

FENWICK GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2018 vs 2017 - FEBRUARY YTD

CLARINS
FRAGRANCE GROUP

	£	Vs 2017 (%)	MIX OF BUSINESS (%)
ANGEL	21,157	-23.9%	34.7%
AMEN	2,709	-25.1%	4.4%
ALIEN	20,603	-9.2%	33.8%
AURA MUGLER	8,977		14.7%
LES EXCEPTIONS	1,713		2.8%
COLOGNE	372	-49.9%	0.6%
OTHERS	-		0.0%
TOTAL - MUGLER	55,531	0.9%	
WANTED	3,288	-36.0%	5.4%
CHROME PURE	2,162		3.5%
AZZARO OTHERS	-		0.0%
TOTAL - CLARINS FRAGRANCE GROUP	60,981	1.3%	

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		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	%
1080	FENWICK BRACKNELL	479	-28.9%	27	-50.0%	656	-17.1%	176								1,546	1,338	-13.5%	69	-24.2%	42				1,637	1,449	-11.5%
1075	BENTALLS KINGSTON	2,418	-4.7%	309	5.8%	3,082	14.0%	788								5,533	6,597	19.2%	802	91.0%	211				5,953	7,610	27.8%
3860	FENWICK BRENT CROSS	5,067	7.4%	1,204	-14.5%	4,978	39.6%	802				124	100.0%			9,820	12,175	24.0%	1,173	-40.8%	342				11,801	13,690	16.0%
8055	FENWICK CANTERBURY	1,952	-48.8%	272	-60.8%	3,579	38.1%	217								7,095	6,020	-15.2%	669	-20.8%	333				7,940	7,022	-11.6%
10090	FENWICK COLCHESTER	131	-83.4%	64	3.2%	409	-56.2%									1,816	604	-66.7%	146	49.0%					1,914	750	-60.8%
3845	FENWICK LEICESTER															1,216									1,239		
3865	FENWICK NEWCASTLE	8,346	-18.6%	550	-36.0%	5,837	-23.1%	6,458		1,713		186	-68.9%			19,321	23,090	19.5%	324	-73.8%	1,219				20,556	24,633	19.8%
3876	FENWICK TUNBRIDGE WELLS	327	-52.1%	18	-66.7%	447	-44.7%	120								1,573	912	-42.0%	21	-76.4%	15				1,662	948	-43.0%
3875	FENWICK WINDSOR															784									819		
3870	FENWICK YORK	2,437	-29.7%	265	112.0%	1,615	-39.9%	416				62				6,340	4,795	-24.4%	84	-73.6%					6,658	4,879	-26.7%
TOTAL		21,157	-23.9%	2,709	-25.1%	20,603	-9.2%	8,977		1,713		372	-49.9%			55,044	55,531	0.9%	3,288	-36.0%	2,162				60,179	60,981	1.3%
TOTAL EXCLUDING NORTHERN IRELAND		21,157	-23.9%	2,709	-25.1%	20,603	-9.2%	8,977		1,713		372	-49.9%			55,044	55,531	0.9%	3,288	-36.0%	2,162				60,179	60,981	1.3%
LIKE ON LIKE		21,157	-21.5%	2,709	-23.6%	20,603	-4.9%	8,977		1,713		372	-49.5%			53,044	55,531	4.7%	3,288	-35.2%	2,162				58,121	60,981	4.9%

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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	%
3865	FENWICK NEWCASTLE	8,346	-18.6%	550	-36.0%	5,837	-23.1%	6,458		1,713		186	-68.9%			19,321	23,090	19.5%	324	-73.8%	1,219				20,556	24,633	19.8%
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1080	FENWICK BRACKNELL	479	-28.9%	27	-50.0%	656	-17.1%	176								1,546	1,338	-13.5%	69	-24.2%	42				1,637	1,449	-11.5%
3876	FENWICK TUNBRIDGE WELLS	327	-52.1%	18	-66.7%	447	-44.7%	120								1,573	912	-42.0%	21	-76.4%	15				1,662	948	-43.0%
10090	FENWICK COLCHESTER	131	-83.4%	64	3.2%	409	-56.2%									1,816	604	-66.7%	146	49.0%					1,914	750	-60.8%
3875	FENWICK WINDSOR															784									819		
3845	FENWICK LEICESTER															1,216									1,239		
TOTAL		21,157	-23.9%	2,709	-25.1%	20,603	-9.2%	8,977		1,713		372	-49.9%			55,044	55,531	0.9%	3,288	-36.0%	2,162				60,179	60,981	1.3%
TOTAL EXCLUDING NORTHERN IRELAND		21,157	-23.9%	2,709	-25.1%	20,603	-9.2%	8,977		1,713		372	-49.9%			55,044	55,531	0.9%	3,288	-36.0%	2,162				60,179	60,981	1.3%
LIKE ON LIKE		21,157	-21.5%	2,709	-23.6%	20,603	-4.9%	8,977		1,713		372	-49.5%			53,044	55,531	4.7%	3,288	-35.2%	2,162				58,121	60,981	4.9%

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2017 vs 2016 - FULL YEAR

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	£	Vs 2016 (%)	MIX OF BUSINESS (%)
ANGEL	223,975	-18.7%	37.8%
ALIEN	185,089	-18.6%	31.2%
AURA MUGLER	83,091		14.0%
LES EXCEPTIONS	9,228		1.6%
A*MEN	30,353	-21.5%	5.1%
COLOGNE	4,283	6.8%	0.7%
OTHER	245	-98.2%	0.0%
TOTAL - MUGLER	536,264	-4.0%	
WANTED	46,096	14.2%	7.8%
CHROME PURE	10,252		1.7%
TOTAL - CLARINS FRAGRANCE GROUP	592,612	-1.1%	

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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	%
1080	FENWICK BRACKNELL	6,446	-11.6%	8,347	-12.2%	1,559				421	-44.7%	13	-76.4%	42	-91.4%	18,101	16,828	-7.0%	1,191		483		18,101	18,502	2.2%
1075	BENTALLS KINGSTON	24,374	-15.0%	28,730	0.3%	3,554				3,733	-3.6%					61,993	60,391	-2.6%	4,229	22.4%	1,162		65,448	65,782	0.5%
3860	FENWICK BRENT CROSS	43,720	-11.3%	37,078	-1.2%	7,927				10,498	-7.2%	1,035	-16.1%	64	-95.3%	100,749	100,322	-0.4%	12,908	35.9%	1,940		110,245	115,170	4.5%
8055	FENWICK CANTERBURY	28,546	-17.7%	25,021	-4.8%	9,634				4,374	-27.6%	372	-53.2%			69,020	67,947	-1.6%	6,898	-16.5%	2,733		77,278	77,578	0.4%
10090	FENWICK COLCHESTER	7,448	7.5%	7,698	-17.0%	1,612				586	-20.2%	71	39.2%	35	-93.3%	17,515	17,450	-0.4%	947	837.6%	51		17,616	18,448	4.7%
3845	FENWICK LEICESTER	594	-79.7%	699	-81.6%					49	-83.9%	4	-81.0%	20	-89.7%	7,247	1,366	-81.2%	23				7,247	1,389	-80.8%
3865	FENWICK NEWCASTLE	83,768	-20.5%	52,174	-35.8%	50,605		9,228		8,105	-32.1%	2,303	88.6%	22	-99.6%	205,310	206,205	0.4%	15,287	2.0%	3,145		220,290	224,637	2.0%
3876	FENWICK TUNBRIDGE WELLS	4,594	-15.0%	5,977	-15.3%	1,142				296	-47.9%	10	-72.2%	31	-91.4%	13,426	12,050	-10.2%	402		99		13,426	12,551	-6.5%
3875	FENWICK WINDSOR	2,051	-48.3%	2,512	-51.4%	252				149	-64.3%	10	-61.5%	21	-92.1%	9,845	4,995	-49.3%	270				9,845	5,265	-46.5%
3870	FENWICK YORK	22,434	-27.7%	16,853	-9.7%	6,806				2,142	-21.0%	465	-18.7%	10	-99.6%	55,650	48,710	-12.5%	3,941	-3.1%	639		59,718	53,290	-10.8%
TOTAL		223,975	-18.7%	185,089	-18.6%	83,091		9,228		30,353	-21.5%	4,283	6.8%	245	-98.2%	558,856	536,264	-4.0%	46,096	14.2%	10,252		599,214	592,612	-1.1%
TOTAL EXCLUDING NORTHERN IRELAND		223,975	-18.7%	185,089	-18.6%	83,091		9,228		30,353	-21.5%	4,283	6.8%	245	-98.2%	558,856	536,264	-4.0%	46,096	14.2%	10,252		599,214	592,612	-1.1%
LIKE ON LIKE		221,330	-17.6%	181,878	-16.7%	82,839		9,228		30,155	-20.5%	4,269	7.7%	204	-98.4%	541,764	529,903	-2.2%	45,803	13.5%	10,252		582,122	585,958	0.7%

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		2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2016	2017	%	2017	%	2017	%	2016	2017	%
3865	FENWICK NEWCASTLE	83,768	-20.5%	52,174	-35.8%	50,605		9,228		8,105	-32.1%	2,303	88.6%	22	-99.6%	205,310	206,205	0.4%	15,287	2.0%	3,145		220,290	224,637	2.0%
3860	FENWICK BRENT CROSS	43,720	-11.3%	37,078	-1.2%	7,927				10,498	-7.2%	1,035	-16.1%	64	-95.3%	100,749	100,322	-0.4%	12,908	35.9%	1,940		110,245	115,170	4.5%
8055	FENWICK CANTERBURY	28,546	-17.7%	25,021	-4.8%	9,634				4,374	-27.6%	372	-53.2%			69,020	67,947	-1.6%	6,898	-16.5%	2,733		77,278	77,578	0.4%
1075	BENTALLS KINGSTON	24,374	-15.0%	28,730	0.3%	3,554				3,733	-3.6%					61,993	60,391	-2.6%	4,229	22.4%	1,162		65,448	65,782	0.5%
3870	FENWICK YORK	22,434	-27.7%	16,853	-9.7%	6,806				2,142	-21.0%	465	-18.7%	10	-99.6%	55,650	48,710	-12.5%	3,941	-3.1%	639		59,718	53,290	-10.8%
1080	FENWICK BRACKNELL	6,446	-11.6%	8,347	-12.2%	1,559				421	-44.7%	13	-76.4%	42	-91.4%	18,101	16,828	-7.0%	1,191		483		18,101	18,502	2.2%
10090	FENWICK COLCHESTER	7,448	7.5%	7,698	-17.0%	1,612				586	-20.2%	71	39.2%	35	-93.3%	17,515	17,450	-0.4%	947	837.6%	51		17,616	18,448	4.7%
3876	FENWICK TUNBRIDGE WELLS	4,594	-15.0%	5,977	-15.3%	1,142				296	-47.9%	10	-72.2%	31	-91.4%	13,426	12,050	-10.2%	402		99		13,426	12,551	-6.5%
3875	FENWICK WINDSOR	2,051	-48.3%	2,512	-51.4%	252				149	-64.3%	10	-61.5%	21	-92.1%	9,845	4,995	-49.3%	270				9,845	5,265	-46.5%
3845	FENWICK LEICESTER	594	-79.7%	699	-81.6%					49	-83.9%	4	-81.0%	20	-89.7%	7,247	1,366	-81.2%	23				7,247	1,389	-80.8%
TOTAL		223,975	-18.7%	185,089	-18.6%	83,091		9,228		30,353	-21.5%	4,283	6.8%	245	-98.2%	558,856	536,264	-4.0%	46,096	14.2%	10,252		599,214	592,612	-1.1%
TOTAL EXCLUDING NORTHERN IRELAND		223,975	-18.7%	185,089	-18.6%	83,091		9,228		30,353	-21.5%	4,283	6.8%	245	-98.2%	558,856	536,264	-4.0%	46,096	14.2%	10,252		599,214	592,612	-1.1%
LIKE ON LIKE		221,330	-17.6%	181,878	-16.7%	82,839		9,228		30,155	-20.5%	4,269	7.7%	204	-98.4%	541,764	529,903	-2.2%	45,803	13.5%	10,252		582,122	585,958	0.7%