

BOOTS GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2018 vs 2017 - FEBRUARY YTD

CLARINS
FRAGRANCE GROUP

	£	Vs 2017 (%)	MIX OF BUSINESS (%)
ANGEL	268,342	-23.0%	34.8%
AMEN	4,766	-26.1%	0.6%
ALIEN	359,675	9.7%	46.7%
AURA MUGLER	96,023		12.5%
LES EXCEPTIONS	-		0.0%
COLOGNE	-		0.0%
OTHERS	78	-94.3%	0.0%
TOTAL - MUGLER	728,884	6.6%	
WANTED	32,908	-60.1%	4.3%
CHROME PURE	8,351		1.1%
AZZARO OTHERS	-		0.0%
TOTAL - CLARINS FRAGRANCE GROUP	770,143	0.5%	

FRAGRANCE GROUP

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CLARINS

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2018 vs 2017 - FEBRUARY YTD

ACC	STORE NAME	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		CFG GRAND TOTAL		
		2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2017	2018	%	2018	%	2018	%	2018	%	2017	2018	%
1538	BOOTS DOUGLAS	1,584	20.5%			996	0.6%	491								2,304	3,071	33.3%	240	81.8%					2,436	3,311	35.9%
1516	BOOTS DUDLEY MERRYHILL	1,006	-26.4%	50		1,869	55.4%	322								2,570	3,247	26.3%	82	-85.4%	29				3,132	3,358	7.2%
1623	BOOTS EASTBOURNE ARNDALE CTR	720		50		1,141		468									2,379								2,379		
1654	BOOTS EDINBURGH	878				945		324									2,147		118						2,265		
1759	BOOTS EDINBURGH GYLE PARK	917	16.2%	50		1,002	44.6%	353								1,532	2,322	51.6%	79	-59.9%					1,729	2,401	38.9%
1681	BOOTS EDINBURGH NEWCRAIGHALL	716	39.8%			725	-40.8%	261								1,737	1,702	-2.0%	43	-34.8%					1,803	1,745	-3.2%
1829	BOOTS ELGIN	1,077	83.5%			1,315	64.2%	448								1,388	2,840	104.6%	43	-81.3%					1,618	2,883	78.2%
1699	BOOTS ELLESMERE PORT	759				1,508		297									2,564								2,564		
1613	BOOTS EXETER	901				917		47									1,865		43						1,908		
1813	BOOTS FALKIRK	795	-56.1%			1,620	3.4%	47								3,378	2,462	-27.1%							3,378	2,462	-27.1%
1791	BOOTS FAREHAM	1,619	1.4%			1,613	-33.4%	328								4,020	3,560	-11.4%							4,020	3,560	-11.4%
1803	BOOTS FAREHAM WHITELEY VILL SC	431				1,173		47									1,651								1,651		
1924	BOOTS GATESHEAD	480				343		49									872								872		
1523	BOOTS GATESHEAD METROCENTRE	922	-62.2%			2,192	-0.3%	426								4,683	3,540	-24.4%	278	-79.1%	113				6,011	3,931	-34.6%
1599	BOOTS GLASGOW BRAEHEAD	1,918	-49.2%			1,824	-21.2%	517								6,090	4,259	-30.1%	127	-85.3%	86				6,954	4,472	-35.7%
1756	BOOTS GLASGOW BUCHANAN GALLERY	710		50		547		606									1,913								1,913		
1661	BOOTS GLASGOW FORT	1,735	-15.0%	100		2,585	66.0%	399								3,697	4,819	30.3%	-6	-100.8%	87				4,482	4,900	9.3%
1569	BOOTS GLASGOW SAUCHIEHALL	575	-34.2%			770	12.1%	98								1,561	1,443	-7.6%							1,663	1,443	-13.2%
1702	BOOTS GLASGOW SILVERBURN SC	509				612											1,121		43						1,164		
1514	BOOTS GLASGOW ST ENOCHS	1,601	72.5%			1,135	18.1%	217								1,889	2,953	56.3%	161	-76.9%					2,586	3,114	20.4%
1500	BOOTS GROUP NOTTINGHAM	70,209	-33.9%	200	-81.8%	89,410	-17.8%	24,033						78	-93.0%	217,297	183,930	-15.4%	9,292	-59.2%	86				240,088	193,308	-19.5%
1821	BOOTS HALIFAX	981	-17.6%			1,487	-0.3%	397								2,731	2,865	4.9%							2,774	2,865	3.3%
1826	BOOTS HAMILTON	1,027	-7.6%			981	-9.9%	358								2,200	2,366	7.5%							2,550	2,366	-7.2%
1732	BOOTS HARROGATE	635		50		593		281									1,559		118						1,677		
1909	BOOTS HARTLEPOOL	350				803		415									1,568								1,568		
1682	BOOTS HUDDERSFIELD	1,266	-36.5%			1,619	10.3%	847								3,462	3,732	7.8%							4,115	3,732	-9.3%
1667	BOOTS HULL	1,135	-41.3%			1,618	-9.1%	467								3,711	3,220	-13.2%	86						3,711	3,306	-10.9%
1913	BOOTS HULL	67				753		47									867		59						926		
1764	BOOTS ILFORD	600	745.1%			264	-50.9%	257								659	1,121	70.1%							718	1,121	56.1%
1666	BOOTS IPSWICH	788				760		422									1,970								1,970		
1557	BOOTS JERSEY	1,228	16.2%	44		625	-15.7%									1,798	1,897	5.5%	38	-89.8%					2,170	1,935	-10.8%
1636	BOOTS KETTERING	1,283	-3.0%			1,500	-25.0%	273								3,323	3,056	-8.0%	102						3,323	3,158	-5.0%
1534	BOOTS KINGSTON UPON THAMES	1,180	5.5%			1,029	-10.1%	509								2,264	2,718	20.1%	446	-78.5%					4,341	3,164	-27.1%
1838	BOOTS KIRCKALDY	761	-27.9%			1,136	-5.2%	373								2,254	2,270	0.7%	177						2,254	2,447	8.6%
1793	BOOTS LANCASTER	994	-28.4%	50		1,211	9.5%	49								2,494	2,304	-7.6%							2,723	2,304	-15.4%
1536	BOOTS LEEDS	1,507	-32.5%	150	-40.0%	3,349	-10.7%	357								6,233	5,363	-14.0%	59	-90.9%	344				6,884	5,766	-16.2%
1601	BOOTS LEEDS BIRSTALL	924	-16.9%			1,261	-15.1%	122								2,598	2,307	-11.2%	102	-64.5%					2,885	2,409	-16.5%
1788	BOOTS LEEDS WHITE ROSE	1,211	-28.3%			2,526	75.8%	581								3,126	4,318	38.1%			115				3,126	4,433	41.8%
1632	BOOTS LEICESTER	1,219	-51.8%			1,111	15.2%	194								3,545	2,524	-28.8%	220	-33.3%					3,875	2,744	-29.2%
1562	BOOTS LEICESTER FOSSE PARK	2,127	-36.8%	100		3,112	10.4%	689								6,283	6,028	-4.1%	86	-88.9%	143				7,060	6,257	-11.4%
1657	BOOTS LINCOLN	1,260	-26.2%			1,198	-1.7%	373								2,926	2,831	-3.2%							3,532	2,831	-19.8%
1583	BOOTS LIVERPOOL	1,515	81.4%	50	-66.7%	1,904	-10.2%	287								3,105	3,756	21.0%	301	-76.4%	627				4,379	4,684	7.0%
1708	BOOTS LIVERPOOL AINTREE PARK	614				2,145		502									3,261		59						3,320		
1763	BOOTS LIVERPOOL CHURCH ST	449	148.1%			567	-40.9%	89								1,141	1,105	-3.2%							1,141	1,105	-3.2%
1629	BOOTS LIVERPOOL SPEKE	1,424	-56.6%			2,246	6.5%	346								5,440	4,016	-26.2%	148	-81.8%	114				6,254	4,278	-31.6%
1716	BOOTS LIVINGSTON	610	121.8%			619	43.3%	233								707	1,462	106.8%	59						707	1,521	115.1%

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ACC	STORE NAME	2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2017	2018	%	2018	%	2018	%	2018	%	2017	2018	%
1724	BOOTS LLANTRISANT	931				1,702		488									3,121		43							3,164	
1618	BOOTS LONDON LIVERPOOL ST	1,981	-46.1%			2,581	17.9%	304								5,868	4,866	-17.1%	43	-91.5%	113				6,373	5,022	-21.2%
1653	BOOTS LONDON KENSINGTON	1,498	-10.5%	100		1,125	38.2%	491								2,488	3,214	29.2%	43	-89.4%					2,894	3,257	12.5%
1663	BOOTS LONDON SEDLEY PLACE	3,025	138.6%			2,214	41.7%	196								2,830	5,435	92.0%	180	-82.7%					3,868	5,615	45.2%
1807	BOOTS LONDON STRATFORD	1,248	-44.1%			2,558	11.7%	417								4,523	4,223	-6.6%	-16	-101.0%	312				6,124	4,519	-26.2%
1934	BOOTS LONDONDERRY FOYLESIDE	223				108		327									658		29							687	
1926	BOOTS LOUGHBOROUGH	591				692		416									1,699									1,699	
1758	BOOTS MAIDSTONE	427				743		133									1,303									1,303	
1511	BOOTS MANCHESTER	3,695	-42.0%	50	-50.0%	3,356	-18.7%	1,537								10,603	8,638	-18.5%	964	-42.8%	373				12,288	9,975	-18.8%
1572	BOOTS MANCHESTER TRAFFORD PARK	3,832	55.0%	100		3,435	18.6%	1,168								5,470	8,535	56.0%	222	-90.1%	425				7,704	9,182	19.2%
1839	BOOTS MANSFIELD	1,081	-50.5%			1,864	238.3%	634								2,733	3,579	31.0%	204	-70.0%					3,413	3,783	10.8%
1902	BOOTS MERTHYR TYDFIL	458				380		259									1,097		300							1,397	
1639	BOOTS MIDDLESBOROUGH	902	-58.9%			1,871	52.5%	304								3,423	3,077	-10.1%	187	-66.9%	86				3,988	3,350	-16.0%
1874	BOOTS MIDDLESBROUGH CLEVELAND RP	486	-38.2%			1,014	1.9%	278								1,782	1,778	-0.2%							1,782	1,778	-0.2%
1542	BOOTS MILTON KEYNES	1,572	-14.5%			1,903	32.1%	315								3,330	3,790	13.8%	295	400.0%					3,389	4,085	20.5%
1928	BOOTS NEATH	360				548											908									908	
1517	BOOTS NEWCASTLE	1,692	-66.3%	50	-50.0%	2,772	37.2%	369								7,136	4,883	-31.6%	344	-81.5%	510				8,992	5,737	-36.2%
1827	BOOTS NEWCASTLE UPON TYNE	676	-26.8%			1,086	59.7%	70								1,603	1,832	14.3%							1,603	1,832	14.3%
1804	BOOTS NEWPORT	804		50		1,350		422									2,626									2,626	
1919	BOOTS NEWPORT	545				875		49									1,469		-43							1,426	
1501	BOOTS NI GROUP	2,081	106.0%			2,025	93.0%	728								2,109	4,834	129.2%	86	-90.1%					2,974	4,920	65.4%
1779	BOOTS NORTH SHIELDS	1,918	13.2%			2,067	21.7%	355								3,444	4,340	26.0%	102	-86.7%					4,212	4,442	5.5%
1891	BOOTS NORTHAMPTON	475		100		671		329									1,575									1,575	
1933	BOOTS NORTHAMPTON	295				903		98									1,296		86							1,382	
1799	BOOTS NORWICH	850	3.2%			934	-23.4%	119								2,043	1,903	-6.9%	59	-74.3%					2,273	1,962	-13.7%
1526	BOOTS NOTTINGHAM	1,757	-43.6%	50		2,538	22.1%	463								5,196	4,808	-7.5%	142	-71.4%	29				5,692	4,979	-12.5%
1704	BOOTS NOTTINGHAM	468				913		201									1,582		59							1,641	
1819	BOOTS OLDHAM	954	-45.6%			1,862	8.3%	337								3,473	3,153	-9.2%	43	-73.3%					3,634	3,196	-12.1%
1932	BOOTS OLDHAM	512				501											1,013		43							1,056	
1573	BOOTS OXFORD	664	-30.9%	139		912	-43.3%	94								2,569	1,809	-29.6%	43	-83.5%					2,830	1,852	-34.6%
1547	BOOTS PETERBOROUGH	1,502	-18.6%			1,591	-2.6%	466								3,479	3,559	2.3%	102	-88.9%					4,400	3,661	-16.8%
1678	BOOTS PETERBOROUGH HAMPTON	1,461	37.6%	150		1,346	-20.8%	500								2,761	3,457	25.2%	98	-87.1%					3,522	3,555	0.9%
1638	BOOTS PLYMOUTH	1,208	-35.7%			825	-39.6%	93								3,243	2,126	-34.4%	-59	-112.3%					3,723	2,067	-44.5%
1628	BOOTS PORTSMOUTH	413	-50.8%			1,395	71.8%	159								1,652	1,967	19.1%							1,806	1,967	8.9%
1912	BOOTS PRESCOT	621		22		1,454		381									2,478									2,478	
1897	BOOTS PRESTATYN	627				1,503		49									2,179									2,179	
1553	BOOTS PRESTON	448	-69.4%			1,350	62.3%	110								2,296	1,908	-16.9%	59	-60.7%					2,446	1,967	-19.6%
1677	BOOTS PRESTON	605				1,201		398									2,204		43							2,247	
1578	BOOTS READING	1,116	-23.4%			1,042	-6.1%	140								2,566	2,298	-10.4%	53	-79.8%					2,828	2,351	-16.9%
1556	BOOTS ROCHDALE	839	-2.7%			1,369	8.1%	420								2,128	2,628	23.5%	106	146.5%					2,171	2,734	25.9%
1634	BOOTS ROMFORD	1,543	-21.2%			1,275	44.4%	328								2,840	3,146	10.8%	204	-78.9%					3,808	3,350	-12.0%
1701	BOOTS ROTHERHAM	924	9.2%			2,447	31.1%	315								2,712	3,686	35.9%	247	142.2%					2,814	3,933	39.8%
1671	BOOTS SHEFFIELD	1,062	-39.5%			1,132	23.9%	508								2,719	2,702	-0.6%	1,470	661.7%					2,912	4,172	43.3%
1527	BOOTS SHEFFIELD MEADOWHALL	2,186	8.9%	150	-40.0%	2,619	-14.7%	1,593								5,328	6,548	22.9%	145	-90.5%	432				6,857	7,125	3.9%
1823	BOOTS SOLIHULL	1,033	-44.0%			1,198	43.8%	563								2,676	2,794	4.4%							3,059	2,794	-8.7%
1789	BOOTS SOUTHAMPTON	1,076	-10.7%			1,478	-5.4%	368								2,767	2,922	5.6%	739	33.6%					3,320	3,661	10.3%

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		2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2017	2018	%	2018	%	2018	%	2018	%	2017	2018	%
1843	BOOTS SOUTHPORT	712	-24.4%			1,151	-12.9%	234								2,263	2,097	-7.3%							2,263	2,097	-7.3%
1659	BOOTS ST ALBANS	832		5		1,248		247									2,332		83							2,415	
1796	BOOTS ST ALBANS	873				652		235									1,760									1,760	
1689	BOOTS STAINES	328				1,141		315									1,784		145							1,929	
1918	BOOTS STEVENAGE	180		22		769		166									1,137		59							1,196	
1644	BOOTS STOCKPORT MERSEYWAY	997				640											1,637									1,637	
1898	BOOTS STOCKTON ON TEES	1,350		100		2,784		488									4,722				58					4,780	
1783	BOOTS STOKE-ON-TRENT FESTIVAL PARK	2,052	96.0%	50	-50.0%	3,094	47.1%	677								3,251	5,873	80.7%	145	-49.7%					3,539	6,018	70.0%
1669	BOOTS STOKE-ON-TRENT HANLEY	1,338	-4.2%			1,060	37.0%	98								2,171	2,496	15.0%	123	-78.5%					2,743	2,619	-4.5%
1841	BOOTS SUNDERLAND	661	-30.2%			1,016	370.4%	145								1,163	1,822	56.7%							2,012	1,822	-9.4%
1828	BOOTS SUTTON COLDFIELD	856	-14.2%	150		1,157	56.6%	238								1,887	2,401	27.2%	39						1,887	2,440	29.3%
1529	BOOTS SWANSEA	572	-32.3%			888	93.5%	145								1,304	1,605	23.1%							1,664	1,605	-3.5%
1917	BOOTS SWANSEA	530				1,014		47									1,591									1,591	
1596	BOOTS SWINDON	1,044	-43.2%	50		1,398	-20.3%	89								3,594	2,581	-28.2%	231	-34.2%	43				3,945	2,855	-27.6%
1672	BOOTS TAMWORTH	1,409	17.2%			2,506	55.8%	266								2,810	4,181	48.8%	102	251.7%	170				2,839	4,453	56.9%
1914	BOOTS TELFORD	875				1,087		442									2,404									2,404	
1554	BOOTS THURROCK	1,091	-40.3%	150	50.0%	2,276	18.6%	900								3,846	4,417	14.8%	29	-97.3%	297				4,924	4,743	-3.7%
1561	BOOTS TUNBRIDGE WELLS	1,182	-53.2%			1,434	73.4%	164								3,350	2,780	-17.0%							3,448	2,780	-19.4%
1591	BOOTS UXBRIDGE	497				1,009		376									1,882									1,882	
1811	BOOTS WALSALL	895	2.9%			2,010	30.9%	399								2,406	3,304	37.3%	247	187.2%					2,492	3,551	42.5%
1822	BOOTS WARRINGTON	1,009	54.0%			1,284	124.1%	484								1,228	2,777	126.1%	43	-92.7%					1,816	2,820	55.3%
1548	BOOTS WATFORD	979	7.2%			1,508	48.1%	259								1,931	2,746	42.2%	145	-72.2%					2,453	2,891	17.9%
1927	BOOTS WEDNESBURY	386				1,156		236									1,778		45							1,823	
1718	BOOTS LONDON WESTFIELD WHITE CITY	905	-7.2%			1,618	111.0%	459								1,742	2,982	71.2%	279	-27.0%	138				2,124	3,399	60.0%
1612	BOOTS WOLVERHAMPTON	538				1,207		698									2,443		177							2,620	
1642	BOOTS WORCESTER	1,380	56.6%			1,052	-41.3%	210								2,723	2,642	-3.0%	145	-82.1%					3,532	2,787	-21.1%
1626	BOOTS WORTHING	607				1,143		138									1,888									1,888	
1842	BOOTS WREXHAM	645	2.5%			1,048	-24.4%	98								2,015	1,791	-11.1%							2,015	1,791	-11.1%
1762	BOOTS YEOVIL	102	-87.7%	50		1,338	106.2%	49								1,477	1,539	4.2%							1,622	1,539	-5.1%
1619	BOOTS YORK MONKS CROSS	1,393	-28.4%			1,533	33.9%	425								3,091	3,351	8.4%	119	-77.0%					3,609	3,470	-3.9%
1706	BOOTS YORK CONEY STREET	1,797	-5.4%			1,873	4.2%	517								3,698	4,187	13.2%	59						3,698	4,246	14.8%
1621	BOOTS.COM NOTTINGHAM	27,653	-45.3%	1,689	-38.7%	35,009	-24.5%	17,000								99,686	81,351	-18.4%	6,798	81.5%	2,075				103,431	90,224	-12.8%
	TOTAL	268,342	-23.0%	4,766	-26.1%	359,675	9.7%	96,023						78	-94.3%	683,977	728,884	6.6%	32,908	-60.1%	8,351				766,551	770,143	0.5%
TOTAL EXCLUDING NORTHERN IRELAND		264,255	-23.1%	4,766	-26.1%	354,997	9.1%	94,334						78	-94.1%	677,009	718,430	6.1%	32,734	-59.5%	8,121				757,807	759,285	0.2%
LIKE ON LIKE		239,942	-31.1%	4,267	-33.9%	313,291	-4.4%	83,932						78	-94.3%	683,977	641,510	-6.2%	30,352	-63.2%	8,148				766,551	680,010	-11.3%

CLARINS

FRAGRANCE GROUP

BOOTS GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2018 vs 2017 - FEBRUARY YTD

		ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		CFG GRAND TOTAL			
ACC	STORE NAME	2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2017	2018	%	2018	%	2018	%	2018	%	2017	2018	%	
1500	BOOTS GROUP NOTTINGHAM	70,209	-33.9%	200	-81.8%	89,410	-17.8%	24,033						78	-93.0%	217,297	183,930	-15.4%	9,292	-59.2%	86				240,088	193,308	-19.5%	
1621	BOOTS.COM NOTTINGHAM	27,653	-45.3%	1,689	-38.7%	35,009	-24.5%	17,000								99,686	81,351	-18.4%	6,798	81.5%	2,075				103,431	90,224	-12.8%	
1511	BOOTS MANCHESTER	3,695	-42.0%	50	-50.0%	3,356	-18.7%	1,537								10,603	8,638	-18.5%	964	-42.8%	373				12,288	9,975	-18.8%	
1572	BOOTS MANCHESTER TRAFFORD PARK	3,832	55.0%	100		3,435	18.6%	1,168								5,470	8,535	56.0%	222	-90.1%	425				7,704	9,182	19.2%	
1527	BOOTS SHEFFIELD MEADOWHALL	2,186	8.9%	150	-40.0%	2,619	-14.7%	1,593								5,328	6,548	22.9%	145	-90.5%	432				6,857	7,125	3.9%	
1562	BOOTS LEICESTER FOSSE PARK	2,127	-36.8%	100		3,112	10.4%	689								6,283	6,028	-4.1%	86	-88.9%	143				7,060	6,257	-11.4%	
1783	BOOTS STOKE-ON-TRENT FESTIVAL PARK	2,052	96.0%	50	-50.0%	3,094	47.1%	677								3,251	5,873	80.7%	145	-49.7%					3,539	6,018	70.0%	
1513	BOOTS BIRMINGHAM HIGH STREET	1,663	-31.8%	100	100.0%	3,105	42.3%	700								4,669	5,568	19.3%	102	-85.7%	200				5,382	5,870	9.1%	
1536	BOOTS LEEDS	1,507	-32.5%	150	-40.0%	3,349	-10.7%	357								6,233	5,363	-14.0%	59	-90.9%	344				6,884	5,766	-16.2%	
1517	BOOTS NEWCASTLE	1,692	-66.3%	50	-50.0%	2,772	37.2%	369								7,136	4,883	-31.6%	344	-81.5%	510				8,992	5,737	-36.2%	
1663	BOOTS LONDON SEDLEY PLACE	3,025	138.6%			2,214	41.7%	196								2,830	5,435	92.0%	180	-82.7%					3,868	5,615	45.2%	
1808	BOOTS DENTON	2,003	-3.0%			2,301	-9.4%	796								4,606	5,100	10.7%							4,606	5,100	10.7%	
1581	BOOTS DARTFORD BLUEWATER	1,919	-23.8%	100		2,151	-26.9%	670								5,559	4,840	-12.9%	102	-92.4%	87				6,893	5,029	-27.0%	
1618	BOOTS LONDON LIVERPOOL ST	1,981	-46.1%			2,581	17.9%	304								5,868	4,866	-17.1%	43	-91.5%	113				6,373	5,022	-21.2%	
1524	BOOTS DERBY	1,791	-18.3%			2,452	49.0%	465								3,838	4,708	22.7%	118	15.7%	172				3,940	4,998	26.9%	
1526	BOOTS NOTTINGHAM	1,757	-43.6%	50		2,538	22.1%	463								5,196	4,808	-7.5%	142	-71.4%	29				5,692	4,979	-12.5%	
1501	BOOTS NI GROUP	2,081	106.0%			2,025	93.0%	728								2,109	4,834	129.2%	86	-90.1%					2,974	4,920	65.4%	
1661	BOOTS GLASGOW FORT	1,735	-15.0%	100		2,585	66.0%	399								3,697	4,819	30.3%	-6	-100.8%	87				4,482	4,900	9.3%	
1898	BOOTS STOCKTON ON TEES	1,350		100		2,784		488									4,722				58					4,780		
1554	BOOTS THURROCK	1,091	-40.3%	150	50.0%	2,276	18.6%	900								3,846	4,417	14.8%	29	-97.3%	297				4,924	4,743	-3.7%	
1583	BOOTS LIVERPOOL	1,515	81.4%	50	-66.7%	1,904	-10.2%	287								3,105	3,756	21.0%	301	-76.4%	627				4,379	4,684	7.0%	
1807	BOOTS LONDON STRATFORD	1,248	-44.1%			2,558	11.7%	417								4,523	4,223	-6.6%	-16	-101.0%	312				6,124	4,519	-26.2%	
1599	BOOTS GLASGOW BRAEHEAD	1,918	-49.2%			1,824	-21.2%	517								6,090	4,259	-30.1%	127	-85.3%	86				6,954	4,472	-35.7%	
1672	BOOTS TAMWORTH	1,409	17.2%			2,506	55.8%	266								2,810	4,181	48.8%	102	251.7%	170				2,839	4,453	56.9%	
1779	BOOTS NORTH SHIELDS	1,918	13.2%			2,067	21.7%	355								3,444	4,340	26.0%	102	-86.7%					4,212	4,442	5.5%	
1788	BOOTS LEEDS WHITE ROSE	1,211	-28.3%			2,526	75.8%	581								3,126	4,318	38.1%			115				3,126	4,433	41.8%	
1856	BOOTS BELFAST DONEGALL PLACE	1,730	-43.1%			1,619	106.0%	793								3,825	4,142	8.3%	29	-96.7%	230				4,693	4,401	-6.2%	
1597	BOOTS BRISTOL CRIBBS CAUSEWAY	2,037	-43.5%	50	-50.0%	1,588	-16.9%	212								5,616	3,887	-30.8%	330	-56.1%	165				6,367	4,382	-31.2%	
1629	BOOTS LIVERPOOL SPEKE	1,424	-56.6%			2,246	6.5%	346								5,440	4,016	-26.2%	148	-81.8%	114				6,254	4,278	-31.6%	
1624	BOOTS BOURNEMOUTH	1,355	2.1%			2,272	3.9%	522								3,514	4,149	18.1%	112	-63.4%					3,820	4,261	11.5%	
1706	BOOTS YORK CONEY STREET	1,797	-5.4%			1,873	4.2%	517								3,698	4,187	13.2%	59						3,698	4,246	14.8%	
1837	BOOTS CANNOCK	1,309	9.5%			2,318	35.6%	609								2,905	4,236	45.8%							2,948	4,236	43.7%	
1671	BOOTS SHEFFIELD	1,062	-39.5%			1,132	23.9%	508								2,719	2,702	-0.6%	1,470	661.7%					2,912	4,172	43.3%	
1542	BOOTS MILTON KEYNES	1,572	-14.5%			1,903	32.1%	315								3,330	3,790	13.8%	295	400.0%					3,389	4,085	20.5%	
1701	BOOTS ROTHERHAM	924	9.2%			2,447	31.1%	315								2,712	3,686	35.9%	247	142.2%					2,814	3,933	39.8%	
1523	BOOTS GATESHEAD METROCENTRE	922	-62.2%			2,192	-0.3%	426								4,683	3,540	-24.4%	278	-79.1%	113				6,011	3,931	-34.6%	
1617	BOOTS CHESHUNT	1,245	-40.6%			2,100	-14.5%	425								4,552	3,770	-17.2%	118						4,552	3,888	-14.6%	
1668	BOOTS CHESTER BROUGHTON PARK	908	-48.9%	95	90.0%	2,329	-18.8%	395								4,697	3,727	-20.7%	59	-94.8%					5,834	3,786	-35.1%	
1839	BOOTS MANSFIELD	1,081	-50.5%			1,864	238.3%	634								2,733	3,579	31.0%	204	-70.0%					3,413	3,783	10.8%	
1633	BOOTS CANTERBURY	1,239	-36.3%			2,127	14.0%	217								3,861	3,583	-7.2%	162	-80.9%					4,711	3,745	-20.5%	
1682	BOOTS HUDDERSFIELD	1,266	-36.5%			1,619	10.3%	847								3,462	3,732	7.8%							4,115	3,732	-9.3%	
1789	BOOTS SOUTHAMPTON	1,076	-10.7%			1,478	-5.4%	368								2,767	2,922	5.6%	739	33.6%					3,320	3,661	10.3%	
1547	BOOTS PETERBOROUGH	1,502	-18.6%			1,591	-2.6%	466								3,479	3,559	2.3%	102	-88.9%					4,400	3,661	-16.8%	
1584	BOOTS BRENT CROSS	959	-61.1%			2,308	-12.3%	140								5,101	3,407	-33.2%	204	-77.9%					6,024	3,611	-40.1%	
1791	BOOTS FAREHAM	1,619	1.4%			1,613	-33.4%	328								4,020	3,560	-11.4%							4,020	3,560	-11.4%	
1678	BOOTS PETERBOROUGH HAMPTON	1,461	37.6%	150		1,346	-20.8%	500								2,761	3,457	25.2%	98	-87.1%					3,522	3,555	0.9%	

CLARINS

FRAGRANCE GROUP

BOOTS GROUP

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ACC	STORE NAME	2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2017	2018	%	2018	%	2018	%	2018	%	2017	2018	%	
1811	BOOTS WALSALL	895	2.9%			2,010	30.9%	399								2,406	3,304	37.3%	247	187.2%					2,492	3,551	42.5%	
1619	BOOTS YORK MONKS CROSS	1,393	-28.4%			1,533	33.9%	425								3,091	3,351	8.4%	119	-77.0%					3,609	3,470	-3.9%	
1694	BOOTS BOLTON HORWICH	1,453	10.2%			1,732	19.9%	221								2,763	3,406	23.3%	43	-87.0%					3,095	3,449	11.4%	
1718	BOOTS LONDON WESTFIELD WHITE CITY	905	-7.2%			1,618	111.0%	459								1,742	2,982	71.2%	279	-27.0%	138				2,124	3,399	60.0%	
1516	BOOTS DUDLEY MERRYHILL	1,006	-26.4%	50		1,869	55.4%	322								2,570	3,247	26.3%	82	-85.4%	29				3,132	3,358	7.2%	
1634	BOOTS ROMFORD	1,543	-21.2%			1,275	44.4%	328								2,840	3,146	10.8%	204	-78.9%					3,808	3,350	-12.0%	
1639	BOOTS MIDDLESBOROUGH	902	-58.9%			1,871	52.5%	304								3,423	3,077	-10.1%	187	-66.9%	86				3,988	3,350	-16.0%	
1708	BOOTS LIVERPOOL AINTREE PARK	614				2,145		502									3,261		59							3,320		
1538	BOOTS DOUGLAS	1,584	20.5%			996	0.6%	491								2,304	3,071	33.3%	240	81.8%					2,436	3,311	35.9%	
1667	BOOTS HULL	1,135	-41.3%			1,618	-9.1%	467								3,711	3,220	-13.2%	86						3,711	3,306	-10.9%	
1653	BOOTS LONDON KENSINGTON	1,498	-10.5%	100		1,125	38.2%	491								2,488	3,214	29.2%	43	-89.4%					2,894	3,257	12.5%	
1814	BOOTS BURTON-ON-TRENT	742	-38.2%			1,877	26.7%	329								2,681	2,948	10.0%	279	-20.3%					3,031	3,227	6.5%	
1819	BOOTS OLDHAM	954	-45.6%			1,862	8.3%	337								3,473	3,153	-9.2%	43	-73.3%					3,634	3,196	-12.1%	
1534	BOOTS KINGSTON UPON THAMES	1,180	5.5%			1,029	-10.1%	509								2,264	2,718	20.1%	446	-78.5%					4,341	3,164	-27.1%	
1724	BOOTS LLANTRISANT	931				1,702		488									3,121		43							3,164		
1636	BOOTS KETTERING	1,283	-3.0%			1,500	-25.0%	273								3,323	3,056	-8.0%	102						3,323	3,158	-5.0%	
1692	BOOTS CHESTERFIELD	1,673	-29.8%			1,197	25.9%	238								3,334	3,108	-6.8%	43	-89.7%					3,753	3,151	-16.0%	
1514	BOOTS GLASGOW ST ENOCHS	1,601	72.5%			1,135	18.1%	217								1,889	2,953	56.3%	161	-76.9%					2,586	3,114	20.4%	
1568	BOOTS ABERDEEN	1,861	-7.0%	50		1,087	-36.9%									3,774	2,998	-20.6%	59	-90.5%					4,392	3,057	-30.4%	
1519	BOOTS BRIGHTON	1,233	4.8%			1,277	-10.9%	376								2,609	2,886	10.6%	100	-81.8%					3,158	2,986	-5.4%	
1509	BOOTS CARDIFF	1,180	-53.2%	100		1,295	0.2%	49								3,914	2,624	-33.0%	145	-82.7%	144				4,754	2,913	-38.7%	
1548	BOOTS WATFORD	979	7.2%			1,508	48.1%	259								1,931	2,746	42.2%	145	-72.2%					2,453	2,891	17.9%	
1829	BOOTS ELGIN	1,077	83.5%			1,315	64.2%	448								1,388	2,840	104.6%	43	-81.3%					1,618	2,883	78.2%	
1821	BOOTS HALIFAX	981	-17.6%			1,487	-0.3%	397								2,731	2,865	4.9%							2,774	2,865	3.3%	
1596	BOOTS SWINDON	1,044	-43.2%	50		1,398	-20.3%	89								3,594	2,581	-28.2%	231	-34.2%	43				3,945	2,855	-27.6%	
1657	BOOTS LINCOLN	1,260	-26.2%			1,198	-1.7%	373								2,926	2,831	-3.2%							3,532	2,831	-19.8%	
1822	BOOTS WARRINGTON	1,009	54.0%			1,284	124.1%	484								1,228	2,777	126.1%	43	-92.7%					1,816	2,820	55.3%	
1823	BOOTS SOLIHULL	1,033	-44.0%			1,198	43.8%	563								2,676	2,794	4.4%							3,059	2,794	-8.7%	
1642	BOOTS WORCESTER	1,380	56.6%			1,052	-41.3%	210								2,723	2,642	-3.0%	145	-82.1%					3,532	2,787	-21.1%	
1561	BOOTS TUNBRIDGE WELLS	1,182	-53.2%			1,434	73.4%	164								3,350	2,780	-17.0%							3,448	2,780	-19.4%	
1558	BOOTS BIRMINGHAM FORT	1,052	-16.4%	50	-66.7%	1,357	12.5%	147								2,614	2,606	-0.3%	145	-84.2%					3,533	2,751	-22.1%	
1632	BOOTS LEICESTER	1,219	-51.8%			1,111	15.2%	194								3,545	2,524	-28.8%	220	-33.3%					3,875	2,744	-29.2%	
1556	BOOTS ROCHDALE	839	-2.7%			1,369	8.1%	420								2,128	2,628	23.5%	106	146.5%					2,171	2,734	25.9%	
1792	BOOTS BIRMINGHAM BULLRING	884	-12.0%			1,214	-10.5%	282								2,511	2,380	-5.2%	129	-87.2%	173				3,515	2,682	-23.7%	
1831	BOOTS COVENTRY LOWER PRECINCT	507	-22.2%			1,643	10.5%	282								2,139	2,432	13.7%			230				2,311	2,662	15.2%	
1804	BOOTS NEWPORT	804		50		1,350		422									2,626									2,626		
1612	BOOTS WOLVERHAMPTON	538				1,207		698									2,443		177							2,620		
1669	BOOTS STOKE-ON-TRENT HANLEY	1,338	-4.2%			1,060	37.0%	98								2,171	2,496	15.0%	123	-78.5%					2,743	2,619	-4.5%	
1576	BOOTS BEXLEY HEATH	749	-63.6%			1,285	-7.0%	402								3,437	2,436	-29.1%	140	-57.3%					3,765	2,576	-31.6%	
1699	BOOTS ELLESMERE PORT	759				1,508		297									2,564									2,564		
1809	BOOTS BARNESLEY CORTONWOOD RP	618	-12.0%			1,577	12.8%	340								2,100	2,535	20.7%							2,159	2,535	17.4%	
1582	BOOTS BROMLEY	1,079	-44.1%			1,206	-28.6%	245								3,620	2,530	-30.1%							4,165	2,530	-39.3%	
1912	BOOTS PRESCOT	621		22		1,454		381									2,478									2,478		
1743	BOOTS BATH SOUTHGATE CENTRE	896	-16.1%			1,078	73.9%	234								1,688	2,208	30.8%	265	301.5%					1,754	2,473	41.0%	
1813	BOOTS FALKIRK	795	-56.1%			1,620	3.4%	47								3,378	2,462	-27.1%							3,378	2,462	-27.1%	
1838	BOOTS KIRKCALDY	761	-27.9%			1,136	-5.2%	373								2,254	2,270	0.7%	177						2,254	2,447	8.6%	

CLARINS

FRAGRANCE GROUP

BOOTS GROUP

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		2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2017	2018	%	2018	%	2018	%	2018	%	2017	2018	%
1828	BOOTS SUTTON COLDFIELD	856	-14.2%	150		1,157	56.6%	238								1,887	2,401	27.2%	39						1,887	2,440	29.3%
1777	BOOTS ABERDEEN GARTHDEE ROAD	734	-39.4%			1,233	9.0%	238								2,343	2,205	-5.9%	220						2,343	2,425	3.5%
1659	BOOTS ST ALBANS	832		5		1,248		247									2,332		83							2,415	
1518	BOOTS CHELTENHAM	698	-52.9%			1,225	83.9%	488								2,149	2,411	12.2%							2,669	2,411	-9.7%
1601	BOOTS LEEDS BIRSTALL	924	-16.9%			1,261	-15.1%	122								2,598	2,307	-11.2%	102	-64.5%					2,885	2,409	-16.5%
1914	BOOTS TELFORD	875				1,087		442									2,404									2,404	
1759	BOOTS EDINBURGH GYLE PARK	917	16.2%	50		1,002	44.6%	353								1,532	2,322	51.6%	79	-59.9%					1,729	2,401	38.9%
1623	BOOTS EASTBOURNE ARNDAL CTR	720		50		1,141		468									2,379									2,379	
1826	BOOTS HAMILTON	1,027	-7.6%			981	-9.9%	358								2,200	2,366	7.5%							2,550	2,366	-7.2%
1578	BOOTS READING	1,116	-23.4%			1,042	-6.1%	140								2,566	2,298	-10.4%	53	-79.8%					2,828	2,351	-16.9%
1824	BOOTS COVENTRY ARENA PR	493	-68.4%			1,269	-20.7%	587								3,162	2,349	-25.7%							3,248	2,349	-27.7%
1793	BOOTS LANCASTER	994	-28.4%	50		1,211	9.5%	49								2,494	2,304	-7.6%							2,723	2,304	-15.4%
1896	BOOTS BEDFORD INTERCHANGE	535				1,338		425									2,298									2,298	
1654	BOOTS EDINBURGH	878				945		324									2,147		118							2,265	
1677	BOOTS PRESTON	605				1,201		398									2,204		43							2,247	
1574	BOOTS CHELMSFORD	803	-48.5%			801	-5.4%	295								2,405	1,899	-21.0%	337	26.2%					2,672	2,236	-16.3%
1897	BOOTS PRESTATYN	627				1,503		49									2,179									2,179	
1533	BOOTS BRADFORD WESTFIELD	1,038		50		919											2,007		111							2,118	
1552	BOOTS CHESTER	703	-50.7%			942	-29.2%	357								2,758	2,002	-27.4%	102	-87.9%					3,601	2,104	-41.6%
1843	BOOTS SOUTHPORT	712	-24.4%			1,151	-12.9%	234								2,263	2,097	-7.3%							2,263	2,097	-7.3%
1638	BOOTS PLYMOUTH	1,208	-35.7%			825	-39.6%	93								3,243	2,126	-34.4%	-59	-112.3%					3,723	2,067	-44.5%
1666	BOOTS IPSWICH	788				760		422									1,970									1,970	
1628	BOOTS PORTSMOUTH	413	-50.8%			1,395	71.8%	159								1,652	1,967	19.1%							1,806	1,967	8.9%
1553	BOOTS PRESTON	448	-69.4%			1,350	62.3%	110								2,296	1,908	-16.9%	59	-60.7%					2,446	1,967	-19.6%
1799	BOOTS NORWICH	850	3.2%			934	-23.4%	119								2,043	1,903	-6.9%	59	-74.3%					2,273	1,962	-13.7%
1766	BOOTS CRAYFORD	341	-41.3%			1,378	49.1%	196								1,505	1,915	27.2%	20	-84.7%					1,636	1,935	18.3%
1557	BOOTS JERSEY	1,228	16.2%	44		625	-15.7%									1,798	1,897	5.5%	38	-89.8%					2,170	1,935	-10.8%
1911	BOOTS CRAWLEY	662				889		235									1,786		59		87					1,932	
1689	BOOTS STAINES	328				1,141		315									1,784		145							1,929	
1929	BOOTS BECTON GALLIONS REACH SHOPPING PARK	614				981		159									1,754		171							1,925	
1756	BOOTS GLASGOW BUCHANAN GALLERY	710		50		547		606									1,913									1,913	
1613	BOOTS EXETER	901				917		47									1,865		43							1,908	
1549	BOOTS BOLTON	652	25.4%			1,011	-12.2%	230								1,671	1,893	13.3%							1,730	1,893	9.4%
1894	BOOTS DARLINGTON	293				708		168									1,169		663		58					1,890	
1626	BOOTS WORTHING	607				1,143		138									1,888									1,888	
1591	BOOTS UXBRIDGE	497				1,009		376									1,882									1,882	
1573	BOOTS OXFORD	664	-30.9%	139		912	-43.3%	94								2,569	1,809	-29.6%	43	-83.5%					2,830	1,852	-34.6%
1827	BOOTS NEWCASTLE UPON TYNE	676	-26.8%			1,086	59.7%	70								1,603	1,832	14.3%							1,603	1,832	14.3%
1647	BOOTS AYR	885	58.3%			656	11.0%	283								1,150	1,824	58.6%							1,150	1,824	58.6%
1927	BOOTS WEDNESBURY	386				1,156		236									1,778		45							1,823	
1841	BOOTS SUNDERLAND	661	-30.2%			1,016	370.4%	145								1,163	1,822	56.7%							2,012	1,822	-9.4%
1594	BOOTS DONCASTER	783				819		217									1,819									1,819	
1842	BOOTS WREXHAM	645	2.5%			1,048	-24.4%	98								2,015	1,791	-11.1%							2,015	1,791	-11.1%
1874	BOOTS MIDDLESBROUGH CLEVELAND RP	486	-38.2%			1,014	1.9%	278								1,782	1,778	-0.2%							1,782	1,778	-0.2%
1796	BOOTS ST ALBANS	873				652		235									1,760									1,760	
1681	BOOTS EDINBURGH NEWCRAIGHALL	716	39.8%			725	-40.8%	261								1,737	1,702	-2.0%	43	-34.8%					1,803	1,745	-3.2%

CLARINS

FRAGRANCE GROUP

BOOTS GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2018 vs 2017 - FEBRUARY YTD

		ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		CFG GRAND TOTAL		
ACC	STORE NAME	2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2017	2018	%	2018	%	2018	%	2018	%	2017	2018	%
1904	BOOTS DONCASTER WHEATLEY CENTRE	526				862		306									1,694		43							1,737	
1522	BOOTS BRISTOL	754	-41.2%			704	-22.3%	159								2,189	1,617	-26.1%	99	-76.4%					2,608	1,716	-34.2%
1747	BOOTS CHICHESTER	592	-64.9%			895	19.8%	227								2,433	1,714	-29.6%							2,433	1,714	-29.6%
1926	BOOTS LOUGHBOROUGH	591				692		416									1,699									1,699	
1732	BOOTS HARROGATE	635		50		593		281									1,559		118							1,677	
1812	BOOTS BARNSLEY CHEAPSIDE	596	-59.0%			957	-17.1%	49								2,606	1,602	-38.5%	59						2,606	1,661	-36.3%
1803	BOOTS FAREHAM WHITELEY VILL SC	431				1,173		47									1,651									1,651	
1704	BOOTS NOTTINGHAM	468				913		201									1,582		59							1,641	
1644	BOOTS STOCKPORT MERSEYWAY	997				640											1,637									1,637	
1551	BOOTS CROYDON	557	-73.3%			835	-15.4%	227								3,073	1,619	-47.3%							3,446	1,619	-53.0%
1529	BOOTS SWANSEA	572	-32.3%			888	93.5%	145								1,304	1,605	23.1%							1,664	1,605	-3.5%
1917	BOOTS SWANSEA	530				1,014		47									1,591									1,591	
1891	BOOTS NORTHAMPTON	475		100		671		329									1,575									1,575	
1909	BOOTS HARTLEPOOL	350				803		415									1,568									1,568	
1762	BOOTS YEOVIL	102	-87.7%	50		1,338	106.2%	49								1,477	1,539	4.2%							1,622	1,539	-5.1%
1854	BOOTS BELFAST BOUCHER ROAD	276	-36.3%			1,034	72.0%	168								1,034	1,478	42.9%	59	37.2%					1,077	1,537	42.7%
1716	BOOTS LIVINGSTON	610	121.8%			619	43.3%	233								707	1,462	106.8%	59						707	1,521	115.1%
1569	BOOTS GLASGOW SAUCHIEHALL	575	-34.2%			770	12.1%	98								1,561	1,443	-7.6%							1,663	1,443	-13.2%
1919	BOOTS NEWPORT	545				875		49									1,469		-43							1,426	
1902	BOOTS MERTHYR TYDFIL	458				380		259									1,097		300							1,397	
1933	BOOTS NORTHAMPTON	295				903		98									1,296		86							1,382	
1758	BOOTS MAIDSTONE	427				743		133									1,303									1,303	
1918	BOOTS STEVENAGE	180		22		769		166									1,137		59							1,196	
1702	BOOTS GLASGOW SILVERBURN SC	509				612											1,121		43							1,164	
1764	BOOTS ILFORD	600	745.1%			264	-50.9%	257								659	1,121	70.1%							718	1,121	56.1%
1763	BOOTS LIVERPOOL CHURCH ST	449	148.1%			567	-40.9%	89								1,141	1,105	-3.2%							1,141	1,105	-3.2%
1932	BOOTS OLDHAM	512				501											1,013		43							1,056	
1913	BOOTS HULL	67				753		47									867		59							926	
1928	BOOTS NEATH	360				548											908									908	
1924	BOOTS GATESHEAD	480				343		49									872									872	
1934	BOOTS LONDONDERRY FOYLESIDE	223				108		327									658		29							687	
1899	BOOTS CARDIFF	172				234		138									544									544	
TOTAL		268,342	-23.0%	4,766	-26.1%	359,675	9.7%	96,023						78	-94.3%	683,977	728,884	6.6%	32,908	-60.1%	8,351				766,551	770,143	0.5%
TOTAL EXCLUDING NORTHERN IRELAND		264,255	-23.1%	4,766	-26.1%	354,997	9.1%	94,334						78	-94.1%	677,009	718,430	6.1%	32,734	-59.5%	8,121				757,807	759,285	0.2%
LIKE ON LIKE		239,942	-31.1%	4,267	-33.9%	313,291	-4.4%	83,932						78	-94.3%	683,977	641,510	-6.2%	30,352	-63.2%	8,148				766,551	680,010	-11.3%

BOOTS GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2017 vs 2016 - FULL YEAR

CLARINS
FRAGRANCE GROUP

	£	Vs 2016 (%)	MIX OF BUSINESS (%)
ANGEL	3,377,252	-20.7%	34.4%
ALIEN	5,086,625	-12.5%	51.8%
AURA MUGLER	753,135		7.7%
LES EXCEPTIONS	-		0.0%
A*MEN	57,151	-12.5%	0.6%
COLOGNE	-		0.0%
OTHER	2,816	-97.4%	0.0%
TOTAL - MUGLER	9,276,979	-9.5%	
WANTED	526,456	48.0%	5.4%
CHROME PURE	13,774		0.1%
TOTAL - CLARINS FRAGRANCE GROUP	9,817,209	-7.5%	

CLARINS

FRAGRANCE GROUP

BOOTS GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2017 vs 2016 - FULL YEAR

		ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A* MEN		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		CFG GRAND TOTAL			
ACC	STORE NAME	2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2016	2017	%	2017	%	2017	%	2016	2017	%	
1568	BOOTS ABERDEEN	16,742	-19.9%	20,487	-10.9%	3,977				850	44.1%					44,850	42,056	-6.2%	1,859	-9.2%			46,897	43,915	-6.4%	
1777	BOOTS ABERDEEN GARTHDEE ROAD	9,537	-28.9%	11,861	-7.0%	2,153										26,611	23,551	-11.5%	674	132.4%			26,901	24,225	-9.9%	
1647	BOOTS AYR	8,089	-31.1%	7,954	-30.3%	2,149								38	-80.5%	23,349	18,230	-21.9%	277				23,349	18,507	-20.7%	
1812	BOOTS BARNSELEY CHEAPSIDE	10,937	-13.1%	17,059	-14.8%	2,983				250	-51.2%					33,469	31,229	-6.7%	866	97.3%			33,908	32,095	-5.3%	
1809	BOOTS BARNSELEY CORTONWOOD RP	10,723	-20.4%	20,811	-18.4%	4,375										39,376	35,909	-8.8%	891	27.8%			40,073	36,800	-8.2%	
1743	BOOTS BATH SOUTHGATE CENTRE	8,660	-8.1%	8,959	-23.5%	1,157										21,633	18,776	-13.2%	1,175	-17.2%			23,052	19,951	-13.5%	
1929	BOOTS BECTON GALLIONS REACH SHOPPING PARK	3,233		6,242		1,564											11,039		349					11,388		
1896	BOOTS BEDFORD INTERCHANGE	3,812		9,485		1,652											14,949		962					15,911		
1854	BOOTS BELFAST BOUCHER ROAD	6,777	13.4%	12,850	6.9%	1,839				50	-46.2%					18,336	21,516	17.3%	646	59.5%			18,741	22,162	18.3%	
1856	BOOTS BELFAST DONEGALL PLACE	18,442	-23.0%	23,087	-11.4%	4,394				390	-11.8%					51,493	46,313	-10.1%	4,768	63.6%	201		54,407	51,282	-5.7%	
1576	BOOTS BEXLEY HEATH	13,680	-25.8%	14,731	-23.6%	3,239										37,905	31,650	-16.5%	1,967	1.3%			39,846	33,617	-15.6%	
1792	BOOTS BIRMINGHAM BULLRING	7,871	-16.7%	15,408	-16.2%	2,304				300	-3.2%					28,595	25,883	-9.5%	2,356	60.3%	59		30,065	28,298	-5.9%	
1513	BOOTS BIRMINGHAM HIGH STREET	16,377	-23.7%	19,984	-26.8%	3,984				1,147	113.6%					50,198	41,492	-17.3%	4,020	73.4%	346		52,517	45,858	-12.7%	
1558	BOOTS BIRMINGHAM FORT	14,158	-12.1%	21,139	-0.2%	4,236				690	13.9%					38,640	40,223	4.1%	3,113	25.5%			41,120	43,336	5.4%	
1549	BOOTS BOLTON	7,655	-34.2%	10,743	-26.3%	2,084										26,705	20,482	-23.3%	824	65.5%			27,203	21,306	-21.7%	
1694	BOOTS BOLTON HORWICH	15,453	-11.2%	20,291	3.2%	4,346										37,689	40,090	6.4%	1,694	-35.5%			40,315	41,784	3.6%	
1624	BOOTS BOURNEMOUTH	17,381	-22.5%	24,278	-3.4%	2,833				688	48.6%					48,558	45,180	-7.0%	1,367	-32.3%			50,577	46,547	-8.0%	
1533	BOOTS BRADFORD WESTFIELD																									
1584	BOOTS BRENT CROSS	18,861	-9.8%	22,776	-1.2%	1,762										43,957	43,399	-1.3%	3,223	331.5%			44,704	46,622	4.3%	
1519	BOOTS BRIGHTON	13,841	-5.0%	15,072	-13.5%	2,366										31,992	31,279	-2.2%	1,877	71.9%			33,084	33,156	0.2%	
1522	BOOTS BRISTOL	10,193	0.3%	13,158	-8.6%	1,181										24,580	24,532	-0.2%	1,884	-1.3%			26,489	26,416	-0.3%	
1597	BOOTS BRISTOL CRIBBS CAUSEWAY	22,952	-4.1%	25,021	-18.3%	3,261				450	4.7%					55,376	51,684	-6.7%	1,965	42.7%	114		56,753	53,763	-5.3%	
1582	BOOTS BROMLEY	13,216	-37.1%	18,736	-10.0%	2,421										42,698	34,373	-19.5%	1,998	45.9%			44,067	36,371	-17.5%	
1814	BOOTS BURTON-ON-TRENT	12,473	-22.0%	19,902	-22.9%	3,401				9	-96.3%					42,527	35,785	-15.9%	2,476	145.1%			43,537	38,261	-12.1%	
1837	BOOTS CANNOCK	14,171	-16.3%	21,748	-7.5%	4,793										41,091	40,712	-0.9%	1,614	32.6%			42,308	42,326	0.0%	
1633	BOOTS CANTERBURY	17,929	-14.6%	21,706	-12.8%	3,139				390	32.2%					46,542	43,164	-7.3%	3,774	43.2%	162		49,177	47,100	-4.2%	
1509	BOOTS CARDIFF	18,216	-27.7%	28,940	-19.9%	3,649				545	-24.3%					62,682	51,350	-18.1%	3,407	43.8%	143		65,052	54,900	-15.6%	
1899	BOOTS CARDIFF	4,533		7,107		674											12,314		140					12,454		
1574	BOOTS CHELMSFORD	10,276	-22.7%	14,229	-10.9%	1,562										29,549	26,067	-11.8%	1,671	-11.6%			31,440	27,738	-11.8%	
1518	BOOTS CHELTENHAM	8,778	7.6%	11,192	-5.0%	1,279										20,187	21,249	5.3%	1,229	61.9%			20,946	22,478	7.3%	
1617	BOOTS CHESHUNT	20,095	-1.9%	26,653	-2.3%	3,275										47,749	50,023	4.8%	792				47,749	50,815	6.4%	
1552	BOOTS CHESTER	12,825	-16.5%	18,636	-14.2%	3,349										37,593	34,810	-7.4%	2,521	13.9%			39,806	37,331	-6.2%	
1668	BOOTS CHESTER BROUGHTON PARK	18,978	-10.8%	34,267	-5.4%	4,374				600	51.9%					58,536	58,219	-0.5%	4,525	64.1%			61,294	62,744	2.4%	
1692	BOOTS CHESTERFIELD	16,761	-8.3%	16,807	-19.3%	3,669										39,690	37,237	-6.2%	2,265	-16.8%			42,411	39,502	-6.9%	
1747	BOOTS CHICHESTER	10,867	-11.8%	8,909	-19.7%	910										23,408	20,686	-11.6%					23,408	20,686	-11.6%	
1824	BOOTS COVENTRY ARENA PR	11,072	-8.6%	18,612	-5.7%	2,389										32,214	32,073	-0.4%	512	-33.6%			32,985	32,585	-1.2%	
1831	BOOTS COVENTRY LOWER PRECINCT	8,570	-27.0%	14,951	-21.7%	1,804										31,364	25,325	-19.3%	1,783	22.9%			32,815	27,108	-17.4%	
1911	BOOTS CRAWLEY	3,261		5,528		1,266											10,055		401					10,456		
1766	BOOTS CRAYFORD	7,775	-19.3%	10,292	-5.7%	2,123				245	85.6%					20,779	20,435	-1.7%	1,661	40.3%			21,963	22,096	0.6%	
1551	BOOTS CROYDON	12,496	-27.2%	13,024	-11.3%	1,720										32,396	27,240	-15.9%	2,220	62.4%			33,763	29,460	-12.7%	
1894	BOOTS DARLINGTON	5,950		10,945		3,269											20,164		1,355					21,519		
1581	BOOTS DARTFORD BLUEWATER	27,539	-29.3%	43,344	-10.2%	5,529				674	-12.7%					89,000	77,086	-13.4%	6,453	22.2%	229		94,282	83,768	-11.2%	
1808	BOOTS DENTON	18,382	-14.0%	27,216	-7.6%	5,262										51,867	50,860	-1.9%	1,049	24.9%			52,707	51,909	-1.5%	
1524	BOOTS DERBY	21,365	-21.0%	29,524	-13.0%	4,925										61,623	55,814	-9.4%	1,900	135.1%			62,431	57,714	-7.6%	

CLARINS

FRAGRANCE GROUP

BOOTS GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2017 vs 2016 - FULL YEAR

ACC	STORE NAME	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		CFG GRAND TOTAL		
		2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2016	2017	%	2017	%	2017	%	2016	2017	%
1594	BOOTS DONCASTER	6,669		16,131		2,593											25,393		1,076					26,469	
1904	BOOTS DONCASTER WHEATLEY CENTRE	5,308		10,519		2,825											18,652		497					19,149	
1538	BOOTS DOUGLAS	12,903	-3.3%	11,534	-14.1%	1,395										26,766	25,832	-3.5%	1,550	400.0%			27,076	27,382	1.1%
1516	BOOTS DUDLEY MERRYHILL	12,341	-41.1%	19,991	-19.2%	4,249				345	24.5%					46,594	36,926	-20.7%	2,317	-21.5%	57		49,546	39,300	-20.7%
1623	BOOTS EASTBOURNE ARNDALE CTR	4,251		6,487		935											11,673		570					12,243	
1654	BOOTS EDINBURGH	6,818		9,687		2,667											19,172		1,237					20,409	
1759	BOOTS EDINBURGH GYLE PARK	8,890	-13.8%	8,996	-33.3%	1,598				350	-10.3%					24,581	19,834	-19.3%	1,403	141.5%	59		25,162	21,296	-15.4%
1681	BOOTS EDINBURGH NEWCRAIGHALL	10,947	-17.4%	16,665	-23.7%	2,283										35,536	29,895	-15.9%	999	95.1%			36,048	30,894	-14.3%
1829	BOOTS ELGIN	7,472	-19.9%	11,710	0.8%	2,918										21,299	22,100	3.8%	1,003	1.8%			22,284	23,103	3.7%
1699	BOOTS ELLESMERE PORT	7,113		14,100		3,275											24,488		1,170					25,658	
1613	BOOTS EXETER	3,824		7,301		590											11,715		693					12,408	
1813	BOOTS FALKIRK	13,162	-22.4%	17,852	11.6%	1,974										33,393	32,988	-1.2%	468	91.0%			33,638	33,456	-0.5%
1791	BOOTS FAREHAM	15,410	-9.4%	19,680	3.0%	2,455										36,607	37,545	2.6%	539				36,607	38,084	4.0%
1803	BOOTS FAREHAM WHITELEY VILL SC	3,618		6,956		845											11,419		441					11,860	
1924	BOOTS GATESHEAD	3,956		6,555		1,641				48							12,200		718					12,918	
1523	BOOTS GATESHEAD METROCENTRE	23,341	-43.9%	38,635	-28.9%	7,413				720	289.2%					97,138	70,109	-27.8%	4,316	6.3%	374		101,199	74,799	-26.1%
1599	BOOTS GLASGOW BRAEHEAD	23,175	-34.4%	24,925	-31.5%	4,504										72,242	52,604	-27.2%	5,325	74.3%	29		75,297	57,958	-23.0%
1756	BOOTS GLASGOW BUCHANAN GALLERY	4,952		5,772		1,381				145							12,250		388					12,638	
1661	BOOTS GLASGOW FORT	24,750	-30.3%	30,250	-9.7%	5,315				1,281	-11.8%					71,213	61,596	-13.5%	4,124	20.7%	248		74,631	65,968	-11.6%
1569	BOOTS GLASGOW SAUCHIEHALL	10,029	-23.2%	10,167	-1.9%	2,007										23,711	22,203	-6.4%	578	-29.7%			24,533	22,781	-7.1%
1702	BOOTS GLASGOW SILVERBURN SC	4,956		6,852		948											12,756		488					13,244	
1514	BOOTS GLASGOW ST ENOCHS	14,141	-23.7%	14,873	-37.0%	3,737										42,433	32,751	-22.8%	4,258	85.5%			44,728	37,009	-17.3%
1500	BOOTS GROUP NOTTINGHAM	925,730	-37.8%	1,365,372	-32.2%	173,298				6,121	-48.1%			2,272	-94.2%	3,551,951	2,472,793	-30.4%	155,906	39.6%	1,522		3,663,601	2,630,221	-28.2%
1821	BOOTS HALIFAX	11,728	-10.8%	16,111	-13.8%	2,164								50	-85.5%	32,179	30,053	-6.6%	661	29.9%			32,688	30,714	-6.0%
1826	BOOTS HAMILTON	12,241	1.7%	12,947	-7.7%	2,272										26,413	27,460	4.0%	597	-28.9%			27,253	28,057	3.0%
1732	BOOTS HARROGATE	6,727		9,414		1,771				298							18,210		728					18,938	
1909	BOOTS HARTLEPOOL	4,402		8,216		2,493											15,111		441					15,552	
1682	BOOTS HUDDERSFIELD	15,249	-15.1%	16,254	-20.2%	3,504										38,671	35,007	-9.5%	1,102	135.0%			39,140	36,109	-7.7%
1667	BOOTS HULL	14,343	-18.0%	25,280	-10.0%	4,547										45,945	44,170	-3.9%	639	36.0%			46,415	44,809	-3.5%
1913	BOOTS HULL	3,356		6,488		1,666											11,510		825					12,335	
1764	BOOTS ILFORD	1,944	-44.6%	3,005	10.4%	157								50	-47.4%	6,323	5,156	-18.5%	301	116.5%			6,462	5,457	-15.6%
1666	BOOTS IPSWICH	3,350		6,424		926											10,700							10,700	
1557	BOOTS JERSEY	9,224	-16.7%	8,444	-20.6%	681				484	-6.9%			33	-89.1%	22,528	18,866	-16.3%	1,543	38.1%			23,645	20,409	-13.7%
1636	BOOTS KETTERING	12,498	-17.6%	17,891	-1.8%	1,922				470	137.4%					34,256	32,781	-4.3%	1,406	442.9%			34,515	34,187	-1.0%
1534	BOOTS KINGSTON UPON THAMES	11,856	-33.8%	16,064	-9.2%	1,299										35,840	29,219	-18.5%	9,768	19.8%			43,995	38,987	-11.4%
1838	BOOTS KIRCKALDY	10,548	-11.2%	12,553	-7.4%	3,531										25,676	26,632	3.7%	599	136.8%			25,929	27,231	5.0%
1793	BOOTS LANCASTER	13,783	-17.6%	18,311	-13.5%	2,782				200	6.4%					38,384	35,076	-8.6%	1,847	-8.2%			40,395	36,923	-8.6%
1536	BOOTS LEEDS	20,362	-24.8%	34,977	-14.5%	5,384				922	-39.9%					70,212	61,645	-12.2%	3,048	-7.2%			73,495	64,693	-12.0%
1601	BOOTS LEEDS BIRSTALL	11,593	8.3%	15,699	-13.7%	2,716										29,274	30,008	2.5%	1,514	-34.1%			31,573	31,522	-0.2%
1788	BOOTS LEEDS WHITE ROSE	14,310	-20.4%	27,332	-15.6%	4,648										51,127	46,290	-9.5%	1,578	-16.9%			53,025	47,868	-9.7%
1632	BOOTS LEICESTER	14,333	-10.0%	15,314	-17.2%	2,538				548	-28.6%					35,515	32,733	-7.8%	2,018	20.4%	102		37,191	34,853	-6.3%
1562	BOOTS LEICESTER FOSSE PARK	22,533	0.2%	35,037	6.7%	3,784				630	-29.1%					57,045	61,984	8.7%	3,654	44.7%			59,571	65,638	10.2%
1657	BOOTS LINCOLN	15,266	-16.2%	19,511	-15.6%	2,444										41,665	37,221	-10.7%	1,372	319.6%			41,992	38,593	-8.1%
1583	BOOTS LIVERPOOL	17,666	-33.2%	34,615	-11.8%	5,208				790	0.6%					67,177	58,279	-13.2%	3,826	46.8%	389		69,784	62,494	-10.4%

CLARINS

FRAGRANCE GROUP

BOOTS GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

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		ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A* MEN		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		CFG GRAND TOTAL		
ACC	STORE NAME	2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2016	2017	%	2017	%	2017	%	2016	2017	%
1708	BOOTS LIVERPOOL AINTREE PARK	11,130		20,961		5,100											37,191		1,106					38,297	
1763	BOOTS LIVERPOOL CHURCH ST	5,458	-29.9%	10,948	-31.8%	1,262										24,071	17,668	-26.6%	841	-15.4%			25,065	18,509	-26.2%
1629	BOOTS LIVERPOOL SPEKE	22,252	-8.1%	34,032	-14.0%	4,922				538	-37.1%					65,454	61,744	-5.7%	3,336	21.1%	331		68,208	65,411	-4.1%
1716	BOOTS LIVINGSTON	6,375	-22.8%	10,703	-5.5%	1,890										19,581	18,968	-3.1%	801				19,581	19,769	1.0%
1724	BOOTS LLANTRISANT	10,087		14,414		2,284											26,785		448					27,233	
1618	BOOTS LONDON LIVERPOOL ST	17,709	-8.6%	21,232	-6.5%	3,678										42,612	42,619	0.0%	1,280	705.0%			42,771	43,899	2.6%
1653	BOOTS LONDON KENSINGTON	9,281	-29.2%	8,032	-6.7%	999				750	33.0%					22,578	19,062	-15.6%	1,963	158.0%			23,339	21,025	-9.9%
1663	BOOTS LONDON SEDLEY PLACE	12,132	-15.7%	19,195	-0.9%	1,885										34,307	33,212	-3.2%	3,350	224.6%			35,339	36,562	3.5%
1807	BOOTS LONDON STRATFORD	16,280	-10.7%	24,927	-8.2%	3,212										45,976	44,419	-3.4%	3,613	260.2%			46,979	48,032	2.2%
1934	BOOTS LONDON DERY FOYLESIDE	1,688		3,696		102											5,486		288					5,774	
1926	BOOTS LOUGHBOROUGH	3,248		6,213		979											10,440							10,440	
1758	BOOTS MAIDSTONE	3,181		5,759		849											9,789		124					9,913	
1511	BOOTS MANCHESTER	30,456	-25.4%	41,739	-21.4%	6,110				1,734	-35.6%					98,519	80,039	-18.8%	8,079	106.4%	566		102,434	88,684	-13.4%
1572	BOOTS MANCHESTER TRAFFORD PARK	26,996	-20.7%	42,196	-20.6%	6,162				1,035	37.8%					89,089	76,389	-14.3%	8,682	103.4%	577		93,358	85,648	-8.3%
1839	BOOTS MANSFIELD	12,418	-3.0%	15,826	-27.4%	2,218										34,892	30,462	-12.7%	2,134	27.6%			36,564	32,596	-10.9%
1902	BOOTS MERTHYR TYDFIL	5,658		14,460		2,681											22,799		1,360					24,159	
1639	BOOTS MIDDLESBOROUGH	17,468	-26.2%	22,275	-41.8%	4,220										62,689	43,963	-29.9%	3,037	4.8%	129		65,588	47,129	-28.1%
1874	BOOTS MIDDLESBROUGH CLEVELAND RP	8,451	-36.5%	14,026	-25.9%	2,864										32,449	25,341	-21.9%	422	38.4%			32,754	25,763	-21.3%
1542	BOOTS MILTON KEYNES	18,895	-14.2%	24,308	-9.3%	4,306				436	78.0%			50	-83.3%	49,382	47,995	-2.8%	1,796	65.7%			50,466	49,791	-1.3%
1928	BOOTS NEATH	3,499		5,199		707											9,405		416					9,821	
1517	BOOTS NEWCASTLE	29,013	-9.6%	29,556	-30.3%	8,716				545	4.4%					75,956	67,830	-10.7%	4,895	37.4%	258		79,519	72,983	-8.2%
1827	BOOTS NEWCASTLE UPON TYNE	9,713	-22.4%	10,208	-10.6%	1,734										24,522	21,655	-11.7%	596	53.6%			24,910	22,251	-10.7%
1804	BOOTS NEWPORT	8,600		13,974		1,421				200							24,195		782		59			25,036	
1919	BOOTS NEWPORT	3,283		5,097		1,416											9,796		545					10,341	
1501	BOOTS NI GROUP	22,339	-15.0%	38,089	6.6%	3,911				125	278.8%			88	-89.6%	62,891	64,552	2.6%	4,711	43.7%	129		66,169	69,392	4.9%
1779	BOOTS NORTH SHIELDS	21,985	-22.1%	28,520	-16.4%	7,406				542	8.4%					63,591	58,453	-8.1%	2,974	11.3%			66,264	61,427	-7.3%
1891	BOOTS NORTHAMPTON	4,234		8,515		1,967				500							15,216		856					16,072	
1933	BOOTS NORTHAMPTON	2,586		4,250		397											7,233		287					7,520	
1799	BOOTS NORWICH	10,454	-16.1%	14,863	-8.4%	3,077										28,679	28,394	-1.0%	1,507	-27.0%			30,744	29,901	-2.7%
1526	BOOTS NOTTINGHAM	25,297	-27.2%	27,294	-26.1%	4,059				345						72,656	56,995	-21.6%	3,500	32.5%	143		75,297	60,638	-19.5%
1704	BOOTS NOTTINGHAM	4,521		8,944		2,140											15,605		319					15,924	
1819	BOOTS OLDHAM	13,248	-8.2%	19,787	-14.5%	2,931										38,424	35,966	-6.4%	1,204	45.8%			39,250	37,170	-5.3%
1932	BOOTS OLDHAM	2,516		5,545		1,751											9,812		510					10,322	
1573	BOOTS OXFORD	6,831	-7.1%	10,162	1.5%	1,125				495	23.8%					18,019	18,613	3.3%	1,722	75.2%			19,002	20,335	7.0%
1547	BOOTS PETERBOROUGH	15,974	-20.3%	22,015	-2.1%	2,949										43,224	40,938	-5.3%	4,560	44.2%			46,386	45,498	-1.9%
1678	BOOTS PETERBOROUGH HAMPTON	11,149	-16.5%	16,748	-1.9%	2,398				400	-51.5%			20	-92.0%	31,491	30,715	-2.5%	2,707	65.9%			33,123	33,422	0.9%
1638	BOOTS PLYMOUTH	14,189	-19.5%	15,467	-15.1%	2,678				200	-58.3%					36,608	32,534	-11.1%	1,970	23.2%			38,207	34,504	-9.7%
1628	BOOTS PORTSMOUTH	7,511	-10.4%	14,688	-7.5%	1,704				398	71.6%					24,738	24,301	-1.8%	1,230	32.3%			25,668	25,531	-0.5%
1912	BOOTS PRESCOT	3,026		7,698		2,012											12,736		328					13,064	
1897	BOOTS PRESTATYN	4,927		10,219		1,432											16,578		164					16,742	
1553	BOOTS PRESTON	7,690	-20.0%	12,126	-11.2%	1,190										24,173	21,006	-13.1%	1,470	81.9%			24,981	22,476	-10.0%
1677	BOOTS PRESTON	5,928		12,528		2,004											20,460		578					21,038	
1578	BOOTS READING	10,945	-18.6%	14,310	-17.7%	1,255										31,179	26,510	-15.0%	1,360	10.5%			32,410	27,870	-14.0%
1556	BOOTS ROCHDALE	10,356	-11.8%	14,065	-10.9%	2,596										27,975	27,017	-3.4%	867	66.1%			28,497	27,884	-2.2%

CLARINS

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BOOTS GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

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ACC	STORE NAME	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A* MEN		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		CFG GRAND TOTAL		
		2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2016	2017	%	2017	%	2017	%	2016	2017	%
1634	BOOTS ROMFORD	13,698	-6.6%	18,186	-13.9%	3,084										36,235	34,968	-3.5%	3,674	176.4%			37,564	38,642	2.9%
1701	BOOTS ROTHERHAM	16,594	-3.9%	31,383	15.7%	3,676										44,708	51,653	15.5%	1,362	2.8%			46,033	53,015	15.2%
1671	BOOTS SHEFFIELD	12,012	-10.5%	12,788	-22.1%	1,942								50	-90.7%	30,389	26,792	-11.8%	2,124	193.0%			31,114	28,916	-7.1%
1527	BOOTS SHEFFIELD MEADOWHALL	29,725	-29.0%	59,335	-23.1%	9,713				927	-9.5%					121,108	99,700	-17.7%	6,048	9.7%	392		126,621	106,140	-16.2%
1823	BOOTS SOLIHULL	12,443	-24.3%	11,623	-35.0%	2,281				447	-40.0%					35,643	26,794	-24.8%	1,649	22.1%	129		36,993	28,572	-22.8%
1789	BOOTS SOUTHAMPTON	9,088	-18.1%	17,186	-7.2%	2,234								19		29,610	28,527	-3.7%	1,580	76.7%			30,504	30,107	-1.3%
1843	BOOTS SOUTHPORT	8,851	-18.0%	13,292	-2.4%	1,284										24,896	23,427	-5.9%	551	178.3%			25,094	23,978	-4.4%
1659	BOOTS ST ALBANS	5,855		10,140		2,201											18,196		570					18,766	
1796	BOOTS ST ALBANS	4,911		8,645		1,029											14,585		779					15,364	
1689	BOOTS STAINES	3,884		5,271		919											10,074		537					10,611	
1918	BOOTS STEVENAGE	2,619		5,843		1,076				-50							9,488		121					9,609	
1898	BOOTS STOCKTON ON TEES	12,592		25,180		6,239				799							44,810		1,670					46,480	
1783	BOOTS STOKE-ON-TRENT FESTIVAL PARK	15,864	-7.5%	31,617	2.0%	4,289				945	-29.5%					50,069	52,715	5.3%	1,779	-28.5%	102		52,558	54,596	3.9%
1669	BOOTS STOKE-ON-TRENT HANLEY	12,875	-33.6%	17,148	-15.1%	2,320				240	-64.8%					40,854	32,583	-20.2%	3,511	44.9%			43,277	36,094	-16.6%
1841	BOOTS SUNDERLAND	11,066	-36.3%	10,877	-37.0%	3,158										35,148	25,101	-28.6%	2,977	47.3%			37,169	28,078	-24.5%
1828	BOOTS SUTTON COLDFIELD	8,523	-19.9%	12,202	-16.8%	3,189				400	37.9%					25,995	24,314	-6.5%	657	-16.6%	102		26,783	25,073	-6.4%
1529	BOOTS SWANSEA	11,309	-14.5%	15,266	-20.6%	1,734										32,693	28,309	-13.4%	1,311	8.4%			33,902	29,620	-12.6%
1917	BOOTS SWANSEA	3,573		9,554		1,116											14,243		337					14,580	
1596	BOOTS SWINDON	11,427	-7.7%	13,603	-3.6%	1,401				250	-16.7%					27,018	26,681	-1.2%	2,515	55.4%	54		28,636	29,250	2.1%
1672	BOOTS TAMWORTH	16,296	-7.9%	27,566	-4.6%	4,049				100						47,281	48,011	1.5%	2,371	-17.6%			50,160	50,382	0.4%
1914	BOOTS TELFORD	4,360		8,221		1,486				50							14,117		387					14,504	
1554	BOOTS THURROCK	20,790	-14.9%	32,967	-9.1%	4,492				933	-12.2%					62,421	59,182	-5.2%	4,168	38.7%	310		65,425	63,660	-2.7%
1561	BOOTS TUNBRIDGE WELLS	12,495	-6.9%	12,821	-0.3%	893								75	-25.0%	26,578	26,284	-1.1%	665	1.1%			27,236	26,949	-1.1%
1591	BOOTS UXBRIDGE	4,406		6,016		765											11,187		556					11,743	
1811	BOOTS WALSALL	11,804	-20.5%	23,296	-14.0%	4,385										42,447	39,485	-7.0%	1,218	97.1%			43,065	40,703	-5.5%
1822	BOOTS WARRINGTON	8,071	-32.5%	13,519	-23.5%	2,240										30,262	23,830	-21.3%	2,039	3.9%			32,225	25,869	-19.7%
1548	BOOTS WATFORD	11,741	-24.7%	17,507	-17.6%	2,238				95						37,305	31,581	-15.3%	1,974	-10.8%	17		39,518	33,572	-15.0%
1927	BOOTS WEDNESBURY	3,813		6,143		1,743											11,699		315					12,014	
1718	BOOTS WESTFIELD WHITE CITY	9,835	18.1%	12,694	-1.8%	1,330				594	-4.8%					22,282	24,453	9.7%	2,255	67.9%			23,625	26,708	13.0%
1612	BOOTS WOLVERHAMPTON	7,532		12,397		4,368											24,297		1,747					26,044	
1642	BOOTS WORCESTER	13,995	-9.5%	19,576	-7.8%	2,461				840						37,773	36,872	-2.4%	2,447	4.1%			40,124	39,319	-2.0%
1626	BOOTS WORTHING	4,365		6,444		1,220											12,029		274					12,303	
1842	BOOTS WREXHAM	6,857	-35.1%	18,567	6.7%	2,874										28,361	28,298	-0.2%	782	94.5%			28,763	29,080	1.1%
1762	BOOTS YEOVIL	5,520	-34.8%	9,609	20.7%	1,143				244	73.0%			71	-25.3%	16,657	16,587	-0.4%	505	7.0%	53		17,129	17,145	0.1%
1619	BOOTS YORK MONKS CROSS	16,536	-18.2%	23,396	-8.1%	3,166										46,425	43,098	-7.2%	2,117	15.6%			48,256	45,215	-6.3%
1706	BOOTS YORK CONEY STREET	15,738	-18.7%	23,491	-4.7%	3,700										44,013	42,929	-2.5%	727	157.8%			44,295	43,656	-1.4%
1621	BOOTS.COM NOTTINGHAM	545,242	-21.7%	953,886	-11.6%	129,094				21,464	-8.4%					1,813,313	1,649,686	-9.0%	77,405	49.7%	6,389		1,865,025	1,733,480	-7.1%
TOTAL		3,377,252	-20.7%	5,086,625	-12.5%	753,135				57,151	-12.5%			2,816	-97.4%	10,251,710	9,276,979	-9.5%	526,456	48.0%	13,774		10,607,527	9,817,209	-7.5%
TOTAL EXCLUDING NORTHERN IRELAND		3,329,694	-20.8%	5,012,599	-12.7%	742,991				56,586	-12.6%			2,728	-97.5%	10,118,990	9,144,598	-9.6%	516,331	47.9%	13,444		10,468,210	9,674,373	-7.6%
LIKE ON LIKE		3,151,141	-26.0%	4,675,090	-19.6%	670,750				55,161	-15.5%			2,816	-97.4%	10,251,710	8,554,958	-16.6%	498,573	40.1%	13,715		10,607,527	9,067,246	-14.5%

CLARINS

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BOOTS GROUP

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		2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2016	2017	%	2017	%	2017	%	2016	2017	%
1500	BOOTS GROUP NOTTINGHAM	925,730	-37.8%	1,365,372	-32.2%	173,298				6,121	-48.1%			2,272	-94.2%	3,551,951	2,472,793	-30.4%	155,906	39.6%	1,522		3,663,601	2,630,221	-28.2%
1621	BOOTS.COM NOTTINGHAM	545,242	-21.7%	953,886	-11.6%	129,094				21,464	-8.4%					1,813,313	1,649,686	-9.0%	77,405	49.7%	6,389		1,865,025	1,733,480	-7.1%
1527	BOOTS SHEFFIELD MEADOWHALL	29,725	-29.0%	59,335	-23.1%	9,713				927	-9.5%					121,108	99,700	-17.7%	6,048	9.7%	392		126,621	106,140	-16.2%
1511	BOOTS MANCHESTER	30,456	-25.4%	41,739	-21.4%	6,110				1,734	-35.6%					98,519	80,039	-18.8%	8,079	106.4%	566		102,434	88,684	-13.4%
1572	BOOTS MANCHESTER TRAFFORD PARK	26,996	-20.7%	42,196	-20.6%	6,162				1,035	37.8%					89,089	76,389	-14.3%	8,682	103.4%	577		93,358	85,648	-8.3%
1581	BOOTS DARTFORD BLUEWATER	27,539	-29.3%	43,344	-10.2%	5,529				674	-12.7%					89,000	77,086	-13.4%	6,453	22.2%	229		94,282	83,768	-11.2%
1523	BOOTS GATESHEAD METROCENTRE	23,341	-43.9%	38,635	-28.9%	7,413				720	289.2%					97,138	70,109	-27.8%	4,316	6.3%	374		101,199	74,799	-26.1%
1517	BOOTS NEWCASTLE	29,013	-9.6%	29,556	-30.3%	8,716				545	4.4%					75,956	67,830	-10.7%	4,895	37.4%	258		79,519	72,983	-8.2%
1501	BOOTS NI GROUP	22,339	-15.0%	38,089	6.6%	3,911				125	278.8%			88	-89.6%	62,891	64,552	2.6%	4,711	43.7%	129		66,169	69,392	4.9%
1661	BOOTS GLASGOW FORT	24,750	-30.3%	30,250	-9.7%	5,315				1,281	-11.8%					71,213	61,596	-13.5%	4,124	20.7%	248		74,631	65,968	-11.6%
1562	BOOTS LEICESTER FOSSE PARK	22,533	0.2%	35,037	6.7%	3,784				630	-29.1%					57,045	61,984	8.7%	3,654	44.7%			59,571	65,638	10.2%
1629	BOOTS LIVERPOOL SPEKE	22,252	-8.1%	34,032	-14.0%	4,922				538	-37.1%					65,454	61,744	-5.7%	3,336	21.1%	331		68,208	65,411	-4.1%
1536	BOOTS LEEDS	20,362	-24.8%	34,977	-14.5%	5,384				922	-39.9%					70,212	61,645	-12.2%	3,048	-7.2%			73,495	64,693	-12.0%
1554	BOOTS THURROCK	20,790	-14.9%	32,967	-9.1%	4,492				933	-12.2%					62,421	59,182	-5.2%	4,168	38.7%	310		65,425	63,660	-2.7%
1668	BOOTS CHESTER BROUGHTON PARK	18,978	-10.8%	34,267	-5.4%	4,374				600	51.9%					58,536	58,219	-0.5%	4,525	64.1%			61,294	62,744	2.4%
1583	BOOTS LIVERPOOL	17,666	-33.2%	34,615	-11.8%	5,208				790	0.6%					67,177	58,279	-13.2%	3,826	46.8%	389		69,784	62,494	-10.4%
1779	BOOTS NORTH SHIELDS	21,985	-22.1%	28,520	-16.4%	7,406				542	8.4%					63,591	58,453	-8.1%	2,974	11.3%			66,264	61,427	-7.3%
1526	BOOTS NOTTINGHAM	25,297	-27.2%	27,294	-26.1%	4,059				345						72,656	56,995	-21.6%	3,500	32.5%	143		75,297	60,638	-19.5%
1599	BOOTS GLASGOW BRAEHEAD	23,175	-34.4%	24,925	-31.5%	4,504										72,242	52,604	-27.2%	5,325	74.3%	29		75,297	57,958	-23.0%
1524	BOOTS DERBY	21,365	-21.0%	29,524	-13.0%	4,925										61,623	55,814	-9.4%	1,900	135.1%			62,431	57,714	-7.6%
1509	BOOTS CARDIFF	18,216	-27.7%	28,940	-19.9%	3,649				545	-24.3%					62,682	51,350	-18.1%	3,407	43.8%	143		65,052	54,900	-15.6%
1783	BOOTS STOKE-ON-TRENT FESTIVAL PARK	15,864	-7.5%	31,617	2.0%	4,289				945	-29.5%					50,069	52,715	5.3%	1,779	-28.5%	102		52,558	54,596	3.9%
1597	BOOTS BRISTOL CRIBBS CAUSEWAY	22,952	-4.1%	25,021	-18.3%	3,261				450	4.7%					55,376	51,684	-6.7%	1,965	42.7%	114		56,753	53,763	-5.3%
1701	BOOTS ROTHERHAM	16,594	-3.9%	31,383	15.7%	3,676										44,708	51,653	15.5%	1,362	2.8%			46,033	53,015	15.2%
1808	BOOTS DENTON	18,382	-14.0%	27,216	-7.6%	5,262										51,867	50,860	-1.9%	1,049	24.9%			52,707	51,909	-1.5%
1856	BOOTS BELFAST DONEGALL PLACE	18,442	-23.0%	23,087	-11.4%	4,394				390	-11.8%					51,493	46,313	-10.1%	4,768	63.6%	201		54,407	51,282	-5.7%
1617	BOOTS CHESHUNT	20,095	-1.9%	26,653	-2.3%	3,275										47,749	50,023	4.8%	792				47,749	50,815	6.4%
1672	BOOTS TAMWORTH	16,296	-7.9%	27,566	-4.6%	4,049				100						47,281	48,011	1.5%	2,371	-17.6%			50,160	50,382	0.4%
1542	BOOTS MILTON KEYNES	18,895	-14.2%	24,308	-9.3%	4,306				436	78.0%			50	-83.3%	49,382	47,995	-2.8%	1,796	65.7%			50,466	49,791	-1.3%
1807	BOOTS LONDON STRATFORD	16,280	-10.7%	24,927	-8.2%	3,212										45,976	44,419	-3.4%	3,613	260.2%			46,979	48,032	2.2%
1788	BOOTS LEEDS WHITE ROSE	14,310	-20.4%	27,332	-15.6%	4,648										51,127	46,290	-9.5%	1,578	-16.9%			53,025	47,868	-9.7%
1639	BOOTS MIDDLESBOROUGH	17,468	-26.2%	22,275	-41.8%	4,220										62,689	43,963	-29.9%	3,037	4.8%	129		65,588	47,129	-28.1%
1633	BOOTS CANTERBURY	17,929	-14.6%	21,706	-12.8%	3,139				390	32.2%					46,542	43,164	-7.3%	3,774	43.2%	162		49,177	47,100	-4.2%
1584	BOOTS BRENT CROSS	18,861	-9.8%	22,776	-1.2%	1,762										43,957	43,399	-1.3%	3,223	331.5%			44,704	46,622	4.3%
1624	BOOTS BOURNEMOUTH	17,381	-22.5%	24,278	-3.4%	2,833				688	48.6%					48,558	45,180	-7.0%	1,367	-32.3%			50,577	46,547	-8.0%
1898	BOOTS STOCKTON ON TEES	12,592		25,180		6,239				799							44,810		1,670					46,480	
1513	BOOTS BIRMINGHAM HIGH STREET	16,377	-23.7%	19,984	-26.8%	3,984				1,147	113.6%					50,198	41,492	-17.3%	4,020	73.4%	346		52,517	45,858	-12.7%
1547	BOOTS PETERBOROUGH	15,974	-20.3%	22,015	-2.1%	2,949										43,224	40,938	-5.3%	4,560	44.2%			46,386	45,498	-1.9%
1619	BOOTS YORK MONKS CROSS	16,536	-18.2%	23,396	-8.1%	3,166										46,425	43,098	-7.2%	2,117	15.6%			48,256	45,215	-6.3%
1667	BOOTS HULL	14,343	-18.0%	25,280	-10.0%	4,547										45,945	44,170	-3.9%	639	36.0%			46,415	44,809	-3.5%
1568	BOOTS ABERDEEN	16,742	-19.9%	20,487	-10.9%	3,977				850	44.1%					44,850	42,056	-6.2%	1,859	-9.2%			46,897	43,915	-6.4%
1618	BOOTS LONDON LIVERPOOL ST	17,709	-8.6%	21,232	-6.5%	3,678										42,612	42,619	0.0%	1,280	705.0%			42,771	43,899	2.6%
1706	BOOTS YORK CONEY STREET	15,738	-18.7%	23,491	-4.7%	3,700										44,013	42,929	-2.5%	727	157.8%			44,295	43,656	-1.4%
1558	BOOTS BIRMINGHAM FORT	14,158	-12.1%	21,139	-0.2%	4,236				690	13.9%					38,640	40,223	4.1%	3,113	25.5%			41,120	43,336	5.4%

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		2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2016	2017	%	2017	%	2017	%	2016	2017	%
1837	BOOTS CANNOCK	14,171	-16.3%	21,748	-7.5%	4,793										41,091	40,712	-0.9%	1,614	32.6%			42,308	42,326	0.0%
1694	BOOTS BOLTON HORWICH	15,453	-11.2%	20,291	3.2%	4,346										37,689	40,090	6.4%	1,694	-35.5%			40,315	41,784	3.6%
1811	BOOTS WALSALL	11,804	-20.5%	23,296	-14.0%	4,385										42,447	39,485	-7.0%	1,218	97.1%			43,065	40,703	-5.5%
1692	BOOTS CHESTERFIELD	16,761	-8.3%	16,807	-19.3%	3,669										39,690	37,237	-6.2%	2,265	-16.8%			42,411	39,502	-6.9%
1642	BOOTS WORCESTER	13,995	-9.5%	19,576	-7.8%	2,461				840						37,773	36,872	-2.4%	2,447	4.1%			40,124	39,319	-2.0%
1516	BOOTS DUDLEY MERRYHILL	12,341	-41.1%	19,991	-19.2%	4,249				345	24.5%					46,594	36,926	-20.7%	2,317	-21.5%	57		49,546	39,300	-20.7%
1534	BOOTS KINGSTON UPON THAMES	11,856	-33.8%	16,064	-9.2%	1,299										35,840	29,219	-18.5%	9,768	19.8%			43,995	38,987	-11.4%
1634	BOOTS ROMFORD	13,698	-6.6%	18,186	-13.9%	3,084										36,235	34,968	-3.5%	3,674	176.4%			37,564	38,642	2.9%
1657	BOOTS LINCOLN	15,266	-16.2%	19,511	-15.6%	2,444										41,665	37,221	-10.7%	1,372	319.6%			41,992	38,593	-8.1%
1708	BOOTS LIVERPOOL AINTREE PARK	11,130		20,961		5,100											37,191		1,106					38,297	
1814	BOOTS BURTON-ON-TRENT	12,473	-22.0%	19,902	-22.9%	3,401				9	-96.3%					42,527	35,785	-15.9%	2,476	145.1%			43,537	38,261	-12.1%
1791	BOOTS FAREHAM	15,410	-9.4%	19,680	3.0%	2,455										36,607	37,545	2.6%	539				36,607	38,084	4.0%
1552	BOOTS CHESTER	12,825	-16.5%	18,636	-14.2%	3,349										37,593	34,810	-7.4%	2,521	13.9%			39,806	37,331	-6.2%
1819	BOOTS OLDHAM	13,248	-8.2%	19,787	-14.5%	2,931										38,424	35,966	-6.4%	1,204	45.8%			39,250	37,170	-5.3%
1514	BOOTS GLASGOW ST ENOCHS	14,141	-23.7%	14,873	-37.0%	3,737										42,433	32,751	-22.8%	4,258	85.5%			44,728	37,009	-17.3%
1793	BOOTS LANCASTER	13,783	-17.6%	18,311	-13.5%	2,782				200	6.4%					38,384	35,076	-8.6%	1,847	-8.2%			40,395	36,923	-8.6%
1809	BOOTS BARNSLEY CORTONWOOD RP	10,723	-20.4%	20,811	-18.4%	4,375										39,376	35,909	-8.8%	891	27.8%			40,073	36,800	-8.2%
1663	BOOTS LONDON SEDLEY PLACE	12,132	-15.7%	19,195	-0.9%	1,885										34,307	33,212	-3.2%	3,350	224.6%			35,339	36,562	3.5%
1582	BOOTS BROMLEY	13,216	-37.1%	18,736	-10.0%	2,421										42,698	34,373	-19.5%	1,998	45.9%			44,067	36,371	-17.5%
1682	BOOTS HUDDERSFIELD	15,249	-15.1%	16,254	-20.2%	3,504										38,671	35,007	-9.5%	1,102	135.0%			39,140	36,109	-7.7%
1669	BOOTS STOKE-ON-TRENT HANLEY	12,875	-33.6%	17,148	-15.1%	2,320				240	-64.8%					40,854	32,583	-20.2%	3,511	44.9%			43,277	36,094	-16.6%
1632	BOOTS LEICESTER	14,333	-10.0%	15,314	-17.2%	2,538				548	-28.6%					35,515	32,733	-7.8%	2,018	20.4%	102		37,191	34,853	-6.3%
1638	BOOTS PLYMOUTH	14,189	-19.5%	15,467	-15.1%	2,678				200	-58.3%					36,608	32,534	-11.1%	1,970	23.2%			38,207	34,504	-9.7%
1636	BOOTS KETTERING	12,498	-17.6%	17,891	-1.8%	1,922				470	137.4%					34,256	32,781	-4.3%	1,406	442.9%			34,515	34,187	-1.0%
1576	BOOTS BEXLEY HEATH	13,680	-25.8%	14,731	-23.6%	3,239										37,905	31,650	-16.5%	1,967	1.3%			39,846	33,617	-15.6%
1548	BOOTS WATFORD	11,741	-24.7%	17,507	-17.6%	2,238				95						37,305	31,581	-15.3%	1,974	-10.8%	17		39,518	33,572	-15.0%
1813	BOOTS FALKIRK	13,162	-22.4%	17,852	11.6%	1,974										33,393	32,988	-1.2%	468	91.0%			33,638	33,456	-0.5%
1678	BOOTS PETERBOROUGH HAMPTON	11,149	-16.5%	16,748	-1.9%	2,398				400	-51.5%			20	-92.0%	31,491	30,715	-2.5%	2,707	65.9%			33,123	33,422	0.9%
1519	BOOTS BRIGHTON	13,841	-5.0%	15,072	-13.5%	2,366										31,992	31,279	-2.2%	1,877	71.9%			33,084	33,156	0.2%
1839	BOOTS MANSFIELD	12,418	-3.0%	15,826	-27.4%	2,218										34,892	30,462	-12.7%	2,134	27.6%			36,564	32,596	-10.9%
1824	BOOTS COVENTRY ARENA PR	11,072	-8.6%	18,612	-5.7%	2,389										32,214	32,073	-0.4%	512	-33.6%			32,985	32,585	-1.2%
1812	BOOTS BARNSLEY CHEAPSIDE	10,937	-13.1%	17,059	-14.8%	2,983				250	-51.2%					33,469	31,229	-6.7%	866	97.3%			33,908	32,095	-5.3%
1601	BOOTS LEEDS BIRSTALL	11,593	8.3%	15,699	-13.7%	2,716										29,274	30,008	2.5%	1,514	-34.1%			31,573	31,522	-0.2%
1681	BOOTS EDINBURGH NEWCRAIGHALL	10,947	-17.4%	16,665	-23.7%	2,283										35,536	29,895	-15.9%	999	95.1%			36,048	30,894	-14.3%
1821	BOOTS HALIFAX	11,728	-10.8%	16,111	-13.8%	2,164								50	-85.5%	32,179	30,053	-6.6%	661	29.9%			32,688	30,714	-6.0%
1789	BOOTS SOUTHAMPTON	9,088	-18.1%	17,186	-7.2%	2,234								19		29,610	28,527	-3.7%	1,580	76.7%			30,504	30,107	-1.3%
1799	BOOTS NORWICH	10,454	-16.1%	14,863	-8.4%	3,077										28,679	28,394	-1.0%	1,507	-27.0%			30,744	29,901	-2.7%
1529	BOOTS SWANSEA	11,309	-14.5%	15,266	-20.6%	1,734										32,693	28,309	-13.4%	1,311	8.4%			33,902	29,620	-12.6%
1551	BOOTS CROYDON	12,496	-27.2%	13,024	-11.3%	1,720										32,396	27,240	-15.9%	2,220	62.4%			33,763	29,460	-12.7%
1596	BOOTS SWINDON	11,427	-7.7%	13,603	-3.6%	1,401				250	-16.7%					27,018	26,681	-1.2%	2,515	55.4%	54		28,636	29,250	2.1%
1842	BOOTS WREXHAM	6,857	-35.1%	18,567	6.7%	2,874										28,361	28,298	-0.2%	782	94.5%			28,763	29,080	1.1%
1671	BOOTS SHEFFIELD	12,012	-10.5%	12,788	-22.1%	1,942								50	-90.7%	30,389	26,792	-11.8%	2,124	193.0%			31,114	28,916	-7.1%
1823	BOOTS SOLIHULL	12,443	-24.3%	11,623	-35.0%	2,281				447	-40.0%					35,643	26,794	-24.8%	1,649	22.1%	129		36,993	28,572	-22.8%
1792	BOOTS BIRMINGHAM BULLRING	7,871	-16.7%	15,408	-16.2%	2,304				300	-3.2%					28,595	25,883	-9.5%	2,356	60.3%	59		30,065	28,298	-5.9%

CLARINS

FRAGRANCE GROUP

BOOTS GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

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		2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2016	2017	%	2017	%	2017	%	2016	2017	%
1841	BOOTS SUNDERLAND	11,066	-36.3%	10,877	-37.0%	3,158										35,148	25,101	-28.6%	2,977	47.3%			37,169	28,078	-24.5%
1826	BOOTS HAMILTON	12,241	1.7%	12,947	-7.7%	2,272										26,413	27,460	4.0%	597	-28.9%			27,253	28,057	3.0%
1556	BOOTS ROCHDALE	10,356	-11.8%	14,065	-10.9%	2,596										27,975	27,017	-3.4%	867	66.1%			28,497	27,884	-2.2%
1578	BOOTS READING	10,945	-18.6%	14,310	-17.7%	1,255										31,179	26,510	-15.0%	1,360	10.5%			32,410	27,870	-14.0%
1574	BOOTS CHELMSFORD	10,276	-22.7%	14,229	-10.9%	1,562										29,549	26,067	-11.8%	1,671	-11.6%			31,440	27,738	-11.8%
1538	BOOTS DOUGLAS	12,903	-3.3%	11,534	-14.1%	1,395										26,766	25,832	-3.5%	1,550	400.0%			27,076	27,382	1.1%
1724	BOOTS LLANTRISANT	10,087		14,414		2,284											26,785		448					27,233	
1838	BOOTS KIRCKALDY	10,548	-11.2%	12,553	-7.4%	3,531										25,676	26,632	3.7%	599	136.8%			25,929	27,231	5.0%
1831	BOOTS COVENTRY LOWER PRECINCT	8,570	-27.0%	14,951	-21.7%	1,804										31,364	25,325	-19.3%	1,783	22.9%			32,815	27,108	-17.4%
1561	BOOTS TUNBRIDGE WELLS	12,495	-6.9%	12,821	-0.3%	893								75	-25.0%	26,578	26,284	-1.1%	665	1.1%			27,236	26,949	-1.1%
1718	BOOTS WESTFIELD WHITE CITY	9,835	18.1%	12,694	-1.8%	1,330				594	-4.8%					22,282	24,453	9.7%	2,255	67.9%			23,625	26,708	13.0%
1594	BOOTS DONCASTER	6,669		16,131		2,593											25,393		1,076					26,469	
1522	BOOTS BRISTOL	10,193	0.3%	13,158	-8.6%	1,181										24,580	24,532	-0.2%	1,884	-1.3%			26,489	26,416	-0.3%
1612	BOOTS WOLVERHAMPTON	7,532		12,397		4,368											24,297		1,747					26,044	
1822	BOOTS WARRINGTON	8,071	-32.5%	13,519	-23.5%	2,240										30,262	23,830	-21.3%	2,039	3.9%			32,225	25,869	-19.7%
1874	BOOTS MIDDLESBROUGH CLEVELAND RP	8,451	-36.5%	14,026	-25.9%	2,864										32,449	25,341	-21.9%	422	38.4%			32,754	25,763	-21.3%
1699	BOOTS ELLESMERE PORT	7,113		14,100		3,275											24,488		1,170					25,658	
1628	BOOTS PORTSMOUTH	7,511	-10.4%	14,688	-7.5%	1,704				398	71.6%					24,738	24,301	-1.8%	1,230	32.3%			25,668	25,531	-0.5%
1828	BOOTS SUTTON COLDFIELD	8,523	-19.9%	12,202	-16.8%	3,189				400	37.9%					25,995	24,314	-6.5%	657	-16.6%	102		26,783	25,073	-6.4%
1804	BOOTS NEWPORT	8,600		13,974		1,421				200							24,195		782		59			25,036	
1777	BOOTS ABERDEEN GARTHDEE ROAD	9,537	-28.9%	11,861	-7.0%	2,153										26,611	23,551	-11.5%	674	132.4%			26,901	24,225	-9.9%
1902	BOOTS MERTHYR TYDFIL	5,658		14,460		2,681											22,799		1,360					24,159	
1843	BOOTS SOUTHPORT	8,851	-18.0%	13,292	-2.4%	1,284										24,896	23,427	-5.9%	551	178.3%			25,094	23,978	-4.4%
1829	BOOTS ELGIN	7,472	-19.9%	11,710	0.8%	2,918										21,299	22,100	3.8%	1,003	1.8%			22,284	23,103	3.7%
1569	BOOTS GLASGOW SAUCHIEHALL	10,029	-23.2%	10,167	-1.9%	2,007										23,711	22,203	-6.4%	578	-29.7%			24,533	22,781	-7.1%
1518	BOOTS CHELTENHAM	8,778	7.6%	11,192	-5.0%	1,279										20,187	21,249	5.3%	1,229	61.9%			20,946	22,478	7.3%
1553	BOOTS PRESTON	7,690	-20.0%	12,126	-11.2%	1,190										24,173	21,006	-13.1%	1,470	81.9%			24,981	22,476	-10.0%
1827	BOOTS NEWCASTLE UPON TYNE	9,713	-22.4%	10,208	-10.6%	1,734										24,522	21,655	-11.7%	596	53.6%			24,910	22,251	-10.7%
1854	BOOTS BELFAST BOUCHER ROAD	6,777	13.4%	12,850	6.9%	1,839				50	-46.2%					18,336	21,516	17.3%	646	59.5%			18,741	22,162	18.3%
1766	BOOTS CRAYFORD	7,775	-19.3%	10,292	-5.7%	2,123				245	85.6%					20,779	20,435	-1.7%	1,661	40.3%			21,963	22,096	0.6%
1894	BOOTS DARLINGTON	5,950		10,945		3,269											20,164		1,355					21,519	
1549	BOOTS BOLTON	7,655	-34.2%	10,743	-26.3%	2,084										26,705	20,482	-23.3%	824	65.5%			27,203	21,306	-21.7%
1759	BOOTS EDINBURGH GYLE PARK	8,890	-13.8%	8,996	-33.3%	1,598				350	-10.3%					24,581	19,834	-19.3%	1,403	141.5%	59		25,162	21,296	-15.4%
1677	BOOTS PRESTON	5,928		12,528		2,004											20,460		578					21,038	
1653	BOOTS LONDON KENSINGTON	9,281	-29.2%	8,032	-6.7%	999				750	33.0%					22,578	19,062	-15.6%	1,963	158.0%			23,339	21,025	-9.9%
1747	BOOTS CHICHESTER	10,867	-11.8%	8,909	-19.7%	910										23,408	20,686	-11.6%					23,408	20,686	-11.6%
1557	BOOTS JERSEY	9,224	-16.7%	8,444	-20.6%	681				484	-6.9%			33	-89.1%	22,528	18,866	-16.3%	1,543	38.1%			23,645	20,409	-13.7%
1654	BOOTS EDINBURGH	6,818		9,687		2,667											19,172		1,237					20,409	
1573	BOOTS OXFORD	6,831	-7.1%	10,162	1.5%	1,125				495	23.8%					18,019	18,613	3.3%	1,722	75.2%			19,002	20,335	7.0%
1743	BOOTS BATH SOUTHGATE CENTRE	8,660	-8.1%	8,959	-23.5%	1,157										21,633	18,776	-13.2%	1,175	-17.2%			23,052	19,951	-13.5%
1716	BOOTS LIVINGSTON	6,375	-22.8%	10,703	-5.5%	1,890										19,581	18,968	-3.1%	801				19,581	19,769	1.0%
1904	BOOTS DONCASTER WHEATLEY CENTRE	5,308		10,519		2,825											18,652		497					19,149	
1732	BOOTS HARROGATE	6,727		9,414		1,771				298							18,210		728					18,938	
1659	BOOTS ST ALBANS	5,855		10,140		2,201											18,196		570					18,766	

CLARINS

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BOOTS GROUP

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		2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2016	2017	%	2017	%	2017	%	2016	2017	%
1763	BOOTS LIVERPOOL CHURCH ST	5,458	-29.9%	10,948	-31.8%	1,262										24,071	17,668	-26.6%	841	-15.4%			25,065	18,509	-26.2%
1647	BOOTS AYR	8,089	-31.1%	7,954	-30.3%	2,149								38	-80.5%	23,349	18,230	-21.9%	277				23,349	18,507	-20.7%
1762	BOOTS YEOVIL	5,520	-34.8%	9,609	20.7%	1,143				244	73.0%			71	-25.3%	16,657	16,587	-0.4%	505	7.0%	53		17,129	17,145	0.1%
1897	BOOTS PRESTATYN	4,927		10,219		1,432											16,578		164					16,742	
1891	BOOTS NORTHAMPTON	4,234		8,515		1,967				500							15,216		856					16,072	
1704	BOOTS NOTTINGHAM	4,521		8,944		2,140											15,605		319					15,924	
1896	BOOTS BEDFORD INTERCHANGE	3,812		9,485		1,652											14,949		962					15,911	
1909	BOOTS HARTLEPOOL	4,402		8,216		2,493											15,111		441					15,552	
1796	BOOTS ST ALBANS	4,911		8,645		1,029											14,585		779					15,364	
1917	BOOTS SWANSEA	3,573		9,554		1,116											14,243		337					14,580	
1914	BOOTS TELFORD	4,360		8,221		1,486				50							14,117		387					14,504	
1702	BOOTS GLASGOW SILVERBURN SC	4,956		6,852		948											12,756		488					13,244	
1912	BOOTS PRESCOT	3,026		7,698		2,012											12,736		328					13,064	
1924	BOOTS GATESHEAD	3,956		6,555		1,641				48							12,200		718					12,918	
1756	BOOTS GLASGOW BUCHANAN GALLERY	4,952		5,772		1,381				145							12,250		388					12,638	
1899	BOOTS CARDIFF	4,533		7,107		674											12,314		140					12,454	
1613	BOOTS EXETER	3,824		7,301		590											11,715		693					12,408	
1913	BOOTS HULL	3,356		6,488		1,666											11,510		825					12,335	
1626	BOOTS WORTHING	4,365		6,444		1,220											12,029		274					12,303	
1623	BOOTS EASTBOURNE ARNDALE CTR	4,251		6,487		935											11,673		570					12,243	
1927	BOOTS WEDNESBURY	3,813		6,143		1,743											11,699		315					12,014	
1803	BOOTS FAREHAM WHITELEY VILL SC	3,618		6,956		845											11,419		441					11,860	
1591	BOOTS UXBRIDGE	4,406		6,016		765											11,187		556					11,743	
1929	BOOTS BECTON GALLIONS REACH SHOPPING PARK	3,233		6,242		1,564											11,039		349					11,388	
1666	BOOTS IPSWICH	3,350		6,424		926											10,700							10,700	
1689	BOOTS STAINES	3,884		5,271		919											10,074		537					10,611	
1911	BOOTS CRAWLEY	3,261		5,528		1,266											10,055		401					10,456	
1926	BOOTS LOUGHBOROUGH	3,248		6,213		979											10,440							10,440	
1919	BOOTS NEWPORT	3,283		5,097		1,416											9,796		545					10,341	
1932	BOOTS OLDHAM	2,516		5,545		1,751											9,812		510					10,322	
1758	BOOTS MAIDSTONE	3,181		5,759		849											9,789		124					9,913	
1928	BOOTS NEATH	3,499		5,199		707											9,405		416					9,821	
1918	BOOTS STEVENAGE	2,619		5,843		1,076				-50							9,488		121					9,609	
1933	BOOTS NORTHAMPTON	2,586		4,250		397											7,233		287					7,520	
1934	BOOTS LONDONDERRY FOYLESIDE	1,688		3,696		102											5,486		288					5,774	
1764	BOOTS ILFORD	1,944	-44.6%	3,005	10.4%	157								50	-47.4%	6,323	5,156	-18.5%	301	116.5%			6,462	5,457	-15.6%
1533	BOOTS BRADFORD WESTFIELD																								
TOTAL		3,377,252	-20.7%	5,086,625	-12.5%	753,135				57,151	-12.5%			2,816	-97.4%	10,251,710	9,276,979	-9.5%	526,456	48.0%	13,774		10,607,527	9,817,209	-7.5%
TOTAL EXCLUDING NORTHERN IRELAND		3,329,694	-20.8%	5,012,599	-12.7%	742,991				56,586	-12.6%			2,728	-97.5%	10,118,990	9,144,598	-9.6%	516,331	47.9%	13,444		10,468,210	9,674,373	-7.6%
LIKE ON LIKE		3,151,141	-26.0%	4,675,090	-19.6%	670,750				55,161	-15.5%			2,816	-97.4%	10,251,710	8,554,958	-16.6%	498,573	40.1%	13,715		10,607,527	9,067,246	-14.5%