

FENWICK GROUP

FISCAL YEAR RETAIL SALES (FEBRUARY - JANUARY)

2017/18 vs 2018/19 - FEBRUARY YTD

CLARINS
FRAGRANCE GROUP

	£	Vs 2017/18 (%)	MIX OF BUSINESS (%)
ANGEL	8,500	-34.7%	32.1%
AMEN	1,649	5.8%	6.2%
ALIEN	9,725	-15.2%	36.8%
AURA MUGLER	3,386		12.8%
LES EXCEPTIONS	610		2.3%
COLOGNE	-		0.0%
OTHERS	-		0.0%
TOTAL - MUGLER	24,149	-8.8%	
WANTED	1,855	-15.5%	7.0%
CHROME PURE	456		1.7%
AZZARO OTHERS	-		0.0%
TOTAL - CLARINS FRAGRANCE GROUP	26,460	-7.7%	

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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	2018/19	%	2018/19	%	2018/19	%	2018/19	%	2018/19	%	2018/19	%	2018/19	%	2017/18	2018/19	%	2018/19	%	2018/19	%	2018/19	%	2017/18	2018/19	%	
1080	FENWICK BRACKNELL	372	-23.9%	21	-50.0%	510	-11.1%	137								1,126	1,040	-7.6%			42				1,158	1,082	-6.6%	
1075	BENTALLS KINGSTON	1,189	-17.3%	61	-57.0%	1,558	24.9%	679								2,826	3,487	23.4%	431	35.5%	177				3,144	4,095	30.2%	
3860	FENWICK BRENT CROSS	2,336	-4.2%	758	-5.8%	2,785	60.1%	325				124	300.0%			5,014	6,328	26.2%	696	-24.8%	103				5,939	7,127	20.0%	
8055	FENWICK CANTERBURY	917	-49.2%	177	-8.8%	1,997	32.9%	119								3,503	3,210	-8.4%	404	24.7%	75				3,827	3,689	-3.6%	
10090	FENWICK COLCHESTER															1,122										1,164		
3845	FENWICK LEICESTER															934										934		
3865	FENWICK NEWCASTLE	2,634	-36.4%	377	72.9%	2,164	-44.3%	1,796		610		155	-48.2%			8,547	7,736	-9.5%	324	-28.6%	59				9,001	8,119	-9.8%	
3876	FENWICK TUNBRIDGE WELLS	198	-53.8%	11	-70.3%	271	-46.1%	73								988	553	-44.0%							1,030	553	-46.3%	
3875	FENWICK WINDSOR															356										356		
3870	FENWICK YORK	854	-29.9%	244	687.1%	440	-44.0%	257								2,066	1,795	-13.1%							2,125	1,795	-15.5%	
TOTAL		8,500	-34.7%	1,649	5.8%	9,725	-15.2%	3,386		610		279	-25.0%			26,482	24,149	-8.8%	1,855	-15.5%	456				28,678	26,460	-7.7%	
TOTAL EXCLUDING NORTHERN IRELAND		8,500	-34.7%	1,649	5.8%	9,725	-15.2%	3,386		610		279	-25.0%			26,482	24,149	-8.8%	1,855	-15.5%	456				28,678	26,460	-7.7%	
LIKE ON LIKE		8,500	-31.7%	1,649	9.1%	9,725	-10.1%	3,386		610		279	-24.4%			25,192	24,149	-4.1%	1,855	-15.5%	456				27,388	26,460	-3.4%	

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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		
		2018/19	%	2018/19	%	2018/19	%	2018/19	%	2018/19	%	2018/19	%	2018/19	%	2017/18	2018/19	%	2018/19	%	2018/19	%	2018/19	%	2017/18	2018/19	%
3865	FENWICK NEWCASTLE	2,634	-36.4%	377	72.9%	2,164	-44.3%	1,796		610		155	-48.2%			8,547	7,736	-9.5%	324	-28.6%	59				9,001	8,119	-9.8%
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10090	FENWICK COLCHESTER															1,122									1,164		
3875	FENWICK WINDSOR															356									356		
3845	FENWICK LEICESTER															934									934		
	TOTAL	8,500	-34.7%	1,649	5.8%	9,725	-15.2%	3,386		610		279	-25.0%			26,482	24,149	-8.8%	1,855	-15.5%	456				28,678	26,460	-7.7%
	TOTAL EXCLUDING NORTHERN IRELAND	8,500	-34.7%	1,649	5.8%	9,725	-15.2%	3,386		610		279	-25.0%			26,482	24,149	-8.8%	1,855	-15.5%	456				28,678	26,460	-7.7%
	LIKE ON LIKE	8,500	-31.7%	1,649	9.1%	9,725	-10.1%	3,386		610		279	-24.4%			25,192	24,149	-4.1%	1,855	-15.5%	456				27,388	26,460	-3.4%

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2016/17 vs 2017/18 - FULL YEAR

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	£	Vs 2016/17 (%)	MIX OF BUSINESS (%)
ANGEL	220,772	-19.5%	37.3%
ALIEN	184,050	-18.5%	31.1%
AURA MUGLER	87,426		14.8%
LES EXCEPTIONS	10,196		1.7%
A*MEN	29,314	-22.4%	5.0%
COLOGNE	4,005	-3.1%	0.7%
OTHER	131	-99.0%	0.0%
TOTAL - MUGLER	535,894	-3.4%	
WANTED	44,590	3.0%	7.5%
CHROME PURE	11,616		2.0%
TOTAL - CLARINS FRAGRANCE GROUP	592,100	-1.0%	

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2016/17 vs 2017/18 - FULL YEAR

ACC	STORE NAME	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		CFG GRAND TOTAL		
		2017/18	%	2017/18	%	2017/18	%	2017/18	%	2017/18	%	2017/18	%	2017/18	%	2016/17	2017/18	%	2017/18	%	2017/18	%	2016/17	2017/18	%
1080	FENWICK BRACKNELL	6,368	-10.2%	8,276	-10.5%	1,598				415	-43.5%	12	-77.8%	37	-92.0%	17,587	16,706	-5.0%	1,201	1935.6%	483		17,646	18,390	4.2%
1075	BENTALLS KINGSTON	24,503	-13.3%	28,797	0.9%	3,663				3,831	11.1%					60,938	60,794	-0.2%	4,498	26.5%	1,196		64,495	66,488	3.1%
3860	FENWICK BRENT CROSS	44,169	-8.8%	37,446	0.9%	8,404				10,340	-8.8%	1,004	-12.0%			99,349	101,363	2.0%	12,329	16.8%	2,179		109,901	115,871	5.4%
8055	FENWICK CANTERBURY	27,576	-21.3%	25,515	-3.3%	9,732				3,970	-37.4%	372	-51.3%			69,727	67,165	-3.7%	6,642	-24.3%	2,991		78,506	76,798	-2.2%
10090	FENWICK COLCHESTER	7,277	2.8%	7,746	-16.0%	1,612				630	-14.1%	68	25.9%	27	-94.1%	17,544	17,360	-1.0%	1,037	560.5%	51		17,701	18,448	4.2%
3845	FENWICK LEICESTER	471	-83.6%	552	-85.2%					41	-86.1%	3	-86.4%	17	-90.9%	7,112	1,084	-84.8%					7,135	1,084	-84.8%
3865	FENWICK NEWCASTLE	82,305	-21.7%	51,454	-35.8%	54,011		10,196		7,595	-33.7%	2,034	39.4%			203,519	207,595	2.0%	14,506	-8.0%	3,963		219,280	226,064	3.1%
3876	FENWICK TUNBRIDGE WELLS	4,469	-17.9%	5,848	-17.4%	1,189				286	-49.1%	8	-78.4%	24	-93.2%	13,477	11,824	-12.3%	376	700.0%	114		13,524	12,314	-8.9%
3875	FENWICK WINDSOR	1,865	-53.6%	2,289	-56.2%	252				137	-67.0%	8	-71.4%	16	-93.9%	9,954	4,567	-54.1%	235	571.4%			9,989	4,802	-51.9%
3870	FENWICK YORK	21,769	-29.8%	16,127	-15.9%	6,965				2,069	-16.2%	496	-13.3%	10	-99.6%	55,661	47,436	-14.8%	3,766	-13.0%	639		59,988	51,841	-13.6%
TOTAL		220,772	-19.5%	184,050	-18.5%	87,426		10,196		29,314	-22.4%	4,005	-3.1%	131	-99.0%	554,868	535,894	-3.4%	44,590	3.0%	11,616		598,165	592,100	-1.0%
TOTAL EXCLUDING NORTHERN IRELAND		220,772	-19.5%	184,050	-18.5%	87,426		10,196		29,314	-22.4%	4,005	-3.1%	131	-99.0%	554,868	535,894	-3.4%	44,590	3.0%	11,616		598,165	592,100	-1.0%
LIKE ON LIKE		218,436	-18.3%	181,209	-16.5%	87,174		10,196		29,136	-21.4%	3,994	-2.1%	98	-99.2%	537,802	530,243	-1.4%	44,355	2.6%	11,616		581,041	586,214	0.9%

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		2017/18	%	2017/18	%	2017/18	%	2017/18	%	2017/18	%	2017/18	%	2017/18	%	2016/17	2017/18	%	2017/18	%	2017/18	%	2016/17	2017/18	%
3865	FENWICK NEWCASTLE	82,305	-21.7%	51,454	-35.8%	54,011		10,196		7,595	-33.7%	2,034	39.4%			203,519	207,595	2.0%	14,506	-8.0%	3,963		219,280	226,064	3.1%
3860	FENWICK BRENT CROSS	44,169	-8.8%	37,446	0.9%	8,404				10,340	-8.8%	1,004	-12.0%			99,349	101,363	2.0%	12,329	16.8%	2,179		109,901	115,871	5.4%
8055	FENWICK CANTERBURY	27,576	-21.3%	25,515	-3.3%	9,732				3,970	-37.4%	372	-51.3%			69,727	67,165	-3.7%	6,642	-24.3%	2,991		78,506	76,798	-2.2%
1075	BENTALLS KINGSTON	24,503	-13.3%	28,797	0.9%	3,663				3,831	11.1%					60,938	60,794	-0.2%	4,498	26.5%	1,196		64,495	66,488	3.1%
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LIKE ON LIKE		218,436	-18.3%	181,209	-16.5%	87,174		10,196		29,136	-21.4%	3,994	-2.1%	98	-99.2%	537,802	530,243	-1.4%	44,355	2.6%	11,616		581,041	586,214	0.9%