

JOHN LEWIS GROUP

FISCAL YEAR RETAIL SALES (FEBRUARY - JANUARY)

2017/18 vs 2018/19 - FEBRUARY YTD

CLARINS
FRAGRANCE GROUP

	£	Vs 2017/18 (%)	MIX OF BUSINESS (%)
ANGEL	29,918	-7.8%	43.1%
AMEN	3,623	16.6%	5.2%
ALIEN	28,039	11.7%	40.4%
AURA MUGLER	6,184		8.9%
LES EXCEPTIONS	-		0.0%
COLOGNE	-		0.0%
OTHERS	-		0.0%
TOTAL - MUGLER	67,764	11.6%	
WANTED	1,365	-47.8%	2.0%
CHROME PURE	222		0.3%
AZZARO OTHERS	-		0.0%
TOTAL - CLARINS FRAGRANCE GROUP	69,351	9.5%	

CLARINS

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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	%
5695	JOHN LEWIS ABERDEEN	351	16.6%			230	360.0%									351	581	65.5%							351	581	65.5%
5817	JOHN LEWIS BIRMINGHAM	262	-48.9%			315	314.5%	140								634	717	13.1%							634	717	13.1%
5630	JOHN LEWIS BRENT CROSS	1,459	1.6%	150	31.6%	1,054	16.5%	278								2,455	2,941	19.8%							2,455	2,941	19.8%
5670	JOHN LEWIS BRISTOL	414	-42.7%			833	176.7%									1,074	1,247	16.1%							1,074	1,247	16.1%
8321	JOHN LEWIS CAMBRIDGE	723	-7.1%			696	8.4%	96								1,448	1,515	4.6%							1,448	1,515	4.6%
5716	JOHN LEWIS CARDIFF	171	-62.9%	50	11.1%	310	-11.4%	47								856	578	-32.5%							915	578	-36.8%
5636	JOHN LEWIS CHEADLE	729	-36.0%			898	23.9%	427								1,928	2,054	6.5%							1,928	2,054	6.5%
5819	JOHN LEWIS CHELMSFORD	168				352	604.0%									50	520	940.0%							50	520	940.0%
5707	JOHN LEWIS DARTFORD BLUEWATER	793	90.6%			807	133.9%									761	1,600	110.2%							863	1,600	85.4%
5635	JOHN LEWIS EDINBURGH	361	30.3%	108		260	69.9%	47								430	776	80.5%							430	776	80.5%
5816	JOHN LEWIS EXETER	276	69.3%			214	27.4%	89								409	579	41.6%							409	579	41.6%
5708	JOHN LEWIS GLASGOW	525	-24.6%	50		361	-45.4%									1,407	936	-33.5%							1,407	936	-33.5%
5812	JOHN LEWIS HIGH WYCOMBE	768	13.1%	32		716	125.2%	226								997	1,742	74.7%							997	1,742	74.7%
5700	JOHN LEWIS KINGSTON	385	-27.4%	114		411	12.3%	47								1,010	957	-5.2%							1,010	957	-5.2%
5818	JOHN LEWIS LEEDS	86	-76.9%			42	-82.6%	47								614	175	-71.5%							680	175	-74.3%
5713	JOHN LEWIS LEICESTER	184	20.3%	64		339	24.2%									426	587	37.8%							426	587	37.8%
5712	JOHN LEWIS LIVERPOOL	2,827	-14.8%	385	42.6%	2,282	-12.9%	534								6,210	6,028	-2.9%	571	2.7%	84				6,766	6,683	-1.2%
5620	JOHN LEWIS LONDON	3,882	21.2%	845	10.9%	3,848	8.1%	485								7,525	9,060	20.4%	58	-92.4%	138				8,290	9,256	11.7%
5814	JOHN LEWIS LONDON WESTFIELD, STRATFORD	366	-37.2%	112	124.0%	965	145.5%	212								1,026	1,655	61.3%							1,026	1,655	61.3%
5709	JOHN LEWIS MANCHESTER TRAFFORD PARK	382	9.1%			518	1669.7%	98								317	998	214.8%							317	998	214.8%
5655	JOHN LEWIS MILTON KEYNES	714	-39.9%			222	-60.0%	187								1,808	1,123	-37.9%							1,808	1,123	-37.9%
5600	JOHN LEWIS NEWCASTLE	707	-24.3%	58	107.1%	280	-44.3%	70								1,465	1,115	-23.9%							1,515	1,115	-26.4%
5680	JOHN LEWIS NORWICH	482	6.6%	58	16.0%	142	-0.7%									645	682	5.7%							645	682	5.7%
5615	JOHN LEWIS NOTTINGHAM	735	-12.5%	64		519	-8.0%									1,482	1,318	-11.1%							1,482	1,318	-11.1%
5691	JOHN LEWIS OXFORD QUEEN STREET	386				69		49								504									504		
5675	JOHN LEWIS PETERBOROUGH	901	12.5%	95	-16.7%	305	-12.9%	92								1,265	1,393	10.1%							1,298	1,393	7.3%
5610	JOHN LEWIS READING	694	-3.2%	50		346	-40.1%	70								1,295	1,160	-10.4%							1,295	1,160	-10.4%
5605	JOHN LEWIS SHEFFIELD	291	-49.9%	50		318	18.7%	96								849	755	-11.1%							958	755	-21.2%
5701	JOHN LEWIS SOLIHULL	315	36.4%	50		495	243.8%	119								375	979	161.1%							375	979	161.1%
5640	JOHN LEWIS SOUTHAMPTON	957	-30.2%			556	-19.1%	278								2,116	1,791	-15.4%							2,116	1,791	-15.4%
5690	JOHN LEWIS WATFORD	705	-2.9%			399	-36.7%	140								1,406	1,244	-11.5%							1,406	1,244	-11.5%
5645	JOHN LEWIS WELWYN GARDEN	604	-18.5%	50		1,002	-2.2%	49								1,816	1,705	-6.1%							1,816	1,705	-6.1%
8322	JOHN LEWIS YORK	348	-39.2%			191	-48.8%	159								1,009	698	-30.8%							1,009	698	-30.8%
5813	JOHN LEWIS.COM MAGNA PARK	6,398	3.8%	1,193	73.9%	7,466	16.1%	2,055								13,280	17,112	28.9%	736	-15.9%					14,155	17,848	26.1%
5650	PETER JONES LONDON	569	-45.6%	45	-79.8%	278	-59.7%	47								1,958	939	-52.0%							1,958	939	-52.0%
	TOTAL	29,918	-7.8%	3,623	16.6%	28,039	11.7%	6,184								60,697	67,764	11.6%	1,365	-47.8%	222				63,312	69,351	9.5%
	TOTAL EXCLUDING NORTHERN IRELAND	29,918	-7.8%	3,623	16.6%	28,039	11.7%	6,184								60,697	67,764	11.6%	1,365	-47.8%	222				63,312	69,351	9.5%
	LIKE ON LIKE	29,532	-9.0%	3,623	16.6%	27,970	11.4%	6,135								60,697	67,260	10.8%	1,365	-47.8%	222				63,312	68,847	8.7%

CLARINS

FRAGRANCE GROUP

JOHN LEWIS GROUP

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2017/18 vs 2018/19 - FEBRUARY YTD

		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	%	
5813	JOHN LEWIS.COM MAGNA PARK	6,398	3.8%	1,193	73.9%	7,466	16.1%	2,055								13,280	17,112	28.9%	736	-15.9%					14,155	17,848	26.1%	
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TOTAL		29,918	-7.8%	3,623	16.6%	28,039	11.7%	6,184								60,697	67,764	11.6%	1,365	-47.8%	222					63,312	69,351	9.5%
TOTAL EXCLUDING NORTHERN IRELAND		29,918	-7.8%	3,623	16.6%	28,039	11.7%	6,184								60,697	67,764	11.6%	1,365	-47.8%	222					63,312	69,351	9.5%
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CLARINS
FRAGRANCE GROUP

	£	Vs 2016/17 (%)	MIX OF BUSINESS (%)
ANGEL	655,580	-0.5%	40.3%
ALIEN	639,184	8.7%	39.3%
AURA MUGLER	217,328		13.3%
LES EXCEPTIONS	-		0.0%
A*MEN	73,281	2.7%	4.5%
COLOGNE	-		0.0%
OTHER	104	-99.5%	0.0%
TOTAL - MUGLER	1,585,477	18.2%	
WANTED	31,055	-41.5%	1.9%
CHROME PURE	11,484		0.7%
TOTAL - CLARINS FRAGRANCE GROUP	1,628,016	16.8%	

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		ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A* MEN		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		CFG GRAND TOTAL			
ACC	STORE NAME	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	%	
5813	JOHN LEWIS.COM MAGNA PARK	160,586	20.2%	190,354	27.8%	98,938				27,509	32.7%			41	-99.4%	310,678	477,428	53.7%	14,801	9.2%	4,102		324,236	496,331	53.1%	
5620	JOHN LEWIS LONDON	61,749	-6.3%	65,189	6.9%	19,423				14,132	-0.3%			35	-98.7%	144,084	160,528	11.4%	6,757	-63.3%	4,949		162,518	172,234	6.0%	
5712	JOHN LEWIS LIVERPOOL	52,744	-24.9%	46,570	-10.8%	18,879				4,773	-30.0%					132,460	122,966	-7.2%	6,437	-33.0%	2,578		142,071	131,981	-7.1%	
5636	JOHN LEWIS CHEADLE	25,914	-11.5%	18,727	-6.9%	3,426				973	-44.0%					51,956	49,040	-5.6%					51,956	49,040	-5.6%	
5630	JOHN LEWIS BRENT CROSS	20,374	-18.2%	21,331	-7.5%	3,594				2,370	-38.1%					52,257	47,669	-8.8%	-24	-41.2%	-43		52,240	47,602	-8.9%	
5640	JOHN LEWIS SOUTHAMPTON	20,595	6.4%	19,833	7.6%	3,865				1,259	19.9%					39,500	45,552	15.3%					39,500	45,552	15.3%	
8321	JOHN LEWIS CAMBRIDGE	15,450	-13.0%	18,065	-4.1%	3,842				1,692	21.2%					37,988	39,049	2.8%					37,988	39,049	2.8%	
5707	JOHN LEWIS DARTFORD BLUEWATER	15,723	-0.3%	16,874	6.5%	4,763				771	-18.3%					33,177	38,131	14.9%	553	-71.2%			35,096	38,684	10.2%	
5645	JOHN LEWIS WELWYN GARDEN	19,117	-1.4%	14,376	-8.9%	2,657				1,167	62.3%					35,897	37,317	4.0%					35,858	37,317	4.1%	
5655	JOHN LEWIS MILTON KEYNES	16,565	2.4%	12,717	-1.8%	2,826				911	-46.2%					31,261	33,019	5.6%					31,257	33,019	5.6%	
5690	JOHN LEWIS WATFORD	14,898	10.0%	13,829	4.5%	1,726				980	11.9%					27,661	31,433	13.6%					27,661	31,433	13.6%	
5615	JOHN LEWIS NOTTINGHAM	17,383	7.2%	11,141	0.0%	1,330				1,372	19.3%			14	-96.0%	28,849	31,240	8.3%					28,849	31,240	8.3%	
5600	JOHN LEWIS NEWCASTLE	13,813	-10.3%	10,075	15.2%	4,036				834	-25.9%					25,618	28,758	12.3%	710	-65.4%			27,669	29,468	6.5%	
5610	JOHN LEWIS READING	14,968	-13.1%	11,224	-2.0%	2,508				565	-23.6%					29,667	29,265	-1.4%					29,667	29,265	-1.4%	
5814	JOHN LEWIS LONDON WESTFIELD, STRATFORD	10,904	-15.5%	13,352	7.4%	3,156				1,764	-1.0%					27,634	29,176	5.6%	59		-43		27,634	29,192	5.6%	
5675	JOHN LEWIS PETERBOROUGH	14,729	1.8%	10,424	-9.4%	2,070				1,461	26.5%					27,623	28,684	3.8%	28	184.8%			27,590	28,712	4.1%	
8322	JOHN LEWIS YORK	13,089	67.6%	9,164	21.3%	4,063				791	25.8%					16,411	27,107	65.2%					16,411	27,107	65.2%	
5812	JOHN LEWIS HIGH WYCOMBE	11,992	4.2%	11,872	10.9%	1,774				407	-43.2%					23,390	26,045	11.4%					23,390	26,045	11.4%	
5708	JOHN LEWIS GLASGOW	11,715	-0.3%	9,600	21.8%	3,066				646	-24.3%					20,483	25,027	22.2%					20,483	25,027	22.2%	
5700	JOHN LEWIS KINGSTON	12,689	-1.8%	8,896	-21.9%	2,557				602	-35.2%					25,623	24,744	-3.4%					25,623	24,744	-3.4%	
5716	JOHN LEWIS CARDIFF	10,830	6.8%	9,537	-1.5%	2,557				845	-5.3%					21,018	23,769	13.1%	456	-88.0%			24,817	24,225	-2.4%	
5670	JOHN LEWIS BRISTOL	10,838	10.8%	9,925	18.5%	2,168				577	-32.6%					19,308	23,508	21.8%					19,308	23,508	21.8%	
5709	JOHN LEWIS MANCHESTER TRAFFORD PARK	9,466	-2.2%	9,953	-6.7%	3,189				534	26.5%					20,766	23,142	11.4%					20,766	23,142	11.4%	
5605	JOHN LEWIS SHEFFIELD	10,629	-21.7%	8,210	5.5%	1,965				905	17.8%					22,125	21,709	-1.9%	686	-68.8%			24,323	22,395	-7.9%	
5701	JOHN LEWIS SOLIHULL	8,685	-19.7%	8,716	8.8%	3,196				926	21.7%					19,774	21,523	8.8%	-59				19,774	21,464	8.5%	
5650	PETER JONES LONDON	11,132	-14.7%	7,446	1.2%	1,574				1,021	-14.9%					21,903	21,173	-3.3%					21,903	21,173	-3.3%	
5817	JOHN LEWIS BIRMINGHAM	6,610	-16.1%	8,322	24.0%	2,369				418	-48.2%					15,612	17,719	13.5%					15,612	17,719	13.5%	
5635	JOHN LEWIS EDINBURGH	7,541	-16.7%	6,686	-9.1%	1,783				334	-66.1%					17,652	16,344	-7.4%					17,652	16,344	-7.4%	
5818	JOHN LEWIS LEEDS	6,128	144.9%	7,198	86.4%	2,157				196						6,363	15,679	146.4%	650	-61.1%			8,032	16,329	103.3%	
5713	JOHN LEWIS LEICESTER	6,523	-8.0%	7,233	-6.9%	1,728				475	56.8%					15,421	15,959	3.5%					15,421	15,959	3.5%	
5695	JOHN LEWIS ABERDEEN	5,697	-1.0%	5,362	14.2%	1,379				336	-22.0%					10,884	12,774	17.4%	23	163.9%			10,848	12,797	18.0%	
5680	JOHN LEWIS NORWICH	6,131	7.9%	4,050	-4.9%	1,875				327	19.3%					10,211	12,383	21.3%	-22				10,211	12,361	21.1%	
5819	JOHN LEWIS CHELMSFORD	4,040	19.5%	5,585	62.4%	1,599				126						7,091	11,350	60.1%			-59		7,091	11,291	59.2%	
5816	JOHN LEWIS EXETER	4,320	-8.8%	4,203	-17.5%	684				852	44.7%			14	-92.0%	10,594	10,073	-4.9%					10,594	10,073	-4.9%	
5691	JOHN LEWIS OXFORD QUEEN STREET	2,013		3,145		606				430						6,194								6,194		
TOTAL		655,580	-0.5%	639,184	8.7%	217,328				73,281	2.7%			104	-99.5%	1,340,939	1,585,477	18.2%	31,055	-41.5%	11,484		1,394,049	1,628,016	16.8%	
TOTAL EXCLUDING NORTHERN IRELAND		655,580	-0.5%	639,184	8.7%	217,328				73,281	2.7%			104	-99.5%	1,340,939	1,585,477	18.2%	31,055	-41.5%	11,484		1,394,049	1,628,016	16.8%	
LIKE ON LIKE		643,399	-1.5%	623,256	7.3%	212,966				72,529	1.7%			104	-99.5%	1,327,485	1,552,254	16.9%	30,405	-40.9%	11,543		1,378,926	1,594,202	15.6%	