

HARRODS GROUP

FISCAL YEAR RETAIL SALES (FEBRUARY - JANUARY)

2017/18 vs 2018/19 - FEBRUARY YTD

CLARINS
FRAGRANCE GROUP

	£	Vs 2017/18 (%)	MIX OF BUSINESS (%)
ANGEL	4,553	21.1%	14.0%
AMEN	992	2.2%	3.0%
ALIEN	4,912	-1.4%	15.1%
AURA MUGLER	578		1.8%
LES EXCEPTIONS	21,536	-9.7%	66.0%
COLOGNE	-		0.0%
OTHERS	-		0.0%
TOTAL - MUGLER	32,633	-3.2%	
WANTED	-		0.0%
CHROME PURE	-		0.0%
AZZARO OTHERS	-		0.0%
TOTAL - CLARINS FRAGRANCE GROUP	32,633	-3.2%	

CLARINS

FRAGRANCE GROUP

HARRODS GROUP

FISCAL YEAR RETAIL SALES (FEBRUARY - JANUARY)

2017/18 vs 2018/19 - FEBRUARY YTD

ACC	STORE NAME	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		CFG GRAND TOTAL		
		2018/19	%	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	%
4755	HARRODS LONDON	4,071	10.9%	944	-2.8%	4,775	-5.4%	578		21,116	-9.5%	62	-60.0%			33,167	31,546	-4.9%							33,167	31,546	-4.9%
47550	HARRODS.COM LONDON	482	447.7%	48		137	307.6%			420	-22.2%					562	1,087	93.4%							562	1,087	93.4%
	TOTAL	4,553	21.1%	992	2.2%	4,912	-1.4%	578		21,536	-9.7%	62	-60.0%			33,729	32,633	-3.2%							33,729	32,633	-3.2%
	TOTAL EXCLUDING NORTHERN IRELAND	4,553	21.1%	992	2.2%	4,912	-1.4%	578		21,536	-9.7%	62	-60.0%			33,729	32,633	-3.2%							33,729	32,633	-3.2%
	LIKE ON LIKE	4,553	21.1%	992	2.2%	4,912	-1.4%	578		21,536	-9.7%	62	-60.0%			33,729	32,633	-3.2%							33,729	32,633	-3.2%

HARRODS GROUP

FISCAL YEAR RETAIL SALES (FEBRUARY - JANUARY)

2016/17 vs 2017/18 - FULL YEAR

CLARINS
FRAGRANCE GROUP

	£	Vs 2016/17 (%)	MIX OF BUSINESS (%)
ANGEL	129,034	11.3%	19.1%
ALIEN	159,177	25.6%	23.6%
AURA MUGLER	16,854		2.5%
LES EXCEPTIONS	340,371	-9.4%	50.4%
A*MEN	26,508	-49.4%	3.9%
COLOGNE	3,579	-56.7%	0.5%
OTHER	-		0.0%
TOTAL - MUGLER	675,523	-8.3%	
WANTED	-		0.0%
CHROME PURE	-		0.0%
TOTAL - CLARINS FRAGRANCE GROUP	675,523	-8.3%	

CLARINS

FRAGRANCE GROUP

HARRODS GROUP

FISCAL YEAR RETAIL SALES (FEBRUARY - JANUARY)

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	%
4755	HARRODS LONDON	126,381	13.8%	153,897	25.7%	16,259		335,786	-9.4%	25,489	-50.7%	3,517	-57.5%			716,013	661,329	-7.6%					716,013	661,329	-7.6%
47550	HARRODS.COM LONDON	2,653	-45.4%	5,280	21.7%	595		4,585	-8.6%	1,019	33.7%	62				20,666	14,194	-31.3%					20,666	14,194	-31.3%
	TOTAL	129,034	11.3%	159,177	25.6%	16,854		340,371	-9.4%	26,508	-49.4%	3,579	-56.7%			736,679	675,523	-8.3%					736,679	675,523	-8.3%
	TOTAL EXCLUDING NORTHERN IRELAND	129,034	11.3%	159,177	25.6%	16,854		340,371	-9.4%	26,508	-49.4%	3,579	-56.7%			736,679	675,523	-8.3%					736,679	675,523	-8.3%
	LIKE ON LIKE	129,034	11.3%	159,177	25.6%	16,854		340,371	-9.4%	26,508	-49.4%	3,579	-56.7%			736,679	675,523	-8.3%					736,679	675,523	-8.3%