

## MORLEYS GROUP

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

#### 2018 vs 2017 - FEBRUARY YTD

**CLARINS**  
FRAGRANCE GROUP

|                                        | £             | Vs 2017 (%)  | MIX OF BUSINESS (%) |
|----------------------------------------|---------------|--------------|---------------------|
| ANGEL                                  | 4,506         | -18.0%       | 31.9%               |
| AMEN                                   | 251           | -40.9%       | 1.8%                |
| ALIEN                                  | 6,166         | -5.2%        | 43.6%               |
| AURA MUGLER                            | 1,661         |              | 11.7%               |
| LES EXCEPTIONS                         | -             |              | 0.0%                |
| COLOGNE                                | -             |              | 0.0%                |
| OTHERS                                 | -             |              | 0.0%                |
| <b>TOTAL - MUGLER</b>                  | <b>12,584</b> | <b>-0.4%</b> |                     |
| WANTED                                 | 908           | 95.3%        | 6.4%                |
| CHROME PURE                            | 653           |              | 4.6%                |
| AZZARO OTHERS                          | -             |              | 0.0%                |
| <b>TOTAL - CLARINS FRAGRANCE GROUP</b> | <b>14,145</b> | <b>8.0%</b>  |                     |

# CLARINS

## FRAGRANCE GROUP

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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   | %      |
| 1923 | CAMP HOPSON NEWBURY              | 339   | -31.7% | 19   | -52.5% | 464   | -20.4% | 125         |   |                |   |         |   |        |   | 1,140        | 947    | -16.9% | 75     | 316.7% | 54          |   |               |   | 1,158           | 1,076  | -7.1%  |
| 3395 | ELYS WIMBLEDON                   | 626   | 2.5%   | 35   | -25.5% | 857   | 18.4%  | 230         |   |                |   |         |   |        |   | 1,406        | 1,748  | 24.3%  | 174    | 228.3% | 125         |   |               |   | 1,459           | 2,047  | 40.3%  |
| 6940 | MORLEYS OF BRIXTON LTD LONDON    | 1,293 | -21.6% | 72   | -43.8% | 1,770 | -9.3%  | 477         |   |                |   |         |   |        |   | 3,792        | 3,612  | -4.7%  | 115    | -16.7% | 83          |   |               |   | 3,930           | 3,810  | -3.1%  |
| 6944 | MORLEYS BEXLEYHEATH              | 330   |        | 18   |        | 449   |        | 121         |   |                |   |         |   |        |   |              | 918    |        | 114    |        | 82          |   |               |   |                 | 1,114  |        |
| 7575 | PEARSONS ENFIELD                 | 1,171 | -15.9% | 65   | -36.9% | 1,603 | -3.1%  | 432         |   |                |   |         |   |        |   | 3,201        | 3,271  | 2.2%   | 200    | 21.2%  | 143         |   |               |   | 3,366           | 3,614  | 7.4%   |
| 8222 | ROOMES UPMINSTER                 | 350   | -24.7% | 20   | -44.4% | 480   | -12.9% | 130         |   |                |   |         |   |        |   | 1,070        | 980    | -8.4%  | 61     | 48.8%  | 44          |   |               |   | 1,111           | 1,085  | -2.3%  |
| 8740 | JAMES SELBY LONDON               | 397   | -54.9% | 22   | -69.0% | 543   | -47.7% | 146         |   |                |   |         |   |        |   | 2,025        | 1,108  | -45.3% | 169    | 238.0% | 122         |   |               |   | 2,075           | 1,399  | -32.6% |
|      | TOTAL                            | 4,506 | -18.0% | 251  | -40.9% | 6,166 | -5.2%  | 1,661       |   |                |   |         |   |        |   | 12,634       | 12,584 | -0.4%  | 908    | 95.3%  | 653         |   |               |   | 13,099          | 14,145 | 8.0%   |
|      | TOTAL EXCLUDING NORTHERN IRELAND | 4,506 | -18.0% | 251  | -40.9% | 6,166 | -5.2%  | 1,661       |   |                |   |         |   |        |   | 12,634       | 12,584 | -0.4%  | 908    | 95.3%  | 653         |   |               |   | 13,099          | 14,145 | 8.0%   |
|      | LIKE ON LIKE                     | 4,176 | -24.0% | 233  | -45.2% | 5,717 | -12.1% | 1,540       |   |                |   |         |   |        |   | 12,634       | 11,666 | -7.7%  | 794    | 70.8%  | 571         |   |               |   | 13,099          | 13,031 | -0.5%  |

# CLARINS

## FRAGRANCE GROUP

### MORLEYS 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   | %      |
| 6940                             | MORLEYS OF BRIXTON LTD LONDON | 1,293 | -21.6% | 72   | -43.8% | 1,770 | -9.3%  | 477         |   |                |   |         |   |        |   | 3,792        | 3,612  | -4.7%  | 115    | -16.7% | 83          |   |               |   | 3,930           | 3,810  | -3.1%  |
| 7575                             | PEARSONS ENFIELD              | 1,171 | -15.9% | 65   | -36.9% | 1,603 | -3.1%  | 432         |   |                |   |         |   |        |   | 3,201        | 3,271  | 2.2%   | 200    | 21.2%  | 143         |   |               |   | 3,366           | 3,614  | 7.4%   |
| 3395                             | ELYS WIMBLEDON                | 626   | 2.5%   | 35   | -25.5% | 857   | 18.4%  | 230         |   |                |   |         |   |        |   | 1,406        | 1,748  | 24.3%  | 174    | 228.3% | 125         |   |               |   | 1,459           | 2,047  | 40.3%  |
| 8740                             | JAMES SELBY LONDON            | 397   | -54.9% | 22   | -69.0% | 543   | -47.7% | 146         |   |                |   |         |   |        |   | 2,025        | 1,108  | -45.3% | 169    | 238.0% | 122         |   |               |   | 2,075           | 1,399  | -32.6% |
| 6944                             | MORLEYS BEXLEYHEATH           | 330   |        | 18   |        | 449   |        | 121         |   |                |   |         |   |        |   |              | 918    |        | 114    |        | 82          |   |               |   |                 | 1,114  |        |
| 8222                             | ROOMES UPMINSTER              | 350   | -24.7% | 20   | -44.4% | 480   | -12.9% | 130         |   |                |   |         |   |        |   | 1,070        | 980    | -8.4%  | 61     | 48.8%  | 44          |   |               |   | 1,111           | 1,085  | -2.3%  |
| 1923                             | CAMP HOPSON NEWBURY           | 339   | -31.7% | 19   | -52.5% | 464   | -20.4% | 125         |   |                |   |         |   |        |   | 1,140        | 947    | -16.9% | 75     | 316.7% | 54          |   |               |   | 1,158           | 1,076  | -7.1%  |
|                                  | TOTAL                         | 4,506 | -18.0% | 251  | -40.9% | 6,166 | -5.2%  | 1,661       |   |                |   |         |   |        |   | 12,634       | 12,584 | -0.4%  | 908    | 95.3%  | 653         |   |               |   | 13,099          | 14,145 | 8.0%   |
| TOTAL EXCLUDING NORTHERN IRELAND |                               | 4,506 | -18.0% | 251  | -40.9% | 6,166 | -5.2%  | 1,661       |   |                |   |         |   |        |   | 12,634       | 12,584 | -0.4%  | 908    | 95.3%  | 653         |   |               |   | 13,099          | 14,145 | 8.0%   |
| LIKE ON LIKE                     |                               | 4,176 | -24.0% | 233  | -45.2% | 5,717 | -12.1% | 1,540       |   |                |   |         |   |        |   | 12,634       | 11,666 | -7.7%  | 794    | 70.8%  | 571         |   |               |   | 13,099          | 13,031 | -0.5%  |

## MORLEYS GROUP

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

#### 2017 vs 2016 - FULL YEAR

**CLARINS**  
FRAGRANCE GROUP

|                                 | £       | Vs 2016 (%) | MIX OF BUSINESS (%) |
|---------------------------------|---------|-------------|---------------------|
| ANGEL                           | 45,541  | 4.9%        | 36.3%               |
| ALIEN                           | 59,199  | 4.5%        | 47.2%               |
| AURA MUGLER                     | 11,228  |             | 8.9%                |
| LES EXCEPTIONS                  | -       |             | 0.0%                |
| A*MEN                           | 2,935   | -35.5%      | 2.3%                |
| COLOGNE                         | 93      | -71.3%      | 0.1%                |
| OTHER                           | 332     | -88.5%      | 0.3%                |
| TOTAL - MUGLER                  | 119,328 | 10.7%       |                     |
| WANTED                          | 4,244   |             | 3.4%                |
| CHROME PURE                     | 1,922   |             | 1.5%                |
| TOTAL - CLARINS FRAGRANCE GROUP | 125,494 | 16.4%       |                     |

# CLARINS

## FRAGRANCE GROUP

### MORLEYS 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    | %     |
| 1923                             | CAMP HOPSON NEWBURY           | 3,975  | 10.5%  | 5,181  | 10.2%  | 1,013       |   |                |   | 254   | -32.6% | 7       | -72.0% | 31    | -87.2% | 8,942        | 10,461  | 17.0% | 212    |   | 124         |   | 8,942           | 10,797  | 20.7% |
| 3395                             | ELYS WIMBLEDON                | 5,912  | 9.0%   | 7,674  | 8.4%   | 1,447       |   |                |   | 384   | -32.7% | 12      | -70.0% | 40    | -88.9% | 13,479       | 15,469  | 14.8% | 465    |   | 199         |   | 13,479          | 16,133  | 19.7% |
| 6940                             | MORLEYS OF BRIXTON LTD LONDON | 11,354 | 0.9%   | 14,671 | 0.0%   | 2,612       |   |                |   | 747   | -36.6% | 27      | -68.2% | 102   | -86.4% | 27,935       | 29,513  | 5.6%  | 892    |   | 480         |   | 27,935          | 30,885  | 10.6% |
| 6944                             | MORLEYS BEXLEYHEATH           | 2,202  |        | 2,911  |        | 660         |   |                |   | 133   |        | 2       |        |       |        |              | 5,908   |       | 274    |   | 96          |   |                 | 6,278   |       |
| 7575                             | PEARSONS ENFIELD              | 12,489 | -10.3% | 16,248 | -10.6% | 3,100       |   |                |   | 800   | -45.2% | 24      | -77.4% | 82    | -91.2% | 34,593       | 32,743  | -5.3% | 1,522  |   | 634         |   | 34,593          | 34,899  | 0.9%  |
| 8222                             | ROOMES UPMINSTER              | 3,961  | 8.6%   | 5,154  | 8.3%   | 983         |   |                |   | 253   | -33.6% | 9       | -65.4% | 32    | -86.8% | 9,058        | 10,392  | 14.7% | 318    |   | 133         |   | 9,058           | 10,843  | 19.7% |
| 8740                             | JAMES SELBY LONDON            | 5,648  | 1.5%   | 7,360  | 1.5%   | 1,413       |   |                |   | 364   | -37.5% | 12      | -71.4% | 45    | -87.8% | 13,812       | 14,842  | 7.5%  | 561    |   | 256         |   | 13,812          | 15,659  | 13.4% |
| TOTAL                            |                               | 45,541 | 4.9%   | 59,199 | 4.5%   | 11,228      |   |                |   | 2,935 | -35.5% | 93      | -71.3% | 332   | -88.5% | 107,819      | 119,328 | 10.7% | 4,244  |   | 1,922       |   | 107,819         | 125,494 | 16.4% |
| TOTAL EXCLUDING NORTHERN IRELAND |                               | 45,541 | 4.9%   | 59,199 | 4.5%   | 11,228      |   |                |   | 2,935 | -35.5% | 93      | -71.3% | 332   | -88.5% | 107,819      | 119,328 | 10.7% | 4,244  |   | 1,922       |   | 107,819         | 125,494 | 16.4% |
| LIKE ON LIKE                     |                               | 43,339 | -0.2%  | 56,288 | -0.6%  | 10,568      |   |                |   | 2,802 | -38.4% | 91      | -71.9% | 332   | -88.5% | 107,819      | 113,420 | 5.2%  | 3,970  |   | 1,826       |   | 107,819         | 119,216 | 10.6% |

# CLARINS

## FRAGRANCE GROUP

### MORLEYS 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    | %     |
| 7575                             | PEARSONS ENFIELD              | 12,489 | -10.3% | 16,248 | -10.6% | 3,100       |   |                |   | 800   | -45.2% | 24      | -77.4% | 82    | -91.2% | 34,593       | 32,743  | -5.3% | 1,522  |   | 634         |   | 34,593          | 34,899  | 0.9%  |
| 6940                             | MORLEYS OF BRIXTON LTD LONDON | 11,354 | 0.9%   | 14,671 | 0.0%   | 2,612       |   |                |   | 747   | -36.6% | 27      | -68.2% | 102   | -86.4% | 27,935       | 29,513  | 5.6%  | 892    |   | 480         |   | 27,935          | 30,885  | 10.6% |
| 3395                             | ELYS WIMBLEDON                | 5,912  | 9.0%   | 7,674  | 8.4%   | 1,447       |   |                |   | 384   | -32.7% | 12      | -70.0% | 40    | -88.9% | 13,479       | 15,469  | 14.8% | 465    |   | 199         |   | 13,479          | 16,133  | 19.7% |
| 8740                             | JAMES SELBY LONDON            | 5,648  | 1.5%   | 7,360  | 1.5%   | 1,413       |   |                |   | 364   | -37.5% | 12      | -71.4% | 45    | -87.8% | 13,812       | 14,842  | 7.5%  | 561    |   | 256         |   | 13,812          | 15,659  | 13.4% |
| 8222                             | ROOMES UPMINSTER              | 3,961  | 8.6%   | 5,154  | 8.3%   | 983         |   |                |   | 253   | -33.6% | 9       | -65.4% | 32    | -86.8% | 9,058        | 10,392  | 14.7% | 318    |   | 133         |   | 9,058           | 10,843  | 19.7% |
| 1923                             | CAMP HOPSON NEWBURY           | 3,975  | 10.5%  | 5,181  | 10.2%  | 1,013       |   |                |   | 254   | -32.6% | 7       | -72.0% | 31    | -87.2% | 8,942        | 10,461  | 17.0% | 212    |   | 124         |   | 8,942           | 10,797  | 20.7% |
| 6944                             | MORLEYS BEXLEYHEATH           | 2,202  |        | 2,911  |        | 660         |   |                |   | 133   |        | 2       |        |       |        |              | 5,908   |       | 274    |   | 96          |   |                 | 6,278   |       |
| TOTAL                            |                               | 45,541 | 4.9%   | 59,199 | 4.5%   | 11,228      |   |                |   | 2,935 | -35.5% | 93      | -71.3% | 332   | -88.5% | 107,819      | 119,328 | 10.7% | 4,244  |   | 1,922       |   | 107,819         | 125,494 | 16.4% |
| TOTAL EXCLUDING NORTHERN IRELAND |                               | 45,541 | 4.9%   | 59,199 | 4.5%   | 11,228      |   |                |   | 2,935 | -35.5% | 93      | -71.3% | 332   | -88.5% | 107,819      | 119,328 | 10.7% | 4,244  |   | 1,922       |   | 107,819         | 125,494 | 16.4% |
| LIKE ON LIKE                     |                               | 43,339 | -0.2%  | 56,288 | -0.6%  | 10,568      |   |                |   | 2,802 | -38.4% | 91      | -71.9% | 332   | -88.5% | 107,819      | 113,420 | 5.2%  | 3,970  |   | 1,826       |   | 107,819         | 119,216 | 10.6% |