

## **HARRODS GROUP**

### **CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)**

#### **2018 vs 2017 - FEBRUARY YTD**

**CLARINS**  
FRAGRANCE GROUP

|                                        | £              | Vs 2017 (%)  | MIX OF BUSINESS (%) |
|----------------------------------------|----------------|--------------|---------------------|
| ANGEL                                  | 37,333         | 227.5%       | 25.5%               |
| AMEN                                   | 2,770          | 38.6%        | 1.9%                |
| ALIEN                                  | 45,742         | 270.3%       | 31.3%               |
| AURA MUGLER                            | 1,688          |              | 1.2%                |
| LES EXCEPTIONS                         | 58,559         | -22.0%       | 40.0%               |
| COLOGNE                                | 202            | -69.0%       | 0.1%                |
| OTHERS                                 | -              |              | 0.0%                |
| <b>TOTAL - MUGLER</b>                  | <b>146,294</b> | <b>10.8%</b> |                     |
| WANTED                                 | -              |              | 0.0%                |
| CHROME PURE                            | -              |              | 0.0%                |
| AZZARO OTHERS                          | -              |              | 0.0%                |
| <b>TOTAL - CLARINS FRAGRANCE GROUP</b> | <b>146,294</b> | <b>10.8%</b> |                     |

# CLARINS

## FRAGRANCE GROUP

### HARRODS GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

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    | %      |
| 4755  | HARRODS LONDON                   | 36,792 | 240.7% | 2,722 | 38.1% | 45,531 | 273.4% | 1,688       |   | 58,004         | -21.2% | 202     | -69.0% |        |   | 126,718      | 144,939 | 14.4%  |        |   |             |   |               |   | 126,718         | 144,939 | 14.4%  |
| 47550 | HARRODS.COM LONDON               | 541    | -10.0% | 48    | 71.4% | 211    | 31.1%  |             |   | 555            | -62.4% |         |        |        |   | 5,280        | 1,355   | -74.3% |        |   |             |   |               |   | 5,280           | 1,355   | -74.3% |
|       | TOTAL                            | 37,333 | 227.5% | 2,770 | 38.6% | 45,742 | 270.3% | 1,688       |   | 58,559         | -22.0% | 202     | -69.0% |        |   | 131,998      | 146,294 | 10.8%  |        |   |             |   |               |   | 131,998         | 146,294 | 10.8%  |
|       | TOTAL EXCLUDING NORTHERN IRELAND | 37,333 | 227.5% | 2,770 | 38.6% | 45,742 | 270.3% | 1,688       |   | 58,559         | -22.0% | 202     | -69.0% |        |   | 131,998      | 146,294 | 10.8%  |        |   |             |   |               |   | 131,998         | 146,294 | 10.8%  |
|       | LIKE ON LIKE                     | 37,333 | 227.5% | 2,770 | 38.6% | 45,742 | 270.3% | 1,688       |   | 58,559         | -22.0% | 202     | -69.0% |        |   | 131,998      | 146,294 | 10.8%  |        |   |             |   |               |   | 131,998         | 146,294 | 10.8%  |

## HARRODS GROUP

### CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

#### 2017 vs 2016 - FULL YEAR

**CLARINS**  
FRAGRANCE GROUP

|                                 | £       | Vs 2016 (%) | MIX OF BUSINESS (%) |
|---------------------------------|---------|-------------|---------------------|
| ANGEL                           | 103,894 | -11.7%      | 15.7%               |
| ALIEN                           | 125,718 | -6.8%       | 19.0%               |
| AURA MUGLER                     | 15,744  |             | 2.4%                |
| LES EXCEPTIONS                  | 354,599 | 9.0%        | 53.7%               |
| A*MEN                           | 25,758  | -77.5%      | 3.9%                |
| COLOGNE                         | 3,935   | -52.2%      | 0.6%                |
| OTHER                           | 30,483  | -41.4%      | 4.6%                |
| TOTAL - MUGLER                  | 660,131 | -12.3%      |                     |
| WANTED                          | -       |             | 0.0%                |
| CHROME PURE                     | -       |             | 0.0%                |
| TOTAL - CLARINS FRAGRANCE GROUP | 660,131 | -12.3%      |                     |

# CLARINS

## FRAGRANCE GROUP

### HARRODS 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    | %      |
| 4755                             | HARRODS LONDON     | 100,787 | -9.9%  | 120,285 | -7.4% | 15,149      |   | 349,213        | 8.7%  | 24,711 | -77.6% | 3,873   | -53.0% | 27,469 | -43.7% | 730,505      | 641,487 | -12.2% |        |   |             |   | 730,505         | 641,487 | -12.2% |
| 47550                            | HARRODS.COM LONDON | 3,107   | -46.3% | 5,433   | 7.7%  | 595         |   | 5,386          | 32.0% | 1,047  | -74.3% | 62      |        | 3,014  | -7.1%  | 22,235       | 18,644  | -16.2% |        |   |             |   | 22,235          | 18,644  | -16.2% |
| TOTAL                            |                    | 103,894 | -11.7% | 125,718 | -6.8% | 15,744      |   | 354,599        | 9.0%  | 25,758 | -77.5% | 3,935   | -52.2% | 30,483 | -41.4% | 752,740      | 660,131 | -12.3% |        |   |             |   | 752,740         | 660,131 | -12.3% |
| TOTAL EXCLUDING NORTHERN IRELAND |                    | 103,894 | -11.7% | 125,718 | -6.8% | 15,744      |   | 354,599        | 9.0%  | 25,758 | -77.5% | 3,935   | -52.2% | 30,483 | -41.4% | 752,740      | 660,131 | -12.3% |        |   |             |   | 752,740         | 660,131 | -12.3% |
| LIKE ON LIKE                     |                    | 103,894 | -11.7% | 125,718 | -6.8% | 15,744      |   | 354,599        | 9.0%  | 25,758 | -77.5% | 3,935   | -52.2% | 30,483 | -41.4% | 752,740      | 660,131 | -12.3% |        |   |             |   | 752,740         | 660,131 | -12.3% |