

FEELUNIQUE GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2018 vs 2017 - FEBRUARY YTD

CLARINS
FRAGRANCE GROUP

	£	Vs 2017 (%)	MIX OF BUSINESS (%)
ANGEL	2,756	-20.6%	21.9%
AMEN	147	-61.2%	1.2%
ALIEN	3,677	-27.7%	29.3%
AURA MUGLER	1,786		14.2%
LES EXCEPTIONS	-		0.0%
COLOGNE	129	-66.5%	1.0%
OTHERS	-		0.0%
TOTAL - MUGLER	8,495	-10.4%	
WANTED	732	-73.0%	5.8%
CHROME PURE	3,341		26.6%
AZZARO OTHERS	-		0.0%
TOTAL - CLARINS FRAGRANCE GROUP	12,568	3.1%	

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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	%
125	FEELUNIQUE JERSEY	453	-33.2%	56		650	20.1%	122				54	100.0%			1,384	1,335	-3.5%	136	161.5%	76				1,436	1,547	7.7%
3848	FEELUNIQUE.COM NORTHAMPTON	2,115	-14.3%	91	-71.8%	2,891	-33.1%	1,664				75	-76.8%			7,467	6,836	-8.5%	528	-79.0%	3,265				9,976	10,629	6.5%
3849	FEELUNIQUE GUERNSEY	188	-42.2%			136	-39.8%									628	324	-48.4%	68	-53.4%					774	392	-49.4%
TOTAL		2,756	-20.6%	147	-61.2%	3,677	-27.7%	1,786				129	-66.5%			9,479	8,495	-10.4%	732	-73.0%	3,341				12,186	12,568	3.1%
TOTAL EXCLUDING NORTHERN IRELAND		2,756	-20.6%	147	-61.2%	3,677	-27.7%	1,786				129	-66.5%			9,479	8,495	-10.4%	732	-73.0%	3,341				12,186	12,568	3.1%
LIKE ON LIKE		2,756	-20.6%	147	-61.2%	3,677	-27.7%	1,786				129	-66.5%			9,479	8,495	-10.4%	732	-73.0%	3,341				12,186	12,568	3.1%

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		2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2017	2018	%	2018	%	2018	%	2018	%	2017	2018	%
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2017 vs 2016 - FULL YEAR

CLARINS
FRAGRANCE GROUP

	£	Vs 2016 (%)	MIX OF BUSINESS (%)
ANGEL	39,275	89.1%	27.5%
ALIEN	51,524	100.9%	36.0%
AURA MUGLER	24,458		17.1%
LES EXCEPTIONS	-		0.0%
A*MEN	7,573	706.5%	5.3%
COLOGNE	2,128	124.0%	1.5%
OTHER	804	-64.9%	0.6%
TOTAL - MUGLER	125,762	148.5%	
WANTED	14,668	104.0%	10.3%
CHROME PURE	2,509		1.8%
TOTAL - CLARINS FRAGRANCE GROUP	142,939	147.3%	

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