

MORLEYS GROUP

FISCAL YEAR RETAIL SALES (FEBRUARY - JANUARY)

2017/18 vs 2018/19 - FEBRUARY YTD

CLARINS
FRAGRANCE GROUP

	£	Vs 2017/18 (%)	MIX OF BUSINESS (%)
ANGEL	2,203	-26.8%	30.5%
AMEN	123	-52.5%	1.7%
ALIEN	3,014	-14.5%	41.8%
AURA MUGLER	812		11.3%
LES EXCEPTIONS	-		0.0%
COLOGNE	-		0.0%
OTHERS	-		0.0%
TOTAL - MUGLER	6,152	-11.1%	
WANTED	619		8.6%
CHROME PURE	446		6.2%
AZZARO OTHERS	-		0.0%
TOTAL - CLARINS FRAGRANCE GROUP	7,217	4.3%	

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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	%
1923	CAMP HOPSON NEWBURY	99	-75.1%	6	-82.4%	137	-70.6%	37								915	279	-69.5%	75		54				915	408	-55.4%
3395	ELYS WIMBLEDON	343	5.2%	19	-32.1%	469	22.5%	126								751	957	27.4%	142		102				751	1,201	59.9%
6940	MORLEYS OF BRIXTON LTD LONDON	752	-17.5%	42	-46.8%	1,029	-3.7%	277								2,098	2,100	0.1%	85		61				2,098	2,246	7.1%
6944	MORLEYS BEXLEYHEATH	165		9		224		60									458		99		71					628	
7575	PEARSONS ENFIELD	468	-8.4%	26	-40.9%	641	7.0%	173								1,175	1,308	11.3%	82		59				1,175	1,449	23.3%
8222	ROOMES UPMINSTER	208	-15.8%	12	-42.9%	285	-1.7%	77								569	582	2.3%	12		9				569	603	6.0%
8740	JAMES SELBY LONDON	168	-72.6%	9	-83.0%	229	-68.2%	62								1,414	468	-66.9%	124		90				1,414	682	-51.8%
	TOTAL	2,203	-26.8%	123	-52.5%	3,014	-14.5%	812								6,922	6,152	-11.1%	619		446				6,922	7,217	4.3%
	TOTAL EXCLUDING NORTHERN IRELAND	2,203	-26.8%	123	-52.5%	3,014	-14.5%	812								6,922	6,152	-11.1%	619		446				6,922	7,217	4.3%
	LIKE ON LIKE	2,038	-32.2%	114	-56.0%	2,790	-20.9%	752								6,922	5,694	-17.7%	520		375				6,922	6,589	-4.8%

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		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	%
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FISCAL YEAR RETAIL SALES (FEBRUARY - JANUARY)

2016/17 vs 2017/18 - FULL YEAR

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	£	Vs 2016/17 (%)	MIX OF BUSINESS (%)
ANGEL	45,359	2.5%	35.9%
ALIEN	59,374	3.2%	47.0%
AURA MUGLER	12,077		9.6%
LES EXCEPTIONS	-		0.0%
A*MEN	2,897	-36.4%	2.3%
COLOGNE	77	-76.5%	0.1%
OTHER	264	-90.7%	0.2%
TOTAL - MUGLER	120,048	9.6%	
WANTED	4,068	774.8%	3.2%
CHROME PURE	2,129		1.7%
TOTAL - CLARINS FRAGRANCE GROUP	126,245	14.8%	

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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	%
1923	CAMP HOPSON NEWBURY	4,117	14.0%	5,391	14.5%	1,101				261	-30.4%	6	-76.0%	28	-88.3%	8,960	10,904	21.7%	194	977.8%	124		8,978	11,222	25.0%
3395	ELYS WIMBLEDON	5,910	6.9%	7,721	7.3%	1,551				381	-33.4%	10	-75.6%	32	-91.0%	13,695	15,605	13.9%	444	737.7%	222		13,748	16,271	18.4%
6940	MORLEYS OF BRIXTON LTD LONDON	11,158	-2.8%	14,529	-2.7%	2,812				728	-38.2%	22	-74.4%	82	-88.8%	28,407	29,331	3.3%	784	468.1%	502		28,545	30,617	7.3%
6944	MORLEYS BEXLEYHEATH	2,367		3,136		721				142		2				6,368			289		107		6,764		
7575	PEARSONS ENFIELD	12,311	-14.5%	16,154	-13.7%	3,359				780	-47.3%	18	-83.5%	58	-93.7%	35,626	32,680	-8.3%	1,475	793.9%	718		35,791	34,873	-2.6%
8222	ROOMES UPMINSTER	3,885	4.4%	5,088	5.2%	1,036				246	-35.6%	8	-69.2%	26	-89.1%	9,205	10,289	11.8%	326	695.1%	168		9,246	10,783	16.6%
8740	JAMES SELBY LONDON	5,611	2.0%	7,355	2.8%	1,497				359	-36.7%	11	-73.2%	38	-89.3%	13,619	14,871	9.2%	556	1012.0%	288		13,669	15,715	15.0%
TOTAL		45,359	2.5%	59,374	3.2%	12,077				2,897	-36.4%	77	-76.5%	264	-90.7%	109,512	120,048	9.6%	4,068	774.8%	2,129		109,977	126,245	14.8%
TOTAL EXCLUDING NORTHERN IRELAND		45,359	2.5%	59,374	3.2%	12,077				2,897	-36.4%	77	-76.5%	264	-90.7%	109,512	120,048	9.6%	4,068	774.8%	2,129		109,977	126,245	14.8%
LIKE ON LIKE		42,992	-2.8%	56,238	-2.3%	11,356				2,755	-39.5%	75	-77.1%	264	-90.7%	109,512	113,680	3.8%	3,779	712.7%	2,022		109,977	119,481	8.6%

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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	%
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1923	CAMP HOPSON NEWBURY	4,117	14.0%	5,391	14.5%	1,101				261	-30.4%	6	-76.0%	28	-88.3%	8,960	10,904	21.7%	194	977.8%	124		8,978	11,222	25.0%
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LIKE ON LIKE		42,992	-2.8%	56,238	-2.3%	11,356				2,755	-39.5%	75	-77.1%	264	-90.7%	109,512	113,680	3.8%	3,779	712.7%	2,022		109,977	119,481	8.6%