

DECEMBER 2014 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

SUMMARY

YEAR TO DATE - TRADE
2014 vs 2013

GROUP:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BOOTS	2,339,098	-6.6%	0	NA	3,249,573	31.6%	92,112	-7.3%	0	NA	85,012	14.6%	0	NA	0	NA	5,765,795	12.0%	(18,937)	NA	0	NA	(18,937)	NA	5,746,858	12.4%
DEBENHAMS	2,180,270	8.2%	(76)	NA	2,404,472	27.9%	190,511	NA	(3,551)	NA	232,545	45.4%	34,671	77.2%	0	NA	5,038,842	23.9%	65,458	-71.1%	18,793	34.2%	84,251	-64.9%	5,123,093	19.0%
FENWICK	158,274	-7.9%	0	NA	141,867	14.6%	7,256	-32.7%	0	NA	27,598	34.7%	2,440	36.6%	(1,168)	NA	336,267	2.3%	8,760	-45.3%	(162)	NA	8,598	-49.2%	344,865	-0.2%
HOUSE OF FRASER	439,970	-0.3%	(2,439)	NA	392,762	19.6%	28,315	-31.4%	0	NA	101,501	61.6%	15,269	16.0%	0	NA	975,378	10.1%	40,076	54.0%	757	-43.6%	40,833	49.2%	1,016,211	11.3%
INDEPENDENT	381,415	-2.6%	19,420	58.5%	444,039	34.9%	(18,182)	NA	14,104	-15.0%	130,972	22.8%	22,294	29.3%	12,036	4.3%	1,006,098	1.6%	(2,476)	NA	0	NA	(2,476)	NA	1,003,622	1.5%
JOHN LEWIS	405,718	-14.7%	0	NA	437,835	19.3%	20,627	-24.9%	0	NA	41,511	-12.0%	(116)	NA	0	NA	905,575	-1.5%	(5,700)	NA	(448)	NA	(6,148)	NA	899,427	-4.0%
SALON	64,848	-10.6%	0	NA	68,539	2.6%	2,633	-3.8%	1,066	NA	12,146	-25.4%	773	-27.8%	0	NA	150,005	-5.9%	2,187	-65.0%	0	NA	2,187	-64.7%	152,192	-8.1%
SELFRIDGES	125,726	11.5%	0	NA	151,598	16.1%	8,057	-11.6%	17,136	-25.0%	48,730	64.3%	5,492	6.5%	0	NA	356,739	15.1%	4,722	-79.3%	55	NA	4,777	-77.3%	361,516	9.2%
SWAROVSKI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	53,720	21.4%	146	-68.7%	53,866	20.4%	53,866	20.4%
THE FRAGRANCE SHOP	646,610	-13.0%	0	NA	1,331,335	26.9%	19,107	-46.0%	0	NA	78,592	51.8%	0	NA	0	NA	2,075,644	10.4%	4,930	NA	0	NA	4,930	NA	2,080,574	10.8%
THE PERFUME SHOP (Inc. Ireland)	2,157,032	-3.6%	0	NA	3,310,547	29.1%	107,468	-18.1%	0	NA	188,912	-9.3%	0	NA	0	NA	5,763,959	11.5%	116,576	27.8%	0	NA	116,576	27.8%	5,880,535	11.8%
TOTAL	8,898,961	-2.9%	16,905	-55.3%	11,932,567	28.2%	457,904	0.6%	28,755	-25.6%	947,519	21.9%	80,823	33.9%	10,868	-9.3%	22,374,302	12.7%	269,316	-36.9%	19,141	NA	288,457	-32.6%	22,662,759	11.7%
TOTAL SALES EXCLUDING NORTHERN IRELAND	8,858,791	-3.4%	16,905	-55.3%	11,884,791	27.7%	455,491	0.1%	28,755	-25.6%	944,932	21.6%	80,566	33.4%	10,868	-9.3%	22,281,099	12.2%	269,091	-36.9%	19,141	NA	288,232	-32.7%	22,569,331	11.3%
LIKE ON LIKE	8,791,962	-3.8%	16,905	-55.3%	11,807,423	27.2%	451,129	-0.9%	28,755	-25.6%	936,894	20.9%	79,740	33.6%	10,868	-9.3%	22,123,676	11.8%	230,030	-46.1%	19,088	NA	249,118	-41.8%	22,372,794	10.6%

YEAR TO DATE - RETAIL
2014 vs 2013

GROUP:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BOOTS	3,764,293	-2.6%	0	NA	5,377,105	35.4%	176,807	-8.2%	0	NA	128,666	-10.8%	0	NA	0	NA	9,446,871	15.6%	12,925	-88.5%	0	NA	12,925	-88.5%	9,459,796	14.2%
DEBENHAMS	3,596,445	-2.2%	0	NA	3,749,438	14.4%	308,397	-40.6%	258	(1)	350,270	-9.3%	49,383	42.0%	0	NA	8,054,191	2.0%	237,080	-66.3%	1,872	-12.6%	238,952	-66.1%	8,293,143	-3.6%
FENWICK	276,313	-5.6%	0	NA	218,662	8.2%	21,135	-26.2%	0	NA	41,008	6.8%	4,012	54.6%	0	NA	561,130	-0.6%	27,055	-33.2%	665	-8.9%	27,720	-32.7%	588,850	-2.8%
HOUSE OF FRASER	776,846	-8.1%	0	NA	656,275	10.5%	63,397	-45.5%	0	NA	169,768	12.8%	25,749	-0.4%	0	NA	1,692,035	-2.4%	69,701	-46.1%	998	-51.1%	70,699	-46.2%	1,762,734	-5.4%
INDEPENDENT	740,475	14.2%	23,107	44.8%	536,136	31.1%	118,741	10.4%	23,719	-49.0%	188,369	40.8%	20,467	25.3%	16,878	24.1%	1,667,892	19.9%	46,620	-46.3%	109	NA	46,729	-46.1%	1,714,621	16.0%
JOHN LEWIS	702,806	-6.6%	0	NA	696,198	19.2%	39,165	-29.8%	48	-80.7%	81,083	1.5%	314	-94.8%	0	NA	1,519,614	2.8%	9,209	-81.1%	403	109.9%	9,612	-80.3%	1,529,226	0.1%
SALON	130,372	-8.3%	0	NA	117,324	17.2%	10,257	-38.2%	0	NA	11,757	-22.4%	656	-55.6%	0	NA	270,366	-1.9%	11,731	-36.9%	0	NA	11,731	-36.9%	282,097	-4.1%
SELFRIDGES	218,544	-3.0%	0	NA	265,907	0.5%	17,395	-39.5%	30,782	-32.6%	83,107	-7.2%	9,605	-10.0%	0	NA	625,340	-5.9%	20,666	-51.3%	0	NA	20,666	-51.6%	646,006	-8.7%
SWAROVSKI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	103,624	-30.7%	4,742	-90.1%	108,366	-45.2%	108,366	-45.2%
THE FRAGRANCE SHOP	1,284,431	1.8%	171	-69.5%	2,223,575	28.8%	59,369	-14.3%	0	NA	144,292	2.9%	0	NA	0	NA	3,711,838	16.1%	35,695	-25.5%	0	NA	35,695	-25.5%	3,747,533	15.4%
THE PERFUME SHOP (Inc. Ireland)	4,187,754	2.2%	10	-100.0%	5,946,334	24.4%	214,507	-11.5%	0	NA	361,967	-3.2%	0	NA	0	NA	10,710,572	12.2%	255,842	48.6%	0	NA	255,842	48.6%	10,966,414	12.9%
TOTAL	15,678,279	-0.8%	23,288	-65.6%	19,786,954	24.4%	1,029,170	-25.2%	54,807	-42.0%	1,560,287	0.6%	110,186	12.7%	16,878	19.5%	38,259,849	9.6%	830,148	-46.5%	8,789	-83.6%	838,937	-47.7%	39,098,786	7.1%
TOTAL SALES EXCLUDING NORTHERN IRELAND	15,440,189	-2.3%	23,288	-65.6%	19,421,474	22.1%	1,013,724	-26.4%	54,807	-42.0%	1,549,987	-0.1%	109,836	12.4%	16,878	19.5%	37,630,183	7.8%	825,816	-46.8%	8,789	-83.6%	834,605	-48.0%	38,464,788	5.3%
LIKE ON LIKE	15,524,696	-1.5%	23,288	-65.5%	19,623,763	23.6%	1,019,750	-25.8%	54,807	-42.0%	1,549,399	0.1%	108,865	12.8%	16,878	19.5%	37,921,446	8.9%	825,200	-46.8%	8,789	-83.6%	833,989	-48.0%	38,755,435	6.4%

DECEMBER 2014

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

SUMMARY

MONTH - TRADE
2014 vs 2013

GROUP:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BOOTS	312,340	25.9%	0	NA	495,289	39.6%	21,840	-29.8%	0	NA	24,496	43.3%	0	NA	0	NA	853,965	31.1%	0	NA	0	NA	0	NA	853,965	31.1%
DEBENHAMS	287,805	63.4%	0	NA	408,637	72.8%	(6,349)	NA	0	NA	36,602	60.7%	2,353	9.7%	0	NA	729,048	62.0%	4,171	-94.3%	0	NA	4,171	-94.3%	733,219	40.3%
FENWICK	10,890	-37.7%	0	NA	14,163	4.7%	878	-48.2%	0	NA	4,467	35.8%	355	-19.5%	0	NA	30,753	-15.6%	582	-87.5%	0	NA	582	-89.2%	31,335	-25.1%
HARVEY NICHOLS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOUSE OF FRASER	41,887	162.8%	0	NA	44,137	284.0%	3,145	94.6%	0	NA	11,739	72.2%	1,219	115.4%	0	NA	102,127	180.3%	4,731	9.7%	31	-84.4%	4,762	5.6%	106,889	161.1%
INDEPENDENT	105,453	92.2%	3,918	33.5%	125,646	119.6%	15,230	-77.0%	1,362	NA	38,787	48.2%	3,010	1.2%	1,520	-33.2%	294,926	38.6%	(4,500)	NA	0	NA	(4,500)	NA	290,426	35.8%
JOHN LEWIS	70,760	34.7%	0	NA	103,842	51.2%	3,912	69.9%	0	NA	5,081	67.2%	0	NA	0	NA	183,595	45.1%	0	NA	0	NA	0	NA	183,595	44.1%
SALON	23,711	223.1%	0	NA	22,075	178.7%	794	NA	0	NA	3,962	89.3%	310	49.8%	0	NA	50,852	189.2%	355	522.8%	0	NA	355	522.8%	51,207	190.3%
SELFRIDGES	19,495	162.3%	0	NA	27,456	190.5%	2,526	52.8%	3,600	NA	7,891	420.2%	1,504	272.3%	0	NA	62,472	205.4%	774	58.9%	0	NA	774	58.9%	63,246	202.0%
SWAROVSKI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	38,848	391.4%	0	NA	38,848	391.4%	38,848	391.4%
THE FRAGRANCE SHOP	30,549	-37.6%	0	NA	138,124	88.6%	0	NA	0	NA	1,524	0.9%	0	NA	0	NA	170,197	35.7%	0	NA	0	NA	0	NA	170,197	35.7%
THE PERFUME SHOP (Inc. Ireland)	543,982	88.3%	0	NA	516,338	54.3%	11,768	39.7%	0	NA	28,081	21.3%	0	NA	0	NA	1,100,169	67.9%	74,424	5.5%	0	NA	74,424	5.5%	1,174,593	61.9%
TOTAL	1,446,872	57.7%	3,918	33.5%	1,895,707	62.4%	53,744	-57.8%	4,962	NA	162,630	51.3%	8,751	29.9%	1,520	-33.2%	3,578,104	53.4%	119,385	-26.6%	31	-96.7%	119,416	-27.0%	3,697,520	48.2%
TOTAL SALES EXCLUDING NORTHERN IRELAND	1,439,672	56.9%	3,918	33.5%	1,887,366	61.6%	53,289	-58.2%	4,962	NA	162,192	50.9%	8,751	29.9%	1,520	-33.2%	3,561,670	52.7%	119,346	-26.6%	31	-96.7%	119,377	-27.0%	3,681,047	47.5%
LIKE ON LIKE	1,430,428	56.3%	3,918	33.5%	1,875,365	60.9%	52,664	-58.6%	4,962	NA	161,426	50.4%	8,682	33.0%	1,520	-33.2%	3,538,965	52.1%	81,542	-49.8%	31	-96.7%	81,573	-50.1%	3,620,538	45.4%

MONTH - RETAIL
2014 vs 2013

GROUP:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BOOTS	1,408,247	-32.6%	0	NA	1,690,180	-7.8%	50,137	-14.9%	0	NA	34,481	-1.0%	0	NA	0	NA	3,183,045	-20.8%	365	-95.3%	0	NA	365	-95.3%	3,183,410	-20.9%
DEBENHAMS	1,067,200	-4.5%	0	NA	1,164,325	19.1%	72,382	-6.8%	0	NA	103,341	4.2%	10,815	30.5%	0	NA	2,418,063	6.0%	30,176	-74.7%	257	-70.5%	30,433	-74.6%	2,448,496	2.0%
FENWICK	62,065	-23.4%	0	NA	59,889	3.0%	4,545	-25.4%	0	NA	9,454	-6.4%	891	116.8%	0	NA	136,844	-12.2%	3,936	-50.8%	0	NA	3,936	-52.2%	140,780	-14.2%
HOUSE OF FRASER	197,897	-9.5%	0	NA	173,191	19.1%	13,466	-51.9%	0	NA	41,925	8.0%	4,606	-4.6%	0	NA	431,085	-1.1%	17,170	-8.2%	125	-71.5%	17,295	-9.6%	448,380	-1.4%
INDEPENDENT	176,667	-15.5%	4,702	33.5%	152,638	31.5%	12,809	-60.6%	480	0.0%	51,426	53.2%	3,938	26.1%	4,273	56.5%	406,933	1.5%	5,823	-66.3%	0	NA	5,823	-66.3%	412,756	-1.3%
JOHN LEWIS	192,174	-9.7%	0	NA	201,732	26.3%	9,855	-23.9%	0	NA	20,181	-2.9%	0	NA	0	NA	423,942	4.3%	31	-99.7%	0	NA	31	-99.7%	423,973	1.9%
SALON	32,362	8.9%	0	NA	30,894	24.1%	2,522	-35.0%	0	NA	2,996	-13.9%	176	1.7%	0	NA	68,950	10.9%	3,202	-29.0%	0	NA	3,202	-29.0%	72,152	8.2%
SELFRIDGES	46,479	-11.9%	0	NA	48,503	-2.5%	3,238	-27.3%	2,252	81.9%	14,357	118.7%	1,776	93.7%	0	NA	116,605	0.8%	2,523	-73.0%	0	NA	2,523	-73.0%	119,128	-4.7%
SWAROVSKI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	28,166	-34.7%	1,540	-18.8%	29,706	-34.0%	29,706	-34.0%
THE FRAGRANCE SHOP	407,219	-8.2%	0	NA	636,380	21.9%	8,452	-56.4%	0	NA	32,966	-3.5%	0	NA	0	NA	1,085,017	6.5%	6,950	-19.4%	0	NA	6,950	-19.4%	1,091,967	6.2%
THE PERFUME SHOP (Inc. Ireland)	1,495,203	3.1%	0	NA	2,321,796	28.9%	58,609	-27.3%	0	NA	94,622	-14.5%	0	NA	0	NA	3,970,230	15.3%	31,753	6.1%	0	NA	31,753	6.1%	4,001,983	15.2%
TOTAL	5,085,513	-13.9%	4,702	33.5%	6,479,528	13.9%	236,015	-27.3%	2,732	51.1%	405,749	3.5%	22,202	24.3%	4,273	46.4%	12,240,714	-0.8%	130,095	-52.9%	1,922	-44.3%	132,017	-52.8%	12,372,731	-1.9%
TOTAL SALES EXCLUDING NORTHERN IRELAND	4,940,021	-16.3%	4,702	33.5%	6,254,655	9.9%	227,109	-30.0%	2,732	51.1%	400,410	2.1%	22,001	23.2%	4,273	46.4%	11,855,903	-3.9%	127,828	-53.7%	1,922	-44.3%	129,750	-53.6%	11,985,653	-5.0%
LIKE ON LIKE	5,021,043	-14.7%	4,702	33.5%	6,401,712	12.8%	231,760	-28.4%	2,732	51.1%	400,752	2.5%	21,735	22.8%	4,273	46.4%	12,088,709	-1.8%	127,801	-53.6%	1,922	-44.3%	129,723	-53.5%	12,218,432	-2.9%

SUMMARY

DECEMBER 2014 YTD

CLARINS FRAGRANCE GROUP DISTRIBUTION

	<i>TOTAL TRADE</i>	<i>TOTAL RETAIL</i>	<i>NUMBER OF DOORS</i>	<i>% RETAIL BUSINESS</i>	<i>RANKING BUSINESS</i>
THE PERFUME SHOP (Inc. Ireland)	5,880,535	10,966,414	209	28.0%	1
DEBENHAMS	5,123,093	8,293,143	161	21.2%	3
BOOTS	5,746,858	9,459,796	301	24.2%	2
THE FRAGRANCE SHOP	2,080,574	3,747,533	119	9.6%	4
HOUSE OF FRASER	1,016,211	1,762,734	32	4.5%	5
INDEPENDENT	1,003,622	1,714,621	38	4.4%	6
JOHN LEWIS	899,427	1,529,226	30	3.9%	7
SELFRIDGES	361,516	646,006	4	1.7%	8
FENWICK	344,865	588,850	10	1.5%	9
SALON	152,192	282,097	15	0.7%	10
SWAROVSKI	53,866	108,366	62	0.3%	11
TOTAL	22,662,759	39,098,786	981		

TOTAL SALES EXCLUDING NORTHERN IRELAND	22,569,331	38,464,788	974		
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MIX OF BUSINESS

	TRADE	RETAIL
ANGEL	39.3%	40.1%
INNOCENT	0.1%	0.1%
ALIEN	52.7%	50.6%
WOMANITY	2.0%	2.6%
MIRROR MIRROR	0.1%	0.1%
AURA	1.2%	2.1%
AURA JEWEL	0.1%	0.0%
A*MEN	4.2%	4.0%
COLOGNE	0.4%	0.3%

SUMMARY

DECEMBER 2014 MTH

CLARINS FRAGRANCE GROUP DISTRIBUTION

	TOTAL TRADE	TOTAL RETAIL	NUMBER OF DOORS	% RETAIL BUSINESS	RANKING BUSINESS
BOOTS	853,965	3,183,410	301	25.7%	2
THE PERFUME SHOP (Inc. Ireland)	1,174,593	4,001,983	209	32.3%	1
DEBENHAMS	733,219	2,448,496	161	19.8%	3
THE FRAGRANCE SHOP	170,197	1,091,967	119	8.8%	4
HOUSE OF FRASER	106,889	448,380	32	3.6%	5
JOHN LEWIS	183,595	423,973	30	3.4%	6
INDEPENDENT	290,426	412,756	38	3.3%	7
SELFRIDGES	63,246	119,128	4	1.0%	9
FENWICK	31,335	140,780	10	1.1%	8
SALON	51,207	72,152	15	0.6%	10
SWAROVSKI	38,848	29,706	62	0.2%	11
TOTAL	3,697,520	12,372,731	981		
TOTAL SALES EXCLUDING NORTHERN IRELAND	3,681,047	11,985,653	974		

MIX OF BUSINESS

	TRADE	RETAIL
ANGEL	39.1%	41.1%
INNOCENT	0.1%	0.0%
ALIEN	51.3%	52.4%
WOMANITY	1.5%	1.9%
MIRROR MIRROR	0.1%	0.0%
AURA	3.2%	1.1%
AURA JEWEL	0.0%	0.0%
A*MEN	4.4%	3.3%
COLOGNE	0.2%	0.2%

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CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

BOOTS GROUP

YEAR TO DATE - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BOOTS GROUP	1,701,901	21.4%	0	NA	2,511,753	43.3%	87,879	-4.3%	0	NA	82,065	32.9%	0	NA	0	NA	4,383,598	32.4%	(18,913)	NA	0	NA	(18,913)	NA	4,364,685	31.7%
BOOTS GROUP NI	1,569	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,569	NA	0	NA	0	NA	0	NA	1,569	NA
BOOTS.COM NOTTINGHAM	39,891	-39.4%	0	NA	27,366	-60.0%	4,233	-44.6%	0	NA	2,947	-76.2%	0	NA	0	NA	74,437	-51.8%	0	NA	0	NA	0	NA	74,437	-51.8%
BOOTS HEAD OFFICE ACCOUNT	(190,076)	NA	0	NA	(19,296)	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(209,372)	NA	(24)	NA	0	NA	(24)	NA	(209,396)	NA
BOOTS WAREHOUSE DELIVERIES	785,813	-27.9%	0	NA	729,750	12.0%	0	NA	0	NA	0	NA	0	NA	0	NA	1,515,563	-13.0%	0	NA	0	NA	0	NA	1,515,563	-13.0%
TOTAL	2,339,098	-6.6%	0	NA	3,249,573	31.6%	92,112	-7.3%	0	NA	85,012	14.6%	0	NA	0	NA	5,765,795	12.0%	(18,937)	NA	0	NA	(18,937)	NA	5,746,858	12.4%
TOTAL EXCLUDING NORTHERN IRELAND	2,337,529	-6.7%	0	NA	3,249,573	31.6%	92,112	-7.3%	0	NA	85,012	14.6%	0	NA	0	NA	5,764,226	12.0%	(18,937)	NA	0	NA	(18,937)	NA	5,745,289	12.4%
LIKE ON LIKE	2,339,098	-6.6%	0	NA	3,249,573	31.6%	92,112	-7.3%	0	NA	85,012	14.6%	0	NA	0	NA	5,765,795	12.0%	(18,937)	NA	0	NA	(18,937)	NA	5,746,858	12.4%

YEAR TO DATE - RETAIL
2013 vs 2012

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BOOTS GROUP	3,291,336	NA	0	NA	4,396,830	NA	152,180	NA	0	NA	94,519	NA	0	NA	0	NA	7,934,865	NA	8,244	NA	0	NA	8,244	NA	7,943,109	NA
BOOTS GROUP NI	59,359	1.8%	0	-69.5%	69,818	28.8%	2,217	-14.3%	0	NA	1,423	2.9%	0	NA	0	NA	132,817	16.1%	212	-25.5%	0	NA	212	-25.5%	133,029	15.4%
BOOTS.COM NOTTINGHAM	413,598	3.3%	0	NA	910,457	87.7%	22,410	50.7%	0	NA	32,724	14.0%	0	NA	0	NA	1,379,189	48.4%	4,469	-62.9%	0	NA	4,469	-62.9%	1,383,658	47.0%
BOOTS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BOOTS WAREHOUSE DELIVERIES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	3,764,293	-2.6%	0	NA	5,377,105	35.4%	176,807	-8.2%	0	NA	128,666	-10.8%	0	NA	0	NA	9,446,871	15.6%	12,925	-88.5%	0	NA	12,925	-88.5%	9,459,796	14.2%
TOTAL EXCLUDING NORTHERN IRELAND	3,704,934	-4.1%	0	NA	5,307,287	33.7%	174,590	-9.3%	0	NA	127,243	-11.8%	0	NA	0	NA	9,314,054	14.0%	12,713	-88.7%	0	NA	12,713	-88.7%	9,326,767	12.6%
LIKE ON LIKE	3,764,293	-2.6%	0	NA	5,377,105	35.4%	176,807	-8.2%	0	NA	128,666	-10.8%	0	NA	0	NA	9,446,871	15.6%	12,925	-88.5%	0	NA	12,925	-88.5%	9,459,796	14.2%

NUMBER OF DOORS 301

NUMBER OF DOORS EXCLUDING NORTHERN IRELAND 298

DECEMBER 2014

CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

BOOTS GROUP

MONTH - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BOOTS GROUP	306,942	60.9%	0	NA	495,289	59.0%	21,840	-23.5%	0	NA	24,496	52.3%	0	NA	0	NA	848,567	55.1%	0	NA	0	NA	0	NA	848,567	55.1%
BOOTS GROUP NI	523	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	523	NA	0	NA	0	NA	0	NA	523	NA
BOOTS.COM NOTTINGHAM	4,875	-64.8%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,875	-85.0%	0	NA	0	NA	0	NA	4,875	-85.0%
BOOTS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BOOTS WAREHOUSE DELIVERIES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	312,340	25.9%	0	NA	495,289	39.6%	21,840	-29.8%	0	NA	24,496	43.3%	0	NA	0	NA	853,965	31.1%	0	NA	0	NA	0	NA	853,965	31.1%
TOTAL EXCLUDING NORTHERN IRELAND	311,817	25.7%	0	NA	495,289	39.6%	21,840	-29.8%	0	NA	24,496	43.3%	0	NA	0	NA	853,442	31.1%	0	NA	0	NA	0	NA	853,442	31.1%
LIKE ON LIKE	312,340	25.9%	0	NA	495,289	39.6%	21,840	-29.8%	0	NA	24,496	43.3%	0	NA	0	NA	853,965	31.1%	0	NA	0	NA	0	NA	853,965	31.1%

MONTH - RETAIL
2013 vs 2012

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BOOTS GROUP	1,236,902	-33.5%	0	NA	1,363,014	-14.2%	42,894	-20.1%	0	NA	24,289	-1.0%	0	NA	0	NA	2,667,099	-24.4%	211	-92.3%	0	NA	211	-92.3%	2,667,310	-24.4%
BOOTS GROUP NI	34,500	NA	0	NA	31,702	NA	990	NA	0	NA	538	NA	0	NA	0	NA	67,730	NA	154	NA	0	NA	154	NA	67,884	NA
BOOTS.COM NOTTINGHAM	136,845	-39.9%	0	NA	295,464	20.1%	6,253	19.4%	0	NA	9,654	-6.0%	0	NA	0	NA	448,216	-8.4%	0	NA	0	NA	0	NA	448,216	-9.3%
BOOTS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BOOTS WAREHOUSE DELIVERIES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	1,408,247	-32.6%	0	NA	1,690,180	-7.8%	50,137	-14.9%	0	NA	34,481	-1.0%	0	NA	0	NA	3,183,045	-20.8%	365	-95.3%	0	NA	365	-95.3%	3,183,410	-20.9%
TOTAL EXCLUDING NORTHERN IRELAND	1,373,747	-34.2%	0	NA	1,658,478	-9.6%	49,147	-16.6%	0	NA	33,943	-2.5%	0	NA	0	NA	3,115,315	-22.4%	211	-97.3%	0	NA	211	-97.3%	3,115,526	-22.6%
LIKE ON LIKE	1,408,247	-32.6%	0	NA	1,690,180	-7.8%	50,137	-14.9%	0	NA	34,481	-1.0%	0	NA	0	NA	3,183,045	-20.8%	365	-95.3%	0	NA	365	-95.3%	3,183,410	-20.9%

NUMBER OF DOORS 301

NUMBER OF DOORS EXCLUDING NORTHERN IRELAND 298

DECEMBER 2014 YTD

CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

DEBENHAMS GROUP

YEAR TO DATE - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BROWNS CHESTER	31,459	0.6%	0	NA	33,101	11.8%	5,430	37.2%	0	NA	3,960	74.5%	499	50.8%	0	NA	74,489	10.5%	1,352	-78.7%	289	NA	1,641	-74.0%	76,130	3.2%
DEBENHAMS ABERDEEN	21,139	-2.8%	0	NA	25,905	35.8%	2,435	23.1%	0	NA	2,884	106.0%	257	202.4%	0	NA	52,620	18.8%	1,934	-52.7%	343	36.1%	2,277	-47.5%	54,897	12.9%
DEBENHAMS ASHFORD	5,603	-11.0%	0	NA	6,305	12.2%	734	-21.6%	0	NA	424	-26.1%	68	33.3%	0	NA	13,134	-2.5%	486	-63.2%	53	-36.9%	539	-61.6%	13,673	-8.1%
DEBENHAMS AYR	14,492	-3.6%	0	NA	13,331	12.2%	895	-17.9%	0	NA	1,273	78.3%	85	66.7%	0	NA	30,076	4.5%	822	-47.4%	80	-4.8%	902	-45.2%	30,978	1.8%
DEBENHAMS BALLYMENA	1,916	NA	0	NA	2,692	NA	173	NA	0	NA	0	NA	0	NA	0	NA	4,781	NA	0	NA	0	NA	0	NA	4,781	NA
DEBENHAMS BANBURY	9,705	-3.7%	0	NA	7,923	19.4%	509	-8.6%	0	NA	625	17.0%	0	NA	0	NA	18,762	4.5%	0	NA	0	NA	0	NA	18,762	-0.4%
DEBENHAMS BANGOR	8,054	12.5%	0	NA	13,394	45.2%	1,140	7.9%	0	NA	306	21.9%	51	50.0%	0	NA	22,945	29.5%	478	-44.8%	80	-4.8%	558	-41.3%	23,503	25.9%
DEBENHAMS BARROW	10,189	4.7%	0	NA	11,839	51.0%	1,107	46.6%	0	NA	444	6.5%	102	100.0%	0	NA	23,681	26.0%	0	NA	0	NA	0	NA	23,681	16.3%
DEBENHAMS BASILDON	25,644	7.3%	0	NA	25,440	19.9%	3,940	97.0%	0	NA	2,750	21.9%	360	605.9%	0	NA	58,134	17.6%	1,874	-73.1%	343	NA	2,217	-68.3%	60,351	7.0%
DEBENHAMS BASINGSTOKE	11,090	18.2%	0	NA	12,033	52.9%	810	55.2%	0	NA	829	44.4%	240	182.4%	0	NA	25,002	35.6%	357	-78.0%	27	-67.9%	384	-77.5%	25,386	26.0%
DEBENHAMS BATH	6,884	-2.9%	0	NA	6,177	-1.8%	1,018	-1.3%	0	NA	594	-3.1%	239	602.9%	0	NA	14,912	-0.9%	474	-41.1%	80	-52.4%	554	-43.1%	15,466	-3.5%
DEBENHAMS BEDFORD	9,609	-5.2%	0	NA	9,886	30.5%	675	18.2%	0	NA	468	24.5%	51	-57.5%	0	NA	20,689	10.2%	0	NA	0	NA	0	NA	20,689	4.7%
DEBENHAMS BELFAST	17,250	NA	0	NA	22,277	NA	1,100	NA	0	NA	1,693	NA	155	NA	0	NA	42,475	NA	168	NA	0	NA	168	NA	42,643	NA
DEBENHAMS BIRMINGHAM	48,268	-11.1%	0	NA	62,506	20.5%	8,316	-3.0%	0	NA	10,746	61.2%	1,067	18.4%	0	NA	130,903	7.0%	3,685	-71.2%	1,071	NA	4,756	-62.8%	135,659	0.4%
DEBENHAMS BLACKBURN	12,292	-6.5%	0	NA	17,183	44.1%	1,231	-29.4%	0	NA	836	37.5%	189	270.0%	0	NA	31,731	15.5%	570	-73.2%	53	-68.5%	623	-72.9%	32,354	8.7%
DEBENHAMS BLACKPOOL	10,420	-4.9%	0	NA	12,130	16.1%	544	-52.2%	0	NA	670	6.5%	138	102.9%	0	NA	23,902	2.4%	0	NA	0	NA	0	NA	23,902	-3.6%
DEBENHAMS BOLTON	12,962	4.4%	0	NA	9,663	24.0%	1,044	-24.4%	0	NA	617	-21.9%	171	235.3%	0	NA	24,457	9.0%	155	-93.4%	0	NA	155	-93.6%	24,612	-1.0%
DEBENHAMS BOREHAMWOOD (OPENED 30/10/14)	3,691	NA	0	NA	4,216	NA	281	NA	0	NA	610	NA	121	NA	0	NA	8,919	NA	0	NA	0	NA	0	NA	8,919	NA
DEBENHAMS BOURNEMOUTH	9,160	-14.9%	0	NA	12,344	42.8%	509	-54.1%	0	NA	835	16.1%	223	118.6%	0	NA	23,071	8.1%	731	-63.2%	80	-4.8%	811	-60.9%	23,882	2.0%
DEBENHAMS BRIGHTON	21,139	-5.7%	0	NA	21,172	-3.1%	1,886	-5.3%	0	NA	2,865	-15.9%	497	70.2%	0	NA	47,559	-4.8%	1,442	-67.4%	289	398.3%	1,731	-61.4%	49,290	-9.5%
DEBENHAMS BRISTOL	8,555	1.7%	0	NA	8,721	29.1%	966	14.5%	0	NA	696	-4.7%	154	202.0%	0	NA	19,092	13.7%	716	-58.9%	80	-4.8%	796	-56.4%	19,888	6.8%
DEBENHAMS BROMLEY	15,216	23.3%	0	NA	12,036	41.8%	1,027	4.3%	0	NA	1,291	5.7%	275	78.6%	0	NA	29,845	28.7%	784	-65.9%	53	-36.9%	837	-64.9%	30,682	20.0%
DEBENHAMS BURY	15,163	-8.2%	0	NA	17,697	28.6%	1,102	-11.1%	0	NA	744	10.2%	120	76.5%	0	NA	34,826	8.0%	917	-33.6%	80	-43.3%	997	-34.5%	35,823	6.1%
DEBENHAMS BURY ST EDMUNDS	13,265	4.8%	0	NA	13,531	68.5%	1,199	38.3%	0	NA	746	10.8%	102	-15.0%	0	NA	28,843	29.1%	0	NA	0	NA	0	NA	28,843	19.5%
DEBENHAMS CAMBRIDGE	15,330	-10.5%	0	NA	16,124	26.8%	1,045	-20.3%	0	NA	1,888	62.6%	240	41.2%	0	NA	34,627	6.6%	1,021	-70.0%	343	NA	1,364	-60.0%	35,991	0.3%
DEBENHAMS CANTERBURY	5,756	-11.9%	0	NA	6,250	65.6%	301	-21.6%	0	NA	673	54.7%	0	NA	0	NA	12,980	16.6%	196	-80.3%	0	NA	196	-83.1%	13,176	7.2%
DEBENHAMS CARDIFF	36,661	9.0%	0	NA	36,728	37.9%	3,268	18.2%	(564)	NA	4,934	166.4%	841	131.0%	0	NA	81,868	25.5%	1,310	-83.5%	377	598.1%	1,687	-78.9%	83,555	14.1%
DEBENHAMS CARLISLE	9,681	-11.2%	0	NA	12,038	27.5%	821	-22.5%	0	NA	695	98.0%	68	100.0%	0	NA	23,303	7.0%	165	-90.9%	0	NA	165	-91.7%	23,468	-1.3%
DEBENHAMS CARMARTHEN	6,634	15.3%	0	NA	8,721	38.7%	377	9.6%	0	NA	372	-24.8%	34	-33.3%	0	NA	16,138	24.8%	73	-94.3%	0	NA	73	-95.0%	16,211	12.8%
DEBENHAMS CHATHAM	8,012	-14.4%	0	NA	7,639	35.7%	303	-47.9%	0	NA	634	-25.8%	34	NA	0	NA	16,622	1.2%	470	-51.8%	53	-68.5%	523	-54.3%	17,145	-2.4%
DEBENHAMS CHELMSFORD	19,762	13.6%	0	NA	16,060	-4.6%	1,539	22.9%	0	NA	1,402	25.2%	240	133.0%	0	NA	39,003	6.3%	691	-71.3%	80	-52.4%	771	-70.0%	39,774	1.3%
DEBENHAMS CHELTENHAM	4,649	32.2%	0	NA	4,044	53.5%	354	70.2%	0	NA	92	-53.3%	0	NA	0	NA	9,139	39.4%	0	NA	0	NA	0	NA	9,139	17.5%
DEBENHAMS CHESTERFIELD	7,435	21.0%	0	NA	9,219	72.4%	864	-11.3%	0	NA	464	123.1%	0	NA	0	NA	17,982	41.9%	0	NA	0	NA	0	NA	17,982	30.7%
DEBENHAMS CLAPHAM	10,479	8.5%	0	NA	8,128	50.6%	1,061	-2.6%	0	NA	1,759	14.7%	189	9.9%	0	NA	21,616	21.1%	276	-77.1%	27	-67.9%	303	-76.5%	21,919	14.5%
DEBENHAMS COLCHESTER	21,609	-7.7%	0	NA	26,670	25.3%	937	-50.1%	0	NA	2,846	41.0%	206	102.0%	0	NA	52,268	7.3%	1,348	-62.6%	427	154.2%	1,775	-52.9%	54,043	3.0%
DEBENHAMS COVENTRY	10,744	-10.8%	0	NA	12,287	22.2%	1,364	26.3%	0	NA	954	0.8%	257	68.0%	0	NA	25,606	5.5%	122	-93.7%	0	NA	122	-94.1%	25,728	-2.2%
DEBENHAMS CRAIGAVON	7,097	NA	0	NA	7,799	NA	509	NA	0	NA	382	NA	34	NA	0	NA	15,821	NA	0	NA	0	NA	0	NA	15,821	NA
DEBENHAMS CRAWLEY	6,724	20.1%	0	NA	6,317	34.8%	315	-46.2%	0	NA	438	23.4%	102	18.6%	0	NA	13,896	22.8%	881	-67.5%	80	-52.4%	961	-66.7%	14,857	4.7%
DEBENHAMS CROYDON	13,487	-16.6%	0	NA	11,216	73.4%	438	-37.7%	0	NA	2,031	-11.9%	308	49.5%	0	NA	27,480	6.3%	0	NA	0	NA	0	NA	27,480	-0.6%
DEBENHAMS DERBY	11,901	11.6%	0	NA	11,601	26.5%	1,175	-11.7%	0	NA	734	36.9%	292	145.4%	0	NA	25,703	17.8%	312	-85.4%	0	NA	312	-85.9%	26,015	8.3%
DEBENHAMS DOONCASTER	17,855	0.7%	0	NA	20,544	64.7%	1,122	23.0%	0	NA	1,072	11.6%	136	97.1%	0	NA	40,729	26.7%	146	-92.6%	0	NA	146	-92.9%	40,875	19.5%
DEBENHAMS DUDLEY MERRYHILL	36,303	26.7%	0	NA	46,083	54.9%	4,349	22.1%	0	NA	4,486	89.8%	481	58.7%	0	NA	91,702	41.9%	1,305	-73.9%	480	742.1%	1,785	-64.7%	93,487	34.2%
DEBENHAMS DUMFRIES	5,257	62.9%	0	NA	3,845	-11.4%	357	75.9%	0	NA	201	-30.4%	0	NA	0	NA	9,660	19.9%	441	-76.3%	107	27.4%	548	-71.9%	10,208	2.0%
DEBENHAMS DUNDEE	20,462	-4.1%	0	NA	22,222	28.1%	2,193	36.2%	0	NA	2,242	55.9%	257	87.6%	0	NA	47,376	13.1%	1,385	-63.3%	263	NA	1,648	-56.3%	49,024	7.4%
DEBENHAMS DUNFIRMLINE	8,924	26.5%	0	NA	7,654	29.8%	1,067	2.5%	0	NA	394	-34.9%	85	NA	0	NA	18,124	24.2%	529	-64.2%	27	-83.9%	556	-66.2%	18,680	15.0%
DEBENHAMS EAST KILBRIDE	13,457	-2.7%	0	NA	10,144	26.0%	731	-39.0%	0	NA	757	-18.0%	85	66.7%	0	NA	25,174	4.6%	1,100	-54.5%	133	58.3%	1,233	-50.7%	26,407	-0.6%
DEBENHAMS EASTBOURNE	6,084	82.6%	0	NA	4,680	7.3%	664	-23.2%	0	NA	563	63.2%	154	202.0%	0	NA	12,145	35.7%	0	NA	0	NA	0	NA	12,145	22.5%
DEBENHAMS EDINBURGH	7,923	27.2%	0	NA	7,024	64.7%	556	162.3%	0	NA	576	8.5%	119	40.0%	0	NA	16,198	43.1%	431	-69.4%	0	NA	431	-71.2%	16,629	28.8%
DEBENHAMS EDINBURGH LEITH	6,144	-6.7%	0	NA	4,940	0.6%	995	11.8%	0	NA	593	5.7%	51	-40.0%	0	NA	12,723	-1.0%	165	-88.8%	0	NA	165	-89.4%	12,888	-10.5%
DEBENHAMS ELESMEERE PORT (OPENED 16/07/14)	6,622	NA	0	NA	9,891	NA	556	NA	0	NA	733	NA	155	NA	0	NA	17,957	NA	0	NA	0	NA	0	NA	17,957	NA
DEBENHAMS ELTHAM	8,093	3.5%	0	NA	7,229	86.7%	401	88.3%	0	NA	537	31.6%	120	NA	0	NA	16,380	33.1%	(24)	NA	0	NA	(24)	NA	16,356	13.1%
DEBENHAMS EXETER	9,737	31.7%																								

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YEAR TO DATE - TRADE
2014 vs 2013

STORE:	ANGEL			INNOCENT			ALIEN			WOMANITY			MIRROR			A'M'EN			COLOGNE			MINIATURES			TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
DEBENHAMS FARNBOROUGH	4,774	1.1%	0	NA	5,535	60.6%	226	201.3%	0	NA	172	23.7%	0	NA	0	NA	0	NA	10,707	27.7%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	10,707	12.2%
DEBENHAMS FOLKSTONE	9,530	1.2%	0	NA	8,878	71.7%	465	NA	0	NA	740	33.6%	136	NA	0	NA	0	NA	19,749	31.5%	242	-73.7%	0	NA	0	NA	242	-75.9%	19,991	24.8%	19,991	24.8%		
DEBENHAMS GATESHEAD METROCENTRE	35,056	-19.8%	0	NA	56,024	17.4%	6,410	12.0%	0	NA	4,391	60.7%	689	91.4%	0	NA	0	NA	102,570	2.4%	2,932	-75.0%	653	970.5%	0	NA	3,585	-69.6%	106,155	-5.2%	106,155	-5.2%		
DEBENHAMS GLASGOW	47,744	21.7%	0	NA	44,374	42.5%	6,095	-1.2%	0	NA	5,787	93.7%	895	86.8%	0	NA	0	NA	104,895	31.1%	3,303	-76.0%	831	NA	0	NA	4,134	-70.1%	109,029	16.2%	109,029	16.2%		
DEBENHAMS GLASGOW POLLOCK	31,514	16.5%	0	NA	30,288	42.6%	3,603	7.7%	0	NA	3,668	57.4%	463	58.0%	0	NA	0	NA	69,536	28.1%	2,895	-70.3%	732	NA	0	NA	3,627	-62.8%	73,163	14.3%	73,163	14.3%		
DEBENHAMS GLOUCESTER	9,717	-4.5%	0	NA	9,075	57.1%	791	-23.7%	0	NA	485	140.1%	155	127.9%	0	NA	0	NA	20,223	17.2%	406	-69.8%	0	NA	0	NA	406	-71.6%	20,629	10.4%	20,629	10.4%		
DEBENHAMS GRAVESEND	9,593	8.9%	0	NA	8,473	38.6%	1,068	31.9%	0	NA	858	453.5%	51	NA	0	NA	0	NA	20,043	26.2%	0	NA	0	NA	0	NA	0	NA	20,043	18.8%	20,043	18.8%		
DEBENHAMS GREAT YARMOUTH	8,291	34.8%	0	NA	6,137	46.7%	408	13.6%	0	NA	434	258.7%	0	NA	0	NA	0	NA	15,270	41.2%	48	-94.8%	0	NA	0	NA	48	-95.6%	15,318	28.6%	15,318	28.6%		
DEBENHAMS GUILDFORD	6,847	13.2%	0	NA	6,933	42.2%	223	-52.8%	0	NA	495	330.4%	102	NA	0	NA	0	NA	14,600	26.8%	373	-78.9%	27	-83.9%	0	NA	400	-79.3%	15,000	11.6%	15,000	11.6%		
DEBENHAMS HARROGATE	9,429	-6.3%	0	NA	5,106	2.6%	675	31.1%	0	NA	482	-8.4%	85	25.0%	0	NA	0	NA	15,777	-2.3%	364	-61.4%	27	-67.9%	0	NA	391	-62.0%	16,168	-5.9%	16,168	-5.9%		
DEBENHAMS HARROW	9,343	6.7%	0	NA	10,184	-1.0%	1,620	-5.7%	0	NA	1,870	80.0%	224	339.2%	0	NA	0	NA	23,241	6.4%	585	-77.5%	80	-4.8%	0	NA	665	-75.2%	23,906	-2.6%	23,906	-2.6%		
DEBENHAMS HASTINGS	4,781	-2.0%	0	NA	5,337	5.6%	210	48.9%	0	NA	365	7.7%	0	NA	0	NA	0	NA	10,693	2.7%	0	NA	0	NA	0	NA	0	NA	10,693	-8.3%	10,693	-8.3%		
DEBENHAMS HAVERFORDWEST (OPENED 02/10/13)	4,035	8.4%	0	NA	3,803	14.6%	49	-50.5%	0	NA	458	31.6%	0	NA	0	NA	0	NA	8,345	10.4%	0	NA	0	NA	0	NA	0	NA	8,345	9.7%	8,345	9.7%		
DEBENHAMS HEAD OFFICE ACCOUNT	(24,283)	NA	0	NA	(5,172)	NA	(38,855)	NA	0	NA	(970)	NA	0	NA	0	NA	0	NA	(69,280)	NA	(39,885)	NA	(1,547)	NA	0	NA	(41,432)	NA	(110,712)	NA	(110,712)	NA		
DEBENHAMS HEMEL HEMPSTEAD	6,232	-15.1%	0	NA	9,299	74.2%	804	71.1%	0	NA	799	74.1%	86	NA	0	NA	0	NA	17,220	26.5%	930	-8.9%	107	27.4%	0	NA	1,037	-6.2%	18,257	24.1%	18,257	24.1%		
DEBENHAMS HEREFORD (OPENED 11/02/14)	5,014	NA	0	NA	7,959	NA	342	NA	0	NA	652	NA	138	NA	0	NA	0	NA	14,105	NA	0	NA	0	NA	0	NA	0	NA	14,105	NA	14,105	NA		
DEBENHAMS HOUNSLOW	2,856	14.1%	0	NA	2,296	-20.4%	941	36.6%	0	NA	347	11.9%	0	NA	0	NA	0	NA	6,440	0.9%	92	-89.1%	0	NA	0	NA	92	-90.9%	6,532	-11.7%	6,532	-11.7%		
DEBENHAMS HULL	18,775	16.2%	0	NA	19,114	34.7%	1,297	-26.1%	0	NA	1,076	4.7%	155	811.8%	0	NA	0	NA	40,417	21.9%	431	-71.4%	0	NA	0	NA	431	-72.9%	40,848	17.6%	40,848	17.6%		
DEBENHAMS SCUNTHORPE (OPENED 21/08/14)	3,824	NA	0	NA	5,188	NA	532	NA	0	NA	482	NA	69	NA	0	NA	0	NA	10,095	NA	0	NA	0	NA	0	NA	0	NA	10,095	NA	10,095	NA		
DEBENHAMS ILFORD	8,966	-17.2%	(14)	NA	7,111	10.9%	1,579	12.2%	0	NA	1,097	10.7%	205	302.0%	0	NA	0	NA	18,944	-3.8%	975	-69.3%	133	58.3%	0	NA	1,108	-66.0%	20,052	-12.6%	20,052	-12.6%		
DEBENHAMS INVERNESS	10,321	14.9%	0	NA	8,990	80.1%	676	-28.7%	0	NA	422	-2.1%	119	16.7%	0	NA	0	NA	20,528	32.8%	719	-73.7%	53	-36.9%	0	NA	772	-72.6%	21,300	16.6%	21,300	16.6%		
DEBENHAMS IPSWICH	16,866	12.0%	0	NA	17,238	40.3%	1,424	13.5%	0	NA	1,685	104.5%	171	0.0%	0	NA	0	NA	37,384	26.3%	535	-77.4%	80	-52.4%	0	NA	615	-75.7%	37,999	18.3%	37,999	18.3%		
DEBENHAMS KINGS LYNN	6,998	35.5%	0	NA	6,374	71.6%	484	-4.7%	0	NA	514	133.6%	85	NA	0	NA	0	NA	14,455	50.4%	0	NA	0	NA	0	NA	0	NA	14,455	32.6%	14,455	32.6%		
DEBENHAMS LEAMINGTON SPA (OPENED 19/09/13)	2,291	-56.4%	0	NA	3,249	-41.6%	167	-27.4%	0	NA	354	-15.5%	68	-1.4%	0	NA	0	NA	6,129	-46.9%	276	463.3%	0	NA	0	NA	276	463.3%	6,405	-44.7%	6,405	-44.7%		
DEBENHAMS LEEDS BRIGGATE	26,064	-18.6%	0	NA	34,523	19.8%	3,431	13.2%	0	NA	4,328	100.4%	411	84.3%	0	NA	0	NA	68,757	3.8%	1,029	-78.2%	343	NA	0	NA	1,372	-70.9%	70,129	-1.2%	70,129	-1.2%		
DEBENHAMS LEEDS WHITE ROSE	39,022	-8.1%	(23)	NA	48,843	23.6%	4,339	14.0%	0	NA	4,275	41.0%	378	4.7%	0	NA	0	NA	96,834	8.6%	2,042	-70.5%	343	198.3%	0	NA	2,385	-66.2%	99,219	3.1%	99,219	3.1%		
DEBENHAMS LEICESTER	9,584	45.6%	0	NA	13,219	49.1%	487	-43.5%	0	NA	870	-4.7%	171	0.0%	0	NA	0	NA	24,331	39.9%	327	-70.3%	0	NA	0	NA	327	-72.4%	24,658	32.7%	24,658	32.7%		
DEBENHAMS LICHFIELD (OPENED 07/05/13)	9,149	13.2%	0	NA	11,895	38.7%	742	20.5%	0	NA	379	-29.2%	189	-14.9%	0	NA	0	NA	23,354	24.0%	534	206.4%	53	NA	0	NA	577	237.4%	22,931	26.0%	22,931	26.0%		
DEBENHAMS LINCOLN	16,076	-7.5%	0	NA	12,293	8.1%	852	-20.9%	0	NA	824	-20.3%	121	1.7%	0	NA	0	NA	30,166	-2.6%	327	-79.8%	0	NA	0	NA	327	-80.8%	30,493	-6.7%	30,493	-6.7%		
DEBENHAMS LIVERPOOL	42,381	7.2%	0	NA	59,954	3.9%	9,968	16.8%	(2,987)	NA	4,687	13.0%	895	77.9%	0	NA	0	NA	114,898	4.1%	2,650	-76.0%	801	810.2%	0	NA	3,451	-69.0%	118,349	-2.6%	118,349	-2.6%		
DEBENHAMS LIVINGSTON	8,798	28.7%	0	NA	9,625	19.2%	669	-18.8%	0	NA	638	-7.9%	119	250.0%	0	NA	0	NA	19,849	20.5%	1,139	-63.8%	107	-36.3%	0	NA	1,246	-62.4%	21,095	6.6%	21,095	6.6%		
DEBENHAMS LLANDUDNO	15,042	-1.8%	0	NA	17,957	27.4%	986	-26.1%	0	NA	768	-12.7%	137	34.3%	0	NA	0	NA	34,890	9.9%	749	-60.3%	107	101.9%	0	NA	856	-55.9%	35,746	6.1%	35,746	6.1%		
DEBENHAMS LLANELLI	5,300	-4.4%	0	NA	6,487	25.4%	384	46.0%	0	NA	237	20.3%	0	NA	0	NA	0	NA	12,408	11.0%	319	-83.8%	0	NA	0	NA	319	-84.5%	12,727	-3.8%	12,727	-3.8%		
DEBENHAMS LONDON	67,563	-24.4%	0	NA	66,917	5.4%	7,620	-20.5%	0	NA	22,779	184.3%	2,291	56.5%	0	NA	0	NA	167,170	-2.7%	5,095	-70.0%	2,126	NA	0	NA	7,221	-57.5%	174,391	-7.7%	174,391	-7.7%		
DEBENHAMS LONDON WHITE CITY WESTFIELD	8,160	0.8%	0	NA	9,949	-6.0%	374	-62.7%	0	NA	852	-20.7%	119	-31.2%	0	NA	0	NA	19,454	-7.0%	344	-79.5%	53	-36.9%	0	NA	397	-77.5%	19,851	-12.5%	19,851	-12.5%		
DEBENHAMS LONDON WIMBLEDON	5,702	-35.1%	(9)	NA	4,942	-4.5%	399	-56.8%	0	NA	631	-43.8%	154	0.0%	0	NA	0	NA	11,819	-26.9%	389	-77.3%	27	-83.9%	0	NA	416	-77.9%	12,235	-32.2%	12,235	-32.2%		
DEBENHAMS LONDONDERRY	4,269	NA	0	NA	6,390	NA	242	NA	0	NA	90	NA	0	NA	0	NA	0	NA	10,991	NA	0	NA	0	NA	0	NA	0	NA	10,991	NA	10,991	NA		
DEBENHAMS LUTON	10,953	14.9%	0	NA	7,762	29.5%	690	-26.7%	0	NA	837	1.2%	103	51.5%	0	NA	0	NA	20,345	17.2%	662	-34.0%	80	50.9%	0	NA	742	-29.7%	21,087	14.5%	21,087	14.5%		
DEBENHAMS MANCHESTER	34,089	0.8%	0	NA	44,709	26.4%	4,890	-13.5%	0	NA	7,071	99.0%	1,033	131.1%	0	NA	0	NA	91,792	16.4%	1,759	-79.6%	316	418.0%	0	NA	2,075	-76.1%	93,867	7.2%	93,867	7.2%		
DEBENHAMS MANCHESTER TRAFFORD PARK	26,674	-23.0%	0	NA	44,427	25.7%	4,608	-33.1%	0	NA	4,834	26.8%	705	86.0%	0	NA	0	NA	81,248	0.2%	3,200	-71.5%	801	NA	0	NA	4,001	-64.1%	85,249	-7.6%	85,249	-7.6%		
DEBENHAMS MANSFIELD	5,682	-27.4%	0	NA	7,818	28.3%	753	1.1%	0	NA	618	102.6%	137	302.9%	0	NA	0	NA	15,008	0.0%	405	-75.9%	53	NA	0	NA	458	-72.7%	15,466	-7.3%	15,466	-7.3%		
DEBENHAMS MIDDLESBROUGH	22,113	-6.5%	0	NA	23,844	23.1%	2,512	1.1%	0	NA	2,356	212.1%	172	149.3%	0	NA	0	NA	50,997	10.1%	1,029	-71.3%	263	NA	0	NA	1,292	-63.9%	52,289	4.8%	52,289	4.8%		
DEBENHAMS MILTON KEYNES	20,889</																																	

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2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
DEBENHAMS PORTSMOUTH	27,425	-1.5%	0	NA	28,201	24.2%	2,143	39.2%	0	NA	2,462	-6.7%	206	73.1%	0	NA	60,437	10.2%	1,850	-58.6%	316	NA	2,166	-51.6%	62,603	5.5%
DEBENHAMS PRESTON	15,075	-1.5%	0	NA	15,125	17.2%	2,175	35.8%	0	NA	1,457	46.9%	292	186.3%	0	NA	34,124	10.4%	547	-78.9%	53	-36.9%	600	-77.6%	34,724	3.4%
DEBENHAMS READING	9,350	-9.9%	0	NA	9,355	25.7%	150	-85.3%	0	NA	940	-24.7%	221	85.7%	0	NA	20,016	-0.9%	209	-84.2%	80	-4.8%	289	-79.5%	20,305	-6.1%
DEBENHAMS REDDITCH	11,854	10.6%	0	NA	11,957	44.8%	925	1.5%	0	NA	630	-16.7%	241	183.5%	0	NA	25,607	23.5%	544	-74.3%	53	-36.9%	597	-72.9%	26,204	14.3%
DEBENHAMS ROMFORD	34,361	2.9%	0	NA	31,595	4.5%	2,143	-4.8%	0	NA	4,423	13.8%	360	53.2%	0	NA	72,862	4.1%	1,095	-89.2%	294	NA	1,389	-86.3%	74,271	-7.3%
DEBENHAMS SALESBURY	8,921	6.7%	0	NA	8,055	69.6%	575	-5.1%	0	NA	515	62.5%	102	50.0%	0	NA	18,168	28.8%	416	-40.9%	53	-68.5%	469	-46.2%	18,637	24.4%
DEBENHAMS SCARBOROUGH	13,036	20.8%	0	NA	11,816	25.5%	881	-50.8%	0	NA	938	90.3%	85	25.0%	0	NA	26,756	18.6%	0	NA	0	NA	0	NA	26,756	8.1%
DEBENHAMS SHEFFIELD	6,022	9.2%	0	NA	7,035	22.1%	827	-3.4%	0	NA	491	-30.4%	241	608.8%	0	NA	14,616	13.5%	0	NA	0	NA	0	NA	14,616	4.1%
DEBENHAMS SHEFFIELD MEADOWHALL	27,021	-9.5%	0	NA	34,647	5.2%	3,520	6.4%	0	NA	3,832	28.5%	379	-4.8%	0	NA	69,399	-0.1%	1,464	-72.2%	267	761.3%	1,731	-67.3%	71,130	-4.9%
DEBENHAMS SLOUGH	4,321	-11.1%	0	NA	3,803	-7.2%	496	226.3%	0	NA	449	-21.8%	0	NA	0	NA	9,069	-6.3%	300	-59.3%	0	NA	300	-63.5%	9,369	-10.8%
DEBENHAMS SOUTHAMPTON	10,017	8.9%	(15)	NA	9,413	32.0%	373	-59.8%	0	NA	929	49.6%	85	66.7%	0	NA	20,802	16.0%	678	-69.8%	53	-36.9%	731	-68.6%	21,533	6.3%
DEBENHAMS SOUTHDEN	28,131	-12.8%	0	NA	22,513	-9.4%	3,249	5.4%	0	NA	4,042	15.1%	483	133.3%	0	NA	58,418	-8.6%	1,221	-70.2%	263	NA	1,484	-63.8%	59,902	-11.9%
DEBENHAMS SOUTHPORT	11,273	-6.0%	0	NA	8,626	11.6%	1,142	2.7%	0	NA	519	-4.8%	102	18.6%	0	NA	21,642	0.9%	376	-76.1%	53	-36.9%	429	-74.1%	22,091	-4.4%
DEBENHAMS SOUTHSEA	5,319	9.9%	0	NA	5,685	131.4%	406	25.3%	0	NA	482	-19.0%	51	NA	0	NA	11,943	45.4%	173	-61.7%	0	NA	173	-72.1%	12,116	37.1%
DEBENHAMS STAINES	6,045	-11.3%	0	NA	5,548	40.9%	564	-35.6%	0	NA	449	277.3%	85	400.0%	0	NA	12,691	7.9%	438	-78.0%	53	-36.9%	491	-76.3%	13,182	-4.8%
DEBENHAMS STIRLING	13,100	-10.7%	0	NA	12,191	27.3%	1,443	27.6%	0	NA	551	59.7%	69	-33.0%	0	NA	27,354	5.9%	720	-69.2%	27	-67.9%	747	-69.1%	28,101	-0.5%
DEBENHAMS STOCKPORT	10,467	-34.3%	0	NA	8,283	-31.3%	612	-41.0%	0	NA	696	1.5%	205	72.3%	0	NA	20,263	-32.1%	438	-63.9%	27	-83.9%	465	-66.4%	20,728	-33.6%
DEBENHAMS STOCKTON-ON-TEES	13,398	4.2%	0	NA	16,201	39.0%	813	-30.6%	0	NA	856	-5.3%	86	405.9%	0	NA	31,354	17.9%	902	-62.7%	80	-52.4%	982	-62.0%	32,336	10.8%
DEBENHAMS STOKE-ON-TRENT	12,395	0.1%	0	NA	14,000	26.8%	1,334	4.0%	0	NA	1,164	56.2%	155	127.9%	0	NA	29,048	13.9%	637	-70.6%	53	-68.5%	690	-70.4%	29,738	6.8%
DEBENHAMS STRATFORD UPON AVON	6,936	3.3%	0	NA	6,237	36.9%	582	83.0%	0	NA	591	171.1%	0	NA	0	NA	14,346	21.5%	0	NA	0	NA	0	NA	14,346	11.8%
DEBENHAMS SUNDERLAND	39,214	-10.2%	0	NA	41,126	6.0%	5,525	-15.6%	0	NA	3,904	93.0%	395	43.1%	0	NA	90,164	-1.3%	2,641	-71.5%	732	NA	3,373	-63.8%	93,537	-7.0%
DEBENHAMS SUTTON	9,685	14.3%	0	NA	9,557	39.7%	1,024	75.3%	0	NA	851	175.4%	171	66.0%	0	NA	21,288	30.5%	875	-62.5%	107	27.4%	982	-59.4%	22,270	18.9%
DEBENHAMS SWANSEA	15,714	20.9%	0	NA	11,811	14.7%	628	-44.9%	0	NA	677	-32.7%	119	-12.5%	0	NA	28,949	13.2%	433	-82.8%	53	-36.9%	486	-81.3%	29,435	4.5%
DEBENHAMS SWINDON	5,477	-1.5%	0	NA	4,170	24.9%	865	99.8%	0	NA	250	121.2%	0	NA	0	NA	10,762	13.1%	462	-70.1%	80	-4.8%	542	-66.8%	11,304	1.4%
DEBENHAMS TAUNTON	5,867	-5.8%	0	NA	5,729	75.5%	449	26.1%	0	NA	317	49.5%	0	NA	0	NA	12,362	22.8%	645	-65.9%	107	-36.3%	752	-63.5%	13,114	8.2%
DEBENHAMS TELFORD	9,550	-3.8%	0	NA	10,714	38.5%	719	-6.4%	0	NA	893	-30.9%	86	152.9%	0	NA	21,962	11.2%	383	-80.7%	0	NA	383	-81.5%	22,345	2.4%
DEBENHAMS THANET	7,191	-19.8%	0	NA	6,238	61.0%	804	-26.0%	0	NA	489	-32.1%	137	NA	0	NA	14,859	1.4%	396	-62.5%	53	-36.9%	449	-60.6%	15,308	-3.0%
DEBENHAMS THURROCK	32,166	-13.0%	0	NA	36,708	3.0%	4,055	-3.6%	0	NA	3,963	6.8%	497	-7.1%	0	NA	77,389	-4.5%	2,186	-69.6%	511	NA	2,697	-62.7%	80,086	-9.3%
DEBENHAMS TORQUAY	7,055	-3.9%	0	NA	5,979	96.1%	700	109.6%	0	NA	444	-18.1%	51	-25.0%	0	NA	14,229	25.5%	441	-61.4%	53	-36.9%	494	-59.7%	14,723	17.2%
DEBENHAMS UXBRIDGE	7,741	-12.1%	0	NA	11,982	74.3%	534	-27.3%	0	NA	555	-42.6%	241	372.5%	0	NA	21,053	20.8%	182	-84.7%	0	NA	182	-85.7%	21,235	13.5%
DEBENHAMS WAKEFIELD	8,113	1.9%	0	NA	11,836	41.6%	757	-13.7%	0	NA	620	-19.7%	51	50.0%	0	NA	21,377	18.7%	116	-92.9%	0	NA	116	-93.6%	21,493	8.5%
DEBENHAMS WALSALL	6,668	18.8%	0	NA	6,469	-1.4%	453	-40.2%	0	NA	823	112.7%	34	NA	0	NA	14,447	8.5%	275	-73.4%	27	-67.9%	302	-72.9%	14,749	2.2%
DEBENHAMS WARRINGTON	12,823	4.7%	0	NA	15,728	25.4%	1,044	-36.1%	0	NA	573	68.5%	171	402.9%	0	NA	30,339	13.2%	301	-88.1%	0	NA	301	-88.5%	30,640	4.1%
DEBENHAMS WELWYN GARDEN CITY	4,134	19.1%	0	NA	5,924	15.5%	337	212.0%	0	NA	351	222.0%	0	NA	0	NA	10,746	22.4%	0	NA	0	NA	0	NA	10,746	9.3%
DEBENHAMS WEYMOUTH	6,124	-25.6%	0	NA	6,406	59.1%	373	-49.2%	0	NA	463	NA	68	300.0%	0	NA	13,434	3.1%	446	-60.8%	27	NA	473	-58.5%	13,907	-1.9%
DEBENHAMS WIGAN	13,610	-10.5%	0	NA	14,527	18.1%	1,181	-25.9%	0	NA	516	47.9%	34	-50.0%	0	NA	29,868	1.2%	928	-64.4%	107	27.4%	1,035	-61.5%	30,903	-4.0%
DEBENHAMS WINCHESTER	5,989	-0.6%	0	NA	5,695	28.0%	467	2.6%	0	NA	588	191.1%	68	-20.0%	0	NA	12,807	14.2%	357	-75.1%	(30)	NA	327	-78.4%	13,134	3.2%
DEBENHAMS WOKING	6,192	1.8%	0	NA	9,578	97.0%	638	51.5%	0	NA	548	116.7%	120	NA	0	NA	17,176	47.3%	297	-70.6%	0	NA	297	-74.8%	17,473	36.1%
DEBENHAMS WORCESTER	6,999	-19.8%	0	NA	6,032	-5.1%	357	-24.4%	0	NA	751	275.5%	51	NA	0	NA	14,170	-8.9%	0	NA	0	NA	0	NA	14,170	-17.3%
DEBENHAMS WORKINGTON	6,879	4.1%	0	NA	10,231	70.9%	876	-19.2%	0	NA	318	-0.9%	17	NA	0	NA	18,321	30.8%	325	-82.8%	0	NA	325	-84.2%	18,646	16.1%
DEBENHAMS WORTHINGTON	12,051	33.9%	0	NA	10,081	45.3%	950	84.5%	0	NA	857	19.7%	86	68.6%	0	NA	24,025	39.5%	308	-85.5%	0	NA	308	-86.0%	24,333	25.3%
DEBENHAMS WREXHAM	7,289	4.4%	0	NA	8,424	18.4%	527	2.1%	0	NA	747	204.9%	102	NA	0	NA	17,089	15.0%	295	-40.3%	0	NA	295	-49.0%	17,384	12.6%
DEBENHAMS YORK	5,239	-1.8%	0	NA	7,106	13.8%	481	-29.3%	0	NA	249	-40.4%	0	NA	0	NA	13,075	3.2%	0	NA	0	NA	0	NA	13,075	-8.0%
DEBENHAMS YORK MONKS CROSS	5,362	32.2%	0	NA	6,552	35.5%	268	125.2%	0	NA	405	12.5%	0	NA	0	NA	12,587	34.3%	24	-97.3%	0	NA	24	-97.7%	12,611	21.1%
DEBENHAMS COM SOUTHAMPTON	148,607	-3.9%	0	NA	205,626	-5.4%	21,997	-36.5%	0	NA	16,266	-12.1%	5,510	71.0%	0	NA	398,006	-7.1%	5,377	-83.0%	1,369	NA	6,746	-78.7%	404,752	-12.0%
DESIRE BY DEBENHAMS ALTRINCHAM	5,974	15.3%	0	NA	3,631	67.8%	422	290.7%	0	NA	179	214.0%	0	NA	0	NA	10,206	35.9%	(24)	NA	0	NA	(24)	NA	10,182	23.8%
DESIRE BY DEBENHAMS BIRMINGHAM FORT	2,025	-37.9%	0	NA	3,258	19.0%	455	-7.5%	0	NA	0	NA	0	NA	0	NA	5,738	-13.1%	0	NA	0	NA	0	NA	5,738	-27.2%
DESIRE BY DEBENHAMS FALKIRK	8,561	13.9%	0	NA	6,449	59.0%	395	80.4%	0	NA	288	-35.9%	0	NA	0	NA	15,693	28.2%	154	-89.8%	0	NA	154	-90.4%	15,847	14.5%
DESIRE BY DEBENHAMS KIDDERMINSTER	8,736	16.2%	0	NA	8,037	21.5%	604	104.1%	0	NA	832	NA	68	NA	0	NA	18,277	26.2%	405	-76.1%	27	-83.9%	432	-76.8%	18,709	14.5%
DESIRE BY DEBENHAMS KIRCALDY	9,400	26.2%	0	NA	8,191	34.8%	1,080	-10.1%	0	NA	618	43.4%	86	152.9%	0	NA	19,375	27.5%	479	-44.3%	53	-36.9%	532	-43.6%	19,907	23.4%
DESIRE BY DEBENHAMS MERTHYR TYDFIL	7,200	21.6%	0	NA	12,303	41.6%	941	20.0%	0	NA	319	-25.1%	85	NA	0	NA	20,848	31.8%	463							

DECEMBER 2014 YTD

CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

DEBENHAMS GROUP

YEAR TO DATE - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A**MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BROWNS CHESTER	54,748	-8.6%	0	NA	55,124	1.5%	7,666	-40.3%	0	NA	6,193	1.0%	739	7.7%	0	NA	124,470	-7.0%	5,557	-54.6%	195	NA	5,752	-53.0%	130,222	-10.9%
DEBENHAMS ABERDEEN	35,212	-4.9%	0	NA	38,689	15.0%	3,280	-28.1%	0	NA	3,297	-16.0%	208	-7.6%	0	NA	80,686	1.6%	2,940	-59.7%	0	NA	2,940	-60.0%	83,626	-3.6%
DEBENHAMS ASHFORD	9,629	-15.2%	0	NA	10,059	15.0%	955	-52.5%	0	NA	612	-27.7%	149	140.3%	0	NA	21,404	-7.0%	739	-63.1%	0	NA	739	-63.1%	22,143	-11.5%
DEBENHAMS AYR	22,572	-17.6%	0	NA	20,762	5.0%	1,268	-24.6%	0	NA	1,843	50.0%	90	52.5%	0	NA	46,535	-7.2%	1,274	-55.4%	0	NA	1,274	-55.4%	47,809	-9.8%
DEBENHAMS BALLYMENA	3,114	NA	0	NA	3,292	NA	194	NA	0	NA	248	NA	0	NA	0	NA	6,848	NA	89	NA	0	NA	89	NA	6,937	NA
DEBENHAMS BANBURY	16,283	-10.3%	0	NA	12,819	20.6%	644	-14.0%	0	NA	999	-9.3%	0	NA	0	NA	30,745	-0.2%	220	-81.8%	0	NA	220	-81.8%	30,965	-3.3%
DEBENHAMS BANGOR	12,952	-4.6%	0	NA	22,217	29.6%	2,070	-27.1%	0	NA	356	-19.1%	56	-36.4%	0	NA	37,651	10.5%	1,292	22.2%	0	NA	1,292	22.2%	38,943	10.8%
DEBENHAMS BARROW	16,698	2.1%	0	NA	19,009	21.2%	1,269	-37.1%	0	NA	711	-28.0%	180	100.0%	0	NA	37,867	7.8%	363	-82.9%	0	NA	363	-82.9%	38,230	2.6%
DEBENHAMS BASILDON	44,568	-1.1%	0	NA	40,912	9.9%	5,288	-16.6%	0	NA	4,512	-5.4%	473	224.0%	0	NA	95,753	2.3%	3,626	-73.5%	98	-71.8%	3,724	-73.5%	99,477	-7.6%
DEBENHAMS BASINGSTOKE	16,807	-1.1%	0	NA	16,439	6.3%	933	-10.5%	0	NA	1,433	8.1%	214	18.9%	0	NA	35,826	2.3%	740	-68.7%	0	NA	740	-68.7%	36,566	-2.2%
DEBENHAMS BATH	12,287	7.0%	0	NA	11,048	14.7%	1,327	-42.1%	0	NA	1,090	-16.6%	364	195.9%	0	NA	26,116	5.1%	1,171	-21.9%	0	NA	1,171	-21.9%	27,287	3.6%
DEBENHAMS BEDFORD	15,441	-10.7%	0	NA	16,331	15.4%	758	-40.4%	0	NA	850	-8.5%	93	-48.3%	0	NA	33,473	-1.0%	518	-65.5%	0	NA	518	-65.5%	33,991	-3.7%
DEBENHAMS BELFAST	22,880	NA	0	NA	29,548	NA	1,843	NA	0	NA	2,304	NA	260	NA	0	NA	56,835	NA	794	NA	0	NA	794	NA	57,629	NA
DEBENHAMS BIRMINGHAM	78,010	-17.6%	0	NA	96,858	10.8%	11,152	-47.6%	0	NA	15,571	-8.8%	1,456	-14.4%	0	NA	203,047	-8.6%	9,393	-64.2%	0	NA	9,393	-64.2%	212,440	-14.5%
DEBENHAMS BLACKBURN	20,697	-4.0%	0	NA	28,339	33.5%	1,736	-45.6%	0	NA	1,242	-13.6%	239	57.3%	0	NA	52,253	9.8%	957	-66.4%	0	NA	957	-66.4%	53,210	5.5%
DEBENHAMS BLACKPOOL	16,368	-12.6%	0	NA	18,181	-0.7%	945	-44.7%	0	NA	874	-33.7%	183	110.3%	0	NA	36,551	-9.0%	140	-91.9%	0	NA	140	-91.9%	36,691	-12.4%
DEBENHAMS BOLTON	20,312	-3.0%	0	NA	15,196	9.4%	1,470	-41.5%	0	NA	1,648	-11.3%	180	100.0%	0	NA	38,226	-1.2%	254	-92.3%	0	NA	254	-92.3%	38,480	-8.4%
DEBENHAMS BOREHAMWOOD (OPENED 30/10/14)	3,196	NA	0	NA	3,549	NA	228	NA	0	NA	573	NA	90	NA	0	NA	7,636	NA	0	NA	0	NA	0	NA	7,636	NA
DEBENHAMS BOURNEMOUTH	16,112	-3.3%	0	NA	18,001	26.1%	843	-57.2%	0	NA	1,450	-0.3%	357	33.7%	0	NA	36,763	6.2%	1,297	-61.8%	0	NA	1,297	-61.8%	38,060	0.1%
DEBENHAMS BRIGHTON	34,725	-12.9%	0	NA	35,048	-5.5%	2,614	-47.4%	0	NA	3,495	-44.7%	721	40.8%	0	NA	76,603	-13.7%	2,478	-63.9%	0	NA	2,478	-63.9%	79,081	-17.3%
DEBENHAMS BRISTOL	14,467	1.1%	0	NA	13,001	17.2%	1,498	23.0%	0	NA	1,347	28.3%	271	337.1%	0	NA	30,584	10.3%	1,262	-51.3%	0	NA	1,262	-51.3%	31,846	5.0%
DEBENHAMS BROMLEY	24,499	11.6%	0	NA	18,572	10.1%	1,278	-38.2%	0	NA	2,226	14.5%	445	79.4%	0	NA	47,020	9.2%	1,232	-60.8%	0	NA	1,232	-60.8%	48,252	4.4%
DEBENHAMS BURY	25,530	1.3%	0	NA	27,772	15.2%	1,915	6.8%	0	NA	1,518	51.3%	155	96.2%	0	NA	56,890	9.0%	1,249	-26.7%	0	NA	1,249	-26.7%	58,139	7.9%
DEBENHAMS BURY ST EDMUNDS	22,910	-2.0%	0	NA	18,657	28.2%	1,528	-39.5%	0	NA	1,543	6.3%	269	27.5%	0	NA	44,907	6.6%	227	-92.3%	0	NA	227	-92.3%	45,134	0.1%
DEBENHAMS CAMBRIDGE	25,343	-9.8%	0	NA	24,063	8.6%	2,370	-35.6%	0	NA	2,049	-35.8%	245	-18.6%	0	NA	54,070	-5.9%	4,025	-34.1%	0	NA	4,025	-34.1%	58,095	-8.6%
DEBENHAMS CANTERBURY	10,927	3.9%	0	NA	9,436	39.0%	349	-70.4%	0	NA	978	1.5%	0	NA	0	NA	21,690	11.5%	754	-60.0%	0	NA	754	-60.0%	22,444	5.2%
DEBENHAMS CARDIFF	62,119	3.6%	0	NA	58,816	30.5%	4,971	-47.8%	0	NA	7,811	-2.1%	1,448	96.5%	0	NA	135,165	9.6%	4,623	-64.3%	0	NA	4,623	-64.5%	139,788	2.6%
DEBENHAMS CARLISLE	17,358	-14.7%	0	NA	17,693	2.0%	980	-52.5%	0	NA	1,054	4.8%	118	-4.8%	0	NA	37,203	-9.0%	547	-82.2%	0	NA	547	-82.2%	37,750	-14.1%
DEBENHAMS CARMARTHEN	9,055	-13.8%	0	NA	15,010	27.2%	524	-54.3%	0	NA	640	-34.0%	17	-88.4%	0	NA	25,246	2.8%	652	-57.0%	0	NA	652	-57.0%	25,898	-0.7%
DEBENHAMS CHATHAM	12,761	-17.9%	0	NA	11,183	10.3%	589	-28.3%	0	NA	849	-29.0%	0	NA	0	NA	25,382	-8.5%	864	-36.0%	0	NA	864	-36.0%	26,246	-9.8%
DEBENHAMS CHELMSFORD	31,333	5.0%	0	NA	28,254	15.9%	2,084	-23.6%	0	NA	2,458	13.4%	330	60.2%	0	NA	64,459	8.7%	1,680	-53.7%	0	NA	1,680	-53.7%	66,139	5.1%
DEBENHAMS CHELTENHAM	7,480	7.0%	0	NA	6,425	6.2%	347	14.1%	0	NA	243	-46.0%	0	NA	0	NA	14,495	4.7%	176	-87.2%	0	NA	176	-87.2%	14,671	-3.6%
DEBENHAMS CHESTERFIELD	11,821	-1.5%	0	NA	12,880	21.6%	1,173	-47.1%	0	NA	773	51.9%	116	103.5%	0	NA	26,763	5.5%	241	-83.8%	0	NA	241	-83.8%	27,004	0.5%
DEBENHAMS CLAPHAM	16,306	8.9%	0	NA	9,853	-1.2%	988	-52.6%	0	NA	2,467	-1.7%	324	6.6%	0	NA	29,938	0.3%	472	-76.0%	0	NA	472	-76.0%	30,410	-4.4%
DEBENHAMS COLCHESTER	35,256	-8.2%	0	NA	42,627	15.0%	2,185	-52.5%	0	NA	4,496	-6.9%	320	100.0%	0	NA	84,884	-0.3%	2,971	-42.0%	0	NA	2,971	-42.5%	87,855	-2.7%
DEBENHAMS COVENTRY	18,134	-13.3%	0	NA	19,180	-6.5%	1,624	-45.6%	0	NA	1,354	-39.3%	360	74.8%	0	NA	40,652	-13.2%	567	-76.0%	0	NA	567	-76.0%	41,219	-16.2%
DEBENHAMS CRAIGAVON	8,926	NA	0	NA	10,616	NA	674	NA	0	NA	380	NA	0	NA	0	NA	20,596	NA	165	NA	0	NA	165	NA	20,761	NA
DEBENHAMS CRAWLEY	11,557	10.3%	0	NA	10,351	53.1%	653	-57.6%	0	NA	859	18.8%	149	-31.3%	0	NA	23,569	19.5%	1,709	-36.8%	0	NA	1,709	-36.8%	25,278	12.8%
DEBENHAMS CROYDON	22,850	-17.6%	0	NA	16,758	27.5%	805	-18.8%	0	NA	3,588	-13.8%	445	22.6%	0	NA	44,446	-4.2%	167	-94.3%	0	NA	167	-94.3%	44,613	-9.5%
DEBENHAMS DERBY	17,969	-13.6%	0	NA	16,752	20.6%	1,270	-49.4%	0	NA	1,327	75.8%	478	100.0%	0	NA	37,796	-1.0%	465	-85.0%	0	NA	465	-85.0%	38,261	-7.3%
DEBENHAMS DONCASTER	28,466	-4.7%	0	NA	28,695	18.3%	1,796	16.5%	0	NA	1,984	42.4%	186	57.6%	0	NA	61,127	6.9%	722	-73.4%	0	NA	722	-73.4%	61,849	3.3%
DEBENHAMS DUDLEY MERRYHILL	56,916	6.1%	0	NA	75,337	31.0%	5,808	-32.4%	0	NA	7,360	5.2%	743	25.9%	0	NA	146,164	14.8%	2,798	-69.5%	0	NA	2,798	-69.6%	148,962	9.1%
DEBENHAMS DUMFRIES	7,614	2.4%	0	NA	5,940	-18.3%	645	-31.7%	0	NA	292	-51.3%	31	NA	0	NA	14,522	-10.6%	1,683	-38.5%	0	NA	1,683	-38.5%	16,205	-14.6%
DEBENHAMS DUNDEE	34,734	-2.0%	0	NA	33,378	11.7%	2,913	-32.0%	0	NA	3,415	-5.6%	360	87.5%	0	NA	74,800	1.9%	2,313	-66.0%	27	-38.6%	2,340	-65.8%	77,140	-3.9%
DEBENHAMS DUNTRAEUNE	13,105	-4.6%	0	NA	10,803	14.5%	1,188	-39.8%	0	NA	614	-36.3%	90	NA	0	NA	25,800	1.1%	908	-70.9%	0	NA	908	-70.9%	26,708	-8.7%
DEBENHAMS EAST KILBRIDE	21,928	-2.8%	0	NA	17,670	14.5%	1,079	-44.1%	0	NA	1,138	-16.6%	109	-29.7%	0	NA	41,824	1.1%	1,970	-41.7%	0	NA	1,970	-41.7%	43,894	-2.1%
DEBENHAMS EASTBOURNE	9,315	13.8%	0	NA	7,126	16.0%	876	-52.4%	0	NA	663	16.5%	283	204.3%	0	NA	18,263	8.5%	66	-95.8%	0	NA	66	-95.8%	18,329	0.3%
DEBENHAMS EDINBURGH	12,495	6.4%	0	NA	9,360	-10.9%	682	29.7%	0	NA	875	4.0%	152	12.6%	0	NA	23,564	-1.4%	1,435	-39.0%	0	NA	1,435	-39.0%	24,999	-4.8%
DEBENHAMS EDINBURGH LEITH	9,636	-22.8%	0	NA	7,477	-7.4%	1,327	-11.8%	0	NA	894	42.8%	111	-45.9%	0	NA	19,445	15.1%	405	-80.3%	0	NA	405	-80.3%	19,850	-20.4%
DEBENHAMS ELLESMERE PORT (OPENED 16/07/14)	9,118	NA	0	NA	12,943	NA	792	NA	0	NA	581	NA	146	NA	0	NA	23,580	NA	0	NA	0	NA	0	NA	23,580	NA
DEBENHAMS ELTHAM	13,313	-13.9%	0	NA	10,737	28.9%	512	-5.4%	0	NA	799	-9.9%	139	NA	0	NA	25,500	1.1%	679	-72.8%	0</					

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	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
DEBENHAMS FARNBOROUGH	8,354	22.0%	0	NA	7,207	40.4%	321	91.1%	0	NA	278	-30.3%	0	NA	0	NA	16,160	28.8%	175	-87.3%	0	NA	175	-87.3%	16,335	17.3%
DEBENHAMS FOLKSTONE	15,690	-5.2%	0	NA	13,906	49.6%	641	46.7%	0	NA	836	-11.1%	118	NA	0	NA	31,191	14.5%	770	-54.3%	0	NA	770	-54.3%	31,961	10.5%
DEBENHAMS GATESHEAD METROCENTRE	63,273	-6.9%	0	NA	89,883	13.3%	8,489	-33.8%	0	NA	6,746	-7.5%	1,011	62.8%	0	NA	169,402	0.8%	6,365	-71.9%	0	NA	6,365	-72.2%	175,767	-7.9%
DEBENHAMS GLASGOW	74,232	0.9%	0	NA	64,311	21.2%	8,026	-50.3%	0	NA	8,576	-13.7%	1,115	43.9%	0	NA	156,260	1.8%	5,303	-80.3%	0	NA	5,303	-80.3%	161,563	-10.5%
DEBENHAMS GLASGOW POLLOCK	50,891	9.7%	0	NA	46,482	17.4%	4,826	-33.7%	0	NA	5,484	-7.4%	713	49.8%	0	NA	108,396	8.8%	4,960	-73.1%	0	NA	4,960	-73.2%	113,356	-4.0%
DEBENHAMS GLOUCESTER	16,101	-7.7%	0	NA	13,482	19.9%	1,054	-45.3%	0	NA	1,176	249.0%	208	38.7%	0	NA	32,021	2.9%	857	-61.0%	0	NA	857	-61.0%	32,878	-1.3%
DEBENHAMS GRAVESEND	15,336	0.3%	0	NA	13,178	9.9%	1,313	-30.2%	0	NA	1,097	28.2%	57	NA	0	NA	30,981	3.2%	253	-84.3%	0	NA	253	-84.3%	31,234	-1.3%
DEBENHAMS GREAT YARMOUTH	12,197	12.3%	0	NA	8,713	37.6%	420	-39.7%	0	NA	648	186.7%	0	NA	0	NA	21,978	21.3%	363	-65.9%	0	NA	363	-65.9%	22,341	16.4%
DEBENHAMS GUILDFORD	10,849	-2.3%	0	NA	9,961	13.5%	321	-78.3%	0	NA	533	-8.6%	152	NA	0	NA	21,816	-0.6%	737	-69.0%	0	NA	737	-69.0%	22,553	-7.3%
DEBENHAMS HARROGATE	16,553	-4.0%	0	NA	8,247	3.0%	949	-38.5%	0	NA	897	-28.0%	124	-33.7%	0	NA	26,770	-5.1%	522	-62.8%	0	NA	522	-62.8%	27,292	-7.9%
DEBENHAMS HARROW	15,443	5.1%	0	NA	16,059	3.0%	2,073	-45.5%	0	NA	2,763	-2.5%	358	477.4%	0	NA	36,096	-0.5%	1,318	-67.8%	0	NA	1,318	-67.8%	38,014	-7.2%
DEBENHAMS HASTINGS	7,452	-1.6%	0	NA	8,523	12.1%	345	28.7%	0	NA	387	-38.1%	0	NA	0	NA	16,707	4.0%	233	-84.3%	0	NA	233	-84.3%	16,940	-3.5%
DEBENHAMS HAVERFORDWEST (OPENED 02/10/13)	6,730	96.0%	0	NA	5,635	88.6%	170	295.3%	0	NA	462	44.8%	31	NA	0	NA	13,028	92.0%	44	300.0%	0	NA	44	300.0%	13,072	92.4%
DEBENHAMS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DEBENHAMS HEMEL HEMPSTEAD	11,810	-10.2%	0	NA	14,926	41.1%	1,092	-16.0%	0	NA	1,226	39.0%	124	100.0%	0	NA	29,178	12.3%	1,428	-20.1%	0	NA	1,428	-20.1%	30,606	10.3%
DEBENHAMS HEREFORD (OPENED 11/02/14)	5,848	NA	0	NA	10,674	NA	387	NA	0	NA	564	NA	121	NA	0	NA	17,594	NA	0	NA	0	NA	0	NA	17,594	NA
DEBENHAMS HOUNSLOW	5,852	23.8%	0	NA	4,832	9.4%	860	-36.2%	0	NA	838	73.9%	0	NA	0	NA	12,382	12.5%	385	-73.6%	0	NA	385	-73.6%	12,767	2.4%
DEBENHAMS HULL	28,664	-2.0%	0	NA	31,100	14.6%	1,796	-44.9%	0	NA	1,561	-16.6%	205	247.5%	0	NA	63,326	2.9%	816	-71.3%	0	NA	816	-71.3%	64,142	-4.0%
DEBENHAMS ILFORD	16,830	-6.9%	0	NA	10,554	-10.7%	1,712	-47.2%	0	NA	1,934	-18.9%	273	89.6%	0	NA	31,303	-12.2%	1,603	-66.3%	0	NA	1,603	-66.3%	32,906	-18.6%
DEBENHAMS INVERNESS	15,273	-9.6%	0	NA	13,408	46.5%	1,111	-23.7%	0	NA	662	-37.5%	211	83.5%	0	NA	30,665	6.9%	1,032	-77.8%	0	NA	1,032	-77.8%	31,697	-4.9%
DEBENHAMS IPSWICH	28,341	8.3%	0	NA	29,140	28.5%	2,117	-23.6%	0	NA	2,777	56.3%	200	-31.5%	0	NA	62,575	16.6%	936	-70.2%	0	NA	936	-70.2%	63,511	11.8%
DEBENHAMS KINGS LYNN	11,070	33.3%	0	NA	9,658	63.2%	621	-1.6%	0	NA	699	253.0%	62	NA	0	NA	22,110	46.9%	253	-80.3%	0	NA	253	-80.3%	22,363	36.9%
DEBENHAMS LEAMINGTON SPA (OPENED 19/09/13)	6,414	117.7%	0	NA	7,856	195.4%	215	330.0%	0	NA	540	42.9%	155	496.2%	0	NA	15,180	150.5%	96	284.0%	0	NA	96	284.0%	15,276	151.1%
DEBENHAMS LEEDS BRIGGATE	44,740	-20.2%	0	NA	53,419	-0.2%	4,229	-46.1%	0	NA	6,569	-7.2%	532	27.3%	0	NA	109,489	-12.4%	2,644	-66.2%	0	NA	2,644	-66.2%	112,133	-15.5%
DEBENHAMS LEEDS WHITE ROSE	63,902	-2.4%	0	NA	74,240	8.2%	5,179	-39.9%	0	NA	6,680	12.9%	730	50.8%	0	NA	150,731	1.1%	2,979	-69.0%	0	NA	2,979	-69.2%	153,710	-3.2%
DEBENHAMS LEICESTER	15,558	29.6%	0	NA	20,568	35.9%	625	-58.0%	0	NA	1,049	-32.3%	239	2.1%	0	NA	38,039	25.1%	398	-75.2%	0	NA	398	-75.2%	38,437	20.1%
DEBENHAMS LICHFIELD (OPENED 07/05/13)	14,940	37.3%	0	NA	16,542	44.4%	937	31.8%	0	NA	651	22.4%	299	-7.7%	0	NA	33,369	39.6%	834	572.6%	0	NA	834	572.6%	34,203	42.3%
DEBENHAMS LINCOLN	27,391	-7.4%	0	NA	21,218	10.4%	1,424	-14.6%	0	NA	1,547	-25.1%	273	-10.2%	0	NA	51,853	-1.9%	511	-77.6%	0	NA	511	-77.6%	52,364	-5.0%
DEBENHAMS LIVERPOOL	67,955	0.1%	0	NA	95,340	0.2%	12,928	-29.9%	0	NA	6,716	-19.4%	1,392	55.7%	0	NA	184,331	-3.3%	7,296	-66.5%	55	-77.6%	7,351	-66.7%	191,682	-9.9%
DEBENHAMS LIVINGSTON	13,327	4.6%	0	NA	14,378	4.9%	1,035	-12.9%	0	NA	1,060	-15.7%	211	313.7%	0	NA	30,011	3.7%	1,637	-62.8%	0	NA	1,637	-62.8%	31,648	-5.1%
DEBENHAMS LLANDUDNO	25,419	3.1%	0	NA	29,470	10.6%	1,334	-36.1%	0	NA	1,001	-27.0%	183	115.3%	0	NA	57,407	4.7%	1,233	-52.1%	0	NA	1,233	-52.1%	58,640	2.1%
DEBENHAMS LLANELLI	8,138	-0.7%	0	NA	8,788	0.1%	629	-18.1%	0	NA	424	12.5%	0	NA	0	NA	17,979	-0.8%	646	-73.8%	0	NA	646	-73.8%	18,625	-9.5%
DEBENHAMS LONDON	129,681	1.7%	0	NA	111,463	9.8%	11,123	-58.5%	0	NA	34,739	-12.0%	3,778	62.8%	0	NA	290,784	-2.3%	14,970	-62.0%	0	NA	14,970	-62.3%	305,754	-9.4%
DEBENHAMS LONDON WHITE CITY WESTFIELD	12,835	-3.9%	0	NA	16,377	17.5%	707	-65.8%	0	NA	1,141	-23.8%	214	-12.7%	0	NA	31,274	0.6%	1,274	-22.7%	0	NA	1,274	-22.7%	32,548	-0.6%
DEBENHAMS LONDON WIMBLEDON	9,591	-33.2%	0	NA	7,105	-29.0%	1,137	-26.2%	0	NA	1,052	-42.5%	332	57.3%	0	NA	19,217	-32.0%	1,012	-67.2%	0	NA	1,012	-67.2%	20,229	-35.5%
DEBENHAMS LONDONDERRY	5,737	NA	0	NA	8,290	NA	278	NA	0	NA	158	NA	0	NA	0	NA	14,463	NA	306	NA	0	NA	306	NA	14,769	NA
DEBENHAMS LUTON	15,106	9.8%	0	NA	12,577	27.3%	920	-48.9%	0	NA	1,517	32.3%	178	19.5%	0	NA	30,298	13.3%	1,064	-22.0%	0	NA	1,064	-22.0%	31,362	11.6%
DEBENHAMS MANCHESTER	59,106	4.3%	0	NA	72,516	13.5%	6,332	-43.9%	0	NA	11,107	1.1%	1,462	87.2%	0	NA	150,523	4.8%	4,011	-72.1%	0	NA	4,011	-72.1%	154,534	-2.2%
DEBENHAMS MANCHESTER TRAFFORD PARK	46,094	-12.9%	0	NA	64,891	7.4%	5,927	-53.4%	0	NA	6,894	-8.8%	1,086	59.5%	0	NA	124,892	-7.0%	6,967	-63.1%	0	NA	6,967	-63.1%	131,859	-13.9%
DEBENHAMS MANSFIELD	10,448	-8.4%	0	NA	12,625	26.2%	858	-44.9%	0	NA	639	32.8%	178	NA	0	NA	24,748	5.5%	933	-51.4%	0	NA	933	-51.4%	25,681	1.2%
DEBENHAMS MIDDLESBROUGH	37,882	-9.4%	0	NA	36,188	4.9%	3,710	-33.4%	0	NA	3,852	-4.0%	357	-12.8%	0	NA	81,789	-5.0%	2,532	-46.3%	0	NA	2,532	-46.3%	84,321	-7.2%
DEBENHAMS MILTON KEYNES	33,164	-2.6%	0	NA	39,526	21.1%	2,166	-37.2%	0	NA	5,383	-1.5%	352	-0.6%	0	NA	80,591	6.1%	2,971	-31.1%	0	NA	2,971	-31.1%	83,562	4.1%
DEBENHAMS NEWBURY	10,093	-1.2%	0	NA	6,090	-2.3%	482	-27.4%	0	NA	470	-20.2%	183	55.1%	0	NA	17,318	-2.8%	1,100	-46.0%	0	NA	1,100	-46.0%	18,418	-7.3%
DEBENHAMS NEWCASTLE	31,348	-2.0%	0	NA	42,338	25.3%	4,089	-34.2%	0	NA	4,626	-16.4%	723	127.4%	0	NA	83,124	6.8%	4,140	-59.9%	1,406	825.0%	5,546	-47.0%	88,670	0.4%
DEBENHAMS NEWRY	6,927	NA	0	NA	9,955	NA	299	NA	0	NA	287	NA	90	NA	0	NA	17,558	NA	293	NA	0	NA	293	NA	17,851	NA
DEBENHAMS NORTHAMPTON	6,998	-14.1%	0	NA	5,958	37.2%	299	160.0%	0	NA	361	28.0%	0	NA	0	NA	13,616	5.7%	82	-91.4%	0	NA	82	-91.4%	13,698	-1.0%
DEBENHAMS NORWICH	30,567	19.9%	0	NA	20,959	25.5%	1,503	-24.4%	0	NA	1,783	-4.6%	268	27.0%	0	NA	55,080	19.1%	1,204	-46.4%	0	NA	1,204	-46.4%	56,284	16.0%
DEBENHAMS NOTTINGHAM	21,094	5.7%	0	NA	17,979	22.8%	1,385	-32.7%	0	NA	1,400	-23.0%	361	45.6%	0	NA	42,219	9.0%	1,218	-34.9%	0	NA	1,218	-34.9%	43,437	7.0%
DEBENHAMS NUNEATON	11,517	14.3%	0	NA	11,618	33.0%	931	-14.7%	0	NA	347	-20.4%	146	NA	0	NA	24,559	20.8%	0	NA	0	NA	0	NA	24,559	13.2%
DEBENHAMS OLDHAM	14,963	-2.0%	0	NA	14,545	21.8%	1,095	-34.2%	0	NA	726	17.9%	328	55.5%	0	NA	31,657	6.6%	848	-62.9%	0	NA	848	-62.9%	32,505	1.6%
DEBENHAMS OXFORD	17,516	-0.6%	0	NA	12,254	12.2%	697	-42.2%	0	NA	622	-55														

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	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
DEBENHAMS PORTSMOUTH	46,091	-2.3%	0	NA	46,379	13.7%	3,037	-39.4%	0	NA	3,833	-20.8%	273	5.0%	0	NA	99,613	1.5%	3,312	-54.8%	0	NA	3,312	-54.8%	102,925	-2.4%
DEBENHAMS PRESTON	23,500	-13.4%	0	NA	24,911	8.2%	2,848	-29.9%	0	NA	2,305	-16.1%	383	63.0%	0	NA	53,947	-5.7%	1,722	-66.2%	0	NA	1,722	-66.2%	55,669	-10.6%
DEBENHAMS READING	15,828	-9.1%	0	NA	13,999	6.3%	636	-68.6%	0	NA	1,596	-3.0%	420	133.3%	0	NA	32,479	-5.7%	1,789	-29.3%	0	NA	1,789	-29.3%	34,268	-7.3%
DEBENHAMS REDDITCH	18,395	-3.6%	0	NA	18,163	20.1%	1,111	-42.6%	0	NA	938	-29.8%	228	58.3%	0	NA	38,835	3.2%	1,187	-60.5%	0	NA	1,187	-60.5%	40,022	-1.5%
DEBENHAMS ROMFORD	55,584	-17.2%	0	NA	50,750	-3.1%	3,492	-56.0%	0	NA	6,990	-39.6%	558	-33.7%	0	NA	117,374	-16.1%	3,215	-80.2%	0	NA	3,215	-80.2%	120,589	-22.8%
DEBENHAMS SALISBURY	15,364	8.7%	0	NA	11,346	28.1%	906	-29.2%	0	NA	715	27.5%	150	-3.2%	0	NA	28,481	13.9%	1,067	50.3%	0	NA	1,067	50.3%	29,548	15.0%
DEBENHAMS SCARBOROUGH	21,066	2.6%	0	NA	19,605	13.1%	1,211	-56.6%	0	NA	1,552	51.6%	178	57.5%	0	NA	43,612	4.3%	189	-93.6%	0	NA	189	-93.6%	43,801	-2.2%
DEBENHAMS SCUNTHORPE (OPENED 21/08/14)	3,387	NA	0	NA	5,956	NA	546	NA	0	NA	302	NA	0	NA	0	NA	10,191	NA	(22)	NA	0	NA	(22)	NA	10,169	NA
DEBENHAMS SHEFFIELD	9,705	2.1%	0	NA	10,032	12.7%	1,127	-21.6%	0	NA	887	-17.3%	284	992.3%	0	NA	22,035	5.2%	261	-81.1%	0	NA	261	-81.1%	22,296	-0.1%
DEBENHAMS SHEFFIELD MEADOWHALL	44,260	-10.6%	0	NA	53,748	-1.7%	4,609	-35.9%	0	NA	5,580	-22.1%	514	-22.2%	0	NA	108,711	-8.8%	4,364	-59.5%	48	NA	4,412	-59.0%	113,123	-13.0%
DEBENHAMS SLOUGH	6,758	-11.0%	0	NA	6,168	-1.2%	528	-48.6%	0	NA	538	-39.4%	0	NA	0	NA	13,992	-11.7%	504	-61.5%	0	NA	504	-61.5%	14,496	-15.5%
DEBENHAMS SOUTHAMPTON	17,245	2.9%	0	NA	14,713	6.5%	765	-56.9%	0	NA	1,552	-4.7%	62	-56.3%	0	NA	34,337	0.6%	1,142	-68.7%	0	NA	1,142	-68.7%	35,479	-6.1%
DEBENHAMS SOUTHEAST	51,980	0.2%	0	NA	42,284	4.8%	4,259	-44.4%	0	NA	6,127	-11.9%	667	73.2%	0	NA	105,317	-1.8%	3,213	-64.0%	43	NA	3,256	-63.5%	108,573	-6.5%
DEBENHAMS SOUTHPORT	17,527	-9.5%	0	NA	12,830	-7.2%	1,488	-24.5%	0	NA	844	-11.3%	186	50.0%	0	NA	32,875	-9.3%	1,206	-46.6%	0	NA	1,206	-46.6%	34,081	-11.5%
DEBENHAMS SOUTHSEA	8,003	-3.9%	0	NA	7,585	54.1%	369	-44.8%	0	NA	620	-39.0%	31	NA	0	NA	16,608	11.2%	246	-67.4%	0	NA	246	-67.4%	16,854	7.5%
DEBENHAMS STAINES	10,019	-1.1%	0	NA	9,252	23.3%	655	-54.0%	0	NA	617	23.4%	93	50.0%	0	NA	20,636	5.0%	835	-62.7%	0	NA	835	-62.7%	21,471	-1.9%
DEBENHAMS STIRLING	21,668	-3.3%	0	NA	18,084	9.8%	1,713	-27.8%	0	NA	803	-22.2%	116	-34.8%	0	NA	42,384	-0.2%	1,489	-56.4%	0	NA	1,489	-56.4%	43,873	-4.4%
DEBENHAMS STOCKPORT	19,330	-13.8%	0	NA	13,538	-17.0%	792	-54.2%	0	NA	1,331	59.4%	239	16.0%	0	NA	35,230	-15.1%	771	-55.2%	0	NA	771	-55.2%	36,001	-16.7%
DEBENHAMS STOCKTON-ON-TEES	20,999	-3.7%	0	NA	24,227	8.8%	1,038	-44.2%	0	NA	1,556	5.6%	62	100.0%	0	NA	47,882	0.9%	1,176	-66.8%	0	NA	1,176	-66.8%	49,058	-3.8%
DEBENHAMS STOKE-ON-TRENT	20,536	-2.8%	0	NA	22,127	2.9%	2,086	-6.5%	0	NA	2,001	38.7%	208	20.9%	0	NA	46,958	0.9%	1,032	-66.2%	0	NA	1,032	-66.2%	47,990	-3.3%
DEBENHAMS STRATFORD UPON AVON	11,111	-6.7%	0	NA	9,839	5.3%	734	-15.7%	0	NA	744	21.2%	0	NA	0	NA	22,428	-1.8%	298	-76.7%	0	NA	298	-76.7%	22,726	-5.4%
DEBENHAMS SUNDERLAND	69,667	-8.7%	0	NA	68,603	2.7%	6,871	-58.4%	0	NA	5,863	-9.9%	487	-3.4%	0	NA	151,491	-9.1%	6,439	-58.6%	0	NA	6,439	-58.6%	157,930	-13.3%
DEBENHAMS SUTTON	13,583	-7.0%	0	NA	13,902	8.7%	1,374	6.9%	0	NA	871	6.9%	206	-14.9%	0	NA	29,936	-0.3%	1,924	-59.6%	0	NA	1,924	-59.6%	31,860	-8.4%
DEBENHAMS SWANSEA	23,706	6.1%	0	NA	19,952	5.4%	1,062	-46.1%	0	NA	1,059	-34.0%	115	-53.1%	0	NA	45,894	1.7%	2,130	-15.8%	0	NA	2,130	-15.8%	48,024	0.7%
DEBENHAMS SWINDON	9,047	-10.1%	0	NA	6,884	42.0%	889	-29.6%	0	NA	499	-7.8%	0	NA	0	NA	17,319	2.5%	597	-72.5%	0	NA	597	-72.5%	17,916	-6.1%
DEBENHAMS TALTON	9,368	-16.3%	0	NA	8,849	34.7%	681	-21.9%	0	NA	621	42.1%	0	NA	0	NA	19,519	2.1%	1,404	-41.9%	0	NA	1,404	-41.9%	20,923	-2.9%
DEBENHAMS TELFORD	16,972	-6.1%	0	NA	18,002	24.3%	939	-37.5%	0	NA	1,594	-17.1%	121	105.1%	0	NA	37,628	4.4%	442	-86.7%	0	NA	442	-86.7%	38,070	-3.3%
DEBENHAMS THAME	12,577	-13.1%	0	NA	9,778	35.3%	1,046	-47.0%	0	NA	659	-32.5%	267	-13.0%	0	NA	24,327	-2.9%	968	-30.2%	0	NA	968	-30.2%	25,295	-4.3%
DEBENHAMS THURROCK	56,370	-7.2%	0	NA	61,963	-2.3%	5,067	-50.0%	0	NA	6,552	-24.1%	789	-18.1%	0	NA	130,741	-9.2%	4,249	-66.4%	0	NA	4,249	-67.7%	134,990	-14.1%
DEBENHAMS TORQUAY	12,593	-8.9%	0	NA	8,539	68.3%	1,227	28.8%	0	NA	664	-25.6%	152	74.7%	0	NA	23,175	11.2%	798	-52.5%	0	NA	798	-52.5%	23,973	6.5%
DEBENHAMS UXBIDGE	12,131	-10.5%	0	NA	16,231	8.9%	630	-44.1%	0	NA	999	-28.1%	361	205.9%	0	NA	30,352	-2.4%	278	-81.3%	0	NA	278	-81.3%	30,630	-6.0%
DEBENHAMS WAKEFIELD	12,807	-4.6%	0	NA	18,670	22.0%	1,011	-35.3%	0	NA	587	-56.0%	28	-52.5%	0	NA	33,103	4.3%	758	-71.0%	0	NA	758	-71.0%	33,861	-1.5%
DEBENHAMS WALSALL	10,389	5.2%	0	NA	10,355	-0.6%	462	-69.1%	0	NA	1,122	70.0%	17	-71.2%	0	NA	22,345	-0.7%	399	-67.0%	0	NA	399	-67.0%	22,744	-4.1%
DEBENHAMS WARRINGTON	20,866	3.2%	0	NA	22,904	10.7%	1,314	-60.9%	0	NA	905	-3.8%	206	128.9%	0	NA	46,195	2.0%	566	-82.6%	0	NA	566	-82.6%	46,761	3.7%
DEBENHAMS WELWYN GARDEN CITY	6,675	23.8%	0	NA	9,158	16.1%	346	-13.7%	0	NA	382	103.2%	0	NA	0	NA	16,561	19.4%	188	-87.1%	0	NA	188	-87.1%	16,749	9.3%
DEBENHAMS WEYMOUTH	10,904	-13.5%	0	NA	10,241	17.1%	519	-68.5%	0	NA	864	30.1%	150	154.2%	0	NA	22,678	-4.4%	938	-50.2%	0	NA	938	-50.2%	23,616	-7.8%
DEBENHAMS WIGAN	22,335	-8.8%	0	NA	23,397	6.2%	1,452	-59.9%	0	NA	734	-7.8%	62	-7.5%	0	NA	47,980	-5.9%	1,521	-57.0%	0	NA	1,521	-57.0%	49,501	-9.2%
DEBENHAMS WINCHESTER	10,621	-3.4%	0	NA	8,533	12.9%	530	-47.1%	0	NA	1,000	69.5%	155	66.7%	0	NA	20,839	2.9%	487	-74.1%	0	NA	487	-74.1%	21,326	-3.6%
DEBENHAMS WOKING	10,724	6.4%	0	NA	10,517	45.3%	754	-24.8%	0	NA	911	14.7%	112	NA	0	NA	23,018	20.4%	427	-69.8%	0	NA	427	-69.8%	23,445	14.2%
DEBENHAMS WORCESTER	13,302	-3.4%	0	NA	10,390	-5.9%	451	-58.1%	0	NA	1,049	42.7%	62	NA	0	NA	25,254	-5.2%	524	-67.9%	0	NA	524	-67.9%	25,778	-8.8%
DEBENHAMS WORKINGTON	11,946	8.3%	0	NA	14,938	17.2%	1,028	-67.4%	0	NA	262	-58.5%	0	NA	0	NA	28,174	2.3%	230	-91.6%	0	NA	230	-91.6%	28,404	-6.2%
DEBENHAMS WORTHING	18,311	11.2%	0	NA	15,159	22.5%	981	-43.7%	0	NA	1,774	39.0%	62	5.1%	0	NA	36,287	13.7%	934	-63.5%	0	NA	934	-63.5%	37,221	8.0%
DEBENHAMS WREXHAM	11,006	-8.1%	0	NA	13,611	8.2%	753	-11.2%	0	NA	998	55.7%	144	NA	0	NA	26,512	1.8%	535	-48.4%	0	NA	535	-48.4%	27,047	-1.0%
DEBENHAMS YORK	8,755	-4.0%	0	NA	11,810	11.3%	618	-57.3%	0	NA	555	-36.4%	0	NA	0	NA	21,738	-1.4%	48	-97.3%	0	NA	48	-97.3%	21,786	-8.7%
DEBENHAMS YORK MONKS CROSS	7,234	-1.9%	0	NA	10,226	12.1%	456	137.5%	0	NA	638	43.4%	0	NA	0	NA	18,554	8.3%	146	-89.4%	0	NA	146	-89.4%	18,700	1.0%
DEBENHAMS.COM SOUTHAMPTON	204,435	-17.3%	0	NA	322,182	2.1%	27,330	-48.7%	258	NA	20,538	-30.7%	7,367	54.9%	0	NA	582,110	-10.5%	9,690	-83.4%	0	NA	9,690	-83.4%	591,800	-16.5%
DESIRE BY DEBENHAMS ALTRINCHAM	8,806	-1.7%	0	NA	5,479	19.2%	494	50.2%	0	NA	203	-17.5%	0	NA	0	NA	14,982	6.0%	154	-83.4%	0	NA	154	-83.4%	15,136	0.5%
DESIRE BY DEBENHAMS BIRMINGHAM FORT	3,951	-12.2%	0	NA	4,627	9.9%	671	-19.8%	0	NA	37	-74.7%	0	NA	0	NA	9,286	-4.2%	494	-56.0%	0	NA	494	-56.0%	9,780	-9.6%
DESIRE BY DEBENHAMS FALKIRK	14,166	2.7%	0	NA	9,309	9.4%	612	67.7%	0	NA	364	-55.8%	31	0.0%	0	NA	24,482	4.1%	301	-86.6%	0	NA	301	-86.6%	24,783	-3.9%
DESIRE BY DEBENHAMS KIDDERMINSTER	14,908	5.2%	0	NA	13,230	20.2%	895	47.4%	0	NA	1,021	226.2%	62	100.0%	0	NA	30,116	15.3%	647	-68.0%	0	NA	647	-68.0%	30,763	9.3%
DESIRE BY DEBENHAMS KIRCALDY	15,085	-2.5%	0	NA	11,924	4.4%	1,055	-56.6%	0	NA	875	57.9%	90	221.4%	0	NA	29,									

DECEMBER 2014

DEBENHAMS GROUP

CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

MONTH - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BROWNS CHESTER	4,903	396.3%	0	NA	4,880	158.7%	111	-43.9%	0	NA	309	-57.5%	0	NA	0	NA	10,203	167.4%	131	-91.0%	0	NA	131	-91.0%	10,334	95.8%
DEBENHAMS ABERDEEN	2,666	37.4%	0	NA	3,835	31.2%	155	453.6%	0	NA	316	45.6%	0	NA	0	NA	6,972	36.5%	87	-91.9%	0	NA	87	-91.9%	7,059	14.3%
DEBENHAMS ASHFORD	472	-28.2%	0	NA	1,094	240.8%	0	NA	0	NA	152	913.3%	34	NA	0	NA	1,752	74.3%	0	NA	0	NA	0	NA	1,752	39.3%
DEBENHAMS AVR	1,610	58.3%	0	NA	1,528	23.8%	28	27.3%	0	NA	281	97.9%	34	NA	0	NA	3,481	44.1%	0	NA	0	NA	0	NA	3,481	32.9%
DEBENHAMS BALLYMENA	439	NA	0	NA	319	NA	0	NA	0	NA	0	NA	0	NA	0	NA	758	NA	0	NA	0	NA	0	NA	758	NA
DEBENHAMS BANBURY	1,074	51.1%	0	NA	593	64.7%	56	-17.6%	0	NA	174	690.9%	0	NA	0	NA	1,897	58.7%	0	NA	0	NA	0	NA	1,897	44.0%
DEBENHAMS BANGOR	753	37.2%	0	NA	1,755	244.8%	0	NA	0	NA	58	34.9%	0	NA	0	NA	2,566	127.3%	0	NA	0	NA	0	NA	2,566	109.1%
DEBENHAMS BARROW	1,308	89.0%	0	NA	2,005	125.0%	83	277.3%	0	NA	36	NA	0	NA	0	NA	3,432	113.8%	0	NA	0	NA	0	NA	3,432	93.2%
DEBENHAMS BASILDON	3,751	255.2%	0	NA	3,918	177.5%	194	151.9%	0	NA	218	100.0%	0	NA	0	NA	8,081	202.5%	139	-91.5%	0	NA	139	-91.5%	8,220	91.2%
DEBENHAMS BASINGSTOKE	2,113	126.0%	0	NA	2,242	100.4%	56	NA	0	NA	157	336.1%	0	NA	0	NA	4,568	118.6%	0	NA	0	NA	0	NA	4,568	94.3%
DEBENHAMS BATH	1,083	32.9%	0	NA	1,150	20.9%	0	NA	0	NA	36	-66.7%	17	NA	0	NA	2,286	17.5%	0	NA	0	NA	0	NA	2,286	9.2%
DEBENHAMS BEDFORD	1,634	242.6%	0	NA	1,086	10.8%	0	NA	0	NA	58	34.9%	0	NA	0	NA	2,778	81.8%	0	NA	0	NA	0	NA	2,778	65.9%
DEBENHAMS BELFAST	2,135	NA	0	NA	3,457	NA	233	NA	0	NA	223	NA	0	NA	0	NA	6,048	NA	39	NA	0	NA	39	NA	6,087	NA
DEBENHAMS BIRMINGHAM	6,045	39.6%	0	NA	9,929	131.9%	288	52.4%	0	NA	1,418	NA	0	NA	0	NA	17,680	98.6%	187	-91.6%	0	NA	187	-91.6%	17,867	60.4%
DEBENHAMS BLACKBURN	1,065	-9.3%	0	NA	2,724	86.6%	83	-34.6%	0	NA	224	NA	0	NA	0	NA	4,096	48.4%	0	NA	0	NA	0	NA	4,096	32.8%
DEBENHAMS BLACKPOOL	1,843	273.1%	0	NA	1,639	360.4%	56	-69.2%	0	NA	106	8.2%	0	NA	0	NA	3,644	222.5%	0	NA	0	NA	0	NA	3,644	174.8%
DEBENHAMS BOLTON	2,307	287.1%	0	NA	2,875	329.7%	167	8.4%	0	NA	188	44.6%	34	NA	0	NA	5,571	259.7%	0	NA	0	NA	0	NA	5,571	175.5%
DEBENHAMS BOURNEMOUTH	959	9.4%	0	NA	1,097	65.2%	56	-59.7%	0	NA	106	381.8%	0	NA	0	NA	2,218	30.3%	0	NA	0	NA	0	NA	2,218	11.2%
DEBENHAMS BRIGHTON	2,308	135.8%	0	NA	2,209	-11.1%	0	NA	0	NA	229	118.1%	0	NA	0	NA	4,746	30.7%	112	-87.6%	0	NA	112	-87.6%	4,858	7.1%
DEBENHAMS BRISTOL	438	-51.3%	0	NA	1,106	36.4%	121	908.3%	0	NA	188	189.2%	0	NA	0	NA	1,853	3.6%	0	NA	0	NA	0	NA	1,853	-12.6%
DEBENHAMS BROMLEY	2,408	102.4%	0	NA	2,529	10.0%	0	NA	0	NA	204	14.0%	69	NA	0	NA	5,210	42.0%	0	NA	0	NA	0	NA	5,210	29.9%
DEBENHAMS BURY	1,635	-7.9%	0	NA	2,903	39.2%	211	-20.7%	0	NA	107	-49.5%	0	NA	0	NA	4,856	11.9%	0	NA	0	NA	0	NA	4,856	8.9%
DEBENHAMS BURY ST EDMUNDS	1,901	63.5%	0	NA	2,463	240.2%	28	NA	0	NA	201	47.8%	0	NA	0	NA	4,593	127.0%	0	NA	0	NA	0	NA	4,593	98.3%
DEBENHAMS CAMBRIDGE	1,514	122.0%	0	NA	898	-10.6%	50	NA	0	NA	201	87.9%	0	NA	0	NA	2,663	48.5%	39	-94.0%	0	NA	39	-94.0%	2,702	10.5%
DEBENHAMS CANTERBURY	1,235	-9.3%	0	NA	1,645	72.6%	28	0.0%	0	NA	152	NA	0	NA	0	NA	3,060	30.7%	0	NA	0	NA	0	NA	3,060	20.6%
DEBENHAMS CARDIFF	6,797	148.2%	0	NA	8,680	97.1%	349	66.2%	0	NA	937	159.6%	189	37.0%	0	NA	16,952	115.9%	243	-81.3%	0	NA	243	-81.3%	17,195	87.9%
DEBENHAMS CARLISLE	1,041	68.4%	0	NA	2,409	104.5%	0	NA	0	NA	147	69.0%	0	NA	0	NA	3,597	85.5%	0	NA	0	NA	0	NA	3,597	66.6%
DEBENHAMS CARMARTHEN	898	89.9%	0	NA	1,703	181.5%	28	NA	0	NA	91	111.6%	0	NA	0	NA	2,720	142.6%	0	NA	0	NA	0	NA	2,720	118.8%
DEBENHAMS CHATHAM	1,207	43.7%	0	NA	1,321	56.5%	56	-32.5%	0	NA	107	-49.8%	0	NA	0	NA	2,691	35.9%	0	NA	0	NA	0	NA	2,691	28.0%
DEBENHAMS CHELMSFORD	2,146	193.6%	0	NA	2,037	38.5%	56	-41.7%	0	NA	81	-72.6%	52	NA	0	NA	4,572	71.8%	0	NA	0	NA	0	NA	4,572	58.6%
DEBENHAMS CHELTENHAM	1,004	560.5%	0	NA	1,265	156.1%	0	NA	0	NA	56	NA	0	NA	0	NA	2,325	248.1%	0	NA	0	NA	0	NA	2,325	203.5%
DEBENHAMS CHESTERFIELD	657	-14.2%	0	NA	1,501	103.9%	28	27.3%	0	NA	134	88.7%	0	NA	0	NA	2,320	45.5%	0	NA	0	NA	0	NA	2,320	33.2%
DEBENHAMS CLAPHAM	992	19.7%	0	NA	546	95.7%	0	NA	0	NA	178	-17.6%	17	0.0%	0	NA	1,733	29.2%	0	NA	0	NA	0	NA	1,733	18.5%
DEBENHAMS COLCHESTER	2,185	66.3%	0	NA	3,123	5.7%	0	NA	0	NA	348	145.1%	0	NA	0	NA	5,656	25.5%	64	-93.7%	0	NA	64	-93.7%	5,720	3.6%
DEBENHAMS COVENTRY	2,132	177.6%	0	NA	1,912	14.1%	139	148.2%	0	NA	249	63.8%	0	NA	0	NA	4,432	65.1%	0	NA	0	NA	0	NA	4,432	49.8%
DEBENHAMS CRAIGAVON	1,434	NA	0	NA	1,348	NA	56	NA	0	NA	142	NA	0	NA	0	NA	2,980	NA	0	NA	0	NA	0	NA	2,980	NA
DEBENHAMS CRAWLEY	852	26.4%	0	NA	713	-17.4%	28	NA	0	NA	46	NA	17	NA	0	NA	1,656	7.7%	0	NA	0	NA	0	NA	1,656	-5.7%
DEBENHAMS CROYDON	2,581	404.1%	0	NA	2,020	84.5%	111	70.8%	0	NA	221	-24.1%	0	NA	0	NA	4,933	151.3%	0	NA	0	NA	0	NA	4,933	147.1%
DEBENHAMS DERBY	1,297	38.3%	0	NA	2,218	56.2%	0	NA	0	NA	162	50.0%	52	52.9%	0	NA	3,729	45.9%	0	NA	0	NA	0	NA	3,729	28.1%
DEBENHAMS DONCASTER	2,344	28.6%	0	NA	3,611	116.4%	44	-55.6%	0	NA	321	130.9%	0	NA	0	NA	6,320	69.5%	0	NA	0	NA	0	NA	6,320	56.9%
DEBENHAMS DUDLEY MERRYHILL	5,287	166.1%	0	NA	7,887	84.2%	316	72.7%	0	NA	706	59.7%	0	NA	0	NA	14,196	105.9%	144	-85.8%	0	NA	144	-85.8%	14,340	81.4%
DEBENHAMS DUMFRIES	599	596.5%	0	NA	602	215.2%	28	NA	0	NA	142	NA	0	NA	0	NA	1,371	394.9%	0	NA	0	NA	0	NA	1,371	189.9%
DEBENHAMS DUNDEE	2,526	96.1%	0	NA	3,869	58.8%	167	317.5%	0	NA	166	-50.9%	0	NA	0	NA	6,728	61.9%	154	-83.1%	0	NA	154	-83.1%	6,882	35.8%
DEBENHAMS DUNFIRMLINE	1,744	121.9%	0	NA	1,239	98.2%	0	NA	0	NA	51	-65.5%	0	NA	0	NA	3,034	91.2%	0	NA	0	NA	0	NA	3,034	72.6%
DEBENHAMS EAST KILBRIDE	2,069	33.1%	0	NA	1,467	39.7%	83	0.0%	0	NA	421	59.5%	34	NA	0	NA	4,074	38.1%	0	NA	0	NA	0	NA	4,074	23.7%
DEBENHAMS EASTBOURNE	360	76.5%	0	NA	998	37.5%	0	NA	0	NA	223	913.6%	17	NA	0	NA	1,598	67.9%	0	NA	0	NA	0	NA	1,598	45.4%
DEBENHAMS EDINBURGH	1,256	68.1%	0	NA	1,413	249.8%	83	NA	0	NA	122	430.4%	0	NA	0	NA	2,874	144.8%	0	NA	0	NA	0	NA	2,874	104.1%
DEBENHAMS EDINBURGH LEITH	346	78.4%	0	NA	685	133.0%	28	NA	0	NA	259	502.3%	0	NA	0	NA	1,318	148.2%	0	NA	0	NA	0	NA	1,318	87.7%
DEBENHAMS ELLESMERE PORT (OPENED 16/07/14)	773	NA	0	NA	1,951	NA	111	NA	0	NA	0	NA	0	NA	0	NA	2,835	NA	0	NA	0	NA	0	NA	2,835	NA
DEBENHAMS ELTHAM	1,167	39.4%	0	NA	1,480	408.6%	28	-42.9%	0	NA	36	-72.3%	69	NA	0	NA	2,780	112.7%	0	NA	0	NA	0	NA	2,780	85.0%
DEBENHAMS EXETER	1,259	391.8%	0	NA	835	87.2%	111	158.1%	0	NA	297	725.0%	0	NA	0	NA	2,502	220.4%	0	NA	0	NA	0	NA	2,502	165.6%
DEBENHAMS FAREHAM	1,175	99.8%	0	NA	519	19.0%	56	NA	0	NA	113	-30.7%	0	NA	0	NA	1,863	57.0%	0	NA	0	NA	0	NA	1,863	30.2%

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	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	
DEBENHAMS FARNBOROUGH	371	-54.9%	0	NA	893	189.0%	0	NA	0	NA	0	NA	0	NA	0	NA	1,264	7.7%	0	NA	0	NA	0	NA	1,264	-2.5%	
DEBENHAMS FOLKSTONE	892	7.1%	0	NA	857	38.7%	28	NA	0	NA	134	-15.2%	17	NA	0	NA	1,928	19.8%	0	NA	0	NA	0	NA	1,928	11.4%	
DEBENHAMS GATESHEAD METROCENTRE	5,278	57.4%	0	NA	6,976	-3.5%	377	-0.8%	0	NA	782	13.8%	52	-49.5%	0	NA	13,465	14.6%	154	-94.8%	0	NA	154	-94.8%	13,619	-7.3%	
DEBENHAMS GLASGOW	8,980	271.4%	0	NA	11,230	107.7%	427	40.5%	0	NA	1,459	172.2%	189	119.8%	0	NA	22,285	154.6%	101	-96.6%	0	NA	101	-96.6%	22,386	91.0%	
DEBENHAMS GLASGOW POLLOCK	3,919	108.9%	0	NA	4,016	14.2%	143	-11.2%	0	NA	400	-31.2%	34	-34.6%	0	NA	8,512	37.6%	129	-93.4%	0	NA	129	-93.4%	8,641	6.3%	
DEBENHAMS GLOUCESTER	1,367	291.7%	0	NA	1,455	134.7%	83	NA	0	NA	170	672.7%	0	NA	0	NA	3,075	205.1%	0	NA	0	NA	0	NA	3,075	155.4%	
DEBENHAMS GRAVESEND	853	64.0%	0	NA	1,016	84.1%	0	NA	0	NA	71	9.2%	17	NA	0	NA	1,957	72.1%	0	NA	0	NA	0	NA	1,957	52.4%	
DEBENHAMS GREAT YARMOUTH	1,096	66.1%	0	NA	1,156	126.7%	28	-34.9%	0	NA	124	NA	0	NA	0	NA	2,404	98.2%	0	NA	0	NA	0	NA	2,404	78.9%	
DEBENHAMS GUILDFORD	562	-16.1%	0	NA	1,302	99.7%	0	NA	0	NA	58	-10.8%	0	NA	0	NA	1,922	38.6%	0	NA	0	NA	0	NA	1,922	23.4%	
DEBENHAMS HARRIGATE	1,241	7.1%	0	NA	929	74.6%	56	0.0%	0	NA	159	269.8%	0	NA	0	NA	2,365	32.0%	0	NA	0	NA	0	NA	2,365	25.2%	
DEBENHAMS HARBOROW	475	-47.3%	0	NA	812	50.6%	44	-55.0%	0	NA	249	43.3%	52	NA	0	NA	1,632	-4.7%	0	NA	0	NA	0	NA	1,632	-22.1%	
DEBENHAMS HASTINGS	507	27.4%	0	NA	1,007	94.8%	56	NA	0	NA	21	-73.6%	0	NA	0	NA	1,593	59.0%	0	NA	0	NA	0	NA	1,593	36.9%	
DEBENHAMS HAVERFORDWEST (OPENED 02/10/13)	219	204.2%	0	NA	369	NA	0	NA	0	NA	46	NA	0	NA	0	NA	634	780.6%	0	NA	0	NA	0	NA	634	424.0%	
DEBENHAMS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	(21,080)	NA	0	NA	0	NA	0	NA	0	NA	(21,080)	NA	0	NA	0	NA	0	NA	0	NA	(21,080)	NA
DEBENHAMS HEMEL HEMPSTEAD	799	13.0%	0	NA	1,372	147.7%	111	44.2%	0	NA	188	NA	0	NA	0	NA	2,470	82.6%	0	NA	0	NA	0	NA	2,470	57.0%	
DEBENHAMS HEREFORD (OPENED 11/02/14)	323	NA	0	NA	1,555	NA	28	NA	0	NA	71	NA	52	NA	0	NA	2,029	NA	0	NA	0	NA	0	NA	2,029	NA	
DEBENHAMS HOUNSLOW	287	-18.9%	0	NA	709	88.6%	56	NA	0	NA	23	-46.5%	0	NA	0	NA	1,075	39.1%	0	NA	0	NA	0	NA	1,075	20.1%	
DEBENHAMS HULL	3,259	191.2%	0	NA	4,037	20.9%	171	-3.4%	0	NA	341	43.9%	0	NA	0	NA	7,808	60.2%	0	NA	0	NA	0	NA	7,808	49.9%	
DEBENHAMS ILFORD	916	90.8%	0	NA	812	625.0%	139	67.5%	0	NA	185	71.3%	17	NA	0	NA	2,069	164.2%	0	NA	0	NA	0	NA	2,069	61.4%	
DEBENHAMS INVERNESS	1,041	52.0%	0	NA	2,120	121.8%	0	NA	0	NA	99	-8.3%	0	NA	0	NA	3,260	83.5%	0	NA	0	NA	0	NA	3,260	44.6%	
DEBENHAMS IPSWICH	2,546	223.5%	0	NA	2,540	105.3%	183	120.5%	0	NA	284	108.8%	34	0.0%	0	NA	5,587	145.4%	0	NA	0	NA	0	NA	5,587	121.6%	
DEBENHAMS KINGS LYNN	547	-15.3%	0	NA	2,017	109.7%	111	-33.5%	0	NA	137	NA	0	NA	0	NA	2,812	58.4%	0	NA	0	NA	0	NA	2,812	50.1%	
DEBENHAMS LEAMINGTON SPA (OPENED 19/09/13)	458	231.9%	0	NA	371	762.8%	0	NA	0	NA	71	NA	0	NA	0	NA	900	397.2%	0	NA	0	NA	0	NA	900	291.3%	
DEBENHAMS LEEDS BRIGGATE	5,162	71.2%	0	NA	6,148	108.7%	260	420.0%	0	NA	505	31.2%	17	-50.0%	0	NA	12,092	88.0%	82	-90.9%	0	NA	82	-90.9%	12,174	66.0%	
DEBENHAMS LEEDS WHITE ROSE	5,760	57.8%	0	NA	9,813	111.8%	161	109.1%	0	NA	686	36.1%	0	NA	0	NA	16,420	83.1%	114	-89.8%	0	NA	114	-89.8%	16,534	63.8%	
DEBENHAMS LEICESTER	1,271	54.2%	0	NA	2,601	117.8%	83	196.4%	0	NA	189	13.2%	0	NA	0	NA	4,144	81.6%	0	NA	0	NA	0	NA	4,144	72.4%	
DEBENHAMS LICHFIELD (OPENED 07/05/13)	755	79.3%	0	NA	875	15.4%	83	-21.0%	0	NA	121	NA	0	NA	0	NA	1,834	35.6%	0	NA	0	NA	0	NA	1,834	30.8%	
DEBENHAMS LINCOLN	1,463	12.7%	0	NA	1,120	-0.1%	50	NA	0	NA	216	58.8%	0	NA	0	NA	2,849	11.5%	0	NA	0	NA	0	NA	2,849	1.8%	
DEBENHAMS LIVERPOOL	4,737	127.2%	0	NA	12,056	6.7%	421	-40.1%	0	NA	524	-31.7%	34	-60.5%	0	NA	17,772	19.0%	136	-94.3%	0	NA	136	-94.3%	17,908	3.3%	
DEBENHAMS LIVINGSTON	544	-5.6%	0	NA	2,350	18.1%	83	0.0%	0	NA	127	-21.1%	0	NA	0	NA	3,104	10.5%	0	NA	0	NA	0	NA	3,104	-7.7%	
DEBENHAMS LLANDUDNO	1,468	49.0%	0	NA	1,120	-13.5%	72	28.6%	0	NA	175	146.5%	0	NA	0	NA	2,835	16.1%	0	NA	0	NA	0	NA	2,835	4.9%	
DEBENHAMS LLANELLI	611	-26.5%	0	NA	1,008	142.3%	56	27.3%	0	NA	56	-35.6%	0	NA	0	NA	1,731	25.6%	0	NA	0	NA	0	NA	1,731	6.1%	
DEBENHAMS LONDON	7,602	-55.0%	0	NA	5,830	40.6%	250	-16.7%	0	NA	2,009	NA	121	-36.0%	0	NA	15,812	-26.5%	249	-91.1%	0	NA	249	-91.1%	16,061	-33.9%	
DEBENHAMS LONDON WHITE CITY WESTFIELD	517	-60.0%	0	NA	1,335	-65.3%	0	NA	0	NA	154	49.5%	0	NA	0	NA	2,006	-61.8%	0	NA	0	NA	0	NA	2,006	-63.0%	
DEBENHAMS LONDON WIMBLEDON	678	184.9%	0	NA	324	153.1%	0	NA	0	NA	58	-42.6%	17	0.0%	0	NA	1,077	114.5%	0	NA	0	NA	0	NA	1,077	13.4%	
DEBENHAMS LONDONDERRY	975	NA	0	NA	1,723	NA	83	NA	0	NA	0	NA	0	NA	0	NA	2,781	NA	0	NA	0	NA	0	NA	2,781	NA	
DEBENHAMS LUTON	925	54.4%	0	NA	824	52.3%	0	NA	0	NA	107	62.1%	0	NA	0	NA	1,856	51.8%	0	NA	0	NA	0	NA	1,856	40.5%	
DEBENHAMS MANCHESTER	5,469	70.3%	0	NA	6,470	112.1%	421	65.7%	0	NA	846	9.6%	276	430.8%	0	NA	13,482	83.7%	72	-96.0%	0	NA	72	-96.0%	13,554	48.3%	
DEBENHAMS MANCHESTER TRAFFORD PARK	3,605	-6.4%	0	NA	7,532	71.4%	282	30.0%	0	NA	645	106.7%	17	0.0%	0	NA	12,081	37.4%	54	-97.1%	0	NA	54	-97.1%	12,135	13.8%	
DEBENHAMS MANSFIELD	1,179	207.0%	0	NA	1,503	70.6%	56	NA	0	NA	243	273.8%	69	NA	0	NA	3,050	129.3%	0	NA	0	NA	0	NA	3,050	103.2%	
DEBENHAMS MIDDLESBROUGH	3,908	67.3%	0	NA	5,197	32.0%	310	2.3%	0	NA	334	854.3%	0	NA	0	NA	9,749	47.5%	72	-91.9%	0	NA	72	-91.9%	9,821	31.0%	
DEBENHAMS MILTON KEYNES	3,111	140.5%	0	NA	4,163	121.1%	44	-47.0%	0	NA	454	NA	0	NA	0	NA	7,772	138.2%	72	-86.5%	0	NA	72	-86.5%	7,844	106.6%	
DEBENHAMS NEWBURY	555	34.1%	0	NA	496	8.3%	0	NA	0	NA	94	NA	0	NA	0	NA	1,145	28.8%	0	NA	0	NA	0	NA	1,145	10.5%	
DEBENHAMS NEWCASTLE	3,264	123.6%	0	NA	6,906	52.7%	266	4.7%	0	NA	583	11.7%	69	0.0%	0	NA	11,088	62.4%	211	-83.8%	0	NA	211	-83.8%	11,299	39.0%	
DEBENHAMS NEWRY	729	NA	0	NA	1,065	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,794	NA	0	NA	0	NA	0	NA	1,794	NA	
DEBENHAMS NORTHAMPTON	488	-30.1%	0	NA	130	-33.0%	0	NA	0	NA	0	NA	0	NA	0	NA	618	-33.9%	0	NA	0	NA	0	NA	618	-40.2%	
DEBENHAMS NORWICH	3,002	71.4%	0	NA	2,955	103.2%	78	9.9%	0	NA	190	-39.7%	34	100.0%	0	NA	6,259	73.5%	0	NA	0	NA	0	NA	6,259	62.5%	
DEBENHAMS NOTTINGHAM	2,034	54.3%	0	NA	2,666	95.2%	111	NA	0	NA	139	59.8%	34	NA	0	NA	4,984	79.9%	0	NA	0	NA	0	NA	4,984	70.3%	
DEBENHAMS NUNEATON	715	16.4%	0	NA	1,643	77.0%	56	NA	0	NA	99	13.8%	34	NA	0	NA	2,547	56.4%	0	NA	0	NA	0	NA	2,547	37.2%	
DEBENHAMS OLDHAM	963	10.4%	0	NA	1,540	54.2%	0	NA	0	NA	23	-86.7%	0	NA	0	NA	2,526	22.6%	0	NA	0	NA	0	NA	2,526	13.2%	
DEBENHAMS OXFORD	870	13.6%	0	NA	1,369	254.7%	0	NA	0	NA	157	80.5%	52	NA	0	NA	2,448	78.9%	0	NA	0	NA	0	NA	2,448	61.6%	
DEBENHAMS PERTH	864	168.3%	0	NA	895	324.2%	0	NA	0	NA	80	263.6%	0	NA	0	NA	1,839	231.4%	0	NA	0	NA	0	NA	1,839	171.6%	
DEBENHAMS PLYMOUTH	2,279	53.8%	0	NA	2,259	91.6%	28	NA	0	NA	251	64.1%	0	NA	0	NA	4,817	69.1%	0	NA	0	NA	0	NA	4,817	55.8%	

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	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
DEBENHAMS PORTSMOUTH	3,595	98.1%	0	NA	4,336	81.2%	78	-31.6%	0	NA	476	-1.7%	0	NA	0	NA	8,485	75.3%	193	-80.5%	0	NA	193	-80.5%	6,678	48.8%
DEBENHAMS PRESTON	2,259	58.7%	0	NA	2,172	20.5%	249	2.0%	0	NA	134	-37.7%	34	0.0%	0	NA	4,848	30.4%	0	NA	0	NA	0	NA	4,848	17.3%
DEBENHAMS READING	1,234	75.5%	0	NA	1,784	168.3%	56	0.0%	0	NA	198	-35.5%	0	NA	0	NA	3,272	89.0%	0	NA	0	NA	0	NA	3,272	67.7%
DEBENHAMS REDDITCH	1,127	5.9%	0	NA	2,117	155.4%	0	NA	0	NA	58	NA	0	NA	0	NA	3,302	71.9%	0	NA	0	NA	0	NA	3,302	50.8%
DEBENHAMS ROMFORD	5,320	208.2%	0	NA	6,287	234.4%	338	60.2%	0	NA	491	102.1%	0	NA	0	NA	12,436	202.4%	72	-94.7%	0	NA	72	-94.7%	12,508	128.1%
DEBENHAMS SALISBURY	846	-34.7%	0	NA	908	283.1%	83	69.4%	0	NA	71	491.7%	17	NA	0	NA	1,925	20.8%	0	NA	0	NA	0	NA	1,925	17.2%
DEBENHAMS SCARBOROUGH	1,796	107.9%	0	NA	1,728	191.2%	0	NA	0	NA	284	300.0%	0	NA	0	NA	3,808	128.4%	0	NA	0	NA	0	NA	3,808	94.3%
DEBENHAMS SHEFFIELD	1,031	48.8%	0	NA	1,826	17.4%	0	NA	0	NA	198	25.3%	52	NA	0	NA	3,107	24.8%	0	NA	0	NA	0	NA	3,107	19.0%
DEBENHAMS SHEFFIELD MEADOWHALL	4,305	88.7%	0	NA	7,464	34.4%	342	4.6%	0	NA	580	27.8%	52	-57.0%	0	NA	12,743	45.8%	173	-86.9%	0	NA	173	-86.9%	12,916	28.4%
DEBENHAMS SLOUGH	281	2.2%	0	NA	245	580.6%	28	NA	0	NA	0	NA	0	NA	0	NA	554	78.1%	0	NA	0	NA	0	NA	554	35.5%
DEBENHAMS SOUTHAMPTON	1,634	280.0%	0	NA	1,634	99.5%	0	NA	0	NA	166	514.8%	0	NA	0	NA	3,424	158.0%	0	NA	0	NA	0	NA	3,424	105.2%
DEBENHAMS SOUTHDEN	3,215	135.2%	0	NA	2,130	-21.2%	143	-40.9%	0	NA	410	-6.2%	0	NA	0	NA	5,898	24.2%	105	-87.4%	0	NA	105	-87.4%	6,003	7.5%
DEBENHAMS SOUTHPORT	1,237	70.2%	0	NA	1,099	135.3%	0	NA	0	NA	144	NA	0	NA	0	NA	2,480	107.7%	0	NA	0	NA	0	NA	2,480	68.5%
DEBENHAMS SOUTHSEA	364	2.0%	0	NA	915	218.8%	0	NA	0	NA	34	-76.9%	0	NA	0	NA	1,313	60.3%	0	NA	0	NA	0	NA	1,313	51.3%
DEBENHAMS STAINES	526	-23.1%	0	NA	826	26.5%	0	NA	0	NA	109	153.5%	0	NA	0	NA	1,461	5.9%	0	NA	0	NA	0	NA	1,461	-5.8%
DEBENHAMS STIRLING	752	-46.0%	0	NA	2,102	22.6%	0	NA	0	NA	46	-6.1%	0	NA	0	NA	2,900	-8.7%	0	NA	0	NA	0	NA	2,900	-18.6%
DEBENHAMS STOCKPORT	1,072	-22.3%	0	NA	1,757	148.9%	56	-43.4%	0	NA	36	63.6%	34	100.0%	0	NA	2,955	32.9%	0	NA	0	NA	0	NA	2,955	26.0%
DEBENHAMS STOCKTON-ON-TEES	1,807	103.7%	0	NA	2,264	76.5%	127	-38.0%	0	NA	248	121.4%	0	NA	0	NA	4,446	78.8%	0	NA	0	NA	0	NA	4,446	55.6%
DEBENHAMS BOREHAMWOOD (OPENED 30/10/14)	479	NA	0	NA	234	NA	0	NA	0	NA	56	NA	0	NA	0	NA	769	NA	0	NA	0	NA	0	NA	769	NA
DEBENHAMS SCUNTHORPE (OPENED 21/08/14)	637	NA	0	NA	917	NA	167	NA	0	NA	0	NA	0	NA	0	NA	1,721	NA	0	NA	0	NA	0	NA	1,721	NA
DEBENHAMS STOKES-ON-TRENT	1,623	48.2%	0	NA	3,070	45.6%	183	120.5%	0	NA	106	-16.5%	0	NA	0	NA	4,982	44.5%	0	NA	0	NA	0	NA	4,982	29.0%
DEBENHAMS STRATFORD UPON AVON	860	103.8%	0	NA	800	141.7%	0	NA	0	NA	34	25.9%	0	NA	0	NA	1,694	109.7%	0	NA	0	NA	0	NA	1,694	70.1%
DEBENHAMS SUNDERLAND	5,671	88.2%	0	NA	6,886	68.9%	471	14.3%	0	NA	610	19.8%	0	NA	0	NA	13,638	69.5%	57	-96.2%	0	NA	57	-96.2%	13,695	43.3%
DEBENHAMS SUTTON	928	491.1%	0	NA	1,045	115.5%	221	904.5%	0	NA	314	NA	34	NA	0	NA	2,542	282.8%	0	NA	0	NA	0	NA	2,542	109.0%
DEBENHAMS SWANSEA	2,488	138.5%	0	NA	2,246	56.4%	83	-15.3%	0	NA	128	-36.6%	34	NA	0	NA	4,979	79.2%	0	NA	0	NA	0	NA	4,979	64.2%
DEBENHAMS SWINDON	560	65.2%	0	NA	816	46.8%	139	NA	0	NA	0	NA	0	NA	0	NA	1,515	69.3%	0	NA	0	NA	0	NA	1,515	35.9%
DEBENHAMS TAUNTON	964	16.7%	0	NA	1,350	22.5%	83	NA	0	NA	95	NA	0	NA	0	NA	2,492	29.3%	0	NA	0	NA	0	NA	2,492	14.7%
DEBENHAMS TELFORD	948	57.5%	0	NA	2,299	77.0%	56	-32.5%	0	NA	380	6.7%	0	NA	0	NA	3,683	57.4%	0	NA	0	NA	0	NA	3,683	38.6%
DEBENHAMS THANET	998	38.2%	0	NA	1,134	50.4%	0	NA	0	NA	162	2.5%	0	NA	0	NA	2,294	34.8%	0	NA	0	NA	0	NA	2,294	24.1%
DEBENHAMS THURROCK	5,864	-11.4%	0	NA	8,370	24.4%	266	-44.4%	0	NA	274	-29.9%	86	-28.9%	0	NA	14,860	3.6%	144	-88.6%	0	NA	144	-88.6%	15,004	-3.8%
DEBENHAMS TORQUAY	683	118.2%	0	NA	341	-40.5%	28	NA	0	NA	94	-33.3%	0	NA	0	NA	1,146	11.6%	0	NA	0	NA	0	NA	1,146	-4.6%
DEBENHAMS UXBIDGE	721	232.3%	0	NA	2,310	280.6%	28	27.3%	0	NA	81	-44.9%	0	NA	0	NA	3,140	216.2%	0	NA	0	NA	0	NA	3,140	187.8%
DEBENHAMS WAKEFIELD	1,031	53.9%	0	NA	1,906	11.9%	0	NA	0	NA	91	-33.1%	0	NA	0	NA	3,028	16.8%	0	NA	0	NA	0	NA	3,028	7.7%
DEBENHAMS WALSALL	604	-29.7%	0	NA	833	-9.8%	28	-36.4%	0	NA	118	436.4%	0	NA	0	NA	1,583	-14.3%	0	NA	0	NA	0	NA	1,583	-21.3%
DEBENHAMS WARRINGTON	1,387	-23.7%	0	NA	2,489	113.6%	111	0.0%	0	NA	144	121.5%	69	NA	0	NA	4,200	33.0%	0	NA	0	NA	0	NA	4,200	24.3%
DEBENHAMS WELWYN GARDEN CITY	495	-2.2%	0	NA	958	61.8%	0	NA	0	NA	103	NA	0	NA	0	NA	1,556	41.7%	0	NA	0	NA	0	NA	1,556	25.0%
DEBENHAMS WEYMOUTH	635	48.4%	0	NA	760	295.8%	83	NA	0	NA	106	NA	0	NA	0	NA	1,584	148.7%	0	NA	0	NA	0	NA	1,584	79.8%
DEBENHAMS WIGAN	2,245	225.8%	0	NA	3,363	82.1%	83	-25.2%	0	NA	162	52.8%	0	NA	0	NA	5,853	111.3%	0	NA	0	NA	0	NA	5,853	86.1%
DEBENHAMS WINCHESTER	898	186.0%	0	NA	1,095	154.7%	0	NA	0	NA	123	NA	0	NA	0	NA	2,122	156.6%	0	NA	0	NA	0	NA	2,122	112.6%
DEBENHAMS WORKING	607	-24.8%	0	NA	1,049	62.1%	0	NA	0	NA	236	171.3%	0	NA	0	NA	1,892	20.6%	0	NA	0	NA	0	NA	1,892	11.9%
DEBENHAMS WORCESTER	1,243	22.6%	0	NA	1,790	117.5%	0	NA	0	NA	271	150.9%	0	NA	0	NA	3,304	69.9%	0	NA	0	NA	0	NA	3,304	57.9%
DEBENHAMS WORKINGTON	391	45.4%	0	NA	2,244	209.9%	0	NA	0	NA	104	60.0%	0	NA	0	NA	2,739	136.7%	0	NA	0	NA	0	NA	2,739	94.3%
DEBENHAMS WORTHING	496	4.0%	0	NA	1,492	197.8%	56	-28.2%	0	NA	198	52.3%	0	NA	0	NA	2,242	86.4%	0	NA	0	NA	0	NA	2,242	44.3%
DEBENHAMS WREXHAM	544	-9.9%	0	NA	1,323	16.9%	0	NA	0	NA	75	74.4%	17	NA	0	NA	1,959	10.1%	0	NA	0	NA	0	NA	1,959	5.8%
DEBENHAMS YORK	869	19.4%	0	NA	1,936	18.1%	0	NA	0	NA	39	-74.3%	0	NA	0	NA	2,844	12.9%	0	NA	0	NA	0	NA	2,844	6.7%
DEBENHAMS YORK MONKS CROSS	885	162.6%	0	NA	1,666	95.8%	0	NA	0	NA	0	NA	0	NA	0	NA	2,551	92.7%	0	NA	0	NA	0	NA	2,551	76.4%
DEBENHAMS.COM SOUTHAMPTON	14,223	101.1%	0	NA	43,304	90.0%	1,633	71.9%	0	NA	2,796	93.2%	0	NA	0	NA	61,956	92.0%	642	-89.7%	0	NA	642	-89.7%	62,598	62.5%
DESIRE BY DEBENHAMS ALTRINCHAM	1,018	241.6%	0	NA	603	272.2%	0	NA	0	NA	0	NA	0	NA	0	NA	1,621	236.3%	0	NA	0	NA	0	NA	1,621	192.1%
DESIRE BY DEBENHAMS BIRMINGHAM FORT	86	8.9%	0	NA	571	977.4%	0	NA	0	NA	0	NA	0	NA	0	NA	657	397.7%	0	NA	0	NA	0	NA	657	185.7%
DESIRE BY DEBENHAMS FALKIRK	957	136.9%	0	NA	1,078	66.4%	0	NA	0	NA	91	4.6%	0	NA	0	NA	2,126	79.0%	0	NA	0	NA	0	NA	2,126	53.6%
DESIRE BY DEBENHAMS KIDDERMINSTER	1,142	64.8%	0	NA	1,512	111.8%	111	296.4%	0	NA	28	NA	0	NA	0	NA	2,793	94.6%	0	NA	0	NA	0	NA	2,793	73.9%
DESIRE BY DEBENHAMS KIRCALDY	1,521	292.0%	0	NA	867	-6.2%	56	100.0%	0	NA	304	744.4%	0	NA	0	NA	2,748	99.7%	0	NA	0	NA	0	NA	2,748	83.4%
DESIRE BY DEBENHAMS MERTHYR TYDFIL	801	4.7%	0	NA	1,679	6.3%	56	100.0%	0	NA	81	-57.4%	17	NA	0	NA	2,634	2.8%	0	NA	0	NA	0	NA	2,634	0.0%
DESIRE BY DEBENHAMS ORPINGTON	711	323.2%	0	NA	554	66.9%	0	NA	0	NA	92	NA	0	NA	0	NA	1,357	171.4%	0	NA	0	NA	0	NA	1,357	115.4%
DESIRE BY DEBENHAMS SOUTHSHIELDS	1,541	39.2%	0	NA	1,462	77.6%	56	-68.4%	0	NA	98	-65.0%	0	NA	0	NA	3,157	32.3%	0	NA	0	NA	0	NA	3,157	21.1%
DESIRE BY DEBENHAMS TRURO	1,930	87.9%	0	NA	892	49.9%	28	NA	0	NA	36	-80.0%	34	NA	0	NA	2,920	62.0								

DECEMBER 2014

CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

DEBENHAMS GROUP

MONTH - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BROWNS CHESTER	13,352	-13.6%	0	NA	16,919	11.5%	1,532	-11.0%	0	NA	1,796	29.0%	75	-29.9%	0	NA	33,674	-0.5%	501	-62.4%	55	NA	556	-58.3%	34,230	-2.7%
DEBENHAMS ABERDEEN	12,497	-3.5%	0	NA	11,881	18.3%	687	-44.9%	0	NA	683	-54.4%	31	-47.5%	0	NA	25,779	-0.1%	186	-89.3%	0	NA	186	-89.3%	25,965	-5.7%
DEBENHAMS ASHFORD	3,059	-20.6%	0	NA	3,402	28.2%	427	80.2%	0	NA	206	-18.6%	87	NA	0	NA	7,181	2.7%	53	-83.9%	0	NA	53	-83.9%	7,234	-1.2%
DEBENHAMS AYR	6,567	-22.4%	0	NA	5,876	1.8%	381	11.7%	0	NA	617	0.5%	7	-77.4%	0	NA	13,448	-11.6%	0	NA	0	NA	0	NA	13,448	-14.6%
DEBENHAMS BALLYMENA	1,950	NA	0	NA	1,977	NA	114	NA	0	NA	217	NA	0	NA	0	NA	4,258	NA	89	NA	0	NA	89	NA	4,347	NA
DEBENHAMS BANBURY	5,217	-12.9%	0	NA	3,773	24.3%	171	-50.3%	0	NA	267	-2.2%	0	NA	0	NA	9,428	-2.2%	0	NA	0	NA	0	NA	9,428	-5.2%
DEBENHAMS BANGOR	3,623	-13.1%	0	NA	7,256	29.8%	413	13.5%	0	NA	72	-16.3%	28	-50.9%	0	NA	11,392	11.0%	88	100.0%	0	NA	88	100.0%	11,480	11.3%
DEBENHAMS BARROW	5,169	-8.8%	0	NA	6,204	26.4%	271	-59.1%	0	NA	232	-6.5%	0	NA	0	NA	11,876	3.4%	44	-73.2%	0	NA	44	-73.2%	11,920	2.3%
DEBENHAMS BASILDON	11,953	-7.1%	0	NA	13,772	22.7%	1,168	91.5%	0	NA	1,246	12.9%	82	39.0%	0	NA	28,221	9.1%	334	-83.6%	98	-65.1%	432	-81.4%	28,653	1.7%
DEBENHAMS BASINGSTOKE	5,677	-5.5%	0	NA	5,533	12.3%	249	18.6%	0	NA	583	77.7%	0	NA	0	NA	12,042	4.7%	194	-37.8%	0	NA	194	-37.8%	12,236	3.6%
DEBENHAMS BATH	3,582	-3.0%	0	NA	3,907	34.5%	285	0.0%	0	NA	208	-39.7%	31	-50.0%	0	NA	8,013	9.9%	79	27.4%	0	NA	79	27.4%	8,092	10.1%
DEBENHAMS BEDFORD	4,616	-13.6%	0	NA	5,214	22.1%	240	43.7%	0	NA	217	41.8%	0	NA	0	NA	10,287	3.6%	0	NA	0	NA	0	NA	10,287	1.7%
DEBENHAMS BELFAST	13,761	NA	0	NA	17,205	NA	1,163	NA	0	NA	1,302	NA	142	NA	0	NA	33,573	NA	483	NA	0	NA	483	NA	34,056	NA
DEBENHAMS BIRMINGHAM	21,310	-22.6%	0	NA	24,938	4.4%	2,166	-45.4%	0	NA	4,540	50.3%	234	-8.9%	0	NA	53,188	-9.3%	717	-86.6%	0	NA	717	-86.6%	53,905	-15.8%
DEBENHAMS BLACKBURN	5,746	-29.8%	0	NA	8,180	14.3%	330	-25.0%	0	NA	505	4.1%	59	-4.8%	0	NA	14,820	-9.3%	0	NA	0	NA	0	NA	14,820	-11.7%
DEBENHAMS BLACKPOOL	4,102	-22.1%	0	NA	4,598	6.9%	129	-77.1%	0	NA	240	-41.3%	28	NA	0	NA	9,097	-13.7%	0	NA	0	NA	0	NA	9,097	-15.1%
DEBENHAMS BOLTON	5,470	-3.8%	0	NA	4,647	13.0%	458	2.2%	0	NA	294	58.1%	87	47.5%	0	NA	10,956	4.4%	0	NA	0	NA	0	NA	10,956	-3.4%
DEBENHAMS BOREHAMWOOD (OPENED 30/10/14)	2,433	NA	0	NA	2,601	NA	128	NA	0	NA	306	NA	59	NA	0	NA	5,527	NA	0	NA	0	NA	0	NA	5,527	NA
DEBENHAMS BOURNEMOUTH	5,347	7.5%	0	NA	6,022	38.0%	206	-42.8%	0	NA	407	26.8%	93	75.5%	0	NA	12,075	19.9%	171	-59.6%	0	NA	171	-59.6%	12,246	16.7%
DEBENHAMS BRIGHTON	10,528	1.6%	0	NA	10,079	2.6%	370	-59.8%	0	NA	934	-42.3%	90	69.8%	0	NA	22,001	-3.4%	212	-86.2%	0	NA	212	-86.2%	22,213	-8.6%
DEBENHAMS BRISTOL	4,595	1.7%	0	NA	3,527	19.4%	290	32.4%	0	NA	381	2.7%	31	NA	0	NA	8,824	9.4%	87	-78.8%	0	NA	87	-78.8%	8,911	5.2%
DEBENHAMS BROMLEY	8,015	8.1%	0	NA	6,183	9.7%	240	-43.5%	0	NA	770	114.5%	146	371.0%	0	NA	15,354	10.7%	106	-74.9%	0	NA	106	-74.9%	15,460	8.2%
DEBENHAMS BURY	6,460	-9.7%	0	NA	8,704	52.2%	622	29.6%	0	NA	552	30.2%	93	257.7%	0	NA	16,431	19.0%	471	-13.3%	0	NA	471	-13.3%	16,902	17.8%
DEBENHAMS BURY ST EDMUNDS	6,809	10.0%	0	NA	5,770	37.2%	554	143.0%	0	NA	169	-43.9%	57	NA	0	NA	13,359	22.3%	(44)	NA	0	NA	(44)	NA	13,315	18.8%
DEBENHAMS CAMBRIDGE	6,095	-15.2%	0	NA	5,599	-14.2%	501	-8.2%	0	NA	458	-54.1%	0	NA	0	NA	12,653	-17.2%	779	-38.9%	0	NA	779	-38.9%	13,432	-18.9%
DEBENHAMS CANTERBURY	3,775	-6.8%	0	NA	3,142	55.9%	65	-26.1%	0	NA	259	28.2%	0	NA	0	NA	7,241	13.9%	137	-17.0%	0	NA	137	-17.0%	7,378	13.1%
DEBENHAMS CARDIFF	14,155	-12.6%	0	NA	15,738	6.6%	991	6.3%	0	NA	2,096	67.0%	312	23.3%	0	NA	33,292	-0.3%	627	-63.7%	0	NA	627	-63.7%	33,919	-3.4%
DEBENHAMS CARLISLE	5,105	-8.7%	0	NA	6,066	-6.1%	361	6.2%	0	NA	348	123.1%	31	0.0%	0	NA	11,911	-5.3%	216	-49.7%	0	NA	216	-49.7%	12,127	-6.8%
DEBENHAMS CARMARTHEN	2,355	-32.7%	0	NA	5,254	70.6%	148	97.3%	0	NA	209	-20.2%	0	NA	0	NA	7,966	14.2%	65	-72.5%	0	NA	65	-72.5%	8,031	11.3%
DEBENHAMS CHATHAM	4,491	-8.7%	0	NA	3,688	21.1%	165	469.0%	0	NA	245	-7.2%	0	NA	0	NA	8,589	4.0%	136	47.8%	0	NA	136	47.8%	8,725	4.5%
DEBENHAMS CHELMSFORD	9,037	3.5%	0	NA	8,157	14.2%	488	19.9%	0	NA	534	4.1%	88	54.4%	0	NA	18,304	8.6%	136	-86.6%	0	NA	136	-86.6%	18,440	3.2%
DEBENHAMS CHELTENHAM	2,469	21.7%	0	NA	2,445	49.6%	40	-7.0%	0	NA	0	NA	0	NA	0	NA	4,954	30.7%	156	-12.4%	0	NA	156	-12.4%	5,110	28.8%
DEBENHAMS CHESTERFIELD	2,588	-32.8%	0	NA	3,741	24.6%	254	45.1%	0	NA	190	-33.8%	88	54.4%	0	NA	6,861	-7.0%	71	-56.4%	0	NA	71	-56.4%	6,932	-8.0%
DEBENHAMS CLAPHAM	4,034	-9.8%	0	NA	2,427	-15.1%	113	-67.5%	0	NA	532	68.4%	113	232.4%	0	NA	7,219	-10.1%	44	-81.7%	0	NA	44	-81.7%	7,263	-12.2%
DEBENHAMS COLCHESTER	10,709	-17.9%	0	NA	12,519	5.6%	663	-34.8%	0	NA	1,543	-4.1%	102	82.1%	0	NA	25,536	-7.4%	368	-71.5%	0	NA	368	-71.5%	25,904	-10.3%
DEBENHAMS COVENTRY	6,489	-1.9%	0	NA	5,730	-11.0%	418	128.4%	0	NA	407	-11.1%	59	126.9%	0	NA	13,103	-4.5%	0	NA	0	NA	0	NA	13,103	-7.6%
DEBENHAMS CRAIGAVON	4,917	NA	0	NA	6,677	NA	366	NA	0	NA	109	NA	0	NA	0	NA	12,069	NA	89	NA	0	NA	89	NA	12,158	NA
DEBENHAMS CRAWLEY	3,339	3.3%	0	NA	3,157	65.7%	204	37.8%	0	NA	319	15.6%	56	-9.7%	0	NA	7,075	25.8%	558	-25.3%	0	NA	558	-25.3%	7,633	19.8%
DEBENHAMS CROYDON	5,986	-21.3%	0	NA	4,682	9.5%	174	1.8%	0	NA	898	-20.0%	116	87.1%	0	NA	11,856	-10.5%	0	NA	0	NA	0	NA	11,856	-12.3%
DEBENHAMS DERBY	5,035	-16.7%	0	NA	4,858	13.8%	148	-81.2%	0	NA	234	52.9%	93	10.7%	0	NA	10,368	-8.6%	187	-64.7%	0	NA	187	-64.7%	10,555	-11.1%
DEBENHAMS DONCASTER	7,589	-15.0%	0	NA	9,727	39.3%	642	52.5%	0	NA	654	103.7%	31	0.0%	0	NA	18,643	11.7%	0	NA	0	NA	0	NA	18,643	7.4%
DEBENHAMS DUDLEY MERRYHILL	17,782	4.0%	0	NA	22,265	34.8%	1,075	-42.0%	0	NA	2,494	31.9%	197	97.0%	0	NA	43,813	17.0%	460	-73.4%	0	NA	460	-73.4%	44,273	13.0%
DEBENHAMS DUMFRIES	2,007	-2.3%	0	NA	2,507	-5.8%	60	-59.7%	0	NA	148	68.2%	31	NA	0	NA	4,753	-4.0%	187	-65.8%	0	NA	187	-65.8%	4,940	-10.2%
DEBENHAMS DUNDEE	10,119	-10.3%	0	NA	11,385	23.4%	689	-27.4%	0	NA	851	-28.4%	87	-14.7%	0	NA	23,131	1.7%	334	-71.3%	0	NA	334	-71.3%	23,465	-1.8%
DEBENHAMS DUNFIRMLINE	3,897	-22.2%	0	NA	3,202	-4.9%	180	-59.7%	0	NA	184	-43.4%	0	NA	0	NA	7,463	-18.4%	130	-79.5%	0	NA	130	-79.5%	7,593	-22.4%
DEBENHAMS EAST KILBRIDE	5,764	-6.1%	0	NA	6,296	36.3%	130	-43.2%	0	NA	327	-38.5%	53	71.0%	0	NA	12,570	8.9%	50	-87.0%	0	NA	50	-87.0%	12,620	5.8%
DEBENHAMS EASTBOURNE	2,764	9.2%	0	NA	2,363	61.8%	186	2.2%	0	NA	171	222.6%	0	NA	0	NA	5,486	29.8%	0	NA	0	NA	0	NA	5,486	25.3%
DEBENHAMS EDINBURGH	3,797	31.5%	0	NA	2,901	15.1%	110	NA	0	NA	221	256.5%	28	-50.0%	0	NA	7,057	27.7%	219	-42.5%	0	NA	219	-42.5%	7,276	23.2%
DEBENHAMS EDINBURGH LEITH	2,351	-38.7%	0	NA	1,743	-23.9%	455	207.4%	0	NA	176	61.5%	0	NA	0	NA	4,725	-16.3%	146	-51.0%	0	NA	146	-51.0%	4,871	-27.4%
DEBENHAMS ELLESMERE PORT (OPENED 16/07/14)	4,487	NA	0	NA	5,840	NA	379	NA	0	NA	207	NA	31	NA	0	NA	10,944	NA	0	NA	0	NA	0	NA	10,944	NA
DEBENHAMS ELTHAM	3,635	-21.9%	0	NA	2,934	34.3%	55	-42.1%	0	NA	366	1.1%	54	NA	0	NA	7,044	-3.5%	0	NA	0	NA	0	NA	7,044	-6.9%
DEBENHAMS EXETER	4,117	6.7%	0	NA	3,612	33.8%	385	143.7%	0	NA	183	-30.7%	28	NA	0	NA	8,325	19.3%	202	-23.5%	0	NA	202	-23.5%	8,527	17.7%
DEBENHAMS FAREHAM	4,324	37.1%	0	NA	2,495	19.5%	185	-19.2%	0	NA	176	-50.7%	0	NA	0	NA	7,180	23.2%	135	-51.4%	0	NA	135	-51.4%	7,315	19.8%

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STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
DEBENHAMS FARNBOROUGH	2,582	-0.7%	0	NA	1,770	10.0%	20	NA	0	NA	140	60.9%	0	NA	0	NA	4,512	5.0%	0	NA	0	NA	0	NA	4,512	2.9%
DEBENHAMS FOLKSTONE	4,579	-16.4%	0	NA	3,807	27.6%	130	NA	0	NA	138	-43.0%	0	NA	0	NA	8,654	-0.6%	80	-67.5%	0	NA	80	-67.5%	8,734	-2.4%
DEBENHAMS GATESHEAD METROCENTRE	18,878	-9.8%	0	NA	22,439	7.8%	1,803	75.7%	0	NA	1,541	-3.9%	146	-26.6%	0	NA	44,807	0.5%	999	-79.7%	0	NA	999	-79.7%	45,806	-7.4%
DEBENHAMS GLASGOW	21,791	-5.0%	0	NA	18,727	18.6%	1,458	68.0%	0	NA	2,971	22.6%	143	-24.7%	0	NA	45,090	6.8%	179	-96.9%	0	NA	179	-96.9%	45,269	-5.7%
DEBENHAMS GLASGOW POLLOCK	15,534	5.0%	0	NA	13,598	9.0%	921	-36.0%	0	NA	2,100	30.0%	193	85.6%	0	NA	32,346	6.3%	669	-84.2%	0	NA	669	-84.2%	33,015	-4.8%
DEBENHAMS GLOUCESTER	3,835	-24.8%	0	NA	3,943	57.8%	243	-48.5%	0	NA	629	898.4%	28	NA	0	NA	8,678	6.7%	108	-65.7%	0	NA	108	-65.7%	8,786	4.0%
DEBENHAMS GRAVESEND	4,211	-31.8%	0	NA	4,628	7.7%	313	-38.5%	0	NA	207	-22.2%	0	NA	0	NA	9,359	-16.8%	0	NA	0	NA	0	NA	9,359	-18.4%
DEBENHAMS GREAT YARMOUTH	3,742	-0.9%	0	NA	2,830	62.7%	213	565.6%	0	NA	287	485.7%	0	NA	0	NA	7,072	26.4%	64	-37.9%	0	NA	64	-37.9%	7,136	25.2%
DEBENHAMS GUILDFORD	3,323	-4.9%	0	NA	3,354	22.1%	162	-30.5%	0	NA	138	-47.1%	62	NA	0	NA	7,039	4.5%	195	-48.1%	0	NA	195	-48.1%	7,234	1.7%
DEBENHAMS HARBORGATE	4,686	11.1%	0	NA	2,405	-3.5%	354	80.6%	0	NA	286	26.5%	0	NA	0	NA	7,731	7.9%	194	-40.7%	0	NA	194	-40.7%	7,925	5.8%
DEBENHAMS HARROW	4,092	2.4%	0	NA	3,531	10.9%	443	-7.9%	0	NA	690	32.2%	116	NA	0	NA	8,672	8.4%	0	NA	0	NA	0	NA	8,672	2.3%
DEBENHAMS HASTINGS	1,878	-21.2%	0	NA	3,007	57.5%	95	NA	0	NA	159	4.6%	0	NA	0	NA	5,139	15.6%	0	NA	0	NA	0	NA	5,139	11.9%
DEBENHAMS HAVERFORDWEST (OPENED 02/10/13)	1,849	-15.8%	0	NA	1,777	-5.2%	100	132.6%	0	NA	171	-10.5%	0	NA	0	NA	3,897	-9.5%	0	NA	0	NA	0	NA	3,897	-9.7%
DEBENHAMS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DEBENHAMS HEMEL HEMPSTEAD	3,697	0.2%	0	NA	4,845	63.0%	423	169.4%	0	NA	271	36.2%	0	NA	0	NA	9,236	31.0%	44	-90.3%	0	NA	44	-90.3%	9,280	23.7%
DEBENHAMS HEREFORD (OPENED 11/02/14)	1,722	NA	0	NA	4,439	NA	207	NA	0	NA	177	NA	0	NA	0	NA	6,545	NA	0	NA	0	NA	0	NA	6,545	NA
DEBENHAMS HOUNSLOW	1,835	25.9%	0	NA	1,492	63.4%	26	-82.9%	0	NA	128	70.7%	0	NA	0	NA	3,481	34.0%	88	-25.4%	0	NA	88	-25.4%	3,569	31.5%
DEBENHAMS HULL	7,986	-9.4%	0	NA	10,069	18.7%	329	-23.7%	0	NA	452	-28.8%	28	NA	0	NA	18,864	2.7%	133	-77.2%	0	NA	133	-77.2%	18,997	0.3%
DEBENHAMS ILFORD	3,795	-14.5%	0	NA	2,632	-9.0%	228	53.0%	0	NA	475	-12.7%	31	-45.6%	0	NA	7,161	-11.4%	99	-77.0%	0	NA	99	-77.0%	7,260	-14.7%
DEBENHAMS INVERNESS	4,207	-19.4%	0	NA	4,276	47.9%	205	24.2%	0	NA	239	22.6%	62	NA	0	NA	8,989	6.1%	109	-79.7%	0	NA	109	-79.7%	9,098	1.0%
DEBENHAMS IPSWICH	8,541	15.3%	0	NA	9,269	38.8%	707	43.4%	0	NA	928	120.4%	85	1.2%	0	NA	19,530	29.5%	311	-46.8%	0	NA	311	-46.8%	19,841	26.6%
DEBENHAMS KINGS LYNN	2,923	-11.3%	0	NA	2,966	20.4%	201	-9.5%	0	NA	227	180.2%	0	NA	0	NA	6,317	4.2%	71	-80.0%	0	NA	71	-80.0%	6,388	-0.5%
DEBENHAMS LEAMINGTON SPA (OPENED 19/09/13)	2,092	26.1%	0	NA	2,180	43.2%	0	NA	0	NA	190	5.0%	62	138.5%	0	NA	4,524	31.6%	0	NA	0	NA	0	NA	4,524	30.6%
DEBENHAMS LEEDS BRIGGATE	14,281	-15.9%	0	NA	17,768	16.5%	1,221	59.4%	0	NA	1,991	9.5%	82	39.0%	0	NA	35,343	1.3%	157	-92.2%	0	NA	157	-92.2%	35,500	-3.7%
DEBENHAMS LEEDS WHITE ROSE	16,982	-4.6%	0	NA	20,695	12.8%	1,576	282.5%	0	NA	2,161	72.5%	195	43.4%	0	NA	41,609	9.7%	465	-68.3%	0	NA	465	-68.3%	42,074	6.8%
DEBENHAMS LEICESTER	4,968	17.7%	0	NA	8,204	55.2%	185	-63.1%	0	NA	191	-54.8%	0	NA	0	NA	13,548	28.9%	59	-70.2%	0	NA	59	-70.2%	13,607	27.0%
DEBENHAMS LICHFIELD (OPENED 07/05/13)	4,145	-2.2%	0	NA	4,663	11.1%	51	-79.3%	0	NA	303	46.4%	54	-50.9%	0	NA	9,216	2.4%	128	NA	0	NA	128	NA	9,344	3.8%
DEBENHAMS LINCOLN	7,460	-17.1%	0	NA	5,559	8.6%	354	14.9%	0	NA	363	-19.7%	90	45.2%	0	NA	13,826	-7.4%	77	-80.3%	0	NA	77	-80.3%	13,903	-9.3%
DEBENHAMS LIVERPOOL	19,515	0.9%	0	NA	25,653	-1.1%	3,582	77.9%	0	NA	1,886	-21.8%	406	61.1%	0	NA	51,042	2.6%	452	-89.4%	0	NA	452	-89.8%	51,494	-5.0%
DEBENHAMS LIVINGSTON	4,685	-9.4%	0	NA	3,992	-16.0%	228	-14.3%	0	NA	380	21.4%	31	-39.2%	0	NA	9,316	-11.7%	52	-94.4%	0	NA	52	-94.4%	9,368	-18.4%
DEBENHAMS LIANDUONO	6,864	-0.8%	0	NA	8,601	4.1%	278	-62.0%	0	NA	447	22.5%	0	NA	0	NA	16,190	-0.7%	314	22.2%	0	NA	314	22.2%	16,504	-0.3%
DEBENHAMS LLANELLI	2,374	-21.8%	0	NA	2,400	-6.1%	138	160.4%	0	NA	176	93.4%	0	NA	0	NA	5,088	-11.3%	117	10.4%	0	NA	117	10.4%	5,205	-10.9%
DEBENHAMS LONDON	28,374	-4.1%	0	NA	25,492	15.0%	1,616	-56.7%	0	NA	7,123	-18.1%	394	33.1%	0	NA	62,999	-2.3%	1,108	-74.0%	0	NA	1,108	-74.0%	64,107	-6.7%
DEBENHAMS LONDON WHITE CITY WESTFIELD	4,007	-3.2%	0	NA	3,998	10.6%	180	-74.4%	0	NA	433	40.6%	0	NA	0	NA	8,618	-1.7%	284	55.2%	0	NA	284	55.2%	8,902	-0.5%
DEBENHAMS LONDON WIMBLEDON	2,989	-25.7%	0	NA	2,122	-28.1%	211	113.1%	0	NA	237	-41.5%	31	NA	0	NA	5,590	-25.2%	139	-79.0%	0	NA	139	-79.0%	5,729	-29.6%
DEBENHAMS LONDONDERRY	3,527	NA	0	NA	3,724	NA	197	NA	0	NA	117	NA	0	NA	0	NA	7,565	NA	253	NA	0	NA	253	NA	7,818	NA
DEBENHAMS LUTON	3,366	-14.6%	0	NA	3,009	90.8%	180	-44.8%	0	NA	532	193.9%	57	NA	0	NA	7,144	18.6%	94	-50.8%	0	NA	94	-50.8%	7,238	16.4%
DEBENHAMS MANCHESTER	16,868	7.9%	0	NA	19,704	16.4%	1,410	88.8%	0	NA	3,603	53.3%	459	421.6%	0	NA	42,044	17.6%	464	-76.7%	0	NA	464	-76.7%	42,508	12.6%
DEBENHAMS MANCHESTER TRAFFORD PARK	13,163	-11.4%	0	NA	15,423	-2.2%	1,105	-16.5%	0	NA	2,044	7.9%	172	104.8%	0	NA	31,907	-6.0%	459	-84.7%	0	NA	459	-84.7%	32,366	-12.3%
DEBENHAMS MANSFIELD	3,978	7.4%	0	NA	4,398	78.0%	95	-70.9%	0	NA	122	-5.4%	31	NA	0	NA	8,624	30.1%	222	-54.6%	0	NA	222	-54.6%	8,846	24.3%
DEBENHAMS MIDDLESBROUGH	11,275	-11.1%	0	NA	13,115	23.9%	1,238	79.4%	0	NA	1,019	5.7%	98	216.1%	0	NA	26,745	7.2%	418	-58.7%	0	NA	418	-58.7%	27,163	4.6%
DEBENHAMS MILTON KEYNES	9,000	-2.0%	0	NA	12,367	27.7%	411	-62.8%	0	NA	1,358	-23.7%	62	-36.1%	0	NA	23,198	7.3%	697	-27.0%	0	NA	697	-27.0%	23,895	5.9%
DEBENHAMS NEWBURY	2,921	-0.8%	0	NA	2,276	20.4%	161	62.6%	0	NA	55	-61.8%	28	NA	0	NA	5,441	7.1%	28	-94.2%	0	NA	28	-94.2%	5,469	-1.7%
DEBENHAMS NEWCASTLE	6,936	-20.4%	0	NA	11,134	17.2%	763	41.6%	0	NA	1,002	-22.5%	144	75.6%	0	NA	19,979	-4.7%	231	-89.1%	104	116.7%	335	-84.5%	20,314	-8.9%
DEBENHAMS NEWRY	3,995	NA	0	NA	5,469	NA	239	NA	0	NA	246	NA	59	NA	0	NA	10,008	NA	168	NA	0	NA	168	NA	10,176	NA
DEBENHAMS NORTHAMPTON	2,345	-1.1%	0	NA	1,747	48.8%	20	-39.4%	0	NA	160	23.1%	0	NA	0	NA	4,272	15.2%	0	NA	0	NA	0	NA	4,272	12.3%
DEBENHAMS NORWICH	8,294	5.2%	0	NA	6,579	53.9%	419	261.2%	0	NA	506	6.8%	26	-71.1%	0	NA	15,824	23.2%	155	-66.2%	0	NA	155	-66.2%	15,979	20.2%
DEBENHAMS NOTTINGHAM	5,726	6.0%	0	NA	5,560	42.9%	400	270.4%	0	NA	367	-66.5%	118	15.7%	0	NA	12,171	14.9%	37	-83.4%	0	NA	37	-83.4%	12,208	12.8%
DEBENHAMS NUNEATON	3,582	-3.4%	0	NA	3,574	9.8%	218	-8.0%	0	NA	60	-14.3%	53	NA	0	NA	7,487	3.0%	0	NA	0	NA	0	NA	7,487	0.7%
DEBENHAMS OLDHAM	4,290	8.9%	0	NA	4,832	50.3%	353	54.1%	0	NA	153	37.8%	114	NA	0	NA	9,742	30.0%	78	-88.0%	0	NA	78	-88.0%	9,820	20.6%
DEBENHAMS OXFORD	4,917	-2.3%	0	NA	4,414	51.1%	83	-60.5%	0	NA	122	-68.6%	112	NA	0	NA	9,648	12.8%	108	77.0%	0	NA	108	77.0%	9,756	13.3%
DEBENHAMS PERTH	2,222	-14.0%	0	NA	1,229	12.8%	93	190.6%	0	NA	59	18.0%	0	NA	0	NA	3,603	-4.1%	185	3.9%	0	NA	185	3.9%	3,788	-3.7%
DEBENHAMS PLYMOUTH	7,638	-0.7%	0	NA	4,875	51.7%	388	-10.4%	0	NA	422	41.6%	0	NA	0	NA	13,									

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	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
DEBENHAM'S PORTSMOUTH	13,702	6.1%	0	NA	14,489	14.6%	708	-28.3%	0	NA	1,187	0.7%	59	NA	0	NA	30,145	8.7%	707	-57.2%	0	NA	707	-57.2%	30,852	5.0%
DEBENHAM'S PRESTON	6,917	-18.0%	0	NA	7,164	13.2%	759	-2.9%	0	NA	480	-31.3%	50	-43.2%	0	NA	15,370	-5.9%	73	-91.6%	0	NA	73	-91.6%	15,443	-10.2%
DEBENHAM'S READING	5,313	-21.0%	0	NA	5,194	23.3%	99	-62.5%	0	NA	323	-35.9%	57	103.6%	0	NA	10,986	-6.4%	331	-17.0%	0	NA	331	-17.0%	11,317	-6.7%
DEBENHAM'S REDDITCH	4,716	-24.5%	0	NA	5,454	21.9%	336	-11.3%	0	NA	241	-46.4%	26	-54.4%	0	NA	10,773	-7.2%	0	NA	0	NA	0	NA	10,773	-9.3%
DEBENHAM'S ROMFORD	16,739	-16.3%	0	NA	15,599	6.8%	740	-23.5%	0	NA	2,155	-11.3%	205	8.5%	0	NA	35,438	-7.2%	490	-83.0%	0	NA	490	-83.0%	35,928	-12.5%
DEBENHAM'S SALISBURY	4,723	1.5%	0	NA	3,716	63.8%	327	12.8%	0	NA	159	-11.2%	26	-16.1%	0	NA	8,951	20.6%	166	-47.0%	0	NA	166	-47.0%	9,117	17.8%
DEBENHAM'S SCARBOROUGH	5,707	3.7%	0	NA	6,063	36.4%	257	-60.4%	0	NA	357	227.5%	26	0.0%	0	NA	12,410	15.6%	0	NA	0	NA	0	NA	12,410	10.7%
DEBENHAM'S SCUNTHORPE (OPENED 21/08/14)	2,254	NA	0	NA	3,770	NA	128	NA	0	NA	195	NA	0	NA	0	NA	6,347	NA	(22)	NA	0	NA	(22)	NA	6,325	NA
DEBENHAM'S SHEFFIELD	2,460	-8.1%	0	NA	3,327	-0.7%	308	124.8%	0	NA	413	85.2%	79	203.8%	0	NA	6,587	2.7%	59	-29.8%	0	NA	59	-29.8%	6,646	2.3%
DEBENHAM'S SHEFFIELD MEADOWHALL	12,442	-11.6%	0	NA	15,046	0.1%	857	-20.4%	0	NA	1,495	-11.5%	106	-39.1%	0	NA	29,946	-6.6%	782	-63.5%	0	NA	782	-63.5%	30,728	-10.1%
DEBENHAM'S SLOUGH	1,620	2.0%	0	NA	1,471	9.1%	133	0.8%	0	NA	121	-40.7%	0	NA	0	NA	3,345	2.2%	60	-53.1%	0	NA	60	-53.1%	3,405	0.1%
DEBENHAM'S SOUTHAMPTON	4,984	3.2%	0	NA	4,608	13.3%	253	-40.7%	0	NA	469	-11.8%	0	NA	0	NA	10,314	4.1%	121	-81.3%	0	NA	121	-81.3%	10,435	-1.1%
DEBENHAM'S SOUTHELD	14,728	-9.4%	0	NA	13,599	-3.5%	1,057	-17.2%	0	NA	1,847	-17.8%	62	0.0%	0	NA	31,293	-7.8%	399	-74.3%	0	NA	399	-74.3%	31,692	-10.7%
DEBENHAM'S SOUTHPORT	4,721	-9.9%	0	NA	3,657	7.1%	265	11.3%	0	NA	306	264.3%	31	NA	2	NA	8,980	0.1%	246	-39.0%	0	NA	246	-39.0%	9,226	-1.6%
DEBENHAM'S SOUTHEA	1,997	-21.7%	0	NA	2,200	54.5%	50	-63.0%	0	NA	54	-71.7%	0	NA	0	NA	4,301	0.0%	44	-77.1%	0	NA	44	-77.1%	4,345	-3.3%
DEBENHAM'S STAINES	2,556	-16.0%	0	NA	2,964	71.4%	125	-60.2%	0	NA	221	75.4%	0	NA	0	NA	5,866	11.9%	162	-49.7%	0	NA	162	-49.7%	6,028	8.3%
DEBENHAM'S STIRLING	5,840	-16.9%	0	NA	5,755	-5.0%	510	40.9%	0	NA	210	20.7%	57	119.2%	0	NA	12,372	-9.3%	221	-70.5%	0	NA	221	-70.5%	12,593	-12.5%
DEBENHAM'S STOCKPORT	5,780	9.3%	0	NA	3,223	-21.0%	110	-60.9%	0	NA	505	665.2%	0	NA	0	NA	9,618	-1.3%	102	-72.5%	0	NA	102	-72.5%	9,720	-3.9%
DEBENHAM'S STOCKTON-ON-TEES	5,261	-28.8%	0	NA	7,497	31.6%	335	-35.0%	0	NA	635	72.1%	0	NA	0	NA	13,728	-1.7%	89	-86.4%	0	NA	89	-86.4%	13,817	-5.5%
DEBENHAM'S STOKES-ON-TRENT	6,441	-3.8%	0	NA	7,937	17.0%	595	163.3%	0	NA	583	68.0%	59	-30.6%	0	NA	15,615	9.7%	176	-66.0%	0	NA	176	-66.0%	15,791	7.1%
DEBENHAM'S STRATFORD UPON AVON	3,394	14.1%	0	NA	2,291	-14.7%	79	-52.1%	0	NA	196	6.5%	0	NA	0	NA	5,960	-0.8%	59	-82.2%	0	NA	59	-82.2%	6,019	-5.1%
DEBENHAM'S SUNDERLAND	21,162	-2.2%	0	NA	20,193	8.4%	1,504	-39.8%	0	NA	1,995	19.1%	124	-15.6%	0	NA	44,978	0.9%	1,168	-46.0%	0	NA	1,168	-46.0%	46,146	-1.3%
DEBENHAM'S SUTTON	3,963	-0.5%	0	NA	4,826	17.3%	423	36.5%	0	NA	162	36.1%	56	80.6%	0	NA	9,430	10.2%	145	-88.4%	0	NA	145	-88.4%	9,575	-2.4%
DEBENHAM'S SWANSEA	6,680	1.6%	0	NA	7,602	32.8%	366	7.0%	0	NA	324	-41.8%	0	NA	0	NA	14,972	13.0%	415	-39.8%	0	NA	415	-39.8%	15,387	-10.4%
DEBENHAM'S SWINDON	2,385	0.3%	0	NA	2,470	78.2%	138	-22.9%	0	NA	21	-90.9%	0	NA	0	NA	5,614	16.1%	0	NA	0	NA	0	NA	5,614	10.3%
DEBENHAM'S TAUNTON	2,509	-36.8%	0	NA	2,894	35.0%	94	2.7%	0	NA	287	552.3%	0	NA	0	NA	5,794	-7.4%	324	-57.3%	0	NA	324	-57.3%	6,108	-12.8%
DEBENHAM'S TELFORD	5,769	7.6%	0	NA	7,080	74.0%	269	-56.5%	0	NA	568	32.7%	31	NA	0	NA	13,717	30.9%	94	-83.2%	0	NA	94	-83.2%	13,811	25.1%
DEBENHAM'S THANET	4,155	0.4%	0	NA	2,799	46.6%	320	-39.3%	0	NA	214	-16.4%	31	-50.0%	0	NA	7,519	9.1%	81	-63.7%	0	NA	81	-63.7%	7,600	6.8%
DEBENHAM'S THURROCK	19,121	3.1%	0	NA	19,385	-2.5%	1,259	18.1%	0	NA	2,119	-4.7%	287	44.9%	0	NA	42,171	0.6%	574	-77.8%	0	NA	574	-77.8%	42,745	-4.7%
DEBENHAM'S TORQUAY	2,945	-18.1%	0	NA	1,325	30.4%	287	222.5%	0	NA	161	-31.8%	31	NA	0	NA	4,749	-3.8%	44	-76.8%	0	NA	44	-76.8%	4,793	-6.6%
DEBENHAM'S UXBRIDGE	3,502	-19.0%	0	NA	5,463	36.3%	166	-44.7%	0	NA	507	213.0%	88	183.9%	0	NA	9,726	10.2%	0	NA	0	NA	0	NA	9,726	6.9%
DEBENHAM'S WAKEFIELD	4,157	-1.5%	0	NA	5,890	56.3%	223	-53.3%	0	NA	189	-59.3%	0	NA	0	NA	10,459	16.8%	191	-66.0%	0	NA	191	-66.0%	10,650	11.9%
DEBENHAM'S WALSALL	2,641	2.8%	0	NA	3,762	-5.1%	138	76.9%	0	NA	250	25.0%	0	NA	0	NA	6,791	-0.5%	159	-28.4%	0	NA	159	-28.4%	6,950	-1.4%
DEBENHAM'S WARRINGTON	6,413	2.7%	0	NA	7,848	46.1%	220	-74.6%	0	NA	248	10.2%	26	-16.1%	0	NA	14,755	15.9%	0	NA	0	NA	0	NA	14,755	10.4%
DEBENHAM'S WELWYN GARDEN CITY	1,910	-20.1%	0	NA	3,388	50.3%	75	4.2%	0	NA	107	-2.7%	0	NA	0	NA	5,480	13.5%	64	-70.8%	0	NA	64	-70.8%	5,544	9.9%
DEBENHAM'S WEYMOUTH	3,071	-14.8%	0	NA	3,152	50.5%	60	-87.1%	0	NA	340	217.8%	88	183.9%	0	NA	6,711	6.5%	108	-68.1%	0	NA	108	-68.1%	6,819	2.7%
DEBENHAM'S WIGAN	6,644	-11.3%	0	NA	6,937	7.7%	403	35.2%	0	NA	250	-6.0%	0	NA	45	NA	14,234	-1.8%	218	-53.0%	0	NA	218	-53.0%	14,452	-3.4%
DEBENHAM'S WINCHESTER	2,800	-4.8%	0	NA	2,472	9.3%	108	-51.4%	0	NA	157	-1.3%	31	NA	0	NA	5,568	-0.3%	147	-44.7%	0	NA	147	-44.7%	5,715	-2.3%
DEBENHAM'S WOKING	3,629	-9.0%	0	NA	3,060	33.3%	219	119.0%	0	NA	365	82.5%	22	NA	0	NA	7,295	10.8%	77	-65.2%	0	NA	77	-65.2%	7,372	8.3%
DEBENHAM'S WORCESTER	4,721	41.7%	0	NA	4,460	57.3%	39	-87.1%	0	NA	395	59.3%	31	NA	0	NA	9,646	43.6%	249	-11.1%	0	NA	249	-11.1%	9,895	41.4%
DEBENHAM'S WORKINGTON	3,389	4.3%	0	NA	4,977	17.9%	326	-22.6%	0	NA	99	-56.8%	0	NA	0	NA	8,791	8.3%	59	-89.8%	0	NA	59	-89.8%	8,850	1.7%
DEBENHAM'S WORTHING	5,040	0.9%	0	NA	4,429	24.3%	252	-4.9%	0	NA	400	154.8%	0	NA	0	NA	10,121	12.7%	246	-8.2%	0	NA	246	-8.2%	10,367	12.1%
DEBENHAM'S WREXHAM	2,680	-24.2%	0	NA	5,058	25.9%	150	87.5%	0	NA	363	56.5%	54	NA	0	NA	8,305	5.6%	81	-82.9%	0	NA	81	-82.9%	8,386	0.6%
DEBENHAM'S YORK	2,277	-17.6%	0	NA	4,042	29.7%	144	-2.0%	0	NA	149	-25.9%	0	NA	0	NA	6,612	6.1%	0	NA	0	NA	0	NA	6,612	2.8%
DEBENHAM'S YORK MONKS CROSS	2,173	-6.5%	0	NA	3,400	23.8%	197	405.1%	0	NA	285	61.0%	0	NA	0	NA	6,055	14.6%	0	NA	0	NA	0	NA	6,055	9.2%
DEBENHAM'S.COM SOUTHAMPTON	80,136	-17.1%	0	NA	118,970	-4.9%	6,846	-17.0%	0	NA	8,445	-25.8%	2,214	6.8%	0	NA	216,611	-11.0%	1,129	-84.8%	0	NA	1,129	-84.8%	217,740	-13.2%
DESIRE BY DEBENHAM'S ALTRINCHAM	2,496	31.5%	0	NA	1,558	46.2%	48	-29.4%	0	NA	41	-66.7%	0	NA	0	NA	4,143	31.3%	50	-47.9%	0	NA	50	-47.9%	4,193	29.0%
DESIRE BY DEBENHAM'S BIRMINGHAM FORT	1,430	3.5%	0	NA	1,139	-14.0%	100	-32.4%	0	NA	37	12.1%	0	NA	0	NA	2,706	-6.2%	171	131.1%	0	NA	171	131.1%	2,877	-2.8%
DESIRE BY DEBENHAM'S FALKIRK	3,943	-1.2%	0	NA	2,842	0.2%	157	-14.7%	0	NA	115	-42.2%	0	NA	0	NA	7,057	-2.1%	0	NA	0	NA	0	NA	7,057	-7.9%
DESIRE BY DEBENHAM'S KIDDERMINSTER	4,443	-2.9%	0	NA	3,748	3.9%	248	45.0%	0	NA	58	-34.1%	0	NA	0	NA	8,497	0.7%	91	-51.6%	0	NA	91	-51.6%	8,588	-0.5%
DESIRE BY DEBENHAM'S KIRCALDY	3,883	-12.7%	0	NA	3,742	-4.2%	60	-92.0%	0	NA	364	51.0%	0	NA	0	NA	8,049	-13.9%	98	-43.4%	0	NA	98	-43.4%	8,147	-14.5%
DESIRE BY DEBENHAM'S MERTHYR TYDFIL	3,886	-11.6%	0	NA	5,950	24.5%	295	-42.2%	0	NA	115	-23.8%	28	NA	0	NA	10,274	4.5%	151	-38.9%	0	NA	151	-38.9%	10,425	3.4%
DESIRE BY DEBENHAM'S ORPINGTON	2,235	-0.8%	0	NA	3,268	17.3%	100	44.9%	0	NA	145	339.4%	0	NA	0	NA	5,748									

DECEMBER 2014 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

FENWICK GROUP

YEAR TO DATE - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BENTALLS BRACKNELL	6,497	29.0%	0	NA	5,600	57.0%	0	NA	0	NA	358	-6.5%	0	NA	0	NA	12,455	33.8%	288	40.5%	0	NA	288	40.5%	12,743	33.9%
BENTALLS KINGSTON	16,336	-37.1%	0	NA	20,425	-9.5%	0	NA	0	NA	3,037	1.7%	0	NA	0	NA	39,798	-23.7%	592	-24.3%	0	NA	592	-35.7%	40,390	-23.9%
FENWICK CANTERBURY	18,273	-10.3%	0	NA	16,779	28.3%	312	-71.4%	0	NA	2,628	39.3%	509	199.4%	0	NA	38,501	5.2%	285	-76.4%	0	NA	285	-76.4%	38,786	2.6%
FENWICK LEICESTER	2,961	46.8%	0	NA	2,141	76.5%	0	NA	0	NA	428	38.1%	0	NA	0	NA	5,530	52.3%	0	NA	0	NA	0	NA	5,530	42.3%
FENWICK LONDON BRENT CROSS	25,417	0.0%	0	NA	24,114	1.0%	1,029	57.1%	0	NA	7,874	31.8%	694	-6.7%	0	NA	59,128	4.3%	1,345	33.0%	0	NA	1,345	33.0%	60,473	4.8%
FENWICK NEWCASTLE	58,733	-4.6%	0	NA	48,295	30.8%	5,337	-20.9%	0	NA	11,665	77.8%	829	875.3%	(1,168)	NA	123,691	10.6%	9,026	-24.2%	0	NA	9,026	-29.6%	132,717	6.5%
FENWICK TUNBRIDGE WELLS	5,529	-3.8%	0	NA	3,394	-15.0%	0	NA	0	NA	287	-7.7%	102	-40.4%	0	NA	9,312	-8.9%	144	-69.4%	0	NA	144	-69.4%	9,456	-11.6%
FENWICK WINDSOR	3,098	-33.5%	0	NA	2,322	-20.5%	0	NA	0	NA	0	NA	0	NA	0	NA	5,420	-30.7%	0	NA	0	NA	0	NA	5,420	-31.2%
FENWICK YORK	17,670	2.7%	0	NA	13,774	2.6%	883	-62.0%	0	NA	1,473	-17.1%	255	-56.2%	0	NA	34,055	-3.6%	1,633	-40.3%	0	NA	1,633	-40.3%	35,688	-6.2%
FENWICK HEAD OFFICE ACCOUNT	(2,438)	NA	0	NA	(606)	NA	(588)	NA	0	NA	(547)	NA	0	NA	0	NA	(4,179)	NA	(4,553)	NA	(162)	NA	(4,715)	NA	(8,894)	NA
WILLIAM & GRIFFIN COLCHESTER	6,198	-1.9%	0	NA	5,629	61.8%	283	-18.9%	0	NA	395	-21.0%	51	50.0%	0	NA	12,556	17.6%	0	NA	0	NA	0	NA	12,556	17.6%
TOTAL	158,274	-7.9%	0	NA	141,867	14.6%	7,256	-32.7%	0	NA	27,598	34.7%	2,440	36.6%	(1,168)	NA	336,267	2.3%	8,760	-45.3%	(162)	NA	8,598	-49.2%	344,865	-0.2%
LIKE ON LIKE	158,274	-7.9%	0	NA	141,867	14.6%	7,256	-32.7%	0	NA	27,598	34.7%	2,440	36.6%	(1,168)	NA	336,267	2.3%	8,760	-45.3%	(162)	NA	8,598	-49.2%	344,865	-0.2%

YEAR TO DATE - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BENTALLS BRACKNELL	10,383	-38.5%	0	NA	3,386	366.4%	293	244.7%	0	NA	334	163.0%	21	NA	0	NA	14,417	-19.2%	341	210.0%	0	NA	341	210.0%	14,758	-17.8%
BENTALLS KINGSTON	33,219	-13.1%	0	NA	39,539	7.1%	1,438	-48.6%	0	NA	5,965	26.0%	0	NA	0	NA	80,161	-3.1%	2,663	-35.6%	0	NA	2,663	-38.6%	82,824	-4.8%
FENWICK CANTERBURY	35,497	17.0%	0	NA	29,293	14.0%	633	-66.0%	0	NA	4,524	50.0%	649	120.7%	0	NA	70,596	15.3%	680	-79.2%	0	NA	680	-79.3%	71,276	10.5%
FENWICK LEICESTER	2,939	42.1%	0	NA	2,968	57.5%	256	-9.9%	0	NA	291	12.4%	20	42.9%	0	NA	6,474	43.5%	300	-13.5%	0	NA	300	-13.5%	6,774	39.5%
FENWICK LONDON BRENT CROSS	44,602	0.1%	0	NA	36,387	-2.3%	2,115	-5.5%	0	NA	9,533	-4.1%	1,401	24.2%	0	NA	94,038	-1.1%	2,776	-26.9%	0	NA	2,776	-28.2%	96,814	-2.2%
FENWICK NEWCASTLE	101,804	-3.0%	0	NA	76,432	27.1%	12,460	-15.3%	0	NA	16,766	14.2%	1,510	542.6%	0	NA	208,972	7.3%	15,181	-31.8%	665	53.6%	15,846	-30.2%	224,818	3.4%
FENWICK TUNBRIDGE WELLS	6,083	-7.2%	0	NA	4,612	-22.9%	361	-59.8%	0	NA	592	-28.8%	52	57.6%	0	NA	11,700	-18.2%	556	-49.5%	0	NA	556	-49.5%	12,256	-20.4%
FENWICK WINDSOR	5,040	-4.5%	0	NA	2,890	-30.1%	249	-60.7%	0	NA	290	-50.2%	15	25.0%	0	NA	8,484	-20.2%	290	-62.1%	0	NA	290	-62.1%	8,774	-23.0%
FENWICK YORK	31,020	-8.4%	0	NA	19,066	-17.8%	2,856	-32.8%	0	NA	2,297	-30.7%	330	-62.5%	0	NA	55,569	-15.2%	4,071	-13.4%	0	NA	4,071	-13.4%	59,640	-15.0%
FENWICK HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
WILLIAM & GRIFFIN COLCHESTER	5,726	-43.4%	0	NA	4,089	-33.7%	474	-45.3%	0	NA	416	-54.4%	14	NA	0	NA	10,719	-40.7%	197	NA	0	NA	197	NA	10,916	-39.6%
TOTAL	276,313	-5.6%	0	NA	218,662	8.2%	21,135	-26.2%	0	NA	41,008	6.8%	4,012	54.6%	0	NA	561,130	-0.6%	27,055	-33.2%	665	-8.9%	27,720	-32.7%	588,850	-2.8%
LIKE ON LIKE	276,313	-5.6%	0	NA	218,662	8.2%	21,135	-26.2%	0	NA	41,008	6.8%	4,012	54.6%	0	NA	561,130	-0.6%	27,055	-33.2%	665	-8.9%	27,720	-32.7%	588,850	-2.8%

NUMBER OF DOORS

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DECEMBER 2014

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

FENWICK GROUP

MONTH - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BENTALLS BRACKNELL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BENTALLS KINGSTON	2,030	125.3%	0	NA	2,382	NA	0	NA	0	NA	349	NA	0	NA	0	NA	4,761	418.1%	0	NA	0	NA	0	NA	4,761	418.1%
FENWICK CANTERBURY	2,621	71.3%	0	NA	2,868	NA	0	NA	0	NA	336	NA	135	297.1%	0	NA	5,960	245.7%	0	NA	0	NA	0	NA	5,960	245.7%
FENWICK LEICESTER	548	24.8%	0	NA	360	NA	0	NA	0	NA	0	NA	0	NA	0	NA	908	83.4%	0	NA	0	NA	0	NA	908	83.4%
FENWICK LONDON BRENT CROSS	1,779	-67.7%	0	NA	3,340	-38.2%	222	52.1%	0	NA	3,148	69.2%	85	-68.6%	0	NA	8,574	-35.0%	284	79.7%	0	NA	284	79.7%	8,858	-33.6%
FENWICK NEWCASTLE	2,004	-59.4%	0	NA	3,790	34.3%	437	-62.2%	0	NA	490	-37.6%	118	38.8%	0	NA	6,839	-30.1%	298	-91.4%	0	NA	298	-92.9%	7,137	-48.9%
FENWICK TUNBRIDGE WELLS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
FENWICK WINDSOR	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
FENWICK YORK	811	-63.6%	0	NA	408	-88.5%	164	-25.1%	0	NA	67	-78.7%	0	NA	0	NA	1,450	-77.2%	0	NA	0	NA	0	NA	1,450	-80.4%
FENWICK HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
WILLIAM & GRIFFIN COLCHESTER	1,097	27.7%	0	NA	1,015	60.3%	55	-27.6%	0	NA	77	-53.9%	17	NA	0	NA	2,261	30.3%	0	NA	0	NA	0	NA	2,261	30.3%
TOTAL	10,890	-37.7%	0	NA	14,163	4.7%	878	-48.2%	0	NA	4,467	35.8%	355	-19.5%	0	NA	30,753	-15.6%	582	-87.5%	0	NA	582	-89.2%	31,335	-25.1%
LIKE ON LIKE	10,890	-37.7%	0	NA	14,163	4.7%	878	-48.2%	0	NA	4,467	35.8%	355	-19.5%	0	NA	30,753	-15.6%	582	-87.5%	0	NA	582	-89.2%	31,335	-25.1%

MONTH - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BENTALLS BRACKNELL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BENTALLS KINGSTON	9,355	-7.8%	0	NA	12,573	31.7%	637	20.9%	0	NA	2,208	27.2%	0	NA	0	NA	24,773	12.8%	576	-46.1%	0	NA	576	-48.4%	25,349	9.9%
FENWICK CANTERBURY	9,168	36.4%	0	NA	8,349	1.5%	100	-66.4%	0	NA	835	45.2%	125	733.3%	0	NA	18,577	17.3%	0	NA	0	NA	0	NA	18,577	16.1%
FENWICK LEICESTER	905	-56.2%	0	NA	914	-51.5%	79	-72.2%	0	NA	90	-65.3%	7	-50.0%	0	NA	1,995	-55.8%	92	-73.5%	0	NA	92	-73.5%	2,087	-57.0%
FENWICK LONDON BRENT CROSS	10,954	-7.6%	0	NA	9,531	-5.5%	476	9.9%	0	NA	2,178	-20.6%	341	68.0%	0	NA	23,480	-7.2%	394	12.6%	0	NA	394	12.6%	23,874	-7.0%
FENWICK NEWCASTLE	25,629	-17.4%	0	NA	23,097	30.9%	2,654	-12.8%	0	NA	3,711	7.2%	382	310.8%	0	NA	55,473	0.3%	2,281	-54.1%	0	NA	2,281	-55.9%	57,754	-4.5%
FENWICK TUNBRIDGE WELLS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
FENWICK WINDSOR	838	-19.4%	0	NA	847	-10.7%	73	-49.0%	0	NA	84	-35.4%	5	-28.6%	0	NA	1,847	-18.6%	85	-51.1%	0	NA	85	-51.1%	1,932	-20.9%
FENWICK YORK	5,216	-31.1%	0	NA	4,578	-12.3%	526	-23.2%	0	NA	348	-57.4%	31	-50.0%	0	NA	10,699	-25.5%	508	3.3%	0	NA	508	3.3%	11,207	-24.5%
FENWICK HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
WILLIAM & GRIFFIN COLCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	62,065	-23.4%	0	NA	59,889	3.0%	4,545	-25.4%	0	NA	9,454	-6.4%	891	116.8%	0	NA	136,844	-12.2%	3,936	-50.8%	0	NA	3,936	-52.2%	140,780	-14.2%
LIKE ON LIKE	62,065	-23.4%	0	NA	59,889	3.0%	4,545	-25.4%	0	NA	9,454	-6.4%	891	116.8%	0	NA	136,844	-12.2%	3,936	-50.8%	0	NA	3,936	-52.2%	140,780	-14.2%

NUMBER OF DOORS

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DECEMBER 2014 YTD

HARRODS

CLARINS FRAGRANCE REPORT
STORE GROUP REPORT

YEAR TO DATE - TRADE
2014 vs 2013

STORE:	ANGEL			INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	2013	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
HARRODS LONDON	159,366	142,528	11.8%	0	NA	105,344	22.9%	15,945	-84.1%	13,144	-19.3%	47,201	57.6%	2,112	32.6%	0	NA	343,112	-8.9%	14,127	-22.7%	0	NA	14,127	97.7%	357,239	-6.9%
HARRODS HEAD OFFICE ACCOUNT	(64,186)	(21,087)	NA	0	NA	(17,850)	NA	(53,766)	NA	0	NA	(8,728)	NA	0	NA	(2,041)	NA	(146,571)	NA	(22,682)	NA	0	NA	(22,682)	NA	(169,253)	NA
HARRODS.COM	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	95,180	121,441	-21.6%	0	NA	87,494	2.6%	(37,821)	NA	13,144	-19.3%	38,473	29.2%	2,112	32.6%	(2,041)	NA	196,541	-40.5%	(8,555)	NA	0	NA	(8,555)	NA	187,986	-40.6%

YEAR TO DATE - RETAIL
2014 vs 2013

STORE:	ANGEL			INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	2013	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
HARRODS LONDON	226,879	156,288	45.2%	0	NA	157,307	21.2%	68,092	15.9%	23,715	-48.4%	71,865	77.8%	4,685	67.4%	0	NA	552,543	27.3%	27,531	-57.5%	109	NA	27,640	-57.4%	580,183	16.3%
HARRODS HEAD OFFICE ACCOUNT	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HARRODS.COM	2,542	1,827	39.1%	0	NA	3,821	357.1%	10,620	NA	0	NA	1,240	288.7%	87	180.6%	0	NA	18,310	507.7%	1,014	NA	0	NA	1,014	NA	19,324	541.4%
TOTAL	229,421	158,115	45.1%	0	NA	161,128	23.3%	78,712	34.0%	23,715	-48.4%	73,105	79.5%	4,772	68.6%	0	NA	570,853	30.6%	28,545	-56.0%	109	NA	28,654	-55.8%	599,507	19.5%

DECEMBER 2014

CLARINS FRAGRANCE REPORT STORE GROUP REPORT

HARRODS

MONTH - TRADE 2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
HARRODS LONDON	82,143	NA	0	NA	56,433	NA	13,972	-77.2%	1,042	NA	25,530	140.4%	144	-76.9%	0	NA	179,264	122.6%	110	-74.5%	0	NA	110	-74.5%	179,374	121.5%
HARRODS HEAD OFFICE ACCOUNT	(17,082)	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(2,041)	NA	(19,123)	NA	(6,154)	NA	0	NA	(6,154)	NA	(25,277)	NA
HARRODS.COM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	65,061	NA	0	NA	56,433	NA	13,972	-77.2%	1,042	NA	25,530	140.4%	144	-76.9%	(2,041)	NA	160,141	98.8%	(6,044)	NA	0	NA	(6,044)	NA	154,097	90.3%

MONTH - RETAIL 2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
HARRODS LONDON	86,703	50.6%	0	NA	62,541	128.1%	5,219	-70.8%	480	0.0%	29,615	265.2%	341	-22.9%	0	NA	184,899	65.2%	525	-95.3%	0	NA	525	-95.3%	185,424	50.5%
HARRODS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HARRODS.COM	533	-38.6%	0	NA	568	143.8%	176	NA	0	NA	416	328.9%	31	0.0%	0	NA	1,724	40.3%	0	NA	0	NA	0	NA	1,724	40.3%
TOTAL	87,236	49.3%	0	NA	63,109	128.2%	5,395	-69.9%	480	0.0%	30,031	266.0%	372	-21.4%	0	NA	186,623	65.0%	525	-95.3%	0	NA	525	-95.3%	187,148	50.4%

DECEMBER 2014 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

HOUSE OF FRASER GROUP

YEAR TO DATE - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BEATTIES GROUP EXPENSE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES NORTHAMPTON (CLOSED 01/10/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES SUTTON COLDFIELD	11,121	7.0%	0	NA	9,639	33.9%	811	-42.9%	0	NA	1,987	48.4%	102	NA	0	NA	23,660	16.2%	664	-7.0%	0	NA	664	-7.0%	24,324	15.5%
BEATTIES WOLVERHAMPTON	14,241	-18.9%	0	NA	12,401	6.9%	1,658	-15.8%	0	NA	3,056	396.1%	274	-14.6%	0	NA	31,630	-1.4%	1,393	-34.1%	61	-49.2%	1,454	-34.9%	33,084	-3.5%
BINNS DARLINGTON (CLOSED 01/10/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
CAVENDISH HOUSE CHELTENHAM	4,854	4.8%	0	NA	3,501	4.5%	213	43.9%	0	NA	280	-28.4%	154	63.8%	0	NA	9,002	4.5%	138	#####	0	NA	138	#####	9,140	5.4%
DICKINS & JONES RICHMOND	5,259	-7.2%	0	NA	3,841	-0.5%	295	51.3%	0	NA	825	-20.7%	103	-70.8%	0	NA	10,323	-7.1%	279	1.1%	0	NA	279	1.1%	10,602	-6.9%
DINGLES EXETER	4,303	35.0%	0	NA	3,287	34.3%	168	14.3%	0	NA	235	-0.8%	34	-71.4%	0	NA	8,027	30.8%	169	16.6%	0	NA	169	16.6%	8,196	30.4%
DINGLES PLYMOUTH	5,510	35.1%	0	NA	3,653	25.5%	86	-26.5%	0	NA	559	44.8%	136	NA	0	NA	9,944	32.6%	238	30.8%	0	NA	238	30.8%	10,182	32.5%
FRASERS EDINBURGH (CLOSED 01/10/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
FRASERS GLASGOW	53,570	4.9%	0	NA	25,320	-13.6%	3,357	-24.5%	0	NA	12,625	63.2%	1,429	35.6%	0	NA	96,301	3.3%	5,556	21.3%	271	#####	5,827	24.8%	102,128	4.3%
HOF HEAD OFFICE ACCOUNT	48,931	-5.5%	0	NA	34,435	21.5%	0	NA	0	NA	8,201	-3.0%	0	NA	0	NA	91,567	-6.7%	0	NA	0	NA	0	NA	91,567	-6.7%
HOF HEAD OFFICE ACCOUNT	(22,416)	NA	(2,439)	NA	(4,335)	NA	(1,631)	NA	0	NA	(726)	NA	0	NA	0	NA	(31,547)	NA	0	NA	0	NA	0	NA	(31,547)	NA
HOF.CO.UK MILTON KEYNES	18,423	9.9%	0	NA	28,166	44.1%	3,351	28.3%	0	NA	6,940	115.4%	2,497	56.0%	0	NA	59,377	37.1%	2,471	#####	0	NA	2,471	#####	61,848	39.3%
HOUSE OF FRASER BELFAST	1,773	NA	0	NA	1,455	NA	0	NA	0	NA	172	NA	0	NA	0	NA	3,400	NA	0	NA	0	NA	0	NA	3,400	NA
HOUSE OF FRASER BIRMINGHAM	30,069	9.4%	0	NA	28,907	23.2%	3,011	-20.8%	0	NA	8,601	63.2%	913	1.9%	0	NA	71,501	17.3%	6,304	-1.9%	31	-86.5%	6,335	-4.8%	77,836	15.2%
HOUSE OF FRASER BRISTOL CABOT CIRCUS	4,189	1.1%	0	NA	5,638	37.5%	167	42.7%	0	NA	772	-4.6%	155	80.2%	0	NA	10,921	18.0%	195	29.1%	0	NA	195	29.1%	11,116	18.2%
HOUSE OF FRASER CAMBERLEY (CLOSED 01/10/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOUSE OF FRASER CHICHESTER (CLOSED 01/10/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOUSE OF FRASER CROYDON	9,791	20.0%	0	NA	7,594	42.6%	661	47.9%	0	NA	1,706	19.3%	638	80.2%	0	NA	20,390	29.8%	500	-28.0%	0	NA	500	-28.0%	20,890	27.3%
HOUSE OF FRASER DARTFORD BLUEWATER	16,542	-4.6%	0	NA	15,096	18.1%	895	-19.2%	0	NA	3,761	38.7%	413	2.0%	0	NA	36,707	7.0%	2,234	-3.2%	88	#####	2,322	-0.5%	39,029	6.5%
HOUSE OF FRASER GATESHEAD METROCENTRE	36,549	4.9%	0	NA	37,580	33.4%	3,084	-23.8%	0	NA	6,220	154.7%	583	16.4%	0	NA	84,016	20.0%	3,029	-27.7%	0	NA	3,029	-31.2%	87,045	17.0%
HOUSE OF FRASER GUILDFORD	7,704	33.9%	0	NA	7,803	65.2%	219	-18.9%	0	NA	384	35.7%	222	22.0%	0	NA	16,332	45.7%	88	-59.1%	0	NA	88	-59.1%	16,420	43.7%
HOUSE OF FRASER HIGH WYCOMBE	4,581	0.7%	0	NA	4,763	28.8%	236	-14.5%	0	NA	455	2.9%	154	20.3%	0	NA	10,189	12.1%	235	19.3%	0	NA	235	19.3%	10,424	12.2%
HOUSE OF FRASER LEAMINGTON SPA	4,432	-0.4%	0	NA	4,389	58.2%	112	-73.1%	0	NA	232	-49.2%	137	-42.9%	0	NA	9,302	11.6%	583	#####	0	NA	583	#####	9,885	15.4%
HOUSE OF FRASER LEEDS	9,074	17.9%	0	NA	8,044	40.3%	590	-21.1%	0	NA	527	-32.4%	310	138.5%	0	NA	18,545	22.9%	424	#####	0	NA	424	#####	18,969	24.3%
HOUSE OF FRASER LONDON CITY	6,657	-21.5%	0	NA	7,062	23.5%	236	-61.9%	0	NA	628	-51.5%	413	14.4%	0	NA	14,996	-9.0%	207	-68.2%	0	NA	207	-68.2%	15,203	-11.2%
HOUSE OF FRASER LONDON OXFORD ST	33,537	1.2%	0	NA	31,781	0.3%	2,473	-21.9%	0	NA	19,662	152.6%	2,428	-1.5%	0	NA	89,881	14.9%	5,532	50.0%	31	-73.3%	5,563	46.2%	95,444	16.3%
HOUSE OF FRASER LONDON VICTORIA	6,813	13.9%	0	NA	4,709	14.1%	256	-30.2%	0	NA	749	-41.1%	447	117.0%	0	NA	12,974	8.5%	392	87.6%	0	NA	392	87.6%	13,366	9.9%
HOUSE OF FRASER LONDON WHITE CITY WESTFIELD	5,812	7.0%	0	NA	6,596	7.7%	292	-15.6%	0	NA	1,416	-18.6%	291	6.2%	0	NA	14,407	3.5%	347	-14.3%	0	NA	347	-14.3%	14,754	3.0%
HOUSE OF FRASER MAIDSTONE	8,350	40.5%	0	NA	7,275	47.8%	460	-7.3%	0	NA	476	-8.5%	154	-34.2%	0	NA	16,715	38.0%	404	46.9%	0	NA	404	46.9%	17,119	38.2%
HOUSE OF FRASER MANCHESTER	24,544	3.7%	0	NA	17,585	2.0%	2,231	-7.7%	0	NA	5,078	67.4%	1,067	59.0%	0	NA	50,505	7.4%	1,894	-5.7%	0	NA	1,894	-13.1%	52,399	6.5%
HOUSE OF FRASER MILTON KEYNES	7,674	44.2%	0	NA	5,952	69.0%	172	3.0%	0	NA	1,181	17.4%	103	-33.5%	0	NA	15,082	48.3%	96	-31.4%	0	NA	96	-31.4%	15,178	47.2%
HOUSE OF FRASER NORWICH	5,183	5.4%	0	NA	6,716	41.4%	333	233.0%	0	NA	580	-21.3%	120	-31.0%	0	NA	12,932	21.1%	269	#####	0	NA	269	#####	13,201	23.0%
HOUSE OF FRASER NOTTINGHAM	5,278	16.6%	0	NA	3,697	-1.1%	330	77.4%	0	NA	441	2.8%	119	-30.8%	0	NA	9,865	9.0%	268	-9.2%	0	NA	268	-9.2%	10,133	8.4%
HOUSE OF FRASER READING	5,684	43.5%	0	NA	4,931	89.5%	286	14.9%	0	NA	461	-27.7%	34	-75.5%	0	NA	11,396	50.2%	79	0.0%	0	NA	79	0.0%	11,475	49.6%
HOUSE OF FRASER SHEFFIELD MEADOWHALL	23,260	-4.0%	0	NA	22,774	25.5%	1,663	-50.1%	0	NA	6,662	138.2%	618	-29.5%	0	NA	54,977	11.3%	2,463	-16.0%	244	73.0%	2,707	-11.9%	57,684	9.9%
HOUSE OF FRASER THURROCK	13,383	-5.8%	0	NA	14,899	-2.6%	599	-29.5%	0	NA	2,763	12.1%	224	-35.1%	0	NA	31,866	-3.9%	1,261	-41.9%	31	-66.7%	1,292	-43.0%	33,158	-6.4%
HOWELLS CARDIFF	3,885	-15.4%	0	NA	2,661	-17.5%	380	120.9%	0	NA	449	-33.8%	51	466.7%	0	NA	7,426	-14.4%	139	-38.8%	0	NA	139	-38.8%	7,565	-15.0%
JENNERS EDINBURGH	18,121	-2.0%	0	NA	12,677	25.5%	1,269	-3.3%	0	NA	3,965	174.6%	895	54.6%	0	NA	36,927	15.7%	2,158	-7.0%	0	NA	2,158	-12.3%	39,085	13.7%
JOLLYS BATH	3,289	4.7%	0	NA	2,272	24.4%	52	-24.6%	0	NA	178	-23.6%	51	96.2%	0	NA	5,842	10.3%	67	NA	0	NA	67	NA	5,909	11.6%
TOTAL	439,970	-0.3%	(2,439)	NA	392,762	19.6%	28,315	-31.4%	0	NA	101,501	61.6%	15,269	16.0%	0	NA	975,378	10.1%	40,076	54.0%	757	-43.6%	40,833	49.2%	1,016,211	11.3%
TOTAL SALES EXCLUDING NORTHERN IRELAND	438,197	-0.7%	(2,439)	NA	391,307	19.1%	28,315	-31.4%	0	NA	101,329	61.3%	15,269	16.0%	0	NA	971,978	9.7%	40,076	54.0%	757	-43.6%	40,833	49.2%	1,012,811	10.9%
LIKE ON LIKE	438,197	-0.8%	(2,439)	NA	391,307	19.1%	28,315	-31.4%	0	NA	101,329	61.3%	15,269	16.0%	0	NA	971,978	9.7%	40,076	54.0%	757	-43.6%	40,833	49.2%	1,012,811	10.9%

NUMBER OF DOORS

32

NUMBER OF DOORS EXCLUDING NORTHERN IRELAND

31

DECEMBER 2014 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

HOUSE OF FRASER GROUP

YEAR TO DATE - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BEATTIES GROUP EXPENSE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES NORTHAMPTON (CLOSED 01/10/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES SUTTON COLDFIELD	21,659	5.0%	0	NA	17,321	39.4%	2,070	-43.9%	0	NA	3,225	-3.4%	68	-63.4%	0	NA	44,343	10.1%	1,064	-65.4%	0	NA	1,064	-65.4%	45,407	4.8%
BEATTIES WOLVERHAMPTON	31,621	-8.9%	0	NA	25,693	3.8%	3,568	-34.4%	0	NA	4,940	-12.3%	345	-70.1%	0	NA	66,167	-7.7%	2,697	-51.3%	0	NA	2,697	-53.1%	68,864	-11.1%
BINNS DARLINGTON (CLOSED 01/10/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
CAVENDISH HOUSE CHELTENHAM	8,043	-4.9%	0	NA	5,828	5.7%	612	-26.8%	0	NA	648	-34.4%	214	58.5%	0	NA	15,345	-3.8%	301	62.7%	0	NA	301	62.7%	15,646	-3.0%
DICKINS & JONES RICHMOND	8,349	-6.1%	0	NA	6,724	9.2%	762	-0.9%	0	NA	1,357	-28.5%	402	-19.0%	0	NA	17,594	-3.4%	697	-4.9%	0	NA	697	-4.9%	18,291	-3.5%
DINGLES EXETER	6,480	3.8%	0	NA	4,640	27.4%	543	-7.8%	0	NA	548	-9.7%	73	-68.0%	0	NA	12,284	8.6%	281	-51.0%	0	NA	281	-51.0%	12,565	5.7%
DINGLES PLYMOUTH	8,997	-9.8%	0	NA	6,445	12.2%	842	-22.5%	0	NA	1,065	45.7%	248	9.7%	0	NA	17,597	-0.9%	520	-26.2%	0	NA	520	-26.2%	18,117	-1.9%
FRASERS EDINBURGH (CLOSED 01/10/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
FRASERS GLASGOW	108,700	-11.4%	0	NA	55,425	-12.6%	7,393	-43.2%	0	NA	19,620	-3.2%	2,287	24.0%	0	NA	193,425	-12.7%	9,377	-47.5%	146	-68.7%	9,523	-48.1%	202,948	-15.4%
HOF HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOF HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOF.CO.UK MILTON KEYNES	33,437	-19.4%	0	NA	45,574	15.1%	5,150	-39.0%	0	NA	12,502	42.2%	3,997	32.7%	0	NA	100,660	-1.0%	3,752	-42.1%	0	NA	3,752	-42.1%	104,412	-3.5%
HOUSE OF FRASER BELFAST	4,927	NA	0	NA	4,874	NA	277	NA	0	NA	549	NA	0	NA	0	NA	10,627	NA	103	NA	0	NA	103	NA	10,730	NA
HOUSE OF FRASER BIRMINGHAM	58,432	-9.2%	0	NA	52,965	14.2%	6,136	-39.1%	0	NA	17,229	33.6%	1,616	-2.4%	0	NA	136,378	0.7%	10,371	-52.0%	0	NA	10,371	-52.4%	146,749	-6.6%
HOUSE OF FRASER BRISTOL CABOT CIRCUS	7,110	-5.5%	0	NA	8,731	27.9%	571	-26.2%	0	NA	1,476	-3.3%	247	41.1%	0	NA	18,135	7.8%	257	-67.9%	0	NA	257	-67.9%	18,392	4.3%
HOUSE OF FRASER CAMBERLEY (CLOSED 01/10/12)	0	NA	0	NA	(110)	NA	0	NA	0	NA	0	NA	(11)	NA	0	NA	(121)	NA	0	NA	0	NA	0	NA	(121)	NA
HOUSE OF FRASER CHICHESTER (CLOSED 01/10/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOUSE OF FRASER CROYDON	15,225	-2.3%	0	NA	12,908	33.3%	1,282	-33.1%	0	NA	3,181	-1.8%	927	28.0%	0	NA	33,523	7.6%	1,188	-30.2%	0	NA	1,188	-30.2%	34,711	5.6%
HOUSE OF FRASER DARTFORD BLUEWATER	31,061	-6.2%	0	NA	24,563	1.5%	2,597	-33.6%	0	NA	7,080	26.2%	861	19.6%	0	NA	66,162	-2.2%	4,208	-35.0%	89	39.1%	4,297	-34.3%	70,459	-5.1%
HOUSE OF FRASER GATESHEAD METROCENTRE	72,807	-12.2%	0	NA	66,095	4.2%	6,015	-47.2%	0	NA	10,803	1.4%	859	-44.2%	0	NA	156,579	-8.0%	4,479	-60.6%	0	NA	4,479	-61.6%	161,058	-11.4%
HOUSE OF FRASER GUILDFORD	12,008	-1.5%	0	NA	10,139	22.0%	673	-39.6%	0	NA	652	-32.0%	442	38.6%	0	NA	23,914	4.5%	273	-59.3%	0	NA	273	-59.3%	24,187	2.6%
HOUSE OF FRASER HIGH WYCOMBE	7,492	1.1%	0	NA	7,767	27.5%	539	-47.3%	0	NA	808	17.6%	270	24.4%	0	NA	16,876	9.4%	459	-14.7%	0	NA	459	-14.7%	17,335	8.6%
HOUSE OF FRASER LEAMINGTON SPA	6,604	-5.9%	0	NA	5,909	46.4%	347	-63.3%	0	NA	321	-59.6%	253	-40.9%	0	NA	13,434	1.6%	1,116	55.4%	0	NA	1,116	55.4%	14,550	4.4%
HOUSE OF FRASER LEEDS	15,020	5.2%	0	NA	13,304	20.3%	1,419	-28.8%	0	NA	1,671	7.5%	589	45.1%	0	NA	32,003	9.2%	439	-38.2%	0	NA	439	-38.2%	32,442	8.1%
HOUSE OF FRASER LONDON CITY	12,451	-13.6%	0	NA	10,940	-4.5%	655	-56.4%	0	NA	1,460	-40.0%	746	16.9%	0	NA	26,252	-13.7%	439	-68.6%	0	NA	439	-68.6%	26,691	-16.2%
HOUSE OF FRASER LONDON OXFORD ST	66,157	-11.7%	0	NA	67,478	0.7%	4,842	-63.7%	0	NA	37,023	75.2%	4,424	10.2%	0	NA	179,924	-0.3%	9,091	-32.9%	74	NA	9,165	-32.3%	189,089	-2.6%
HOUSE OF FRASER LONDON VICTORIA	10,931	1.7%	0	NA	7,611	22.8%	505	-73.3%	0	NA	1,808	-33.4%	487	12.2%	0	NA	21,342	-2.9%	485	-36.0%	0	NA	485	-36.0%	21,827	-4.0%
HOUSE OF FRASER LONDON WHITE CITY WESTFIELD	9,019	-20.8%	0	NA	10,214	-15.1%	928	-55.4%	0	NA	2,569	-26.5%	527	15.6%	0	NA	23,257	-21.2%	592	-57.8%	0	NA	592	-57.8%	23,849	-22.8%
HOUSE OF FRASER MAIDSTONE	13,447	10.6%	0	NA	13,063	33.4%	1,227	-51.9%	0	NA	1,045	-27.4%	220	-61.7%	0	NA	29,002	9.2%	1,112	40.1%	0	NA	1,112	40.1%	30,114	10.0%
HOUSE OF FRASER MANCHESTER	48,513	-4.9%	0	NA	33,531	2.8%	3,246	-53.6%	0	NA	8,138	-22.8%	1,419	11.1%	0	NA	94,847	-7.5%	3,437	-63.3%	26	-94.6%	3,463	-64.8%	98,310	-12.5%
HOUSE OF FRASER MILTON KEYNES	11,074	3.8%	0	NA	8,501	51.2%	375	-54.1%	0	NA	2,110	-19.2%	329	-5.5%	0	NA	22,389	11.6%	137	-76.1%	0	NA	137	-76.1%	22,526	9.1%
HOUSE OF FRASER NORWICH	8,049	-7.5%	0	NA	12,073	58.1%	822	-24.0%	0	NA	1,305	-17.3%	243	-30.4%	0	NA	22,492	16.3%	485	51.1%	0	NA	485	51.1%	22,977	16.9%
HOUSE OF FRASER NOTTINGHAM	8,257	-7.1%	0	NA	5,240	-12.3%	676	-53.9%	0	NA	887	-20.9%	301	-2.0%	0	NA	15,361	-13.9%	396	-33.7%	0	NA	396	-33.7%	15,757	-14.5%
HOUSE OF FRASER READING	8,692	22.0%	0	NA	9,151	52.2%	578	-43.8%	0	NA	1,044	14.0%	84	-63.2%	0	NA	19,549	27.7%	19	-96.2%	0	NA	19	-96.2%	19,568	23.8%
HOUSE OF FRASER SHEFFIELD MEADOWHALL	50,045	-9.4%	0	NA	42,095	20.4%	3,720	-43.1%	0	NA	12,520	62.1%	1,053	-22.5%	0	NA	109,433	3.4%	4,363	-47.2%	394	#####	4,757	-43.4%	114,190	0.0%
HOUSE OF FRASER THURROCK	26,479	-19.1%	0	NA	30,226	14.8%	1,317	-59.6%	0	NA	4,707	-26.1%	201	-74.1%	0	NA	62,930	-9.4%	2,926	-40.3%	0	NA	2,926	-41.0%	65,856	-11.5%
HOWELLS CARDIFF	5,628	-31.9%	0	NA	4,051	-18.4%	730	-6.0%	0	NA	580	-64.1%	178	95.6%	0	NA	11,167	-29.0%	623	12.5%	0	NA	623	12.5%	11,790	-27.6%
JENNERS EDINBURGH	35,345	0.1%	0	NA	24,366	29.8%	2,784	-45.3%	0	NA	6,415	7.7%	1,746	16.4%	0	NA	70,656	6.0%	3,970	-37.2%	269	66.0%	4,239	-34.6%	74,895	2.4%
JOLLYS BATH	4,787	-19.4%	0	NA	2,940	0.7%	196	-77.5%	0	NA	482	-30.3%	104	235.5%	0	NA	8,509	-18.6%	44	-78.3%	0	NA	44	-78.3%	8,553	-19.7%
TOTAL	776,846	-8.1%	0	NA	656,275	10.5%	63,397	-45.5%	0	NA	169,768	12.8%	25,749	-0.4%	0	NA	1,692,035	-2.4%	69,701	-46.1%	998	-51.1%	70,699	-46.2%	1,762,734	-5.4%

TOTAL SALES EXCLUDING NORTHERN IRELAND	771,919	-8.7%	0	NA	651,401	9.7%	63,120	-45.7%	0	NA	169,219	12.4%	25,749	-0.4%	0	NA	1,681,408	-3.0%	69,598	-46.2%	998	-51.1%	70,596	-46.2%	1,752,004	-6.0%
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LIKE ON LIKE	771,919	-8.7%	0	NA	651,511	9.8%	63,120	-45.7%	0	NA	169,219	12.4%	25,760	-0.3%	0	NA	1,681,529	-3.0%	69,598	-46.2%	998	-51.1%	70,596	-46.2%	1,752,125	-6.0%
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NUMBER OF DOORS 32

NUMBER OF DOORS EXCLUDING NORTHERN IRELAND 31

DECEMBER 2014

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

HOUSE OF FRASER GROUP

MONTH - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BEATTIES GROUP EXPENSE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES NORTHAMPTON (CLOSED 01/10/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES SUTTON COLDFIELD	1,229	293.9%	0	NA	1,082	138.9%	18	NA	0	NA	53	-30.3%	17	NA	0	NA	2,399	185.3%	67	-38.5%	0	NA	67	-38.5%	2,466	159.6%
BEATTIES WOLVERHAMPTON	2,134	332.9%	0	NA	1,763	NA	354	200.0%	0	NA	497	262.8%	0	NA	0	NA	4,748	459.2%	28	-65.9%	0	NA	28	-65.9%	4,776	413.0%
BINNS DARLINGTON (CLOSED 01/10/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
CAVENDISH HOUSE CHELTENHAM	560	180.0%	0	NA	411	177.7%	12	NA	0	NA	36	-26.5%	0	NA	0	NA	1,019	146.1%	0	NA	0	NA	0	NA	1,019	132.6%
DICKINS & JONES RICHMOND	697	119.2%	0	NA	164	811.1%	0	NA	0	NA	63	10.5%	0	NA	0	NA	924	135.1%	0	NA	0	NA	0	NA	924	109.0%
DINGLES EXETER	919	197.4%	0	NA	271	96.4%	28	3.7%	0	NA	12	-91.8%	17	NA	0	NA	1,247	101.1%	24	-67.1%	0	NA	24	-67.1%	1,271	83.4%
DINGLES PLYMOUTH	790	16.2%	0	NA	589	136.5%	28	NA	0	NA	36	200.0%	17	NA	0	NA	1,460	55.2%	39	62.5%	0	NA	39	62.5%	1,499	55.3%
FRASERS EDINBURGH (CLOSED 01/10/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
FRASERS GLASGOW	4,657	NA	0	NA	3,391	NA	90	NA	0	NA	878	11.1%	103	NA	0	NA	9,119	663.7%	398	-34.3%	0	NA	398	-34.3%	9,517	428.7%
HOF HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOF HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOF.CO.UK MILTON KEYNES	3,094	39.2%	0	NA	6,321	73.1%	496	115.7%	0	NA	1,584	86.1%	482	598.6%	0	NA	11,977	70.5%	1,370	514.3%	0	NA	1,370	#####	13,347	84.2%
HOUSE OF FRASER BELFAST	384	NA	0	NA	308	NA	0	NA	0	NA	0	NA	0	NA	0	NA	692	NA	0	NA	0	NA	0	NA	692	NA
HOUSE OF FRASER BIRMINGHAM	2,264	432.7%	0	NA	3,674	823.1%	566	NA	0	NA	760	16.7%	138	305.9%	0	NA	7,402	383.2%	243	-63.7%	0	NA	243	-66.7%	7,645	238.0%
HOUSE OF FRASER BRISTOL CABOT CIRCUS	637	-16.0%	0	NA	1,262	432.5%	56	366.7%	0	NA	218	296.4%	0	NA	0	NA	2,173	101.4%	24	NA	0	NA	24	NA	2,197	103.6%
HOUSE OF FRASER CAMBERLEY (CLOSED 01/10/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOUSE OF FRASER CHICHESTER (CLOSED 01/10/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOUSE OF FRASER CROYDON	562	-18.4%	0	NA	1,188	401.3%	50	NA	0	NA	36	-49.3%	0	NA	0	NA	1,836	84.2%	33	-68.9%	0	NA	33	-68.9%	1,869	69.4%
HOUSE OF FRASER DARTFORD BLUEWATER	1,377	87.9%	0	NA	2,577	756.1%	100	2.0%	0	NA	870	74.0%	103	202.9%	0	NA	5,027	201.7%	449	39.4%	0	NA	449	28.7%	5,476	171.8%
HOUSE OF FRASER GATESHEAD METROCENTRE	3,254	515.1%	0	NA	2,519	168.3%	205	21.3%	0	NA	1,591	200.2%	34	-34.6%	0	NA	7,603	242.6%	295	-36.3%	0	NA	295	-36.3%	7,898	194.5%
HOUSE OF FRASER GUILDFORD	1,245	44.9%	0	NA	862	171.9%	46	-43.9%	0	NA	0	NA	17	-67.3%	0	NA	2,170	62.9%	0	NA	0	NA	0	NA	2,170	55.1%
HOUSE OF FRASER HIGH WYCOMBE	517	117.2%	0	NA	453	157.4%	28	NA	0	NA	107	NA	0	NA	0	NA	1,105	156.4%	14	-41.7%	0	NA	14	-41.7%	1,119	145.9%
HOUSE OF FRASER LEAMINGTON SPA	838	186.0%	0	NA	352	248.5%	18	-74.3%	0	NA	119	142.9%	17	NA	0	NA	1,344	162.0%	0	NA	0	NA	0	NA	1,344	139.1%
HOUSE OF FRASER LEEDS	1,276	228.9%	0	NA	1,065	35.3%	46	64.3%	0	NA	71	NA	0	NA	0	NA	2,458	101.5%	150	94.8%	0	NA	150	94.8%	2,608	101.1%
HOUSE OF FRASER LONDON CITY	720	133.0%	0	NA	543	181.3%	0	NA	0	NA	230	191.1%	86	NA	0	NA	1,579	137.8%	0	NA	0	NA	0	NA	1,579	124.6%
HOUSE OF FRASER LONDON OXFORD ST	2,447	485.4%	0	NA	984	296.8%	0	NA	0	NA	1,712	168.8%	34	NA	0	NA	5,177	297.3%	257	-30.9%	31	14.8%	288	-27.8%	5,465	221.1%
HOUSE OF FRASER LONDON VICTORIA	551	330.5%	0	NA	269	-9.1%	28	100.0%	0	NA	36	NA	0	NA	0	NA	884	87.3%	0	NA	0	NA	0	NA	884	75.0%
HOUSE OF FRASER LONDON WHITE CITY WESTFIELD	455	-0.7%	0	NA	405	268.2%	0	NA	0	NA	160	226.5%	0	NA	0	NA	1,020	38.4%	0	NA	0	NA	0	NA	1,020	32.5%
HOUSE OF FRASER MAIDSTONE	921	117.2%	0	NA	971	118.7%	22	0.0%	0	NA	75	-59.2%	17	-50.0%	0	NA	2,006	81.0%	0	NA	0	NA	0	NA	2,006	75.8%
HOUSE OF FRASER MANCHESTER	1,788	183.8%	0	NA	1,886	838.3%	203	-35.8%	0	NA	396	-55.6%	0	NA	0	NA	4,273	101.2%	91	-23.5%	0	NA	91	-23.5%	4,364	94.6%
HOUSE OF FRASER MILTON KEYNES	269	-51.3%	0	NA	1,157	623.1%	36	63.6%	0	NA	0	NA	52	NA	0	NA	1,514	106.3%	0	NA	0	NA	0	NA	1,514	106.3%
HOUSE OF FRASER NORWICH	863	327.2%	0	NA	1,316	389.2%	94	235.7%	0	NA	56	-44.6%	0	NA	0	NA	2,329	288.2%	28	NA	0	NA	28	NA	2,357	292.8%
HOUSE OF FRASER NOTTINGHAM	634	3.6%	0	NA	690	313.2%	50	127.3%	0	NA	0	NA	34	100.0%	0	NA	1,408	48.1%	0	NA	0	NA	0	NA	1,408	42.2%
HOUSE OF FRASER READING	611	169.2%	0	NA	634	246.4%	18	-18.2%	0	NA	39	44.4%	0	NA	0	NA	1,302	183.7%	0	NA	0	NA	0	NA	1,302	183.7%
HOUSE OF FRASER SHEFFIELD MEADOWHALL	2,160	NA	0	NA	2,350	727.5%	211	653.6%	0	NA	845	45.4%	0	NA	0	NA	5,566	439.9%	584	339.1%	0	NA	584	#####	6,150	405.3%
HOUSE OF FRASER THURROCK	1,389	203.3%	0	NA	2,133	819.4%	111	98.2%	0	NA	254	NA	0	NA	0	NA	3,887	398.3%	114	-31.7%	0	NA	114	-42.4%	4,001	309.1%
HOWELLS CARDIFF	606	-27.0%	0	NA	487	85.9%	28	-42.9%	0	NA	28	-73.6%	0	NA	0	NA	1,149	-7.9%	0	NA	0	NA	0	NA	1,149	-7.9%
JENNERS EDINBURGH	1,899	543.7%	0	NA	1,966	NA	203	625.0%	0	NA	938	NA	34	NA	0	NA	5,040	924.4%	523	39.1%	0	NA	523	39.1%	5,563	540.9%
JOLLYS BATH	140	-65.5%	0	NA	94	59.3%	0	NA	0	NA	39	NA	17	NA	0	NA	290	-37.6%	0	NA	0	NA	0	NA	290	-37.6%
TOTAL	41,887	162.8%	0	NA	44,137	284.0%	3,145	94.6%	0	NA	11,739	72.2%	1,219	115.4%	0	NA	102,127	180.3%	4,731	9.7%	31	-84.4%	4,762	5.6%	106,889	161.1%
TOTAL SALES EXCLUDING NORTHERN IRELAND	41,503	160.4%	0	NA	43,829	281.3%	3,145	94.6%	0	NA	11,739	72.2%	1,219	115.4%	0	NA	101,435	178.4%	4,731	9.7%	31	-84.4%	4,762	5.6%	106,197	159.4%
LIKE ON LIKE	41,503	160.4%	0	NA	43,829	281.3%	3,145	94.6%	0	NA	11,739	72.2%	1,219	115.4%	0	NA	101,435	178.4%	4,731	9.7%	31	-84.4%	4,762	5.6%	106,197	159.4%

NUMBER OF DOORS

32

HOUSE OF FRASER GROUP

MONTH - RETAIL
2014 vs 2013

NUMBER OF DOORS

NUMBER OF DOORS EXCLUDING NORTHERN IRELAND

DECEMBER 2014 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

INDEPENDENT GROUP

YEAR TO DATE - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
ALLDERS CROYDON (CLOSED 19/09/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
AU CAPRICE JERSEY (CLOSED 28/03/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
AU CAPRICE GUERNSEY (CLOSED 28/03/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
AUSTINS DEPARTMENT STORE DERRY	172	NA	0	NA	222	NA	0	NA	0	NA	0	NA	0	NA	0	NA	394	NA	0	NA	0	NA	0	NA	394	NA
BANBURYS DEPT STORE BARNSTABLE	6,169	6.8%	0	NA	4,199	41.1%	0	NA	0	NA	56	-88.2%	0	NA	0	NA	10,424	7.4%	236	85.8%	0	NA	236	85.8%	10,660	8.4%
BARKERS NORTH ALLERTON (OPENED 16/10/13)	5,350	49.4%	0	NA	3,740	86.4%	66	-77.4%	0	NA	497	43.6%	34	-34.6%	0	NA	9,687	54.3%	49	-90.7%	0	NA	49	-90.7%	9,736	43.1%
BROWNS BEVERLEY	6,252	-14.7%	0	NA	5,430	13.5%	134	-57.9%	0	NA	250	-57.4%	68	30.8%	0	NA	12,134	-7.2%	73	0.0%	0	NA	73	0.0%	12,207	-7.1%
BROWNS GAINSBOROUGH	4,270	-11.8%	0	NA	4,115	9.5%	22	-93.7%	0	NA	205	-44.9%	0	NA	0	NA	8,612	-7.6%	147	#####	0	NA	147	#####	8,759	-6.8%
BROWNS YORK	4,196	-23.3%	0	NA	4,242	4.9%	(35)	NA	0	NA	397	-25.1%	103	-34.0%	0	NA	8,903	-18.1%	193	-49.6%	0	NA	193	-49.6%	9,096	-19.2%
CAMERONS BALLYMENA	1,418	NA	0	NA	418	NA	83	NA	0	NA	73	NA	0	NA	0	NA	1,992	NA	0	NA	0	NA	0	NA	1,992	NA
CAMP HOPSON NEWBURY	1,814	-50.7%	0	NA	2,106	3.6%	0	NA	0	NA	0	NA	0	NA	0	NA	3,920	-33.4%	0	NA	0	NA	0	NA	3,920	-37.0%
CAMPBELLS CHEMIST LONDON CHISWICK	3,141	37.4%	0	NA	1,598	86.2%	0	NA	0	NA	477	-50.3%	34	0.0%	0	NA	5,250	19.3%	233	-34.7%	0	NA	233	-34.7%	5,483	15.3%
CENTRAL PHARMACY CARDIFF	34,154	-41.9%	0	NA	56,819	-21.9%	2,587	-38.0%	640	NA	5,856	-32.0%	4,134	-25.9%	0	NA	104,190	-30.5%	582	-69.9%	0	NA	582	-69.9%	104,772	-31.0%
CENTRAL PHARMACY INTERNET CARDIFF	43,625	NA	0	NA	90,981	NA	1,353	NA	320	NA	2,908	838.1%	3,031	NA	0	NA	142,218	NA	1,515	NA	0	NA	1,515	NA	143,733	NA
CHAVE & JACKSON HEREFORD	3,348	-0.1%	0	NA	2,994	-26.4%	0	NA	0	NA	136	-74.1%	0	NA	0	NA	6,478	-23.3%	24	-96.4%	0	NA	24	-96.4%	6,502	-28.6%
DE GRUCHY JERSEY	8,675	28.4%	0	NA	5,644	-10.4%	66	-88.8%	0	NA	637	194.9%	0	NA	0	NA	15,022	8.4%	73	-90.3%	0	NA	73	-90.3%	15,095	3.3%
DEAN AND SMEDLEY ASHBY DE LA ZOUCH	2,306	2.3%	0	NA	3,338	65.5%	74	NA	0	NA	0	NA	0	NA	0	NA	5,718	31.2%	0	NA	0	NA	0	NA	5,718	31.2%
DOWNTOWN SUPERSTORE GRANTHAM	6,573	7.5%	0	NA	4,851	21.3%	80	-39.4%	0	NA	562	-26.7%	86	0.0%	0	NA	12,152	9.5%	147	-75.0%	0	NA	147	-75.0%	12,299	5.3%
ELYS LONDON WIMBLEDON (OPENED 30/09/13)	3,643	39.6%	0	NA	4,104	170.0%	233	-10.4%	0	NA	817	25.7%	0	NA	0	NA	8,797	74.6%	147	NA	0	NA	147	NA	8,944	77.5%
ROOMES UPMINSTER (OPENED 30/09/14)	1,671	NA	0	NA	1,840	NA	185	NA	0	NA	474	NA	0	NA	0	NA	4,170	NA	0	NA	0	NA	0	NA	4,170	NA
JAMES SELBY LONDON (OPENED 30/09/14)	1,726	NA	0	NA	1,532	NA	133	NA	0	NA	449	NA	0	NA	0	NA	3,840	NA	0	NA	0	NA	0	NA	3,840	NA
ELYSIAN EPPING (CLOSED 05/08/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
ERINS PERFUMES ABERYSTWTH	967	NA	0	NA	1,282	29.0%	0	NA	0	NA	0	NA	0	NA	0	NA	2,249	NA	0	NA	0	NA	0	NA	2,249	NA
HARRODS HEAD OFFICE ACCOUNT	(64,186)	NA	0	NA	(17,850)	NA	(53,766)	NA	0	NA	(8,728)	NA	0	NA	(2,041)	NA	(146,571)	NA	(22,682)	NA	0	NA	(22,682)	NA	(169,253)	NA
HARRODS LONDON	159,366	11.8%	0	NA	105,344	22.9%	15,945	-84.1%	13,144	-19.3%	47,201	57.6%	2,112	32.6%	0	NA	343,112	-8.9%	14,127	-22.7%	0	NA	14,127	97.7%	357,239	-6.9%
HARRODS.COM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HILLS SPALDING (OPENED 11/06/13)	4,559	-15.9%	0	NA	3,662	-10.9%	83	-83.4%	0	NA	464	-23.2%	17	-92.2%	0	NA	8,785	-19.0%	665	-1.5%	0	NA	665	-1.5%	9,450	-18.0%
HOOPERS HARROGATE	2,628	-16.8%	0	NA	2,854	16.0%	0	NA	0	NA	228	135.1%	0	NA	0	NA	5,710	-0.5%	0	NA	0	NA	0	NA	5,710	-3.1%
HOOPERS WILMSLOW	1,453	-21.2%	0	NA	1,555	-14.4%	0	NA	0	NA	182	574.1%	0	NA	0	NA	3,190	-14.3%	0	NA	0	NA	0	NA	3,190	-14.3%
J R TAYLOR ST ANNES	1,811	-42.7%	0	NA	2,318	-13.9%	22	-97.0%	0	NA	0	NA	0	NA	0	NA	4,151	-37.9%	0	NA	0	NA	0	NA	4,151	-48.7%
J T LLOYDS BURNLEY	6,370	-20.9%	0	NA	9,911	-26.8%	461	-69.1%	0	NA	214	-79.3%	0	NA	0	NA	16,956	-29.7%	49	-92.5%	0	NA	49	-92.5%	17,005	-31.3%
JAMES LEIGH BARKING	5,678	0.9%	0	NA	4,213	-3.7%	88	-68.1%	0	NA	1,938	16.7%	0	NA	0	NA	11,917	-0.2%	528	-11.9%	0	NA	528	-11.9%	12,445	-0.7%
JARROLD NORWICH	6,363	15.7%	0	NA	3,040	7.7%	4	-69.2%	0	NA	111	-27.0%	0	NA	0	NA	9,518	12.1%	73	-18.9%	0	NA	73	-18.9%	9,591	11.8%
LANDYS CHEMIST LONDON TEMPLE FORTUNE	5,511	-43.0%	0	NA	15,122	143.7%	161	187.5%	0	NA	1,116	-33.1%	587	475.5%	0	NA	22,497	27.1%	102	21.4%	0	NA	102	21.4%	22,599	27.1%
MISTRY'S MARKET HARBOROUGH (OPENED 20/01/14)	3,470	NA	0	NA	2,858	NA	222	NA	0	NA	277	NA	52	NA	0	NA	6,879	NA	0	NA	0	NA	0	NA	6,879	NA
MORLEYS LONDON BRIXTON	6,404	-20.3%	0	NA	6,901	68.9%	171	-26.3%	0	NA	1,942	14.3%	0	NA	0	NA	15,418	9.7%	331	-53.4%	0	NA	331	-53.4%	15,749	6.7%
OLDRIDES BOSTON	8,271	0.6%	0	NA	10,504	89.6%	192	-68.2%	0	NA	670	-35.6%	137	33.0%	0	NA	19,774	27.5%	284	-63.3%	0	NA	284	-63.3%	20,058	23.2%
OTHERS	418	102.9%	0	NA	653	60.8%	28	-64.6%	0	NA	89	81.6%	103	51.5%	0	NA	1,291	83.6%	0	NA	0	NA	0	NA	1,291	103.9%
PEARSONS ENFIELD	6,406	-13.5%	0	NA	9,814	51.6%	173	-19.2%	0	NA	762	-29.6%	0	NA	0	NA	17,155	13.0%	79	-89.4%	0	NA	79	-89.4%	17,234	8.2%
R C AUSTINS NEWTON ABBOT	2,470	65.9%	0	NA	1,690	157.2%	0	NA	0	NA	182	198.4%	103	202.9%	0	NA	4,445	98.3%	0	NA	0	NA	0	NA	4,445	60.9%
SCENT BOSTON	1,124	-5.4%	0	NA	3,422	66.9%	18	-18.2%	0	NA	113	-38.9%	0	NA	0	NA	4,677	35.8%	105	-66.0%	0	NA	105	-66.0%	4,782	27.4%
SCENTATIONS OF TROON TROON	2,306	26.4%	0	NA	1,032	57.8%	108	1.9%	0	NA	68	-64.8%	0	NA	0	NA	3,514	26.5%	0	NA	0	NA	0	NA	3,514	21.2%
SLAP IT ON NEWARK (CLOSED 02/08/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUMERY AT LYMINGTON LYMINGTON (OPENED 11/02/14)	2,621	NA	0	NA	2,988	NA	0	NA	0	NA	554	NA	0	NA	0	NA	6,163	NA	0	NA	0	NA	0	NA	6,163	NA
THE ROYAL PERFUMERY WIGAN	1,848	-60.9%	0	NA	3,662	-59.4%	83	-86.8%	0	NA	486	5.0%	52	NA	0	NA	6,131	-58.7%	0	NA	0	NA	0	NA	6,131	-59.5%
TOTNES PERFUMERY DEVON	871	4.7%	0	NA	267	-54.6%	178	NA	0	NA	0	NA	0	NA	0	NA	1,316	-7.3%	348	36.5%	0	NA	348	36.5%	1,664	-0.7%
MUGLER STORE.COM	74,632	-6.2%	19,420	47.3%	69,462	13.2%	12,594	-24.3%	0	NA	69,309	31.3%	11,624	27.0%	14,077	22.0%	271,118	10.8%	0	NA	0	NA	0	NA	271,118	10.8%
VITALTONE PHARMACY CATERHAM	1,551	48.6%	0	NA	1,162	13.7%	72	-41.5%	0	NA	0	NA	17	NA	0	NA	2,802	27.9%	96	-78.4%	0	NA	96	-78.4%	2,898	10.0%
TOTAL	381,415	-2.6%	19,420	58.5%	444,039	34.9%	(18,182)	NA	14,104	-15.0%	130,972	22.8%	22,294	29.3%	12,036	4.3%	1,006,098	1.6%	(2,476)	NA	0	NA	(2,476)	NA	1,003,622	1.5%
TOTAL SALES EXCLUDING NORTHERN IRELAND	379,825	-3.0%	19,420	58.5%	443,399	34.7%	(18,265)	NA	14,104	-15.0%	130,899	22.8%	22,294	29.3%	12,036	4.3%	1,003,712	1.4%	(2,476)	NA	0	NA	(2,476)	NA	1,001,236	1.3%
LIKE ON LIKE	356,785	-6.1%	19,420	58.5%	422,675	31.6%	(19,187)	NA	14,104	-15.0%	127,367	20.8%	22,191	30.2%	12,036	4.3%	955,391	-1.5%	(3,337)	NA	0	NA	(3,337)	NA	952,054	-1.7%

NUMBER OF DOORS

38

DECEMBER 2014 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

INDEPENDENT GROUP

YEAR TO DATE - RETAIL
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STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
ALLDERS CROYDON (CLOSED 19/09/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
AU CAPRICE JERSEY (CLOSED 28/03/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
AU CAPRICE GUERNSEY (CLOSED 28/03/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
AUSTINS DEPARTMENT STORE DERRY	275	NA	0	NA	162	NA	0	NA	0	NA	0	NA	0	NA	0	NA	437	NA	279	NA	0	NA	279	NA	716	NA
BANBURY'S DEPT STORE BARNSTABLE	8,797	18.7%	0	NA	6,077	-10.1%	526	-48.2%	0	NA	608	-35.5%	30	-16.7%	0	NA	16,038	-0.8%	611	-51.0%	0	NA	611	-51.0%	16,649	-4.4%
BARKERS NORTH ALLERTON (OPENED 16/10/13)	10,045	297.2%	0	NA	4,108	60.8%	356	61.1%	0	NA	409	62.3%	20	25.0%	0	NA	14,938	168.0%	414	61.1%	0	NA	414	61.1%	15,352	163.3%
BROWNS BEVERLEY	15,322	-22.2%	0	NA	4,641	NA	403	NA	0	NA	457	NA	30	NA	0	NA	20,853	5.9%	469	NA	0	NA	469	NA	21,322	8.3%
BROWNS GAINSBOROUGH	12,920	-4.7%	0	NA	3,890	NA	336	NA	0	NA	384	NA	26	NA	0	NA	17,556	29.5%	393	NA	0	NA	393	NA	17,949	32.4%
BROWNS YORK	9,763	-39.5%	0	NA	3,587	NA	311	NA	0	NA	355	NA	20	NA	0	NA	14,036	-13.1%	361	NA	0	NA	361	NA	14,397	-10.8%
CAMERONS BALLYMENA	791	NA	0	NA	374	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,165	NA	0	NA	0	NA	0	NA	1,165	NA
CAMP HOPSON NEWBURY	1,834	-34.0%	0	NA	1,057	-40.1%	63	-77.3%	0	NA	0	NA	0	NA	0	NA	2,954	-40.8%	576	114.1%	0	NA	576	114.1%	3,530	-32.8%
CAMPBELLS CHEMIST LONDON CHISWICK	3,653	6.8%	0	NA	2,660	26.1%	231	-27.1%	0	NA	269	-10.0%	8	60.0%	0	NA	6,821	10.9%	268	-30.9%	0	NA	268	-30.9%	7,089	8.4%
CENTRAL PHARMACY CARDIFF	19,973	-83.8%	0	NA	18,766	-83.8%	1,609	-89.5%	0	NA	1,833	-88.3%	264	-87.4%	0	NA	42,445	-84.4%	293	-93.3%	0	NA	293	-93.3%	42,738	-84.5%
CENTRAL PHARMACY INTERNET CARDIFF	132,023	NA	0	NA	124,281	NA	10,403	NA	0	NA	12,100	NA	751	NA	0	NA	279,558	NA	1,111	NA	0	NA	1,111	NA	280,669	NA
CHAVE & JACKSON HEREFORD	4,068	-57.2%	0	NA	1,746	244.4%	150	NA	0	NA	175	NA	10	NA	0	NA	6,149	-38.6%	176	19.7%	0	NA	176	19.7%	6,325	-37.8%
DE GRUCHY JERSEY	6,775	-30.5%	0	NA	6,541	-18.8%	565	-53.4%	0	NA	666	-41.0%	21	-34.4%	0	NA	14,568	-27.8%	693	-53.4%	0	NA	693	-53.4%	15,261	-29.5%
DEAN AND SMEDLEY ASHBY DE LA ZOUCH	4,928	-35.6%	0	NA	2,993	NA	259	NA	0	NA	296	NA	16	NA	0	NA	8,492	11.1%	304	NA	0	NA	304	NA	8,796	15.0%
DOWNTOWN SUPERSTORE GRANTHAM	14,891	-13.3%	0	NA	5,075	959.5%	438	NA	0	NA	502	NA	31	NA	0	NA	20,937	18.7%	513	NA	0	NA	513	NA	21,450	21.6%
ELYS LONDON WIMBLEDON (OPENED 30/09/13)	7,644	148.2%	0	NA	4,498	NA	390	900.0%	0	NA	446	NA	25	NA	0	NA	13,003	280.5%	453	863.8%	0	NA	453	863.8%	13,456	288.5%
ROOMES UPMINSTER (OPENED 30/09/14)	1,723	NA	0	NA	1,740	NA	151	NA	0	NA	172	NA	10	NA	0	NA	3,796	NA	175	NA	0	NA	175	NA	3,971	NA
JAMES SELBY LONDON (OPENED 30/09/14)	1,702	NA	0	NA	1,720	NA	149	NA	0	NA	169	NA	10	NA	0	NA	3,750	NA	174	NA	0	NA	174	NA	3,924	NA
ELYSIAN EPPING (CLOSED 05/08/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
ERINS PERFUMES ABERYSTWTH	3,059	-19.5%	0	NA	1,459	195.9%	127	71.6%	0	NA	144	111.8%	9	125.0%	0	NA	4,798	8.1%	147	63.3%	0	NA	147	63.3%	4,945	9.2%
HARRODS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HARRODS LONDON	226,879	45.2%	0	NA	157,307	21.2%	68,092	15.9%	23,715	-48.4%	71,865	77.8%	4,685	67.4%	0	NA	552,543	27.3%	27,531	-57.5%	109	NA	27,640	-57.4%	580,183	16.3%
HARRODS.COM	2,542	39.1%	0	NA	3,821	357.1%	10,620	NA	0	NA	1,240	288.7%	87	180.6%	0	NA	18,310	507.7%	1,014	NA	0	NA	1,014	NA	19,324	541.4%
HILLS SPALDING (OPENED 11/06/13)	12,130	102.6%	0	NA	4,234	48.6%	366	-14.7%	0	NA	417	5.6%	26	52.9%	0	NA	17,173	77.5%	426	-19.0%	0	NA	426	-19.0%	17,599	72.5%
HOOPERS HARROGATE	6,123	-34.4%	0	NA	2,490	NA	214	NA	0	NA	288	12.1%	16	NA	0	NA	9,131	-4.8%	250	NA	0	NA	250	NA	9,381	-2.1%
HOOPERS WILMSLOW	5,655	-36.0%	0	NA	2,056	NA	177	NA	4	NA	205	43.4%	9	NA	0	NA	8,106	-10.1%	203	NA	0	NA	203	NA	8,309	-7.8%
J R TAYLOR ST ANNES	2,734	-67.3%	0	NA	1,423	-56.8%	123	-75.2%	0	NA	143	-70.0%	6	NA	0	NA	4,429	-64.9%	144	-76.2%	0	NA	144	-76.2%	4,573	-65.5%
J T LLOYDS BURNLEY	20,345	4.9%	0	NA	11,310	33.3%	912	-28.6%	0	NA	989	-16.5%	54	22.7%	0	NA	33,610	10.6%	945	-39.5%	0	NA	945	-39.5%	34,555	8.2%
JAMES LEIGH BARKING	8,478	1.1%	0	NA	7,604	5.8%	970	-42.2%	0	NA	4,182	61.5%	0	NA	0	NA	21,234	7.0%	1,502	-17.3%	0	NA	1,502	-17.3%	22,736	5.0%
JARROLDS NORWICH	7,146	-14.0%	0	NA	3,972	-19.9%	343	-53.4%	0	NA	454	-12.5%	18	-10.0%	0	NA	11,933	-17.9%	398	-62.0%	0	NA	398	-62.0%	12,331	-20.9%
LANDY'S CHEMIST LONDON TEMPLE FORTUNE	13,258	21.6%	0	NA	13,389	55.4%	1,159	-11.0%	0	NA	1,321	9.4%	82	82.2%	0	NA	29,209	32.3%	1,347	-12.0%	0	NA	1,347	-12.0%	30,556	29.5%
MISTRY'S MARKET HARBOROUGH (OPENED 20/01/14)	4,323	NA	0	NA	3,816	NA	308	NA	0	NA	473	NA	13	NA	0	NA	8,933	NA	248	NA	0	NA	248	NA	9,181	NA
MORLEYS LONDON BRITTON	15,304	37.1%	0	NA	7,998	4.3%	693	-40.1%	0	NA	796	-25.3%	44	-6.4%	0	NA	24,835	17.7%	805	-43.0%	0	NA	805	-43.0%	25,640	13.9%
OLDRIDS BOSTON	20,766	-26.6%	0	NA	9,314	250.8%	809	191.0%	0	NA	927	253.8%	49	NA	0	NA	31,865	1.2%	937	172.4%	0	NA	937	172.4%	32,802	3.0%
OTHERS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
PEARSONS ENFIELD	18,545	41.9%	0	NA	10,996	18.6%	952	-31.8%	0	NA	1,095	-15.1%	61	27.1%	0	NA	31,649	26.2%	1,108	-35.2%	0	NA	1,108	-35.2%	32,757	22.3%
R C AUSTINS NEWTON ABBOT	2,535	-27.4%	0	NA	1,297	-46.4%	96	-72.0%	0	NA	135	-71.7%	20	-35.5%	0	NA	4,083	-39.6%	336	-33.6%	0	NA	336	-33.6%	4,419	-39.2%
SCENT BOSTON	5,285	-17.9%	0	NA	3,021	179.5%	175	NA	0	NA	436	340.4%	14	NA	0	NA	8,931	17.3%	205	NA	0	NA	205	NA	9,136	20.0%
SCENTSATIONS OF TROON TROON	3,344	-20.3%	0	NA	371	-77.5%	32	-85.5%	0	NA	36	-82.2%	2	-77.8%	0	NA	3,785	-39.7%	104	-83.9%	0	NA	104	-83.9%	3,889	-43.8%
SLAP IT ON NEWARK (CLOSED 02/08/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUMERY AT LYMINGTON LYMINGTON (OPENED 11/02/14)	523	NA	0	NA	700	NA	0	NA	0	NA	290	NA	0	NA	0	NA	1,513	NA	0	NA	0	NA	0	NA	1,513	NA
THE ROYAL PERFUMERY WIGAN	11,683	644.1%	0	NA	9,822	680.1%	849	396.5%	0	NA	981	537.0%	48	380.0%	0	NA	23,383	639.0%	990	373.7%	0	NA	990	373.7%	24,373	622.6%
TOTNES PERFUMERY DEVON	1,676	-21.9%	0	NA	713	-8.9%	129	-55.5%	0	NA	83	-35.7%	2	NA	0	NA	2,603	-22.3%	363	-49.2%	0	NA	363	-49.2%	2,966	-27.0%
MUGLER STORE.COM	88,747	-6.8%	23,107	46.5%	83,186	13.1%	15,061	-24.2%	0	NA	82,989	31.2%	13,935	27.6%	16,878	24.1%	323,903	10.7%	0	NA	0	NA	0	NA	323,903	10.7%
VITALTONE PHARMACY CATERHAM	2,268	-4.9%	0	NA	1,921	76.4%	194	-17.8%	0	NA	39	-85.4%	15	-21.1%	0	NA	4,437	11.0%	354	-25.0%	0	NA	354	-25.0%	4,791	7.2%
TOTAL	740,475	14.2%	23,107	44.8%	536,136	31.1%	118,741	10.4%	23,719	-49.0%	188,369	40.8%	20,467	25.3%	16,878	24.1%	1,667,892	19.9%	46,620	-46.3%	109	NA	46,729	-46.1%	1,714,621	16.0%

TOTAL SALES EXCLUDING NORTHERN IRELAND	739,409	14.1%	23,107	44.8%	535,600	31.0%	118,741	10.4%	23,719	-49.0%	188,369	40.8%	20,467	25.3%	16,878	24.1%	1,666,290	19.8%	46,341	-46.6%	109	NA	46,450	-46.5%	1,712,740	15.9%
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LIKE ON LIKE	701,319	10.7%	23,107	46.5%	514,784	28.5%	117,021	10.0%	23,719	-49.0%	185,993	40.3%	20,363	25.7%	16,878	24.1%	1,603,184	17.4%	44,451	-47.9%	109	NA	44,560	-47.8%	1,647,744	13.6%
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NUMBER OF DOORS 36

NUMBER OF DOORS EXCLUDING NORTHERN IRELAND 35

DECEMBER 2014

CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

INDEPENDENT GROUP

MONTH - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
ALLDERS CROYDON (CLOSED 19/09/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
AU CAPRICE JERSEY (CLOSED 28/03/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
AU CAPRICE GUERNSEY (CLOSED 28/03/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
AUSTINS DEPARTMENT STORE DERRY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BANBURY'S DEPT STORE BARNSTABLE	672	-51.1%	0	NA	781	2.4%	0	NA	0	NA	0	NA	0	NA	0	NA	1,453	-40.4%	0	NA	0	NA	0	NA	1,453	-40.4%
BARKERS NORTH ALLERTON (OPENED 16/10/13)	1,219	-11.0%	0	NA	837	-3.8%	0	NA	0	NA	0	NA	0	NA	0	NA	2,056	-13.2%	0	NA	0	NA	0	NA	2,056	-13.2%
BROWNS BEVERLEY	1,334	119.0%	0	NA	697	128.5%	78	NA	0	NA	0	NA	34	NA	0	NA	2,143	97.9%	0	NA	0	NA	0	NA	2,143	97.9%
BROWNS GAINSBOROUGH	252	-26.1%	0	NA	393	-33.7%	0	NA	0	NA	0	NA	0	NA	0	NA	645	-32.9%	0	NA	0	NA	0	NA	645	-32.9%
BROWNS YORK	96	-74.5%	0	NA	277	-18.5%	0	NA	0	NA	102	-29.7%	52	NA	0	NA	527	-56.4%	0	NA	0	NA	0	NA	527	-56.4%
CAMERONS BALLYMENA	581	NA	0	NA	121	NA	83	NA	0	NA	73	NA	0	NA	0	NA	858	NA	0	NA	0	NA	0	NA	858	NA
CAMP HOPSON NEWBURY	949	NA	0	NA	814	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,763	NA	0	NA	0	NA	0	NA	1,763	NA
CAMPBELLS CHEMIST LONDON CHISWICK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
CENTRAL PHARMACY CARDIFF	1,206	-92.9%	0	NA	1,899	-92.6%	208	-72.0%	320	NA	107	-91.0%	0	NA	0	NA	3,740	-91.6%	131	-74.6%	0	NA	131	-74.6%	3,871	-91.4%
CENTRAL PHARMACY INTERNET CARDIFF	12,574	NA	0	NA	34,492	NA	162	NA	0	NA	427	NA	0	NA	0	NA	47,655	NA	1,268	NA	0	NA	1,268	NA	48,923	NA
CHAVE & JACKSON HEREFORD	539	124.6%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	539	-30.3%	0	NA	0	NA	0	NA	539	-30.3%
DE GRUCHY JERSEY	(241)	NA	0	NA	(139)	NA	(65)	NA	0	NA	(46)	NA	0	NA	0	NA	(491)	NA	0	NA	0	NA	0	NA	(491)	NA
DEAN AND SMEDLEY ASHBY DE LA ZOUCH	565	NA	0	NA	710	NA	0	NA	0	NA	0	NA	70	NA	0	NA	1,275	NA	0	NA	0	NA	0	NA	1,275	NA
DOWNTOWN SUPERSTORE GRANTHAM	487	NA	0	NA	570	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,057	NA	0	NA	0	NA	0	NA	1,057	NA
ELYS LONDON WIMBLEDON (OPENED 30/09/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
ROOMES UPMINSTER (OPENED 30/09/14)	52	NA	0	NA	231	NA	18	NA	0	NA	68	NA	0	NA	0	NA	369	NA	0	NA	0	NA	0	NA	369	NA
JAMES SELBY LONDON (OPENED 30/09/14)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
ELYSIAN EPPING (CLOSED 05/08/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
ERINS PERFUMES ABERYSTWITH	96	NA	0	NA	386	NA	0	NA	0	NA	0	NA	0	NA	0	NA	482	NA	0	NA	0	NA	0	NA	482	NA
HARRODS HEAD OFFICE ACCOUNT	(17,082)	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(2,041)	NA	(19,123)	NA	(6,154)	NA	0	NA	(6,154)	NA	(25,277)	NA
HARRODS LONDON	82,143	NA	0	NA	56,433	NA	13,972	-77.2%	1,042	NA	25,530	140.4%	144	-76.9%	0	NA	179,264	122.6%	110	-74.5%	0	NA	110	-74.5%	179,374	121.5%
HARRODS.COM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HILLS SPALDING (OPENED 11/06/13)	597	255.4%	0	NA	348	146.8%	0	NA	0	NA	0	NA	17	-83.5%	0	NA	962	133.5%	0	NA	0	NA	0	NA	962	133.5%
HOOPERS HARROGATE	307	NA	0	NA	317	NA	0	NA	0	NA	0	NA	30	NA	0	NA	624	NA	0	NA	0	NA	0	NA	624	NA
HOOPERS WILMSLOW	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
J R TAYLOR ST ANNES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
J T LLOYDS BURNLEY	1,017	1.4%	0	NA	757	-56.0%	0	NA	0	NA	0	NA	70	NA	0	NA	1,774	-40.2%	0	NA	0	NA	0	NA	1,774	-40.2%
JAMES LEIGH BARKING	879	242.0%	0	NA	366	61.9%	32	NA	0	NA	332	NA	0	NA	0	NA	1,609	233.1%	0	NA	0	NA	0	NA	1,609	233.1%
JARROLD'S NORWICH	671	NA	0	NA	248	NA	0	NA	0	NA	0	NA	0	NA	0	NA	919	NA	0	NA	0	NA	0	NA	919	NA
LANDY'S CHEMIST LONDON TEMPLE FORTUNE	357	-86.2%	0	NA	3,679	54.8%	22	-60.7%	0	NA	0	NA	138	305.9%	0	NA	4,196	-25.4%	0	NA	0	NA	0	NA	4,196	-25.4%
MISTRY'S MARKET HARBOROUGH (OPENED 20/01/14)	304	NA	0	NA	564	NA	0	NA	0	NA	68	NA	0	NA	0	NA	936	NA	0	NA	0	NA	0	NA	936	NA
MORLEYS LONDON BRIXTON	1,278	NA	0	NA	1,745	NA	143	NA	0	NA	661	NA	0	NA	0	NA	3,827	NA	0	NA	0	NA	0	NA	3,827	NA
OLDRID'S BOSTON	568	-71.8%	0	NA	293	-26.0%	(19)	NA	0	NA	0	NA	0	NA	0	NA	842	-72.1%	88	-39.7%	0	NA	88	-39.7%	930	-70.6%
OTHERS	119	1	0	NA	229	0	0	NA	0	NA	46	NA	17	NA	0	NA	411	1	0	NA	0	NA	0	NA	411	1
PEARSONS ENFIELD	1,266	NA	0	NA	2,455	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,721	NA	0	NA	0	NA	0	NA	3,721	NA
R C AUSTINS NEWTON ABBOT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SCENT BOSTON	18	-95.9%	0	NA	947	334.4%	0	NA	0	NA	0	NA	0	NA	0	NA	965	41.1%	57	NA	0	NA	57	NA	1,022	49.4%
SCENTSATIONS OF TROON TROON	822	7.3%	0	NA	477	182.2%	28	-50.0%	0	NA	0	NA	0	NA	0	NA	1,327	25.2%	0	NA	0	NA	0	NA	1,327	22.4%
SLAP IT ON NEWARK (CLOSED 02/08/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUMERY AT LYMINGTON LYMINGTON (OPENED 11/02/14)	143	NA	0	NA	264	NA	0	NA	0	NA	0	NA	0	NA	0	NA	407	NA	0	NA	0	NA	0	NA	407	NA
THE ROYAL PERFUMERY WIGAN	1,197	-24.9%	0	NA	1,995	-41.3%	0	NA	0	NA	273	NA	0	NA	0	NA	3,465	-30.6%	0	NA	0	NA	0	NA	3,465	-30.6%
TOTNES PERFUMERY DEVON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
MUGLER STORE.COM	10,053	-52.4%	3,918	33.5%	12,394	-14.1%	540	-84.1%	0	NA	11,146	-11.9%	2,608	45.0%	3,561	56.5%	44,220	-24.6%	0	NA	0	NA	0	NA	44,220	-24.6%
VITALTONE PHARMACY CATERHAM	415	NA	0	NA	66	NA	28	NA	0	NA	0	NA	0	NA	0	NA	509	NA	0	NA	0	NA	0	NA	509	NA
TOTAL	105,453	92.2%	3,918	33.5%	125,646	119.6%	15,230	-77.0%	1,362	NA	38,787	48.2%	3,010	1.2%	1,520	-33.2%	294,926	38.6%	(4,500)	NA	0	NA	(4,500)	NA	290,426	35.8%

TOTAL SALES EXCLUDING NORTHERN IRELAND	104,872	91.2%	3,918	33.5%	125,525	119.4%	15,147	-77.2%	1,362	NA	38,714	47.9%	3,010	1.2%	1,520	-33.2%	294,068	38.2%	(4,500)	NA	0	NA	(4,500)	NA	289,568	35.4%
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LIKE ON LIKE	102,557	92.3%	3,918	33.5%	123,281	119.4%	15,129	-77.2%	1,362	NA	38,578	48.1%	2,993	4.3%	1,520	-33.2%	289,338	37.8%	(4,500)	NA	0	NA	(4,500)	NA	284,838	34.9%
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NUMBER OF DOORS

38

NUMBER OF DOORS EXCLUDING NORTHERN IRELAND

37

DECEMBER 2014

CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

INDEPENDENT GROUP

MONTH - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
ALLDERS CROYDON (CLOSED 19/09/12)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
AU CAPRICE JERSEY (CLOSED 28/03/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
AU CAPRICE GUERNSEY (CLOSED 28/03/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
AUSTINS DEPARTMENT STORE DERRY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BANBURYS DEPT STORE BARNSTABLE	1,646	1.7%	0	NA	1,663	12.7%	144	-35.1%	0	NA	164	-18.8%	10	-9.1%	0	NA	3,627	2.8%	168	-38.2%	0	NA	168	-38.2%	3,795	-0.1%
BARKERS NORTH ALLERTON (OPENED 16/10/13)	2,119	8.4%	0	NA	2,139	8.4%	185	8.2%	0	NA	211	8.2%	12	0.0%	0	NA	4,666	8.4%	216	9.1%	0	NA	216	9.1%	4,882	8.4%
BROWNS BEVERLEY	1,604	-58.8%	0	NA	1,620	NA	141	NA	0	NA	160	NA	9	NA	0	NA	3,534	-9.2%	164	NA	0	NA	164	NA	3,698	-4.9%
BROWNS GAINSBOROUGH	2,037	-51.2%	0	NA	2,059	NA	178	NA	0	NA	203	NA	13	NA	0	NA	4,490	7.5%	208	NA	0	NA	208	NA	4,698	12.5%
BROWNS YORK	1,458	-58.3%	0	NA	1,474	NA	128	NA	0	NA	146	NA	7	NA	0	NA	3,213	-8.1%	149	NA	0	NA	149	NA	3,362	-3.9%
CAMERONS BALLYMENA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
CAMP HOPSON NEWBURY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
CAMPBELLS CHEMIST LONDON CHISWICK	609	-10.3%	0	NA	615	-0.6%	53	-43.0%	0	NA	61	-28.2%	3	-40.0%	0	NA	1,341	-9.5%	62	-45.1%	0	NA	62	-45.1%	1,403	-12.0%
CENTRAL PHARMACY CARDIFF	2,398	-95.1%	0	NA	2,197	-95.0%	190	-97.1%	0	NA	217	-96.4%	13	-96.0%	0	NA	5,015	-95.2%	0	NA	0	NA	0	NA	5,015	-95.3%
CENTRAL PHARMACY INTERNET CARDIFF	28,255	NA	0	NA	25,903	NA	2,241	NA	0	NA	2,557	NA	159	NA	0	NA	59,115	NA	210	NA	0	NA	210	NA	59,325	NA
CHAVE & JACKSON HEREFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DE GRUCHY JERSEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DEAN AND SMEDLEY ASHBY DE LA ZOUCH	1,017	-62.5%	0	NA	1,028	NA	89	NA	0	NA	101	NA	6	NA	0	NA	2,241	-17.4%	104	NA	0	NA	104	NA	2,345	-13.5%
DOWNTOWN SUPERSTORE GRANTHAM	2,116	-60.1%	0	NA	2,137	NA	185	NA	0	NA	212	NA	12	NA	0	NA	4,662	-12.2%	216	NA	0	NA	216	NA	4,878	-8.1%
ELYS LONDON WIMBLEDON (OPENED 30/09/13)	1,257	-46.6%	0	NA	1,269	NA	110	NA	0	NA	125	NA	8	NA	0	NA	2,769	17.6%	128	NA	0	NA	128	NA	2,897	23.0%
ROOMES UPMINSTER (OPENED 30/09/14)	1,005	NA	0	NA	1,015	NA	88	NA	0	NA	100	NA	6	NA	0	NA	2,214	NA	102	NA	0	NA	102	NA	2,316	NA
JAMES SELBY LONDON (OPENED 30/09/14)	1,127	NA	0	NA	1,139	NA	99	NA	0	NA	112	NA	7	NA	0	NA	2,484	NA	115	NA	0	NA	115	NA	2,599	NA
ELYSIAN EPPING (CLOSED 05/08/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
ERINS PERFUMES ABERYSTWTH	613	13.3%	0	NA	619	25.6%	54	-27.0%	0	NA	61	-10.3%	4	0.0%	0	NA	1,351	14.5%	62	-31.1%	0	NA	62	-31.1%	1,413	11.3%
HARRODS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HARRODS LONDON	86,703	50.6%	0	NA	62,541	128.1%	5,219	-70.8%	480	0.0%	29,615	265.2%	341	-22.9%	0	NA	184,899	65.2%	525	-95.3%	0	NA	525	-95.3%	185,424	50.5%
HARRODS.COM	533	-38.6%	0	NA	568	143.8%	176	NA	0	NA	416	328.9%	31	0.0%	0	NA	1,724	40.3%	0	NA	0	NA	0	NA	1,724	40.3%
HILLS SPALDING (OPENED 11/06/13)	1,831	-8.5%	0	NA	1,846	1.3%	160	-41.8%	0	NA	182	-27.2%	11	-21.4%	0	NA	4,030	-7.6%	186	-44.6%	0	NA	186	-44.6%	4,216	-10.3%
HOOPERS HARROGATE	1,028	-50.8%	0	NA	1,039	NA	90	NA	0	NA	102	-54.1%	6	NA	0	NA	2,265	-2.1%	105	NA	0	NA	105	NA	2,370	2.5%
HOOPERS WILMSLOW	946	-61.5%	0	NA	956	NA	83	NA	0	NA	94	NA	7	NA	0	NA	2,086	-15.1%	96	NA	0	NA	96	NA	2,182	-11.2%
J R TAYLOR ST ANNES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
J T LLOYDS BURNLEY	4,408	-17.0%	0	NA	4,452	-8.0%	386	-47.1%	0	NA	440	-33.7%	25	-30.6%	0	NA	9,711	-16.1%	449	-49.6%	0	NA	449	-49.6%	10,160	-18.5%
JAMES LEIGH BARKING	2,700	8.0%	0	NA	2,400	14.3%	450	-9.1%	0	NA	900	20.0%	0	NA	0	NA	6,450	10.4%	490	-29.0%	0	NA	490	-29.0%	6,940	6.2%
JARROLDS NORWICH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
LANDYS CHEMIST LONDON TEMPLE FORTUNE	2,386	-13.0%	0	NA	2,410	-3.6%	208	-44.8%	0	NA	238	-30.6%	15	-21.1%	0	NA	5,257	-12.1%	243	-47.2%	0	NA	243	-47.2%	5,500	-14.6%
MISTRY'S MARKET HARBOROUGH (OPENED 20/01/14)	1,757	NA	0	NA	1,775	NA	154	NA	0	NA	175	NA	11	NA	0	NA	3,872	NA	179	NA	0	NA	179	NA	4,051	NA
MORLEYS LONDON BRIXTON	1,883	-38.7%	0	NA	1,902	20.2%	165	-30.7%	0	NA	188	-13.4%	12	0.0%	0	NA	4,150	-18.9%	192	-34.0%	0	NA	192	-34.0%	4,342	-19.8%
OLDRLDS BOSTON	4,406	-57.6%	0	NA	4,450	NA	385	NA	0	NA	439	NA	28	NA	0	NA	9,708	-6.5%	448	NA	0	NA	448	NA	10,156	-2.2%
OTHERS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
PEARSONS ENFIELD	3,798	10.9%	0	NA	3,836	54.4%	332	-11.2%	0	NA	379	8.3%	24	200.0%	0	NA	8,369	26.0%	387	-15.3%	0	NA	387	-15.3%	8,756	23.4%
R C AUSTINS NEWTON ABBOT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SCENT BOSTON	1,138	49.7%	0	NA	1,148	96.2%	98	NA	0	NA	112	13.1%	9	NA	0	NA	2,505	73.5%	116	NA	0	NA	116	NA	2,621	81.5%
SCENTSACTIONS OF TROON TROON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SLAP IT ON NEWARK (CLOSED 02/08/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUMERY AT LYMINGTON LYMINGTON (OPENED 11/02/14)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE ROYAL PERFUMERY WIGAN	3,030	NA	0	NA	3,060	NA	265	NA	0	NA	302	NA	19	NA	0	NA	6,676	NA	308	NA	0	NA	308	NA	6,984	NA
TOTNES PERFUMERY DEVON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
MUGLER STORE.COM	12,064	-52.4%	4,702	33.5%	14,873	-14.1%	648	-84.1%	0	NA	13,375	-11.9%	3,130	45.0%	4,273	56.5%	53,065	-24.6%	0	NA	0	NA	0	NA	53,065	-24.6%
VITALTONE PHARMACY CATERHAM	795	-20.2%	0	NA	505	-0.8%	105	NA	0	NA	39	-64.9%	0	NA	0	NA	1,444	-11.7%	195	#####	0	NA	195	#####	1,639	-3.2%
TOTAL	176,667	-15.5%	4,702	33.5%	152,638	31.5%	12,809	-60.6%	480	0.0%	51,426	53.2%	3,938	26.1%	4,273	56.5%	406,933	1.5%	5,823	-66.3%	0	NA	5,823	-66.3%	412,756	-1.3%

TOTAL SALES EXCLUDING NORTHERN IRELAND	176,667	-15.5%	4,702	33.5%	152,638	31.5%	12,809	-60.6%	480	0.0%	51,426	53.2%	3,938	26.1%	4,273	56.5%	406,933	1.5%	5,823	-66.3%	0	NA	5,823	-66.3%	412,756	-1.3%
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LIKE ON LIKE	167,571	-17.4%	4,702	33.5%	143,455	27.8%	12,013	-62.5%	480	0.0%	50,521	52.5%	3,883	25.4%	4,273	56.5%	386,898	-0.8%	4,897	-70.7%	0	NA	4,897	-70.7%	391,795	-3.7%
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NUMBER OF DOORS 36

NUMBER OF DOORS EXCLUDING NORTHERN IRELAND 35

DECEMBER 2014 YTD

CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

JOHN LEWIS PARTNERSHIP

YEAR TO DATE - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
JLP HEAD OFFICE ACCOUNT	(1,724)	NA	0	NA	(214)	NA	(93)	NA	0	NA	(333)	NA	0	NA	0	NA	(2,364)	NA	(5,562)	NA	(448)	NA	(6,010)	NA	(8,374)	NA
JLP HEAD OFFICE ACCOUNT DC	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JLP HEAD OFFICE ACCOUNT DC MAGNA PARK	92,399	-10.6%	0	NA	111,127	51.4%	5,211	-27.6%	0	NA	15,580	38.6%	0	NA	0	NA	224,317	14.9%	0	NA	0	NA	0	NA	224,317	13.6%
JOHN LEWIS ABERDEEN	4,156	-12.9%	0	NA	4,375	2.5%	0	NA	0	NA	149	-51.8%	0	NA	0	NA	8,680	-8.1%	0	NA	0	NA	0	NA	8,680	-8.9%
JOHN LEWIS BRISTOL	6,052	-10.4%	0	NA	6,823	30.5%	265	-38.7%	0	NA	144	-86.5%	0	NA	0	NA	13,284	-1.5%	0	NA	0	NA	0	NA	13,284	-1.5%
JOHN LEWIS CAMBRIDGE	8,548	-14.1%	0	NA	11,638	38.5%	0	NA	0	NA	701	18.8%	0	NA	0	NA	20,887	8.1%	0	NA	0	NA	0	NA	20,887	7.0%
JOHN LEWIS CARDIFF	6,737	-15.2%	0	NA	6,665	31.4%	333	72.5%	0	NA	684	-23.5%	0	NA	0	NA	14,419	2.2%	0	NA	0	NA	0	NA	14,419	2.0%
JOHN LEWIS CHEADLE	17,280	-4.1%	0	NA	15,462	24.3%	1,215	-27.9%	0	NA	803	-13.2%	0	NA	0	NA	34,760	4.4%	(23)	NA	0	NA	(23)	NA	34,737	2.5%
JOHN LEWIS DARTFORD BLUEWATER	8,708	-19.0%	0	NA	11,178	16.7%	719	2.6%	0	NA	309	-66.8%	0	NA	0	NA	20,914	-4.7%	0	NA	0	NA	0	NA	20,914	-6.6%
JOHN LEWIS EDINBURGH	7,602	-18.7%	0	NA	6,790	8.1%	553	-24.7%	0	NA	640	-13.0%	0	NA	0	NA	15,585	-8.9%	0	NA	0	NA	0	NA	15,585	-9.4%
JOHN LEWIS EXETER	2,334	27.5%	0	NA	1,924	78.1%	95	187.9%	0	NA	68	-38.2%	0	NA	0	NA	4,421	44.8%	0	NA	0	NA	0	NA	4,421	44.8%
JOHN LEWIS GLASGOW	7,513	-10.5%	0	NA	6,624	21.4%	0	NA	0	NA	370	-54.5%	0	NA	0	NA	14,507	-2.1%	0	NA	0	NA	0	NA	14,507	-2.8%
JOHN LEWIS HIGH WYCOMBE	4,393	-21.5%	0	NA	6,811	78.0%	370	-14.2%	0	NA	214	-66.2%	0	NA	0	NA	11,788	12.4%	(31)	NA	0	NA	(31)	NA	11,757	9.5%
JOHN LEWIS KINGSTON	9,176	-8.6%	0	NA	9,334	12.9%	259	-27.2%	0	NA	589	-47.8%	0	NA	0	NA	19,358	-2.2%	0	NA	0	NA	0	NA	19,358	-3.0%
JOHN LEWIS LEICESTER	3,902	-37.7%	0	NA	4,435	-2.7%	408	57.5%	0	NA	242	-22.7%	0	NA	0	NA	8,987	-21.1%	0	NA	0	NA	0	NA	8,987	-21.8%
JOHN LEWIS LIVERPOOL	43,631	-12.0%	0	NA	51,461	17.6%	3,409	-31.4%	0	NA	3,347	-1.9%	(116)	NA	0	NA	101,732	-0.4%	(47)	NA	0	NA	(47)	NA	101,685	-6.0%
JOHN LEWIS LONDON	35,623	-22.2%	0	NA	44,508	23.5%	2,274	2.4%	0	NA	7,482	-0.6%	0	NA	0	NA	89,887	-2.8%	0	NA	0	NA	0	NA	89,887	-7.4%
JOHN LEWIS LONDON BRENT CROSS	17,164	-14.1%	0	NA	20,121	7.2%	933	8.0%	0	NA	3,479	0.2%	0	NA	0	NA	41,697	-3.4%	0	NA	0	NA	0	NA	41,697	-5.5%
JOHN LEWIS LONDON STRATFORD WESTFIELD	8,177	-10.9%	0	NA	10,299	26.8%	376	-22.8%	0	NA	969	-30.8%	0	NA	0	NA	19,821	3.3%	0	NA	0	NA	0	NA	19,821	-0.4%
JOHN LEWIS MANCHESTER TRAFFORD PARK	6,426	-10.8%	0	NA	8,197	12.6%	0	NA	0	NA	506	20.5%	0	NA	0	NA	15,129	-0.4%	0	NA	0	NA	0	NA	15,129	-1.2%
JOHN LEWIS MILTON KEYNES	9,432	-27.6%	0	NA	7,460	-7.6%	598	23.0%	0	NA	688	-24.6%	0	NA	0	NA	18,178	-19.2%	0	NA	0	NA	0	NA	18,178	-19.9%
JOHN LEWIS NEWCASTLE	9,729	-33.1%	0	NA	7,755	3.7%	698	-26.1%	0	NA	201	-78.0%	0	NA	0	NA	18,383	-23.0%	0	NA	0	NA	0	NA	18,383	-23.3%
JOHN LEWIS NORWICH	2,278	-33.0%	0	NA	2,656	10.4%	0	NA	0	NA	21	-92.1%	0	NA	0	NA	4,955	-19.9%	0	NA	0	NA	0	NA	4,955	-19.9%
JOHN LEWIS NOTTINGHAM	10,428	2.6%	0	NA	7,599	10.4%	241	-53.9%	0	NA	766	-14.1%	0	NA	0	NA	19,034	3.3%	0	NA	0	NA	0	NA	19,034	1.7%
JOHN LEWIS PETERBOROUGH	10,322	2.7%	0	NA	7,907	-4.0%	469	-47.9%	0	NA	398	-51.3%	0	NA	0	NA	19,096	-4.5%	0	NA	0	NA	0	NA	19,096	-4.5%
JOHN LEWIS READING	8,913	-11.8%	0	NA	8,014	3.1%	423	14.0%	0	NA	375	-26.3%	0	NA	0	NA	17,725	-5.5%	0	NA	0	NA	0	NA	17,725	-7.1%
JOHN LEWIS SHEFFIELD	8,227	-13.5%	0	NA	5,615	3.1%	0	NA	0	NA	247	-60.2%	0	NA	0	NA	14,089	-11.2%	0	NA	0	NA	0	NA	14,089	-13.4%
JOHN LEWIS SOLIHULL	7,729	-5.9%	0	NA	6,140	10.5%	752	38.5%	0	NA	182	-76.6%	0	NA	0	NA	14,803	-1.9%	0	NA	0	NA	0	NA	14,803	-3.2%
JOHN LEWIS SOUTHAMPTON	14,835	-3.6%	0	NA	13,162	5.4%	460	-38.7%	0	NA	486	-61.2%	0	NA	0	NA	28,943	-3.1%	(23)	NA	0	NA	(23)	NA	28,920	-3.7%
JOHN LEWIS WATFORD	11,089	4.0%	0	NA	9,273	3.8%	0	NA	0	NA	554	-11.8%	0	NA	0	NA	20,916	1.6%	(14)	NA	0	NA	(14)	NA	20,902	1.1%
JOHN LEWIS WELWYN GARDEN CITY	12,559	2.7%	0	NA	12,412	29.1%	0	NA	0	NA	614	-12.9%	0	NA	0	NA	25,585	11.9%	0	NA	0	NA	0	NA	25,585	11.1%
JOHN LEWIS YORK (OPENED 11/02/14)	5,217	NA	0	NA	6,335	NA	498	NA	0	NA	345	NA	0	NA	0	NA	12,395	NA	0	NA	0	NA	0	NA	12,395	NA
JOHN LEWIS.COM ERDINGTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
PETER JONES LONDON	6,863	-40.9%	0	NA	5,949	2.6%	161	-43.5%	0	NA	691	-48.9%	0	NA	0	NA	13,664	-28.7%	0	NA	0	NA	0	NA	13,664	-29.9%
TOTAL	405,718	-14.7%	0	NA	437,835	19.3%	20,627	-24.9%	0	NA	41,511	-12.0%	(116)	NA	0	NA	905,575	-1.5%	(5,700)	NA	(448)	NA	(6,148)	NA	899,427	-4.0%

LIKE ON LIKE	400,501	-15.8%	0	NA	431,500	17.6%	20,129	-26.7%	0	NA	41,166	-12.7%	(116)	NA	0	NA	893,180	-2.8%	(5,700)	NA	(448)	NA	(6,148)	NA	887,032	-5.4%
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NUMBER OF DOORS 30

DECEMBER 2014 YTD

CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

JOHN LEWIS PARTNERSHIP

YEAR TO DATE - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
JLP HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JLP HEAD OFFICE ACCOUNT DC	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JLP HEAD OFFICE ACCOUNT DC MAGNA PARK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JOHN LEWIS ABERDEEN	7,811	-8.6%	0	NA	6,052	-25.3%	39	-92.0%	430	-39.4%	0	NA	0	NA	14,332	-19.7%	0	NA	0	NA	0	NA	14,332	-22.8%
JOHN LEWIS BRISTOL	11,183	-13.4%	0	NA	10,063	10.1%	414	-56.3%	1,157	-25.6%	21	200.0%	0	NA	22,838	-7.0%	80	-90.4%	0	NA	80	-90.4%	22,918	-9.7%
JOHN LEWIS CAMBRIDGE	17,780	-1.2%	0	NA	20,630	22.5%	89	-93.3%	1,312	-31.1%	1	NA	0	NA	39,860	4.8%	152	-82.7%	0	NA	152	-82.7%	40,012	2.8%
JOHN LEWIS CARDIFF	12,172	-11.7%	0	NA	10,550	34.1%	449	-42.2%	1,130	-35.0%	0	NA	0	NA	24,301	-0.4%	163	-48.3%	0	NA	163	-48.3%	24,464	-1.0%
JOHN LEWIS CHEADLE	34,988	-3.0%	0	NA	26,918	13.5%	1,969	-44.8%	2,113	9.7%	0	NA	0	NA	65,988	0.4%	610	-33.0%	0	NA	610	-33.0%	66,598	0.0%
JOHN LEWIS DARTFORD BLUEWATER	17,012	-12.9%	0	NA	20,035	23.9%	1,163	-19.2%	857	-34.5%	0	NA	0	NA	39,067	1.6%	411	-63.5%	0	NA	411	-63.5%	39,478	-0.3%
JOHN LEWIS EDINBURGH	13,523	-20.7%	0	NA	12,120	8.3%	937	-43.1%	1,775	27.5%	0	NA	0	NA	28,355	-9.6%	230	-75.8%	0	NA	230	-75.8%	28,585	-11.6%
JOHN LEWIS EXETER	4,833	-25.0%	0	NA	5,237	11.6%	482	-16.6%	816	20.4%	0	NA	0	NA	11,368	-9.8%	0	NA	0	NA	0	NA	11,368	-10.5%
JOHN LEWIS GLASGOW	13,614	-16.2%	0	NA	9,287	-2.1%	0	NA	983	-30.7%	40	NA	0	NA	23,924	-14.6%	9	-98.2%	0	NA	9	-98.2%	23,933	-16.1%
JOHN LEWIS HIGH WYCOMBE	10,732	22.6%	0	NA	10,961	70.0%	476	4.2%	1,134	25.3%	0	NA	0	NA	23,303	39.8%	0	NA	0	NA	0	NA	23,303	34.6%
JOHN LEWIS KINGSTON	18,830	20.2%	0	NA	14,661	0.6%	875	-8.4%	1,830	-8.5%	73	NA	0	NA	36,269	9.2%	504	-13.6%	0	NA	504	-13.6%	36,773	8.8%
JOHN LEWIS LEICESTER	7,985	-16.0%	0	NA	9,261	31.2%	585	-16.3%	989	32.9%	0	NA	0	NA	18,820	4.3%	305	-30.8%	0	NA	305	-30.8%	19,125	3.4%
JOHN LEWIS LIVERPOOL	79,427	-8.6%	0	NA	95,349	21.3%	6,272	-36.6%	9,209	-1.3%	0	NA	0	NA	190,257	2.6%	709	-94.2%	0	NA	709	-94.2%	190,966	-3.4%
JOHN LEWIS LONDON	71,549	-10.8%	0	NA	73,786	10.6%	4,506	-27.5%	17,182	6.8%	108	-95.6%	0	NA	167,131	-2.7%	2,037	-82.0%	358	148.6%	2,395	-79.1%	169,526	-7.5%
JOHN LEWIS LONDON BRENT CROSS	32,296	-7.3%	0	NA	33,247	-2.1%	1,620	-25.0%	7,358	6.8%	0	NA	0	NA	74,521	-4.5%	761	-66.3%	0	NA	761	-66.6%	75,282	-6.3%
JOHN LEWIS LONDON STRATFORD WESTFIELD	14,498	-3.6%	0	NA	17,862	39.7%	1,027	52.1%	2,369	-1.5%	0	NA	0	NA	35,756	15.7%	93	-93.0%	0	NA	93	-93.0%	35,849	11.2%
JOHN LEWIS MANCHESTER TRAFFORD PARK	10,819	-27.8%	0	NA	14,732	12.5%	143	-86.8%	905	-32.2%	0	NA	0	NA	26,599	-12.8%	75	-89.8%	0	NA	75	-89.8%	26,674	-14.6%
JOHN LEWIS MILTON KEYNES	19,760	-6.0%	0	NA	15,306	23.1%	1,175	-30.4%	1,855	39.9%	0	NA	0	NA	38,096	4.4%	40	-95.4%	0	NA	40	-95.4%	38,136	2.1%
JOHN LEWIS NEWCASTLE	18,737	-16.0%	0	NA	12,611	6.6%	1,537	1.6%	1,108	-34.7%	15	15.4%	0	NA	34,008	-9.0%	143	-76.1%	0	NA	143	-76.1%	34,151	-10.0%
JOHN LEWIS NORWICH	5,835	-5.5%	0	NA	5,049	36.5%	191	-54.4%	227	-49.8%	0	NA	0	NA	11,302	5.2%	156	-52.7%	0	NA	156	-52.7%	11,458	3.5%
JOHN LEWIS NOTTINGHAM	18,538	-0.8%	0	NA	13,485	20.0%	898	-37.0%	1,663	-18.0%	0	NA	0	NA	34,584	3.6%	389	-2.5%	0	NA	389	-2.5%	34,973	3.5%
JOHN LEWIS PETERBOROUGH	17,876	0.2%	0	NA	13,941	19.2%	1,270	3.8%	1,674	32.9%	31	NA	0	NA	34,792	8.7%	108	-79.6%	0	NA	108	-79.6%	34,900	7.2%
JOHN LEWIS READING	18,162	-3.5%	0	NA	13,622	3.5%	704	-45.8%	1,028	-22.2%	0	NA	0	NA	33,516	-3.1%	272	-70.3%	45	NA	317	-65.4%	33,833	-4.7%
JOHN LEWIS SHEFFIELD	14,486	-15.1%	0	NA	8,541	-16.6%	0	NA	655	-56.2%	0	NA	0	NA	23,682	-21.3%	475	51.3%	0	NA	475	51.3%	24,157	-20.5%
JOHN LEWIS SOLIHULL	14,288	-9.0%	0	NA	10,453	10.8%	1,411	62.2%	971	-23.4%	0	NA	0	NA	27,123	-0.6%	91	-84.0%	0	NA	91	-84.0%	27,214	-2.3%
JOHN LEWIS SOUTHAMPTON	25,365	-5.7%	0	NA	22,684	13.3%	885	-34.8%	1,214	-50.5%	0	NA	0	NA	50,148	-1.1%	415	-57.2%	0	NA	415	-57.2%	50,563	-2.2%
JOHN LEWIS WATFORD	18,796	-1.6%	0	NA	17,542	16.9%	0	NA	941	-33.6%	0	NA	0	NA	37,279	2.1%	50	-94.2%	0	NA	50	-94.2%	37,329	-0.1%
JOHN LEWIS WELWYN GARDEN CITY	21,674	-10.6%	0	NA	19,739	17.1%	13	-99.0%	939	-47.1%	0	NA	0	NA	42,365	-4.0%	15	-98.3%	0	NA	15	-98.3%	42,380	-5.9%
JOHN LEWIS YORK (OPENED 11/02/14)	6,285	NA	0	NA	8,822	NA	794	NA	610	NA	0	NA	0	NA	16,511	NA	0	NA	0	NA	0	NA	16,511	NA
JOHN LEWIS.COM ERDINGTON	108,573	-3.9%	0	NA	134,217	43.9%	8,712	9.5%	14,876	74.2%	0	NA	0	NA	266,378	18.9%	801	-84.9%	0	NA	801	-84.9%	267,179	16.5%
PETER JONES LONDON	15,379	-12.4%	0	NA	9,435	-35.6%	529	-32.0%	1,773	-28.9%	25	-92.3%	0	NA	27,141	-24.2%	115	-32.7%	0	NA	115	-32.7%	27,256	-24.2%
TOTAL	702,806	-6.6%	0	NA	696,198	19.2%	39,165	-29.8%	81,083	1.5%	314	-94.8%	0	NA	1,519,614	2.8%	9,209	-81.1%	403	109.9%	9,612	-80.3%	1,529,226	0.1%

LIKE ON LIKE	696,521	-7.5%	0	NA	687,376	17.7%	38,371	-31.3%	80,473	0.8%	314	-94.8%	0	NA	1,503,103	1.6%	9,209	-81.1%	403	109.9%	9,612	-80.3%	1,512,715	-1.0%
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NUMBER OF DOORS 30

DECEMBER 2014

CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

JOHN LEWIS PARTNERSHIP

MONTH - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
JLP HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JLP HEAD OFFICE ACCOUNT DC	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JLP HEAD OFFICE ACCOUNT DC MAGNA PARK	12,152	2.3%	0	NA	26,632	28.3%	1,113	34.9%	0	NA	1,275	NA	0	NA	0	NA	41,172	22.8%	0	NA	0	NA	0	NA	41,172	22.3%
JOHN LEWIS ABERDEEN	573	23.8%	0	NA	592	32.1%	0	NA	0	NA	53	26.2%	0	NA	0	NA	1,218	27.8%	0	NA	0	NA	0	NA	1,218	27.8%
JOHN LEWIS BRISTOL	2,046	87.9%	0	NA	2,235	167.0%	80	NA	0	NA	80	-43.3%	0	NA	0	NA	4,441	114.9%	0	NA	0	NA	0	NA	4,441	114.9%
JOHN LEWIS CAMBRIDGE	1,947	126.9%	0	NA	2,201	180.7%	0	NA	0	NA	80	NA	0	NA	0	NA	4,228	157.5%	0	NA	0	NA	0	NA	4,228	157.5%
JOHN LEWIS CARDIFF	1,943	169.9%	0	NA	2,829	598.5%	74	NA	0	NA	347	863.9%	0	NA	0	NA	5,193	347.3%	0	NA	0	NA	0	NA	5,193	347.3%
JOHN LEWIS CHEADLE	1,861	-4.8%	0	NA	3,730	86.9%	80	-41.6%	0	NA	107	NA	0	NA	0	NA	5,778	41.3%	0	NA	0	NA	0	NA	5,778	41.3%
JOHN LEWIS DARTFORD BLUEWATER	2,204	71.1%	0	NA	2,432	34.6%	213	43.9%	0	NA	34	-84.2%	0	NA	0	NA	4,883	41.2%	0	NA	0	NA	0	NA	4,883	41.2%
JOHN LEWIS EDINBURGH	1,648	44.2%	0	NA	1,279	-13.0%	154	470.4%	0	NA	34	-19.0%	0	NA	0	NA	3,115	16.1%	0	NA	0	NA	0	NA	3,115	16.1%
JOHN LEWIS EXETER	568	52.7%	0	NA	406	172.5%	0	NA	0	NA	0	NA	0	NA	0	NA	974	73.0%	0	NA	0	NA	0	NA	974	73.0%
JOHN LEWIS GLASGOW	1,755	69.2%	0	NA	2,347	78.8%	0	NA	0	NA	107	-7.0%	0	NA	0	NA	4,209	70.8%	0	NA	0	NA	0	NA	4,209	70.8%
JOHN LEWIS HIGH WYCOMBE	475	26.7%	0	NA	1,631	600.0%	122	NA	0	NA	61	NA	0	NA	0	NA	2,289	276.5%	0	NA	0	NA	0	NA	2,289	276.5%
JOHN LEWIS KINGSTON	2,310	292.9%	0	NA	1,792	27.1%	0	NA	0	NA	194	155.3%	0	NA	0	NA	4,296	101.0%	0	NA	0	NA	0	NA	4,296	101.0%
JOHN LEWIS LEICESTER	804	-41.4%	0	NA	1,015	50.4%	0	NA	0	NA	0	NA	0	NA	0	NA	1,819	-16.7%	0	NA	0	NA	0	NA	1,819	-16.7%
JOHN LEWIS LIVERPOOL	7,957	77.6%	0	NA	12,401	18.9%	701	34.0%	0	NA	87	-38.3%	0	NA	0	NA	21,146	35.8%	0	NA	0	NA	0	NA	21,146	34.2%
JOHN LEWIS LONDON	4,132	23.5%	0	NA	5,802	-18.8%	282	235.7%	0	NA	666	73.4%	0	NA	0	NA	10,882	-0.7%	0	NA	0	NA	0	NA	10,882	-2.7%
JOHN LEWIS LONDON BRENT CROSS	2,601	3.3%	0	NA	3,462	51.2%	69	-27.4%	0	NA	461	577.9%	0	NA	0	NA	6,593	32.6%	0	NA	0	NA	0	NA	6,593	25.2%
JOHN LEWIS LONDON STRATFORD WESTFIELD	1,946	143.3%	0	NA	3,386	537.7%	48	14.3%	0	NA	187	-28.4%	0	NA	0	NA	5,567	240.7%	0	NA	0	NA	0	NA	5,567	240.7%
JOHN LEWIS MANCHESTER TRAFFORD PARK	1,922	35.3%	0	NA	1,936	29.8%	0	NA	0	NA	53	-14.5%	0	NA	0	NA	3,911	31.5%	0	NA	0	NA	0	NA	3,911	31.5%
JOHN LEWIS MILTON KEYNES	1,703	-24.4%	0	NA	2,509	80.4%	107	NA	0	NA	27	-35.7%	0	NA	0	NA	4,346	17.9%	0	NA	0	NA	0	NA	4,346	17.9%
JOHN LEWIS NEWCASTLE	2,739	64.8%	0	NA	2,506	75.5%	239	469.0%	0	NA	133	20.9%	0	NA	0	NA	5,617	73.3%	0	NA	0	NA	0	NA	5,617	73.3%
JOHN LEWIS NORWICH	265	-40.3%	0	NA	914	127.9%	0	NA	0	NA	0	NA	0	NA	0	NA	1,179	36.1%	0	NA	0	NA	0	NA	1,179	36.1%
JOHN LEWIS NOTTINGHAM	1,454	-37.6%	0	NA	2,651	138.0%	27	-35.7%	0	NA	87	-24.3%	0	NA	0	NA	4,219	17.2%	0	NA	0	NA	0	NA	4,219	17.2%
JOHN LEWIS PETERBOROUGH	2,701	106.7%	0	NA	2,754	188.7%	107	NA	0	NA	148	-23.3%	0	NA	0	NA	5,710	132.7%	0	NA	0	NA	0	NA	5,710	132.7%
JOHN LEWIS READING	1,777	-21.5%	0	NA	2,544	48.9%	53	NA	0	NA	141	171.2%	0	NA	0	NA	4,515	12.2%	0	NA	0	NA	0	NA	4,515	12.2%
JOHN LEWIS SHEFFIELD	582	-37.4%	0	NA	1,058	0.4%	0	NA	0	NA	80	-14.9%	0	NA	0	NA	1,720	-17.2%	0	NA	0	NA	0	NA	1,720	-17.2%
JOHN LEWIS SOLIHULL	2,643	57.3%	0	NA	2,533	117.1%	267	535.7%	0	NA	133	-34.2%	0	NA	0	NA	5,576	80.4%	0	NA	0	NA	0	NA	5,576	80.4%
JOHN LEWIS SOUTHAMPTON	2,878	201.4%	0	NA	4,337	126.9%	80	-15.8%	0	NA	0	NA	0	NA	0	NA	7,295	135.6%	0	NA	0	NA	0	NA	7,295	135.6%
JOHN LEWIS WATFORD	1,736	93.3%	0	NA	2,157	67.7%	0	NA	0	NA	53	NA	0	NA	0	NA	3,946	80.7%	0	NA	0	NA	0	NA	3,946	80.7%
JOHN LEWIS WELWYN GARDEN CITY	1,504	59.5%	0	NA	1,716	93.2%	0	NA	0	NA	213	45.9%	0	NA	0	NA	3,433	73.6%	0	NA	0	NA	0	NA	3,433	73.6%
JOHN LEWIS YORK (OPENED 11/02/14)	172	NA	0	NA	791	NA	69	NA	0	NA	0	NA	0	NA	0	NA	1,032	NA	0	NA	0	NA	0	NA	1,032	NA
JOHN LEWIS.COM ERDINGTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
PETER JONES LONDON	1,762	51.4%	0	NA	1,264	2.8%	27	-67.9%	0	NA	240	77.8%	0	NA	0	NA	3,293	26.1%	0	NA	0	NA	0	NA	3,293	26.1%
TOTAL	70,760	34.7%	0	NA	103,842	51.2%	3,912	69.9%	0	NA	5,081	67.2%	0	NA	0	NA	183,595	45.1%	0	NA	0	NA	0	NA	183,595	44.1%

LIKE ON LIKE	70,588	34.4%	0	NA	103,051	50.0%	3,843	66.9%	0	NA	5,081	67.2%	0	NA	0	NA	182,563	44.2%	0	NA	0	NA	0	NA	182,563	43.3%
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NUMBER OF DOORS 30

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CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

JOHN LEWIS PARTNERSHIP

MONTH - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
JLP HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JLP HEAD OFFICE ACCOUNT DC	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JLP HEAD OFFICE ACCOUNT DC MAGNA PARK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JOHN LEWIS ABERDEEN	3,005	5.1%	0	NA	2,147	28.8%	0	NA	90	-48.0%	0	NA	0	NA	5,242	5.3%	0	NA	0	NA	0	NA	5,242	2.6%
JOHN LEWIS BRISTOL	3,617	-11.8%	0	NA	3,056	5.9%	181	-41.2%	549	145.1%	0	NA	0	NA	7,403	-1.6%	0	NA	0	NA	0	NA	7,403	-7.1%
JOHN LEWIS CAMBRIDGE	4,781	0.1%	0	NA	6,146	15.4%	89	-48.3%	231	-55.8%	0	NA	0	NA	11,247	4.1%	(25)	NA	0	NA	(25)	NA	11,222	1.0%
JOHN LEWIS CARDIFF	3,687	-1.7%	0	NA	3,412	42.6%	230	170.6%	291	-22.0%	0	NA	0	NA	7,620	15.5%	0	NA	0	NA	0	NA	7,620	15.5%
JOHN LEWIS CHEADLE	8,376	-7.7%	0	NA	6,384	8.8%	261	-71.2%	621	-13.5%	0	NA	0	NA	15,642	-5.6%	0	NA	0	NA	0	NA	15,642	-7.3%
JOHN LEWIS DARTFORD BLUEWATER	4,877	-6.9%	0	NA	5,381	19.8%	347	60.6%	192	-41.8%	0	NA	0	NA	10,797	5.1%	0	NA	0	NA	0	NA	10,797	2.7%
JOHN LEWIS EDINBURGH	3,782	-19.3%	0	NA	3,560	13.6%	214	-60.9%	597	27.3%	0	NA	0	NA	8,153	-8.8%	0	NA	0	NA	0	NA	8,153	-10.2%
JOHN LEWIS EXETER	1,262	-41.2%	0	NA	1,899	54.5%	105	1.9%	96	-51.5%	0	NA	0	NA	3,362	-8.5%	0	NA	0	NA	0	NA	3,362	-8.5%
JOHN LEWIS GLASGOW	3,352	-34.4%	0	NA	2,477	-1.2%	0	NA	171	-37.1%	0	NA	0	NA	6,000	-24.7%	0	NA	0	NA	0	NA	6,000	-25.0%
JOHN LEWIS HIGH WYCOMBE	2,854	17.7%	0	NA	2,676	60.0%	50	-52.8%	314	98.7%	0	NA	0	NA	5,894	35.2%	0	NA	0	NA	0	NA	5,894	35.2%
JOHN LEWIS KINGSTON	4,830	4.8%	0	NA	4,402	18.3%	72	-69.1%	640	14.1%	0	NA	0	NA	9,944	9.0%	0	NA	0	NA	0	NA	9,944	7.1%
JOHN LEWIS LEICESTER	2,473	-6.3%	0	NA	2,547	8.5%	178	143.8%	221	-10.9%	0	NA	0	NA	5,419	2.1%	0	NA	0	NA	0	NA	5,419	2.1%
JOHN LEWIS LIVERPOOL	19,933	-21.1%	0	NA	23,895	1.5%	1,475	-46.6%	2,505	13.6%	0	NA	0	NA	47,808	-11.1%	0	NA	0	NA	0	NA	47,808	-14.8%
JOHN LEWIS LONDON	13,875	-25.2%	0	NA	13,579	-9.1%	825	-12.2%	3,006	-21.1%	0	NA	0	NA	31,285	-18.2%	0	NA	0	NA	0	NA	31,285	-21.1%
JOHN LEWIS LONDON BRENT CROSS	7,552	-26.4%	0	NA	8,778	8.1%	322	-1.2%	1,343	11.0%	0	NA	0	NA	17,995	-9.6%	0	NA	0	NA	0	NA	17,995	-13.0%
JOHN LEWIS LONDON STRATFORD WESTFIELD	3,831	-21.3%	0	NA	4,438	124.3%	340	23.2%	435	-3.3%	0	NA	0	NA	9,044	19.5%	0	NA	0	NA	0	NA	9,044	16.2%
JOHN LEWIS MANCHESTER TRAFFORD PARK	3,166	-28.7%	0	NA	4,359	15.4%	26	-60.0%	81	-79.5%	0	NA	0	NA	7,632	-12.1%	0	NA	0	NA	0	NA	7,632	-12.5%
JOHN LEWIS MILTON KEYNES	5,530	-15.3%	0	NA	4,477	4.5%	333	-4.6%	537	8.3%	0	NA	0	NA	10,877	-6.7%	0	NA	0	NA	0	NA	10,877	-9.0%
JOHN LEWIS NEWCASTLE	4,596	-26.8%	0	NA	3,244	6.4%	420	30.8%	261	-52.3%	0	NA	0	NA	8,521	-16.5%	26	-71.7%	0	NA	26	-71.7%	8,547	-17.0%
JOHN LEWIS NORWICH	1,520	-24.0%	0	NA	1,544	85.8%	0	NA	110	103.7%	0	NA	0	NA	3,174	4.5%	0	NA	0	NA	0	NA	3,174	1.3%
JOHN LEWIS NOTTINGHAM	4,393	-20.5%	0	NA	3,722	33.8%	136	-45.2%	299	-43.5%	0	NA	0	NA	8,550	-5.9%	0	NA	0	NA	0	NA	8,550	-7.6%
JOHN LEWIS PETERBOROUGH	5,258	-10.6%	0	NA	4,473	51.1%	285	38.3%	369	11.5%	0	NA	0	NA	10,385	10.7%	30	-78.7%	0	NA	30	-78.7%	10,415	9.4%
JOHN LEWIS READING	4,563	-4.6%	0	NA	3,094	7.1%	77	-79.4%	440	20.5%	0	NA	0	NA	8,174	-2.8%	0	NA	0	NA	0	NA	8,174	-4.8%
JOHN LEWIS SHEFFIELD	2,456	-47.0%	0	NA	2,272	-17.2%	0	NA	221	-16.0%	0	NA	0	NA	4,949	-36.6%	0	NA	0	NA	0	NA	4,949	-37.5%
JOHN LEWIS SOLIHULL	4,332	-10.6%	0	NA	4,104	54.9%	635	83.5%	319	6.3%	0	NA	0	NA	9,390	15.3%	0	NA	0	NA	0	NA	9,390	10.7%
JOHN LEWIS SOUTHAMPTON	6,505	-14.8%	0	NA	6,547	12.7%	173	-38.9%	387	-49.7%	0	NA	0	NA	13,612	-6.1%	0	NA	0	NA	0	NA	13,612	-7.0%
JOHN LEWIS WATFORD	4,212	-9.3%	0	NA	5,438	62.9%	0	NA	99	-73.6%	0	NA	0	NA	9,749	15.6%	0	NA	0	NA	0	NA	9,749	14.4%
JOHN LEWIS WELWYN GARDEN CITY	5,173	-19.7%	0	NA	5,371	20.9%	0	NA	278	-57.4%	0	NA	0	NA	10,822	-7.5%	0	NA	0	NA	0	NA	10,822	-7.7%
JOHN LEWIS YORK (OPENED 11/02/14)	1,805	NA	0	NA	2,855	NA	246	NA	159	NA	0	NA	0	NA	5,065	NA	0	NA	0	NA	0	NA	5,065	NA
JOHN LEWIS.COM ERDINGTON	42,376	24.6%	0	NA	53,226	70.6%	2,736	2.5%	4,952	49.3%	0	NA	0	NA	103,290	45.1%	0	NA	0	NA	0	NA	103,290	42.3%
PETER JONES LONDON	4,202	-11.0%	0	NA	2,229	-29.6%	99	-26.1%	367	-20.2%	0	NA	2	NA	6,897	-18.7%	0	NA	0	NA	0	NA	6,897	-18.7%
TOTAL	192,174	-9.7%	0	NA	201,732	26.3%	9,855	-23.9%	20,181	-2.9%	0	NA	0	NA	423,942	4.3%	31	-99.7%	0	NA	31	-99.7%	423,973	1.9%

LIKE ON LIKE	190,369	-10.5%	0	NA	198,877	24.5%	9,609	-25.8%	20,022	-3.6%	0	NA	0	NA	418,877	3.1%	31	-99.7%	0	NA	31	-99.7%	418,908	0.7%
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NUMBER OF DOORS 30

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SALON GROUP

YEAR TO DATE - TRADE

2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BEAUTY BASE EALING	5,559	-26.1%	0	NA	5,395	-23.0%	295	-41.9%	0	NA	929	-46.4%	0	NA	0	NA	12,178	-27.4%	171	-43.8%	0	NA	171	-43.8%	12,349	-27.7%
BEAUTY BASE HOUNSLOW	5,375	-35.3%	0	NA	5,844	-35.2%	22	-92.6%	0	NA	1,150	-41.1%	0	NA	0	NA	12,391	-36.7%	342	-9.3%	0	NA	342	-9.3%	12,733	-36.2%
BEAUTY BASE LONDON	5,185	-35.2%	0	NA	5,364	-13.9%	184	-44.6%	0	NA	999	-40.9%	138	-46.7%	0	NA	11,870	-28.1%	196	-30.0%	0	NA	196	-30.0%	12,066	-28.1%
BEAUTY BASE LONDON WHITE CITY WESTFIELD	9,304	-23.8%	0	NA	13,493	-3.8%	343	-39.5%	533	NA	2,680	-30.0%	222	-32.1%	0	NA	26,575	-14.2%	588	-61.0%	0	NA	588	-61.0%	27,163	-16.3%
BEAUTY BASE SLOUGH (OPENED 09/12/14)	1,762	NA	0	NA	1,848	NA	149	NA	0	NA	265	NA	0	NA	0	NA	4,024	NA	0	NA	0	NA	0	NA	4,024	NA
BEAUTY BASE STAINES	4,927	-9.9%	0	NA	3,572	-14.1%	121	-12.3%	0	NA	631	4.3%	0	NA	0	NA	9,251	-10.8%	49	-81.6%	0	NA	49	-81.6%	9,300	-12.5%
BEAUTY BASE STRATFORD	9,577	-18.4%	0	NA	13,806	-4.9%	907	-23.2%	533	NA	3,855	-26.4%	396	0.0%	0	NA	29,074	-12.1%	526	-71.4%	0	NA	526	-71.4%	29,600	-15.2%
COOTES PHARMACY LONDON	1,928	37.5%	0	NA	1,977	226.8%	66	-50.0%	0	NA	193	NA	0	NA	0	NA	4,164	97.4%	73	NA	0	NA	73	NA	4,237	100.9%
CUTTING COMPANY LOUGHBOROUGH	1,527	-24.3%	0	NA	1,927	64.7%	0	NA	0	NA	46	NA	0	NA	0	NA	3,500	9.8%	0	NA	0	NA	0	NA	3,500	9.6%
DAVID FRANK LANCASTER	3,275	-18.7%	0	NA	2,421	19.9%	44	-83.3%	0	NA	208	-20.0%	34	NA	0	NA	5,982	-8.9%	0	NA	0	NA	0	NA	5,982	-13.5%
ELEGANCE & BEAUTE GLASGOW	1,470	25.5%	0	NA	1,334	89.5%	0	NA	0	NA	197	203.1%	0	NA	0	NA	3,001	54.7%	146	-86.5%	0	NA	146	-86.5%	3,147	4.2%
FEELUNIQUE.COM JERSEY (CLOSED 28/03/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
GARDEN PHARMACY LONDON (CLOSED 24/03/14)	(31)	NA	0	NA	71	-95.4%	(79)	NA	0	NA	22	-89.3%	(17)	NA	0	NA	(34)	NA	(404)	NA	0	NA	(404)	NA	(438)	NA
HEAVEN SCENT BURTON ON TRENT	9,074	27.3%	0	NA	7,033	65.5%	378	NA	0	NA	193	-37.9%	0	NA	0	NA	16,678	44.1%	168	-34.9%	0	NA	168	-34.9%	16,846	42.4%
RAGDALE HALL HEALTH HYDRO (CLOSED 03/01/14)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE FEELGOOD CENTRE TENTERDEN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BLISS SKIN & LASER CLINIC HATCH END (OPENED 30/09/14)	3,784	NA	0	NA	2,189	NA	203	NA	0	NA	206	NA	0	NA	0	NA	6,382	NA	0	NA	0	NA	0	NA	6,382	NA
WARMAN & FREED LONDON	2,132	24.4%	0	NA	2,265	17.6%	0	NA	0	NA	572	-32.0%	0	NA	0	NA	4,969	5.9%	332	-44.9%	0	NA	332	-44.9%	5,301	0.1%
TOTAL	64,848	-10.6%	0	NA	68,539	2.6%	2,633	-3.8%	1,066	NA	12,146	-25.4%	773	-27.8%	0	NA	150,005	-5.9%	2,187	-65.0%	0	NA	2,187	-64.7%	152,192	-8.1%

LIKE ON LIKE	59,333	-16.1%	0	NA	64,431	-1.8%	2,360	-33.6%	1,066	NA	11,653	-29.3%	790	-17.2%	0	NA	139,633	-11.2%	2,591	-62.2%	0	NA	2,591	-62.2%	142,224	-13.4%
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NUMBER OF DOORS 15

DECEMBER 2014 YTD

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SALON GROUP

YEAR TO DATE - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BEAUTY BASE EALING	10,520	-9.8%	0	NA	10,626	2.4%	921	-45.6%	0	NA	1,060	-28.3%	54	-34.9%	0	NA	23,181	-8.3%	1,068	-46.1%	0	NA	1,068	-46.1%	24,249	-11.1%
BEAUTY BASE HOUNSLOW	12,291	-2.2%	0	NA	12,418	10.4%	1,075	-40.6%	0	NA	1,239	-21.5%	64	-28.1%	0	NA	27,087	-0.8%	1,249	-41.5%	0	NA	1,249	-41.5%	28,336	-3.7%
BEAUTY BASE LONDON	10,412	-11.3%	0	NA	10,516	0.1%	910	-46.2%	0	NA	1,042	-29.4%	59	-27.2%	0	NA	22,939	-10.0%	1,061	-46.9%	0	NA	1,061	-46.9%	24,000	-12.7%
BEAUTY BASE LONDON WHITE CITY WESTFIELD	24,386	-2.0%	0	NA	24,629	11.0%	2,130	-41.2%	0	NA	2,438	-21.4%	144	-30.8%	0	NA	53,727	-0.5%	2,482	-41.5%	0	NA	2,482	-41.5%	56,209	-3.5%
BEAUTY BASE SLOUGH (OPENED 09/12/14)	755	NA	0	NA	762	NA	66	NA	0	NA	75	NA	5	NA	0	NA	1,663	NA	77	NA	0	NA	77	NA	1,740	NA
BEAUTY BASE STAINES	6,275	-10.7%	0	NA	6,339	0.0%	548	-44.6%	0	NA	632	-28.7%	33	3.1%	0	NA	13,827	-9.5%	635	-47.0%	0	NA	635	-47.0%	14,462	-12.2%
BEAUTY BASE STRATFORD	27,235	5.4%	0	NA	27,508	18.5%	2,381	-35.4%	0	NA	2,716	-16.0%	170	-9.1%	0	NA	60,010	6.8%	2,773	-36.9%	0	NA	2,773	-36.9%	62,783	3.7%
COOTES PHARMACY LONDON	2,206	-16.1%	0	NA	1,023	143.6%	110	57.1%	0	NA	280	-53.3%	0	NA	0	NA	3,619	-2.7%	100	0.0%	0	NA	100	0.0%	3,719	-2.6%
CUTTING COMPANY LOUGHBOROUGH	4,098	-17.9%	0	NA	2,512	470.9%	204	277.8%	0	NA	236	391.7%	14	600.0%	0	NA	7,064	27.6%	236	257.6%	0	NA	236	257.6%	7,300	30.3%
DAVID FRANK LANCASTER	5,521	-37.6%	0	NA	2,915	10.6%	575	-28.3%	0	NA	273	-15.2%	0	NA	0	NA	9,284	-26.3%	495	68.9%	0	NA	495	68.9%	9,779	-24.2%
ELEGANCE & BEAUTE GLASGOW	4,504	-13.9%	0	NA	1,700	-39.6%	147	-65.3%	0	NA	168	-57.4%	12	-25.0%	0	NA	6,531	-26.5%	171	-72.6%	0	NA	171	-72.6%	6,702	-29.5%
FEELUNIQUE.COM.JERSEY (CLOSED 28/03/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
GARDEN PHARMACY LONDON (CLOSED 24/03/14)	824	-84.8%	0	NA	313	-90.2%	0	NA	0	NA	228	-71.3%	31	-88.9%	0	NA	1,396	-86.5%	0	NA	0	NA	0	NA	1,396	-87.0%
HEAVEN SCENT BURTON ON TRENT	11,800	1.4%	0	NA	9,809	336.5%	849	149.7%	0	NA	977	204.4%	52	NA	0	NA	23,487	61.5%	989	138.9%	0	NA	989	138.9%	24,476	63.6%
RAGDALE HALL HEALTH HYDRO (CLOSED 03/01/14)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE FEELGOOD CENTRE TENTERDEN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BLISS SKIN & LASER CLINIC HATCH END (OPENED 30/09/14)	4,419	NA	0	NA	2,322	NA	0	NA	0	NA	0	NA	0	NA	0	NA	6,741	NA	0	NA	0	NA	0	NA	6,741	NA
WARMAN & FREED LONDON	5,126	-12.5%	0	NA	3,932	55.0%	341	-10.5%	0	NA	393	-4.1%	18	38.5%	0	NA	9,810	6.6%	395	-16.0%	0	NA	395	-16.0%	10,205	5.5%
TOTAL	130,372	-8.3%	0	NA	117,324	17.2%	10,257	-38.2%	0	NA	11,757	-22.4%	656	-55.6%	0	NA	270,366	-1.9%	11,731	-36.9%	0	NA	11,731	-36.9%	282,097	-4.1%

LIKE ON LIKE	124,374	-6.4%	0	NA	113,927	19.9%	10,191	-34.5%	0	NA	11,454	-17.3%	620	-13.2%	0	NA	260,566	1.0%	11,654	-35.0%	0	NA	11,654	-35.0%	272,220	-1.3%
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MONTH - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BEAUTY BASE EALING	2,527	149.0%	0	NA	2,071	81.0%	83	NA	0	NA	362	320.9%	0	NA	0	NA	5,043	124.6%	24	NA	0	NA	24	NA	5,067	125.7%
BEAUTY BASE HOUNSLOW	2,590	94.4%	0	NA	2,671	48.7%	22	NA	0	NA	598	74.3%	0	NA	0	NA	5,881	69.4%	73	NA	0	NA	73	NA	5,954	71.5%
BEAUTY BASE LONDON	1,928	194.4%	0	NA	1,398	58.1%	44	NA	0	NA	149	4.9%	52	-24.6%	0	NA	3,571	104.1%	0	NA	0	NA	0	NA	3,571	104.1%
BEAUTY BASE LONDON WHITE CITY WESTFIELD	3,593	193.8%	0	NA	4,715	448.3%	176	NA	0	NA	1,051	430.8%	86	65.4%	0	NA	9,621	312.4%	0	NA	0	NA	0	NA	9,621	312.4%
BEAUTY BASE SLOUGH (OPENED 09/12/14)	1,762	NA	0	NA	1,848	NA	149	NA	0	NA	265	NA	0	NA	0	NA	4,024	NA	0	NA	0	NA	0	NA	4,024	NA
BEAUTY BASE STAINES	2,069	251.9%	0	NA	1,205	321.3%	22	NA	0	NA	215	119.4%	0	NA	0	NA	3,511	261.2%	49	-14.0%	0	NA	49	-14.0%	3,560	246.0%
BEAUTY BASE STRATFORD	4,118	298.3%	0	NA	4,355	135.8%	232	NA	0	NA	1,162	-3.1%	172	230.8%	0	NA	10,039	143.0%	209	NA	0	NA	209	NA	10,248	148.0%
COOTES PHARMACY LONDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
CUTTING COMPANY LOUGHBOROUGH	338	NA	0	NA	312	NA	0	NA	0	NA	0	NA	0	NA	0	NA	650	NA	0	NA	0	NA	0	NA	650	NA
DAVID FRANK LANCASTER	1,686	64.8%	0	NA	1,157	55.1%	22	NA	0	NA	68	NA	0	NA	0	NA	2,933	65.8%	0	NA	0	NA	0	NA	2,933	65.8%
ELEGANCE & BEAUTE GLASGOW	181	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	181	NA	0	NA	0	NA	0	NA	181	NA
FEELUNIQUE.COM JERSEY (CLOSED 28/03/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
GARDEN PHARMACY LONDON (CLOSED 24/03/14)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HEAVEN SCENT BURTON ON TRENT	900	NA	0	NA	1,030	NA	44	NA	0	NA	0	NA	0	NA	0	NA	1,974	NA	0	NA	0	NA	0	NA	1,974	NA
RAGDALE HALL HEALTH HYDRO (CLOSED 03/01/14)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE FEELGOOD CENTRE TENTERDEN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BLISS SKIN & LASER CLINIC HATCH END (OPENED 30/09/14)	1,874	NA	0	NA	846	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,720	NA	0	NA	0	NA	0	NA	2,720	NA
WARMAN & FREED LONDON	145	NA	0	NA	467	NA	0	NA	0	NA	92	NA	0	NA	0	NA	704	NA	0	NA	0	NA	0	NA	704	NA
TOTAL	23,711	223.1%	0	NA	22,075	178.7%	794	NA	0	NA	3,962	89.3%	310	49.8%	0	NA	50,852	189.2%	355	522.8%	0	NA	355	522.8%	51,207	190.3%

LIKE ON LIKE	20,075	192.2%	0	NA	19,381	156.3%	645	NA	0	NA	3,697	78.9%	310	79.2%	0	NA	44,108	164.6%	355	522.8%	0	NA	355	522.8%	44,463	165.8%
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DECEMBER 2014

CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

SALON GROUP

MONTH - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
BEAUTY BASE EALING	2,593	-14.3%	0	NA	2,619	-5.1%	227	-45.4%	0	NA	259	-31.7%	16	-23.8%	0	NA	5,714	-13.5%	264	-48.0%	0	NA	264	-48.0%	5,978	-15.9%
BEAUTY BASE HOUNSLOW	3,175	-15.8%	0	NA	3,207	-6.7%	277	-46.4%	0	NA	317	-32.7%	20	-23.1%	0	NA	6,996	-14.9%	323	-49.0%	0	NA	323	-49.0%	7,319	-17.3%
BEAUTY BASE LONDON	2,150	-11.5%	0	NA	2,171	-2.0%	188	-43.7%	0	NA	214	-29.6%	13	-23.5%	0	NA	4,736	-10.6%	219	-46.3%	0	NA	219	-46.3%	4,955	-13.2%
BEAUTY BASE LONDON WHITE CITY WESTFIELD	6,026	-2.3%	0	NA	6,086	8.3%	527	-37.8%	0	NA	601	-22.0%	37	-11.9%	0	NA	13,277	-1.3%	613	-40.8%	0	NA	613	-40.8%	13,890	-4.1%
BEAUTY BASE SLOUGH (OPENED 09/12/14)	755	NA	0	NA	762	NA	66	NA	0	NA	75	NA	5	NA	0	NA	1,663	NA	77	NA	0	NA	77	NA	1,740	NA
BEAUTY BASE STAINES	2,261	-13.6%	0	NA	2,283	-4.3%	198	-44.8%	0	NA	225	-31.2%	14	-22.2%	0	NA	4,981	-12.7%	230	-47.7%	0	NA	230	-47.7%	5,211	-15.2%
BEAUTY BASE STRATFORD	6,924	29.5%	0	NA	6,993	43.5%	605	-17.6%	0	NA	690	3.1%	43	19.4%	0	NA	15,255	30.9%	705	-21.5%	0	NA	705	-21.5%	15,960	27.1%
COOTES PHARMACY LONDON	820	30.2%	0	NA	250	25.0%	60	100.0%	0	NA	150	-16.7%	0	NA	0	NA	1,280	23.1%	100	233.3%	0	NA	100	233.3%	1,380	29.0%
CUTTING COMPANY LOUGHBOROUGH	580	-3.7%	0	NA	586	NA	51	NA	0	NA	58	NA	4	NA	0	NA	1,279	112.5%	59	NA	0	NA	59	NA	1,338	122.3%
DAVID FRANK LANCASTER	1,129	-36.1%	0	NA	723	-30.7%	0	NA	0	NA	39	-50.0%	0	NA	0	NA	1,891	-39.9%	236	46.6%	0	NA	236	46.6%	2,127	-35.7%
ELEGANCE & BEAUTE GLASGOW	516	-53.4%	0	NA	521	-48.4%	45	-70.4%	0	NA	51	-63.0%	4	-55.6%	0	NA	1,137	-52.9%	53	-71.5%	0	NA	53	-71.5%	1,190	-54.2%
FEELUNIQUE.COM JERSEY (CLOSED 28/03/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
GARDEN PHARMACY LONDON (CLOSED 24/03/14)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HEAVEN SCENT BURTON ON TRENT	2,735	NA	0	NA	2,763	NA	239	NA	0	NA	273	NA	17	NA	0	NA	6,027	NA	278	NA	0	NA	278	NA	6,305	NA
RAGDALE HALL HEALTH HYDRO (CLOSED 03/01/14)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE FEELGOOD CENTRE TENTERDEN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BLISS SKIN & LASER CLINIC HATCH END (OPENED 30/09/14)	2,252	NA	0	NA	1,480	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,732	NA	0	NA	0	NA	0	NA	3,732	NA
WARMAN & FREED LONDON	446	-26.5%	0	NA	450	-18.8%	39	-53.0%	0	NA	44	-42.1%	3	-25.0%	0	NA	982	-25.8%	45	-55.9%	0	NA	45	-55.9%	1,027	-28.0%
TOTAL	32,362	8.9%	0	NA	30,894	24.1%	2,522	-35.0%	0	NA	2,996	-13.9%	176	1.7%	0	NA	68,950	10.9%	3,202	-29.0%	0	NA	3,202	-29.0%	72,152	8.2%

LIKE ON LIKE	29,355	4.6%	0	NA	28,652	18.9%	2,456	-34.2%	0	NA	2,921	-13.9%	171	-1.2%	0	NA	63,555	6.9%	3,125	-29.0%	0	NA	3,125	-29.0%	66,680	4.4%
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CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

SELFRIDGES GROUP

YEAR TO DATE - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
SELFRIDGES BIRMINGHAM	8,016	-23.2%	0	NA	14,174	17.4%	822	-22.8%	1,200	92.3%	6,051	123.0%	202	-7.3%	0	NA	30,465	12.3%	487	-75.0%	0	NA	487	-72.0%	30,952	7.2%
SELFRIDGES LONDON	76,499	30.0%	0	NA	66,404	7.7%	3,702	-23.4%	13,344	-35.5%	24,983	63.2%	4,311	43.2%	0	NA	189,243	15.2%	4,404	-65.9%	0	NA	4,404	-62.3%	193,647	10.0%
SELFRIDGES MANCHESTER EXCHANGE SQUARE	11,532	-4.8%	0	NA	16,214	3.8%	1,060	-8.9%	2,016	82.6%	4,471	70.3%	234	-17.0%	0	NA	35,527	8.0%	717	-68.9%	0	NA	717	-67.1%	36,244	3.3%
SELFRIDGES MANCHESTER TRAFFORD PARK	22,220	-21.7%	0	NA	47,232	30.6%	2,553	-32.9%	432	80.0%	10,222	50.3%	450	-67.8%	0	NA	83,109	8.2%	1,095	-75.0%	0	NA	1,095	-73.5%	84,204	4.1%
SELFRIDGES HEAD OFFICE ACCOUNT	(2,975)	NA	0	NA	(497)	NA	(349)	NA	0	NA	(49)	NA	0	NA	0	NA	(3,870)	NA	(2,398)	NA	0	NA	(2,398)	NA	(6,268)	NA
SELFRIDGES.COM BIRMINGHAM	10,434	107.2%	0	NA	8,071	58.9%	269	-51.3%	144	-25.0%	3,052	31.3%	295	17.5%	0	NA	22,265	65.8%	417	-81.0%	55	0.0%	472	-79.0%	22,737	45.0%
TOTAL	125,726	11.5%	0	NA	151,598	16.1%	8,057	-11.6%	17,136	-25.0%	48,730	64.3%	5,492	6.5%	0	NA	356,739	15.1%	4,722	-79.3%	55	NA	4,777	-77.3%	361,516	9.2%
LIKE ON LIKE	125,726	11.5%	0	NA	151,598	16.1%	8,057	-11.6%	17,136	-25.0%	48,730	64.3%	5,492	6.5%	0	NA	356,739	15.1%	4,722	-79.3%	55	NA	4,777	-77.3%	361,516	9.2%

YEAR TO DATE - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
SELFRIDGES BIRMINGHAM	24,106	34.2%	0	NA	29,367	7.9%	2,064	-9.4%	1,440	87.5%	8,341	-10.7%	557	-18.6%	0	NA	65,875	13.1%	1,411	-65.2%	0	NA	1,411	-65.4%	67,286	8.0%
SELFRIDGES LONDON	108,771	0.5%	0	NA	116,642	-1.4%	7,673	-39.4%	24,710	-40.1%	48,374	-5.3%	7,365	2.3%	0	NA	313,535	-7.4%	12,704	-48.1%	0	NA	12,704	-48.2%	326,239	-10.2%
SELFRIDGES MANCHESTER EXCHANGE SQUARE	18,762	-8.2%	0	NA	31,686	5.4%	1,979	-42.0%	3,500	92.9%	6,262	-23.9%	535	-8.9%	0	NA	62,724	-2.9%	2,242	-50.1%	0	NA	2,242	-51.2%	64,966	-6.1%
SELFRIDGES MANCHESTER TRAFFORD PARK	52,588	-13.6%	0	NA	81,820	-0.6%	5,127	-45.5%	1,132	-37.9%	19,501	-2.5%	1,106	-48.7%	0	NA	161,274	-8.7%	3,456	-57.9%	0	NA	3,456	-58.5%	164,730	-10.9%
SELFRIDGES HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SELFRIDGES.COM BIRMINGHAM	14,317	-19.5%	0	NA	6,392	-2.6%	552	-44.1%	0	NA	629	-30.3%	42	-4.5%	0	NA	21,932	-16.6%	853	-29.4%	0	NA	853	-29.4%	22,785	-17.1%
TOTAL	218,544	-3.0%	0	NA	265,907	0.5%	17,395	-39.5%	30,782	-32.6%	83,107	-7.2%	9,605	-10.0%	0	NA	625,340	-5.9%	20,666	-51.3%	0	NA	20,666	-51.6%	646,006	-8.7%
LIKE ON LIKE	218,544	-3.0%	0	NA	265,907	0.5%	17,395	-39.5%	30,782	-32.6%	83,107	-7.2%	9,605	-10.0%	0	NA	625,340	-5.9%	20,666	-51.3%	0	NA	20,666	-51.6%	646,006	-8.7%

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CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

SELFRIDGES GROUP

MONTH - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
SELFRIDGES BIRMINGHAM	336	27.3%	0	NA	4,144	250.6%	231	102.6%	384	NA	1,049	796.6%	31	0.0%	0	NA	6,175	261.5%	0	NA	0	NA	0	NA	6,175	261.5%
SELFRIDGES LONDON	9,451	138.3%	0	NA	11,606	255.2%	1,179	72.9%	2,400	NA	4,961	348.1%	1,240	280.4%	0	NA	30,837	229.9%	118	-63.6%	0	NA	118	-63.6%	30,955	220.0%
SELFRIDGES MANCHESTER EXCHANGE SQUARE	1,424	3.9%	0	NA	3,960	36.6%	304	43.4%	528	NA	789	NA	78	66.0%	0	NA	7,083	56.4%	166	NA	0	NA	166	NA	7,249	60.1%
SELFRIDGES MANCHESTER TRAFFORD PARK	3,069	79.8%	0	NA	4,748	275.3%	722	15.9%	144	NA	366	71.8%	155	NA	0	NA	9,204	141.7%	247	NA	0	NA	247	NA	9,451	148.2%
SELFRIDGES HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SELFRIDGES.COM BIRMINGHAM	5,215	NA	0	NA	2,998	258.2%	90	309.1%	144	NA	726	807.5%	0	NA	0	NA	9,173	763.7%	243	49.1%	0	NA	243	49.1%	9,416	668.7%
TOTAL	19,495	162.3%	0	NA	27,456	190.5%	2,526	52.8%	3,600	NA	7,891	420.2%	1,504	272.3%	0	NA	62,472	205.4%	774	58.9%	0	NA	774	58.9%	63,246	202.0%
LIKE ON LIKE	19,495	162.3%	0	NA	27,456	190.5%	2,526	52.8%	3,600	NA	7,891	420.2%	1,504	272.3%	0	NA	62,472	205.4%	774	58.9%	0	NA	774	58.9%	63,246	202.0%

MONTH - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
SELFRIDGES BIRMINGHAM	10,523	71.6%	0	NA	7,620	5.0%	674	37.8%	384	33.3%	2,658	266.1%	124	34.8%	0	NA	21,983	46.7%	162	-76.2%	0	NA	162	-76.2%	22,145	41.3%
SELFRIDGES LONDON	16,760	-22.9%	0	NA	14,768	-5.4%	778	-16.0%	1,238	61.2%	6,329	108.0%	1,477	269.3%	0	NA	41,350	-2.7%	934	-75.3%	0	NA	934	-75.3%	42,284	-8.7%
SELFRIDGES MANCHESTER EXCHANGE SQUARE	4,095	-34.8%	0	NA	6,585	-23.0%	339	-46.1%	438	140.7%	1,789	89.9%	124	-17.9%	0	NA	13,370	-20.1%	115	-93.0%	0	NA	115	-93.0%	13,485	-26.6%
SELFRIDGES MANCHESTER TRAFFORD PARK	11,951	-21.3%	0	NA	16,352	7.4%	1,173	-39.7%	192	NA	3,268	128.2%	31	-87.6%	0	NA	32,967	-3.2%	992	-63.0%	0	NA	992	-63.0%	33,959	-7.5%
SELFRIDGES HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SELFRIDGES.COM BIRMINGHAM	3,150	-6.9%	0	NA	3,178	3.0%	274	-40.9%	0	NA	313	-26.0%	20	-13.0%	0	NA	6,935	-6.0%	320	-43.6%	0	NA	320	-43.6%	7,255	-8.7%
TOTAL	46,479	-11.9%	0	NA	48,503	-2.5%	3,238	-27.3%	2,252	81.9%	14,357	118.7%	1,776	93.7%	0	NA	116,605	0.8%	2,523	-73.0%	0	NA	2,523	-73.0%	119,128	-4.7%
LIKE ON LIKE	46,479	-11.9%	0	NA	48,503	-2.5%	3,238	-27.3%	2,252	81.9%	14,357	118.7%	1,776	93.7%	0	NA	116,605	0.8%	2,523	-73.0%	0	NA	2,523	-73.0%	119,128	-4.7%

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SWAROVSKI GROUP

YEAR TO DATE - TRADE

2014 vs 2013

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LIKE ON LIKE	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	15,916	-63.4%	146	-56.7%	16,062	-63.3%	16,062	-63.3%
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SWAROVSKI GROUP

YEAR TO DATE - RETAIL

2014 vs 2013

STORE:	ANGEL			INNOCENT			ALIEN			WOMANITY			MIRROR			A*MEN			COLOGNE			MINIATURES			TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL		
	2014	2013	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%		
SWAROVSKI ABERDEEN	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	44	-95.0%	0	NA	44	-97.1%	44	-97.1%
SWAROVSKI BIRMINGHAM	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,770	3.1%	165	-83.4%	3,935	-15.4%	3,935	-15.4%
SWAROVSKI BOLTON	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	44	-95.7%	0	NA	44	-98.0%	44	-98.0%
SWAROVSKI BRENT CROSS	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,186	28.2%	0	NA	3,186	-7.9%	3,186	-7.9%
SWAROVSKI BRIGHTON	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,713	-39.5%	55	-93.7%	1,768	-52.2%	1,768	-52.2%
SWAROVSKI BRISTOL CABOT CIRCUS	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	966	-26.6%	55	-88.7%	1,021	-43.4%	1,021	-43.4%
SWAROVSKI BRISTOL CRIBBS CAUSEWAY	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,782	-9.3%	165	-85.3%	2,947	-29.7%	2,947	-29.7%
SWAROVSKI BROMLEY	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,490	-44.3%	110	-92.2%	1,600	-60.8%	1,600	-60.8%
SWAROVSKI BURY ST EDMUNDS	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	440	-64.4%	55	-87.9%	495	-70.7%	495	-70.7%
SWAROVSKI CAMBRIDGE	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,344	8.9%	0	NA	1,344	-25.0%	1,344	-25.0%
SWAROVSKI CANTERBURY	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	132	-24.6%	0	NA	132	-24.6%	132	-24.6%
SWAROVSKI CARDIFF	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,588	-50.8%	275	-64.2%	1,863	-53.3%	1,863	-53.3%
SWAROVSKI CHICHESTER	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,864	-36.4%	165	-85.4%	3,029	-46.2%	3,029	-46.2%
SWAROVSKI CROYDON	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,789	-40.8%	0	NA	1,789	-54.7%	1,789	-54.7%
SWAROVSKI DARTFORD BLUEWATER	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,543	-50.3%	110	-87.2%	2,653	-55.6%	2,653	-55.6%
SWAROVSKI DERBY	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	966	-42.4%	0	NA	966	-48.3%	966	-48.3%
SWAROVSKI DONCASTER	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI DUDLEY MERRY HILL	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,156	-38.1%	0	NA	1,156	-56.3%	1,156	-56.3%
SWAROVSKI DUNDEE	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	456	-54.2%	0	NA	456	-74.9%	456	-74.9%
SWAROVSKI EDINBURGH	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,152	42.0%	275	-77.2%	2,427	-10.9%	2,427	-10.9%
SWAROVSKI EXETER	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,200	-15.7%	0	NA	1,200	-58.4%	1,200	-58.4%
SWAROVSKI GATESHEAD METROCENTRE	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	-58.0%	110	-85.6%	1,783	-62.4%	1,783	-62.4%
SWAROVSKI GLASGOW BRAEHEAD	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,355	-34.1%	110	-92.8%	3,465	-47.7%	3,465	-47.7%
SWAROVSKI GLASGOW BUCHANAN ST	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,993	-43.5%	631	4.5%	3,624	-38.6%	3,624	-38.6%
SWAROVSKI GLASGOW SILVERBURN	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,140	-49.7%	55	-93.1%	2,195	-56.5%	2,195	-56.5%
SWAROVSKI GLASGOW FORT	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,844	-49.8%	55	-92.2%	2,899	-54.5%	2,899	-54.5%
SWAROVSKI KINGSTON UPON THAMES	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,179	-34.5%	110	-88.7%	2,289	-46.8%	2,289	-46.8%
SWAROVSKI LEEDS	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	44	-94.9%	0	NA	44	-95.4%	44	-95.4%
SWAROVSKI LEICESTER	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,137	26.5%	220	-85.0%	4,357	-8.1%	4,357	-8.1%
SWAROVSKI LIVERPOOL	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI LIVERPOOL	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI LIVINGSTON	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,517	-40.2%	110	-77.1%	1,627	-46.1%	1,627	-46.1%
SWAROVSKI LONDON COVENT GDN	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,128	-67.8%	0	NA	1,128	-81.7%	1,128	-81.7%
SWAROVSKI LONDON CRYSTALLISED LOUNGE	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI LONDON KNIGHTSBRIDGE	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,874	-50.9%	55	-94.9%	1,929	-60.5%	1,929	-60.5%
SWAROVSKI LONDON NEW CHANGE ST	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	647	-1.7%	0	NA	647	-38.7%	647	-38.7%
SWAROVSKI LONDON OXFORD ST WEST	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,941	25.2%	165	-77.7%	4,106	5.6%	4,106	5.6%
SWAROVSKI LONDON OXFORD ST EAST	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	875	-53.3%	0	NA	875	-66.3%	875	-66.3%
SWAROVSKI LONDON OXFORD ST CENTRAL	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,080	-31.3%	220	-67.3%	4,300	-34.9%	4,300	-34.9%
SWAROVSKI LONDON REGENT ST	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,875	23.7%	55	-95.3%	3,930	-8.7%	3,930	-8.7%
SWAROVSKI LONDON WHITE CITY WESTFIELD	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,796	3.5%	543	-27.4%	4,339	-1.7%	4,339	-1.7%
SWAROVSKI MANCHESTER TRAFFORD PARK	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,770	16.1%	55	-96.6%	4,825	-15.4%	4,825	-15.4%
SWAROVSKI MANCHESTER	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,326	61.1%	0	NA	3,326	-6.2%	3,326	-6.2%
SWAROVSKI MANCHESTER	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	147	-82.6%	0	NA	147	-88.1%	147	-88.1%
SWAROVSKI MILTON KEYNES	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,041	-16.7%	55	-94.1%	1,096	-49.8%	1,096	-49.8%
SWAROVSKI NEWCASTLE	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,719	-45.1%	165	-87.5%	1,884	-57.7%	1,884	-57.7%
SWAROVSKI NORWICH	0	0	NA	0																															

SWAROVSKI GROUP

MONTH - TRADE
2014 vs 2013

[illegible]

DECEMBER 2014

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

SWAROVSKI GROUP

MONTH - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
SWAROVSKI ABERDEEN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	44	NA	0	NA	44	NA	44	NA
SWAROVSKI BIRMINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,412	23.4%	0	NA	1,412	23.4%	1,412	23.4%
SWAROVSKI BOLTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI BRENT CROSS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	469	-50.2%	0	NA	469	-50.2%	469	-50.2%
SWAROVSKI BRIGHTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	347	-55.2%	55	NA	402	-48.1%	402	-48.1%
SWAROVSKI BRISTOL CABOT CIRCUS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	39	-88.1%	0	NA	39	-88.1%	39	-88.1%
SWAROVSKI BRISTOL CRIBBS CAUSEWAY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,217	17.1%	0	NA	1,217	17.1%	1,217	17.1%
SWAROVSKI BROMLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	361	-57.5%	55	NA	416	-51.0%	416	-51.0%
SWAROVSKI BURY ST EDMUNDS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	308	NA	0	NA	308	460.0%	308	460.0%
SWAROVSKI CAMBRIDGE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	198	-31.5%	0	NA	198	-31.5%	198	-31.5%
SWAROVSKI CANTERBURY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	88	NA	0	NA	88	NA	88	NA
SWAROVSKI CARDIFF	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	849	25.6%	165	NA	1,014	50.0%	1,014	50.0%
SWAROVSKI CHICHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	640	-42.9%	0	NA	640	-48.0%	640	-48.0%
SWAROVSKI CROYDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	642	-53.1%	0	NA	642	-53.1%	642	-53.1%
SWAROVSKI DARTFORD BLUEWATER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	443	-63.5%	0	NA	443	-66.5%	443	-66.5%
SWAROVSKI DERBY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	269	-51.2%	0	NA	269	-51.2%	269	-51.2%
SWAROVSKI DONCASTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI DUDLEY MERRY HILL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	436	-40.7%	0	NA	436	-40.7%	436	-40.7%
SWAROVSKI DUNDEE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	236	1.3%	0	NA	236	1.3%	236	1.3%
SWAROVSKI EDINBURGH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	650	23.3%	165	NA	815	54.6%	815	54.6%
SWAROVSKI EXETER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	493	9.3%	0	NA	493	9.3%	493	9.3%
SWAROVSKI GATESHEAD METROCENTRE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	648	-61.5%	110	NA	758	-54.9%	758	-54.9%
SWAROVSKI GLASGOW BRAEHEAD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,080	-16.9%	55	-75.0%	1,135	-25.3%	1,135	-25.3%
SWAROVSKI GLASGOW BUCHANAN ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	586	-68.7%	55	-50.0%	641	-67.7%	641	-67.7%
SWAROVSKI GLASGOW SILVERBURN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	725	-45.6%	0	NA	725	-51.6%	725	-51.6%
SWAROVSKI GLASGOW FORT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	615	-76.4%	0	NA	615	-77.8%	615	-77.8%
SWAROVSKI KINGSTON UPON THAMES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	778	26.5%	110	100.0%	888	32.5%	888	32.5%
SWAROVSKI LEEDS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI LEICESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,343	15.7%	110	100.0%	1,453	19.5%	1,453	19.5%
SWAROVSKI LIVERPOOL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI LIVERPOOL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI LIVINGSTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	259	-46.2%	0	NA	259	-46.2%	259	-46.2%
SWAROVSKI LONDON COVENT GDN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI LONDON CRYSTALLISED LOUNGE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI LONDON KNIGHTSBRIDGE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	127	-61.7%	0	NA	127	-71.3%	127	-71.3%
SWAROVSKI LONDON NEW CHANGE ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	88	-56.2%	0	NA	88	-56.2%	88	-56.2%
SWAROVSKI LONDON OXFORD ST WEST	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	655	18.7%	0	NA	655	18.7%	655	18.7%
SWAROVSKI LONDON OXFORD ST EAST	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	221	-20.8%	0	NA	221	-20.8%	221	-20.8%
SWAROVSKI LONDON OXFORD ST CENTRAL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	591	-64.3%	110	NA	701	-57.6%	701	-57.6%
SWAROVSKI LONDON REGENT ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,399	53.4%	0	NA	1,399	32.5%	1,399	32.5%
SWAROVSKI LONDON WHITE CITY WESTFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	961	-1.8%	330	200.0%	1,291	18.5%	1,291	18.5%
SWAROVSKI MANCHESTER TRAFFORD PARK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,505	25.6%	0	NA	1,505	20.1%	1,505	20.1%
SWAROVSKI MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	961	151.6%	0	NA	961	95.3%	961	95.3%
SWAROVSKI MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI MILTON KEYNES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	221	-27.8%	0	NA	221	-38.8%	221	-38.8%
SWAROVSKI NEWCASTLE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	583	58.9%	55	0.0%	638	51.2%	638	51.2%
SWAROVSKI NORWICH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	171	-58.2%	0	NA	171	-67.1%	171	-67.1%
SWAROVSKI NOTTINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	689	-46.7%	110	NA	799	-38.2%	799	-38.2%
SWAROVSKI OXFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	326	-67.6%	0	NA	326	-67.6%	326	-67.6%
SWAROVSKI READING	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	307	-69.2%	0	NA	307	-69.2%	307	-69.2%
SWAROVSKI ROMFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	503	NA	0	NA	503	NA	503	NA
SWAROVSKI SALFORDS (OPENED 04/12/14)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI SHEFFIELD MEADOWHALL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,436	34.1%	0	NA	1,436	34.1%	1,436	34.1%
SWAROVSKI SOLIHULL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	972	-22.3%	55	0.0%	1,027	-21.4%	1,027	-21.4%
SWAROVSKI SOUTHAMPTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	806	-35.3%	0	NA	806	-37.7%	806	-37.7%
SWAROVSKI ST HELIER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI STRATFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	342	-77.1%	0	NA	342	-77.1%	342	-77.1%
SWAROVSKI THURROCK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI UXBRIDGE (OPENED 16/10/13)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI WARRINGTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI WATFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI WIMBLEDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	127	-10.6%	0	NA	127	-10.6%	127	-10.6%

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CLARINS FRAGRANCE REPORT STORE GROUP REPORT

THE FRAGRANCE SHOP

YEAR TO DATE - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
TFS BUYING LTD (H/O) MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE FRAGRANCE SHOP MANCHESTER	708,685	-10.2%	0	NA	1,335,360	26.4%	19,107	-46.0%	0	NA	79,511	50.6%	0	NA	0	NA	2,142,663	10.8%	4,930	-39.4%	0	NA	4,930	-39.4%	2,147,593	10.6%
THE FRAGRANCE SHOP MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TFS BUYING EXPENSE ACCOUNT (H/O)	(62,075)	NA	0	NA	(4,025)	NA	0	NA	0	NA	(919)	NA	0	NA	0	NA	(67,019)	NA	0	NA	0	NA	0	NA	(67,019)	NA
TOTAL	646,610	-13.0%	0	NA	1,331,335	26.9%	19,107	-46.0%	0	NA	78,592	51.8%	0	NA	0	NA	2,075,644	10.4%	4,930	NA	0	NA	4,930	NA	2,080,574	10.8%
LIKE ON LIKE	646,610	-13.0%	0	NA	1,331,335	26.9%	19,107	-46.0%	0	NA	78,592	51.8%	0	NA	0	NA	2,075,644	10.4%	4,930	NA	0	NA	4,930	NA	2,080,574	10.8%

YEAR TO DATE - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
TFS BUYING LTD (H/O) MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE FRAGRANCE SHOP MANCHESTER	1,284,431	1.8%	171	-69.5%	2,223,575	28.8%	59,369	-14.3%	0	NA	144,292	2.9%	0	NA	0	NA	3,711,838	16.1%	35,695	-25.5%	0	NA	35,695	-25.5%	3,747,533	15.4%
THE FRAGRANCE SHOP MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TFS BUYING EXPENSE ACCOUNT (H/O)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	1,284,431	1.8%	171	-69.5%	2,223,575	28.8%	59,369	-14.3%	0	NA	144,292	2.9%	0	NA	0	NA	3,711,838	16.1%	35,695	-25.5%	0	NA	35,695	-25.5%	3,747,533	15.4%
LIKE ON LIKE	1,284,431	1.8%	171	-69.5%	2,223,575	28.8%	59,369	-14.3%	0	NA	144,292	2.9%	0	NA	0	NA	3,711,838	16.1%	35,695	-25.5%	0	NA	35,695	-25.5%	3,747,533	15.4%

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THE FRAGRANCE SHOP

MONTH - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
TFS BUYING LTD (H/O) MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE FRAGRANCE SHOP MANCHESTER	34,835	-28.8%	0	NA	138,124	88.6%	0	NA	0	NA	1,524	0.8%	0	NA	0	NA	174,483	39.1%	0	NA	0	NA	0	NA	174,483	39.1%
THE FRAGRANCE SHOP MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TFS BUYING EXPENSE ACCOUNT (H/O)	(4,286)	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(4,286)	NA	0	NA	0	NA	0	NA	(4,286)	NA
TOTAL	30,549	-37.6%	0	NA	138,124	88.6%	0	NA	0	NA	1,524	0.9%	0	NA	0	NA	170,197	35.7%	0	NA	0	NA	0	NA	170,197	35.7%
LIKE ON LIKE	30,549	-37.6%	0	NA	138,124	88.6%	0	NA	0	NA	1,524	0.9%	0	NA	0	NA	170,197	35.7%	0	NA	0	NA	0	NA	170,197	35.7%

MONTH - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
TFS BUYING LTD (H/O) MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE FRAGRANCE SHOP MANCHESTER	407,219	-8.2%	0	NA	636,380	21.9%	8,452	-56.4%	0	NA	32,966	-3.5%	0	NA	0	NA	1,085,017	6.5%	6,950	-19.4%	0	NA	6,950	-19.4%	1,091,967	6.2%
THE FRAGRANCE SHOP MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TFS BUYING EXPENSE ACCOUNT (H/O)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	407,219	-8.2%	0	NA	636,380	21.9%	8,452	-56.4%	0	NA	32,966	-3.5%	0	NA	0	NA	1,085,017	6.5%	6,950	-19.4%	0	NA	6,950	-19.4%	1,091,967	6.2%
LIKE ON LIKE	407,219	-8.2%	0	NA	636,380	21.9%	8,452	-56.4%	0	NA	32,966	-3.5%	0	NA	0	NA	1,085,017	6.5%	6,950	-19.4%	0	NA	6,950	-19.4%	1,091,967	6.2%

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CLARINS FRAGRANCE REPORT STORE GROUP REPORT

THE PERFUME SHOP

YEAR TO DATE - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
PERFUME SHOP DUNSTABLE	2,490,310	5.4%	0	NA	3,347,884	28.5%	111,427	-17.4%	0	NA	191,610	-11.4%	0	NA	0	NA	6,141,231	14.9%	196,938	68.2%	0	NA	196,938	68.2%	6,338,169	16.0%
PERFUME SHOP HIGH WYCOMBE	(15,861)	NA	0	NA	(25,778)	NA	(270)	NA	0	NA	(231)	NA	0	NA	0	NA	(42,140)	NA	0	NA	0	NA	0	NA	(42,140)	NA
PERFUME SHOP (GIFT SETS) HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP EXPENSE ACCOUNT	(317,417)	NA	0	NA	(11,559)	NA	(3,689)	NA	0	NA	(2,467)	NA	0	NA	0	NA	(335,132)	NA	(80,362)	NA	0	NA	(80,362)	NA	(415,494)	NA
THE PERFUME SHOP NI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	2,157,032	-3.6%	0	NA	3,310,547	29.1%	107,468	-18.1%	0	NA	188,912	-9.3%	0	NA	0	NA	5,763,959	11.5%	116,576	27.8%	0	NA	116,576	27.8%	5,880,535	11.8%
TOTAL EXCLUDING NORTHERN IRELAND	2,157,032	-3.6%	0	NA	3,310,547	29.1%	107,468	-18.1%	0	NA	188,912	-9.3%	0	NA	0	NA	5,763,959	11.5%	116,576	27.8%	0	NA	116,576	27.8%	5,880,535	11.8%
LIKE ON LIKE	2,157,032	-3.6%	0	NA	3,310,547	29.1%	107,468	-18.1%	0	NA	188,912	-9.3%	0	NA	0	NA	5,763,959	11.5%	116,576	27.8%	0	NA	116,576	27.8%	5,880,535	11.8%

YEAR TO DATE - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
PERFUME SHOP DUNSTABLE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
PERFUME SHOP HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
PERFUME SHOP (GIFT SETS) HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP	4,062,600	-0.8%	10	-100.0%	5,717,783	19.7%	204,843	-15.5%	0	NA	357,016	-4.5%	0	NA	0	NA	10,342,252	8.4%	253,751	47.4%	0	NA	253,751	47.4%	10,596,003	9.1%
THE PERFUME SHOP EXPENSE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP NI	125,154	NA	0	NA	228,551	NA	9,664	NA	0	NA	4,951	NA	0	NA	0	NA	368,320	NA	2,091	NA	0	NA	2,091	NA	370,411	NA
TOTAL	4,187,754	2.2%	10	-100.0%	5,946,334	24.4%	214,507	-11.5%	0	NA	361,967	-3.2%	0	NA	0	NA	10,710,572	12.2%	255,842	48.6%	0	NA	255,842	48.6%	10,966,414	12.9%
TOTAL EXCLUDING NORTHERN IRELAND	4,062,600	-0.8%	10	-100.0%	5,717,783	19.7%	204,843	-15.5%	0	NA	357,016	-4.5%	0	NA	0	NA	10,342,252	8.4%	253,751	47.4%	0	NA	253,751	47.4%	10,596,003	9.1%
LIKE ON LIKE	4,187,754	2.2%	10	-100.0%	5,946,334	24.4%	214,507	-11.5%	0	NA	361,967	-3.2%	0	NA	0	NA	10,710,572	12.2%	255,842	48.6%	0	NA	255,842	48.6%	10,966,414	12.9%

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THE PERFUME SHOP

MONTH - TRADE
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
PERFUME SHOP DUNSTABLE	543,982	88.3%	0	NA	516,338	54.3%	11,768	39.7%	0	NA	28,081	21.3%	0	NA	0	NA	1,100,169	67.9%	74,424	5.5%	0	NA	74,424	5.5%	1,174,593	61.9%
PERFUME SHOP HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
PERFUME SHOP (GIFT SETS) HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP EXPENSE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP NI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	543,982	88.3%	0	NA	516,338	54.3%	11,768	39.7%	0	NA	28,081	21.3%	0	NA	0	NA	1,100,169	67.9%	74,424	5.5%	0	NA	74,424	5.5%	1,174,593	61.9%
TOTAL EXCLUDING NORTHERN IRELAND	543,982	88.3%	0	NA	516,338	54.3%	11,768	39.7%	0	NA	28,081	21.3%	0	NA	0	NA	1,100,169	67.9%	74,424	5.5%	0	NA	74,424	5.5%	1,174,593	61.9%
LIKE ON LIKE	543,982	88.3%	0	NA	516,338	54.3%	11,768	39.7%	0	NA	28,081	21.3%	0	NA	0	NA	1,100,169	67.9%	74,424	5.5%	0	NA	74,424	5.5%	1,174,593	61.9%

MONTH - RETAIL
2014 vs 2013

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%	2014	%
PERFUME SHOP DUNSTABLE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
PERFUME SHOP HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
PERFUME SHOP (GIFT SETS) HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP	1,415,791	-2.4%	0	NA	2,166,941	20.3%	52,847	-34.5%	0	NA	92,130	-16.7%	0	NA	0	NA	3,727,709	8.3%	30,825	3.0%	0	NA	30,825	3.0%	3,758,534	8.2%
THE PERFUME SHOP EXPENSE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP NI	79,412	NA	0	NA	154,855	NA	5,762	NA	0	NA	2,492	NA	0	NA	0	NA	242,521	NA	928	NA	0	NA	928	NA	243,449	NA
TOTAL	1,495,203	3.1%	0	NA	2,321,796	28.9%	58,609	-27.3%	0	NA	94,622	-14.5%	0	NA	0	NA	3,970,230	15.3%	31,753	6.1%	0	NA	31,753	6.1%	4,001,983	15.2%
TOTAL EXCLUDING NORTHERN IRELAND	1,415,791	-2.4%	0	NA	2,166,941	20.3%	52,847	-34.5%	0	NA	92,130	-16.7%	0	NA	0	NA	3,727,709	8.3%	30,825	3.0%	0	NA	30,825	3.0%	3,758,534	8.2%
LIKE ON LIKE	1,495,203	3.1%	0	NA	2,321,796	28.9%	58,609	-27.3%	0	NA	94,622	-14.5%	0	NA	0	NA	3,970,230	15.3%	31,753	6.1%	0	NA	31,753	6.1%	4,001,983	15.2%

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