4%	0	NA	0	NA	7,345	9,653	-23.9%	
TOTAL FLAGSHIP DOORS AREA 61		10,114	-30.2%	1,047	-5.3%	13,111	-45.1%	285	NA	0	NA	52	-69.2%	0	NA	24,809	39,616	-37.9%	1,224	18.0%	0	NA	0	NA	NA	25,833	40,653	-36.5%
5100	HOUSE OF FRASER LONDON OXFORD STREET	2,517	50.4%	141	-52.8%	4,086	-47.0%	1,080	NA	0	NA	0	NA	0	NA	7,824	9,685	-19.2%	160	-71.7%	822	NA	907	NA	9,713	10,250	-5.2%	
5620	JOHN LEWIS LONDON	3,833	11.1%	334	-45.4%	4,486	-8.8%	217	NA	0	NA	0	NA	0	NA	8,870	8,981	-1.2%	0	NA	0	NA	0	NA	8,870	10,003	-11.3%	
TOTAL FLAGSHIP DOORS AREA 63		6,350	24.0%	475	-47.9%	8,572	-32.1%	1,297	NA	0	NA	0	NA	0	NA	16,694	18,666	-10.6%	160	-89.9%	822	NA	907	NA	NA	18,583	20,253	-8.2%
3125	DEBENHAMS GLASGOW	2,690	-0.8%	336	15.1%	1,497	-53.9%	36	NA	0	NA	34	100.0%	0	NA	4,593	6,271	-26.8%	52	-80.5%	0	NA	0	NA	4,645	6,538	-29.0%	
5185	FRASERS GLASGOW	1,230	1476.9%	214	205.7%	2,814	-51.0%	908	NA	0	NA	52	NA	0	NA	5,218	5,892	-11.4%	12	-98.0%	558	NA	850	NA	6,638	6,483	2.4%	
TOTAL FLAGSHIP DOORS AREA 66		3,920	40.5%	550	51.9%	4,311	-52.1%	944	NA	0	NA	86	405.9%	0	NA	9,811	12,163	-19.3%	64	-92.5%	558	NA	850	NA	NA	11,283	13,021	-13.3%
2855	DEBENHAMS ROMFORD	2,815	42.2%	129	-51.7%	2,068	-36.0%	0	NA	0	NA	51	NA	0	NA	5,063	5,479	-7.6%	184	-14.0%	0	NA	0	NA	5,247	5,693	-7.8%	
3660	DEBENHAMS THURROCK	1,629	2.6%	23	-84.7%	1,410	-64.2%	0	NA	0	NA	17	0.0%	0	NA	3,079	5,690	-45.9%	0	NA	0	NA	0	NA	3,079	5,690	-45.9%	
TOTAL FLAGSHIP DOORS AREA 70		4,444	24.6%	152	-63.5%	3,478	-51.5%	0	NA	0	NA	68	300.0%	0	NA	8,142	11,169	-27.1%	184	-14.0%	0	NA	0	NA	NA	8,326	11,383	-26.9%
TOTAL FLAGSHIP DOORS		41,547	-7.0%	3,595	-32.0%	47,396	-47.6%	4,898	NA	309	NA	359	32.5%	0	NA	98,104	140,588	-30.2%	2,985	-56.0%	4,054	NA	4,297	NA	NA	109,440	147,374	-25.7%
NON FLAGSHIP DOORS																												
3256	DEBENHAMS BELFAST	1,749	36.5%	243	36.5%	2,121	-36.2%	17	NA	0	NA	34	NA	0	NA	4,164	4,784	-13.0%	434	5.1%	24	NA	0	NA	4,622	5,197	-11.1%	
5273	HOUSE OF FRASER BELFAST	900	255.7%	92	NA	1,002	-57.7%	540	NA	0	NA	0	NA	0	NA	2,534	2,624	-3.4%	139	-14.7%	314	NA	170	NA	3,157	2,787	13.3%	
TOTAL AREA 55		2,649	72.7%	335	88.2%	3,123	-45.2%	557	NA	0	NA	34	NA	0	NA	6,698	7,408	-9.6%	573	-0.5%	338	NA	170	NA	7,779	7,984	-2.6%	
2830	BROWNS CHESTER	754	-71.6%	98	7.7%	1,543	-46.5%	0	NA	0	NA	34	0.0%	0	NA	2,429	5,663	-57.1%	66	-65.3%	0	NA	0	NA	2,495	5,853	-57.4%	
3263	DEBENHAMS NEWCASTLE	1,231	1.0%	23	-88.2%	1,413	-48.2%	0	NA	0	NA	0	NA	0	NA	2,667	4,141	-35.6%	46	0.0%	0	NA	0	NA	2,713	4,187	-35.2%	
2953	DEBENHAMS LEEDS BRIGGATE	4,046	18.7%	468	-6.8%	3,628	12.9%	77	NA	0	NA	86	NA	0	NA	8,305	7,102	16.9%	371	39.0%	0	NA	0	NA	8,676	7,369	17.7%	
5301	DEBENHAMS MIDDLESBOROUGH	1,921	-22.9%	272	154.2%	2,474	-8.3%	216	NA	0	NA	0	NA	0	NA	4,983	5,299	-7.9%	19	-95.6%	0	NA	0	NA	4,902	5,734	-14.5%	
TOTAL AREA 59		7,952	-18.6%	861	-3.8%	9,058	-21.4%	293	NA	0	NA	120	252.9%	0	NA	18,284	22,205	-17.7%	502	-46.5%	0	NA	0	NA	NA	18,786	21,143	-18.8%
5309	BEATTIES WOLVERHAMPTON	420	-44.1%	71	-20.2%	2,596	-26.1%	618	NA	0	NA	0	NA	0	NA	3,705	4,389	-15.6%	183	12.3%	589	NA	567	NA	5,044	4,552	10.8%	
2840	DEBENHAMS CARDIFF	1,691	-41.3%	103	-62.9%	2,123	-46.2%	54	NA	0	NA	0	NA	0	NA	3,971	7,104	-44.1%	334	79.6%	0	NA	0	NA	4,305	7,290	-40.9%	
3035	DEBENHAMS DUDLEY	2,109	-27.0%	327	22.5%	1,860	-60.3%	78	NA	0	NA	17	0.0%	0	NA	4,391	7,860	-44.1%	28	-95.8%	0	NA	0	NA	4,419	8,528	-48.2%	
8672	SELFRIDGES BIRMINGHAM	1,006	-66.5%	206	390.5%	1,058	-85.3%	206	NA	0	NA	0	NA	0	NA	2,476	10,322	-76.0%	673	354.7%	0	NA	0	NA	3,149	10,470	-69.9%	
TOTAL AREA 60		5,226	-45.1%	707	4.6%	7,637	-60.6%	956	NA	0	NA	17	-85.0%	0	NA	14,543	29,675	-51.0%	1,218	4.5%	589	NA	567	NA	16,917	30,840	-45.1%	
5235	HOUSE OF FRASER MANCHESTER	1,113	45.5%	281	165.1%	2,587	-62.9%	810	NA	0	NA	0	NA	0	NA	4,791	7,922	-39.5%	66	-79.8%	1,341	NA						

CLARINS FRAGRANCE GROUP

STORES GROUP REPORT

2018 vs 2017

AMBASSADOR DOORS

MONTH OF FEBRUARY

MONTH - FEBRUARY										MONTH - TRADE																	
ACT NBER	NAME OF STORE:	2018	%incr	2018	%incr	2018	%incr	2018	%incr	2018	%incr	2018	%incr	2018	%incr	2018	2017	%incr	2018	%incr	2018	%incr	2018	%incr	2018	2017	%incr
SUPER FLAGSHIP DOORS		899	-81.0%	127	-81.7%	657	-88.6%	0	NA	0	NA	52	-49.5%	0	NA	1,735	11,290	-84.6%	478	-41.7%	0	NA	0	NA	2,213	12,110	-81.7%
2835	DEBENHAMS LONDON	2,000	22.6%	155	-67.3%	2,236	-27.6%	91	NA	11,300	58.8%	48	0.0%	0	NA	15,830	12,358	28.1%	0	NA	0	NA	0	NA	15,830	12,358	28.1%
4795	HARRODS LONDON															17,565	23,648	-25.7%	478	-41.7%	0	NA	0	NA	18,043	24,468	-26.3%
TOTAL SUPER FLAGSHIP DOORS		2,899	-54.4%	282	-75.9%	2,893	-67.4%	91	NA	11,300	58.8%	100	-33.8%	0	NA	17,565	23,648	-25.7%	478	-41.7%	0	NA	0	NA			
FLAGSHIP DOORS		368	-5.9%	36	NA	273	-91.9%	0	NA	0	NA	0	NA	0	NA	677	3,767	-82.0%	(48)	-308.7%	0	NA	0	NA	629	3,790	-83.4%
3007	DEBENHAMS LEEDS WHITE ROSE	895	-35.8%	23	-85.0%	535	-77.5%	17	NA	0	NA	0	NA	0	NA	1,470	3,936	-62.7%	24	-94.1%	0	NA	0	NA	1,494	4,344	-65.0%
2629	DEBENHAMS SUNDERLAND	402	-78.1%	0	NA	267	-91.6%	0	NA	0	NA	0	NA	0	NA	669	5,194	-87.1%	0	NA	0	NA	0	NA	669	5,524	-87.9%
3131	DEBENHAMS LONDON	1,942	-39.4%	196	-64.7%	1,446	-70.0%	247	NA	(398)	NA	102	NA	0	NA	3,535	8,584	-58.8%	117	-83.7%	1,222	NA	557	NA	5,431	9,300	-41.6%
3905	HOUSE OF FRASER GATESHEAD	617	142.9%	186	NA	1,396	14.5%	971	NA	0	NA	0	NA	0	NA	3,170	1,473	115.2%	34	NA	680	NA	850	NA	4,734	1,473	221.4%
5200	HOUSE OF FRASER GATESHEAD																										
TOTAL FLAGSHIP DOORS AREA 99		4,224	-40.3%	441	-49.8%	3,917	-73.9%	1,235	NA	(398)	NA	102	NA	0	NA	9,521	22,944	-58.5%	127	-91.5%	1,902	NA	1,407	NA	12,957	24,431	-47.0%
3169	DEBENHAMS BIRMINGHAM	148	-93.4%	197	-70.0%	(189)	-103.1%	0	NA	0	NA	17	0.0%	0	NA	173	9,072	-98.1%	229	NA	0	NA	0	NA	402	9,072	-95.6%
5240	HOUSE OF FRASER BIRMINGHAM	597	-44.4%	227	-9.6%	1,309	111.8%	905	NA	0	NA	0	NA	0	NA	3,038	1,942	56.4%	0	NA	772	NA	1,133	NA	4,943	2,061	139.8%
TOTAL FLAGSHIP DOORS AREA 60		745	-77.5%	424	-53.3%	1,120	-83.5%	905	NA	0	NA	17	0.0%	0	NA	3,211	11,014	-70.8%	229	92.4%	772	NA	1,133	NA	5,345	11,133	-52.0%
3217	DEBENHAMS LIVERPOOL	719	-19.3%	108	NA	651	-82.7%	0	NA	0	NA	0	NA	0	NA	1,478	4,728	-68.7%	66	450.0%	0	NA	0	NA	1,544	4,740	-67.4%
2930	DEBENHAMS MANCHESTER	413	-82.0%	100	-72.1%	37	-98.9%	0	NA	0	NA	0	NA	0	NA	550	5,964	-90.8%	0	NA	0	NA	0	NA	550	5,964	-90.8%
2992	DEBENHAMS MANCHESTER TRAFFORD PARK	22	-97.3%	43	-19.4%	246	-91.4%	0	NA	0	NA	0	NA	0	NA	311	3,709	-91.6%	(24)	-318.2%	0	NA	0	NA	287	3,720	-92.3%
5712	JOHN LEWIS LONDON	816	-73.9%	27	-73.5%	1,551	-56.8%	47	NA	0	NA	0	NA	0	NA	2,441	6,815	-64.2%	0	NA	0	NA	0	NA	2,441	7,130	-65.8%
8662	SELFRIDGES MANCHESTER TRAFFORD PARK	464	-70.4%	7	NA	640	-62.7%	0	NA	0	NA	0	NA	0	NA	1,111	3,311	-66.4%	602	NA	0	NA	0	NA	1,713	3,311	-48.3%
TOTAL FLAGSHIP DOORS AREA 61		2,434	-72.0%	285	-42.5%	3,125	-79.5%	47	NA	0	NA	0	NA	0	NA	5,891	24,527	-76.0%	644	90.5%	0	NA	0	NA	6,535	24,865	-73.7%
5100	HOUSE OF FRASER LONDON OXFORD STREET	932	-26.9%	141	-48.9%	2,423	77.0%	1,080	NA	0	NA	0	NA	0	NA	4,576	2,920	56.7%	160	-4.2%	822	NA	907	NA	6,465	3,087	109.4%
5620	JOHN LEWIS LONDON	1,692	-20.2%	281	-54.1%	3,114	-31.1%	217	NA	0	NA	0	NA	0	NA	5,304	7,251	-26.9%	0	NA	0	NA	0	NA	5,304	7,869	-32.6%
TOTAL FLAGSHIP DOORS AREA 63		2,624	-22.7%	422	-52.5%	5,537	-5.9%	1,297	NA	0	NA	0	NA	0	NA	9,880	10,171	-2.9%	160	-79.6%	822	NA	907	NA	11,769	10,956	7.4%
3125	DEBENHAMS GLASGOW	102	-90.9%	50	-77.8%	452	-84.0%	19	NA	0	NA	0	NA	0	NA	623	4,167	-85.0%	24	-88.0%	0	NA	0	NA	647	4,367	-85.2%
5185	FRASERS GLASGOW	560	6900.0%	214	319.6%	1,507	412.6%	908	NA	0	NA	52	NA	0	NA	3,241	353	818.1%	12	-92.5%	558	NA	850	NA	4,661	514	806.8%
TOTAL FLAGSHIP DOORS AREA 66		662	-41.5%	264	-4.3%	1,959	-37.1%	927	NA	0	NA	52	NA	0	NA	3,864	4,520	-14.5%	36	-90.0%	558	NA	850	NA	5,308	4,881	8.7%
2855	DEBENHAMS ROMFORD	774	-7.4%	35	-73.7%	568	-76.4%	0	NA	0	NA	17	NA	0	NA	1,394	3,377	-58.7%	0	NA	0	NA	0	NA	1,394	3,449	-59.6%
3060	DEBENHAMS THURROCK	140	-73.6%	23	-58.9%	182	-93.5%	0	NA	0	NA	17	NA	0	NA	362	3,394	-89.3%	0	NA	0	NA	0	NA	362	3,394	-89.3%
TOTAL FLAGSHIP DOORS AREA 70		914	-33.1%	58	-69.3%	750	-85.6%	0	NA	0	NA	34	NA	0	NA	1,756	6,771	-74.1%	0	NA	0	NA	0	NA	1,756	6,843	-74.3%
TOTAL FLAGSHIP DOORS		11,603	-53.6%	1,894	-47.9%	16,408	-68.0%	4,411	NA	(398)	NA	205	75.2%	0	NA	34,123	79,947	-57.3%	1,196	-62.2%	4,054	NA	4,297	NA	43,670	83,109	-47.5%
NON FLAGSHIP DOORS																											
3256	DEBENHAMS BELFAST	449	-15.3%	54	NA	365	-80.5%	0	NA	0	NA	17	NA	0	NA	885	2,406	-63.2%	75	-81.3%	0	NA	0	NA	960	2,807	-65.8%
5273	HOUSE OF FRASER BELFAST	473	547.9%	92	NA	642	887.7%	540	NA	0	NA	0	NA	0	NA	1,747	138	1165.9%	139	NA	314	NA	170	NA	2,370	138	1617.4%
TOTAL AREA 55		922	52.9%	146	NA	1,007	-48.1%	540	NA	0	NA	17	NA	0	NA	2,632	2,544	3.5%	214	-46.6%	314	NA	170	NA	3,330	2,945	13.1%
2830	BROWNS CHESTER	81	-88.7%	0	NA	171	-91.2%	0	NA	0	NA	0	NA	0	NA	252	2,672	-90.6%	66	-60.2%	0	NA	0	NA	318	2,838	-88.8%
3236	DEBENHAMS NEWCASTLE	139	-38.8%	0	NA	191	-87.5%	0	NA	0	NA	0	NA	0	NA	330	1,848	-82.1%	24	100.0%	0	NA	0	NA	354	1,860	-81.0%
2953	DEBENHAMS LEEDS BRIGGATE	942	-44.5%	63	-96.0%	1,181	-37.2%	19	NA	0	NA	17	NA	0	NA	2,222	4,003	-44.5%	0	NA	0	NA	0	NA	2,222	4,223	-47.4%
2931	DEBENHAMS MIDDLESBOROUGH	211	-72.6%	0	NA	422	-72.2%	167	NA	0	NA	0	NA	0	NA	800	2,286	-65.0%	0	NA	0	NA	0	NA	800	2,495	-66.7%
TOTAL AREA 59		1,373	-59.7%	63	-88.4%	1,965	-71.4%	186	NA	0	NA	17	0.0%	0	NA	3,604	10,809	-66.7%	90	-82.6%	0	NA	0	NA	3,694	11,326	-67.4%
5308	BEATTIES WOLVERHAMPTON	(7)	-104.5%	71	14.5%	1,743	789.3%	618	NA	0	NA	0	NA	0	NA	2,425	448	441.3%	183	NA	589	NA	567	NA	3,764	448	740.2%
2840	DEBENHAMS CARDIFF	321	-71.0%	23	-83.8%	374	-86.3%	0	NA	0	NA	0	NA	0	NA	718	3,987	-82.0%	0	NA	0	NA	0	NA	718	4,151	-82.7%
3035	DEBENHAMS DUDLEY	554	-61.3%	89	-50.0%	116	-96.2%	0	NA	0	NA	0	NA	0	NA	759	4,655	-83.7%	9	-98.1%	0	NA	0	NA	768	5,135	-85.0%
8672	SELFRIDGES BIRMINGHAM	227	-86.6%	116	NA	313	-90.0%	0	NA	0	NA	0	NA	0	NA	656	4,810	-86.4%	475	NA	0	NA	0	NA	1,131	4,810	-76.5%
TOTAL AREA 60		1,095	-75.0%	299	-21.7%	2,546	-72.0%	618	NA	0	NA	0	NA	0	NA	4,558	13,900	-67.2%	667	3.6%	589	NA	567	NA	6,381	14,544	-56.1%
5235	HOUSE OF FRASER MANCHESTER	686	81.5%	281	376.3%	1,280	57.6%	810	NA	0	NA	0	NA	0	NA	3,057	1,266	141.5%	66	NA	1,341	NA	1,700	NA	6,164	1,266	386.9%
TOTAL AREA 61		686	81.5%	281	376.3%	1,280	57.6%	810	NA	0	NA	0	NA	0	NA	3,057	1,266	141.5%	66	NA	1,341	NA	1,700	NA	6,164	1,266	386.9%
3860	FENWICK BRENT CROSS	1,649	133.6%	656	19.3%	2,274	46.9%	0	NA	0	NA	118	NA	0	NA	4,697	2,804	67.5%	765	493.0%	0	NA	0	NA	5,462	2,933	86.2%
5312	HOUSE OF FRASER WESTFIELD WHITE CITY	421	-31.0%	231	47.1%	1,650	141.6%	810	NA	0	NA	86	NA	0	NA	3,198	1,450	120.6%	(102)	-409.1%	369	NA	567	NA	4,032	1,483	171.9%
TOTAL AREA 63		2,070	57.3%	887	25.5%	3,924	75.9%	810	NA	0	NA	204	NA	0	NA	7,895	4,254	85.6%	663	309.3%	369	NA	567	NA	9,494	4,416	115

AMBASSADOR DOORS

FEBRUARY YTD

AMBASSADOR DOORS

MONTH OF FEBRUARY

"DESTOCK" RESULTS

"DESTOCK" RESULTS

ACT NBER		TOTAL TRADE	TOTAL RETAIL	% RETAIL BUSINESS	RANKING BUSINESS
4755	HARRODS LONDON	44,443	144,939	20.0%	1
2835	DEBENHAMS LONDON	9,920	40,219	5.5%	2
5100	HOUSE OF FRASER LONDON OXFORD STREET	9,713	25,717	3.5%	3
3865	FENWICK NEWCASTLE	10,774	24,633	3.4%	4
3169	DEBENHAMS BIRMINGHAM	6,358	24,227	3.3%	5
5620	JOHN LEWIS LONDON	8,870	17,010	2.3%	6
2930	DEBENHAMS MANCHESTER	4,099	16,895	2.3%	7
2829	DEBENHAMS LEEDS WHITE ROSE	5,222	15,953	2.2%	8
3035	DEBENHAMS DUDLEY	4,419	14,405	2.0%	9
3172	DEBENHAMS BASILDON	5,104	14,193	2.0%	10
5235	HOUSE OF FRASER MANCHESTER	7,898	14,110	1.9%	11
3217	DEBENHAMS LIVERPOOL	3,722	13,940	1.9%	12
3860	FENWICK BRENT CROSS	7,619	13,690	1.9%	13
3131	DEBENHAMS SUNDERLAND	4,761	13,304	1.8%	14
3236	DEBENHAMS NEWCASTLE	2,713	13,045	1.8%	15
2960	DEBENHAMS SOUTHEND	4,258	12,840	1.8%	16
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	6,735	12,731	1.8%	17
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	7,345	12,323	1.7%	18
3067	DEBENHAMS GATESHEAD	4,171	11,996	1.7%	19
5240	HOUSE OF FRASER BIRMINGHAM	6,798	11,952	1.6%	20
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	5,626	11,918	1.6%	21
5200	HOUSE OF FRASER GATESHEAD	7,331	11,628	1.6%	22
5185	FRASERS GLASGOW	6,638	11,495	1.6%	23
2830	BROWNS CHESTER	2,495	11,310	1.6%	24
2855	DEBENHAMS ROMFORD	5,247	11,253	1.6%	25
3208	DEBENHAMS GLASGOW POLLOCK	4,299	11,223	1.5%	26
2953	DEBENHAMS LEEDS BRIGGATE	8,676	10,989	1.5%	27
3177	DEBENHAMS PORTSMOUTH	5,256	10,965	1.5%	28
3060	DEBENHAMS THURROCK	3,079	10,270	1.4%	29
5125	HOUSE OF FRASER THURROCK	5,348	10,162	1.4%	30
5712	JOHN LEWIS LIVERPOOL	6,781	10,158	1.4%	31
3125	DEBENHAMS GLASGOW	4,645	9,817	1.4%	32
2995	DEBENHAMS ABERDEEN	5,241	9,783	1.3%	33
3055	DEBENHAMS SHEFFIELD MEADOWHALL	4,367	9,305	1.3%	34
3133	DEBENHAMS MILTON KEYNES	5,622	9,157	1.3%	35
2940	DEBENHAMS COLCHESTER	4,080	9,021	1.2%	36
3256	DEBENHAMS BELFAST	4,622	8,564	1.2%	37
2840	DEBENHAMS CARDIFF	4,305	8,306	1.1%	38
2952	DEBENHAMS MANCHESTER TRAFFORD PARK	3,946	8,296	1.1%	39
2951	DEBENHAMS BRIGHTON	2,805	8,213	1.1%	40
2831	DEBENHAMS MIDDLESBOROUGH	4,902	7,747	1.1%	41
1075	BENTALLS KINGSTON	4,906	7,610	1.0%	42
8055	FENWICK CANTERBURY	3,401	7,022	1.0%	43
5308	BEATTIES WOLVERHAMPTON	5,044	6,446	0.9%	44
5126	JENNERS EDINBURGH	5,209	5,067	0.7%	45
3870	FENWICK YORK	2,656	4,879	0.7%	46
5298	HOUSE OF FRASER DARTFORD BLUEWATER	5,760	4,822	0.7%	47
3154	DEBENHAMS DUNDEE	2,312	4,500	0.6%	48
5273	HOUSE OF FRASER BELFAST	3,157	3,963	0.5%	49
8672	SELFRIDGES BIRMINGHAM	3,149	3,909	0.5%	50
TOTAL		305,787	725,920		

ACT NBER		TOTAL TRADE	TOTAL RETAIL	% RETAIL BUSINESS	RANKING BUSINESS
4755	HARRODS LONDON	15,830	31,546	10.3%	1
2835	DEBENHAMS LONDON	2,213	17,681	5.8%	2
5100	HOUSE OF FRASER LONDON OXFORD STREET	6,465	11,113	3.6%	3
3169	DEBENHAMS BIRMINGHAM	402	10,712	3.5%	4
5620	JOHN LEWIS LONDON	5,304	9,256	3.0%	5
3865	FENWICK NEWCASTLE	5,431	8,119	2.6%	6
2829	DEBENHAMS LEEDS WHITE ROSE	1,494	7,952	2.6%	7
2930	DEBENHAMS MANCHESTER	550	7,880	2.6%	8
3217	DEBENHAMS LIVERPOOL	1,544	7,225	2.4%	9
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	4,880	7,194	2.3%	10
3172	DEBENHAMS BASILDON	1,736	7,169	2.3%	11
3860	FENWICK BRENT CROSS	5,462	7,127	2.3%	12
3236	DEBENHAMS NEWCASTLE	354	6,981	2.3%	13
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	1,713	6,896	2.2%	14
5200	HOUSE OF FRASER GATESHEAD	4,734	6,774	2.2%	15
5712	JOHN LEWIS LIVERPOOL	2,441	6,683	2.2%	16
3131	DEBENHAMS SUNDERLAND	669	6,574	2.1%	17
3035	DEBENHAMS DUDLEY	768	6,234	2.0%	18
2855	DEBENHAMS ROMFORD	1,394	6,068	2.0%	19
2953	DEBENHAMS LEEDS BRIGGATE	2,222	5,997	2.0%	20
5235	HOUSE OF FRASER MANCHESTER	6,164	5,949	1.9%	21
2960	DEBENHAMS SOUTHEND	1,118	5,903	1.9%	22
3067	DEBENHAMS GATESHEAD	629	5,580	1.8%	23
3177	DEBENHAMS PORTSMOUTH	1,686	5,548	1.8%	24
5185	FRASERS GLASGOW	4,661	5,498	1.8%	25
5240	HOUSE OF FRASER BIRMINGHAM	4,943	5,327	1.7%	26
5125	HOUSE OF FRASER THURROCK	3,690	5,073	1.7%	27
3055	DEBENHAMS SHEFFIELD MEADOWHALL	844	4,922	1.6%	28
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	4,032	4,919	1.6%	29
3060	DEBENHAMS THURROCK	362	4,781	1.6%	30
3208	DEBENHAMS GLASGOW POLLOCK	1,203	4,608	1.5%	31
2952	DEBENHAMS MANCHESTER TRAFFORD PARK	287	4,608	1.5%	31
2830	BROWNS CHESTER	318	4,493	1.5%	33
2951	DEBENHAMS BRIGHTON	620	4,212	1.4%	34
3125	DEBENHAMS GLASGOW	647	4,207	1.4%	35
2995	DEBENHAMS ABERDEEN	732	4,197	1.4%	36
3256	DEBENHAMS BELFAST	960	4,184	1.4%	37
1075	BENTALLS KINGSTON	1,437	4,095	1.3%	38
3133	DEBENHAMS MILTON KEYNES	2,260	3,935	1.3%	39
2940	DEBENHAMS COLCHESTER	960	3,753	1.2%	40
8055	FENWICK CANTERBURY	467	3,689	1.2%	41
2840	DEBENHAMS CARDIFF	718	3,376	1.1%	42
2831	DEBENHAMS MIDDLESBOROUGH	800	3,080	1.0%	43
2860	DEBENHAMS CAMBRIDGE	321	2,716	0.9%	44
5298	HOUSE OF FRASER DARTFORD BLUEWATER	4,032	2,626	0.9%	45
5126	JENNERS EDINBURGH	4,213	2,370	0.8%	46
3154	DEBENHAMS DUNDEE	433	2,317	0.8%	47
5273	HOUSE OF FRASER BELFAST	2,370	2,086	0.7%	48
3870	FENWICK YORK	214	1,795	0.6%	49
8672	SELFRIDGES BIRMINGHAM	1,131	1,736	0.6%	50
TOTAL		117,898	306,764		

MIX OF BUSINESS

MIX OF BUSINESS

	TRADE	RETAIL
ANGEL	33.4%	34.0%
AMEN	3.6%	3.8%
ALIEN	39.8%	35.2%
AURA MUGLER	4.0%	8.5%
LES EXCEPTIONS	9.5%	8.2%
COLOGNE	0.4%	0.4%
OTHERS	0.0%	0.0%
WANTED	3.3%	7.0%
CHROME PURE	3.0%	2.9%
AZZARO OTHERS	3.0%	0.0%

	TRADE	RETAIL
ANGEL	24.4%	32.1%
AMEN	4.5%	4.2%
ALIEN	34.5%	38.7%
AURA MUGLER	8.5%	8.1%
LES EXCEPTIONS	9.0%	7.1%
COLOGNE	0.6%	0.4%
OTHERS	0.0%	0.0%
WANTED	3.6%	6.5%
CHROME PURE	7.2%	2.9%
AZZARO OTHERS	7.6%	0.0%