

MARCH YTD INTERNET ACCOUNTS

CLARINS (UK) LTD STORES PERFORMANCE REPORT 2018 vs 2017

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1621	BOOTS.COM NOTTINGHAM	211,252	195,344	8.1%	10,474	11,572	-9.5%	10,490	3,298	218.1%	37,312	35,217	5.9%	269,528	245,431	9.8%
1949	CENTRAL PHARMACY ECOM CARDIFF	223,958	214,459	4.4%	10,427	16,217	-35.7%	10,185	8,586	18.6%	16,704	24,479	-31.8%	261,274	263,741	-0.9%
10675	CLARINS.CO.UK	1,059,341	888,454	19.2%	90,540	91,332	-0.9%	41,342	24,747	67.1%	86,686	99,028	-12.5%	1,277,909	1,103,561	15.8%
3093	DEBENHAMS.COM SHERBURN	280,020	148,802	88.2%	12,168	9,641	26.2%	3,459	2,116	63.5%	28,577	20,008	42.8%	324,224	180,567	79.6%
5314	HOF.CO.UK MILTON KEYNES	147,678	65,033	127.1%	10,113	7,344	37.7%	5,525	786	602.9%	14,999	7,483	100.4%	178,315	80,646	121.1%
8683	SELFRIDGES.COM BIRMINGHAM	105,462	40,318	161.6%	6,502	10,430	-37.7%	2,197	481	356.8%	3,399	2,133	59.4%	117,560	53,362	120.3%
TOTAL		2,027,711	1,552,410	30.6%	140,224	146,536	-4.3%	73,198	40,014	82.9%	187,677	188,348	-0.4%	2,428,810	1,927,308	26.0%
<u>OTHER / NON SEPERATED RETAIL ACCOUNTS</u>																
47550	HARRODS.COM LONDON	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
4711	HARVEYNICHOLS.COM	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
5813	JOHN LEWIS.COM MAGNA PARK	537,293	446,134	20.4%	44,367	33,439	32.7%	28,890	13,454	114.7%	67,504	50,832	32.8%	678,054	543,859	24.7%
TOTAL		2,565,004	1,998,544	28.3%	184,591	179,975	2.6%	102,088	53,468	90.9%	255,181	239,180	6.7%	3,106,864	2,471,167	25.7%

NUMBER OF DOORS TRADING

9

**MONTH OF MARCH
INTERNET
ACCOUNTS**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1621	BOOTS.COM NOTTINGHAM	135,940	99,395	36.8%	6,348	6,366	-0.3%	1,517	1,485	2.2%	22,074	15,159	45.6%	165,879	122,405	35.5%
1949	CENTRAL PHARMACY ECOM CARDIFF	89,299	64,555	38.3%	4,526	6,787	-33.3%	2,686	2,781	-3.4%	5,142	7,836	-34.4%	101,653	81,959	24.0%
10675	CLARINS.CO.UK	416,581	354,544	17.5%	23,306	29,019	-19.7%	10,978	8,366	31.2%	33,037	34,697	-4.8%	483,901	426,626	13.4%
3093	DEBENHAMS.COM SHERBURN	169,323	68,751	146.3%	7,943	5,592	42.0%	514	1,398	-63.2%	19,400	12,102	60.3%	197,180	87,843	124.5%
5314	HOF.CO.UK MILTON KEYNES	76,674	22,786	236.5%	5,828	3,901	49.4%	2,866	298	861.7%	7,406	4,085	81.3%	92,774	31,070	198.6%
8683	SELFRIDGES.COM BIRMINGHAM	65,928	18,532	255.8%	2,302	2,589	-11.1%	925	418	121.3%	644	1,282	-49.8%	69,799	22,821	205.9%
TOTAL		953,745	628,563	51.7%	50,253	54,254	-7.4%	19,486	14,746	32.1%	87,703	75,161	16.7%	1,111,186	772,724	43.8%
<u>OTHER / NON SEPERATED RETAIL ACCOUNTS</u>																
47550	HARRODS.COM LONDON	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
4711	HARVEYNICHOLS.COM	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
5813	JOHN LEWIS.COM MAGNA PARK	238,525	360,094	-33.8%	11,918	17,824	-33.1%	5,059	10,320	-51.0%	13,117	26,410	-50.3%	268,619	414,648	-35.2%
TOTAL		1,192,270	988,657	20.6%	62,171	72,078	-13.7%	24,545	25,066	-2.1%	100,820	101,571	-0.7%	1,379,805	1,187,372	16.2%

NUMBER OF DOORS TRADING

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