

HOUSE OF FRASER GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2018 vs 2017 - FEBRUARY YTD

CLARINS
FRAGRANCE GROUP

	£	Vs 2017 (%)	MIX OF BUSINESS (%)
ANGEL	84,137	20.6%	41.4%
AMEN	9,712	-37.2%	4.8%
ALIEN	63,563	-21.5%	31.3%
AURA MUGLER	14,157		7.0%
LES EXCEPTIONS	109		0.1%
COLOGNE	1,308	-15.1%	0.6%
OTHERS	-		0.0%
TOTAL - MUGLER	172,986	2.0%	
WANTED	22,078	15.3%	10.9%
CHROME PURE	7,921		3.9%
AZZARO OTHERS	34		0.0%
TOTAL - CLARINS FRAGRANCE GROUP	203,019	7.6%	

CLARINS

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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	%	
5304	BEATTIES SUTTON COLDFIELD															2,363									2,682			
5308	BEATTIES WOLVERHAMPTON	2,858	17.1%	255	-58.3%	2,015	-33.1%	533				27	-56.5%			6,126	5,688	-7.1%	527	15.8%	231				6,581	6,446	-2.1%	
1250	BINNS DARLINGTON	1,307	-16.2%	85		849	-23.2%	336				31				2,665	2,608	-2.1%	239	-59.6%	369				3,256	3,216	-1.2%	
5230	CAVENDISH HOUSE CHELTENHAM	1,470	158.8%	145		678	73.8%	115								1,069	2,408	125.3%	17	-86.8%	167				1,198	2,592	116.4%	
4765	DICKINS & JONES RICHMOND	1,552	73.2%	273	4.6%	630	-21.9%	150		59		124	300.0%			2,148	2,788	29.8%	64	-63.6%					2,324	2,852	22.7%	
5110	DINGLES EXETER	76	-84.6%													871	76	-91.3%							1,081	76	-93.0%	
5120	DINGLES PLYMOUTH	987	8.3%	139	231.0%	634	-17.9%	89				31				1,737	1,880	8.2%	137	-51.6%	43				2,020	2,060	2.0%	
5185	FRASERS GLASGOW	5,589	-22.6%	342	-64.4%	3,200	-48.1%	697								14,380	9,828	-31.7%	1,177	19.0%	490				15,369	11,495	-25.2%	
5314	HOF.CO.UK	10,698	189.6%	1,213	-40.7%	7,899	10.5%	1,069				155	150.0%			12,948	21,034	62.4%	2,480	920.6%	685		34		13,191	24,233	83.7%	
5273	HOUSE OF FRASER BELFAST	990	-2.3%	215	241.3%	1,392	83.9%	319				93	200.0%			1,864	3,009	61.4%	604	62.8%	350				2,235	3,963	77.3%	
5240	HOUSE OF FRASER BIRMINGHAM	5,594	34.8%	276	-76.2%	3,286	-32.5%	719				59	90.3%			10,226	9,934	-2.9%	1,808	23.1%	210				11,695	11,952	2.2%	
5312	HOUSE OF FRASER BRISTOL CABOT CIRCUS	682	7.4%	156	69.6%	997	228.0%									1,105	1,835	66.1%	157	-48.7%	43				1,411	2,035	44.2%	
5292	HOUSE OF FRASER CROYDON	2,027	36.3%	777	633.0%	654	-48.5%	138				121	95.2%			2,926	3,717	27.0%	512	2.6%	245				3,425	4,474	30.6%	
5298	HOUSE OF FRASER DARTFORD BLUEWATER	2,208	-21.9%	128	-76.2%	1,515	-41.1%	174				27	-12.9%			5,969	4,052	-32.1%	571	-37.1%	199				6,877	4,822	-29.9%	
5200	HOUSE OF FRASER GATESHEAD	4,788	75.1%	303	-64.3%	4,850	-9.0%	611				62	-50.0%			9,037	10,614	17.5%	727	-55.9%	287				10,684	11,628	8.8%	
390	HOUSE OF FRASER GUILDFORD	942	200.0%	75	-31.8%	544	2.3%	312				62	82.4%			1,049	1,935	84.5%	-32	-125.6%	86				1,174	1,989	69.4%	
5311	HOUSE OF FRASER HIGH WYCOMBE	626	32.3%	106	-23.2%	823	91.8%	119								1,176	1,674	42.3%	127	-31.0%	40				1,360	1,841	35.4%	
5260	HOUSE OF FRASER LEAMINGTON SPA	774	-5.0%	101		607	20.0%	261		50		79				1,436	1,872	30.4%	57	-42.4%					1,535	1,929	25.7%	
8600	HOUSE OF FRASER LEEDS	1,144	4.3%	110	-43.6%	465	-41.7%	291				31				2,089	2,041	-2.3%	195	78.9%	55				2,198	2,291	4.2%	
5291	HOUSE OF FRASER LONDON CITY	1,236	-31.9%	198	-9.6%	582	-51.6%	289				62	82.4%			3,422	2,367	-30.8%	90	36.4%					3,488	2,457	-29.6%	
395	HOUSE OF FRASER LONDON VICTORIA	1,348	0.6%	149	-37.1%	985	-6.9%	138				31				2,833	2,651	-6.4%	178	-23.9%	75				3,067	2,904	-5.3%	
5100	HOUSE OF FRASER LONDON OXFORD STREET	9,284	-5.6%	2,006	-18.8%	8,133	-26.8%	1,990				93	-72.7%			23,755	21,506	-9.5%	2,254	-15.7%	1,957				26,428	25,717	-2.7%	
415	HOUSE OF FRASER MAIDSTONE	1,206	-18.7%	84	-70.4%	1,011	-38.8%	101				62				3,436	2,464	-28.3%	252	59.5%	118				3,594	2,834	-21.1%	
5235	HOUSE OF FRASER MANCHESTER	6,956	76.5%	364	-64.5%	4,184	-49.9%	1,014				31	-80.0%			13,492	12,549	-7.0%	1,209	4.0%	352				14,654	14,110	-3.7%	
4760	HOUSE OF FRASER MILTON KEYNES	1,581	93.3%	144	-34.5%	694	17.4%	149								1,675	2,568	53.3%	414	55.1%	60				1,942	3,042	56.6%	
5301	HOUSE OF FRASER NORWICH	1,168	99.0%	100	100.0%	1,219	30.5%	245				-28	-264.7%			1,612	2,704	67.7%	417	61.0%	114				1,871	3,235	72.9%	
5297	HOUSE OF FRASER NOTTINGHAM	-56	-105.3%													1,915	-56	-102.9%							2,054	-56	-102.7%	
5299	HOUSE OF FRASER READING	766	-6.8%	105	14.1%	396	-27.2%	37								1,629	1,304	-20.0%	138	-17.9%	55				1,797	1,497	-16.7%	
5221	HOUSE OF FRASER RUSHDEN RUSHDEN LAKES	1,390		50		2,144		775									4,359		657		68					5,084		
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	4,431	12.9%	517	-57.0%	4,696	40.4%	555				31	-50.0%			8,533	10,230	19.9%	2,092	114.3%	409				9,509	12,731	33.9%	
5125	HOUSE OF FRASER THURROCK	3,690	92.2%	560	15.2%	3,168	6.3%	1,039								5,474	8,457	54.5%	1,555	80.6%	150				6,335	10,162	60.4%	
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	3,076	-0.4%	281	-72.5%	3,263	-55.7%	1,509				62	100.0%			11,799	8,191	-30.6%	2,851	54.4%	876				13,645	11,918	-12.7%	
5155	HOWELLS CARDIFF	655	41.2%	63	-65.0%	505	32.5%	147								1,132	1,370	21.0%	116	-14.1%	85				1,267	1,571	24.0%	
5126	JENNERS EDINBURGH	2,844	-20.1%	332	-29.7%	1,198	-45.2%	236				31				6,246	4,641	-25.7%	324	-52.8%	102				6,933	5,067	-26.9%	
405	JOLLYS BATH	250	-59.4%	60	100.0%	347	-47.0%					31				1,436	688	-52.1%	164	-59.2%					1,838	852	-53.6%	
TOTAL		84,137	20.6%	9,712	-37.2%	63,563	-21.5%	14,157		109		1,308	-15.1%			169,573	172,986	2.0%	22,078	15.3%	7,921		34		188,718	203,019	7.6%	
TOTAL EXCLUDING NORTHERN IRELAND		83,147	20.9%	9,497	-38.3%	62,171	-22.5%	13,838		109		1,215	-19.5%			167,709	169,977	1.4%	21,474	14.4%	7,571		34		186,483	199,056	6.7%	
LIKE ON LIKE		82,747	18.6%	9,662	-37.5%	61,419	-24.2%	13,382		109		1,308	-15.1%			169,573	168,627	-0.6%	21,421	11.9%	7,853		34		188,718	197,935	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	%
5100	HOUSE OF FRASER LONDON OXFORD STREET	9,284	-5.6%	2,006	-18.8%	8,133	-26.8%	1,990				93	-72.7%			23,755	21,506	-9.5%	2,254	-15.7%	1,957				26,428	25,717	-2.7%
5314	HOF.CO.UK	10,698	189.6%	1,213	-40.7%	7,899	10.5%	1,069				155	150.0%			12,948	21,034	62.4%	2,480	920.6%	685		34		13,191	24,233	83.7%
5235	HOUSE OF FRASER MANCHESTER	6,956	76.5%	364	-64.5%	4,184	-49.9%	1,014				31	-80.0%			13,492	12,549	-7.0%	1,209	4.0%	352				14,654	14,110	-3.7%
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	4,431	12.9%	517	-57.0%	4,696	40.4%	555				31	-50.0%			8,533	10,230	19.9%	2,092	114.3%	409				9,509	12,731	33.9%
5240	HOUSE OF FRASER BIRMINGHAM	5,594	34.8%	276	-76.2%	3,286	-32.5%	719				59	90.3%			10,226	9,934	-2.9%	1,808	23.1%	210				11,695	11,952	2.2%
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	3,076	-0.4%	281	-72.5%	3,263	-55.7%	1,509				62	100.0%			11,799	8,191	-30.6%	2,851	54.4%	876				13,645	11,918	-12.7%
5200	HOUSE OF FRASER GATESHEAD	4,788	75.1%	303	-64.3%	4,850	-9.0%	611				62	-50.0%			9,037	10,614	17.5%	727	-55.9%	287				10,684	11,628	8.8%
5185	FRASERS GLASGOW	5,589	-22.6%	342	-64.4%	3,200	-48.1%	697								14,380	9,828	-31.7%	1,177	19.0%	490				15,369	11,495	-25.2%
5125	HOUSE OF FRASER THURROCK	3,690	92.2%	560	15.2%	3,168	6.3%	1,039								5,474	8,457	54.5%	1,555	80.6%	150				6,335	10,162	60.4%
5308	BEATTIES WOLVERHAMPTON	2,858	17.1%	255	-58.3%	2,015	-33.1%	533				27	-56.5%			6,126	5,688	-7.1%	527	15.8%	231				6,581	6,446	-2.1%
5221	HOUSE OF FRASER RUSHDEN RUSHDEN LAKES	1,390		50		2,144		775									4,359		657		68					5,084	
5126	JENNERS EDINBURGH	2,844	-20.1%	332	-29.7%	1,198	-45.2%	236				31				6,246	4,641	-25.7%	324	-52.8%	102				6,933	5,067	-26.9%
5298	HOUSE OF FRASER DARTFORD BLUEWATER	2,208	-21.9%	128	-76.2%	1,515	-41.1%	174				27	-12.9%			5,969	4,052	-32.1%	571	-37.1%	199				6,877	4,822	-29.9%
5292	HOUSE OF FRASER CROYDON	2,027	36.3%	777	633.0%	654	-48.5%	138				121	95.2%			2,926	3,717	27.0%	512	2.6%	245				3,425	4,474	30.6%
5273	HOUSE OF FRASER BELFAST	990	-2.3%	215	241.3%	1,392	83.9%	319				93	200.0%			1,864	3,009	61.4%	604	62.8%	350				2,235	3,963	77.3%
5301	HOUSE OF FRASER NORWICH	1,168	99.0%	100	100.0%	1,219	30.5%	245				-28	-264.7%			1,612	2,704	67.7%	417	61.0%	114				1,871	3,235	72.9%
1250	BINNS DARLINGTON	1,307	-16.2%	85		849	-23.2%	336				31				2,665	2,608	-2.1%	239	-59.6%	369				3,256	3,216	-1.2%
4760	HOUSE OF FRASER MILTON KEYNES	1,581	93.3%	144	-34.5%	694	17.4%	149								1,675	2,568	53.3%	414	55.1%	60				1,942	3,042	56.6%
395	HOUSE OF FRASER LONDON VICTORIA	1,348	0.6%	149	-37.1%	985	-6.9%	138				31				2,833	2,651	-6.4%	178	-23.9%	75				3,067	2,904	-5.3%
4765	DICKINS & JONES RICHMOND	1,552	73.2%	273	4.6%	630	-21.9%	150		59		124	300.0%			2,148	2,788	29.8%	64	-63.6%					2,324	2,852	22.7%
415	HOUSE OF FRASER MAIDSTONE	1,206	-18.7%	84	-70.4%	1,011	-38.8%	101				62				3,436	2,464	-28.3%	252	59.5%	118				3,594	2,834	-21.1%
5230	CAVENDISH HOUSE CHELTENHAM	1,470	158.8%	145		678	73.8%	115								1,069	2,408	125.3%	17	-86.8%	167				1,198	2,592	116.4%
5291	HOUSE OF FRASER LONDON CITY	1,236	-31.9%	198	-9.6%	582	-51.6%	289				62	82.4%			3,422	2,367	-30.8%	90	36.4%					3,488	2,457	-29.6%
8600	HOUSE OF FRASER LEEDS	1,144	4.3%	110	-43.6%	465	-41.7%	291				31				2,089	2,041	-2.3%	195	78.9%	55				2,198	2,291	4.2%
5120	DINGLES PLYMOUTH	987	8.3%	139	231.0%	634	-17.9%	89				31				1,737	1,880	8.2%	137	-51.6%	43				2,020	2,060	2.0%
5312	HOUSE OF FRASER BRISTOL CABOT CIRCUS	682	7.4%	156	69.6%	997	228.0%									1,105	1,835	66.1%	157	-48.7%	43				1,411	2,035	44.2%
390	HOUSE OF FRASER GUILDFORD	942	200.0%	75	-31.8%	544	2.3%	312				62	82.4%			1,049	1,935	84.5%	-32	-125.6%	86				1,174	1,989	69.4%
5260	HOUSE OF FRASER LEAMINGTON SPA	774	-5.0%	101		607	20.0%	261		50		79				1,436	1,872	30.4%	57	-42.4%					1,535	1,929	25.7%
5311	HOUSE OF FRASER HIGH WYCOMBE	626	32.3%	106	-23.2%	823	91.8%	119								1,176	1,674	42.3%	127	-31.0%	40				1,360	1,841	35.4%
5155	HOWELLS CARDIFF	655	41.2%	63	-65.0%	505	32.5%	147								1,132	1,370	21.0%	116	-14.1%	85				1,267	1,571	24.0%
5299	HOUSE OF FRASER READING	766	-6.8%	105	14.1%	396	-27.2%	37								1,629	1,304	-20.0%	138	-17.9%	55				1,797	1,497	-16.7%
405	JOLLYS BATH	250	-59.4%	60	100.0%	347	-47.0%					31				1,436	688	-52.1%	164	-59.2%					1,838	852	-53.6%
5110	DINGLES EXETER	76	-84.6%													871	76	-91.3%							1,081	76	-93.0%
5304	BEATTIES SUTTON COLDFIELD															2,363									2,682		
5297	HOUSE OF FRASER NOTTINGHAM	-56	-105.3%													1,915	-56	-102.9%							2,054	-56	-102.7%
	TOTAL	84,137	20.6%	9,712	-37.2%	63,563	-21.5%	14,157		109		1,308	-15.1%			169,573	172,986	2.0%	22,078	15.3%	7,921		34		188,718	203,019	7.6%
	TOTAL EXCLUDING NORTHERN IRELAND	83,147	20.9%	9,497	-38.3%	62,171	-22.5%	13,838		109		1,215	-19.5%			167,709	169,977	1.4%	21,474	14.4%	7,571		34		186,483	199,056	6.7%
	LIKE ON LIKE	82,747	18.6%	9,662	-37.5%	61,419	-24.2%	13,382		109		1,308	-15.1%			169,573	168,627	-0.6%	21,421	11.9%	7,853		34		188,718	197,935	4.9%

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2017 vs 2016 - FULL YEAR

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	£	Vs 2016 (%)	MIX OF BUSINESS (%)
ANGEL	710,283	-18.3%	39.1%
ALIEN	564,024	-6.4%	31.1%
AURA MUGLER	209,928		11.6%
LES EXCEPTIONS	-		0.0%
A*MEN	106,688	-25.0%	5.9%
COLOGNE	15,028	-26.7%	0.8%
OTHER	2,806	-94.5%	0.2%
TOTAL - MUGLER	1,608,757	-4.6%	
WANTED	176,079	-14.9%	9.7%
CHROME PURE	29,595		1.6%
TOTAL - CLARINS FRAGRANCE GROUP	1,814,431	-4.1%	

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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	%
5304	BEATTIES SUTTON COLDFIELD	8,576	-50.8%	4,405	-61.6%	679				878	-52.1%	31	-62.7%	85	-92.7%	32,008	14,654	-54.2%	460	-81.9%	141		34,549	15,255	-55.8%
5308	BEATTIES WOLVERHAMPTON	22,251	-35.3%	17,327	-19.1%	6,722				3,612	-9.4%	302	-42.8%			62,049	50,214	-19.1%	4,867	-30.5%	1,193		69,050	56,274	-18.5%
1250	BINNS DARLINGTON	14,576	180.5%	8,342	82.3%	5,944				887	130.4%	62	100.0%			10,635	29,811	180.3%	5,248	125.9%	1,575		12,958	36,634	182.7%
5230	CAVENDISH HOUSE CHELTENHAM	10,765	4.4%	5,641	-12.5%	1,828				670	-36.3%	110	-40.9%	63	-92.0%	18,790	19,077	1.5%	531	-26.9%	782		19,516	20,390	4.5%
4765	DICKINS & JONES RICHMOND	8,068	-15.2%	4,638	-21.1%	1,234				1,193	-35.0%	287	-22.2%	240	48.1%	17,755	15,660	-11.8%	563	-46.5%	220		18,808	16,443	-12.6%
5110	DINGLES EXETER	3,118	-49.8%	1,901	-56.4%	258				365	-62.8%	147	-43.0%	169	-61.3%	12,249	5,958	-51.4%	431	-64.6%	125		13,466	6,514	-51.6%
5120	DINGLES PLYMOUTH	10,047	-21.0%	5,548	-6.2%	2,058				738	-44.4%	217	1.4%	41	-91.2%	20,640	18,649	-9.6%	944	-46.5%	311		22,403	19,904	-11.2%
5185	FRASERS GLASGOW	66,182	-33.3%	41,849	0.0%	17,211				6,934	-45.1%	1,007	-33.4%	125	-97.5%	160,262	133,308	-16.8%	15,849	-34.8%	2,450		184,586	151,607	-17.9%
5314	HOF.CO.UK	83,565	36.2%	52,523	-15.9%	21,195				12,013	-28.9%	1,082	-55.2%			149,057	170,378	14.3%	9,995	-9.3%	1,732		160,072	182,105	13.8%
5273	HOUSE OF FRASER BELFAST	10,042	-15.1%	10,513	-0.8%	4,818				1,427	101.8%	192	-52.6%			23,893	26,992	13.0%	7,976	63.6%	1,932		28,768	36,900	28.3%
5240	HOUSE OF FRASER BIRMINGHAM	37,221	-35.3%	31,723	-8.6%	16,972				6,701	-22.3%	484	-57.4%	17	-99.6%	106,394	93,118	-12.5%	15,331	14.8%	798		119,750	109,247	-8.8%
5312	HOUSE OF FRASER BRISTOL CABOT CIRCUS	7,762	-5.0%	7,682	-25.7%	1,455				1,027	0.6%	141	-24.2%	144	-71.3%	20,219	18,211	-9.9%	1,207	3.1%	451		21,390	19,869	-7.1%
5292	HOUSE OF FRASER CROYDON	14,248	-19.9%	10,737	-15.5%	1,839				3,045	2.8%	555	-26.7%			35,480	30,424	-14.3%	2,712	10.3%	446		37,939	33,582	-11.5%
5298	HOUSE OF FRASER DARTFORD BLUEWATER	25,771	-19.8%	20,359	-17.3%	7,278				4,127	-39.0%	306	-55.9%			65,294	57,841	-11.4%	9,256	-27.0%	566		77,972	67,663	-13.2%
5200	HOUSE OF FRASER GATESHEAD	48,437	-29.4%	46,850	14.5%	16,370				7,244	-18.5%	896	17.1%			124,145	119,797	-3.5%	8,583	15.0%	2,113		131,606	130,493	-0.8%
390	HOUSE OF FRASER GUILDFORD	9,479	-14.3%	7,350	-3.3%	2,204				1,086	71.6%	335	56.5%	86	-86.3%	20,139	20,540	2.0%	892	-24.5%	488		21,321	21,920	2.8%
5311	HOUSE OF FRASER HIGH WYCOMBE	7,961	1.7%	5,437	-16.3%	1,709				729	-41.4%	79	-49.0%	189	-54.5%	16,137	16,104	-0.2%	1,024	-5.5%	102		17,221	17,230	0.1%
5260	HOUSE OF FRASER LEAMINGTON SPA	7,994	-1.2%	4,117	-6.7%	1,213				431	-29.5%	230	27.8%	166	-31.4%	13,534	14,151	4.6%	501	-65.9%	173		15,003	14,825	-1.2%
8600	HOUSE OF FRASER LEEDS	13,044	8.2%	7,460	-36.4%	2,036				1,566	-13.8%	237	-23.5%			26,515	24,343	-8.2%	1,156	-30.4%	386		28,177	25,885	-8.1%
5291	HOUSE OF FRASER LONDON CITY	12,261	-0.6%	9,844	-27.2%	2,299				1,278	-5.3%	217	-49.7%	150	-69.8%	28,124	26,049	-7.4%	845	28.0%			28,174	26,894	-6.6%
395	HOUSE OF FRASER LONDON VICTORIA	9,450	5.7%	6,292	-7.4%	1,159				1,195	-24.6%	155	-70.8%	220	6.8%	18,056	18,471	2.3%	1,023	-34.5%	188		19,617	19,682	0.3%
5100	HOUSE OF FRASER LONDON OXFORD STREET	58,014	-20.9%	58,700	11.4%	30,895				17,802	-24.4%	3,282	-9.8%			159,310	168,693	5.9%	18,913	-19.4%	4,823		182,787	192,429	5.3%
415	HOUSE OF FRASER MAIDSTONE	14,734	8.0%	10,402	-24.5%	2,302				1,157	18.1%	245	20.7%	17	-97.8%	29,356	28,857	-1.7%	1,579	-51.8%	273		32,629	30,709	-5.9%
5235	HOUSE OF FRASER MANCHESTER	38,404	-32.3%	36,476	6.8%	13,718				6,828	-34.3%	907	-14.8%	106	-96.6%	105,445	96,439	-8.5%	18,987	1.7%	1,297		124,121	116,723	-6.0%
4760	HOUSE OF FRASER MILTON KEYNES	8,165	-29.1%	6,099	-33.4%	1,524				998	-20.9%	138	14.0%	46	-92.3%	22,649	16,970	-25.1%	956	-65.7%	102		25,439	18,028	-29.1%
5301	HOUSE OF FRASER NORWICH	12,213	4.3%	10,098	-20.0%	2,986				1,014	-44.7%	79	21.5%	24	-97.6%	27,243	26,414	-3.0%	988	-60.7%	102		29,756	27,504	-7.6%
5297	HOUSE OF FRASER NOTTINGHAM	4,138	-55.9%	2,224	-59.9%	401				530	-34.8%	124	-59.6%	65	-89.9%	16,684	7,482	-55.2%	437	-87.0%	129		20,048	8,048	-59.9%
5299	HOUSE OF FRASER READING	8,745	-11.7%	6,431	-5.2%	1,280				541	-38.2%	144	54.8%	154	-1.3%	17,809	17,295	-2.9%	1,575	-5.1%	434		19,468	19,304	-0.8%
5221	HOUSE OF FRASER RUSHDEN RUSHDEN LAKES	6,512		7,730		3,446				685		31					18,404		1,730		86			20,220	
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	41,360	-31.0%	38,987	2.9%	14,495				6,572	-14.2%	534	-0.6%	70	-97.2%	108,580	102,018	-6.0%	13,056	22.0%	2,934		119,281	118,008	-1.1%
5125	HOUSE OF FRASER THURROCK	28,947	-16.0%	26,447	-18.0%	7,623				3,547	-31.4%	373	-45.5%	65	-94.6%	73,780	67,002	-9.2%	6,410	-29.9%	129		82,926	73,541	-11.3%
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	21,020	-34.4%	25,516	6.0%	7,640				5,366	-13.8%	994	23.5%	338	-77.5%	64,654	60,874	-5.8%	13,412	-35.2%	1,159		85,350	75,445	-11.6%
5155	HOWELLS CARDIFF	5,910	-18.7%	3,927	-9.5%	638				801	-18.5%	217	14.8%	91	-78.4%	13,204	11,584	-12.3%	1,735	36.7%	561		14,473	13,880	-4.1%
5126	JENNERS EDINBURGH	26,624	-19.0%	18,672	8.9%	6,401				3,361	-27.4%	868	-36.1%			57,761	55,926	-3.2%	5,812	11.9%	1,153		62,954	62,891	-0.1%
405	JOLLYS BATH	4,679	18.6%	1,777	-42.1%	98				340	-55.4%	20	-73.3%	135	-42.6%	8,088	7,049	-12.8%	1,095	-58.7%	241		10,738	8,385	-21.9%
TOTAL		710,283	-18.3%	564,024	-6.4%	209,928				106,688	-25.0%	15,028	-26.7%	2,806	-94.5%	1,685,938	1,608,757	-4.6%	176,079	-14.9%	29,595		1,892,926	1,814,431	-4.1%
TOTAL EXCLUDING NORTHERN IRELAND		700,241	-18.4%	553,511	-6.5%	205,110				105,261	-25.6%	14,836	-26.2%	2,806	-94.5%	1,662,045	1,581,765	-4.8%	168,103	-16.8%	27,663		1,864,158	1,777,531	-4.6%
LIKE ON LIKE		689,195	-20.3%	547,952	-8.3%	200,538				105,116	-25.9%	14,935	-27.0%	2,806	-94.5%	1,675,303	1,560,542	-6.9%	169,101	-17.4%	27,934		1,879,968	1,757,577	-6.5%

CLARINS

FRAGRANCE GROUP

HOUSE OF FRASER 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	%
5100	HOUSE OF FRASER LONDON OXFORD STREET	58,014	-20.9%	58,700	11.4%	30,895				17,802	-24.4%	3,282	-9.8%			159,310	168,693	5.9%	18,913	-19.4%	4,823		182,787	192,429	5.3%
5314	HOF.CO.UK	83,565	36.2%	52,523	-15.9%	21,195				12,013	-28.9%	1,082	-55.2%			149,057	170,378	14.3%	9,995	-9.3%	1,732		160,072	182,105	13.8%
5185	FRASERS GLASGOW	66,182	-33.3%	41,849	0.0%	17,211				6,934	-45.1%	1,007	-33.4%	125	-97.5%	160,262	133,308	-16.8%	15,849	-34.8%	2,450		184,586	151,607	-17.9%
5200	HOUSE OF FRASER GATESHEAD	48,437	-29.4%	46,850	14.5%	16,370				7,244	-18.5%	896	17.1%			124,145	119,797	-3.5%	8,583	15.0%	2,113		131,606	130,493	-0.8%
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	41,360	-31.0%	38,987	2.9%	14,495				6,572	-14.2%	534	-0.6%	70	-97.2%	108,580	102,018	-6.0%	13,056	22.0%	2,934		119,281	118,008	-1.1%
5235	HOUSE OF FRASER MANCHESTER	38,404	-32.3%	36,476	6.8%	13,718				6,828	-34.3%	907	-14.8%	106	-96.6%	105,445	96,439	-8.5%	18,987	1.7%	1,297		124,121	116,723	-6.0%
5240	HOUSE OF FRASER BIRMINGHAM	37,221	-35.3%	31,723	-8.6%	16,972				6,701	-22.3%	484	-57.4%	17	-99.6%	106,394	93,118	-12.5%	15,331	14.8%	798		119,750	109,247	-8.8%
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	21,020	-34.4%	25,516	6.0%	7,640				5,366	-13.8%	994	23.5%	338	-77.5%	64,654	60,874	-5.8%	13,412	-35.2%	1,159		85,350	75,445	-11.6%
5125	HOUSE OF FRASER THURROCK	28,947	-16.0%	26,447	-18.0%	7,623				3,547	-31.4%	373	-45.5%	65	-94.6%	73,780	67,002	-9.2%	6,410	-29.9%	129		82,926	73,541	-11.3%
5298	HOUSE OF FRASER DARTFORD BLUEWATER	25,771	-19.8%	20,359	-17.3%	7,278				4,127	-39.0%	306	-55.9%			65,294	57,841	-11.4%	9,256	-27.0%	566		77,972	67,663	-13.2%
5126	JENNERS EDINBURGH	26,624	-19.0%	18,672	8.9%	6,401				3,361	-27.4%	868	-36.1%			57,761	55,926	-3.2%	5,812	11.9%	1,153		62,954	62,891	-0.1%
5308	BEATTIES WOLVERHAMPTON	22,251	-35.3%	17,327	-19.1%	6,722				3,612	-9.4%	302	-42.8%			62,049	50,214	-19.1%	4,867	-30.5%	1,193		69,050	56,274	-18.5%
5273	HOUSE OF FRASER BELFAST	10,042	-15.1%	10,513	-0.8%	4,818				1,427	101.8%	192	-52.6%			23,893	26,992	13.0%	7,976	63.6%	1,932		28,768	36,900	28.3%
1250	BINNS DARLINGTON	14,576	180.5%	8,342	82.3%	5,944				887	130.4%	62	100.0%			10,635	29,811	180.3%	5,248	125.9%	1,575		12,958	36,634	182.7%
5292	HOUSE OF FRASER CROYDON	14,248	-19.9%	10,737	-15.5%	1,839				3,045	2.8%	555	-26.7%			35,480	30,424	-14.3%	2,712	10.3%	446		37,939	33,582	-11.5%
415	HOUSE OF FRASER MAIDSTONE	14,734	8.0%	10,402	-24.5%	2,302				1,157	18.1%	245	20.7%	17	-97.8%	29,356	28,857	-1.7%	1,579	-51.8%	273		32,629	30,709	-5.9%
5301	HOUSE OF FRASER NORWICH	12,213	4.3%	10,098	-20.0%	2,986				1,014	-44.7%	79	21.5%	24	-97.6%	27,243	26,414	-3.0%	988	-60.7%	102		29,756	27,504	-7.6%
5291	HOUSE OF FRASER LONDON CITY	12,261	-0.6%	9,844	-27.2%	2,299				1,278	-5.3%	217	-49.7%	150	-69.8%	28,124	26,049	-7.4%	845	28.0%			28,784	26,894	-6.6%
8600	HOUSE OF FRASER LEEDS	13,044	8.2%	7,460	-36.4%	2,036				1,566	-13.8%	237	-23.5%			26,515	24,343	-8.2%	1,156	-30.4%	386		28,177	25,885	-8.1%
390	HOUSE OF FRASER GUILDFORD	9,479	-14.3%	7,350	-3.3%	2,204				1,086	71.6%	335	56.5%	86	-86.3%	20,139	20,540	2.0%	892	-24.5%	488		21,321	21,920	2.8%
5230	CAVENDISH HOUSE CHELTENHAM	10,765	4.4%	5,641	-12.5%	1,828				670	-36.3%	110	-40.9%	63	-92.0%	18,790	19,077	1.5%	531	-26.9%	782		19,516	20,390	4.5%
5221	HOUSE OF FRASER RUSHDEN RUSHDEN LAKES	6,512		7,730		3,446				685		31					18,404		1,730		86			20,220	
5120	DINGLES PLYMOUTH	10,047	-21.0%	5,548	-6.2%	2,058				738	-44.4%	217	1.4%	41	-91.2%	20,640	18,649	-9.6%	944	-46.5%	311		22,403	19,904	-11.2%
5312	HOUSE OF FRASER BRISTOL CABOT CIRCUS	7,762	-5.0%	7,682	-25.7%	1,455				1,027	0.6%	141	-24.2%	144	-71.3%	20,219	18,211	-9.9%	1,207	3.1%	451		21,390	19,869	-7.1%
395	HOUSE OF FRASER LONDON VICTORIA	9,450	5.7%	6,292	-7.4%	1,159				1,195	-24.6%	155	-70.8%	220	6.8%	18,056	18,471	2.3%	1,023	-34.5%	188		19,617	19,682	0.3%
5299	HOUSE OF FRASER READING	8,745	-11.7%	6,431	-5.2%	1,280				541	-38.2%	144	54.8%	154	-1.3%	17,809	17,295	-2.9%	1,575	-5.1%	434		19,468	19,304	-0.8%
4760	HOUSE OF FRASER MILTON KEYNES	8,165	-29.1%	6,099	-33.4%	1,524				998	-20.9%	138	14.0%	46	-92.3%	22,649	16,970	-25.1%	956	-65.7%	102		25,439	18,028	-29.1%
5311	HOUSE OF FRASER HIGH WYCOMBE	7,961	1.7%	5,437	-16.3%	1,709				729	-41.4%	79	-49.0%	189	-54.5%	16,137	16,104	-0.2%	1,024	-5.5%	102		17,221	17,230	0.1%
4765	DICKINS & JONES RICHMOND	8,068	-15.2%	4,638	-21.1%	1,234				1,193	-35.0%	287	-22.2%	240	48.1%	17,755	15,660	-11.8%	563	-46.5%	220		18,808	16,443	-12.6%
5304	BEATTIES SUTTON COLDFIELD	8,576	-50.8%	4,405	-61.6%	679				878	-52.1%	31	-62.7%	85	-92.7%	32,008	14,654	-54.2%	460	-81.9%	141		34,549	15,255	-55.8%
5260	HOUSE OF FRASER LEAMINGTON SPA	7,994	-1.2%	4,117	-6.7%	1,213				431	-29.5%	230	27.8%	166	-31.4%	13,534	14,151	4.6%	501	-65.9%	173		15,003	14,825	-1.2%
5155	HOWELLS CARDIFF	5,910	-18.7%	3,927	-9.5%	638				801	-18.5%	217	14.8%	91	-78.4%	13,204	11,584	-12.3%	1,735	36.7%	561		14,473	13,880	-4.1%
405	JOLLYS BATH	4,679	18.6%	1,777	-42.1%	98				340	-55.4%	20	-73.3%	135	-42.6%	8,088	7,049	-12.8%	1,095	-58.7%	241		10,738	8,385	-21.9%
5297	HOUSE OF FRASER NOTTINGHAM	4,138	-55.9%	2,224	-59.9%	401				530	-34.8%	124	-59.6%	65	-89.9%	16,684	7,482	-55.2%	437	-87.0%	129		20,048	8,048	-59.9%
5110	DINGLES EXETER	3,118	-49.8%	1,901	-56.4%	258				365	-62.8%	147	-43.0%	169	-61.3%	12,249	5,958	-51.4%	431	-64.6%	125		13,466	6,514	-51.6%
TOTAL		710,283	-18.3%	564,024	-6.4%	209,928				106,688	-25.0%	15,028	-26.7%	2,806	-94.5%	1,685,938	1,608,757	-4.6%	176,079	-14.9%	29,595		1,892,926	1,814,431	-4.1%
TOTAL EXCLUDING NORTHERN IRELAND		700,241	-18.4%	553,511	-6.5%	205,110				105,261	-25.6%	14,836	-26.2%	2,806	-94.5%	1,662,045	1,581,765	-4.8%	168,103	-16.8%	27,663		1,864,158	1,777,531	-4.6%
LIKE ON LIKE		689,195	-20.3%	547,952	-8.3%	200,538				105,116	-25.9%	14,935	-27.0%	2,806	-94.5%	1,675,303	1,560,542	-6.9%	169,101	-17.4%	27,934		1,879,968	1,757,577	-6.5%