

HOUSE OF FRASER GROUP

FISCAL YEAR RETAIL SALES (FEBRUARY - JANUARY)

2017/18 vs 2018/19 - FEBRUARY YTD

CLARINS
FRAGRANCE GROUP

	£	Vs 2017/18 (%)	MIX OF BUSINESS (%)
ANGEL	34,661	-0.1%	36.4%
AMEN	4,940	-34.5%	5.2%
ALIEN	34,030	-34.6%	35.8%
AURA MUGLER	6,303		6.6%
LES EXCEPTIONS	59		0.1%
COLOGNE	-		0.0%
OTHERS	-		0.0%
TOTAL - MUGLER	80,764	-15.6%	
WANTED	10,501	34.6%	11.0%
CHROME PURE	3,854		4.1%
AZZARO OTHERS	34		0.0%
TOTAL - CLARINS FRAGRANCE GROUP	95,153	-8.0%	

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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	%	
5304	BEATTIES SUTTON COLDFIELD															1,193									1,226			
5308	BEATTIES WOLVERHAMPTON	1,301	7.2%	196	-65.2%	1,014	-42.3%	206								3,597	2,717	-24.5%	160	-47.4%	148				3,901	3,025	-22.5%	
1250	BINNS DARLINGTON	442	-26.5%	85		560	-34.2%	168				31				1,452	1,286	-11.4%	84	-47.8%	70				1,613	1,440	-10.7%	
5230	CAVENDISH HOUSE CHELTENHAM	919	792.2%	50		381	26.2%	49								417	1,399	235.5%	17	-54.1%	50				454	1,466	222.9%	
4765	DICKINS & JONES RICHMOND	610	58.9%	223	85.8%	293	-34.3%			59		62				1,016	1,247	22.7%	17	-80.2%					1,102	1,264	14.7%	
5110	DINGLES EXETER	38	-87.2%													551	38	-93.1%							551	38	-93.1%	
5120	DINGLES PLYMOUTH	389	-30.3%	67		356	-25.2%	89				31				1,034	932	-9.9%	50	-33.3%					1,109	982	-11.5%	
5185	FRASERS GLASGOW	2,960	-26.7%	117	-68.5%	1,315	-67.0%	438								8,428	4,830	-42.7%	593	32.7%	75				8,875	5,498	-38.1%	
5314	HOF.CO.UK	2,231	5.1%	822	13.2%	4,692	8.6%	533				155				7,169	8,433	17.6%	1,489	848.4%	348		34		7,326	10,304	40.6%	
5273	HOUSE OF FRASER BELFAST	491	-3.5%	167	50.5%	756	31.9%	119				62				1,193	1,595	33.7%	260	46.9%	231				1,370	2,086	52.3%	
5240	HOUSE OF FRASER BIRMINGHAM	2,426	17.6%	162	-77.0%	1,426	-56.9%	328								6,078	4,342	-28.6%	805	126.8%	180				6,433	5,327	-17.2%	
5312	HOUSE OF FRASER BRISTOL CABOT CIRCUS	302	-20.5%			452	7433.3%									472	754	59.7%	50	-66.4%	43				621	847	36.4%	
5292	HOUSE OF FRASER CROYDON	579	-18.8%	576	1271.4%	421	-36.1%	138				31				1,445	1,745	20.8%	233	153.3%	218				1,537	2,196	42.9%	
5298	HOUSE OF FRASER DARTFORD BLUEWATER	1,188	-18.5%			1,137	-43.6%	98				27	-12.9%			3,855	2,450	-36.4%	68	-79.3%	108				4,183	2,626	-37.2%	
5200	HOUSE OF FRASER GATESHEAD	2,684	76.9%	120	-79.3%	3,081	-31.7%	286				31	-50.0%			6,668	6,202	-7.0%	437	-52.6%	135				7,589	6,774	-10.7%	
390	HOUSE OF FRASER GUILDFORD	455	1200.0%	75	-31.8%	261	50.0%	70								319	861	169.9%			86				378	947	150.5%	
5311	HOUSE OF FRASER HIGH WYCOMBE	109	-55.9%	42		371	45.5%	119								621	641	3.2%	25	-83.4%					772	666	-13.7%	
5260	HOUSE OF FRASER LEAMINGTON SPA	379	6.2%	131		133	-20.4%	168				31				536	842	57.1%	30	-9.1%					569	872	53.3%	
8600	HOUSE OF FRASER LEEDS	232	-61.5%	50		305	-51.5%	49				31				1,281	667	-47.9%	55	27.9%	25				1,324	747	-43.6%	
5291	HOUSE OF FRASER LONDON CITY	167	-77.4%	85	304.8%	319	-60.3%	49				31				1,564	651	-58.4%							1,597	651	-59.2%	
395	HOUSE OF FRASER LONDON VICTORIA	602	18.5%	50	-72.8%	436	144.9%	89				31				940	1,208	28.5%	118	28.3%	75				1,032	1,401	35.8%	
5100	HOUSE OF FRASER LONDON OXFORD STREET	3,991	-0.5%	808	-15.3%	3,918	-39.9%	951				93	-66.7%			11,766	9,761	-17.0%	664	-21.3%	688				12,610	11,113	-11.9%	
415	HOUSE OF FRASER MAIDSTONE	694	35.8%	84	-49.7%	698	-31.4%					62				1,713	1,538	-10.2%	73	-54.1%	86				1,872	1,697	-9.3%	
5235	HOUSE OF FRASER MANCHESTER	3,117	57.7%	156	-68.7%	1,329	-78.0%	467								8,587	5,069	-41.0%	619	-18.7%	261				9,348	5,949	-36.4%	
4760	HOUSE OF FRASER MILTON KEYNES	566	12.5%			587	168.0%	124								775	1,277	64.8%	212	21.1%					950	1,489	56.7%	
5301	HOUSE OF FRASER NORWICH	509	140.1%			527	-9.8%	98								846	1,134	34.0%	303		114				846	1,551	83.3%	
5297	HOUSE OF FRASER NOTTINGHAM	-56	-113.1%													761	-56	-107.4%							841	-56	-106.7%	
5299	HOUSE OF FRASER READING	446	-1.5%	28	-33.3%	231	-27.4%									830	705	-15.1%	75	-55.4%	55				998	835	-16.3%	
5221	HOUSE OF FRASER RUSHDEN RUSHDEN LAKES	613		50		1,383		168									2,214		508		68					2,790		
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	1,765	-17.7%	419	-23.5%	3,135	29.2%	348				31	-50.0%			5,180	5,698	10.0%	1,252	677.6%	244				5,341	7,194	34.7%	
5125	HOUSE OF FRASER THURROCK	1,895	76.4%	197	-49.2%	1,862	41.1%	266								2,869	4,220	47.1%	763	49.0%	90				3,381	5,073	50.0%	
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	1,090	-25.9%			1,650	-67.8%	551				31				7,073	3,322	-53.0%	1,226	46.5%	371				7,910	4,919	-37.8%	
5155	HOWELLS CARDIFF	211	15.9%	42	-63.8%	256	51.5%	147								467	656	40.5%	55	-6.8%	85				526	796	51.3%	
5126	JENNERS EDINBURGH	1,247	-40.5%	138	-48.1%	613	-61.8%	187								3,967	2,185	-44.9%	185	-3.1%					4,158	2,370	-43.0%	
405	JOLLYS BATH	69	-82.4%			132	-73.9%									988	201	-79.7%	75	-39.5%					1,112	276	-75.2%	
	TOTAL	34,661	-0.1%	4,940	-34.5%	34,030	-34.6%	6,303		59		771	2.8%			95,651	80,764	-15.6%	10,501	34.6%	3,854		34		103,455	95,153	-8.0%	
TOTAL EXCLUDING NORTHERN IRELAND		34,170	-0.1%	4,773	-35.8%	33,274	-35.4%	6,184		59		709	-5.5%			94,458	79,169	-16.2%	10,241	34.3%	3,623		34		102,085	93,067	-8.8%	
LIKE ON LIKE		34,048	-1.9%	4,890	-35.2%	32,647	-37.3%	6,135		59		771	2.8%			95,651	78,550	-17.9%	9,993	28.0%	3,786		34		103,455	92,363	-10.7%	

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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	%
5100	HOUSE OF FRASER LONDON OXFORD STREET	3,991	-0.5%	808	-15.3%	3,918	-39.9%	951				93	-66.7%			11,766	9,761	-17.0%	664	-21.3%	688				12,610	11,113	-11.9%
5314	HOF.CO.UK	2,231	5.1%	822	13.2%	4,692	8.6%	533				155				7,169	8,433	17.6%	1,489	848.4%	348		34		7,326	10,304	40.6%
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	1,765	-17.7%	419	-23.5%	3,135	29.2%	348				31	-50.0%			5,180	5,698	10.0%	1,252	677.6%	244				5,341	7,194	34.7%
5200	HOUSE OF FRASER GATESHEAD	2,684	76.9%	120	-79.3%	3,081	-31.7%	286				31	-50.0%			6,668	6,202	-7.0%	437	-52.6%	135				7,589	6,774	-10.7%
5235	HOUSE OF FRASER MANCHESTER	3,117	57.7%	156	-68.7%	1,329	-78.0%	467								8,587	5,069	-41.0%	619	-18.7%	261				9,348	5,949	-36.4%
5185	FRASERS GLASGOW	2,960	-26.7%	117	-68.5%	1,315	-67.0%	438								8,428	4,830	-42.7%	593	32.7%	75				8,875	5,498	-38.1%
5240	HOUSE OF FRASER BIRMINGHAM	2,426	17.6%	162	-77.0%	1,426	-56.9%	328								6,078	4,342	-28.6%	805	126.8%	180				6,433	5,327	-17.2%
5125	HOUSE OF FRASER THURROCK	1,895	76.4%	197	-49.2%	1,862	41.1%	266								2,869	4,220	47.1%	763	49.0%	90				3,381	5,073	50.0%
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	1,090	-25.9%			1,650	-67.8%	551				31				7,073	3,322	-53.0%	1,226	46.5%	371				7,910	4,919	-37.8%
5308	BEATTIES WOLVERHAMPTON	1,301	7.2%	196	-65.2%	1,014	-42.3%	206								3,597	2,717	-24.5%	160	-47.4%	148				3,901	3,025	-22.5%
5221	HOUSE OF FRASER RUSHDEN RUSHDEN LAKES	613		50		1,383		168								2,214	2,214		508		68					2,790	
5298	HOUSE OF FRASER DARTFORD BLUEWATER	1,188	-18.5%			1,137	-43.6%	98				27	-12.9%			3,855	2,450	-36.4%	68	-79.3%	108				4,183	2,626	-37.2%
5126	JENNERS EDINBURGH	1,247	-40.5%	138	-48.1%	613	-61.8%	187								3,967	2,185	-44.9%	185	-3.1%					4,158	2,370	-43.0%
5292	HOUSE OF FRASER CROYDON	579	-18.8%	576	1271.4%	421	-36.1%	138				31				1,445	1,745	20.8%	233	153.3%	218				1,537	2,196	42.9%
5273	HOUSE OF FRASER BELFAST	491	-3.5%	167	50.5%	756	31.9%	119				62				1,193	1,595	33.7%	260	46.9%	231				1,370	2,086	52.3%
415	HOUSE OF FRASER MAIDSTONE	694	35.8%	84	-49.7%	698	-31.4%					62				1,713	1,538	-10.2%	73	-54.1%	86				1,872	1,697	-9.3%
5301	HOUSE OF FRASER NORWICH	509	140.1%			527	-9.8%	98								846	1,134	34.0%	303		114				846	1,551	83.3%
4760	HOUSE OF FRASER MILTON KEYNES	566	12.5%			587	168.0%	124								775	1,277	64.8%	212	21.1%					950	1,489	56.7%
5230	CAVENDISH HOUSE CHELTENHAM	919	792.2%	50		381	26.2%	49								417	1,399	235.5%	17	-54.1%	50				454	1,466	222.9%
1250	BINNS DARLINGTON	442	-26.5%	85		560	-34.2%	168				31				1,452	1,286	-11.4%	84	-47.8%	70				1,613	1,440	-10.7%
395	HOUSE OF FRASER LONDON VICTORIA	602	18.5%	50	-72.8%	436	144.9%	89				31				940	1,208	28.5%	118	28.3%	75				1,032	1,401	35.8%
4765	DICKINS & JONES RICHMOND	610	58.9%	223	85.8%	293	-34.3%			59		62				1,016	1,247	22.7%	17	-80.2%					1,102	1,264	14.7%
5120	DINGLES PLYMOUTH	389	-30.3%	67		356	-25.2%	89				31				1,034	932	-9.9%	50	-33.3%					1,109	982	-11.5%
390	HOUSE OF FRASER GUILDFORD	455	1200.0%	75	-31.8%	261	50.0%	70								319	861	169.9%			86				378	947	150.5%
5260	HOUSE OF FRASER LEAMINGTON SPA	379	6.2%	131		133	-20.4%	168				31				536	842	57.1%	30	-9.1%					569	872	53.3%
5312	HOUSE OF FRASER BRISTOL CABOT CIRCUS	302	-20.5%			452	7433.3%									472	754	59.7%	50	-66.4%	43				621	847	36.4%
5299	HOUSE OF FRASER READING	446	-1.5%	28	-33.3%	231	-27.4%									830	705	-15.1%	75	-55.4%	55				998	835	-16.3%
5155	HOWELLS CARDIFF	211	15.9%	42	-63.8%	256	51.5%	147								467	656	40.5%	55	-6.8%	85				526	796	51.3%
8600	HOUSE OF FRASER LEEDS	232	-61.5%	50		305	-51.5%	49				31				1,281	667	-47.9%	55	27.9%	25				1,324	747	-43.6%
5311	HOUSE OF FRASER HIGH WYCOMBE	109	-55.9%	42		371	45.5%	119								621	641	3.2%	25	-83.4%					772	666	-13.7%
5291	HOUSE OF FRASER LONDON CITY	167	-77.4%	85	304.8%	319	-60.3%	49				31				1,564	651	-58.4%							1,597	651	-59.2%
405	JOLLYS BATH	69	-82.4%			132	-73.9%									988	201	-79.7%	75	-39.5%					1,112	276	-75.2%
5110	DINGLES EXETER	38	-87.2%													551	38	-93.1%							551	38	-93.1%
5304	BEATTIES SUTTON COLDFIELD															1,193									1,226		
5297	HOUSE OF FRASER NOTTINGHAM	-56	-113.1%													751	-56	-107.4%							841	-56	-106.7%
TOTAL		34,661	-0.1%	4,940	-34.5%	34,030	-34.6%	6,303		59		771	2.8%			95,651	80,764	-15.6%	10,501	34.6%	3,854		34		103,455	95,153	-8.0%
TOTAL EXCLUDING NORTHERN IRELAND		34,170	-0.1%	4,773	-35.8%	33,274	-35.4%	6,184		59		709	-5.5%			94,458	79,169	-16.2%	10,241	34.3%	3,623		34		102,085	93,067	-8.8%
LIKE ON LIKE		34,048	-1.9%	4,890	-35.2%	32,647	-37.3%	6,135		59		771	2.8%			95,651	78,550	-17.9%	9,993	28.0%	3,786		34		103,455	92,363	-10.7%

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	£	Vs 2016/17 (%)	MIX OF BUSINESS (%)
ANGEL	724,676	-16.0%	39.4%
ALIEN	564,652	-5.7%	30.7%
AURA MUGLER	217,782		11.9%
LES EXCEPTIONS	50		0.0%
A*MEN	103,542	-24.5%	5.6%
COLOGNE	14,775	-27.5%	0.8%
OTHER	1,580	-96.6%	0.1%
TOTAL - MUGLER	1,627,057	-2.3%	
WANTED	176,315	-19.2%	9.6%
CHROME PURE	33,662		1.8%
TOTAL - CLARINS FRAGRANCE GROUP	1,837,034	-2.5%	

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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	%
5304	BEATTIES SUTTON COLDFIELD	8,184	-52.0%	3,752	-67.2%	679				804	-52.2%	31	-62.7%	34	-97.2%	31,448	13,484	-57.1%	174	-93.8%	141		34,275	13,799	-59.7%
5308	BEATTIES WOLVERHAMPTON	22,582	-34.7%	17,073	-20.7%	7,049				3,623	-5.3%	329	-29.4%			61,959	50,656	-18.2%	5,083	-28.9%	1,276		69,111	57,015	-17.5%
1250	BINNS DARLINGTON	14,482	135.3%	8,377	73.4%	6,112				887	130.4%	62	100.0%			11,848	29,920	152.5%	4,973	80.6%	1,874		14,601	36,767	151.8%
5230	CAVENDISH HOUSE CHELTENHAM	10,851	9.6%	5,850	-7.0%	1,894				765	-17.1%	62	-73.5%	12	-98.5%	18,136	19,434	7.2%	439	-46.3%	899		18,954	20,772	9.6%
4765	DICKINS & JONES RICHMOND	8,498	-9.3%	4,614	-20.6%	1,384				1,102	-33.1%	318	-20.5%	153	-23.1%	17,435	16,069	-7.8%	520	-54.5%	220		18,578	16,809	-9.5%
5110	DINGLES EXETER	2,960	-51.4%	1,827	-57.1%	258				315	-67.4%	147	-43.0%	169	-25.6%	11,800	5,676	-51.9%	221	-84.5%	125		13,227	6,022	-54.5%
5120	DINGLES PLYMOUTH	10,292	-21.1%	5,530	-8.5%	2,058				768	-39.4%	217	1.4%	29	-94.0%	21,051	18,894	-10.2%	823	-58.2%	354		23,022	20,071	-12.8%
5185	FRASERS GLASGOW	65,629	-33.1%	41,552	-1.5%	17,470				6,571	-45.9%	1,007	-30.6%	125	-97.2%	158,403	132,354	-16.4%	15,891	-36.1%	2,865		183,269	151,110	-17.5%
5314	HOF.CO.UK	90,461	50.7%	52,903	-15.1%	21,731				11,085	-34.9%	1,020	-57.2%			147,153	177,200	20.4%	10,900	-1.8%	2,069		158,254	190,169	20.2%
5273	HOUSE OF FRASER BELFAST	10,037	-18.0%	10,965	2.8%	5,018				1,523	101.7%	192	-56.0%			24,461	27,735	13.4%	8,126	60.3%	2,051		29,530	37,912	28.4%
5240	HOUSE OF FRASER BIRMINGHAM	38,302	-33.0%	32,023	-6.3%	17,363				6,362	-23.5%	512	-54.9%			104,835	94,562	-9.8%	15,220	5.2%	828		119,305	110,610	-7.3%
5312	HOUSE OF FRASER BRISTOL CABOT CIRCUS	7,887	-2.8%	7,929	-21.1%	1,455				1,133	11.3%	141	-24.2%	114	-78.6%	19,897	18,659	-6.2%	1,157	-12.9%	451		21,225	20,267	-4.5%
5292	HOUSE OF FRASER CROYDON	14,922	-13.3%	10,358	-17.4%	1,839				3,182	19.7%	614	-22.1%			34,122	30,915	-9.4%	2,584	-9.8%	473		36,988	33,972	-8.2%
5298	HOUSE OF FRASER DARTFORD BLUEWATER	25,422	-19.4%	20,178	-15.7%	7,354				4,069	-34.2%	306	-55.9%			63,379	57,329	-9.5%	9,179	-30.8%	657		76,637	67,165	-12.4%
5200	HOUSE OF FRASER GATESHEAD	49,324	-26.6%	47,796	19.5%	16,695				7,160	-16.8%	865	13.1%			121,172	121,840	0.6%	8,147	-0.5%	2,265		129,359	132,252	2.2%
390	HOUSE OF FRASER GUILDFORD	9,687	-11.2%	7,275	2.0%	2,446				1,086	89.9%	363	46.4%	27	-95.8%	19,502	20,884	7.1%	794	-36.4%	488		20,750	22,166	6.8%
5311	HOUSE OF FRASER HIGH WYCOMBE	8,252	9.5%	5,715	-9.7%	1,709				655	-50.3%	79	-49.0%	172	-60.2%	15,766	16,582	5.2%	1,093	-2.1%	142		16,883	17,817	5.5%
5260	HOUSE OF FRASER LEAMINGTON SPA	7,931	-0.5%	4,252	-5.4%	1,306		50		401	-5.4%	278	54.4%	63	-79.3%	13,374	14,281	6.8%	462	-69.9%	173		14,909	14,916	0.0%
8600	HOUSE OF FRASER LEEDS	13,461	13.5%	7,452	-33.6%	2,278				1,481	-13.9%	237	-23.5%			25,691	24,909	-3.0%	1,230	-28.8%	416		27,419	26,555	-3.2%
5291	HOUSE OF FRASER LONDON CITY	12,253	0.4%	9,708	-26.7%	2,539				1,193	-18.7%	214	-54.0%			27,980	25,907	-7.4%	902	30.2%			28,673	26,809	-6.5%
395	HOUSE OF FRASER LONDON VICTORIA	9,364	2.3%	5,961	-16.6%	1,208				1,241	-6.4%	155	-68.9%	92	-72.5%	18,463	18,021	-2.4%	941	-44.7%	188		20,166	19,150	-5.0%
5100	HOUSE OF FRASER LONDON OXFORD STREET	57,486	-23.6%	58,326	10.1%	31,934				17,483	-22.7%	3,220	-6.9%			158,407	168,449	6.3%	18,674	-26.2%	6,092		183,713	193,215	5.2%
415	HOUSE OF FRASER MAIDSTONE	14,274	1.3%	10,081	-27.2%	2,403				1,040	14.2%	245	20.7%	17	-97.5%	29,729	28,060	-5.6%	1,759	-46.2%	305		33,001	30,124	-8.7%
5235	HOUSE OF FRASER MANCHESTER	40,278	-28.8%	37,028	6.0%	14,265				6,509	-32.5%	845	-25.0%	89	-97.0%	105,249	99,014	-5.9%	19,176	0.5%	1,388		124,326	119,578	-3.8%
4760	HOUSE OF FRASER MILTON KEYNES	8,865	-22.0%	5,834	-32.8%	1,549				975	-34.0%	138	14.0%			22,290	17,361	-22.1%	1,066	-63.0%	162		25,172	18,589	-26.2%
5301	HOUSE OF FRASER NORWICH	12,497	8.1%	10,440	-14.7%	3,133				1,114	-32.9%	34	-58.5%			26,483	27,218	2.8%	843	-69.6%	102		29,255	28,163	-3.7%
5297	HOUSE OF FRASER NOTTINGHAM	3,513	-64.0%	1,903	-66.3%	401				413	-52.3%	62	-77.8%	36	-93.3%	17,096	6,328	-63.0%	378	-89.0%	129		20,519	6,835	-66.7%
5299	HOUSE OF FRASER READING	8,696	-13.0%	6,370	-3.4%	1,317				568	-34.9%	110	14.6%	34	-87.7%	17,837	17,095	-4.2%	1,638	-1.3%	434		19,496	19,167	-1.7%
5221	HOUSE OF FRASER RUSHDEN RUSHDEN LAKES	7,289		8,491		4,053				685		31				20,549			1,879		86		22,514		
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	42,246	-27.2%	39,630	7.1%	14,702				6,015	-24.4%	534	-0.6%	70	-97.2%	106,032	103,197	-2.7%	13,081	13.6%	3,099		117,548	119,377	1.6%
5125	HOUSE OF FRASER THURROCK	29,896	-11.9%	26,092	-19.6%	8,396				3,812	-22.4%	373	-39.9%	65	-94.4%	73,088	68,634	-6.1%	6,853	-27.8%	189		82,583	75,676	-8.4%
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	21,388	-30.1%	24,884	1.2%	8,598				5,045	-17.3%	994	18.9%	108	-93.4%	63,778	61,017	-4.3%	14,028	-35.4%	1,664		85,483	76,709	-10.3%
5155	HOWELLS CARDIFF	6,072	-16.5%	3,964	-7.8%	638				758	-7.6%	121	-52.4%	80	-79.4%	13,032	11,633	-10.7%	1,720	27.9%	561		14,377	13,914	-3.2%
5126	JENNERS EDINBURGH	26,759	-18.0%	18,677	10.7%	6,450				3,349	-22.9%	868	-34.6%			56,755	56,103	-1.1%	5,455	-4.1%	1,255		62,444	62,813	0.6%
405	JOLLYS BATH	4,636	21.0%	1,842	-38.9%	98				370	-47.2%	51	-21.5%	91	-62.9%	7,857	7,088	-9.8%	906	-69.1%	241		10,785	8,235	-23.6%
TOTAL		724,676	-16.0%	564,652	-5.7%	217,782		50		103,542	-24.5%	14,775	-27.5%	1,580	-96.6%	1,665,508	1,627,057	-2.3%	176,315	-19.2%	33,662		1,883,837	1,837,034	-2.5%
TOTAL EXCLUDING NORTHERN IRELAND		714,639	-15.9%	553,687	-5.8%	212,764		50		102,019	-25.2%	14,583	-26.9%	1,580	-96.6%	1,641,047	1,599,322	-2.5%	168,189	-21.1%	31,611		1,854,307	1,799,122	-3.0%
LIKE ON LIKE		702,905	-17.9%	547,784	-7.8%	207,617		50		101,970	-25.4%	14,682	-27.9%	1,580	-96.6%	1,653,660	1,576,588	-4.7%	169,463	-21.4%	31,702		1,869,236	1,777,753	-4.9%

CLARINS

FRAGRANCE GROUP

HOUSE OF FRASER 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	%
5100	HOUSE OF FRASER LONDON OXFORD STREET	57,486	-23.6%	58,326	10.1%	31,934				17,483	-22.7%	3,220	-6.9%			158,407	168,449	6.3%	18,674	-26.2%	6,092		183,713	193,215	5.2%
5314	HOF.CO.UK	90,461	50.7%	52,903	-15.1%	21,731				11,085	-34.9%	1,020	-57.2%			147,153	177,200	20.4%	10,900	-1.8%	2,069		158,254	190,169	20.2%
5185	FRASERS GLASGOW	65,629	-33.1%	41,552	-1.5%	17,470				6,571	-45.9%	1,007	-30.6%	125	-97.2%	158,403	132,354	-16.4%	15,891	-36.1%	2,865		183,269	151,110	-17.5%
5200	HOUSE OF FRASER GATESHEAD	49,324	-26.6%	47,796	19.5%	16,695				7,160	-16.8%	865	13.1%			121,172	121,840	0.6%	8,147	-0.5%	2,265		129,359	132,252	2.2%
5235	HOUSE OF FRASER MANCHESTER	40,278	-28.8%	37,028	6.0%	14,265				6,509	-32.5%	845	-25.0%	89	-97.0%	105,249	99,014	-5.9%	19,176	0.5%	1,388		124,326	119,578	-3.8%
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	42,246	-27.2%	39,630	7.1%	14,702				6,015	-24.4%	534	-0.6%	70	-97.2%	106,032	103,197	-2.7%	13,081	13.6%	3,099		117,548	119,377	1.6%
5240	HOUSE OF FRASER BIRMINGHAM	38,302	-33.0%	32,023	-6.3%	17,363				6,362	-23.5%	512	-54.9%			104,835	94,562	-9.8%	15,220	5.2%	828		119,305	110,610	-7.3%
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	21,388	-30.1%	24,884	1.2%	8,598				5,045	-17.3%	994	18.9%	108	-93.4%	63,778	61,017	-4.3%	14,028	-35.4%	1,664		85,483	76,709	-10.3%
5125	HOUSE OF FRASER THURROCK	29,896	-11.9%	26,092	-19.6%	8,396				3,812	-22.4%	373	-39.9%	65	-94.4%	73,088	68,634	-6.1%	6,853	-27.8%	189		82,583	75,676	-8.4%
5298	HOUSE OF FRASER DARTFORD BLUEWATER	25,422	-19.4%	20,178	-15.7%	7,354				4,069	-34.2%	306	-55.9%			63,379	57,329	-9.5%	9,179	-30.8%	657		76,637	67,165	-12.4%
5126	JENNERS EDINBURGH	26,759	-18.0%	18,677	10.7%	6,450				3,349	-22.9%	868	-34.6%			56,755	56,103	-1.1%	5,455	-4.1%	1,255		62,444	62,813	0.6%
5308	BEATTIES WOLVERHAMPTON	22,582	-34.7%	17,073	-20.7%	7,049				3,623	-5.3%	329	-29.4%			61,959	50,656	-18.2%	5,083	-28.9%	1,276		69,111	57,015	-17.5%
5273	HOUSE OF FRASER BELFAST	10,037	-18.0%	10,965	2.8%	5,018				1,523	101.7%	192	-56.0%			24,461	27,735	13.4%	8,126	60.3%	2,051		29,530	37,912	28.4%
1250	BINNS DARLINGTON	14,482	135.3%	8,377	73.4%	6,112				887	130.4%	62	100.0%			11,848	29,920	152.5%	4,973	80.6%	1,874		14,601	36,767	151.8%
5292	HOUSE OF FRASER CROYDON	14,922	-13.3%	10,358	-17.4%	1,839				3,182	19.7%	614	-22.1%			34,122	30,915	-9.4%	2,584	-9.8%	473		36,988	33,972	-8.2%
415	HOUSE OF FRASER MAIDSTONE	14,274	1.3%	10,081	-27.2%	2,403				1,040	14.2%	245	20.7%	17	-97.5%	29,729	28,060	-5.6%	1,759	-46.2%	305		33,001	30,124	-8.7%
5301	HOUSE OF FRASER NORWICH	12,497	8.1%	10,440	-14.7%	3,133				1,114	-32.9%	34	-58.5%			26,483	27,218	2.8%	843	-69.6%	102		29,255	28,163	-3.7%
5291	HOUSE OF FRASER LONDON CITY	12,253	0.4%	9,708	-26.7%	2,539				1,193	-18.7%	214	-54.0%			27,980	25,907	-7.4%	902	30.2%			28,673	26,809	-6.5%
8600	HOUSE OF FRASER LEEDS	13,461	13.5%	7,452	-33.6%	2,278				1,481	-13.9%	237	-23.5%			25,691	24,909	-3.0%	1,230	-28.8%	416		27,419	26,555	-3.2%
5221	HOUSE OF FRASER RUSHDEN RUSHDEN LAKES	7,289		8,491		4,053				685		31				20,549			1,879		86		22,514		
390	HOUSE OF FRASER GUILDFORD	9,687	-11.2%	7,275	2.0%	2,446				1,086	89.9%	363	46.4%	27	-95.8%	19,502	20,884	7.1%	794	-36.4%	488		20,750	22,166	6.8%
5230	CAVENDISH HOUSE CHELTENHAM	10,851	9.6%	5,850	-7.0%	1,894				765	-17.1%	62	-73.5%	12	-98.5%	18,136	19,434	7.2%	439	-46.3%	899		18,954	20,772	9.6%
5312	HOUSE OF FRASER BRISTOL CABOT CIRCUS	7,887	-2.8%	7,929	-21.1%	1,455				1,133	11.3%	141	-24.2%	114	-78.6%	19,897	18,659	-6.2%	1,157	-12.9%	451		21,225	20,267	-4.5%
5120	DINGLES PLYMOUTH	10,292	-21.1%	5,530	-8.5%	2,058				768	-39.4%	217	1.4%	29	-94.0%	21,051	18,894	-10.2%	823	-58.2%	354		23,022	20,071	-12.8%
5299	HOUSE OF FRASER READING	8,696	-13.0%	6,370	-3.4%	1,317				568	-34.9%	110	14.6%	34	-87.7%	17,837	17,095	-4.2%	1,638	-1.3%	434		19,496	19,167	-1.7%
395	HOUSE OF FRASER LONDON VICTORIA	9,364	2.3%	5,961	-16.6%	1,208				1,241	-6.4%	155	-68.9%	92	-72.5%	18,463	18,021	-2.4%	941	-44.7%	188		20,166	19,150	-5.0%
4760	HOUSE OF FRASER MILTON KEYNES	8,865	-22.0%	5,834	-32.8%	1,549				975	-34.0%	138	14.0%			22,290	17,361	-22.1%	1,066	-63.0%	162		25,172	18,589	-26.2%
5311	HOUSE OF FRASER HIGH WYCOMBE	8,252	9.5%	5,715	-9.7%	1,709				655	-50.3%	79	-49.0%	172	-60.2%	15,766	16,582	5.2%	1,093	-2.1%	142		16,883	17,817	5.5%
4765	DICKINS & JONES RICHMOND	8,498	-9.3%	4,614	-20.6%	1,384				1,102	-33.1%	318	-20.5%	153	-23.1%	17,435	16,069	-7.8%	520	-54.5%	220		18,578	16,809	-9.5%
5260	HOUSE OF FRASER LEAMINGTON SPA	7,931	-0.5%	4,252	-5.4%	1,306		50		401	-5.4%	278	54.4%	63	-79.3%	13,374	14,281	6.8%	462	-69.9%	173		14,909	14,916	0.0%
5155	HOWELLS CARDIFF	6,072	-16.5%	3,964	-7.8%	638				758	-7.6%	121	-52.4%	80	-79.4%	13,032	11,633	-10.7%	1,720	27.9%	561		14,377	13,914	-3.2%
5304	BEATTIES SUTTON COLDFIELD	8,184	-52.0%	3,752	-67.2%	679				804	-52.2%	31	-62.7%	34	-97.2%	31,448	13,484	-57.1%	174	-93.8%	141		34,275	13,799	-59.7%
405	JOLLYS BATH	4,636	21.0%	1,842	-38.9%	98				370	-47.2%	51	-21.5%	91	-62.9%	7,857	7,088	-9.8%	906	-69.1%	241		10,785	8,235	-23.6%
5297	HOUSE OF FRASER NOTTINGHAM	3,513	-64.0%	1,903	-66.3%	401				413	-52.3%	62	-77.8%	36	-93.3%	17,096	6,328	-63.0%	378	-89.0%	129		20,519	6,835	-66.7%
5110	DINGLES EXETER	2,960	-51.4%	1,827	-57.1%	258				315	-67.4%	147	-43.0%	169	-25.6%	11,800	5,676	-51.9%	221	-84.5%	125		13,227	6,022	-54.5%
TOTAL		724,676	-16.0%	564,652	-5.7%	217,782		50		103,542	-24.5%	14,775	-27.5%	1,580	-96.6%	1,665,508	1,627,057	-2.3%	176,315	-19.2%	33,662		1,883,837	1,837,034	-2.5%
TOTAL EXCLUDING NORTHERN IRELAND		714,639	-15.9%	553,687	-5.8%	212,764		50		102,019	-25.2%	14,583	-26.9%	1,580	-96.6%	1,641,047	1,599,322	-2.5%	168,189	-21.1%	31,611		1,854,307	1,799,122	-3.0%
LIKE ON LIKE		702,905	-17.9%	547,784	-7.8%	207,617		50		101,970	-25.4%	14,682	-27.9%	1,580	-96.6%	1,653,660	1,576,588	-4.7%	169,463	-21.4%	31,702		1,869,236	1,777,753	-4.9%