

THE PERFUME SHOP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2018 vs 2017 - FEBRUARY YTD

CLARINS
FRAGRANCE GROUP

	£	Vs 2017 (%)	MIX OF BUSINESS (%)
ANGEL	402,228	24.7%	39.2%
AMEN	29,461	-2.1%	2.9%
ALIEN	489,788	-8.0%	47.7%
AURA MUGLER	63,870		6.2%
COLOGNE	468		0.0%
OTHERS	-		0.0%
TOTAL - MUGLER	985,815	10.9%	
WANTED	35,396	-11.7%	3.4%
CHROME PURE	5,378		0.5%
CHROME PURE	-	0.0%	0.0%
TOTAL - CLARINS FRAGRANCE GROUP	1,026,589	10.5%	

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MONTH	ANGEL		AMEN		ALIEN		AURA MUGLER		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		CFG GRAND TOTAL		
	2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2017	2018	%	2018	%	2018	%	2018	%	2017	2018	%
JANUARY	186,203	24.3%	13,626	-3.8%	228,613	-3.1%	21,864		137				401,674	450,443	12.1%	14,472	-19.5%	2,059				419,645	466,974	11.3%
FEBRUARY	216,025	25.1%	15,835	-0.7%	261,175	-11.8%	42,006		331				486,945	535,372	9.9%	20,924	-5.3%	3,319				509,044	559,615	9.9%
MARCH													683,705									705,080		
APRIL													467,054									499,811		
MAY													438,668									463,961		
JUNE													610,570									658,392		
JULY													696,409									715,481		
AUGUST													605,935									621,431		
SEPTEMBER													844,722									866,222		
OCTOBER													643,203									664,766		
NOVEMBER													1,005,474									1,033,310		
DECEMBER													3,805,923									3,868,650		
TOTAL YEAR	402,228	-89.2%	29,461	-90.1%	489,788	-91.4%	63,870	-93.3%	468	-87.8%			10,690,282	985,815	-90.8%	35,396	-88.3%	5,378	-83.5%			11,025,793	1,026,589	-90.7%
FEBRUARY YTD	402,228	24.7%	29,461	-2.1%	489,788	-8.0%	63,870		468				888,619	985,815	10.9%	35,396	-11.7%	5,378				928,689	1,026,589	10.5%
TOTAL EXCLUDING NORTHERN IRELAND	383,472	25.5%	28,811	-1.8%	467,586	-7.3%	61,662		437				843,159	941,968	11.7%	33,737	-10.9%	5,217				881,014	980,922	11.3%

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	£	Vs 2016 (%)	MIX OF BUSINESS (%)
ANGEL	3,707,207	-14.1%	33.6%
ALIEN	5,720,197	4.7%	51.9%
AURA MUGLER	954,028		8.7%
A*MEN	296,287	-10.1%	2.7%
COLOGNE	3,832		0.0%
TOTAL - MUGLER	10,690,282	4.1%	
WANTED	302,838	-32.8%	2.7%
CHROME PURE	32,673		0.3%
TOTAL - CLARINS FRAGRANCE GROUP	11,025,793	2.9%	

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MONTH	ANGEL		ALIEN		AURA MUGLER		A*MEN		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		CFG GRAND TOTAL		
	2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2016	2017	%	2017	%	2017	%	2016	2017	%
JANUARY	149,860	-36.8%	235,942	-3.7%			14,160	-49.9%			1,712	-68.9%	516,101	401,674	-22.2%	17,971				516,101	419,645	-18.7%
FEBRUARY	172,739	-13.8%	296,165	31.2%			15,942	-36.2%			2,099	-74.1%	459,286	486,945	6.0%	22,099				459,286	509,044	10.8%
MARCH	263,434	-1.5%	401,212	10.6%			17,906	-12.5%			1,153	-89.3%	661,537	683,705	3.4%	21,375				661,537	705,080	6.6%
APRIL	190,522	16.7%	260,225	15.1%			14,997	-6.9%	158		1,152	-85.4%	413,407	467,054	13.0%	32,757				413,407	499,811	20.9%
MAY	185,505	-25.7%	234,229	-4.1%			17,863	-0.3%	322		749	-92.1%	521,506	438,668	-15.9%	24,801		492		521,506	463,961	-11.0%
JUNE	238,345	-16.3%	329,323	6.5%	17,176		24,906	-2.1%	270		550	-95.8%	632,789	610,570	-3.5%	38,690	182.5%	9,132		646,485	658,392	1.8%
JULY	199,788	-8.6%	278,741	5.1%	197,872		19,123	3.6%	301		584	-94.3%	512,616	696,409	35.9%	15,598	-82.8%	3,474		603,395	715,481	18.6%
AUGUST	209,604	-11.8%	292,140	4.1%	84,509		19,482	13.5%	112		88	-99.1%	545,195	605,935	11.1%	13,717	-68.0%	1,779		588,036	621,431	5.7%
SEPTEMBER	307,070	3.7%	417,694	15.1%	95,277		23,927	10.3%	543		211	-98.4%	693,598	844,722	21.8%	18,848	-60.6%	2,652		741,476	866,222	16.8%
OCTOBER	217,742	-9.1%	353,498	11.3%	49,947		21,424	14.1%	452		140	-98.8%	587,108	643,203	9.6%	19,231	-36.3%	2,332		617,281	664,766	7.7%
NOVEMBER	354,526	-4.8%	529,298	20.0%	92,873		28,491	9.2%	175		111	-99.2%	852,892	1,005,474	17.9%	24,049	-55.6%	3,787		907,011	1,033,310	13.9%
DECEMBER	1,218,072	-21.5%	2,091,730	-4.2%	416,374		78,066	-17.1%	1,499		182	-99.6%	3,870,348	3,805,923	-1.7%	53,702	-68.6%	9,025		4,041,337	3,868,650	-4.3%
TOTAL YEAR	3,707,207	-14.1%	5,720,197	4.7%	954,028		296,287	-10.1%	3,832		8,731	-94.3%	10,266,383	10,690,282	4.1%	302,838	-32.8%	32,673		10,716,858	11,025,793	2.9%
DECEMBER YTD	3,707,207	-14.1%	5,720,197	4.7%	954,028		296,287	-10.1%	3,832		8,731	-94.3%	10,266,383	10,690,282	4.1%	302,838	-32.8%	32,673		10,716,858	11,025,793	2.9%
TOTAL EXCLUDING NORTHERN IRELAND	3,525,074	-13.7%	5,405,450	4.9%	909,401		289,280	-10.0%	3,735		8,222	-94.2%	9,699,852	10,141,162	4.5%	284,726	-30.8%	30,443		10,111,151	10,456,331	3.4%