SUMMARY

CLARINS FRAGRANCE GROUP
STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - TRADE

NAME OF STORE:	ANGEL		INNOCENT		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
BEAUTY BASE	69,783	39.3%	0	NA	63,185	8.8%	21,908	NA	0	NA	13,126	-16.9%	1,170	58.5%	0	NA	169,172	126,963	33.2%	29,449	56.4%	7,191	NA	205,812	145,792	41.2%
BOOTS	2,080,104	-17.2%	0	NA	3,281,478	-6.5%	682,082	NA	0	NA	32,340	2.7%	0	NA	0	NA	6,076,004	6,199,893	-2.0%	381,132	-1.3%	47,108	NA	6,504,244	6,586,116	-1.2%
DEBENHAMS	2,032,620	-9.9%	0	NA	2,293,824	7.9%	816,183	NA	0	NA	200,647	13.5%	15,359	-50.4%	(1,007)	-103.5%	5,357,626	4,618,152	16.0%	396,560	-32.9%	217,078	NA	5,971,264	5,209,034	14.6%
FEELUNIQUE	20,074	-40.3%	0	NA	26,939	-26.2%	21,501	NA	0	NA	2,559	-58.8%	1,297	-1.2%	0	NA	72,370	79,656	-9.1%	10,193	-0.8%	11,460	NA	94,023	89,930	4.6%
FENWICK	123,937	-23.2%	0	NA	105,378	-13.9%	57,504	NA	7,696	NA	13,940	-23.8%	1,156	-70.5%	(27)	-100.4%	309,584	312,974	-1.1%	20,448	-39.7%	10,995	NA	341,027	346,870	-1.7%
HARRODS	80,483	50.9%	0	NA	97,987	54.3%	11,315	NA	195,322	4.4%	(1,803)	52.1%	660	-88.4%	(41,296)	-197.8%	342,668	348,032	-1.5%	0	NA	0	NA	342,668	348,032	-1.5%
HOUSE OF FRASER	385,448	-28.2%	0	NA	390,231	5.6%	164,750	NA	0	NA	50,599	-38.2%	8,324	-33.0%	(2,297)	-111.7%	997,055	1,020,287	-2.3%	112,201	-25.8%	59,202	NA	1,168,458	1,171,460	-0.3%
INDEPENDENT	196,888	-20.5%	0	NA	215,592	7.1%	92,255	NA	0	NA	20,110	-4.4%	6,246	0.6%	(781)	-107.0%	530,310	487,437	8.8%	10,630	-66.6%	11,346	NA	552,286	519,311	6.3%
JOHN LEWIS	444,734	10.2%	0	NA	414,772	10.4%	163,872	NA	0	NA	45,563	15.9%	0	NA	(558)	-103.6%	1,068,383	834,568	28.0%	18,169	-45.3%	9,542	NA	1,096,094	867,775	26.3%
MENARYS	7,743	-31.7%	0	NA	7,997	0.9%	2,569	NA	0	NA	139	-92.5%	0	NA	0	NA	18,448	21,417	-13.9%	0	NA	0	NA	18,448	21,417	-13.9%
MORLEYS	37,575	18.3%	0	NA	33,309	22.6%	10,566	NA	0	NA	3,935	-24.6%	0	NA	(116)	-125.7%	85,269	64,595	32.0%	5,318	24.0%	4,563	NA	95,150	68,882	38.1%
SALON	7,304	-43.7%	0	NA	5,038	-17.2%	1,924	NA	0	NA	275	-16.2%	0	NA	(24)	-111.1%	14,517	19,643	-26.1%	126	-91.1%	570	NA	15,213	21,062	-27.8%
SELFRIDGES	39,796	-54.5%	0	NA	84,654	-31.7%	15,820	NA	0	NA	12,057	-45.0%	2,049	-46.5%	(237)	-102.0%	154,139	249,125	-38.1%	14,000	-68.6%	2,797	NA	170,936	293,764	-41.8%
THE FRAGRANCE SHOP	966,562	1.5%	0	NA	1,759,656	11.8%	596,393	NA	0	NA	68,210	-16.3%	3,899	-36.4%	0	NA	3,394,720	2,622,881	29.4%	140,840	-40.1%	78,791	NA	3,614,351	2,858,168	26.5%
THE PERFUME SHOP	2,370,948	6.4%	0	NA	3,156,498	-5.0%	887,563	NA	0	NA	181,352	30.2%	20,417	NA	0	NA	6,616,778	5,755,777	15.0%	207,545	-37.7%	90,249	NA	6,914,572	6,089,165	13.6%
STORE GROUP TOTAL	8,863,999	-7.5%	0	NA	11,936,538	0.1%	3,546,205	NA	203,018	8.5%	643,049	0.9%	60,577	-15.7%	-46,343	-112.8%	25,207,043	22,761,400	10.7%	1,346,611	-28.2%	550,892	NA	27,104,546	24,636,778	10.0%
MUGLER STORE.COM	164,584	12.3%	10,304	-15.6%	148,661	28.6%	57,428	NA	10,641	21.4%	51,422	47.1%	7,992	21.9%	14,414	-25.2%	465,446	343,855	35.4%	0	NA	0	NA	465,446	343,855	35.4%
OTHER DIRECT SALES	6,646	7.9%	0	NA	6,773	-20.2%	816	NA	0	NA	805	-34.2%	194	-25.1%	0	NA	15,234	16,469	-7.5%	2,597	21.4%	608	NA	18,439	18,608	-0.9%
TOTAL	9,035,229	-7.2%	10,304	-14.8%	12,091,972	0.4%	3,604,449	NA	213,659	9.1%	695,276	3.3%	68,763	-12.6%	-31,929	-108.3%	25,687,723	23,121,724	11.1%	1,349,208	-28.1%	551,500	NA	27,588,431	24,999,241	10.4%
STORE GB GROUP TOTAL	8,972,261	-7.1%	10,304	-14.8%	12,017,265	0.3%	3,582,565	NA	213,659	9.1%	692,327	3.9%	68,370	-12.1%	-31,929	-108.4%	25,524,822	22,966,477	11.1%	1,330,555	-28.2%	540,222	NA	27,395,599	24,818,560	10.4%
STORE NI GROUP TOTAL	55,225	-18.4%	0	NA	66,710	14.9%	19,315	NA	0	NA	2,810	-48.5%	393	-55.8%	0	NA	144,453	133,830	7.9%	18,653	-26.7%	11,278	NA	174,384	159,264	9.5%
LIKE ON LIKE	8,718,696	-9.1%	6,975	-42.3%	11,734,322	-1.4%	3,464,494	NA	206,845	5.6%	642,894	-1.7%	60,497	-18.9%	-35,063	-109.4%	24,799,660	22,795,132	8.8%	1,296,510	-28.8%	516,588	NA	26,612,758	24,616,889	8.1%

NUMBER OF OPEN DOORS 1,131

SUMMARY

CLARINS FRAGRANCE GROUP
STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - RETAIL

NAME OF STORE:	ANGEL		INNOCENT		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
BEAUTY BASE	85,765	-6.4%	0	NA	111,429	-7.0%	21,142	NA	0	NA	5,539	-42.5%	174	-75.0%	556	-90.9%	224,605	227,822	-1.4%	16,408	NA	6,232	NA	247,245	227,822	8.5%
BOOTS	3,377,252	-20.7%	0	NA	5,086,625	-12.5%	753,135	NA	0	NA	57,151	-12.5%	0	NA	2,816	-97.4%	9,276,979	10,251,710	-9.5%	526,456	48.0%	13,774	NA	9,817,209	10,607,527	-7.5%
DEBENHAMS	3,323,122	-11.2%	0	NA	3,559,372	0.2%	1,020,458	NA	0	NA	332,725	-20.9%	34,384	-21.6%	3,036	-98.4%	8,273,097	7,950,498	4.1%	670,303	-19.8%	180,676	NA	9,124,076	8,786,737	3.8%
FEELUNIQUE	39,275	89.1%	0	NA	51,524	100.9%	24,458	NA	0	NA	7,573	706.5%	2,128	124.0%	804	-64.9%	125,762	50,602	148.5%	14,668	104.0%	2,509	NA	142,939	57,793	147.3%
FENWICK	223,975	-18.7%	0	NA	185,089	-18.6%	83,091	NA	9,228	NA	30,353	-21.5%	4,283	6.8%	245	-98.2%	536,264	558,856	-4.0%	46,096	14.2%	10,252	NA	592,612	599,214	-1.1%
HARRODS	103,894	-11.7%	0	NA	125,718	-6.8%	15,744	NA	354,599	9.0%	25,758	-77.5%	3,935	-52.2%	30,483	-41.4%	660,131	752,740	-12.3%	0	NA	0	NA	660,131	752,740	-12.3%
HOUSE OF FRASER	710,283	-18.3%	0	NA	564,024	-6.4%	209,928	NA	0	NA	106,688	-25.0%	15,028	-26.7%	2,806	-94.5%	1,608,757	1,685,938	-4.6%	176,079	-14.9%	29,595	NA	1,814,431	1,892,926	-4.1%
INDEPENDENT	365,819	12.6%	0	NA	458,958	14.2%	83,326	NA	0	NA	29,232	-18.8%	490	-77.8%	897	-95.6%	938,722	785,171	19.6%	22,663	45.5%	8,616	NA	970,001	800,744	21.1%
JOHN LEWIS	651,615	-1.2%	0	NA	638,266	8.3%	210,734	NA	0	NA	72,206	-3.5%	0	NA	549	-97.6%	1,573,370	1,347,421	16.8%	32,143	-37.2%	11,122	NA	1,616,635	1,398,586	15.6%
MENARYS	8,308	-47.5%	0	NA	9,768	-29.6%	1,220	NA	0	NA	427	-21.9%	0	NA	1,333	-47.9%	21,056	32,813	-35.8%	0	NA	0	NA	21,056	32,813	-35.8%
MORLEYS	45,541	4.9%	0	NA	59,199	4.5%	11,228	NA	0	NA	2,935	-35.5%	93	-71.3%	332	-88.5%	119,328	107,819	10.7%	4,244	NA	1,922	NA	125,494	107,819	16.4%
SALON	8,871	-48.6%	0	NA	11,517	-35.1%	2,173	NA	0	NA	572	-61.4%	17	-83.2%	56	-94.9%	23,206	37,706	-38.5%	1,281	3.3%	717	NA	25,204	38,946	-35.3%
SELFRIDGES	97,947	-44.5%	0	NA	185,889	-21.5%	24,644	NA	0	NA	27,437	-49.7%	3,772	-51.1%	246	-99.1%	339,935	502,353	-32.3%	36,992	-50.1%	3,962	NA	380,889	576,514	-33.9%
THE FRAGRANCE SHOP	1,731,495	-0.1%	10	NA	3,198,301	13.7%	669,404	NA	0	NA	137,528	-9.5%	3,815	-5.4%	3,063	-69.2%	5,743,616	4,712,760	21.9%	237,800	-4.5%	30,719	NA	6,012,135	4,961,759	21.2%
THE PERFUME SHOP	3,707,207	-14.1%	0	NA	5,720,197	4.7%	954,028	NA	0	NA	296,287	-10.1%	3,832	NA	8,731	-94.3%	10,690,282	10,266,383	4.1%	302,838	-32.8%	32,673	NA	11,025,793	10,716,858	2.9%
STORE GROUP TOTAL	14,480,369	-13.1%	10	NA	19,965,876	-0.5%	4,084,713	NA	363,827	11.8%	1,132,411	-21.7%	71,951	-23.2%	55,953	-91.6%	40,155,110	39,270,592	2.3%	2,087,971	-8.8%	332,769	NA	42,575,850	41,558,798	2.4%
MUGLER STORE.COM	197,501	12.2%	12,364	-15.6%	178,393	28.6%	68,913	NA	6,488	NA	61,705	47.1%	9,591	21.9%	17,297	-24.7%	552,252	402,110	37.3%	0	NA	0	NA	552,252	402,110	37.3%
OTHER DIRECT SALES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
TOTAL	14,677,870	-12.9%	12,374	-15.6%	20,144,269	-0.3%	4,153,626	NA	370,315	13.8%	1,194,116	-19.7%	81,542	-19.7%	73,250	-89.3%	40,707,362	39,672,702	2.6%	2,087,971	-8.8%	332,769	NA	43,128,102	41,960,908	2.8%
STORE GB GROUP TOTAL	14,349,112	-12.7%	12,374	-15.6%	19,643,363	-0.4%	4,070,249	NA	370,315	13.8%	1,179,927	-19.7%	80,941	-19.4%	71,106	-89.3%	39,777,387	38,733,714	2.7%	2,028,941	-8.1%	319,870	NA	42,126,198	40,942,062	2.9%
STORE NI GROUP TOTAL	320,450	-17.2%	0	NA	491,138	2.4%	82,157	NA	0	NA	13,762	-20.4%	601	-46.7%	811	-96.2%	908,919	906,175	0.3%	59,030	-26.1%	12,899	NA	980,848	986,033	-0.5%
LIKE ON LIKE	14,307,846	-14.4%	12,374	-15.6%	19,515,555	-2.6%	4,014,553	NA	370,315	13.8%	1,164,558	-19.9%	76,496	-19.4%	72,341	-89.1%	39,534,038	39,294,980	0.6%	2,025,656	-9.4%	327,147	NA	41,886,841	41,529,864	0.9%

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MONTH OF DECEMBER

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NAME OF STORE:	ANGEL		INNOCENT		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
BEAUTY BASE	22,256	266.7%	0	NA	5,498	-41.1%	1,085	NA	0	NA	1,728	-37.3%	138	-46.7%	0	NA	30,705	18,420	66.7%	17,837	565.1%	0	NA	48,542	21,102	130.0%
BOOTS	483,195	56.4%	0	NA	905,380	82.9%	148,947	NA	0	NA	5,145	-41.7%	0	NA	0	NA	1,542,667	812,760	89.8%	9,927	-52.3%	0	NA	1,552,594	833,564	86.3%
DEBENHAMS	214,293	-17.8%	0	NA	314,052	6.3%	115,207	NA	0	NA	25,517	2.5%	2,368	-39.3%	0	NA	671,437	584,837	14.8%	61,027	-46.8%	2,405	NA	734,869	699,468	5.1%
FEELUNIQUE	633	365.4%	0	NA	3,170	182.3%	264	NA	0	NA	0	NA	103	-33.5%	0	NA	4,170	1,485	180.8%	1,243	-4.8%	0	NA	5,413	2,791	93.9%
FENWICK	9,329	-18.7%	0	NA	10,985	-24.1%	2,814	NA	2,784	NA	1,585	-57.4%	305	63.1%	0	NA	27,802	29,854	-6.9%	1,638	-48.6%	569	NA	30,009	33,040	-9.2%
HARRODS	12,491	98.6%	0	NA	4,421	-27.0%	229	NA	0	NA	2,161	41.0%	0	NA	0	NA	19,302	19,375	-0.4%	0	NA	0	NA	19,302	19,375	-0.4%
HOUSE OF FRASER	28,232	-23.2%	0	NA	33,993	103.2%	24,761	NA	0	NA	3,977	-3.8%	637	-25.8%	0	NA	91,600	58,467	56.7%	3,372	-41.0%	1,700	NA	96,672	64,186	50.6%
INDEPENDENT	13,456	-51.7%	0	NA	31,655	-32.4%	28,731	NA	0	NA	2,181	-5.8%	447	-39.5%	0	NA	76,470	77,428	-1.2%	1,341	-68.8%	856	NA	78,667	81,722	-3.7%
JOHN LEWIS	79,881	88.3%	0	NA	100,172	65.1%	30,381	NA	0	NA	8,459	205.0%	0	NA	0	NA	218,893	105,862	106.8%	3,589	234.5%	971	NA	223,453	106,935	109.0%
MENARYS	941	-35.3%	0	NA	842	-20.4%	0	NA	0	NA	23	NA	0	NA	0	NA	1,806	2,512	-28.1%	0	NA	0	NA	1,806	2,512	-28.1%
MORLEYS	228	-91.6%	0	NA	79	-97.4%	0	NA	0	NA	149	-80.5%	0	NA	0	NA	456	6,531	-93.0%	0	NA	0	NA	456	6,742	-93.2%
SALON	350	-82.4%	0	NA	620	-54.9%	0	NA	0	NA	70	204.3%	0	NA	0	NA	1,040	3,423	-69.6%	0	NA	0	NA	1,040	3,423	-69.6%
SELFRIDGES	3,383	-33.3%	0	NA	4,792	-66.0%	2,645	NA	0	NA	1,001	18.6%	78	-58.1%	0	NA	11,899	20,208	-41.1%	0	NA	0	NA	11,899	23,773	-49.9%
THE FRAGRANCE SHOP	129,068	-22.8%	0	NA	161,064	-19.0%	5,783	NA	0	NA	1,493	-72.7%	0	NA	0	NA	297,408	370,443	-19.7%	2,570	-69.2%	0	NA	299,978	378,794	-20.8%
THE PERFUME SHOP	272,148	-11.8%	0	NA	349,468	-51.1%	58,788	NA	0	NA	11,370	-32.1%	540	NA	0	NA	692,314	1,039,761	-33.4%	4,249	-83.0%	903	NA	697,466	1,064,791	-34.5%
STORE GROUP TOTAL	1,269,884	6.9%	0	NA	1,926,191	2.5%	419,635	NA	2,784	-48.2%	64,859	-13.4%	4,616	-28.4%	0	NA	3,687,969	3,151,366	17.0%	106,793	-44.0%	7,404	NA	3,802,166	3,342,218	13.8%
MUGLER STORE.COM	34,481	-1.5%	359	-82.4%	35,250	18.9%	13,332	NA	2,487	13.9%	7,631	21.2%	1,155	2466.7%	0	NA	94,695	82,858	14.3%	0	NA	0	NA	94,695	82,858	14.3%
OTHER DIRECT SALES	975	-33.1%	0	NA	1,504	-38.3%	437	NA	0	NA	145	-76.1%	90	592.3%	0	NA	3,151	4,516	-30.2%	536	-46.8%	163	NA	3,850	5,523	-30.3%
TOTAL	1,305,340	6.6%	359	-81.7%	1,962,945	2.7%	433,404	NA	5,271	-30.2%	72,635	-11.2%	5,861	-9.9%	0	NA	3,785,815	3,238,740	16.9%	107,329	-44.1%	7,567	NA	3,900,711	3,430,599	13.7%
STORE GB GROUP TOTAL	1,297,481	7.0%	359	-81.7%	1,950,424	2.7%	430,972	NA	5,271	-30.2%	72,131	-11.2%	5,827	-8.3%	0	NA	3,762,465	3,214,846	17.0%	103,060	-44.1%	7,340	NA	3,872,865	3,399,049	13.9%
STORE NI GROUP TOTAL	6,918	-29.8%	0	NA	11,679	8.2%	2,432	NA	0	NA	481	-17.8%	34	-78.1%	0	NA	21,544	21,382	0.8%	4,269	-44.2%	227	NA	26,040	29,038	-10.3%
LIKE ON LIKE	1,246,549	2.3%	0	NA	1,897,946	-0.3%	417,077	NA	2,784	-63.2%	64,023	-21.6%	4,569	-28.1%	0	NA	3,632,948	3,225,519	12.6%	104,557	-44.1%	7,567	NA	3,745,072	3,412,661	9.7%

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MONTH - RETAIL

NAME OF STORE:	ANGEL		INNOCENT		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
BEAUTY BASE	22,973	-2.4%	0	NA	31,444	2.2%	8,471	NA	0	NA	1,284	-48.1%	0	NA	0	NA	64,172	58,531	9.6%	2,599	NA	1,884	NA	68,655	58,531	17.3%
BOOTS	1,091,816	-23.2%	0	NA	1,789,370	-6.5%	336,794	NA	0	NA	12,963	2.3%	0	NA	38	-99.7%	3,230,981	3,361,857	-3.9%	221,447	59.6%	4,599	NA	3,457,027	3,500,626	-1.2%
DEBENHAMS	883,903	-3.7%	0	NA	1,100,858	11.5%	378,581	NA	0	NA	81,771	2.0%	5,520	-30.5%	171	-99.1%	2,450,804	2,012,113	21.8%	166,306	-19.8%	41,230	NA	2,658,340	2,219,489	19.8%
FEELUNIQUE	5,994	-50.4%	0	NA	7,617	-46.1%	6,364	NA	0	NA	945	107.7%	614	23.0%	0	NA	21,534	28,492	-24.4%	1,924	-47.4%	904	NA	24,362	32,148	-24.2%
FENWICK	46,423	-21.7%	0	NA	45,114	-15.8%	16,950	NA	5,252	NA	6,089	-27.7%	434	-26.3%	0	NA	120,262	122,855	-2.1%	6,653	-19.9%	2,398	NA	129,313	131,166	-1.4%
HARRODS	30,102	102.3%	0	NA	32,600	83.5%	2,278	NA	35,080	42.0%	6,146	-81.6%	403	-87.7%	0	NA	106,609	114,955	-7.3%	0	NA	0	NA	106,609	114,955	-7.3%
HOUSE OF FRASER	197,305	-7.7%	0	NA	135,546	-26.2%	62,029	NA	0	NA	21,203	-27.9%	2,471	-9.2%	0	NA	418,554	435,634	-3.9%	33,845	-42.3%	7,847	NA	460,246	494,282	-6.9%
INDEPENDENT	97,349	9.4%	0	NA	127,736	16.8%	35,622	NA	0	NA	6,442	-33.3%	62	-89.6%	0	NA	267,211	213,866	24.9%	4,255	54.1%	2,880	NA	274,346	216,628	26.6%
JOHN LEWIS	173,424	7.0%	0	NA	183,529	20.0%	64,791	NA	0	NA	17,197	7.7%	0	NA	0	NA	438,941	332,194	32.1%	4,451	-69.4%	1,532	NA	444,924	346,757	28.3%
MENARYS	2,516	-56.7%	0	NA	3,444	-35.3%	928	NA	0	NA	141	-64.4%	0	NA	0	NA	7,029	12,182	-42.3%	0	NA	0	NA	7,029	12,182	-42.3%
MORLEYS	11,669	-7.3%	0	NA	15,968	-3.0%	4,301	NA	0	NA	652	-50.8%	0	NA	0	NA	32,590	31,305	4.1%	1,194	NA	863	NA	34,647	31,305	10.7%
SALON	2,195	50.3%	0	NA	3,004	57.5%	809	NA	0	NA	123	-19.6%	0	NA	0	NA	6,131	3,629	68.9%	334	NA	242	NA	6,707	3,629	84.8%
SELFRIDGES	12,426	-66.7%	0	NA	15,575	-66.4%	5,606	NA	0	NA	1,165	-82.0%	93	-92.3%	0	NA	34,865	93,348	-62.7%	757	-95.5%	768	NA	36,390	110,105	-66.9%
THE FRAGRANCE SHOP	673,885	18.2%	0	NA	1,382,125	30.8%	309,442	NA	0	NA	29,690	-23.5%	504	-79.2%	26	-96.9%	2,395,672	1,668,779	43.6%	38,515	-43.0%	6,360	NA	2,440,547	1,736,346	40.6%
THE PERFUME SHOP	1,218,072	-21.5%	0	NA	2,091,730	-4.2%	416,374	NA	0	NA	78,066	-17.1%	1,499	NA	182	-99.6%	3,805,923	3,870,348	-1.7%	53,702	-68.6%	9,025	NA	3,868,650	4,041,337	-4.3%
STORE GROUP TOTAL	4,470,052	-12.2%	0	NA	6,965,660	2.8%	1,649,340	NA	40,332	63.3%	263,877	-21.0%	11,600	-40.6%	417	-99.6%	13,401,278	12,360,088	8.4%	535,982	-22.3%	80,532	NA	14,017,792	13,049,486	7.4%
MUGLER STORE.COM	41,378	-1.5%	431	-82.4%	42,300	18.9%	15,998	NA	2,984	NA	9,157	21.2%	1,386	2466.7%	0	NA	113,634	96,808	17.4%	0	NA	0	NA	113,634	96,808	17.4%
OTHER DIRECT SALES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
TOTAL	4,511,430	-12.2%	431	-82.4%	7,007,960	2.9%	1,665,338	NA	43,316	75.4%	273,034	-20.1%	12,986	-33.7%	417	-99.7%	13,514,912	12,456,896	8.5%	535,982	-22.3%	80,532	NA	14,131,426	13,146,294	7.5%
STORE GB GROUP TOTAL	4,397,468	-11.8%	431	-82.4%	6,797,808	3.1%	1,628,331	NA	43,316	75.4%	269,075	-20.1%	12,915	-33.2%	417	-99.6%	13,149,761	12,084,684	8.8%	517,649	-21.2%	76,392	NA	13,743,802	12,741,277	7.9%
STORE NI GROUP TOTAL	111,446	-22.0%	0	NA	206,708	-0.6%	36,079	NA	0	NA	3,818	-17.0%	71	-72.0%	0	NA	358,122	360,030	-0.5%	18,333	-44.1%	4,140	NA	380,595	392,835	-3.1%
LIKE ON LIKE	4,361,254	-14.5%	431	-82.4%	6,767,780	0.0%	1,605,499	NA	43,316	75.4%	268,733	-20.4%	12,316	-33.0%	417	-99.7%	13,059,746	12,368,900	5.6%	511,211	-24.2%	78,057	NA	13,649,014	13,043,472	4.6%

NUMBER OF OPEN DOORS 1,128

SUMMARY ***DECEMBER YTD***

CLARINS FRAGRANCE GROUP DISTRIBUTION

	TOTAL TRADE	*TOTAL RETAIL*	*NUMBER OF DOORS*	*% RETAIL BUSINESS*	*RANKING BUSINESS*
THE PERFUME SHOP	6,914,572	11,025,793	215	25.9%	1
DEBENHAMS	5,971,264	9,124,076	167	21.4%	3
BOOTS	6,504,244	9,817,209	474	23.1%	2
THE FRAGRANCE SHOP	3,614,351	6,012,135	147	14.1%	4
HOUSE OF FRASER	1,168,458	1,814,431	31	4.3%	5
JOHN LEWIS	1,096,094	1,616,635	34	3.8%	6
INDEPENDENT	552,286	970,001	28	2.3%	7
HARRODS	342,668	660,131	1	1.6%	8
FENWICK	341,027	592,612	8	1.4%	9
SELFRIDGES	170,936	380,889	2	0.9%	10
BEAUTY BASE	205,812	247,245	10	0.6%	11
FEELUNIQUE	94,023	142,939	2	0.3%	12
MORLEYS	95,150	125,494	7	0.3%	13
SALON	15,213	25,204	2	0.1%	14
MENARYS	18,448	21,056	3	0.0%	15
TOTAL	**27,104,546**	**42,575,850**	**1,131**		
STORE GB GROUP TOTAL	**27,395,599**	**42,126,198**			

MIX OF BUSINESS

	TRADE	**RETAIL**
ANGEL	32.8%	34.0%
INNOCENT	0.0%	0.0%
ALIEN	43.8%	46.7%
AURA MUGLER	13.1%	9.6%
LES EXCEPTIONS	0.8%	0.9%
AMEN	2.5%	0.9%
COLOGNE	0.2%	2.8%
OTHER	-0.1%	0.2%
WANTED	4.9%	4.8%
CHROME PURE	2.0%	0.8%

SUMMARY *MONTH OF DECEMBER*

CLARINS FRAGRANCE GROUP DISTRIBUTION

	TOTAL TRADE	*TOTAL RETAIL*	*NUMBER OF DOORS*	*% RETAIL BUSINESS*	*RANKING BUSINESS*
THE PERFUME SHOP	697,466	3,868,650	215	27.6%	1
BOOTS	1,552,594	3,457,027	474	24.7%	2
DEBENHAMS	734,869	2,658,340	167	19.0%	3
THE FRAGRANCE SHOP	299,978	2,440,547	147	17.4%	4
HOUSE OF FRASER	96,672	460,246	31	3.3%	5
JOHN LEWIS	223,453	444,924	34	3.2%	6
HARRODS	78,667	274,346	28	2.0%	7
FENWICK	30,009	129,313	8	0.9%	8
INDEPENDENT	19,302	106,609	1	0.8%	9
BEAUTY BASE	48,542	68,655	10	0.5%	10
SELFRIDGES	11,899	36,390	2	0.3%	11
FEELUNIQUE	456	34,647	7	0.2%	12
MORLEYS	5,413	24,362	2	0.2%	13
MENARYS	1,806	7,029	3	0.1%	14
SALON	1,040	6,707	2	0.0%	15
TOTAL	**3,802,166**	**14,017,792**	**1,131**		
STORE GB GROUP TOTAL	**3,872,865**	**13,743,802**			

MIX OF BUSINESS

	TRADE	**RETAIL**
ANGEL	33.5%	31.9%
INNOCENT	0.0%	0.0%
ALIEN	50.3%	49.6%
AURA MUGLER	11.1%	11.8%
LES EXCEPTIONS	0.1%	0.3%
AMEN	1.9%	0.3%
COLOGNE	0.2%	1.9%
OTHER	0.0%	0.0%
WANTED	2.8%	3.8%
CHROME PURE	0.2%	0.6%

CLARINS FRAGRANCE GROUP

BEAUTY BASE

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1038	BEAUTY BASE BRACKNELL	1,289	NA	1,767	NA	368	NA	0	NA	387	NA	34	NA	0	NA	3,845	0	NA	292	NA	0	NA	4,137	0	NA
1036	BEAUTY BASE EALING	7,097	-8.7%	8,813	7.2%	2,625	NA	0	NA	1,488	-27.2%	0	NA	0	NA	20,023	18,210	10.0%	1,089	-44.1%	806	NA	21,918	20,159	8.7%
1135	BEAUTY BASE HOUNSLOW	27,886	272.4%	6,773	7.2%	2,739	NA	0	NA	1,843	-21.9%	51	NA	0	NA	39,292	16,306	141.0%	18,424	782.8%	806	NA	58,522	18,393	218.2%
1137	BEAUTY BASE SLOUGH	3,115	-13.7%	4,604	13.3%	1,288	NA	0	NA	681	105.7%	0	NA	0	NA	9,688	8,276	17.1%	788	-44.9%	651	NA	11,127	9,706	14.6%
1035	BEAUTY BASE STAINES	1,282	-67.6%	953	-69.1%	456	NA	0	NA	56	-89.9%	0	NA	0	NA	2,747	7,598	-63.8%	24	-94.7%	242	NA	3,013	8,052	-62.6%
1037	BEAUTY BASE STRATFORD	9,259	-18.4%	15,155	-13.5%	4,053	NA	0	NA	4,065	-27.9%	568	43.8%	0	NA	33,100	36,049	-8.2%	3,460	-31.6%	1,686	NA	38,246	41,104	-7.0%
1213	BEAUTY BASE THURROCK LAKESIDE	4,396	NA	4,587	NA	1,956	NA	0	NA	1,531	NA	103	NA	0	NA	12,573	0	NA	543	NA	627	NA	13,743	0	NA
1212	BEAUTY BASE UXBRIDGE	1,933	NA	4,301	NA	2,179	NA	0	NA	669	NA	52	NA	0	NA	9,134	0	NA	738	NA	0	NA	9,872	0	NA
1041	BEAUTY BASE WESTFIELD	8,857	-15.0%	12,326	-8.8%	4,277	NA	0	NA	1,916	-42.8%	293	41.5%	0	NA	27,669	27,947	-1.0%	2,658	-54.9%	1,567	NA	31,894	33,842	-5.8%
1210	BEAUTY BASE WHITELEYS	4,669	-15.2%	3,906	-26.8%	1,967	NA	0	NA	490	-67.5%	69	-49.3%	0	NA	11,101	12,577	-11.7%	1,433	-26.9%	806	NA	13,340	14,536	-8.2%
	TOTAL	**69,783**	**39.3%**	**63,185**	**8.8%**	**21,908**	**NA**	**0**	**NA**	**13,126**	**-16.9%**	**1,170**	**58.5%**	**0**	**NA**	**169,172**	**126,963**	**33.2%**	**29,449**	**56.4%**	**7,191**	**NA**	**205,812**	**145,792**	**41.2%**
	LIKE ON LIKE	60,883	31.9%	51,577	-6.2%	16,949	NA	0	NA	10,483	-31.2%	981	32.9%	0	NA	140,873	119,365	18.0%	27,852	51.6%	6,322	NA	175,047	137,740	27.1%

NUMBER OF OPEN DOORS 10

YEAR TO DATE - RETAIL

ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1038	BEAUTY BASE BRACKNELL	1,904	NA	2,606	NA	702	NA	0	NA	106	NA	0	NA	0	NA	5,318	0	NA	143	NA	104	NA	5,565	0	NA
1036	BEAUTY BASE EALING	12,271	-9.8%	16,165	-9.0%	3,379	NA	0	NA	767	-46.4%	20	-81.1%	77	-91.5%	32,679	33,804	-3.3%	1,268	NA	631	NA	34,578	33,804	2.3%
1135	BEAUTY BASE HOUNSLOW	10,218	-5.9%	13,236	-6.8%	2,470	NA	0	NA	661	-42.1%	21	-74.1%	58	-92.0%	26,664	27,000	-1.2%	1,494	NA	693	NA	28,851	27,000	6.9%
1137	BEAUTY BASE SLOUGH	5,827	-1.0%	7,638	-0.7%	1,535	NA	0	NA	371	-40.1%	11	-75.0%	39	-90.1%	15,421	14,635	5.4%	1,407	NA	510	NA	17,338	14,635	18.5%
1035	BEAUTY BASE STAINES	2,094	-57.7%	2,611	-59.6%	309	NA	0	NA	147	-71.6%	7	-82.1%	27	-91.8%	5,195	12,295	-57.7%	177	NA	18	NA	5,390	12,295	-56.2%
1037	BEAUTY BASE STRATFORD	22,914	-15.5%	29,433	-16.9%	5,079	NA	0	NA	1,522	-46.6%	56	-72.7%	175	-90.3%	59,179	67,415	-12.2%	5,575	NA	2,236	NA	66,990	67,415	-0.6%
1213	BEAUTY BASE THURROCK LAKESIDE	2,837	NA	3,886	NA	1,047	NA	0	NA	159	NA	0	NA	0	NA	7,929	0	NA	364	NA	264	NA	8,557	0	NA
1212	BEAUTY BASE UXBRIDGE	3,803	NA	5,174	NA	1,352	NA	0	NA	217	NA	0	NA	0	NA	10,546	0	NA	271	NA	196	NA	11,013	0	NA
1041	BEAUTY BASE WESTFIELD	17,293	-20.4%	22,315	-21.4%	3,996	NA	0	NA	1,133	-50.4%	40	-75.9%	125	-91.4%	44,902	54,019	-16.9%	3,991	NA	1,308	NA	50,201	54,019	-7.1%
1210	BEAUTY BASE WHITELEYS	6,604	-12.0%	8,365	-14.7%	1,273	NA	0	NA	456	-42.1%	19	-66.1%	55	-89.0%	16,772	18,654	-10.1%	1,718	NA	272	NA	18,762	18,654	0.6%
	TOTAL	**85,765**	**-6.4%**	**111,429**	**-7.0%**	**21,142**	**NA**	**0**	**NA**	**5,539**	**-42.5%**	**174**	**-75.0%**	**556**	**-90.9%**	**224,605**	**227,822**	**-1.4%**	**16,408**	**NA**	**6,232**	**NA**	**247,245**	**227,822**	**8.5%**
	LIKE ON LIKE	75,127	-13.3%	97,152	-14.2%	17,732	NA	0	NA	4,910	-46.1%	167	-74.6%	529	-90.8%	195,617	215,527	-9.2%	15,453	NA	5,650	NA	216,720	215,527	0.6%

NUMBER OF OPEN DOORS 10

CLARINS FRAGRANCE GROUP

BEAUTY BASE

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL 2016	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
1038	BEAUTY BASE BRACKNELL	93	0	NA	438	NA	212	NA	0	NA	0	NA	0	NA	0	NA	743	0	NA	0	NA	0	NA	743	0	NA
1036	BEAUTY BASE EALING	591	463	27.6%	225	-81.5%	202	NA	0	NA	0	NA	0	NA	0	NA	1,018	2,154	-52.7%	108	-78.8%	0	NA	1,126	2,664	-57.7%
1135	BEAUTY BASE HOUNSLOW	22,217	852	2507.6%	199	-70.9%	175	NA	0	NA	133	-75.5%	0	NA	0	NA	22,724	2,080	992.5%	17,288	4378.8%	0	NA	40,012	2,466	1522.5%
1137	BEAUTY BASE SLOUGH	39	101	-61.4%	99	-74.5%	0	NA	0	NA	36	-56.6%	0	NA	0	NA	174	572	-69.6%	0	NA	0	NA	174	795	-78.1%
1035	BEAUTY BASE STAINES	0	192	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	299	NA	0	NA	0	NA	0	323	NA
1037	BEAUTY BASE STRATFORD	947	3,004	-68.5%	786	-84.6%	175	NA	0	NA	637	-52.4%	86	-58.5%	0	NA	2,631	9,656	-72.8%	422	-30.6%	0	NA	3,053	10,264	-70.3%
1213	BEAUTY BASE THURROCK LAKESIDE	1,358	0	NA	2,389	NA	163	NA	0	NA	607	NA	0	NA	0	NA	4,517	0	NA	0	NA	0	NA	4,517	0	NA
1212	BEAUTY BASE UXBRIDGE	64	0	NA	423	NA	109	NA	0	NA	99	NA	0	NA	0	NA	695	0	NA	0	NA	0	NA	695	0	NA
1041	BEAUTY BASE WESTFIELD	(3,186)	994	-420.5%	604	-53.7%	0	NA	0	NA	142	-12.3%	52	0.0%	0	NA	(2,388)	2,512	-195.1%	19	-97.4%	0	NA	(2,369)	3,240	-173.1%
1210	BEAUTY BASE WHITELEYS	133	464	-71.3%	335	-36.3%	49	NA	0	NA	74	-52.9%	0	NA	0	NA	591	1,147	-48.5%	0	NA	0	NA	591	1,350	-56.2%
	TOTAL	**22,256**	**6,070**	**266.7%**	**5,498**	**-41.1%**	**1,085**	**NA**	**0**	**NA**	**1,728**	**-37.3%**	**138**	**-46.7%**	**0**	**NA**	**30,705**	**18,420**	**66.7%**	**17,837**	**565.1%**	**0**	**NA**	**48,542**	**21,102**	**130.0%**
	LIKE ON LIKE	20,741	5,878	252.9%	2,248	-75.6%	601	NA	0	NA	1,022	-62.9%	138	-46.7%	0	NA	24,750	18,121	36.6%	17,837	571.1%	0	NA	42,587	20,779	105.0%

NUMBER OF OPEN DOORS 10

MONTH - RETAIL

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL 2016	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
1038	BEAUTY BASE BRACKNELL	1,467	0	NA	2,009	NA	541	NA	0	NA	82	NA	0	NA	0	NA	4,099	0	NA	143	NA	104	NA	4,346	0	NA
1036	BEAUTY BASE EALING	2,957	3,998	-26.0%	4,045	-22.6%	1,090	NA	0	NA	165	-60.7%	0	NA	0	NA	8,257	9,939	-16.9%	236	NA	171	NA	8,664	9,939	-12.8%
1135	BEAUTY BASE HOUNSLOW	2,952	3,250	-9.2%	4,042	-4.8%	1,089	NA	0	NA	165	-51.8%	0	NA	0	NA	8,248	8,079	2.1%	377	NA	273	NA	8,898	8,079	10.1%
1137	BEAUTY BASE SLOUGH	1,463	1,429	2.4%	2,002	7.2%	539	NA	0	NA	82	-45.3%	0	NA	0	NA	4,086	3,553	15.0%	108	NA	79	NA	4,273	3,553	20.3%
1035	BEAUTY BASE STAINES	0	1,769	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	4,397	NA	0	NA	0	NA	0	4,397	NA
1037	BEAUTY BASE STRATFORD	4,461	5,995	-25.6%	6,106	-22.1%	1,645	NA	0	NA	249	-60.5%	0	NA	0	NA	12,461	14,903	-16.4%	953	NA	690	NA	14,104	14,903	-5.4%
1213	BEAUTY BASE THURROCK LAKESIDE	2,462	0	NA	3,371	NA	908	NA	0	NA	138	NA	0	NA	0	NA	6,879	0	NA	252	NA	183	NA	7,314	0	NA
1212	BEAUTY BASE UXBRIDGE	1,815	0	NA	2,483	NA	669	NA	0	NA	101	NA	0	NA	0	NA	5,068	0	NA	0	NA	0	NA	5,068	0	NA
1041	BEAUTY BASE WESTFIELD	4,200	5,674	-26.0%	5,749	-22.5%	1,549	NA	0	NA	235	-60.6%	0	NA	0	NA	11,733	14,105	-16.8%	505	NA	366	NA	12,604	14,105	-10.6%
1210	BEAUTY BASE WHITELEYS	1,196	1,430	-16.4%	1,637	-12.4%	441	NA	0	NA	67	-55.3%	0	NA	0	NA	3,341	3,555	-6.0%	25	NA	18	NA	3,384	3,555	-4.8%
	TOTAL	**22,973**	**23,545**	**-2.4%**	**31,444**	**2.2%**	**8,471**	**NA**	**0**	**NA**	**1,284**	**-48.1%**	**0**	**NA**	**0**	**NA**	**64,172**	**58,531**	**9.6%**	**2,599**	**NA**	**1,884**	**NA**	**68,655**	**58,531**	**17.3%**
	LIKE ON LIKE	17,229	######	-20.9%	23,581	-17.1%	6,353	NA	0	NA	963	-57.9%	0	NA	0	NA	48,126	54,134	-11.1%	2,204	NA	1,597	NA	51,927	54,134	-4.1%

NUMBER OF OPEN DOORS 10

CLARINS FRAGRANCE GROUP

BOOTS GROUP

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - TRADE

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1568	BOOTS ABERDEEN	3,551	-32.9%	1,834	-40.9%	0	NA	0	NA	0	NA	0	NA	0	NA	5,385	8,400	-35.9%	0	NA	0	NA	5,385	8,400	-35.9%
1777	BOOTS ABERDEEN GARTHDEE ROAD	888	-64.9%	1,048	-33.3%	0	NA	0	NA	0	NA	0	NA	0	NA	1,936	4,105	-52.8%	0	NA	0	NA	1,936	4,105	-52.8%
1647	BOOTS AYR	2,056	265.2%	786	50.0%	0	NA	0	NA	0	NA	0	NA	0	NA	2,842	1,087	161.5%	0	NA	0	NA	2,842	1,087	161.5%
1812	BOOTS BARNSLEY CHEAPSIDE	296	-89.5%	786	-69.8%	0	NA	0	NA	0	NA	0	NA	0	NA	1,082	5,413	-80.0%	0	NA	0	NA	1,082	5,413	-80.0%
1809	BOOTS BARNSLEY CORTONWOOD RP	0	NA	2,095	-27.3%	0	NA	0	NA	0	NA	0	NA	0	NA	2,095	5,413	-61.3%	0	NA	0	NA	2,095	5,413	-61.3%
1743	BOOTS BATH SOUTHGATE CENTRE	1,184	-61.4%	262	-87.5%	0	NA	0	NA	0	NA	0	NA	0	NA	1,446	5,165	-72.0%	0	NA	0	NA	1,446	5,165	-72.0%
1929	BOOTS BECTON GALLIONS REACH SHOPPING PARK	2,070	NA	1,833	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,903	0	NA	0	NA	0	NA	3,903	0	NA
1896	BOOTS BEDFORD INTERCHANGE	1,184	NA	1,048	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,232	0	NA	0	NA	0	NA	2,232	0	NA
1576	BOOTS BEXLEY HEATH	2,072	-38.2%	1,310	-48.8%	0	NA	0	NA	0	NA	0	NA	0	NA	3,382	5,912	-42.8%	0	NA	0	NA	3,382	5,912	-42.8%
1792	BOOTS BIRMINGHAM BULLRING	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	5,355	NA	0	NA	0	NA	0	5,355	NA
1513	BOOTS BIRMINGHAM HIGH STREET	1,480	-56.0%	2,358	-35.0%	0	NA	0	NA	0	NA	0	NA	0	NA	3,838	6,991	-45.1%	0	NA	0	NA	3,838	6,991	-45.1%
1558	BOOTS BIRMNINGHAM FORT	2,663	-5.4%	1,833	-22.3%	0	NA	0	NA	0	NA	0	NA	0	NA	4,496	5,172	-13.1%	0	NA	0	NA	4,496	5,172	-13.1%
1549	BOOTS BOLTON	1,184	-57.5%	1,048	-54.8%	0	NA	0	NA	0	NA	0	NA	0	NA	2,232	5,107	-56.3%	0	NA	0	NA	2,232	5,107	-56.3%
1694	BOOTS BOLTON HORWICH	1,791	-50.7%	1,834	-35.5%	0	NA	0	NA	0	NA	0	NA	0	NA	3,625	6,475	-44.0%	0	NA	0	NA	3,625	6,475	-44.0%
1624	BOOTS BOURNEMOUTH	3,552	-20.9%	2,620	-22.6%	0	NA	0	NA	0	NA	0	NA	0	NA	6,172	7,874	-21.6%	0	NA	0	NA	6,172	7,874	-21.6%
1533	BOOTS BRADFORD WESTFIELD	1,184	NA	1,048	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,232	0	NA	0	NA	0	NA	2,232	0	NA
1584	BOOTS BRENT CROSS	1,775	-36.9%	2,096	-33.3%	0	NA	0	NA	0	NA	0	NA	0	NA	3,871	5,956	-35.0%	0	NA	0	NA	3,871	5,956	-35.0%
1519	BOOTS BRIGHTON	1,776	-41.9%	786	-69.3%	0	NA	0	NA	0	NA	0	NA	0	NA	2,562	5,619	-54.4%	0	NA	0	NA	2,562	5,619	-54.4%
1522	BOOTS BRISTOL	592	-64.9%	1,310	-16.7%	0	NA	0	NA	0	NA	0	NA	0	NA	1,902	3,261	-41.7%	0	NA	0	NA	1,902	3,261	-41.7%
1597	BOOTS BRISTOL CRIBBS CAUSEWAY	3,847	-8.0%	2,882	-38.1%	0	NA	0	NA	0	NA	0	NA	0	NA	6,729	8,838	-23.9%	0	NA	0	NA	6,729	8,838	-23.9%
1582	BOOTS BROMLEY	2,663	-26.2%	1,572	-43.9%	0	NA	0	NA	0	NA	0	NA	0	NA	4,235	6,410	-33.9%	0	NA	0	NA	4,235	6,410	-33.9%
1773	BOOTS BURTON WAREHOUSE BURTON ON TRENT	460,554	-27.5%	737,128	-3.6%	272,309	NA	0	NA	0	NA	0	NA	0	NA	1,469,991	1,506,803	-2.4%	0	NA	0	NA	1,469,991	1,697,080	-13.4%
1814	BOOTS BURTON-ON-TRENT	1,219	-51.6%	2,652	-7.3%	0	NA	0	NA	0	NA	0	NA	0	NA	3,871	5,381	-28.1%	0	NA	0	NA	3,871	5,381	-28.1%
1837	BOOTS CANNOCK	873	-77.6%	1,834	-64.7%	0	NA	0	NA	0	NA	0	NA	0	NA	2,707	9,088	-70.2%	0	NA	0	NA	2,707	9,088	-70.2%
1633	BOOTS CANTERBURY	2,960	-3.6%	2,620	-15.6%	0	NA	0	NA	0	NA	0	NA	0	NA	5,580	6,174	-9.6%	0	NA	0	NA	5,580	6,174	-9.6%
1509	BOOTS CARDIFF	2,368	-23.5%	2,620	0.0%	0	NA	0	NA	0	NA	0	NA	0	NA	4,988	5,715	-12.7%	0	NA	0	NA	4,988	5,715	-12.7%
1899	BOOTS CARDIFF	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1574	BOOTS CHELMSFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	4,897	NA	0	NA	0	NA	0	4,897	NA
1518	BOOTS CHELTENHAM	1,149	-31.9%	524	-60.0%	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	2,998	-44.2%	0	NA	0	NA	1,673	2,998	-44.2%
1617	BOOTS CHESHUNT	2,664	-36.3%	2,882	10.0%	0	NA	0	NA	0	NA	0	NA	0	NA	5,546	6,804	-18.5%	0	NA	0	NA	5,546	6,804	-18.5%
1552	BOOTS CHESTER	1,775	-8.7%	2,096	-18.8%	0	NA	0	NA	0	NA	0	NA	0	NA	3,871	4,525	-14.5%	0	NA	0	NA	3,871	4,525	-14.5%
1668	BOOTS CHESTER BROUGHTON PARK	3,812	50.6%	5,239	44.4%	0	NA	0	NA	0	NA	0	NA	0	NA	9,051	6,160	46.9%	0	NA	0	NA	9,051	6,160	46.9%
1692	BOOTS CHESTERFIELD	3,813	50.5%	2,326	-1.4%	0	NA	0	NA	0	NA	0	NA	0	NA	6,139	4,891	25.5%	0	NA	0	NA	6,139	4,891	25.5%
1747	BOOTS CHICHESTER	3,552	-15.3%	1,834	-49.4%	0	NA	0	NA	0	NA	0	NA	0	NA	5,386	7,822	-31.1%	0	NA	0	NA	5,386	7,822	-31.1%
1824	BOOTS COVENTRY ARENA PR	592	-47.4%	1,571	-14.3%	0	NA	0	NA	0	NA	0	NA	0	NA	2,163	2,958	-26.9%	0	NA	0	NA	2,163	2,958	-26.9%
1831	BOOTS COVENTRY LOWER PRECINCT	0	NA	2,618	45.9%	0	NA	0	NA	0	NA	0	NA	0	NA	2,618	3,201	-18.2%	0	NA	0	NA	2,618	3,201	-18.2%
1911	BOOTS CRAWLEY	1,774	NA	1,572	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,346	0	NA	0	NA	0	NA	3,346	0	NA
1766	BOOTS CRAYFORD	1,184	-39.9%	262	-87.5%	0	NA	0	NA	0	NA	0	NA	0	NA	1,446	4,066	-64.4%	0	NA	0	NA	1,446	4,066	-64.4%
1551	BOOTS CROYDON	888	-68.2%	1,016	-44.0%	0	NA	0	NA	0	NA	0	NA	0	NA	1,904	4,604	-58.6%	0	NA	0	NA	1,904	4,604	-58.6%
1894	BOOTS DARLINGTON	1,184	NA	1,048	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,232	0	NA	0	NA	0	NA	2,232	0	NA
1581	BOOTS DARTFORD BLUEWATER	4,735	-10.8%	4,192	-4.6%	0	NA	0	NA	0	NA	0	NA	0	NA	8,927	9,700	-8.0%	0	NA	0	NA	8,927	9,700	-8.0%
1808	BOOTS DENTON	2,958	-54.1%	2,096	-67.7%	0	NA	0	NA	0	NA	0	NA	0	NA	5,054	12,933	-60.9%	0	NA	0	NA	5,054	12,933	-60.9%
1524	BOOTS DERBY	4,144	-7.4%	4,454	14.5%	0	NA	0	NA	0	NA	0	NA	0	NA	8,598	8,366	2.8%	0	NA	0	NA	8,598	8,366	2.8%
1594	BOOTS DONCASTER	1,480	NA	1,572	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,052	0	NA	0	NA	0	NA	3,052	0	NA
1904	BOOTS DONCASTER WHEATLEY CENTRE	888	NA	2,095	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,983	0	NA	0	NA	0	NA	2,983	0	NA
1538	BOOTS DOUGLAS	3,521	317.2%	810	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,331	844	413.2%	0	NA	0	NA	4,331	844	413.2%
1516	BOOTS DUDLEY MERRYHILL	1,480	-59.3%	786	-50.0%	0	NA	0	NA	0	NA	0	NA	0	NA	2,266	5,205	-56.5%	0	NA	0	NA	2,266	5,205	-56.5%
1623	BOOTS EASTBOURNE ARNDALE CTR	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
1654	BOOTS EDINBURGH	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1759	BOOTS EDINBURGH GYLE PARK	888	-68.3%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	888	5,399	-83.6%	0	NA	0	NA	888	5,399	-83.6%
1681	BOOTS EDINBURGH NEWCRAIGHALL	0	NA	524	-74.5%	0	NA	0	NA	0	NA	0	NA	0	NA	524	5,139	-89.8%	0	NA	0	NA	524	5,139	-89.8%
1829	BOOTS ELGIN	0	NA	786	-62.1%	0	NA	0	NA	0	NA	0	NA	0	NA	786	5,720	-86.3%	0	NA	0	NA	786	5,720	-86.3%
1699	BOOTS ELLESMERE PORT	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1613	BOOTS EXETER	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
1813	BOOTS FALKIRK	1,184	-73.7%	524	-86.7%	0	NA	0	NA	0	NA	0	NA	0	NA	1,708	8,430	-79.7%	0	NA	0	NA	1,708	8,430	-79.7%
1791	BOOTS FAREHAM	2,629	-37.3%	2,358	-10.0%	0	NA	0	NA	0	NA	0	NA	0	NA	4,987	6,815	-26.8%	0	NA	0	NA	4,987	6,815	-26.8%
1803	BOOTS FAREHAM WHITELEY VILL SC	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
1924	BOOTS GATESHEAD	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
1523	BOOTS GATESHEAD METROCENTRE	2,664	-40.7%	3,668	55.6%	0	NA	0	NA	0	NA	0	NA	0	NA	6,332	6,847	-7.5%	0	NA	0	NA	6,332	6,847	-7.5%
1599	BOOTS GLASGOW BRAEHEAD	3,848	-27.7%	2,358	-29.9%	0	NA	0	NA	0	NA	0	NA	0	NA	6,206	8,685	-28.5%	0	NA	0	NA	6,206	8,685	-28.5%
1756	BOOTS GLASGOW BUCHANAN GALLERY	1,774	NA	1,572	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,346	0	NA	0	NA	0	NA	3,346	0	NA

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NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1661	BOOTS GLASGOW FORT	5,310	27.7%	2,882	-5.3%	0	NA	0	NA	0	NA	0	NA	0	NA	8,192	7,202	13.7%	0	NA	0	NA	8,192	7,202	13.7%
1569	BOOTS GLASGOW SAUCHIEHALL	1,776	-36.9%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,776	4,385	-59.5%	0	NA	0	NA	1,776	4,385	-59.5%
1702	BOOTS GLASGOW SILVERBURN SC	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
1514	BOOTS GLASGOW ST ENOCHS	3,847	5.9%	1,572	2.6%	0	NA	0	NA	0	NA	0	NA	0	NA	5,419	5,165	4.9%	0	NA	0	NA	5,419	5,165	4.9%
1821	BOOTS HALIFAX	2,042	141.9%	5,500	206.6%	0	NA	0	NA	0	NA	0	NA	0	NA	7,542	2,638	185.9%	0	NA	0	NA	7,542	2,638	185.9%
1826	BOOTS HAMILTON	2,958	32.8%	1,571	-24.3%	0	NA	0	NA	0	NA	0	NA	0	NA	4,529	4,303	5.3%	0	NA	0	NA	4,529	4,303	5.3%
1732	BOOTS HARROGATE	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1909	BOOTS HARTLEPOOL	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
1682	BOOTS HUDDERSFIELD	3,551	-15.4%	2,096	-32.5%	0	NA	0	NA	0	NA	0	NA	0	NA	5,647	7,300	-22.6%	0	NA	0	NA	5,647	7,300	-22.6%
1667	BOOTS HULL	2,945	30.9%	4,716	0.9%	0	NA	0	NA	0	NA	0	NA	0	NA	7,661	6,925	10.6%	0	NA	0	NA	7,661	6,925	10.6%
1913	BOOTS HULL	2,070	NA	1,833	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,903	0	NA	0	NA	0	NA	3,903	0	NA
1764	BOOTS ILFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1666	BOOTS IPSWICH	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
1557	BOOTS JERSEY	1,184	-57.5%	1,326	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,510	2,789	-10.0%	0	NA	0	NA	2,510	2,789	-10.0%
1636	BOOTS KETTERING	1,776	-41.5%	1,310	-43.0%	0	NA	0	NA	0	NA	0	NA	0	NA	3,086	5,332	-42.1%	0	NA	0	NA	3,086	5,332	-42.1%
1534	BOOTS KINGSTON UPON THAMES	2,070	-38.2%	1,048	-63.1%	0	NA	0	NA	0	NA	0	NA	0	NA	3,118	6,192	-49.6%	0	NA	0	NA	3,118	6,192	-49.6%
1838	BOOTS KIRCKALDY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	9,744	NA	0	NA	0	NA	0	9,744	NA
1793	BOOTS LANCASTER	2,175	-48.2%	2,358	-18.2%	0	NA	0	NA	0	NA	0	NA	0	NA	4,533	7,078	-36.0%	0	NA	0	NA	4,533	7,078	-36.0%
1536	BOOTS LEEDS	5,016	-18.3%	4,978	-3.5%	0	NA	0	NA	0	NA	0	NA	0	NA	9,994	11,300	-11.6%	0	NA	0	NA	9,994	11,300	-11.6%
1601	BOOTS LEEDS BIRSTALL	888	-64.8%	2,358	-24.0%	0	NA	0	NA	0	NA	0	NA	0	NA	3,246	5,623	-42.3%	0	NA	0	NA	3,246	5,623	-42.3%
1788	BOOTS LEEDS WHITE ROSE	2,649	4.6%	4,715	39.3%	0	NA	0	NA	0	NA	0	NA	0	NA	7,364	5,917	24.5%	0	NA	0	NA	7,364	5,917	24.5%
1632	BOOTS LEICESTER	1,480	-41.5%	2,358	0.0%	0	NA	0	NA	0	NA	0	NA	0	NA	3,838	4,890	-21.5%	0	NA	0	NA	3,838	4,890	-21.5%
1562	BOOTS LEICESTER FOSSE PARK	4,129	5.5%	4,454	54.5%	0	NA	0	NA	0	NA	0	NA	0	NA	8,583	6,796	26.3%	0	NA	0	NA	8,583	6,796	26.3%
1657	BOOTS LINCOLN	3,523	-3.0%	3,144	9.1%	0	NA	0	NA	0	NA	0	NA	0	NA	6,667	6,514	2.3%	0	NA	0	NA	6,667	6,514	2.3%
1583	BOOTS LIVERPOOL	2,043	-26.7%	3,143	10.6%	0	NA	0	NA	0	NA	0	NA	0	NA	5,186	5,631	-7.9%	0	NA	0	NA	5,186	5,631	-7.9%
1708	BOOTS LIVERPOOL AINTREE PARK	1,480	NA	1,310	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,790	0	NA	0	NA	0	NA	2,790	0	NA
1763	BOOTS LIVERPOOL CHURCH ST	296	-82.3%	1,833	2.2%	0	NA	0	NA	0	NA	0	NA	0	NA	2,129	3,468	-38.6%	0	NA	0	NA	2,129	3,468	-38.6%
1629	BOOTS LIVERPOOL SPEKE	2,959	-3.6%	2,358	-29.5%	0	NA	0	NA	0	NA	0	NA	0	NA	5,317	6,417	-17.1%	0	NA	0	NA	5,317	6,417	-17.1%
1716	BOOTS LIVINGSTON	(281)	-116.6%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(281)	2,999	-109.4%	0	NA	0	NA	(281)	2,999	-109.4%
1724	BOOTS LLANTRISANT	1,184	NA	1,310	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,494	0	NA	0	NA	0	NA	2,494	0	NA
1618	BOOTS LONDON LIVERPOOL ST	1,480	-34.3%	1,572	0.0%	0	NA	0	NA	0	NA	0	NA	0	NA	3,052	3,824	-20.2%	0	NA	0	NA	3,052	3,824	-20.2%
1653	BOOTS LONDON KENSINGTON	592	-64.4%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	592	3,498	-83.1%	0	NA	0	NA	592	3,498	-83.1%
1663	BOOTS LONDON SEDLEY PLACE	1,184	-29.9%	1,834	3.4%	0	NA	0	NA	0	NA	0	NA	0	NA	3,018	3,463	-12.9%	0	NA	0	NA	3,018	3,463	-12.9%
1807	BOOTS LONDON STRATFORD	1,184	-28.8%	1,048	-54.8%	0	NA	0	NA	0	NA	0	NA	0	NA	2,232	3,982	-43.9%	0	NA	0	NA	2,232	3,982	-43.9%
1926	BOOTS LOUGHBOROUGH	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
1758	BOOTS MAIDSTONE	1,774	NA	1,572	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,346	0	NA	0	NA	0	NA	3,346	0	NA
1511	BOOTS MANCHESTER	4,100	-14.3%	3,929	-25.0%	0	NA	0	NA	0	NA	0	NA	0	NA	8,029	10,022	-19.9%	0	NA	0	NA	8,029	10,022	-19.9%
1572	BOOTS MANCHESTER TRAFFORD PARK	5,311	5.6%	5,764	71.3%	0	NA	0	NA	0	NA	0	NA	0	NA	11,075	8,393	32.0%	0	NA	0	NA	11,075	8,393	32.0%
1839	BOOTS MANSFIELD	592	-82.4%	1,571	-56.7%	0	NA	0	NA	0	NA	0	NA	0	NA	2,163	6,991	-69.1%	0	NA	0	NA	2,163	6,991	-69.1%
1902	BOOTS MERTHYR TYDFIL	1,184	NA	1,048	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,232	0	NA	0	NA	0	NA	2,232	0	NA
1639	BOOTS MIDDLESBOROUGH	3,551	-1.9%	3,929	8.9%	0	NA	0	NA	0	NA	0	NA	0	NA	7,480	7,229	3.5%	0	NA	0	NA	7,480	7,229	3.5%
1874	BOOTS MIDDLESBROUGH CLEVELAND RP	281	-93.8%	524	-91.7%	0	NA	0	NA	0	NA	0	NA	0	NA	805	10,784	-92.5%	0	NA	0	NA	805	10,784	-92.5%
1542	BOOTS MILTON KEYNES	3,256	-16.3%	2,096	-31.6%	0	NA	0	NA	0	NA	0	NA	0	NA	5,352	6,954	-23.0%	0	NA	0	NA	5,352	6,954	-23.0%
1928	BOOTS NEATH	2,070	NA	1,833	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,903	0	NA	0	NA	0	NA	3,903	0	NA
1517	BOOTS NEWCASTLE	5,888	0.3%	3,143	0.6%	0	NA	0	NA	0	NA	0	NA	0	NA	9,031	8,993	0.4%	0	NA	0	NA	9,031	8,993	0.4%
1827	BOOTS NEWCASTLE UPON TYNE	888	-47.4%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	888	2,998	-70.4%	0	NA	0	NA	888	2,998	-70.4%
1804	BOOTS NEWPORT	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1919	BOOTS NEWPORT	2,070	NA	1,833	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,903	0	NA	0	NA	0	NA	3,903	0	NA
1779	BOOTS NORTH SHIELDS	5,325	-9.8%	3,668	43.3%	0	NA	0	NA	0	NA	0	NA	0	NA	8,993	8,466	6.2%	0	NA	0	NA	8,993	8,466	6.2%
1891	BOOTS NORTHAMPTON	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1933	BOOTS NORTHAMPTON	2,070	NA	1,833	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,903	0	NA	0	NA	0	NA	3,903	0	NA
1799	BOOTS NORWICH	1,184	-64.7%	2,096	0.0%	0	NA	0	NA	0	NA	0	NA	0	NA	3,280	5,447	-39.8%	0	NA	0	NA	3,280	5,447	-39.8%
1704	BOOTS NOTTINGHAM	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1526	BOOTS NOTTINGHAM	4,114	-43.3%	2,358	-8.6%	0	NA	0	NA	0	NA	0	NA	0	NA	6,472	9,833	-34.2%	0	NA	0	NA	6,472	9,833	-34.2%
1819	BOOTS OLDHAM	1,776	-51.3%	1,834	-53.3%	0	NA	0	NA	0	NA	0	NA	0	NA	3,610	7,573	-52.3%	0	NA	0	NA	3,610	7,573	-52.3%
1932	BOOTS OLDHAM	1,774	NA	1,572	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,346	0	NA	0	NA	0	NA	3,346	0	NA
1573	BOOTS OXFORD	592	-73.7%	524	-75.0%	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	4,346	-74.3%	0	NA	0	NA	1,116	4,346	-74.3%
1547	BOOTS PETERBOROUGH	2,664	-20.5%	2,358	-17.6%	0	NA	0	NA	0	NA	0	NA	0	NA	5,022	6,212	-19.2%	0	NA	0	NA	5,022	6,212	-19.2%
1678	BOOTS PETERBOROUGH HAMPTON	1,776	-36.6%	2,095	-26.8%	0	NA	0	NA	0	NA	0	NA	0	NA	3,871	5,663	-31.6%	0	NA	0	NA	3,871	5,663	-31.6%
1638	BOOTS PLYMOUTH	2,664	-20.5%	1,572	-24.3%	0	NA	0	NA	0	NA	0	NA	0	NA	4,236	5,426	-21.9%	0	NA	0	NA	4,236	5,426	-21.9%
1628	BOOTS PORTSMOUTH	592	-64.4%	524	-79.5%	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	4,223	-73.6%	0	NA	0	NA	1,116	4,223	-73.6%

CLARINS FRAGRANCE GROUP

BOOTS GROUP

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1912	BOOTS PRESCOT	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
1897	BOOTS PRESTATYN	1,184	NA	1,048	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,232	0	NA	0	NA	0	NA	2,232	0	NA
1677	BOOTS PRESTON	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1553	BOOTS PRESTON	888	-64.6%	1,310	-43.5%	0	NA	0	NA	0	NA	0	NA	0	NA	2,198	4,826	-54.5%	0	NA	0	NA	2,198	4,826	-54.5%
1578	BOOTS READING	1,480	-33.5%	1,572	-44.7%	0	NA	0	NA	0	NA	0	NA	0	NA	3,052	5,068	-39.8%	0	NA	0	NA	3,052	5,068	-39.8%
1556	BOOTS ROCHDALE	888	-54.9%	786	-62.5%	0	NA	0	NA	0	NA	0	NA	0	NA	1,674	4,065	-58.8%	0	NA	0	NA	1,674	4,065	-58.8%
1634	BOOTS ROMFORD	1,776	-60.3%	786	-82.2%	0	NA	0	NA	0	NA	0	NA	0	NA	2,562	8,891	-71.2%	0	NA	0	NA	2,562	8,891	-71.2%
1701	BOOTS ROTHERHAM	2,663	-13.9%	3,929	-15.6%	0	NA	0	NA	0	NA	0	NA	0	NA	6,592	7,750	-14.9%	0	NA	0	NA	6,592	7,750	-14.9%
1671	BOOTS SHEFFIELD	1,479	-41.6%	1,048	-60.0%	0	NA	0	NA	0	NA	0	NA	0	NA	2,527	5,152	-51.0%	0	NA	0	NA	2,527	5,152	-51.0%
1527	BOOTS SHEFFIELD MEADOWHALL	5,310	-0.2%	6,024	5.3%	0	NA	0	NA	0	NA	0	NA	0	NA	11,334	11,042	2.6%	0	NA	0	NA	11,334	11,042	2.6%
1823	BOOTS SOLIHULL	3,239	-27.2%	2,095	-10.4%	0	NA	0	NA	0	NA	0	NA	0	NA	5,334	6,790	-21.4%	0	NA	0	NA	5,334	6,790	-21.4%
1789	BOOTS SOUTHAMPTON	887	-64.8%	2,096	-19.4%	0	NA	0	NA	0	NA	0	NA	0	NA	2,983	5,120	-41.7%	0	NA	0	NA	2,983	5,120	-41.7%
1843	BOOTS SOUTHPORT	3,254	15.6%	2,095	-11.2%	0	NA	0	NA	0	NA	0	NA	0	NA	5,349	5,173	3.4%	0	NA	0	NA	5,349	5,173	3.4%
1659	BOOTS ST ALBANS	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1796	BOOTS ST ALBANS	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1689	BOOTS STAINES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1918	BOOTS STEVENAGE	2,070	NA	1,833	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,903	0	NA	0	NA	0	NA	3,903	0	NA
1898	BOOTS STOCKTON ON TEES	1,184	NA	1,048	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,232	0	NA	0	NA	0	NA	2,232	0	NA
1783	BOOTS STOKE-ON-TRENT FESTIVAL PARK	2,072	-26.4%	3,667	-20.9%	0	NA	0	NA	0	NA	0	NA	0	NA	5,739	7,449	-23.0%	0	NA	0	NA	5,739	7,449	-23.0%
1669	BOOTS STOKE-ON-TRENT HANLEY	2,072	-46.7%	1,048	-65.8%	0	NA	0	NA	0	NA	0	NA	0	NA	3,120	6,951	-55.1%	0	NA	0	NA	3,120	6,951	-55.1%
1841	BOOTS SUNDERLAND	1,776	27.4%	1,048	33.3%	0	NA	0	NA	0	NA	0	NA	0	NA	2,824	2,180	29.5%	0	NA	0	NA	2,824	2,180	29.5%
1828	BOOTS SUTTON COLDFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	9,430	NA	0	NA	0	NA	0	9,430	NA
1529	BOOTS SWANSEA	2,663	-13.3%	1,048	-66.2%	0	NA	0	NA	0	NA	0	NA	0	NA	3,711	6,174	-39.9%	0	NA	0	NA	3,711	6,174	-39.9%
1917	BOOTS SWANSEA	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
1596	BOOTS SWINDON	592	-73.7%	786	-66.4%	0	NA	0	NA	0	NA	0	NA	0	NA	1,378	4,589	-70.0%	0	NA	0	NA	1,378	4,589	-70.0%
1672	BOOTS TAMWORTH	3,255	-2.9%	3,668	9.0%	0	NA	0	NA	0	NA	0	NA	0	NA	6,923	6,716	3.1%	0	NA	0	NA	6,923	6,716	3.1%
1914	BOOTS TELFORD	2,070	NA	1,833	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,903	0	NA	0	NA	0	NA	3,903	0	NA
1554	BOOTS THURROCK	2,368	-34.8%	4,192	15.5%	0	NA	0	NA	0	NA	0	NA	0	NA	6,560	7,261	-9.7%	0	NA	0	NA	6,560	7,261	-9.7%
1561	BOOTS TUNBRIDGE WELLS	2,072	-38.4%	524	-71.4%	0	NA	0	NA	0	NA	0	NA	0	NA	2,596	5,198	-50.1%	0	NA	0	NA	2,596	5,198	-50.1%
1591	BOOTS UXBRIDGE	1,774	NA	1,572	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,346	0	NA	0	NA	0	NA	3,346	0	NA
1811	BOOTS WALSALL	563	-92.3%	524	-92.6%	0	NA	0	NA	0	NA	0	NA	0	NA	1,087	14,352	-92.4%	0	NA	0	NA	1,087	14,352	-92.4%
1611	BOOTS WAREHOUSE HEYWOOD	1,260,296	-17.0%	2,154,515	-12.1%	409,773	NA	0	NA	32,340	2.7%	0	NA	0	NA	3,856,924	4,046,318	-4.7%	381,132	94.5%	47,108	NA	4,285,164	4,242,264	1.0%
1822	BOOTS WARRINGTON	1,175	-40.0%	1,080	-40.5%	0	NA	0	NA	0	NA	0	NA	0	NA	2,255	3,772	-40.2%	0	NA	0	NA	2,255	3,772	-40.2%
1548	BOOTS WATFORD	592	-69.6%	524	-65.8%	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	3,477	-67.9%	0	NA	0	NA	1,116	3,477	-67.9%
1927	BOOTS WEDNESBURY	2,366	NA	2,095	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,461	0	NA	0	NA	0	NA	4,461	0	NA
1718	BOOTS WESTFIELD WHITE CITY	0	NA	1,047	-59.4%	0	NA	0	NA	0	NA	0	NA	0	NA	1,047	5,370	-80.5%	0	NA	0	NA	1,047	5,370	-80.5%
1612	BOOTS WOLVERHAMPTON	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1642	BOOTS WORCESTER	2,664	5.7%	2,096	-18.8%	0	NA	0	NA	0	NA	0	NA	0	NA	4,760	5,100	-6.7%	0	NA	0	NA	4,760	5,100	-6.7%
1626	BOOTS WORTHING	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
1842	BOOTS WREXHAM	1,183	-14.4%	3,404	19.8%	0	NA	0	NA	0	NA	0	NA	0	NA	4,587	4,223	8.6%	0	NA	0	NA	4,587	4,223	8.6%
1762	BOOTS YEOVIL	7,100	111.1%	6,808	138.0%	0	NA	0	NA	0	NA	0	NA	0	NA	13,908	6,225	123.4%	0	NA	0	NA	13,908	6,225	123.4%
1619	BOOTS YORK MONKS CROSS	2,959	-34.3%	3,406	-7.1%	0	NA	0	NA	0	NA	0	NA	0	NA	6,365	8,168	-22.1%	0	NA	0	NA	6,365	8,168	-22.1%
1706	BOOTS YORK CONEY STREET	2,960	-18.8%	4,172	23.2%	0	NA	0	NA	0	NA	0	NA	0	NA	7,132	7,032	1.4%	0	NA	0	NA	7,132	7,032	1.4%
1621	BOOTS.COM NOTTINGHAM	133,390	295.1%	157,950	NA	0	NA	0	NA	0	NA	0	NA	0	NA	291,340	33,765	762.8%	0	NA	0	NA	291,340	33,765	762.8%
1651	BOOTS WAREHOUSE DELIVERIES HEAD OFFICE ACCCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1541	BOOTS GROUP HEAD OFFICE ACCCOUNT	(79,418)	-47.1%	(57,344)	-42.6%	0	NA	0	NA	0	NA	0	NA	0	NA	(136,762)	(100,206)	-36.5%	0	NA	0	NA	(136,762)	(100,206)	-36.5%
	TOTAL GB STORE	2,073,891	-17.3%	3,277,548	-6.5%	682,082	NA	0	NA	32,340	2.7%	0	NA	0	NA	6,065,861	6,193,072	-2.1%	381,132	-1.3%	47,108	NA	6,494,101	6,579,295	-1.3%
1854	BOOTS BELFAST BOUCHER ROAD	592	-47.4%	524	-60.0%	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	2,436	-54.2%	0	NA	0	NA	1,116	2,436	-54.2%
1856	BOOTS BELFAST DONEGALL PLACE	3,847	36.8%	1,834	16.7%	0	NA	0	NA	0	NA	0	NA	0	NA	5,681	4,385	29.6%	0	NA	0	NA	5,681	4,385	29.6%
1934	BOOTS LONDONDERRY FOYLESIDE	1,774	NA	1,572	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,346	0	NA	0	NA	0	NA	3,346	0	NA
	TOTAL NI STORE	6,213	57.7%	3,930	36.4%	0	NA	0	NA	0	NA	0	NA	0	NA	10,143	6,821	48.7%	0	NA	0	NA	10,143	6,821	48.7%
	TOTAL	**2,080,104**	**-17.2%**	**3,281,478**	**-6.5%**	**682,082**	**NA**	**0**	**NA**	**32,340**	**2.7%**	**0**	**NA**	**0**	**NA**	**6,076,004**	**6,199,893**	**-2.0%**	**381,132**	**-1.3%**	**47,108**	**NA**	**6,504,244**	**6,586,116**	**-1.2%**
	LIKE ON LIKE	2,024,791	-19.4%	3,230,659	-7.9%	682,082	NA	0	NA	32,340	2.7%	0	NA	0	NA	5,969,872	6,199,893	-3.7%	381,132	-1.3%	47,108	NA	6,398,112	6,586,116	-2.9%

NUMBER OF OPEN DOORS **474**

CLARINS FRAGRANCE GROUP

BOOTS GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - TRADE

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1568	BOOTS ABERDEEN	296	5.3%	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	558	281	98.6%	0	NA	0	NA	558	281	98.6%
1777	BOOTS ABERDEEN GARTHDEE ROAD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1647	BOOTS AYR	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1812	BOOTS BARNSLEY CHEAPSIDE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	563	NA	0	NA	0	NA	0	563	NA
1809	BOOTS BARNSLEY CORTONWOOD RP	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	524	0	NA	0	NA	0	NA	524	0	NA
1743	BOOTS BATH SOUTHGATE CENTRE	592	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	854	0	NA	0	NA	0	NA	854	0	NA
1929	BOOTS BECTON GALLIONS REACH SHOPPING PARK	1,183	NA	1,047	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,230	0	NA	0	NA	0	NA	2,230	0	NA
1896	BOOTS BEDFORD INTERCHANGE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1576	BOOTS BEXLEY HEATH	592	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	592	0	NA	0	NA	0	NA	592	0	NA
1792	BOOTS BIRMINGHAM BULLRING	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,087	NA	0	NA	0	NA	0	1,087	NA
1513	BOOTS BIRMINGHAM HIGH STREET	296	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	820	0	NA	0	NA	0	NA	820	0	NA
1558	BOOTS BIRMNINGHAM FORT	296	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	558	0	NA
1549	BOOTS BOLTON	296	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	558	0	NA
1694	BOOTS BOLTON HORWICH	296	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	558	0	NA
1624	BOOTS BOURNEMOUTH	296	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	558	0	NA
1533	BOOTS BRADFORD WESTFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1584	BOOTS BRENT CROSS	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	524	0	NA	0	NA	0	NA	524	0	NA
1519	BOOTS BRIGHTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1522	BOOTS BRISTOL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1597	BOOTS BRISTOL CRIBBS CAUSEWAY	592	-29.9%	262	-50.0%	0	NA	0	NA	0	NA	0	NA	0	NA	854	1,368	-37.6%	0	NA	0	NA	854	1,368	-37.6%
1582	BOOTS BROMLEY	887	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,411	0	NA	0	NA	0	NA	1,411	0	NA
1773	BOOTS BURTON WAREHOUSE BURTON ON TRENT	147,051	55.1%	322,084	74.6%	104,303	NA	0	NA	0	NA	0	NA	0	NA	573,438	279,225	105.4%	0	NA	0	NA	573,438	279,225	105.4%
1814	BOOTS BURTON-ON-TRENT	296	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	558	0	NA
1837	BOOTS CANNOCK	296	-47.4%	524	-33.3%	0	NA	0	NA	0	NA	0	NA	0	NA	820	1,349	-39.2%	0	NA	0	NA	820	1,349	-39.2%
1633	BOOTS CANTERBURY	296	5.3%	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	558	281	98.6%	0	NA	0	NA	558	281	98.6%
1509	BOOTS CARDIFF	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1899	BOOTS CARDIFF	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1574	BOOTS CHELMSFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1518	BOOTS CHELTENHAM	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1617	BOOTS CHESHUNT	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1552	BOOTS CHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1668	BOOTS CHESTER BROUGHTON PARK	592	NA	524	100.0%	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	262	326.0%	0	NA	0	NA	1,116	262	326.0%
1692	BOOTS CHESTERFIELD	296	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	296	0	NA	0	NA	0	NA	296	0	NA
1747	BOOTS CHICHESTER	296	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	558	0	NA
1824	BOOTS COVENTRY ARENA PR	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1831	BOOTS COVENTRY LOWER PRECINCT	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	524	0	NA	0	NA	0	NA	524	0	NA
1911	BOOTS CRAWLEY	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
1766	BOOTS CRAYFORD	0	NA	262	-50.0%	0	NA	0	NA	0	NA	0	NA	0	NA	262	1,087	-75.9%	0	NA	0	NA	262	1,087	-75.9%
1551	BOOTS CROYDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1894	BOOTS DARLINGTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1581	BOOTS DARTFORD BLUEWATER	592	-29.9%	524	100.0%	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	1,106	0.9%	0	NA	0	NA	1,116	1,106	0.9%
1808	BOOTS DENTON	592	-47.4%	524	-50.0%	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	2,172	-48.6%	0	NA	0	NA	1,116	2,172	-48.6%
1524	BOOTS DERBY	296	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,082	0	NA	0	NA	0	NA	1,082	0	NA
1594	BOOTS DONCASTER	592	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,378	0	NA	0	NA	0	NA	1,378	0	NA
1904	BOOTS DONCASTER WHEATLEY CENTRE	296	NA	1,047	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,343	0	NA	0	NA	0	NA	1,343	0	NA
1538	BOOTS DOUGLAS	887	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	887	0	NA	0	NA	0	NA	887	0	NA
1516	BOOTS DUDLEY MERRYHILL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1623	BOOTS EASTBOURNE ARNDALE CTR	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1654	BOOTS EDINBURGH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1759	BOOTS EDINBURGH GYLE PARK	592	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	592	0	NA	0	NA	0	NA	592	0	NA
1681	BOOTS EDINBURGH NEWCRAIGHALL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1829	BOOTS ELGIN	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	262	0	NA	0	NA	0	NA	262	0	NA
1699	BOOTS ELLESMERE PORT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1613	BOOTS EXETER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1813	BOOTS FALKIRK	296	-73.7%	524	-50.0%	0	NA	0	NA	0	NA	0	NA	0	NA	820	2,172	-62.2%	0	NA	0	NA	820	2,172	-62.2%
1791	BOOTS FAREHAM	592	5.2%	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,378	563	144.8%	0	NA	0	NA	1,378	563	144.8%
1803	BOOTS FAREHAM WHITELEY VILL SC	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1924	BOOTS GATESHEAD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1523	BOOTS GATESHEAD METROCENTRE	592	5.2%	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	563	98.2%	0	NA	0	NA	1,116	563	98.2%
1599	BOOTS GLASGOW BRAEHEAD	296	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	558	0	NA
1756	BOOTS GLASGOW BUCHANAN GALLERY	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA

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NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1661	BOOTS GLASGOW FORT	1,183	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,707	0	NA	0	NA	0	NA	1,707	0	NA
1569	BOOTS GLASGOW SAUCHIEHALL	296	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	296	0	NA	0	NA	0	NA	296	0	NA
1702	BOOTS GLASGOW SILVERBURN SC	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1514	BOOTS GLASGOW ST ENOCHS	887	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	887	0	NA	0	NA	0	NA	887	0	NA
1821	BOOTS HALIFAX	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	262	0	NA	0	NA	0	NA	262	0	NA
1826	BOOTS HAMILTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1732	BOOTS HARROGATE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1909	BOOTS HARTLEPOOL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1682	BOOTS HUDDERSFIELD	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1667	BOOTS HULL	592	NA	786	200.0%	0	NA	0	NA	0	NA	0	NA	0	NA	1,378	262	426.0%	0	NA	0	NA	1,378	262	426.0%
1913	BOOTS HULL	1,183	NA	1,047	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,230	0	NA	0	NA	0	NA	2,230	0	NA
1764	BOOTS ILFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1666	BOOTS IPSWICH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1557	BOOTS JERSEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1636	BOOTS KETTERING	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1534	BOOTS KINGSTON UPON THAMES	1,183	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,707	0	NA	0	NA	0	NA	1,707	0	NA
1838	BOOTS KIRCKALDY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1793	BOOTS LANCASTER	296	NA	262	0.0%	0	NA	0	NA	0	NA	0	NA	0	NA	558	262	113.0%	0	NA	0	NA	558	262	113.0%
1536	BOOTS LEEDS	887	215.7%	786	50.0%	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	805	107.8%	0	NA	0	NA	1,673	805	107.8%
1601	BOOTS LEEDS BIRSTALL	296	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	558	0	NA
1788	BOOTS LEEDS WHITE ROSE	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1632	BOOTS LEICESTER	296	5.3%	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	558	281	98.6%	0	NA	0	NA	558	281	98.6%
1562	BOOTS LEICESTER FOSSE PARK	296	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	820	0	NA	0	NA	0	NA	820	0	NA
1657	BOOTS LINCOLN	296	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,082	0	NA	0	NA	0	NA	1,082	0	NA
1583	BOOTS LIVERPOOL	0	NA	262	0.0%	0	NA	0	NA	0	NA	0	NA	0	NA	262	262	0.0%	0	NA	0	NA	262	262	0.0%
1708	BOOTS LIVERPOOL AINTREE PARK	296	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	558	0	NA
1763	BOOTS LIVERPOOL CHURCH ST	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	524	0	NA	0	NA	0	NA	524	0	NA
1629	BOOTS LIVERPOOL SPEKE	296	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	820	0	NA	0	NA	0	NA	820	0	NA
1716	BOOTS LIVINGSTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1724	BOOTS LLANTRISANT	592	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	854	0	NA	0	NA	0	NA	854	0	NA
1618	BOOTS LONDON LIVERPOOL ST	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	262	0	NA	0	NA	0	NA	262	0	NA
1653	BOOTS LONDON KENSINGTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1663	BOOTS LONDON SEDLEY PLACE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1807	BOOTS LONDON STRATFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1926	BOOTS LOUGHBOROUGH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1758	BOOTS MAIDSTONE	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
1511	BOOTS MANCHESTER	887	5.1%	524	-33.3%	0	NA	0	NA	0	NA	0	NA	0	NA	1,411	1,630	-13.4%	0	NA	0	NA	1,411	1,630	-13.4%
1572	BOOTS MANCHESTER TRAFFORD PARK	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
1839	BOOTS MANSFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1902	BOOTS MERTHYR TYDFIL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1639	BOOTS MIDDLESBOROUGH	296	5.3%	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	820	281	191.8%	0	NA	0	NA	820	281	191.8%
1874	BOOTS MIDDLESBROUGH CLEVELAND RP	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	2,696	NA	0	NA	0	NA	0	2,696	NA
1542	BOOTS MILTON KEYNES	592	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	592	0	NA	0	NA	0	NA	592	0	NA
1928	BOOTS NEATH	1,183	NA	1,047	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,230	0	NA	0	NA	0	NA	2,230	0	NA
1517	BOOTS NEWCASTLE	592	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	854	0	NA	0	NA	0	NA	854	0	NA
1827	BOOTS NEWCASTLE UPON TYNE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	543	NA	0	NA	0	NA	0	543	NA
1804	BOOTS NEWPORT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1919	BOOTS NEWPORT	1,183	NA	1,047	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,230	0	NA	0	NA	0	NA	2,230	0	NA
1779	BOOTS NORTH SHIELDS	887	215.7%	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	281	495.4%	0	NA	0	NA	1,673	281	495.4%
1891	BOOTS NORTHAMPTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1933	BOOTS NORTHAMPTON	1,183	NA	1,047	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,230	0	NA	0	NA	0	NA	2,230	0	NA
1799	BOOTS NORWICH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1704	BOOTS NOTTINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1526	BOOTS NOTTINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,087	NA	0	NA	0	NA	0	1,087	NA
1819	BOOTS OLDHAM	296	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	296	0	NA	0	NA	0	NA	296	0	NA
1932	BOOTS OLDHAM	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
1573	BOOTS OXFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1547	BOOTS PETERBOROUGH	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1678	BOOTS PETERBOROUGH HAMPTON	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1638	BOOTS PLYMOUTH	592	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	592	0	NA	0	NA	0	NA	592	0	NA
1628	BOOTS PORTSMOUTH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA

CLARINS FRAGRANCE GROUP

BOOTS GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
1912	BOOTS PRESCOT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1897	BOOTS PRESTATYN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1677	BOOTS PRESTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1553	BOOTS PRESTON	296	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	820	0	NA	0	NA	0	NA	820	0	NA
1578	BOOTS READING	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	262	0	NA	0	NA	0	NA	262	0	NA
1556	BOOTS ROCHDALE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1634	BOOTS ROMFORD	296	-47.4%	262	-66.7%	0	NA	0	NA	0	NA	0	NA	0	NA	558	1,349	-58.6%	0	NA	0	NA	558	1,349	-58.6%
1701	BOOTS ROTHERHAM	887	215.7%	524	-33.3%	0	NA	0	NA	0	NA	0	NA	0	NA	1,411	1,067	32.2%	0	NA	0	NA	1,411	1,067	32.2%
1671	BOOTS SHEFFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1527	BOOTS SHEFFIELD MEADOWHALL	887	5.1%	786	-24.9%	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	1,891	-11.5%	0	NA	0	NA	1,673	1,891	-11.5%
1823	BOOTS SOLIHULL	296	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	558	0	NA
1789	BOOTS SOUTHAMPTON	887	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,149	0	NA	0	NA	0	NA	1,149	0	NA
1843	BOOTS SOUTHPORT	592	5.2%	524	0.0%	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	1,087	2.7%	0	NA	0	NA	1,116	1,087	2.7%
1659	BOOTS ST ALBANS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1796	BOOTS ST ALBANS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1689	BOOTS STAINES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1918	BOOTS STEVENAGE	1,183	NA	1,047	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,230	0	NA	0	NA	0	NA	2,230	0	NA
1898	BOOTS STOCKTON ON TEES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1783	BOOTS STOKE-ON-TRENT FESTIVAL PARK	296	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	296	262	13.0%	0	NA	0	NA	296	262	13.0%
1669	BOOTS STOKE-ON-TRENT HANLEY	296	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	558	0	NA
1841	BOOTS SUNDERLAND	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1828	BOOTS SUTTON COLDFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1529	BOOTS SWANSEA	592	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	592	0	NA	0	NA	0	NA	592	0	NA
1917	BOOTS SWANSEA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1596	BOOTS SWINDON	296	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	558	0	NA
1672	BOOTS TAMWORTH	592	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	1,116	0	NA
1914	BOOTS TELFORD	1,183	NA	1,047	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,230	0	NA	0	NA	0	NA	2,230	0	NA
1554	BOOTS THURROCK	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	524	0	NA	0	NA	0	NA	524	0	NA
1561	BOOTS TUNBRIDGE WELLS	592	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	592	0	NA	0	NA	0	NA	592	0	NA
1591	BOOTS UXBRIDGE	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
1811	BOOTS WALSALL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	3,259	NA	0	NA	0	NA	0	3,259	NA
1611	BOOTS WAREHOUSE HEYWOOD	187,862	1.0%	391,698	32.4%	44,644	NA	0	NA	5,145	-41.7%	0	NA	0	NA	629,349	490,645	28.3%	9,927	-52.3%	0	NA	639,276	511,449	25.0%
1822	BOOTS WARRINGTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1548	BOOTS WATFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1927	BOOTS WEDNESBURY	1,479	NA	1,309	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,788	0	NA	0	NA	0	NA	2,788	0	NA
1718	BOOTS WESTFIELD WHITE CITY	0	NA	1,047	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,047	0	NA	0	NA	0	NA	1,047	0	NA
1612	BOOTS WOLVERHAMPTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1642	BOOTS WORCESTER	592	NA	262	NA	0	NA	0	NA	0	NA	0	NA	0	NA	854	0	NA	0	NA	0	NA	854	0	NA
1626	BOOTS WORTHING	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1842	BOOTS WREXHAM	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	524	0	NA	0	NA	0	NA	524	0	NA
1762	BOOTS YEOVIL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1619	BOOTS YORK MONKS CROSS	592	NA	524	100.0%	0	NA	0	NA	0	NA	0	NA	0	NA	1,116	262	326.0%	0	NA	0	NA	1,116	262	326.0%
1706	BOOTS YORK CONEY STREET	296	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,082	0	NA	0	NA	0	NA	1,082	0	NA
1621	BOOTS.COM NOTTINGHAM	95,333	682.2%	142,876	NA	0	NA	0	NA	0	NA	0	NA	0	NA	238,209	12,188	1854.5%	0	NA	0	NA	238,209	12,188	1854.5%
1651	BOOTS WAREHOUSE DELIVERIES HEAD OFFICE ACCCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1541	BOOTS GROUP HEAD OFFICE ACCCOUNT	(305)	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(305)	0	NA	0	NA	0	NA	(305)	0	NA
	TOTAL GB STORE	482,012	56.2%	904,070	82.6%	148,947	NA	0	NA	5,145	-41.7%	0	NA	0	NA	1,540,174	812,479	89.6%	9,927	-52.3%	0	NA	1,550,101	833,283	86.0%
1854	BOOTS BELFAST BOUCHER ROAD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1856	BOOTS BELFAST DONEGALL PLACE	296	5.3%	524	NA	0	NA	0	NA	0	NA	0	NA	0	NA	820	281	191.8%	0	NA	0	NA	820	281	191.8%
1934	BOOTS LONDONDERRY FOYLESIDE	887	NA	786	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	1,673	0	NA
	TOTAL NI STORE	1,183	321.0%	1,310	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,493	281	787.2%	0	NA	0	NA	2,493	281	787.2%
	TOTAL	**483,195**	**56.4%**	**905,380**	**82.9%**	**148,947**	**NA**	**0**	**NA**	**5,145**	**-41.7%**	**0**	**NA**	**0**	**NA**	**1,542,667**	**812,760**	**89.8%**	**9,927**	**-52.3%**	**0**	**NA**	**1,552,594**	**833,564**	**86.3%**
	LIKE ON LIKE	466,337	51.0%	889,669	79.7%	148,947	NA	0	NA	5,145	-41.7%	0	NA	0	NA	1,510,098	812,760	85.8%	9,927	-52.3%	0	NA	1,520,025	833,564	82.4%

NUMBER OF OPEN DOORS 474

CLARINS FRAGRANCE GROUP

BOOTS GROUP

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - RETAIL

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1568	BOOTS ABERDEEN	16,742	-19.9%	20,487	-10.9%	3,977	NA	0	NA	850	44.1%	0	NA	0	NA	42,056	44,850	-6.2%	1,859	-9.2%	0	NA	43,915	46,897	-6.4%
1777	BOOTS ABERDEEN GARTHDEE ROAD	9,537	-28.9%	11,861	-7.0%	2,153	NA	0	NA	0	NA	0	NA	0	NA	23,551	26,611	-11.5%	674	132.4%	0	NA	24,225	26,901	-9.9%
1647	BOOTS AYR	8,089	-31.1%	7,954	-30.3%	2,149	NA	0	NA	0	NA	0	NA	38	-80.5%	18,230	23,349	-21.9%	277	NA	0	NA	18,507	23,349	-20.7%
1812	BOOTS BARNSLEY CHEAPSIDE	10,937	-13.1%	17,059	-14.8%	2,983	NA	0	NA	250	-51.2%	0	NA	0	NA	31,229	33,469	-6.7%	866	97.3%	0	NA	32,095	33,908	-5.3%
1809	BOOTS BARNSLEY CORTONWOOD RP	10,723	-20.4%	20,811	-18.4%	4,375	NA	0	NA	0	NA	0	NA	0	NA	35,909	39,376	-8.8%	891	27.8%	0	NA	36,800	40,073	-8.2%
1743	BOOTS BATH SOUTHGATE CENTRE	8,660	-8.1%	8,959	-23.5%	1,157	NA	0	NA	0	NA	0	NA	0	NA	18,776	21,633	-13.2%	1,175	-17.2%	0	NA	19,951	23,052	-13.5%
1929	BOOTS BECTON GALLIONS REACH SHOPPING PARK	3,233	NA	6,242	NA	1,564	NA	0	NA	0	NA	0	NA	0	NA	11,039	0	NA	349	NA	0	NA	11,388	0	NA
1896	BOOTS BEDFORD INTERCHANGE	3,812	NA	9,485	NA	1,652	NA	0	NA	0	NA	0	NA	0	NA	14,949	0	NA	962	NA	0	NA	15,911	0	NA
1576	BOOTS BEXLEY HEATH	13,680	-25.8%	14,731	-23.6%	3,239	NA	0	NA	0	NA	0	NA	0	NA	31,650	37,905	-16.5%	1,967	1.3%	0	NA	33,617	39,846	-15.6%
1792	BOOTS BIRMINGHAM BULLRING	7,871	-16.7%	15,408	-16.2%	2,304	NA	0	NA	300	-3.2%	0	NA	0	NA	25,883	28,595	-9.5%	2,356	60.3%	59	NA	28,298	30,065	-5.9%
1513	BOOTS BIRMINGHAM HIGH STREET	16,377	-23.7%	19,984	-26.8%	3,984	NA	0	NA	1,147	113.6%	0	NA	0	NA	41,492	50,198	-17.3%	4,020	73.4%	346	NA	45,858	52,517	-12.7%
1558	BOOTS BIRMNINGHAM FORT	14,158	-12.1%	21,139	-0.2%	4,236	NA	0	NA	690	13.9%	0	NA	0	NA	40,223	38,640	4.1%	3,113	25.5%	0	NA	43,336	41,120	5.4%
1549	BOOTS BOLTON	7,655	-34.2%	10,743	-26.3%	2,084	NA	0	NA	0	NA	0	NA	0	NA	20,482	26,705	-23.3%	824	65.5%	0	NA	21,306	27,203	-21.7%
1694	BOOTS BOLTON HORWICH	15,453	-11.2%	20,291	3.2%	4,346	NA	0	NA	0	NA	0	NA	0	NA	40,090	37,689	6.4%	1,694	-35.5%	0	NA	41,784	40,315	3.6%
1624	BOOTS BOURNEMOUTH	17,381	-22.5%	24,278	-3.4%	2,833	NA	0	NA	688	48.6%	0	NA	0	NA	45,180	48,558	-7.0%	1,367	-32.3%	0	NA	46,547	50,577	-8.0%
1533	BOOTS BRADFORD WESTFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1584	BOOTS BRENT CROSS	18,861	-9.8%	22,776	-1.2%	1,762	NA	0	NA	0	NA	0	NA	0	NA	43,399	43,957	-1.3%	3,223	331.5%	0	NA	46,622	44,704	4.3%
1519	BOOTS BRIGHTON	13,841	-5.0%	15,072	-13.5%	2,366	NA	0	NA	0	NA	0	NA	0	NA	31,279	31,992	-2.2%	1,877	71.9%	0	NA	33,156	33,084	0.2%
1522	BOOTS BRISTOL	10,193	0.3%	13,158	-8.6%	1,181	NA	0	NA	0	NA	0	NA	0	NA	24,532	24,580	-0.2%	1,884	-1.3%	0	NA	26,416	26,489	-0.3%
1597	BOOTS BRISTOL CRIBBS CAUSEWAY	22,952	-4.1%	25,021	-18.3%	3,261	NA	0	NA	450	4.7%	0	NA	0	NA	51,684	55,376	-6.7%	1,965	42.7%	114	NA	53,763	56,753	-5.3%
1582	BOOTS BROMLEY	13,216	-37.1%	18,736	-10.0%	2,421	NA	0	NA	0	NA	0	NA	0	NA	34,373	42,698	-19.5%	1,998	45.9%	0	NA	36,371	44,067	-17.5%
1773	BOOTS BURTON WAREHOUSE BURTON ON TRENT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1814	BOOTS BURTON-ON-TRENT	12,473	-22.0%	19,902	-22.9%	3,401	NA	0	NA	9	-96.3%	0	NA	0	NA	35,785	42,527	-15.9%	2,476	145.1%	0	NA	38,261	43,537	-12.1%
1837	BOOTS CANNOCK	14,171	-16.3%	21,748	-7.5%	4,793	NA	0	NA	0	NA	0	NA	0	NA	40,712	41,091	-0.9%	1,614	32.6%	0	NA	42,326	42,308	0.0%
1633	BOOTS CANTERBURY	17,929	-14.6%	21,706	-12.8%	3,139	NA	0	NA	390	32.2%	0	NA	0	NA	43,164	46,542	-7.3%	3,774	43.2%	162	NA	47,100	49,177	-4.2%
1509	BOOTS CARDIFF	18,216	-27.7%	28,940	-19.9%	3,649	NA	0	NA	545	-24.3%	0	NA	0	NA	51,350	62,682	-18.1%	3,407	43.8%	143	NA	54,900	65,052	-15.6%
1899	BOOTS CARDIFF	4,533	NA	7,107	NA	674	NA	0	NA	0	NA	0	NA	0	NA	12,314	0	NA	140	NA	0	NA	12,454	0	NA
1574	BOOTS CHELMSFORD	10,276	-22.7%	14,229	-10.9%	1,562	NA	0	NA	0	NA	0	NA	0	NA	26,067	29,549	-11.8%	1,671	-11.6%	0	NA	27,738	31,440	-11.8%
1518	BOOTS CHELTENHAM	8,778	7.6%	11,192	-5.0%	1,279	NA	0	NA	0	NA	0	NA	0	NA	21,249	20,187	5.3%	1,229	61.9%	0	NA	22,478	20,946	7.3%
1617	BOOTS CHESHUNT	20,095	-1.9%	26,653	-2.3%	3,275	NA	0	NA	0	NA	0	NA	0	NA	50,023	47,749	4.8%	792	NA	0	NA	50,815	47,749	6.4%
1552	BOOTS CHESTER	12,825	-16.5%	18,636	-14.2%	3,349	NA	0	NA	0	NA	0	NA	0	NA	34,810	37,593	-7.4%	2,521	13.9%	0	NA	37,331	39,806	-6.2%
1668	BOOTS CHESTER BROUGHTON PARK	18,978	-10.8%	34,267	-5.4%	4,374	NA	0	NA	600	51.9%	0	NA	0	NA	58,219	58,536	-0.5%	4,525	64.1%	0	NA	62,744	61,294	2.4%
1692	BOOTS CHESTERFIELD	16,761	-8.3%	16,807	-19.3%	3,669	NA	0	NA	0	NA	0	NA	0	NA	37,237	39,690	-6.2%	2,265	-16.8%	0	NA	39,502	42,411	-6.9%
1747	BOOTS CHICHESTER	10,867	-11.8%	8,909	-19.7%	910	NA	0	NA	0	NA	0	NA	0	NA	20,686	23,408	-11.6%	0	NA	0	NA	20,686	23,408	-11.6%
1824	BOOTS COVENTRY ARENA PR	11,072	-8.6%	18,612	-5.7%	2,389	NA	0	NA	0	NA	0	NA	0	NA	32,073	32,214	-0.4%	512	-33.6%	0	NA	32,585	32,985	-1.2%
1831	BOOTS COVENTRY LOWER PRECINCT	8,570	-27.0%	14,951	-21.7%	1,804	NA	0	NA	0	NA	0	NA	0	NA	25,325	31,364	-19.3%	1,783	22.9%	0	NA	27,108	32,815	-17.4%
1911	BOOTS CRAWLEY	3,261	NA	5,528	NA	1,266	NA	0	NA	0	NA	0	NA	0	NA	10,055	0	NA	401	NA	0	NA	10,456	0	NA
1766	BOOTS CRAYFORD	7,775	-19.3%	10,292	-5.7%	2,123	NA	0	NA	245	85.6%	0	NA	0	NA	20,435	20,779	-1.7%	1,661	40.3%	0	NA	22,096	21,963	0.6%
1551	BOOTS CROYDON	12,496	-27.2%	13,024	-11.3%	1,720	NA	0	NA	0	NA	0	NA	0	NA	27,240	32,396	-15.9%	2,220	62.4%	0	NA	29,460	33,763	-12.7%
1894	BOOTS DARLINGTON	5,950	NA	10,945	NA	3,269	NA	0	NA	0	NA	0	NA	0	NA	20,164	0	NA	1,355	NA	0	NA	21,519	0	NA
1581	BOOTS DARTFORD BLUEWATER	27,539	-29.3%	43,344	-10.2%	5,529	NA	0	NA	674	-12.7%	0	NA	0	NA	77,086	89,000	-13.4%	6,453	22.2%	229	NA	83,768	94,282	-11.2%
1808	BOOTS DENTON	18,382	-14.0%	27,216	-7.6%	5,262	NA	0	NA	0	NA	0	NA	0	NA	50,860	51,867	-1.9%	1,049	24.9%	0	NA	51,909	52,707	-1.5%
1524	BOOTS DERBY	21,365	-21.0%	29,524	-13.0%	4,925	NA	0	NA	0	NA	0	NA	0	NA	55,814	61,623	-9.4%	1,900	135.1%	0	NA	57,714	62,431	-7.6%
1594	BOOTS DONCASTER	6,669	NA	16,131	NA	2,593	NA	0	NA	0	NA	0	NA	0	NA	25,393	0	NA	1,076	NA	0	NA	26,469	0	NA
1904	BOOTS DONCASTER WHEATLEY CENTRE	5,308	NA	10,519	NA	2,825	NA	0	NA	0	NA	0	NA	0	NA	18,652	0	NA	497	NA	0	NA	19,149	0	NA
1538	BOOTS DOUGLAS	12,903	-3.3%	11,534	-14.1%	1,395	NA	0	NA	0	NA	0	NA	0	NA	25,832	26,766	-3.5%	1,550	400.0%	0	NA	27,382	27,076	1.1%
1516	BOOTS DUDLEY MERRYHILL	12,341	-41.1%	19,991	-19.2%	4,249	NA	0	NA	345	24.5%	0	NA	0	NA	36,926	46,594	-20.7%	2,317	-21.5%	57	NA	39,300	49,546	-20.7%
1623	BOOTS EASTBOURNE ARNDALE CTR	4,251	NA	6,487	NA	935	NA	0	NA	0	NA	0	NA	0	NA	11,673	0	NA	570	NA	0	NA	12,243	0	NA
1654	BOOTS EDINBURGH	6,818	NA	9,687	NA	2,667	NA	0	NA	0	NA	0	NA	0	NA	19,172	0	NA	1,237	NA	0	NA	20,409	0	NA
1759	BOOTS EDINBURGH GYLE PARK	8,890	-13.8%	8,996	-33.3%	1,598	NA	0	NA	350	-10.3%	0	NA	0	NA	19,834	24,581	-19.3%	1,403	141.5%	59	NA	21,296	25,162	-15.4%
1681	BOOTS EDINBURGH NEWCRAIGHALL	10,947	-17.4%	16,665	-23.7%	2,283	NA	0	NA	0	NA	0	NA	0	NA	29,895	35,536	-15.9%	999	95.1%	0	NA	30,894	36,048	-14.3%
1829	BOOTS ELGIN	7,472	-19.9%	11,710	0.8%	2,918	NA	0	NA	0	NA	0	NA	0	NA	22,100	21,299	3.8%	1,003	1.8%	0	NA	23,103	22,284	3.7%
1699	BOOTS ELLESMERE PORT	7,113	NA	14,100	NA	3,275	NA	0	NA	0	NA	0	NA	0	NA	24,488	0	NA	1,170	NA	0	NA	25,658	0	NA
1613	BOOTS EXETER	3,824	NA	7,301	NA	590	NA	0	NA	0	NA	0	NA	0	NA	11,715	0	NA	693	NA	0	NA	12,408	0	NA
1813	BOOTS FALKIRK	13,162	-22.4%	17,852	11.6%	1,974	NA	0	NA	0	NA	0	NA	0	NA	32,988	33,393	-1.2%	468	91.0%	0	NA	33,456	33,638	-0.5%
1791	BOOTS FAREHAM	15,410	-9.4%	19,680	3.0%	2,455	NA	0	NA	0	NA	0	NA	0	NA	37,545	36,607	2.6%	539	NA	0	NA	38,084	36,607	4.0%
1803	BOOTS FAREHAM WHITELEY VILL SC	3,618	NA	6,956	NA	845	NA	0	NA	0	NA	0	NA	0	NA	11,419	0	NA	441	NA	0	NA	11,860	0	NA
1924	BOOTS GATESHEAD	3,956	NA	6,555	NA	1,641	NA	0	NA	48	NA	0	NA	0	NA	12,200	0	NA	718	NA	0	NA	12,918	0	NA
1523	BOOTS GATESHEAD METROCENTRE	23,341	-43.9%	38,635	-28.9%	7,413	NA	0	NA	720	289.2%	0	NA	0	NA	70,109	97,138	-27.8%	4,316	6.3%	374	NA	74,799	101,199	-26.1%
1599	BOOTS GLASGOW BRAEHEAD	23,175	-34.4%	24,925	-31.5%	4,504	NA	0	NA	0	NA	0	NA	0	NA	52,604	72,242	-27.2%	5,325	74.3%	29	NA	57,958	75,297	-23.0%
1756	BOOTS GLASGOW BUCHANAN GALLERY	4,952	NA	5,772	NA	1,381	NA	0	NA	145	NA	0	NA	0	NA	12,250	0	NA	388	NA	0	NA	12,638	0	NA

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ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1661	BOOTS GLASGOW FORT	24,750	-30.3%	30,250	-9.7%	5,315	NA	0	NA	1,281	-11.8%	0	NA	0	NA	61,596	71,213	-13.5%	4,124	20.7%	248	NA	65,968	74,631	-11.6%
1569	BOOTS GLASGOW SAUCHIEHALL	10,029	-23.2%	10,167	-1.9%	2,007	NA	0	NA	0	NA	0	NA	0	NA	22,203	23,711	-6.4%	578	-29.7%	0	NA	22,781	24,533	-7.1%
1702	BOOTS GLASGOW SILVERBURN SC	4,956	NA	6,852	NA	948	NA	0	NA	0	NA	0	NA	0	NA	12,756	0	NA	488	NA	0	NA	13,244	0	NA
1514	BOOTS GLASGOW ST ENOCHS	14,141	-23.7%	14,873	-37.0%	3,737	NA	0	NA	0	NA	0	NA	0	NA	32,751	42,433	-22.8%	4,258	85.5%	0	NA	37,009	44,728	-17.3%
1821	BOOTS HALIFAX	11,728	-10.8%	16,111	-13.8%	2,164	NA	0	NA	0	NA	0	NA	50	-85.5%	30,053	32,179	-6.6%	661	29.9%	0	NA	30,714	32,688	-6.0%
1826	BOOTS HAMILTON	12,241	1.7%	12,947	-7.7%	2,272	NA	0	NA	0	NA	0	NA	0	NA	27,460	26,413	4.0%	597	-28.9%	0	NA	28,057	27,253	3.0%
1732	BOOTS HARROGATE	6,727	NA	9,414	NA	1,771	NA	0	NA	298	NA	0	NA	0	NA	18,210	0	NA	728	NA	0	NA	18,938	0	NA
1909	BOOTS HARTLEPOOL	4,402	NA	8,216	NA	2,493	NA	0	NA	0	NA	0	NA	0	NA	15,111	0	NA	441	NA	0	NA	15,552	0	NA
1682	BOOTS HUDDERSFIELD	15,249	-15.1%	16,254	-20.2%	3,504	NA	0	NA	0	NA	0	NA	0	NA	35,007	38,671	-9.5%	1,102	135.0%	0	NA	36,109	39,140	-7.7%
1667	BOOTS HULL	14,343	-18.0%	25,280	-10.0%	4,547	NA	0	NA	0	NA	0	NA	0	NA	44,170	45,945	-3.9%	639	36.0%	0	NA	44,809	46,415	-3.5%
1913	BOOTS HULL	3,356	NA	6,488	NA	1,666	NA	0	NA	0	NA	0	NA	0	NA	11,510	0	NA	825	NA	0	NA	12,335	0	NA
1764	BOOTS ILFORD	1,944	-44.6%	3,005	10.4%	157	NA	0	NA	0	NA	0	NA	50	-47.4%	5,156	6,323	-18.5%	301	116.5%	0	NA	5,457	6,462	-15.6%
1666	BOOTS IPSWICH	3,350	NA	6,424	NA	926	NA	0	NA	0	NA	0	NA	0	NA	10,700	0	NA	0	NA	0	NA	10,700	0	NA
1557	BOOTS JERSEY	9,224	-16.7%	8,444	-20.6%	681	NA	0	NA	484	-6.9%	0	NA	33	-89.1%	18,866	22,528	-16.3%	1,543	38.1%	0	NA	20,409	23,645	-13.7%
1636	BOOTS KETTERING	12,498	-17.6%	17,891	-1.8%	1,922	NA	0	NA	470	137.4%	0	NA	0	NA	32,781	34,256	-4.3%	1,406	442.9%	0	NA	34,187	34,515	-1.0%
1534	BOOTS KINGSTON UPON THAMES	11,856	-33.8%	16,064	-9.2%	1,299	NA	0	NA	0	NA	0	NA	0	NA	29,219	35,840	-18.5%	9,768	19.8%	0	NA	38,987	43,995	-11.4%
1838	BOOTS KIRCKALDY	10,548	-11.2%	12,553	-7.4%	3,531	NA	0	NA	0	NA	0	NA	0	NA	26,632	25,676	3.7%	599	136.8%	0	NA	27,231	25,929	5.0%
1793	BOOTS LANCASTER	13,783	-17.6%	18,311	-13.5%	2,782	NA	0	NA	200	6.4%	0	NA	0	NA	35,076	38,384	-8.6%	1,847	-8.2%	0	NA	36,923	40,395	-8.6%
1536	BOOTS LEEDS	20,362	-24.8%	34,977	-14.5%	5,384	NA	0	NA	922	-39.9%	0	NA	0	NA	61,645	70,212	-12.2%	3,048	-7.2%	0	NA	64,693	73,495	-12.0%
1601	BOOTS LEEDS BIRSTALL	11,593	8.3%	15,699	-13.7%	2,716	NA	0	NA	0	NA	0	NA	0	NA	30,008	29,274	2.5%	1,514	-34.1%	0	NA	31,522	31,573	-0.2%
1788	BOOTS LEEDS WHITE ROSE	14,310	-20.4%	27,332	-15.6%	4,648	NA	0	NA	0	NA	0	NA	0	NA	46,290	51,127	-9.5%	1,578	-16.9%	0	NA	47,868	53,025	-9.7%
1632	BOOTS LEICESTER	14,333	-10.0%	15,314	-17.2%	2,538	NA	0	NA	548	-28.6%	0	NA	0	NA	32,733	35,515	-7.8%	2,018	20.4%	102	NA	34,853	37,191	-6.3%
1562	BOOTS LEICESTER FOSSE PARK	22,533	0.2%	35,037	6.7%	3,784	NA	0	NA	630	-29.1%	0	NA	0	NA	61,984	57,045	8.7%	3,654	44.7%	0	NA	65,638	59,571	10.2%
1657	BOOTS LINCOLN	15,266	-16.2%	19,511	-15.6%	2,444	NA	0	NA	0	NA	0	NA	0	NA	37,221	41,665	-10.7%	1,372	319.6%	0	NA	38,593	41,992	-8.1%
1583	BOOTS LIVERPOOL	17,666	-33.2%	34,615	-11.8%	5,208	NA	0	NA	790	0.6%	0	NA	0	NA	58,279	67,177	-13.2%	3,826	46.8%	389	NA	62,494	69,784	-10.4%
1708	BOOTS LIVERPOOL AINTREE PARK	11,130	NA	20,961	NA	5,100	NA	0	NA	0	NA	0	NA	0	NA	37,191	0	NA	1,106	NA	0	NA	38,297	0	NA
1763	BOOTS LIVERPOOL CHURCH ST	5,458	-29.9%	10,948	-31.8%	1,262	NA	0	NA	0	NA	0	NA	0	NA	17,668	24,071	-26.6%	841	-15.4%	0	NA	18,509	25,065	-26.2%
1629	BOOTS LIVERPOOL SPEKE	22,252	-8.1%	34,032	-14.0%	4,922	NA	0	NA	538	-37.1%	0	NA	0	NA	61,744	65,454	-5.7%	3,336	21.1%	331	NA	65,411	68,208	-4.1%
1716	BOOTS LIVINGSTON	6,375	-22.8%	10,703	-5.5%	1,890	NA	0	NA	0	NA	0	NA	0	NA	18,968	19,581	-3.1%	801	NA	0	NA	19,769	19,581	1.0%
1724	BOOTS LLANTRISANT	10,087	NA	14,414	NA	2,284	NA	0	NA	0	NA	0	NA	0	NA	26,785	0	NA	448	NA	0	NA	27,233	0	NA
1618	BOOTS LONDON LIVERPOOL ST	17,709	-8.6%	21,232	-6.5%	3,678	NA	0	NA	0	NA	0	NA	0	NA	42,619	42,612	0.0%	1,280	705.0%	0	NA	43,899	42,771	2.6%
1653	BOOTS LONDON KENSINGTON	9,281	-29.2%	8,032	-6.7%	999	NA	0	NA	750	33.0%	0	NA	0	NA	19,062	22,578	-15.6%	1,963	158.0%	0	NA	21,025	23,339	-9.9%
1663	BOOTS LONDON SEDLEY PLACE	12,132	-15.7%	19,195	-0.9%	1,885	NA	0	NA	0	NA	0	NA	0	NA	33,212	34,307	-3.2%	3,350	224.6%	0	NA	36,562	35,339	3.5%
1807	BOOTS LONDON STRATFORD	16,280	-10.7%	24,927	-8.2%	3,212	NA	0	NA	0	NA	0	NA	0	NA	44,419	45,976	-3.4%	3,613	260.2%	0	NA	48,032	46,979	2.2%
1926	BOOTS LOUGHBOROUGH	3,248	NA	6,213	NA	979	NA	0	NA	0	NA	0	NA	0	NA	10,440	0	NA	0	NA	0	NA	10,440	0	NA
1758	BOOTS MAIDSTONE	3,181	NA	5,759	NA	849	NA	0	NA	0	NA	0	NA	0	NA	9,789	0	NA	124	NA	0	NA	9,913	0	NA
1511	BOOTS MANCHESTER	30,456	-25.4%	41,739	-21.4%	6,110	NA	0	NA	1,734	-35.6%	0	NA	0	NA	80,039	98,519	-18.8%	8,079	106.4%	566	NA	88,684	102,434	-13.4%
1572	BOOTS MANCHESTER TRAFFORD PARK	26,996	-20.7%	42,196	-20.6%	6,162	NA	0	NA	1,035	37.8%	0	NA	0	NA	76,389	89,089	-14.3%	8,682	103.4%	577	NA	85,648	93,358	-8.3%
1839	BOOTS MANSFIELD	12,418	-3.0%	15,826	-27.4%	2,218	NA	0	NA	0	NA	0	NA	0	NA	30,462	34,892	-12.7%	2,134	27.6%	0	NA	32,596	36,564	-10.9%
1902	BOOTS MERTHYR TYDFIL	5,658	NA	14,460	NA	2,681	NA	0	NA	0	NA	0	NA	0	NA	22,799	0	NA	1,360	NA	0	NA	24,159	0	NA
1639	BOOTS MIDDLESBOROUGH	17,468	-26.2%	22,275	-41.8%	4,220	NA	0	NA	0	NA	0	NA	0	NA	43,963	62,689	-29.9%	3,037	4.8%	129	NA	47,129	65,588	-28.1%
1874	BOOTS MIDDLESBROUGH CLEVELAND RP	8,451	-36.5%	14,026	-25.9%	2,864	NA	0	NA	0	NA	0	NA	0	NA	25,341	32,449	-21.9%	422	38.4%	0	NA	25,763	32,754	-21.3%
1542	BOOTS MILTON KEYNES	18,895	-14.2%	24,308	-9.3%	4,306	NA	0	NA	436	78.0%	0	NA	50	-83.3%	47,995	49,382	-2.8%	1,796	65.7%	0	NA	49,791	50,466	-1.3%
1928	BOOTS NEATH	3,499	NA	5,199	NA	707	NA	0	NA	0	NA	0	NA	0	NA	9,405	0	NA	416	NA	0	NA	9,821	0	NA
1517	BOOTS NEWCASTLE	29,013	-9.6%	29,556	-30.3%	8,716	NA	0	NA	545	4.4%	0	NA	0	NA	67,830	75,956	-10.7%	4,895	37.4%	258	NA	72,983	79,519	-8.2%
1827	BOOTS NEWCASTLE UPON TYNE	9,713	-22.4%	10,208	-10.6%	1,734	NA	0	NA	0	NA	0	NA	0	NA	21,655	24,522	-11.7%	596	53.6%	0	NA	22,251	24,910	-10.7%
1804	BOOTS NEWPORT	8,600	NA	13,974	NA	1,421	NA	0	NA	200	NA	0	NA	0	NA	24,195	0	NA	782	NA	59	NA	25,036	0	NA
1919	BOOTS NEWPORT	3,283	NA	5,097	NA	1,416	NA	0	NA	0	NA	0	NA	0	NA	9,796	0	NA	545	NA	0	NA	10,341	0	NA
1779	BOOTS NORTH SHIELDS	21,985	-22.1%	28,520	-16.4%	7,406	NA	0	NA	542	8.4%	0	NA	0	NA	58,453	63,591	-8.1%	2,974	11.3%	0	NA	61,427	66,264	-7.3%
1891	BOOTS NORTHAMPTON	4,234	NA	8,515	NA	1,967	NA	0	NA	500	NA	0	NA	0	NA	15,216	0	NA	856	NA	0	NA	16,072	0	NA
1933	BOOTS NORTHAMPTON	2,586	NA	4,250	NA	397	NA	0	NA	0	NA	0	NA	0	NA	7,233	0	NA	287	NA	0	NA	7,520	0	NA
1799	BOOTS NORWICH	10,454	-16.1%	14,863	-8.4%	3,077	NA	0	NA	0	NA	0	NA	0	NA	28,394	28,679	-1.0%	1,507	-27.0%	0	NA	29,901	30,744	-2.7%
1704	BOOTS NOTTINGHAM	4,521	NA	8,944	NA	2,140	NA	0	NA	0	NA	0	NA	0	NA	15,605	0	NA	319	NA	0	NA	15,924	0	NA
1526	BOOTS NOTTINGHAM	25,297	-27.2%	27,294	-26.1%	4,059	NA	0	NA	345	NA	0	NA	0	NA	56,995	72,656	-21.6%	3,500	32.5%	143	NA	60,638	75,297	-19.5%
1819	BOOTS OLDHAM	13,248	-8.2%	19,787	-14.5%	2,931	NA	0	NA	0	NA	0	NA	0	NA	35,966	38,424	-6.4%	1,204	45.8%	0	NA	37,170	39,250	-5.3%
1932	BOOTS OLDHAM	2,516	NA	5,545	NA	1,751	NA	0	NA	0	NA	0	NA	0	NA	9,812	0	NA	510	NA	0	NA	10,322	0	NA
1573	BOOTS OXFORD	6,831	-7.1%	10,162	1.5%	1,125	NA	0	NA	495	23.8%	0	NA	0	NA	18,613	18,019	3.3%	1,722	75.2%	0	NA	20,335	19,002	7.0%
1547	BOOTS PETERBOROUGH	15,974	-20.3%	22,015	-2.1%	2,949	NA	0	NA	0	NA	0	NA	0	NA	40,938	43,224	-5.3%	4,560	44.2%	0	NA	45,498	46,386	-1.9%
1678	BOOTS PETERBOROUGH HAMPTON	11,149	-16.5%	16,748	-1.9%	2,398	NA	0	NA	400	-51.5%	0	NA	20	-92.0%	30,715	31,491	-2.5%	2,707	65.9%	0	NA	33,422	33,123	0.9%
1638	BOOTS PLYMOUTH	14,189	-19.5%	15,467	-15.1%	2,678	NA	0	NA	200	-58.3%	0	NA	0	NA	32,534	36,608	-11.1%	1,970	23.2%	0	NA	34,504	38,207	-9.7%
1628	BOOTS PORTSMOUTH	7,511	-10.4%	14,688	-7.5%	1,704	NA	0	NA	398	71.6%	0	NA	0	NA	24,301	24,738	-1.8%	1,230	32.3%	0	NA	25,531	25,668	-0.5%

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DECEMBER YTD

YEAR TO DATE - RETAIL

ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1912	BOOTS PRESCOT	3,026	NA	7,698	NA	2,012	NA	0	NA	0	NA	0	NA	0	NA	12,736	0	NA	328	NA	0	NA	13,064	0	NA
1897	BOOTS PRESTATYN	4,927	NA	10,219	NA	1,432	NA	0	NA	0	NA	0	NA	0	NA	16,578	0	NA	164	NA	0	NA	16,742	0	NA
1677	BOOTS PRESTON	5,928	NA	12,528	NA	2,004	NA	0	NA	0	NA	0	NA	0	NA	20,460	0	NA	578	NA	0	NA	21,038	0	NA
1553	BOOTS PRESTON	7,690	-20.0%	12,126	-11.2%	1,190	NA	0	NA	0	NA	0	NA	0	NA	21,006	24,173	-13.1%	1,470	81.9%	0	NA	22,476	24,981	-10.0%
1578	BOOTS READING	10,945	-18.6%	14,310	-17.7%	1,255	NA	0	NA	0	NA	0	NA	0	NA	26,510	31,179	-15.0%	1,360	10.5%	0	NA	27,870	32,410	-14.0%
1556	BOOTS ROCHDALE	10,356	-11.8%	14,065	-10.9%	2,596	NA	0	NA	0	NA	0	NA	0	NA	27,017	27,975	-3.4%	867	66.1%	0	NA	27,884	28,497	-2.2%
1634	BOOTS ROMFORD	13,698	-6.6%	18,186	-13.9%	3,084	NA	0	NA	0	NA	0	NA	0	NA	34,968	36,235	-3.5%	3,674	176.4%	0	NA	38,642	37,564	2.9%
1701	BOOTS ROTHERHAM	16,594	-3.9%	31,383	15.7%	3,676	NA	0	NA	0	NA	0	NA	0	NA	51,653	44,708	15.5%	1,362	2.8%	0	NA	53,015	46,033	15.2%
1671	BOOTS SHEFFIELD	12,012	-10.5%	12,788	-22.1%	1,942	NA	0	NA	0	NA	0	NA	50	-90.7%	26,792	30,389	-11.8%	2,124	193.0%	0	NA	28,916	31,114	-7.1%
1527	BOOTS SHEFFIELD MEADOWHALL	29,725	-29.0%	59,335	-23.1%	9,713	NA	0	NA	927	-9.5%	0	NA	0	NA	99,700	121,108	-17.7%	6,048	9.7%	392	NA	106,140	126,621	-16.2%
1823	BOOTS SOLIHULL	12,443	-24.3%	11,623	-35.0%	2,281	NA	0	NA	447	-40.0%	0	NA	0	NA	26,794	35,643	-24.8%	1,649	22.1%	129	NA	28,572	36,993	-22.8%
1789	BOOTS SOUTHAMPTON	9,088	-18.1%	17,186	-7.2%	2,234	NA	0	NA	0	NA	0	NA	19	NA	28,527	29,610	-3.7%	1,580	76.7%	0	NA	30,107	30,504	-1.3%
1843	BOOTS SOUTHPORT	8,851	-18.0%	13,292	-2.4%	1,284	NA	0	NA	0	NA	0	NA	0	NA	23,427	24,896	-5.9%	551	178.3%	0	NA	23,978	25,094	-4.4%
1659	BOOTS ST ALBANS	5,855	NA	10,140	NA	2,201	NA	0	NA	0	NA	0	NA	0	NA	18,196	0	NA	570	NA	0	NA	18,766	0	NA
1796	BOOTS ST ALBANS	4,911	NA	8,645	NA	1,029	NA	0	NA	0	NA	0	NA	0	NA	14,585	0	NA	779	NA	0	NA	15,364	0	NA
1689	BOOTS STAINES	3,884	NA	5,271	NA	919	NA	0	NA	0	NA	0	NA	0	NA	10,074	0	NA	537	NA	0	NA	10,611	0	NA
1918	BOOTS STEVENAGE	2,619	NA	5,843	NA	1,076	NA	0	NA	(50)	NA	0	NA	0	NA	9,488	0	NA	121	NA	0	NA	9,609	0	NA
1898	BOOTS STOCKTON ON TEES	12,592	NA	25,180	NA	6,239	NA	0	NA	799	NA	0	NA	0	NA	44,810	0	NA	1,670	NA	0	NA	46,480	0	NA
1783	BOOTS STOKE-ON-TRENT FESTIVAL PARK	15,864	-7.5%	31,617	2.0%	4,289	NA	0	NA	945	-29.5%	0	NA	0	NA	52,715	50,069	5.3%	1,779	-28.5%	102	NA	54,596	52,558	3.9%
1669	BOOTS STOKE-ON-TRENT HANLEY	12,875	-33.6%	17,148	-15.1%	2,320	NA	0	NA	240	-64.8%	0	NA	0	NA	32,583	40,854	-20.2%	3,511	44.9%	0	NA	36,094	43,277	-16.6%
1841	BOOTS SUNDERLAND	11,066	-36.3%	10,877	-37.0%	3,158	NA	0	NA	0	NA	0	NA	0	NA	25,101	35,148	-28.6%	2,977	47.3%	0	NA	28,078	37,169	-24.5%
1828	BOOTS SUTTON COLDFIELD	8,523	-19.9%	12,202	-16.8%	3,189	NA	0	NA	400	37.9%	0	NA	0	NA	24,314	25,995	-6.5%	657	-16.6%	102	NA	25,073	26,783	-6.4%
1529	BOOTS SWANSEA	11,309	-14.5%	15,266	-20.6%	1,734	NA	0	NA	0	NA	0	NA	0	NA	28,309	32,693	-13.4%	1,311	8.4%	0	NA	29,620	33,902	-12.6%
1917	BOOTS SWANSEA	3,573	NA	9,554	NA	1,116	NA	0	NA	0	NA	0	NA	0	NA	14,243	0	NA	337	NA	0	NA	14,580	0	NA
1596	BOOTS SWINDON	11,427	-7.7%	13,603	-3.6%	1,401	NA	0	NA	250	-16.7%	0	NA	0	NA	26,681	27,018	-1.2%	2,515	55.4%	54	NA	29,250	28,636	2.1%
1672	BOOTS TAMWORTH	16,296	-7.9%	27,566	-4.6%	4,049	NA	0	NA	100	NA	0	NA	0	NA	48,011	47,281	1.5%	2,371	-17.6%	0	NA	50,382	50,160	0.4%
1914	BOOTS TELFORD	4,360	NA	8,221	NA	1,486	NA	0	NA	50	NA	0	NA	0	NA	14,117	0	NA	387	NA	0	NA	14,504	0	NA
1554	BOOTS THURROCK	20,790	-14.9%	32,967	-9.1%	4,492	NA	0	NA	933	-12.2%	0	NA	0	NA	59,182	62,421	-5.2%	4,168	38.7%	310	NA	63,660	65,425	-2.7%
1561	BOOTS TUNBRIDGE WELLS	12,495	-6.9%	12,821	-0.3%	893	NA	0	NA	0	NA	0	NA	75	-25.0%	26,284	26,578	-1.1%	665	1.1%	0	NA	26,949	27,236	-1.1%
1591	BOOTS UXBRIDGE	4,406	NA	6,016	NA	765	NA	0	NA	0	NA	0	NA	0	NA	11,187	0	NA	556	NA	0	NA	11,743	0	NA
1811	BOOTS WALSALL	11,804	-20.5%	23,296	-14.0%	4,385	NA	0	NA	0	NA	0	NA	0	NA	39,485	42,447	-7.0%	1,218	97.1%	0	NA	40,703	43,065	-5.5%
1822	BOOTS WARRINGTON	8,071	-32.5%	13,519	-23.5%	2,240	NA	0	NA	0	NA	0	NA	0	NA	23,830	30,262	-21.3%	2,039	3.9%	0	NA	25,869	32,225	-19.7%
1548	BOOTS WATFORD	11,741	-24.7%	17,507	-17.6%	2,238	NA	0	NA	95	NA	0	NA	0	NA	31,581	37,305	-15.3%	1,974	-10.8%	17	NA	33,572	39,518	-15.0%
1927	BOOTS WEDNESBURY	3,813	NA	6,143	NA	1,743	NA	0	NA	0	NA	0	NA	0	NA	11,699	0	NA	315	NA	0	NA	12,014	0	NA
1718	BOOTS WESTFIELD WHITE CITY	9,835	18.1%	12,694	-1.8%	1,330	NA	0	NA	594	-4.8%	0	NA	0	NA	24,453	22,282	9.7%	2,255	67.9%	0	NA	26,708	23,625	13.0%
1612	BOOTS WOLVERHAMPTON	7,532	NA	12,397	NA	4,368	NA	0	NA	0	NA	0	NA	0	NA	24,297	0	NA	1,747	NA	0	NA	26,044	0	NA
1642	BOOTS WORCESTER	13,995	-9.5%	19,576	-7.8%	2,461	NA	0	NA	840	0.0%	0	NA	0	NA	36,872	37,773	-2.4%	2,447	4.1%	0	NA	39,319	40,124	-2.0%
1626	BOOTS WORTHING	4,365	NA	6,444	NA	1,220	NA	0	NA	0	NA	0	NA	0	NA	12,029	0	NA	274	NA	0	NA	12,303	0	NA
1842	BOOTS WREXHAM	6,857	-35.1%	18,567	6.7%	2,874	NA	0	NA	0	NA	0	NA	0	NA	28,298	28,361	-0.2%	782	94.5%	0	NA	29,080	28,763	1.1%
1762	BOOTS YEOVIL	5,520	-34.8%	9,609	20.7%	1,143	NA	0	NA	244	73.0%	0	NA	71	-25.3%	16,587	16,657	-0.4%	505	7.0%	53	NA	17,145	17,129	0.1%
1619	BOOTS YORK MONKS CROSS	16,536	-18.2%	23,396	-8.1%	3,166	NA	0	NA	0	NA	0	NA	0	NA	43,098	46,425	-7.2%	2,117	15.6%	0	NA	45,215	48,256	-6.3%
1706	BOOTS YORK CONEY STREET	15,738	-18.7%	23,491	-4.7%	3,700	NA	0	NA	0	NA	0	NA	0	NA	42,929	44,013	-2.5%	727	157.8%	0	NA	43,656	44,295	-1.4%
1500	BOOTS GROUP NOTTINGHAM	925,730	-37.8%	1,365,372	-32.2%	173,298	NA	0	NA	6,121	-48.1%	0	NA	2,272	-94.2%	2,472,793	3,551,951	-30.4%	155,906	39.6%	1,522	NA	2,630,221	3,663,601	-28.2%
1621	BOOTS.COM NOTTINGHAM	545,242	-21.7%	953,886	-11.6%	129,094	NA	0	NA	21,464	-8.4%	0	NA	0	NA	1,649,686	1,813,313	-9.0%	77,405	49.7%	6,389	NA	1,733,480	1,865,025	-7.1%
1651	BOOTS WAREHOUSE DELIVERIES HEAD OFFICE ACCCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1541	BOOTS GROUP HEAD OFFICE ACCCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL GB STORE	3,328,006	-20.8%	5,008,903	-12.8%	742,889	NA	0	NA	56,586	-12.6%	0	NA	2,728	-97.5%	9,139,112	#########	-9.7%	516,043	47.8%	13,444	NA	9,668,599	10,468,210	-7.6%
1854	BOOTS BELFAST BOUCHER ROAD	6,777	13.4%	12,850	6.9%	1,839	NA	0	NA	50	-46.2%	0	NA	0	NA	21,516	18,336	17.3%	646	59.5%	0	NA	22,162	18,741	18.3%
1856	BOOTS BELFAST DONEGALL PLACE	18,442	-23.0%	23,087	-11.4%	4,394	NA	0	NA	390	-11.8%	0	NA	0	NA	46,313	51,493	-10.1%	4,768	63.6%	201	NA	51,282	54,407	-5.7%
1934	BOOTS LONDONDERRY FOYLESIDE	1,688	NA	3,696	NA	102	NA	0	NA	0	NA	0	NA	0	NA	5,486	0	NA	288	NA	0	NA	5,774	0	NA
1501	BOOTS NI GROUP	22,339	-15.0%	38,089	6.6%	3,911	NA	0	NA	125	278.8%	0	NA	88	-89.6%	64,552	62,891	2.6%	4,711	43.7%	129	NA	69,392	66,169	4.9%
	TOTAL NI STORE	49,246	-12.4%	77,722	5.3%	10,246	NA	0	NA	565	-0.5%	0	NA	88	-95.9%	137,867	132,720	3.9%	10,413	57.8%	330	NA	148,610	139,317	6.7%
	TOTAL	**3,377,252**	**-20.7%**	**5,086,625**	**-12.5%**	**753,135**	**NA**	**0**	**NA**	**57,151**	**-12.5%**	**0**	**NA**	**2,816**	**-97.4%**	**9,276,979**	**10,251,710**	**-9.5%**	**526,456**	**48.0%**	**13,774**	**NA**	**9,817,209**	**10,607,527**	**-7.5%**
	LIKE ON LIKE	3,151,141	-26.0%	4,675,090	-19.6%	670,750	NA	0	NA	55,161	-15.5%	0	NA	2,816	-97.4%	8,554,958	#########	-16.6%	498,573	40.1%	13,715	NA	9,067,246	10,607,527	-14.5%

NUMBER OF OPEN DOORS **474**

CLARINS FRAGRANCE GROUP

BOOTS GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - RETAIL

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1568	BOOTS ABERDEEN	4,310	-20.0%	5,886	-3.0%	2,011	NA	0	NA	100	-33.3%	0	NA	0	NA	12,307	11,602	6.1%	414	-53.8%	0	NA	12,721	12,498	1.8%
1777	BOOTS ABERDEEN GARTHDEE ROAD	2,114	-33.0%	3,520	12.4%	873	NA	0	NA	0	NA	0	NA	0	NA	6,507	6,286	3.5%	674	NA	0	NA	7,181	6,286	14.2%
1647	BOOTS AYR	2,254	-43.6%	2,752	-34.6%	1,337	NA	0	NA	0	NA	0	NA	38	-15.6%	6,381	8,246	-22.6%	234	NA	0	NA	6,615	8,246	-19.8%
1812	BOOTS BARNSLEY CHEAPSIDE	2,757	-29.3%	6,239	-17.1%	1,042	NA	0	NA	100	100.0%	0	NA	0	NA	10,138	11,523	-12.0%	520	261.1%	0	NA	10,658	11,667	-8.6%
1809	BOOTS BARNSLEY CORTONWOOD RP	4,123	4.3%	6,204	-21.6%	1,889	NA	0	NA	0	NA	0	NA	0	NA	12,216	11,913	2.5%	531	128.9%	0	NA	12,747	12,145	5.0%
1743	BOOTS BATH SOUTHGATE CENTRE	1,747	-38.6%	1,700	-49.2%	445	NA	0	NA	0	NA	0	NA	0	NA	3,892	6,239	-37.6%	418	-16.4%	0	NA	4,310	6,739	-36.0%
1929	BOOTS BECTON GALLIONS REACH SHOPPING PARK	2,236	NA	4,153	NA	1,102	NA	0	NA	0	NA	0	NA	0	NA	7,491	0	NA	172	NA	0	NA	7,663	0	NA
1896	BOOTS BEDFORD INTERCHANGE	1,712	NA	3,096	NA	780	NA	0	NA	0	NA	0	NA	0	NA	5,588	0	NA	511	NA	0	NA	6,099	0	NA
1576	BOOTS BEXLEY HEATH	3,874	-39.3%	5,737	-12.9%	947	NA	0	NA	0	NA	0	NA	0	NA	10,558	13,021	-18.9%	287	-62.9%	0	NA	10,845	13,795	-21.4%
1792	BOOTS BIRMINGHAM BULLRING	2,252	-33.6%	4,169	-4.6%	1,297	NA	0	NA	100	100.0%	0	NA	0	NA	7,818	7,811	0.1%	519	-12.8%	0	NA	8,337	8,406	-0.8%
1513	BOOTS BIRMINGHAM HIGH STREET	4,650	-26.2%	4,877	-30.8%	1,292	NA	0	NA	100	138.1%	0	NA	0	NA	10,919	13,395	-18.5%	1,250	38.4%	115	NA	12,284	14,298	-14.1%
1558	BOOTS BIRMNINGHAM FORT	3,222	-14.5%	6,599	28.6%	1,091	NA	0	NA	200	37.9%	0	NA	0	NA	11,112	9,045	22.9%	920	19.5%	0	NA	12,032	9,815	22.6%
1549	BOOTS BOLTON	2,193	-30.5%	3,274	-30.3%	401	NA	0	NA	0	NA	0	NA	0	NA	5,868	7,950	-26.2%	448	178.3%	0	NA	6,316	8,111	-22.1%
1694	BOOTS BOLTON HORWICH	4,692	-24.2%	6,568	18.2%	1,869	NA	0	NA	0	NA	0	NA	0	NA	13,129	11,745	11.8%	562	13.1%	0	NA	13,691	12,242	11.8%
1624	BOOTS BOURNEMOUTH	5,057	-13.5%	5,468	-19.3%	1,227	NA	0	NA	245	69.0%	0	NA	0	NA	11,997	12,812	-6.4%	294	-31.1%	0	NA	12,291	13,239	-7.2%
1533	BOOTS BRADFORD WESTFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1584	BOOTS BRENT CROSS	4,292	-25.9%	5,452	5.2%	943	NA	0	NA	0	NA	0	NA	0	NA	10,687	10,975	-2.6%	1,747	211.4%	0	NA	12,434	11,536	7.8%
1519	BOOTS BRIGHTON	2,971	-26.9%	4,086	-13.2%	992	NA	0	NA	0	NA	0	NA	0	NA	8,049	8,768	-8.2%	906	55.1%	0	NA	8,955	9,352	-4.2%
1522	BOOTS BRISTOL	2,570	-7.0%	3,105	-24.5%	481	NA	0	NA	0	NA	0	NA	0	NA	6,156	6,875	-10.5%	595	-23.3%	0	NA	6,751	7,651	-11.8%
1597	BOOTS BRISTOL CRIBBS CAUSEWAY	6,272	-26.5%	6,056	-35.5%	1,222	NA	0	NA	50	11.1%	0	NA	0	NA	13,600	18,017	-24.5%	521	-28.9%	114	NA	14,235	18,750	-24.1%
1582	BOOTS BROMLEY	3,104	-49.7%	5,222	-15.0%	1,312	NA	0	NA	0	NA	0	NA	0	NA	9,638	12,703	-24.1%	638	-36.1%	0	NA	10,276	13,702	-25.0%
1773	BOOTS BURTON WAREHOUSE BURTON ON TRENT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1814	BOOTS BURTON-ON-TRENT	3,598	-26.4%	5,470	-30.9%	1,499	NA	0	NA	0	NA	0	NA	0	NA	10,567	12,807	-17.5%	1,008	67.2%	0	NA	11,575	13,410	-13.7%
1837	BOOTS CANNOCK	3,176	-50.9%	5,845	-27.0%	1,680	NA	0	NA	0	NA	0	NA	0	NA	10,701	14,474	-26.1%	307	-7.3%	0	NA	11,008	14,805	-25.6%
1633	BOOTS CANTERBURY	5,156	-22.0%	5,999	-22.5%	1,406	NA	0	NA	0	NA	0	NA	0	NA	12,561	14,500	-13.4%	728	-28.4%	0	NA	13,289	15,517	-14.4%
1509	BOOTS CARDIFF	5,790	-41.0%	8,656	-30.8%	1,676	NA	0	NA	197	NA	0	NA	0	NA	16,319	22,323	-26.9%	615	-49.5%	100	NA	17,034	23,540	-27.6%
1899	BOOTS CARDIFF	2,620	NA	4,248	NA	261	NA	0	NA	0	NA	0	NA	0	NA	7,129	0	NA	140	NA	0	NA	7,269	0	NA
1574	BOOTS CHELMSFORD	2,847	-32.3%	4,992	-8.3%	657	NA	0	NA	0	NA	0	NA	0	NA	8,496	9,696	-12.4%	669	-4.3%	0	NA	9,165	10,395	-11.8%
1518	BOOTS CHELTENHAM	2,750	-14.5%	3,160	-10.7%	453	NA	0	NA	0	NA	0	NA	0	NA	6,363	6,755	-5.8%	398	5.9%	0	NA	6,761	7,131	-5.2%
1617	BOOTS CHESHUNT	6,884	30.1%	7,469	-8.0%	1,200	NA	0	NA	0	NA	0	NA	0	NA	15,553	13,413	16.0%	421	NA	0	NA	15,974	13,413	19.1%
1552	BOOTS CHESTER	4,121	-20.3%	5,809	-26.2%	1,621	NA	0	NA	0	NA	0	NA	0	NA	11,551	13,047	-11.5%	530	-32.4%	0	NA	12,081	13,831	-12.7%
1668	BOOTS CHESTER BROUGHTON PARK	5,157	-20.5%	8,045	-31.5%	2,042	NA	0	NA	200	100.0%	0	NA	0	NA	15,444	18,384	-16.0%	592	-48.9%	0	NA	16,036	19,543	-17.9%
1692	BOOTS CHESTERFIELD	4,480	-22.3%	5,262	-17.9%	1,811	NA	0	NA	0	NA	0	NA	0	NA	11,553	12,222	-5.5%	609	-20.8%	0	NA	12,162	12,991	-6.4%
1747	BOOTS CHICHESTER	1,759	-50.3%	1,906	-46.7%	420	NA	0	NA	0	NA	0	NA	0	NA	4,085	7,113	-42.6%	0	NA	0	NA	4,085	7,113	-42.6%
1824	BOOTS COVENTRY ARENA PR	3,073	-30.7%	5,747	-1.0%	847	NA	0	NA	0	NA	0	NA	0	NA	9,667	10,240	-5.6%	43	-79.4%	0	NA	9,710	10,449	-7.1%
1831	BOOTS COVENTRY LOWER PRECINCT	2,514	-38.1%	3,660	-29.4%	1,134	NA	0	NA	0	NA	0	NA	0	NA	7,308	9,349	-21.8%	918	157.1%	0	NA	8,226	9,706	-15.2%
1911	BOOTS CRAWLEY	2,004	NA	2,504	NA	982	NA	0	NA	0	NA	0	NA	0	NA	5,490	0	NA	401	NA	0	NA	5,891	0	NA
1766	BOOTS CRAYFORD	2,294	-31.2%	3,287	-10.7%	737	NA	0	NA	100	100.0%	0	NA	0	NA	6,418	7,062	-9.1%	512	-17.2%	0	NA	6,930	7,680	-9.8%
1551	BOOTS CROYDON	2,729	-57.3%	4,245	-8.3%	901	NA	0	NA	0	NA	0	NA	0	NA	7,875	11,075	-28.9%	937	61.3%	0	NA	8,812	11,656	-24.4%
1894	BOOTS DARLINGTON	2,924	NA	4,583	NA	1,356	NA	0	NA	0	NA	0	NA	0	NA	8,863	0	NA	788	NA	0	NA	9,651	0	NA
1581	BOOTS DARTFORD BLUEWATER	7,900	-42.8%	13,301	-17.8%	2,444	NA	0	NA	200	100.0%	0	NA	0	NA	23,845	30,144	-20.9%	1,227	-46.5%	100	NA	25,172	32,439	-22.4%
1808	BOOTS DENTON	3,669	-26.6%	5,693	-18.5%	2,081	NA	0	NA	0	NA	0	NA	0	NA	11,443	12,034	-4.9%	479	-4.4%	0	NA	11,922	12,535	-4.9%
1524	BOOTS DERBY	5,620	-30.3%	10,335	-19.3%	1,681	NA	0	NA	0	NA	0	NA	0	NA	17,636	20,910	-15.7%	1,105	111.7%	0	NA	18,741	21,432	-12.6%
1594	BOOTS DONCASTER	2,995	NA	7,899	NA	1,733	NA	0	NA	0	NA	0	NA	0	NA	12,627	0	NA	558	NA	0	NA	13,185	0	NA
1904	BOOTS DONCASTER WHEATLEY CENTRE	2,492	NA	5,190	NA	1,228	NA	0	NA	0	NA	0	NA	0	NA	8,910	0	NA	277	NA	0	NA	9,187	0	NA
1538	BOOTS DOUGLAS	3,787	-17.4%	4,144	-21.8%	520	NA	0	NA	0	NA	0	NA	0	NA	8,451	9,884	-14.5%	410	57.1%	0	NA	8,861	10,145	-12.7%
1516	BOOTS DUDLEY MERRYHILL	3,141	-47.2%	6,804	-22.3%	1,365	NA	0	NA	145	52.6%	0	NA	0	NA	11,455	14,845	-22.8%	997	-34.8%	57	NA	12,509	16,375	-23.6%
1623	BOOTS EASTBOURNE ARNDALE CTR	2,506	NA	3,350	NA	606	NA	0	NA	0	NA	0	NA	0	NA	6,462	0	NA	382	NA	0	NA	6,844	0	NA
1654	BOOTS EDINBURGH	3,417	NA	4,653	NA	952	NA	0	NA	0	NA	0	NA	0	NA	9,022	0	NA	729	NA	0	NA	9,751	0	NA
1759	BOOTS EDINBURGH GYLE PARK	2,598	6.4%	2,896	-16.3%	726	NA	0	NA	100	100.0%	0	NA	0	NA	6,320	5,998	5.4%	592	211.6%	0	NA	6,912	6,188	11.7%
1681	BOOTS EDINBURGH NEWCRAIGHALL	4,047	-14.1%	5,068	-42.9%	737	NA	0	NA	0	NA	0	NA	0	NA	9,852	13,634	-27.7%	319	-22.9%	0	NA	10,171	14,048	-27.6%
1829	BOOTS ELGIN	2,012	-13.3%	3,275	-13.3%	1,396	NA	0	NA	0	NA	0	NA	0	NA	6,683	6,099	9.6%	144	-48.2%	0	NA	6,827	6,377	7.1%
1699	BOOTS ELLESMERE PORT	2,920	NA	4,544	NA	1,393	NA	0	NA	0	NA	0	NA	0	NA	8,857	0	NA	826	NA	0	NA	9,683	0	NA
1613	BOOTS EXETER	2,658	NA	4,412	NA	427	NA	0	NA	0	NA	0	NA	0	NA	7,497	0	NA	489	NA	0	NA	7,986	0	NA
1813	BOOTS FALKIRK	3,054	-49.4%	4,855	-5.9%	898	NA	0	NA	0	NA	0	NA	0	NA	8,807	11,192	-21.3%	280	90.5%	0	NA	9,087	11,339	-19.9%
1791	BOOTS FAREHAM	4,353	-16.1%	5,580	-11.0%	1,263	NA	0	NA	0	NA	0	NA	0	NA	11,196	11,560	-3.1%	496	NA	0	NA	11,692	11,560	1.1%
1803	BOOTS FAREHAM WHITELEY VILL SC	2,113	NA	4,119	NA	551	NA	0	NA	0	NA	0	NA	0	NA	6,783	0	NA	382	NA	0	NA	7,165	0	NA
1924	BOOTS GATESHEAD	2,643	NA	3,843	NA	871	NA	0	NA	0	NA	0	NA	0	NA	7,357	0	NA	439	NA	0	NA	7,796	0	NA
1523	BOOTS GATESHEAD METROCENTRE	7,269	-47.5%	13,255	-30.7%	3,105	NA	0	NA	95	NA	0	NA	0	NA	23,724	32,963	-28.0%	836	-38.9%	229	NA	24,789	34,331	-27.8%
1599	BOOTS GLASGOW BRAEHEAD	4,899	-47.9%	5,689	-45.5%	2,055	NA	0	NA	0	NA	0	NA	0	NA	12,643	19,845	-36.3%	1,461	114.9%	29	NA	14,133	20,525	-31.1%
1756	BOOTS GLASGOW BUCHANAN GALLERY	2,604	NA	3,102	NA	833	NA	0	NA	95	NA	0	NA	0	NA	6,634	0	NA	242	NA	0	NA	6,876	0	NA

CLARINS FRAGRANCE GROUP

BOOTS GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - RETAIL

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1661	BOOTS GLASGOW FORT	7,957	-30.9%	8,800	-24.3%	2,414	NA	0	NA	400	67.4%	0	NA	0	NA	19,571	23,380	-16.3%	1,256	11.1%	145	NA	20,972	24,511	-14.4%
1569	BOOTS GLASGOW SAUCHIEHALL	2,020	-39.9%	3,076	-7.1%	994	NA	0	NA	0	NA	0	NA	0	NA	6,090	6,673	-8.7%	275	71.9%	0	NA	6,365	6,833	-6.8%
1702	BOOTS GLASGOW SILVERBURN SC	2,425	NA	3,614	NA	649	NA	0	NA	0	NA	0	NA	0	NA	6,688	0	NA	385	NA	0	NA	7,073	0	NA
1514	BOOTS GLASGOW ST ENOCHS	3,667	-29.4%	4,764	-44.9%	1,371	NA	0	NA	0	NA	0	NA	0	NA	9,802	13,837	-29.2%	571	-59.6%	0	NA	10,373	15,252	-32.0%
1821	BOOTS HALIFAX	2,804	-31.8%	4,337	-24.9%	1,058	NA	0	NA	0	NA	0	NA	0	NA	8,199	9,987	-17.9%	371	117.0%	0	NA	8,570	10,158	-15.6%
1826	BOOTS HAMILTON	3,291	-12.4%	4,022	-28.2%	841	NA	0	NA	0	NA	0	NA	0	NA	8,154	9,458	-13.8%	59	-82.0%	0	NA	8,213	9,785	-16.1%
1732	BOOTS HARROGATE	3,046	NA	4,573	NA	688	NA	0	NA	0	NA	0	NA	0	NA	8,307	0	NA	438	NA	0	NA	8,745	0	NA
1909	BOOTS HARTLEPOOL	2,604	NA	4,189	NA	1,344	NA	0	NA	0	NA	0	NA	0	NA	8,137	0	NA	280	NA	0	NA	8,417	0	NA
1682	BOOTS HUDDERSFIELD	3,553	-26.3%	5,332	-13.9%	1,756	NA	0	NA	0	NA	0	NA	0	NA	10,641	11,012	-3.4%	0	NA	0	NA	10,641	11,339	-6.2%
1667	BOOTS HULL	3,692	-42.1%	7,515	-7.9%	1,759	NA	0	NA	0	NA	0	NA	0	NA	12,966	14,535	-10.8%	383	112.8%	0	NA	13,349	14,715	-9.3%
1913	BOOTS HULL	1,457	NA	2,598	NA	1,045	NA	0	NA	0	NA	0	NA	0	NA	5,100	0	NA	634	NA	0	NA	5,734	0	NA
1764	BOOTS ILFORD	392	-46.2%	483	-12.3%	0	NA	0	NA	0	NA	0	NA	0	NA	875	1,329	-34.2%	140	225.6%	0	NA	1,015	1,372	-26.0%
1666	BOOTS IPSWICH	1,988	NA	3,621	NA	586	NA	0	NA	0	NA	0	NA	0	NA	6,195	0	NA	0	NA	0	NA	6,195	0	NA
1557	BOOTS JERSEY	1,991	-28.5%	2,529	-24.2%	147	NA	0	NA	0	NA	0	NA	0	NA	4,667	6,208	-24.8%	512	18.2%	0	NA	5,179	6,641	-22.0%
1636	BOOTS KETTERING	3,497	-25.5%	4,834	-9.2%	971	NA	0	NA	100	NA	0	NA	0	NA	9,402	10,071	-6.6%	966	847.1%	0	NA	10,368	10,173	1.9%
1534	BOOTS KINGSTON UPON THAMES	2,972	-54.0%	4,775	-10.1%	571	NA	0	NA	0	NA	0	NA	0	NA	8,318	11,874	-29.9%	1,674	-40.3%	0	NA	9,992	14,676	-31.9%
1838	BOOTS KIRCKALDY	3,332	9.9%	4,123	-3.8%	1,745	NA	0	NA	0	NA	0	NA	0	NA	9,200	7,370	24.8%	457	268.5%	0	NA	9,657	7,494	28.9%
1793	BOOTS LANCASTER	4,123	-8.2%	5,912	-8.4%	1,367	NA	0	NA	50	NA	0	NA	0	NA	11,452	10,995	4.2%	417	-42.3%	0	NA	11,869	11,718	1.3%
1536	BOOTS LEEDS	4,685	-41.5%	7,968	-37.0%	1,842	NA	0	NA	188	25.3%	0	NA	0	NA	14,683	20,804	-29.4%	880	-47.5%	0	NA	15,563	22,479	-30.8%
1601	BOOTS LEEDS BIRSTALL	3,644	30.0%	4,373	-17.1%	1,224	NA	0	NA	0	NA	0	NA	0	NA	9,241	8,226	12.3%	269	-63.9%	0	NA	9,510	8,972	6.0%
1788	BOOTS LEEDS WHITE ROSE	3,479	-30.4%	8,643	-7.6%	2,119	NA	0	NA	0	NA	0	NA	0	NA	14,241	14,348	-0.7%	837	-16.0%	0	NA	15,078	15,344	-1.7%
1632	BOOTS LEICESTER	3,124	-17.0%	4,238	-5.0%	1,340	NA	0	NA	150	-23.1%	0	NA	0	NA	8,852	8,470	4.5%	556	12.3%	0	NA	9,408	8,965	4.9%
1562	BOOTS LEICESTER FOSSE PARK	6,128	-18.9%	10,865	16.0%	1,380	NA	0	NA	50	-66.7%	0	NA	0	NA	18,423	17,170	7.3%	603	-32.4%	0	NA	19,026	18,062	5.3%
1657	BOOTS LINCOLN	3,444	-32.0%	5,745	-10.8%	1,113	NA	0	NA	0	NA	0	NA	0	NA	10,302	11,501	-10.4%	621	245.0%	0	NA	10,923	11,681	-6.5%
1583	BOOTS LIVERPOOL	5,400	-40.9%	12,111	-12.7%	2,541	NA	0	NA	95	-36.7%	0	NA	0	NA	20,147	23,162	-13.0%	1,085	5.1%	115	NA	21,347	24,194	-11.8%
1708	BOOTS LIVERPOOL AINTREE PARK	4,472	NA	7,885	NA	2,000	NA	0	NA	0	NA	0	NA	0	NA	14,357	0	NA	646	NA	0	NA	15,003	0	NA
1763	BOOTS LIVERPOOL CHURCH ST	1,669	-37.3%	3,388	-24.9%	525	NA	0	NA	0	NA	0	NA	0	NA	5,582	7,221	-22.7%	364	0.6%	0	NA	5,946	7,583	-21.6%
1629	BOOTS LIVERPOOL SPEKE	6,014	-36.4%	9,632	-33.9%	2,214	NA	0	NA	94	-37.3%	0	NA	0	NA	17,954	24,174	-25.7%	907	-34.1%	229	NA	19,090	25,550	-25.3%
1716	BOOTS LIVINGSTON	2,064	-35.6%	3,779	-21.5%	1,071	NA	0	NA	0	NA	0	NA	0	NA	6,914	8,021	-13.8%	801	NA	0	NA	7,715	8,021	-3.8%
1724	BOOTS LLANTRISANT	4,126	NA	6,042	NA	901	NA	0	NA	0	NA	0	NA	0	NA	11,069	0	NA	186	NA	0	NA	11,255	0	NA
1618	BOOTS LONDON LIVERPOOL ST	3,233	-25.6%	4,459	13.5%	845	NA	0	NA	0	NA	0	NA	0	NA	8,537	8,276	3.2%	607	281.8%	0	NA	9,144	8,435	8.4%
1653	BOOTS LONDON KENSINGTON	1,815	-26.1%	1,876	25.3%	436	NA	0	NA	150	200.0%	0	NA	0	NA	4,277	4,002	6.9%	719	158.6%	0	NA	4,996	4,280	16.7%
1663	BOOTS LONDON SEDLEY PLACE	2,841	-11.5%	3,555	13.4%	906	NA	0	NA	0	NA	0	NA	0	NA	7,302	6,443	13.3%	661	8.2%	0	NA	7,963	7,054	12.9%
1807	BOOTS LONDON STRATFORD	4,454	-9.6%	6,047	2.2%	1,528	NA	0	NA	0	NA	0	NA	0	NA	12,029	10,945	9.9%	816	17.2%	0	NA	12,845	11,641	10.3%
1926	BOOTS LOUGHBOROUGH	2,058	NA	4,445	NA	353	NA	0	NA	0	NA	0	NA	0	NA	6,856	0	NA	0	NA	0	NA	6,856	0	NA
1758	BOOTS MAIDSTONE	1,901	NA	3,630	NA	495	NA	0	NA	0	NA	0	NA	0	NA	6,026	0	NA	86	NA	0	NA	6,112	0	NA
1511	BOOTS MANCHESTER	8,216	-40.8%	13,012	-29.2%	2,065	NA	0	NA	294	-32.4%	0	NA	0	NA	23,587	32,673	-27.8%	1,291	20.9%	158	NA	25,036	33,741	-25.8%
1572	BOOTS MANCHESTER TRAFFORD PARK	8,111	-29.4%	13,796	-23.3%	2,373	NA	0	NA	100	-31.0%	0	NA	0	NA	24,380	29,629	-17.7%	1,772	9.2%	244	NA	26,396	31,252	-15.5%
1839	BOOTS MANSFIELD	3,373	-14.1%	5,085	-38.7%	873	NA	0	NA	0	NA	0	NA	0	NA	9,331	12,271	-24.0%	871	106.4%	0	NA	10,202	12,693	-19.6%
1902	BOOTS MERTHYR TYDFIL	3,337	NA	7,192	NA	1,383	NA	0	NA	0	NA	0	NA	0	NA	11,912	0	NA	1,147	NA	0	NA	13,059	0	NA
1639	BOOTS MIDDLESBOROUGH	5,111	-38.3%	7,184	-48.6%	1,456	NA	0	NA	0	NA	0	NA	0	NA	13,751	22,422	-38.7%	1,204	-17.2%	129	NA	15,084	23,876	-36.8%
1874	BOOTS MIDDLESBROUGH CLEVELAND RP	2,224	-41.2%	3,797	-25.2%	1,451	NA	0	NA	0	NA	0	NA	0	NA	7,472	8,961	-16.6%	277	36.5%	0	NA	7,749	9,164	-15.4%
1542	BOOTS MILTON KEYNES	4,808	-28.9%	6,329	-29.7%	1,597	NA	0	NA	150	NA	0	NA	0	NA	12,884	15,766	-18.3%	803	NA	0	NA	13,687	15,766	-13.2%
1928	BOOTS NEATH	2,152	NA	2,890	NA	469	NA	0	NA	0	NA	0	NA	0	NA	5,511	0	NA	242	NA	0	NA	5,753	0	NA
1517	BOOTS NEWCASTLE	7,735	-15.2%	8,194	-45.4%	3,670	NA	0	NA	100	-48.7%	0	NA	0	NA	19,699	24,337	-19.1%	1,245	-17.0%	172	NA	21,116	25,837	-18.3%
1827	BOOTS NEWCASTLE UPON TYNE	3,006	-3.0%	3,339	-5.4%	624	NA	0	NA	0	NA	0	NA	0	NA	6,969	6,673	4.4%	328	86.4%	0	NA	7,297	6,849	6.5%
1804	BOOTS NEWPORT	3,145	NA	6,437	NA	716	NA	0	NA	100	NA	0	NA	0	NA	10,398	0	NA	621	NA	0	NA	11,019	0	NA
1919	BOOTS NEWPORT	2,403	NA	3,098	NA	882	NA	0	NA	0	NA	0	NA	0	NA	6,383	0	NA	427	NA	0	NA	6,810	0	NA
1779	BOOTS NORTH SHIELDS	4,940	-27.9%	8,783	-3.6%	2,442	NA	0	NA	145	NA	0	NA	0	NA	16,310	15,957	2.2%	864	8.1%	0	NA	17,174	16,756	2.5%
1891	BOOTS NORTHAMPTON	2,443	NA	4,077	NA	938	NA	0	NA	250	NA	0	NA	0	NA	7,708	0	NA	550	NA	0	NA	8,258	0	NA
1933	BOOTS NORTHAMPTON	1,527	NA	2,503	NA	348	NA	0	NA	0	NA	0	NA	0	NA	4,378	0	NA	228	NA	0	NA	4,606	0	NA
1799	BOOTS NORWICH	2,158	-46.7%	4,232	-22.9%	1,027	NA	0	NA	0	NA	0	NA	0	NA	7,417	9,542	-22.3%	444	-48.5%	0	NA	7,861	10,404	-24.4%
1704	BOOTS NOTTINGHAM	2,857	NA	4,396	NA	479	NA	0	NA	0	NA	0	NA	0	NA	7,732	0	NA	276	NA	0	NA	8,008	0	NA
1526	BOOTS NOTTINGHAM	7,351	-27.4%	8,544	-24.6%	1,792	NA	0	NA	145	NA	0	NA	0	NA	17,832	21,467	-16.9%	1,177	3.9%	57	NA	19,066	22,600	-15.6%
1819	BOOTS OLDHAM	4,691	21.0%	4,729	-34.8%	1,178	NA	0	NA	50	NA	0	NA	0	NA	10,648	11,125	-4.3%	457	109.6%	0	NA	11,105	11,343	-2.1%
1932	BOOTS OLDHAM	1,434	NA	3,126	NA	1,177	NA	0	NA	0	NA	0	NA	0	NA	5,737	0	NA	451	NA	0	NA	6,188	0	NA
1573	BOOTS OXFORD	2,199	-7.4%	2,954	-0.9%	448	NA	0	NA	50	-50.0%	0	NA	0	NA	5,651	5,457	3.6%	509	92.8%	0	NA	6,160	5,721	7.7%
1547	BOOTS PETERBOROUGH	4,170	-43.1%	6,688	-7.0%	1,357	NA	0	NA	0	NA	0	NA	0	NA	12,215	14,556	-16.1%	430	-73.7%	0	NA	12,645	16,191	-21.9%
1678	BOOTS PETERBOROUGH HAMPTON	3,017	-19.3%	4,555	-5.2%	1,236	NA	0	NA	100	-33.3%	0	NA	0	NA	8,908	8,791	1.3%	726	93.6%	0	NA	9,634	9,166	5.1%
1638	BOOTS PLYMOUTH	3,999	-37.5%	3,955	-31.3%	1,082	NA	0	NA	0	NA	0	NA	0	NA	9,036	12,254	-26.3%	662	3.8%	0	NA	9,698	12,892	-24.8%
1628	BOOTS PORTSMOUTH	1,764	-26.3%	4,847	3.2%	798	NA	0	NA	150	200.0%	0	NA	0	NA	7,559	7,143	5.8%	489	123.3%	0	NA	8,048	7,362	9.3%

CLARINS FRAGRANCE GROUP

BOOTS GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - RETAIL

ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1912	BOOTS PRESCOT	1,708	NA	4,485	NA	1,244	NA	0	NA	0	NA	0	NA	0	NA	7,437	0	NA	328	NA	0	NA	7,765	0	NA
1897	BOOTS PRESTATYN	2,098	NA	4,280	NA	597	NA	0	NA	0	NA	0	NA	0	NA	6,975	0	NA	105	NA	0	NA	7,080	0	NA
1677	BOOTS PRESTON	2,247	NA	4,406	NA	518	NA	0	NA	0	NA	0	NA	0	NA	7,171	0	NA	288	NA	0	NA	7,459	0	NA
1553	BOOTS PRESTON	1,897	-20.8%	3,635	-17.7%	637	NA	0	NA	0	NA	0	NA	0	NA	6,169	6,809	-9.4%	920	162.9%	0	NA	7,089	7,159	-1.0%
1578	BOOTS READING	3,104	-12.2%	3,648	-24.4%	632	NA	0	NA	0	NA	0	NA	0	NA	7,384	8,362	-11.7%	271	-42.7%	0	NA	7,655	8,835	-13.4%
1556	BOOTS ROCHDALE	2,750	-17.0%	4,400	-2.3%	1,390	NA	0	NA	0	NA	0	NA	0	NA	8,540	7,818	9.2%	402	367.4%	0	NA	8,942	7,904	13.1%
1634	BOOTS ROMFORD	3,968	-7.7%	4,961	-20.9%	1,213	NA	0	NA	0	NA	0	NA	0	NA	10,142	10,674	-5.0%	334	-69.3%	0	NA	10,476	11,763	-10.9%
1701	BOOTS ROTHERHAM	4,666	-17.1%	10,982	30.0%	1,395	NA	0	NA	0	NA	0	NA	0	NA	17,043	14,081	21.0%	723	63.2%	0	NA	17,766	14,524	22.3%
1671	BOOTS SHEFFIELD	2,578	-25.6%	3,024	-36.4%	635	NA	0	NA	0	NA	0	NA	0	NA	6,237	8,325	-25.1%	773	79.4%	0	NA	7,010	8,756	-19.9%
1527	BOOTS SHEFFIELD MEADOWHALL	9,662	-20.8%	21,014	-22.0%	4,647	NA	0	NA	190	-35.4%	0	NA	0	NA	35,513	39,437	-10.0%	1,558	-20.7%	188	NA	37,259	41,402	-10.0%
1823	BOOTS SOLIHULL	2,971	-44.1%	3,405	-32.5%	879	NA	0	NA	100	-60.0%	0	NA	0	NA	7,355	10,665	-31.0%	446	5.2%	0	NA	7,801	11,089	-29.7%
1789	BOOTS SOUTHAMPTON	2,770	-30.7%	4,568	-28.1%	1,153	NA	0	NA	0	NA	0	NA	0	NA	8,491	10,349	-18.0%	436	-37.5%	0	NA	8,927	11,047	-19.2%
1843	BOOTS SOUTHPORT	1,994	-14.9%	3,626	5.0%	560	NA	0	NA	0	NA	0	NA	0	NA	6,180	5,896	4.8%	406	844.2%	0	NA	6,586	5,939	10.9%
1659	BOOTS ST ALBANS	2,762	NA	4,379	NA	541	NA	0	NA	0	NA	0	NA	0	NA	7,682	0	NA	359	NA	0	NA	8,041	0	NA
1796	BOOTS ST ALBANS	2,015	NA	3,544	NA	429	NA	0	NA	0	NA	0	NA	0	NA	5,988	0	NA	516	NA	0	NA	6,504	0	NA
1689	BOOTS STAINES	2,261	NA	3,543	NA	446	NA	0	NA	0	NA	0	NA	0	NA	6,250	0	NA	386	NA	0	NA	6,636	0	NA
1918	BOOTS STEVENAGE	1,368	NA	3,430	NA	690	NA	0	NA	(50)	NA	0	NA	0	NA	5,438	0	NA	121	NA	0	NA	5,559	0	NA
1898	BOOTS STOCKTON ON TEES	5,809	NA	9,974	NA	2,574	NA	0	NA	200	NA	0	NA	0	NA	18,557	0	NA	940	NA	0	NA	19,497	0	NA
1783	BOOTS STOKE-ON-TRENT FESTIVAL PARK	4,865	-4.7%	8,676	2.9%	1,829	NA	0	NA	200	33.3%	0	NA	0	NA	15,570	13,686	13.8%	629	-6.0%	0	NA	16,199	14,355	12.8%
1669	BOOTS STOKE-ON-TRENT HANLEY	2,681	-55.5%	4,734	-31.4%	1,311	NA	0	NA	45	-76.9%	0	NA	0	NA	8,771	13,118	-33.1%	1,088	3.0%	0	NA	9,859	14,174	-30.4%
1841	BOOTS SUNDERLAND	2,819	-40.1%	3,387	-31.1%	1,097	NA	0	NA	0	NA	0	NA	0	NA	7,303	9,618	-24.1%	1,076	-0.8%	0	NA	8,379	10,703	-21.7%
1828	BOOTS SUTTON COLDFIELD	2,413	-20.0%	3,707	5.4%	1,195	NA	0	NA	50	0.0%	0	NA	0	NA	7,365	6,734	9.4%	331	28.8%	0	NA	7,696	6,991	10.1%
1529	BOOTS SWANSEA	3,142	-19.0%	5,536	-14.5%	637	NA	0	NA	0	NA	0	NA	0	NA	9,315	10,352	-10.0%	790	36.7%	0	NA	10,105	10,930	-7.5%
1917	BOOTS SWANSEA	2,313	NA	6,025	NA	572	NA	0	NA	0	NA	0	NA	0	NA	8,910	0	NA	278	NA	0	NA	9,188	0	NA
1596	BOOTS SWINDON	3,041	-35.3%	4,212	-11.5%	421	NA	0	NA	100	NA	0	NA	0	NA	7,774	9,461	-17.8%	730	79.4%	0	NA	8,504	9,868	-13.8%
1672	BOOTS TAMWORTH	5,026	4.9%	7,115	-12.7%	1,665	NA	0	NA	50	NA	0	NA	0	NA	13,856	12,946	7.0%	943	5.1%	0	NA	14,799	13,843	6.9%
1914	BOOTS TELFORD	2,651	NA	4,934	NA	1,035	NA	0	NA	50	NA	0	NA	0	NA	8,670	0	NA	349	NA	0	NA	9,019	0	NA
1554	BOOTS THURROCK	6,493	-33.0%	11,542	-15.9%	1,779	NA	0	NA	150	-37.5%	0	NA	0	NA	19,964	23,645	-15.6%	939	-38.1%	229	NA	21,132	25,161	-16.0%
1561	BOOTS TUNBRIDGE WELLS	2,663	-24.9%	3,512	0.6%	329	NA	0	NA	0	NA	0	NA	0	NA	6,504	7,035	-7.5%	347	57.0%	0	NA	6,851	7,256	-5.6%
1591	BOOTS UXBRIDGE	2,975	NA	3,152	NA	441	NA	0	NA	0	NA	0	NA	0	NA	6,568	0	NA	497	NA	0	NA	7,065	0	NA
1811	BOOTS WALSALL	3,697	-31.4%	6,435	-44.4%	2,216	NA	0	NA	0	NA	0	NA	0	NA	12,348	16,958	-27.2%	674	318.6%	0	NA	13,022	17,119	-23.9%
1822	BOOTS WARRINGTON	2,535	-36.0%	4,432	-25.1%	924	NA	0	NA	0	NA	0	NA	0	NA	7,891	9,875	-20.1%	575	-43.2%	0	NA	8,466	10,888	-22.2%
1548	BOOTS WATFORD	3,682	-37.8%	5,100	-23.2%	1,020	NA	0	NA	0	NA	0	NA	0	NA	9,802	12,615	-22.3%	770	-9.6%	0	NA	10,572	13,467	-21.5%
1927	BOOTS WEDNESBURY	2,339	NA	3,918	NA	1,188	NA	0	NA	0	NA	0	NA	0	NA	7,445	0	NA	246	NA	0	NA	7,691	0	NA
1718	BOOTS WESTFIELD WHITE CITY	2,922	19.6%	4,632	55.6%	259	NA	0	NA	100	0.0%	0	NA	0	NA	7,913	5,570	42.1%	215	-58.4%	0	NA	8,128	6,087	33.5%
1612	BOOTS WOLVERHAMPTON	3,526	NA	5,158	NA	2,246	NA	0	NA	0	NA	0	NA	0	NA	10,930	0	NA	1,344	NA	0	NA	12,274	0	NA
1642	BOOTS WORCESTER	3,767	-31.7%	4,982	-29.2%	1,100	NA	0	NA	145	-3.3%	0	NA	0	NA	9,994	12,758	-21.7%	693	-14.3%	0	NA	10,687	13,567	-21.2%
1626	BOOTS WORTHING	2,530	NA	3,051	NA	852	NA	0	NA	0	NA	0	NA	0	NA	6,433	0	NA	172	NA	0	NA	6,605	0	NA
1842	BOOTS WREXHAM	1,850	-51.5%	5,892	7.7%	962	NA	0	NA	0	NA	0	NA	0	NA	8,704	9,385	-7.3%	653	716.3%	0	NA	9,357	9,465	-1.1%
1762	BOOTS YEOVIL	890	-54.1%	2,694	64.8%	357	NA	0	NA	0	NA	0	NA	0	NA	3,941	3,575	10.2%	205	60.2%	43	NA	4,189	3,703	13.1%
1619	BOOTS YORK MONKS CROSS	3,758	-39.9%	7,725	-9.8%	1,237	NA	0	NA	0	NA	0	NA	0	NA	12,720	14,861	-14.4%	472	-43.2%	0	NA	13,192	15,692	-15.9%
1706	BOOTS YORK CONEY STREET	3,342	-29.1%	6,145	-14.5%	1,411	NA	0	NA	0	NA	0	NA	0	NA	10,898	11,902	-8.4%	523	NA	0	NA	11,421	11,902	-4.0%
1500	BOOTS GROUP NOTTINGHAM	297,630	-47.4%	435,975	-42.8%	74,365	NA	0	NA	920	-49.6%	0	NA	0	NA	808,890	1,338,527	-39.6%	67,965	58.1%	100	NA	876,955	1,381,510	-36.5%
1621	BOOTS.COM NOTTINGHAM	219,980	2.1%	452,129	52.9%	67,736	NA	0	NA	5,475	-8.0%	0	NA	0	NA	745,320	517,779	43.9%	53,036	170.2%	1,845	NA	800,201	537,411	48.9%
1651	BOOTS WAREHOUSE DELIVERIES HEAD OFFICE ACCCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1541	BOOTS GROUP HEAD OFFICE ACCCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL GB STORE	1,072,666	-23.4%	1,754,681	-6.9%	332,465	NA	0	NA	12,663	1.1%	0	NA	38	-99.7%	3,172,513	3,311,826	-4.2%	216,252	58.8%	4,398	NA	3,393,163	3,448,003	-1.6%
1854	BOOTS BELFAST BOUCHER ROAD	2,215	48.0%	4,973	24.2%	717	NA	0	NA	50	NA	0	NA	0	NA	7,955	5,551	43.3%	476	366.7%	0	NA	8,431	5,653	49.1%
1856	BOOTS BELFAST DONEGALL PLACE	5,385	-37.9%	8,375	-17.4%	1,888	NA	0	NA	200	33.3%	0	NA	0	NA	15,848	19,211	-17.5%	1,833	74.9%	115	NA	17,796	20,259	-12.2%
1934	BOOTS LONDONDERRY FOYLESIDE	836	NA	2,449	NA	49	NA	0	NA	0	NA	0	NA	0	NA	3,334	0	NA	191	NA	0	NA	3,525	0	NA
1501	BOOTS NI GROUP	10,714	-3.0%	18,892	34.6%	1,675	NA	0	NA	50	1100.0%	0	NA	0	NA	31,331	25,269	24.0%	2,695	86.9%	86	NA	34,112	26,711	27.7%
	TOTAL NI STORE	19,150	-9.7%	34,689	23.1%	4,329	NA	0	NA	300	106.9%	0	NA	0	NA	58,468	50,031	16.9%	5,195	100.4%	201	NA	63,864	52,623	21.4%
	TOTAL	**1,091,816**	**-23.2%**	**1,789,370**	**-6.5%**	**336,794**	**NA**	**0**	**NA**	**12,963**	**2.3%**	**0**	**NA**	**38**	**-99.7%**	**3,230,981**	**3,361,857**	**-3.9%**	**221,447**	**59.6%**	**4,599**	**NA**	**3,457,027**	**3,500,626**	**-1.2%**
	LIKE ON LIKE	975,159	-31.4%	1,588,630	-17.0%	295,844	NA	0	NA	12,318	-2.8%	0	NA	38	-99.7%	2,871,989	3,361,857	-14.6%	202,394	45.8%	4,599	NA	3,078,982	3,500,626	-12.0%

NUMBER OF OPEN DOORS **474**

CLARINS FRAGRANCE GROUP

DEBENHAMS GROUP

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - TRADE

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
2830	BROWNS CHESTER	31,041	-8.0%	26,748	-10.2%	10,850	NA	0	NA	2,822	-14.4%	369	-34.2%	0	NA	71,830	68,638	4.7%	5,847	-22.8%	5,734	NA	83,411	76,208	9.5%
3158	DEBENHAMS EDINBURGH LEITH	6,194	-6.0%	3,868	-0.2%	1,752	NA	0	NA	510	113.4%	137	-33.5%	0	NA	12,461	11,204	11.2%	613	-43.6%	582	NA	13,656	12,291	11.1%
3252	DEBENHAMS HAVERFORDWEST	4,075	-24.2%	3,486	-46.9%	1,197	NA	0	NA	70	-72.4%	0	NA	0	NA	8,828	12,197	-27.6%	686	-51.6%	404	NA	9,918	13,615	-27.2%
3253	DEBENHAMS HEREFORD	6,983	9.4%	11,692	4.3%	2,572	NA	0	NA	707	36.2%	69	1.5%	0	NA	22,023	18,332	20.1%	2,830	6.0%	1,477	NA	26,330	21,003	25.4%
2953	DEBENHAMS LEEDS BRIGGATE	27,715	-12.3%	29,624	-7.7%	8,499	NA	0	NA	3,999	-4.8%	147	-76.8%	(22)	-101.8%	69,962	69,770	0.3%	6,275	-32.4%	3,325	NA	79,562	79,051	0.6%
2829	DEBENHAMS LEEDS WHITE ROSE	32,840	-17.1%	41,030	7.0%	13,331	NA	0	NA	3,207	-23.5%	251	-56.0%	0	NA	90,659	83,684	8.3%	3,645	-26.4%	2,349	NA	96,653	88,637	9.0%
2952	DEBENHAMS MANCHESTER TRAFFORD PARK	22,328	-26.6%	29,648	-6.5%	10,459	NA	0	NA	2,761	-9.9%	335	-46.6%	0	NA	65,531	67,218	-2.5%	3,981	-65.9%	2,978	NA	72,490	78,901	-8.1%
2995	DEBENHAMS ABERDEEN	20,232	-19.5%	25,906	13.6%	9,300	NA	0	NA	1,529	-47.3%	198	-70.9%	0	NA	57,165	52,271	9.4%	4,447	-17.8%	3,542	NA	65,154	57,678	13.0%
3206	DEBENHAMS ALTRINGHAM	6,557	35.2%	4,190	20.7%	1,230	NA	0	NA	70	-72.4%	0	NA	0	NA	12,047	8,576	40.5%	455	-30.9%	242	NA	12,744	9,234	38.0%
3213	DEBENHAMS ASHFORD	4,856	-39.9%	5,780	5.0%	1,921	NA	0	NA	70	-80.6%	0	NA	0	NA	12,627	13,945	-9.5%	928	-22.7%	829	NA	14,384	15,146	-5.0%
3191	DEBENHAMS AYR	15,394	8.4%	13,357	-3.6%	4,370	NA	0	NA	946	-21.3%	34	0.0%	0	NA	34,101	29,570	15.3%	1,024	-42.9%	1,194	NA	36,319	31,364	15.8%
2911	DEBENHAMS BANBURY	8,430	-24.8%	8,693	9.1%	2,170	NA	0	NA	542	-11.3%	0	NA	0	NA	19,835	20,087	-1.3%	860	-60.7%	526	NA	21,221	22,274	-4.7%
3214	DEBENHAMS BANGOR	7,924	-15.3%	14,431	2.0%	2,781	NA	0	NA	586	146.2%	0	NA	(14)	-111.8%	25,708	23,860	7.7%	1,170	-50.9%	820	NA	27,698	26,242	5.5%
3047	DEBENHAMS BARROW	10,114	-12.1%	12,376	-8.1%	3,218	NA	0	NA	567	17.1%	34	-60.0%	0	NA	26,309	25,907	1.6%	1,673	-25.3%	1,610	NA	29,592	28,148	5.1%
3172	DEBENHAMS BASILDON	26,216	-19.1%	27,066	0.2%	12,791	NA	0	NA	2,944	1.4%	241	-30.9%	0	NA	69,258	64,025	8.2%	8,242	-14.9%	5,634	NA	83,134	73,712	12.8%
3163	DEBENHAMS BASINGSTOKE	10,058	0.0%	11,685	33.3%	3,688	NA	0	NA	1,289	314.5%	119	133.3%	0	NA	26,839	19,441	38.1%	2,050	-10.5%	1,288	NA	30,177	21,732	38.9%
3238	DEBENHAMS BATH	6,988	-6.1%	7,676	13.9%	2,480	NA	0	NA	857	92.6%	0	NA	0	NA	18,001	14,811	21.5%	1,300	-31.5%	958	NA	20,259	16,710	21.2%
2885	DEBENHAMS BEDFORD	8,753	-17.1%	8,166	37.6%	2,294	NA	0	NA	164	-57.7%	0	NA	0	NA	19,377	16,999	14.0%	765	-46.8%	782	NA	20,924	18,438	13.5%
3264	DEBENHAMS BEVERLEY	4,266	34.1%	6,675	60.6%	1,758	NA	0	NA	214	-38.9%	0	NA	0	NA	12,913	7,689	67.9%	833	-20.4%	517	NA	14,263	8,735	63.3%
3169	DEBENHAMS BIRMINGHAM	42,337	-23.6%	50,617	-13.4%	19,708	NA	0	NA	5,940	-30.3%	351	-71.4%	0	NA	118,953	127,090	-6.4%	9,940	-38.4%	6,126	NA	135,019	143,215	-5.7%
2965	DEBENHAMS BLACKBURN	11,924	0.1%	13,906	-2.1%	5,753	NA	0	NA	1,517	142.7%	154	805.9%	0	NA	33,254	27,128	22.6%	2,162	-15.6%	2,379	NA	37,795	29,691	27.3%
3219	DEBENHAMS BLACKPOOL	12,811	3.6%	15,430	-1.2%	4,897	NA	0	NA	1,069	144.1%	51	200.0%	0	NA	34,258	28,731	19.2%	1,699	-45.8%	726	NA	36,683	31,865	15.1%
3005	DEBENHAMS BOLTON	8,907	-8.6%	8,609	20.8%	3,970	NA	0	NA	1,198	254.4%	0	NA	0	NA	22,684	17,533	29.4%	1,055	-48.0%	1,086	NA	24,825	19,563	26.9%
3031	DEBENHAMS BOREHAMWOOD	5,338	-4.2%	5,484	-20.9%	1,261	NA	0	NA	70	-78.3%	0	NA	0	NA	12,153	12,832	-5.3%	705	-51.7%	561	NA	13,419	14,291	-6.1%
3030	DEBENHAMS BOURNEMOUTH	7,436	-33.0%	11,391	18.4%	3,070	NA	0	NA	657	-4.9%	0	NA	0	NA	22,554	21,568	4.6%	2,369	43.0%	644	NA	25,567	23,225	10.1%
3262	DEBENHAMS BRADFORD	7,960	44.0%	9,959	25.0%	2,794	NA	0	NA	1,168	89.3%	188	58.0%	0	NA	22,069	14,343	53.9%	1,500	-62.8%	1,440	NA	25,009	18,372	36.1%
2951	DEBENHAMS BRIGHTON	15,493	-31.8%	18,560	-17.0%	6,130	NA	0	NA	2,478	-24.6%	318	-48.5%	0	NA	42,979	50,171	-14.3%	3,505	-22.8%	3,015	NA	49,499	54,712	-9.5%
2870	DEBENHAMS BRISTOL	8,504	-1.5%	9,305	34.7%	2,796	NA	0	NA	892	23.4%	0	NA	0	NA	21,497	17,011	26.4%	949	-39.1%	1,038	NA	23,484	18,570	26.5%
3135	DEBENHAMS BROMLEY	10,495	-15.2%	10,792	13.6%	2,924	NA	0	NA	1,925	41.4%	266	10.4%	0	NA	26,402	23,806	10.9%	2,121	-15.6%	960	NA	29,483	26,320	12.0%
3237	DEBENHAMS BURY	13,055	-8.6%	15,561	13.9%	5,617	NA	0	NA	1,702	94.1%	136	300.0%	0	NA	36,071	29,327	23.0%	2,719	-1.1%	1,116	NA	39,906	32,076	24.4%
3229	DEBENHAMS BURY ST EDMUNDS	12,669	-5.7%	10,811	-13.5%	3,225	NA	0	NA	1,063	73.4%	85	0.0%	0	NA	27,853	26,828	3.8%	591	-74.5%	710	NA	29,154	29,145	0.0%
2860	DEBENHAMS CAMBRIDGE	9,831	-25.9%	9,158	-7.8%	3,150	NA	0	NA	924	4.9%	68	-80.2%	0	NA	23,131	24,691	-6.3%	1,786	-11.5%	817	NA	25,734	26,709	-3.7%
3040	DEBENHAMS CANTERBURY	4,667	-22.3%	5,788	-13.2%	1,691	NA	0	NA	70	-86.3%	0	NA	0	NA	12,216	13,188	-7.4%	737	-49.4%	1,187	NA	14,140	14,645	-3.4%
2840	DEBENHAMS CARDIFF	29,657	-11.4%	28,518	0.5%	8,099	NA	0	NA	2,845	-18.6%	234	-68.8%	0	NA	69,353	67,555	2.7%	3,779	-68.5%	2,368	NA	75,500	79,549	-5.1%
3132	DEBENHAMS CARLISLE	9,618	-11.1%	11,586	20.0%	4,555	NA	0	NA	1,020	107.3%	102	500.0%	0	NA	26,881	21,265	26.4%	1,722	-18.1%	986	NA	29,589	23,368	26.6%
3234	DEBENHAMS CARMARTHEN	5,675	-19.9%	7,448	-6.3%	2,080	NA	0	NA	553	-11.7%	0	NA	0	NA	15,756	15,908	-1.0%	2,045	20.4%	918	NA	18,719	17,607	6.3%
3173	DEBENHAMS CHATHAM	5,523	-23.6%	6,068	39.1%	1,763	NA	0	NA	116	-61.3%	0	NA	0	NA	13,470	12,069	11.6%	783	-33.6%	1,098	NA	15,351	13,249	15.9%
2955	DEBENHAMS CHELMSFORD	15,648	-11.3%	13,677	0.7%	3,885	NA	0	NA	1,338	17.3%	102	200.0%	0	NA	34,650	32,725	5.9%	1,350	-42.7%	895	NA	36,895	35,082	5.2%
3090	DEBENHAMS CHELTENHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	205	NA	0	NA	0	NA	0	205	NA
3247	DEBENHAMS CHESTERFIELD	7,332	14.3%	9,942	21.9%	3,206	NA	0	NA	745	44.9%	0	NA	0	NA	21,225	15,214	39.5%	1,718	14.9%	872	NA	23,815	16,709	42.5%
3174	DEBENHAMS CLAPHAM LONDON	8,706	8.3%	7,687	26.7%	2,181	NA	0	NA	93	-77.6%	0	NA	0	NA	18,667	14,622	27.7%	1,624	-6.9%	1,145	NA	21,436	16,367	31.0%
2940	DEBENHAMS COLCHESTER	19,392	-13.5%	24,948	2.2%	7,075	NA	0	NA	2,688	-9.6%	353	-20.1%	0	NA	54,456	50,907	7.0%	5,586	-23.5%	3,477	NA	63,519	58,208	9.1%
3100	DEBENHAMS COVENTRY	9,096	-12.8%	12,163	21.9%	2,498	NA	0	NA	1,101	61.7%	137	15.1%	(24)	-105.3%	24,971	21,650	15.3%	3,709	3.9%	1,993	NA	30,673	25,221	21.6%
2886	DEBENHAMS CRAWLEY	6,177	-4.3%	6,239	2.6%	1,618	NA	0	NA	70	-75.2%	0	NA	0	NA	14,104	12,874	9.6%	1,593	-40.8%	1,283	NA	16,980	15,565	9.1%
2865	DEBENHAMS CROYDON	8,830	-9.6%	6,771	-10.7%	2,485	NA	0	NA	1,153	-29.1%	0	NA	0	NA	19,239	19,145	0.5%	950	-27.5%	558	NA	20,747	20,456	1.4%
3212	DEBENHAMS DERBY	9,069	6.6%	11,616	34.4%	3,000	NA	0	NA	1,152	89.2%	154	-44.0%	0	NA	24,991	18,399	35.8%	1,739	-0.1%	970	NA	27,700	20,140	37.5%
3194	DEBENHAMS DONCASTER	16,240	-3.0%	15,343	-4.1%	4,419	NA	0	NA	1,920	194.9%	102	20.0%	0	NA	38,024	34,147	11.4%	2,347	-38.0%	1,592	NA	41,963	37,934	10.6%
3035	DEBENHAMS DUDLEY	33,049	-17.0%	41,669	-6.8%	16,586	NA	0	NA	2,603	-42.2%	266	-39.4%	0	NA	94,173	91,601	2.8%	9,846	1.1%	6,796	NA	110,815	101,344	9.3%
3246	DEBENHAMS DUMFRIES	4,456	-21.0%	4,701	6.6%	2,301	NA	0	NA	106	-67.3%	0	NA	0	NA	11,564	10,374	11.5%	1,305	-12.8%	1,097	NA	13,966	11,870	17.7%
3154	DEBENHAMS DUNDEE	19,707	-4.0%	20,563	25.8%	7,164	NA	0	NA	1,241	-26.5%	223	-26.9%	0	NA	48,898	39,629	23.4%	3,128	-24.0%	1,989	NA	54,015	43,743	23.5%
3218	DEBENHAMS DUNFIRMLINE	8,533	-4.8%	9,014	33.8%	3,494	NA	0	NA	117	-61.0%	0	NA	0	NA	21,158	16,096	31.4%	1,260	-16.3%	829	NA	23,247	17,601	32.1%
3167	DEBENHAMS EAST KILBRIDE	11,417	-2.2%	9,310	0.1%	3,470	NA	0	NA	626	39.4%	68	-42.9%	0	NA	24,891	21,802	14.2%	1,967	11.1%	1,312	NA	28,170	23,573	19.5%
3051	DEBENHAMS EASTBOURNE	5,263	16.5%	4,025	46.9%	1,467	NA	0	NA	47	-73.0%	0	NA	0	NA	10,802	7,460	44.8%	787	-8.6%	583	NA	12,172	8,321	46.3%
3075	DEBENHAMS EDINBURGH	7,443	-12.0%	7,529	21.6%	2,667	NA	0	NA	991	50.4%	0	NA	0	NA	18,630	15,625	19.2%	1,009	-47.4%	993	NA	20,632	17,542	17.6%
3261	DEBENHAMS ELLESMERE PORT	9,820	-6.6%	13,179	-6.6%	4,952	NA	0	NA	932	-10.1%	206	-14.2%	0	NA	29,089	26,135	11.3%	1,634	-29.0%	973	NA	31,696	28,435	11.5%
3164	DEBENHAMS ELTHAM	5,506	-35.8%	3,903	-36.0%	1,672	NA	0	NA	93	-83.7%	0	NA	0	NA	11,174	15,336	-27.1%	428	-40.8%	120	NA	11,722	16,059	-27.0%
3211	DEBENHAMS EXETER	8,440	-12.4%	8,434	25.9%	2,076	NA	0	NA	876	68.5%	0	NA	0	NA	19,826	17,147	15.6%	908	-40.3%	525	NA	21,259	18,667	13.9%
3243	DEBENHAMS FAREHAM	5,391	-17.2%	5,712	-4.0%	1,921	NA	0	NA	70	-87.4%	0	NA	0	NA	13,094	13,018	0.6%	990	-43.9%	966	NA	15,050	14,783	1.8%
3241	DEBENHAMS FARNBOROUGH	4,591	-24.2%	3,600	-45.8%	1,478	NA	0	NA	70	-58.3%	0	NA	0	NA	9,739	12,918	-24.6%	252	-58.7%	356	NA	10,347	13,528	-23.5%
3147	DEBENHAMS FOLKSTONE	9,163	-6.7%	9,692	4.8%	2,456	NA	0	NA	767	53.7%	0	NA	0	NA	22,078	20,012	10.3%	427	-69.0%	606	NA	23,111	21,389	8.1%
3067	DEBENHAMS GATESHEAD	29,638	-22.0%	38,047	-0.3%	17,670	NA	0	NA	2,480	-44.7%	17	-98.3%	0	NA	87,852	83,544	5.2%	10,039	-53.1%	6,308	NA	104,199	104,942	-0.7%

CLARINS FRAGRANCE GROUP

DEBENHAMS GROUP

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - TRADE

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
3125	DEBENHAMS GLASGOW	37,124	-13.2%	30,074	-3.4%	12,907	NA	0	NA	2,968	-28.8%	326	-53.9%	0	NA	83,399	80,481	3.6%	7,115	-36.0%	4,193	NA	94,707	91,598	3.4%
3208	DEBENHAMS GLASGOW POLLOCK	30,607	-14.4%	29,948	6.1%	10,943	NA	0	NA	2,779	10.2%	300	-41.4%	0	NA	74,577	68,445	9.0%	6,950	-24.5%	5,071	NA	86,598	77,645	11.5%
2880	DEBENHAMS GLOUCESTER	8,171	-17.9%	8,900	19.4%	3,507	NA	0	NA	1,209	101.8%	112	558.8%	0	NA	21,899	18,135	20.8%	1,173	-40.6%	728	NA	23,800	20,111	18.3%
3000	DEBENHAMS GRAVESEND	6,731	-11.6%	7,419	-1.9%	2,615	NA	0	NA	735	100.8%	44	-15.4%	0	NA	17,544	15,790	11.1%	796	-53.4%	517	NA	18,857	17,497	7.8%
3228	DEBENHAMS GREAT YARMOUTH	5,544	-29.1%	7,598	20.2%	2,722	NA	0	NA	93	-75.1%	0	NA	0	NA	15,957	14,531	9.8%	440	-58.8%	242	NA	16,639	15,600	6.7%
2970	DEBENHAMS GUILDFORD	5,389	-0.7%	4,507	-25.3%	1,361	NA	0	NA	70	-77.6%	52	NA	0	NA	11,379	11,770	-3.3%	695	-58.3%	403	NA	12,477	13,437	-7.1%
3148	DEBENHAMS HARROGATE	7,793	5.6%	5,126	41.8%	1,413	NA	0	NA	181	-28.7%	0	NA	0	NA	14,513	11,247	29.0%	398	-39.5%	72	NA	14,983	11,905	25.9%
2845	DEBENHAMS HARROW	9,418	38.9%	9,235	6.8%	2,874	NA	0	NA	1,431	-15.6%	44	158.8%	0	NA	23,002	17,636	30.4%	2,653	-39.8%	2,013	NA	27,668	22,041	25.5%
3070	DEBENHAMS HASTINGS	5,004	-26.5%	7,154	17.0%	1,777	NA	0	NA	70	-76.7%	0	NA	0	NA	14,005	13,219	5.9%	784	-35.9%	534	NA	15,323	14,443	6.1%
3188	DEBENHAMS HEMEL HEMPSTEAD	7,955	5.7%	8,149	-1.5%	2,705	NA	0	NA	720	98.3%	0	NA	0	NA	19,529	16,300	19.8%	1,419	-23.8%	761	NA	21,709	18,163	19.5%
2935	DEBENHAMS HOUNSLOW	3,011	-33.4%	3,861	13.1%	949	NA	0	NA	94	-68.8%	0	NA	0	NA	7,915	8,234	-3.9%	1,360	9.4%	1,145	NA	10,420	9,477	10.0%
3130	DEBENHAMS HULL	17,511	5.2%	17,332	13.8%	5,207	NA	0	NA	1,848	201.0%	51	0.0%	0	NA	41,949	32,974	27.2%	2,210	-15.1%	1,041	NA	45,200	35,576	27.1%
3176	DEBENHAMS ILFORD	5,664	-29.5%	5,416	18.4%	2,548	NA	0	NA	93	-74.3%	0	NA	0	NA	13,721	13,108	4.7%	803	-59.7%	508	NA	15,032	15,102	-0.5%
3168	DEBENHAMS INVERNESS	8,192	-11.2%	7,745	-4.7%	2,177	NA	0	NA	838	327.6%	0	NA	0	NA	18,952	17,876	6.0%	1,802	19.5%	644	NA	21,398	19,384	10.4%
2850	DEBENHAMS IPSWICH	15,671	-14.8%	18,073	-7.0%	3,695	NA	0	NA	1,817	-9.6%	68	-83.4%	0	NA	39,324	40,853	-3.7%	2,659	-6.3%	1,178	NA	43,161	43,691	-1.2%
3033	DEBENHAMS KINGS LYNN	5,621	-31.5%	5,490	-27.1%	2,193	NA	0	NA	70	-72.4%	0	NA	0	NA	13,374	16,073	-16.8%	874	-10.9%	665	NA	14,913	17,054	-12.6%
3249	DEBENHAMS LEAMINGTON SPA	4,108	-7.8%	4,815	21.6%	1,265	NA	0	NA	47	-84.4%	0	NA	0	NA	10,235	8,717	17.4%	906	-20.8%	484	NA	11,625	9,861	17.9%
3105	DEBENHAMS LEICESTER	8,968	7.4%	13,532	0.3%	3,492	NA	0	NA	1,457	33.9%	154	-10.5%	0	NA	27,603	23,437	17.8%	1,731	-14.8%	1,404	NA	30,738	25,468	20.7%
3248	DEBENHAMS LICHFIELD	11,169	-2.8%	10,056	22.4%	3,921	NA	0	NA	1,000	119.3%	0	NA	0	NA	26,146	20,541	27.3%	1,963	13.9%	1,624	NA	29,733	22,264	33.5%
3143	DEBENHAMS LINCOLN	11,634	-5.7%	11,248	-17.4%	3,423	NA	0	NA	1,224	115.5%	0	NA	0	NA	27,529	26,931	2.2%	1,977	29.5%	1,382	NA	30,888	28,458	8.5%
3217	DEBENHAMS LIVERPOOL	34,673	-27.9%	46,754	-4.2%	15,360	NA	0	NA	2,680	-53.1%	698	-33.7%	0	NA	100,165	106,247	-5.7%	4,341	-73.7%	5,959	NA	110,465	122,760	-10.0%
3223	DEBENHAMS LIVINGSTON	9,051	14.5%	8,705	11.2%	3,523	NA	0	NA	899	92.1%	0	NA	0	NA	22,178	16,531	34.2%	2,168	-5.4%	934	NA	25,280	18,822	34.3%
3199	DEBENHAMS LLANDUDNO	15,016	-5.6%	20,087	6.7%	6,062	NA	0	NA	1,201	59.9%	120	252.9%	0	NA	42,486	35,904	18.3%	1,897	-44.7%	1,139	NA	45,522	39,333	15.7%
3216	DEBENHAMS LLANELLI	4,522	48.5%	5,648	-7.3%	1,310	NA	0	NA	133	-65.1%	0	NA	0	NA	11,613	9,521	22.0%	389	-62.3%	266	NA	12,268	10,553	16.3%
2835	DEBENHAMS LONDON	64,263	-6.8%	61,672	43.5%	23,636	NA	0	NA	12,847	-5.5%	1,077	-53.5%	0	NA	163,495	130,989	24.8%	17,965	-52.6%	12,227	NA	193,687	168,886	14.7%
2920	DEBENHAMS LUTON	7,343	-11.2%	7,572	-6.9%	2,125	NA	0	NA	1,165	43.8%	0	NA	0	NA	18,205	17,590	3.5%	1,401	-42.8%	973	NA	20,579	20,041	2.7%
2930	DEBENHAMS MANCHESTER	34,399	-8.1%	39,358	2.4%	14,963	NA	0	NA	4,475	-32.0%	267	-78.1%	0	NA	93,462	85,506	9.3%	7,325	-54.2%	5,699	NA	106,486	101,483	4.9%
2838	DEBENHAMS MANSFIELD	6,607	-11.0%	8,399	-12.6%	2,187	NA	0	NA	748	36.5%	0	NA	0	NA	17,941	17,621	1.8%	812	-61.3%	829	NA	19,582	19,719	-0.7%
2831	DEBENHAMS MIDDLESBOROUGH	18,867	-15.9%	18,043	16.4%	8,525	NA	0	NA	1,836	-35.1%	52	-89.1%	0	NA	47,323	42,286	11.9%	4,764	-1.7%	4,086	NA	56,173	47,131	19.2%
3133	DEBENHAMS MILTON KEYNES	22,603	-8.0%	27,785	9.1%	8,921	NA	0	NA	2,893	-17.9%	216	-64.8%	0	NA	62,418	54,925	13.6%	5,506	-23.0%	3,063	NA	70,987	62,076	14.4%
3244	DEBENHAMS NEWBURY	4,735	-23.8%	3,993	-10.4%	1,315	NA	0	NA	47	-83.3%	0	NA	0	NA	10,090	10,951	-7.9%	634	-49.5%	510	NA	11,234	12,206	-8.0%
3236	DEBENHAMS NEWCASTLE	23,138	-9.4%	27,350	35.5%	15,052	NA	0	NA	2,976	-7.0%	482	-16.9%	0	NA	68,998	50,356	37.0%	6,641	-28.5%	5,099	NA	80,738	59,646	35.4%
3267	DEBENHAMS NEWPORT	4,165	-19.3%	6,040	29.7%	1,366	NA	0	NA	70	-79.8%	0	NA	0	NA	11,641	10,241	13.7%	1,138	-8.3%	1,098	NA	13,877	11,482	20.9%
2941	DEBENHAMS NORTHAMPTON	3,957	-21.5%	4,702	14.2%	2,325	NA	0	NA	70	-50.0%	0	NA	0	NA	11,054	9,317	18.6%	1,719	-30.2%	573	NA	13,346	11,780	13.3%
2875	DEBENHAMS NORWICH	13,860	-0.3%	14,049	17.3%	5,458	NA	0	NA	1,265	49.9%	137	302.9%	0	NA	34,769	27,038	28.6%	1,535	-30.1%	881	NA	37,185	29,234	27.2%
2925	DEBENHAMS NOTTINGHAM	13,361	20.6%	13,426	53.6%	3,581	NA	0	NA	1,787	149.6%	129	-5.8%	0	NA	32,284	20,844	54.9%	2,950	70.5%	1,360	NA	36,594	22,574	62.1%
2907	DEBENHAMS NUNEATON	6,201	-5.5%	5,998	-8.8%	2,325	NA	0	NA	498	26.7%	0	NA	0	NA	15,022	13,601	10.4%	1,094	-37.1%	621	NA	16,737	15,339	9.1%
3136	DEBENHAMS OLDHAM	4,775	-17.8%	4,563	-25.8%	2,251	NA	0	NA	503	5.9%	0	NA	(22)	-112.8%	12,070	12,606	-4.3%	1,683	34.2%	713	NA	14,466	13,860	4.4%
3091	DEBENHAMS OXFORD	8,640	-8.9%	7,371	7.7%	2,286	NA	0	NA	572	21.2%	44	158.8%	0	NA	18,913	17,042	11.0%	1,376	-21.0%	827	NA	21,116	18,783	12.4%
3161	DEBENHAMS PERTH	4,192	-16.6%	3,584	3.2%	2,000	NA	0	NA	47	-87.3%	0	NA	0	NA	9,823	8,871	10.7%	617	-46.2%	362	NA	10,802	10,018	7.8%
3015	DEBENHAMS PLYMOUTH	12,750	-5.7%	10,021	41.0%	2,889	NA	0	NA	815	12.6%	68	-50.0%	0	NA	26,543	21,635	22.7%	1,192	-45.4%	877	NA	28,612	23,817	20.1%
3177	DEBENHAMS PORTSMOUTH	24,262	-14.1%	30,957	3.9%	9,104	NA	0	NA	2,223	-18.0%	146	-64.3%	0	NA	66,692	62,003	7.6%	5,191	-34.0%	2,724	NA	74,607	69,868	6.8%
3095	DEBENHAMS PRESTON	10,279	-14.5%	11,827	-8.3%	3,757	NA	0	NA	1,849	175.1%	96	-38.1%	0	NA	27,808	26,151	6.3%	2,269	-38.3%	1,227	NA	31,304	29,829	4.9%
3151	DEBENHAMS READING	7,262	-17.8%	6,809	-16.4%	3,352	NA	0	NA	660	17.0%	0	NA	0	NA	18,083	17,731	2.0%	1,964	4.7%	1,286	NA	21,333	19,606	8.8%
3162	DEBENHAMS REDDITCH	7,819	-13.3%	6,938	-19.7%	1,790	NA	0	NA	819	96.9%	0	NA	0	NA	17,366	18,460	-5.9%	1,486	-4.3%	778	NA	19,630	20,013	-1.9%
2855	DEBENHAMS ROMFORD	28,928	-16.8%	26,676	32.5%	8,549	NA	0	NA	3,671	-17.9%	164	-80.9%	(31)	-102.8%	67,957	61,328	10.8%	4,356	-27.5%	4,714	NA	77,027	67,333	14.4%
3263	DEBENHAMS RUGBY	6,211	30.5%	6,542	5.8%	2,169	NA	0	NA	624	81.9%	34	-60.5%	0	NA	15,580	11,515	35.3%	1,211	-10.0%	556	NA	17,347	12,860	34.9%
3020	DEBENHAMS SALISBURY	7,256	-4.1%	7,979	25.1%	1,835	NA	0	NA	116	-80.0%	0	NA	0	NA	17,186	14,222	20.8%	1,425	5.9%	605	NA	19,216	15,568	23.4%
2916	DEBENHAMS SCARBOROUGH	10,052	-12.3%	11,833	3.6%	3,735	NA	0	NA	1,127	101.3%	85	25.0%	0	NA	26,832	23,745	13.0%	657	-76.3%	1,664	NA	29,153	26,514	10.0%
3032	DEBENHAMS SCUNTHORPE	8,038	-5.0%	9,934	9.7%	2,163	NA	0	NA	850	70.0%	0	NA	0	NA	20,985	18,228	15.1%	1,796	-31.6%	1,100	NA	23,881	20,855	14.5%
2945	DEBENHAMS SHEFFIELD	4,854	-3.7%	5,430	57.8%	1,280	NA	0	NA	47	-79.8%	0	NA	0	NA	11,611	8,745	32.8%	576	-44.9%	430	NA	12,617	9,790	28.9%
3055	DEBENHAMS SHEFFIELD MEADOWHALL	25,801	-13.4%	30,830	-6.1%	11,307	NA	0	NA	2,238	-45.3%	222	-76.3%	0	NA	70,398	68,902	2.2%	4,917	-33.2%	3,853	NA	79,168	76,264	3.8%
3178	DEBENHAMS SLOUGH	4,627	51.3%	3,652	16.5%	907	NA	0	NA	70	-76.7%	0	NA	0	NA	9,256	6,496	42.5%	791	-41.1%	598	NA	10,645	7,838	35.8%
2915	DEBENHAMS SOUTHAMPTON	7,818	-1.7%	8,481	15.0%	2,831	NA	0	NA	977	132.1%	0	NA	0	NA	20,107	16,018	25.5%	1,314	5.0%	984	NA	22,405	17,269	29.7%
2960	DEBENHAMS SOUTHEND	26,667	-8.1%	22,822	-15.4%	7,774	NA	0	NA	2,299	-3.0%	233	-54.6%	0	NA	59,795	60,026	-0.4%	5,954	-33.5%	5,708	NA	71,457	68,980	3.6%
3142	DEBENHAMS SOUTHPORT	6,646	-31.7%	6,683	2.4%	2,030	NA	0	NA	93	-74.9%	0	NA	0	NA	15,452	16,634	-7.1%	689	-9.6%	356	NA	16,497	17,396	-5.2%
3166	DEBENHAMS SOUTHSEA	4,771	7.6%	4,642	27.1%	1,466	NA	0	NA	47	-79.8%	34	NA	0	NA	10,960	8,363	31.1%	1,255	49.0%	901	NA	13,116	9,205	42.5%
3189	DEBENHAMS SOUTHSHIELDS	7,596	-37.4%	10,302	10.7%	5,413	NA	0	NA	456	29.5%	34	NA	0	NA	23,801	22,150	7.5%	1,247	-44.1%	677	NA	25,725	24,380	5.5%
2950	DEBENHAMS STAINES	5,377	-11.0%	5,282	18.3%	1,288	NA	0	NA	70	-69.3%	0	NA	0	NA	12,017	10,790	11.4%	388	-63.7%	380	NA	12,785	11,860	7.8%
3268	DEBENHAMS STEVENAGE	7,925	NA	10,192	NA	3,947	NA	0	NA	807	NA	86	NA	0	NA	22,957	0	NA	1,559	NA	526	NA	25,042	0	NA
2837	DEBENHAMS STIRLING	12,473	-10.5%	12,189	13.6%	3,324	NA	0	NA	978	46.2%	68	-33.3%	0	NA	29,032	25,711	12.9%	1,376	-42.7%	558	NA	30,966	28,114	10.1%

CLARINS FRAGRANCE GROUP

DEBENHAMS GROUP

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - TRADE

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
2895	DEBENHAMS STOCKPORT	9,127	-6.9%	7,615	2.8%	2,518	NA	0	NA	706	180.2%	0	NA	0	NA	19,966	17,755	12.5%	1,402	-25.7%	704	NA	22,072	19,641	12.4%
3159	DEBENHAMS STOCKTON-ON-TEES	11,410	-4.3%	13,775	17.4%	3,461	NA	0	NA	687	-19.0%	34	-69.4%	0	NA	29,367	25,019	17.4%	738	-36.1%	299	NA	30,404	26,174	16.2%
2954	DEBENHAMS STOKE ON TRENT	11,554	1.6%	12,939	-3.3%	4,880	NA	0	NA	1,400	148.2%	136	12.4%	0	NA	30,909	25,809	19.8%	3,072	19.5%	1,509	NA	35,490	28,379	25.1%
3087	DEBENHAMS STRATFORD	6,048	-10.4%	5,786	31.8%	1,650	NA	0	NA	70	-86.9%	0	NA	0	NA	13,554	11,671	16.1%	804	-47.0%	474	NA	14,832	13,188	12.5%
3131	DEBENHAMS SUNDERLAND	35,592	-13.1%	38,866	14.4%	17,443	NA	0	NA	2,782	-11.4%	336	-14.9%	0	NA	95,019	80,483	18.1%	8,760	-21.4%	6,161	NA	109,940	91,633	20.0%
3179	DEBENHAMS SUTTON	7,504	-3.0%	8,153	12.8%	2,281	NA	0	NA	721	37.9%	0	NA	0	NA	18,659	15,646	19.3%	1,722	48.3%	609	NA	20,990	16,807	24.9%
2980	DEBENHAMS SWANSEA	12,008	-25.4%	15,854	13.6%	4,206	NA	0	NA	1,320	38.4%	136	-50.5%	0	NA	33,524	31,910	5.1%	1,524	-3.9%	639	NA	35,687	33,496	6.5%
3080	DEBENHAMS SWINDON	4,461	-8.1%	5,133	31.4%	1,427	NA	0	NA	70	-78.3%	0	NA	0	NA	11,091	9,084	22.1%	1,745	18.3%	1,611	NA	14,447	10,559	36.8%
3010	DEBENHAMS TAUNTON	5,367	-4.3%	4,627	11.7%	1,521	NA	0	NA	47	-81.5%	0	NA	0	NA	11,562	10,007	15.5%	2,805	93.4%	890	NA	15,257	11,457	33.2%
2985	DEBENHAMS TELFORD	10,660	-3.2%	12,771	19.7%	2,906	NA	0	NA	1,034	51.6%	85	25.0%	0	NA	27,456	22,682	21.0%	2,584	49.9%	1,045	NA	31,085	24,406	27.4%
3186	DEBENHAMS THANET	7,499	2.7%	6,526	4.8%	1,583	NA	0	NA	93	-81.8%	0	NA	0	NA	15,701	14,038	11.8%	346	-86.0%	427	NA	16,474	16,506	-0.2%
3060	DEBENHAMS THURROCK	24,775	-24.6%	31,121	9.4%	8,932	NA	0	NA	2,526	-19.7%	291	-50.8%	0	NA	67,645	66,342	2.0%	5,436	-47.9%	2,777	NA	75,858	76,781	-1.2%
3156	DEBENHAMS TORQUAY	6,715	-27.1%	5,397	47.8%	1,707	NA	0	NA	93	-63.4%	0	NA	0	NA	13,912	13,244	5.0%	517	-72.0%	484	NA	14,913	15,089	-1.2%
3187	DEBENHAMS TRURO	9,976	-18.1%	8,108	19.0%	3,184	NA	0	NA	822	98.6%	0	NA	0	NA	22,090	19,810	11.5%	548	-50.3%	338	NA	22,976	20,912	9.9%
2956	DEBENHAMS UXBRIDGE	5,974	-8.4%	7,450	32.7%	2,163	NA	0	NA	1,118	698.6%	44	29.4%	(24)	-128.6%	16,725	12,391	35.0%	1,021	-8.8%	355	NA	18,101	13,510	34.0%
3242	DEBENHAMS WAKEFIELD	10,345	-2.0%	12,223	0.8%	4,108	NA	0	NA	974	121.9%	51	-82.5%	0	NA	27,701	23,740	16.7%	2,384	-29.3%	2,139	NA	32,224	27,113	18.9%
3120	DEBENHAMS WALSALL	5,292	-14.3%	4,996	-11.4%	1,536	NA	0	NA	70	-79.9%	0	NA	0	NA	11,894	12,165	-2.2%	851	-48.9%	508	NA	13,253	13,830	-4.2%
3266	DEBENHAMS WANDSWORTH	3,387	3.3%	3,097	15.5%	1,016	NA	0	NA	158	-50.9%	0	NA	0	NA	7,658	6,339	20.8%	811	16.0%	266	NA	8,735	7,038	24.1%
3204	DEBENHAMS WARRINGTON	12,205	19.8%	13,331	46.1%	3,521	NA	0	NA	1,337	75.2%	102	200.0%	0	NA	30,496	20,535	48.5%	3,261	76.6%	1,648	NA	35,405	22,382	58.2%
3209	DEBENHAMS WELWYN GARDEN CITY	4,273	-45.9%	6,809	31.6%	1,127	NA	0	NA	70	-81.1%	0	NA	0	NA	12,279	13,438	-8.6%	365	-66.1%	290	NA	12,934	14,516	-10.9%
3227	DEBENHAMS WESTFIELD WHITE CITY	9,866	1.2%	12,355	7.6%	2,724	NA	0	NA	1,822	18.5%	250	-14.4%	0	NA	27,017	23,641	14.3%	2,281	-36.8%	1,344	NA	30,642	27,251	12.4%
3153	DEBENHAMS WEYMOUTH	6,547	-15.1%	5,200	-1.3%	2,749	NA	0	NA	117	-77.8%	0	NA	0	NA	14,613	13,568	7.7%	1,891	-25.6%	1,843	NA	18,347	16,109	13.9%
3203	DEBENHAMS WIGAN	11,484	-13.5%	12,280	0.8%	6,626	NA	0	NA	1,198	58.3%	231	239.7%	0	NA	31,819	26,641	19.4%	1,599	-49.1%	1,620	NA	35,038	29,784	17.6%
2832	DEBENHAMS WIMBLEDON	4,044	-38.4%	3,257	-46.9%	985	NA	0	NA	70	-71.5%	0	NA	0	NA	8,356	12,983	-35.6%	856	-19.5%	830	NA	10,042	14,047	-28.5%
3146	DEBENHAMS WINCHESTER	5,223	-30.7%	3,643	-18.0%	1,202	NA	0	NA	201	-47.2%	0	NA	0	NA	10,269	12,396	-17.2%	1,076	-15.4%	573	NA	11,918	13,668	-12.8%
3233	DEBENHAMS WITNEY	3,106	-36.6%	3,491	38.4%	969	NA	0	NA	47	-77.6%	0	NA	0	NA	7,613	7,631	-0.2%	623	-33.9%	338	NA	8,574	8,573	0.0%
3183	DEBENHAMS WOKING	3,519	-48.0%	4,685	-27.5%	1,272	NA	0	NA	117	-66.3%	0	NA	0	NA	9,593	13,579	-29.4%	1,313	-1.6%	501	NA	11,407	14,914	-23.5%
3269	DEBENHAMS WOLVERHAMPTON MANDER CENTRE	5,482	NA	7,106	NA	2,843	NA	0	NA	972	NA	0	NA	0	NA	16,403	0	NA	971	NA	823	NA	18,197	0	NA
3086	DEBENHAMS WORCESTER	6,373	-26.0%	6,927	24.9%	1,974	NA	0	NA	720	50.9%	0	NA	0	NA	15,994	14,874	7.5%	954	-41.1%	451	NA	17,399	16,495	5.5%
3196	DEBENHAMS WORKINGTON	7,389	-22.1%	9,102	21.2%	5,867	NA	0	NA	518	83.7%	0	NA	0	NA	22,876	17,477	30.9%	3,479	-29.0%	1,385	NA	27,740	22,374	24.0%
3149	DEBENHAMS WORTHING	10,255	-19.7%	9,764	-10.1%	3,034	NA	0	NA	902	42.3%	34	-33.3%	0	NA	23,989	24,588	-2.4%	1,663	-27.5%	889	NA	26,541	26,883	-1.3%
3224	DEBENHAMS WREXHAM	6,762	-4.9%	7,988	2.9%	3,275	NA	0	NA	475	30.9%	0	NA	0	NA	18,500	15,478	19.5%	1,276	-41.0%	702	NA	20,478	17,642	16.1%
3239	DEBENHAMS YORK	4,634	10.1%	5,688	35.4%	1,753	NA	0	NA	47	-83.0%	0	NA	0	NA	12,122	8,684	39.6%	328	-74.1%	290	NA	12,740	9,951	28.0%
3134	DEBENHAMS YORK MONKS CROSS	3,722	-12.7%	4,672	-13.4%	1,610	NA	0	NA	70	-72.4%	0	NA	0	NA	10,074	9,914	1.6%	464	-49.7%	323	NA	10,861	10,837	0.2%
3198	DESIRE BY DEBENHAMS BIRMINGHAM FORT	2,459	24.4%	2,594	3.1%	763	NA	0	NA	47	-83.8%	0	NA	0	NA	5,863	4,782	22.6%	1,166	30.4%	323	NA	7,352	5,676	29.5%
3197	DESIRE BY DEBENHAMS FALKIRK	4,383	-6.4%	5,478	67.1%	1,416	NA	0	NA	94	-63.0%	0	NA	0	NA	11,371	8,214	38.4%	201	-80.4%	242	NA	11,814	9,241	27.8%
3231	DESIRE BY DEBENHAMS KIDDERMINSTER	7,474	-22.3%	8,673	24.7%	2,176	NA	0	NA	472	1.7%	0	NA	0	NA	18,795	17,356	8.3%	1,801	-17.9%	1,235	NA	21,831	19,550	11.7%
3202	DESIRE BY DEBENHAMS KIRCALDY	7,341	-12.1%	5,975	-26.5%	2,689	NA	0	NA	692	82.1%	0	NA	0	NA	16,697	16,988	-1.7%	641	-40.9%	290	NA	17,628	18,073	-2.5%
3201	DESIRE BY DEBENHAMS MERTHYR TYDFIL	7,167	-6.4%	14,098	6.8%	3,931	NA	0	NA	913	149.5%	17	NA	0	NA	26,126	21,738	20.2%	959	-47.6%	1,562	NA	28,647	23,568	21.6%
3192	DESIRE BY DEBENHAMS ORPINGTON	5,650	-14.2%	4,511	-13.5%	2,050	NA	0	NA	70	-90.0%	0	NA	0	NA	12,281	12,494	-1.7%	481	-64.7%	338	NA	13,100	13,856	-5.5%
3207	DESIRE BY DEBENHAMS WALTON	4,843	-14.6%	3,691	-39.0%	1,318	NA	0	NA	70	-84.9%	0	NA	0	NA	9,922	12,182	-18.6%	114	-86.5%	72	NA	10,108	13,024	-22.4%
3093	DEBENHAMS.COM SHERBURN	191,516	11.4%	253,594	31.0%	120,107	NA	0	NA	29,997	15.6%	2,230	-54.3%	0	NA	597,444	411,080	45.3%	27,288	-33.0%	20,441	NA	645,173	451,787	42.8%
3141	DEBENHAMS HEAD OFFICE ACCOUNT	(36,327)	17.2%	(11,127)	-455.2%	0	NA	0	NA	(4,006)	87.8%	0	NA	(870)	98.3%	(52,330)	(129,952)	59.7%	0	NA	(52,786)	NA	(105,116)	(129,952)	19.1%
	TOTAL GB STORE	1,989,920	-9.7%	2,237,872	7.7%	799,563	NA	0	NA	198,355	14.6%	15,135	-50.1%	(1,007)	-103.7%	5,239,838	4,511,435	16.1%	380,784	-33.2%	207,336	NA	5,827,958	5,081,603	14.7%
3254	DEBENHAMS BALLYMENA	2,491	-38.8%	3,702	17.0%	1,536	NA	0	NA	74	-81.8%	0	NA	0	NA	7,803	7,641	2.1%	771	-60.7%	427	NA	9,001	9,604	-6.3%
3256	DEBENHAMS BELFAST	21,143	-20.0%	25,977	14.6%	8,554	NA	0	NA	1,436	-39.5%	224	-60.3%	0	NA	57,334	52,957	8.3%	8,753	-8.5%	5,316	NA	71,403	62,528	14.2%
3257	DEBENHAMS CRAIGAVON	8,055	-15.8%	8,904	11.1%	2,786	NA	0	NA	493	61.6%	0	NA	0	NA	20,238	18,461	9.6%	2,298	-42.2%	1,333	NA	23,869	22,437	6.4%
3258	DEBENHAMS LONDONDERRY	5,484	-6.7%	8,851	19.5%	1,858	NA	0	NA	149	-41.3%	0	NA	0	NA	16,342	13,637	19.8%	2,336	-17.4%	1,649	NA	20,327	16,464	23.5%
3259	DEBENHAMS NEWRY	5,527	-23.1%	8,518	29.9%	1,886	NA	0	NA	140	-49.5%	0	NA	0	NA	16,071	14,021	14.6%	1,618	-31.9%	1,017	NA	18,706	16,398	14.1%
	TOTAL NI STORE	42,700	-19.6%	55,952	17.0%	16,620	NA	0	NA	2,292	-36.7%	224	-64.6%	0	NA	117,788	106,717	10.4%	15,776	-23.8%	9,742	NA	143,306	127,431	12.5%
	TOTAL	**2,032,620**	**-9.9%**	**2,293,824**	**7.9%**	**816,183**	**NA**	**0**	**NA**	**200,647**	**13.5%**	**15,359**	**-50.4%**	**-1,007**	**-103.5%**	**5,357,626**	**4,618,152**	**16.0%**	**396,560**	**-32.9%**	**217,078**	**NA**	**5,971,264**	**5,209,034**	**14.6%**
	LIKE ON LIKE	2,019,213	-10.5%	2,276,526	7.1%	809,393	NA	0	NA	198,868	12.5%	15,273	-50.6%	(1,007)	-103.5%	5,318,266	4,617,947	15.2%	394,030	-33.3%	215,729	NA	5,928,025	5,208,829	13.8%

NUMBER OF OPEN DOORS **167**

CLARINS FRAGRANCE GROUP

DEBENHAMS GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - TRADE

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
2830	BROWNS CHESTER	4,335	28.0%	4,770	-42.6%	1,952	NA	0	NA	503	-31.2%	34	-34.6%	0	NA	11,594	12,483	-7.1%	718	-46.4%	0	NA	12,312	13,823	-10.9%
3158	DEBENHAMS EDINBURGH LEITH	852	37.0%	379	-59.9%	202	NA	0	NA	54	-28.0%	0	NA	0	NA	1,487	1,660	-10.4%	0	NA	24	NA	1,511	1,735	-12.9%
3252	DEBENHAMS HAVERFORDWEST	714	730.2%	118	-88.3%	54	NA	0	NA	0	NA	0	NA	0	NA	886	1,096	-19.2%	119	-63.0%	0	NA	1,005	1,418	-29.1%
3253	DEBENHAMS HEREFORD	364	-54.7%	1,696	33.2%	387	NA	0	NA	181	154.9%	17	-50.0%	0	NA	2,645	2,182	21.2%	170	-77.9%	24	NA	2,839	2,952	-3.8%
2953	DEBENHAMS LEEDS BRIGGATE	3,492	68.9%	5,171	1.5%	926	NA	0	NA	515	-30.4%	0	NA	0	NA	10,104	8,109	24.6%	1,802	44.5%	0	NA	11,906	9,356	27.3%
2829	DEBENHAMS LEEDS WHITE ROSE	3,254	-18.9%	6,596	6.8%	2,115	NA	0	NA	423	-55.8%	52	NA	0	NA	12,440	11,148	11.6%	292	-45.6%	48	NA	12,780	11,685	9.4%
2952	DEBENHAMS MANCHESTER TRAFFORD PARK	3,865	16.1%	3,940	-19.5%	843	NA	0	NA	526	71.3%	103	98.1%	0	NA	9,277	8,581	8.1%	165	-91.4%	0	NA	9,442	10,497	-10.1%
2995	DEBENHAMS ABERDEEN	2,128	-16.3%	4,234	7.8%	2,432	NA	0	NA	162	-76.8%	0	NA	0	NA	8,956	7,164	25.0%	427	-76.6%	0	NA	9,383	8,985	4.4%
3206	DEBENHAMS ALTRINGHAM	282	-35.0%	704	122.1%	0	NA	0	NA	0	NA	0	NA	0	NA	986	751	31.3%	0	NA	0	NA	986	775	27.2%
3213	DEBENHAMS ASHFORD	728	-72.1%	656	-37.4%	389	NA	0	NA	0	NA	0	NA	0	NA	1,773	3,717	-52.3%	0	NA	0	NA	1,773	3,976	-55.4%
3191	DEBENHAMS AYR	1,881	37.8%	1,538	53.2%	525	NA	0	NA	188	13.3%	34	100.0%	0	NA	4,166	2,552	63.2%	185	-55.1%	0	NA	4,351	2,964	46.8%
2911	DEBENHAMS BANBURY	1,270	-13.7%	1,150	-41.1%	185	NA	0	NA	47	-68.9%	0	NA	0	NA	2,652	3,576	-25.8%	0	NA	0	NA	2,652	4,199	-36.8%
3214	DEBENHAMS BANGOR	837	85.6%	2,780	22.7%	299	NA	0	NA	77	NA	0	NA	0	NA	3,993	2,717	47.0%	236	0.0%	0	NA	4,229	2,953	43.2%
3047	DEBENHAMS BARROW	915	-41.6%	2,049	7.1%	343	NA	0	NA	166	121.3%	17	NA	0	NA	3,490	3,554	-1.8%	284	-7.5%	0	NA	3,774	3,861	-2.3%
3172	DEBENHAMS BASILDON	2,888	-16.5%	3,781	-39.4%	1,654	NA	0	NA	582	29.0%	69	102.9%	0	NA	8,974	10,185	-11.9%	2,118	-17.2%	203	NA	11,295	12,742	-11.4%
3163	DEBENHAMS BASINGSTOKE	781	-55.0%	1,785	-6.1%	847	NA	0	NA	109	53.5%	34	100.0%	0	NA	3,556	3,725	-4.5%	341	-57.2%	24	NA	3,921	4,522	-13.3%
3238	DEBENHAMS BATH	1,118	-20.3%	1,724	106.0%	526	NA	0	NA	27	NA	0	NA	0	NA	3,395	2,240	51.6%	344	-19.8%	48	NA	3,787	2,669	41.9%
2885	DEBENHAMS BEDFORD	541	-58.4%	821	135.2%	163	NA	0	NA	0	NA	0	NA	0	NA	1,525	1,649	-7.5%	287	192.9%	0	NA	1,812	1,747	3.7%
3264	DEBENHAMS BEVERLEY	314	-51.4%	1,060	99.2%	82	NA	0	NA	0	NA	0	NA	0	NA	1,456	1,178	23.6%	66	-69.7%	0	NA	1,522	1,396	9.0%
3169	DEBENHAMS BIRMINGHAM	4,021	-25.7%	6,683	127.4%	2,893	NA	0	NA	248	-62.0%	17	-90.1%	0	NA	13,862	9,151	51.5%	502	-84.7%	0	NA	14,364	12,432	15.5%
2965	DEBENHAMS BLACKBURN	1,907	41.7%	2,315	22.4%	1,496	NA	0	NA	212	44.2%	0	NA	0	NA	5,930	3,402	74.3%	191	-68.9%	0	NA	6,121	4,017	52.4%
3219	DEBENHAMS BLACKPOOL	1,277	13.2%	1,561	-1.9%	123	NA	0	NA	27	-57.1%	17	NA	0	NA	3,005	2,783	8.0%	179	-69.3%	0	NA	3,184	3,366	-5.4%
3005	DEBENHAMS BOLTON	1,516	116.0%	1,759	34.6%	1,186	NA	0	NA	53	89.3%	0	NA	0	NA	4,514	2,071	118.0%	81	-77.7%	24	NA	4,619	2,435	89.7%
3031	DEBENHAMS BOREHAMWOOD	603	9.8%	606	54.2%	82	NA	0	NA	0	NA	0	NA	0	NA	1,291	942	37.0%	119	108.8%	0	NA	1,410	999	41.1%
3030	DEBENHAMS BOURNEMOUTH	939	-52.7%	1,476	56.5%	354	NA	0	NA	137	389.3%	0	NA	0	NA	2,906	2,956	-1.7%	890	232.1%	0	NA	3,796	3,224	17.7%
3262	DEBENHAMS BRADFORD	535	-45.8%	1,531	225.7%	263	NA	0	NA	113	18.9%	0	NA	0	NA	2,442	1,586	54.0%	24	-96.0%	0	NA	2,466	2,180	13.1%
2951	DEBENHAMS BRIGHTON	1,934	-18.5%	2,845	55.9%	245	NA	0	NA	260	-23.8%	17	-75.4%	0	NA	5,301	4,608	15.0%	161	-70.8%	0	NA	5,462	5,160	5.9%
2870	DEBENHAMS BRISTOL	1,071	5.6%	869	-48.2%	183	NA	0	NA	51	41.7%	0	NA	0	NA	2,174	3,090	-29.6%	0	NA	24	NA	2,198	3,499	-37.2%
3135	DEBENHAMS BROMLEY	1,479	-43.0%	1,982	23.8%	158	NA	0	NA	304	57.5%	69	NA	0	NA	3,992	4,387	-9.0%	487	0.0%	57	NA	4,536	4,874	-6.9%
3237	DEBENHAMS BURY	1,239	-51.8%	2,935	50.1%	571	NA	0	NA	254	-37.0%	0	NA	0	NA	4,999	4,963	0.7%	690	52.3%	24	NA	5,713	5,416	5.5%
3229	DEBENHAMS BURY ST EDMUNDS	1,070	-62.9%	2,240	84.2%	360	NA	0	NA	82	-56.8%	17	NA	0	NA	3,769	4,292	-12.2%	99	-69.8%	66	NA	3,934	4,620	-14.8%
2860	DEBENHAMS CAMBRIDGE	753	2.9%	701	53.4%	421	NA	0	NA	98	30.7%	0	NA	0	NA	1,973	1,402	40.7%	33	-74.8%	0	NA	2,006	1,533	30.9%
3040	DEBENHAMS CANTERBURY	1,003	-48.4%	1,310	3.6%	191	NA	0	NA	0	NA	0	NA	0	NA	2,504	3,208	-21.9%	143	-66.2%	89	NA	2,736	3,631	-24.6%
2840	DEBENHAMS CARDIFF	3,875	31.0%	4,283	-44.3%	467	NA	0	NA	302	-39.0%	52	NA	0	NA	8,979	11,139	-19.4%	417	-85.0%	0	NA	9,396	13,925	-32.5%
3132	DEBENHAMS CARLISLE	746	-26.6%	2,029	93.8%	925	NA	0	NA	89	58.9%	34	100.0%	0	NA	3,823	2,137	78.9%	385	-15.2%	66	NA	4,274	2,591	65.0%
3234	DEBENHAMS CARMARTHEN	654	39.4%	945	93.6%	218	NA	0	NA	56	100.0%	0	NA	0	NA	1,873	985	90.2%	430	18.1%	0	NA	2,303	1,349	70.7%
3173	DEBENHAMS CHATHAM	879	-16.8%	1,247	132.2%	109	NA	0	NA	0	NA	0	NA	0	NA	2,235	1,593	40.3%	0	NA	0	NA	2,235	1,689	32.3%
2955	DEBENHAMS CHELMSFORD	1,628	26.2%	2,665	25.4%	189	NA	0	NA	303	16.1%	0	NA	0	NA	4,785	3,711	28.9%	89	-85.5%	0	NA	4,874	4,325	12.7%
3090	DEBENHAMS CHELTENHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
3247	DEBENHAMS CHESTERFIELD	961	10.1%	1,331	177.3%	487	NA	0	NA	190	272.5%	0	NA	0	NA	2,969	1,404	111.5%	0	NA	72	NA	3,041	1,711	77.7%
3174	DEBENHAMS CLAPHAM LONDON	964	14.8%	377	37.1%	54	NA	0	NA	0	NA	0	NA	0	NA	1,395	1,115	25.1%	33	-87.0%	0	NA	1,428	1,368	4.4%
2940	DEBENHAMS COLCHESTER	1,781	-37.0%	3,198	29.6%	578	NA	0	NA	367	72.3%	34	-50.7%	0	NA	5,958	5,577	6.8%	237	-84.2%	0	NA	6,195	7,079	-12.5%
3100	DEBENHAMS COVENTRY	707	-48.3%	1,429	35.1%	288	NA	0	NA	178	114.5%	0	NA	0	NA	2,602	2,525	3.0%	654	-23.4%	66	NA	3,322	3,379	-1.7%
2886	DEBENHAMS CRAWLEY	1,338	26.9%	531	-42.0%	136	NA	0	NA	0	NA	0	NA	0	NA	2,005	1,970	1.8%	81	-86.0%	0	NA	2,086	2,549	-18.2%
2865	DEBENHAMS CROYDON	732	-52.6%	1,073	7.4%	334	NA	0	NA	192	131.3%	0	NA	0	NA	2,331	2,627	-11.3%	0	NA	24	NA	2,355	2,684	-12.3%
3212	DEBENHAMS DERBY	967	-5.4%	1,108	-48.3%	342	NA	0	NA	228	221.1%	34	-60.5%	0	NA	2,679	3,323	-19.4%	104	-77.3%	72	NA	2,855	3,782	-24.5%
3194	DEBENHAMS DONCASTER	1,888	-0.9%	2,987	-18.2%	546	NA	0	NA	391	153.9%	17	-50.0%	0	NA	5,829	5,744	1.5%	98	-81.5%	0	NA	5,927	6,273	-5.5%
3035	DEBENHAMS DUDLEY	3,460	-40.4%	7,095	8.5%	3,701	NA	0	NA	329	-53.5%	34	0.0%	0	NA	14,619	13,088	11.7%	2,035	6.2%	0	NA	16,654	15,005	11.0%
3246	DEBENHAMS DUMFRIES	277	-23.5%	872	21.1%	175	NA	0	NA	36	NA	0	NA	0	NA	1,360	1,082	25.7%	394	-4.4%	0	NA	1,754	1,494	17.4%
3154	DEBENHAMS DUNDEE	2,526	209.6%	3,475	159.1%	245	NA	0	NA	123	-57.9%	121	255.9%	0	NA	6,490	2,483	161.4%	388	-37.8%	0	NA	6,878	3,107	121.4%
3218	DEBENHAMS DUNFIRMLINE	899	-9.5%	1,905	137.5%	735	NA	0	NA	0	NA	0	NA	0	NA	3,539	1,795	97.2%	143	-55.2%	0	NA	3,682	2,114	74.2%
3167	DEBENHAMS EAST KILBRIDE	1,096	-11.1%	1,488	35.4%	544	NA	0	NA	36	-52.0%	17	NA	0	NA	3,181	2,407	32.2%	451	48.8%	24	NA	3,656	2,710	34.9%
3051	DEBENHAMS EASTBOURNE	453	-13.9%	1,066	461.1%	490	NA	0	NA	0	NA	0	NA	0	NA	2,009	716	180.6%	0	NA	0	NA	2,009	805	149.6%
3075	DEBENHAMS EDINBURGH	1,303	26.6%	1,678	187.3%	401	NA	0	NA	207	639.3%	0	NA	0	NA	3,589	1,641	118.7%	0	NA	0	NA	3,589	2,193	63.7%
3261	DEBENHAMS ELLESMERE PORT	1,263	56.7%	2,373	-2.9%	1,286	NA	0	NA	161	475.0%	17	0.0%	0	NA	5,100	3,296	54.7%	756	40.5%	57	NA	5,913	3,834	54.2%
3164	DEBENHAMS ELTHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	2,092	NA	0	NA	0	NA	0	2,125	NA
3211	DEBENHAMS EXETER	886	-18.8%	1,630	67.2%	273	NA	0	NA	27	NA	0	NA	0	NA	2,816	2,066	36.3%	215	-14.3%	0	NA	3,031	2,317	30.8%
3243	DEBENHAMS FAREHAM	257	-67.6%	1,001	207.1%	237	NA	0	NA	0	NA	0	NA	0	NA	1,495	1,120	33.5%	0	NA	0	NA	1,495	1,177	27.0%
3241	DEBENHAMS FARNBOROUGH	305	-50.2%	270	-87.3%	0	NA	0	NA	0	NA	0	NA	0	NA	575	2,731	-78.9%	0	NA	0	NA	575	2,731	-78.9%
3147	DEBENHAMS FOLKSTONE	920	-32.0%	1,350	-36.3%	163	NA	0	NA	133	160.8%	0	NA	0	NA	2,566	3,524	-27.2%	0	NA	0	NA	2,566	3,879	-33.8%
3067	DEBENHAMS GATESHEAD	5,470	-4.3%	6,947	69.1%	5,952	NA	0	NA	509	-23.3%	0	NA	0	NA	18,878	10,627	77.6%	2,997	6711.4%	0	NA	21,875	10,671	105.0%

CLARINS FRAGRANCE GROUP

DEBENHAMS GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - TRADE

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
3125	DEBENHAMS GLASGOW	4,548	-31.9%	5,442	-5.9%	1,810	NA	0	NA	439	-50.6%	0	NA	0	NA	12,239	13,424	-8.8%	1,586	-53.8%	0	NA	13,825	16,855	-18.0%
3208	DEBENHAMS GLASGOW POLLOCK	4,750	19.6%	3,355	-26.5%	1,795	NA	0	NA	451	-16.2%	17	-67.3%	0	NA	10,368	9,130	13.6%	1,403	-45.2%	119	NA	11,890	11,691	1.7%
2880	DEBENHAMS GLOUCESTER	553	-35.7%	1,520	-11.7%	408	NA	0	NA	198	55.9%	17	NA	0	NA	2,696	2,709	-0.5%	72	-78.4%	0	NA	2,768	3,043	-9.0%
3000	DEBENHAMS GRAVESEND	688	5.5%	928	-2.8%	383	NA	0	NA	0	NA	0	NA	0	NA	1,999	1,607	24.4%	79	-78.1%	33	NA	2,111	1,968	7.3%
3228	DEBENHAMS GREAT YARMOUTH	646	-39.9%	543	-15.9%	346	NA	0	NA	0	NA	0	NA	0	NA	1,535	1,732	-11.4%	0	NA	0	NA	1,535	1,765	-13.0%
2970	DEBENHAMS GUILDFORD	525	-41.1%	428	-57.1%	27	NA	0	NA	0	NA	52	NA	0	NA	1,032	1,890	-45.4%	0	NA	0	NA	1,032	2,385	-56.7%
3148	DEBENHAMS HARROGATE	859	124.9%	955	178.4%	82	NA	0	NA	28	NA	0	NA	0	NA	1,924	725	165.4%	0	NA	0	NA	1,924	791	143.2%
2845	DEBENHAMS HARROW	752	6.7%	1,371	4.3%	27	NA	0	NA	53	-52.3%	0	NA	0	NA	2,203	2,130	3.4%	84	-94.2%	0	NA	2,287	3,573	-36.0%
3070	DEBENHAMS HASTINGS	406	-76.0%	653	-29.3%	27	NA	0	NA	0	NA	0	NA	0	NA	1,086	2,617	-58.5%	167	7.7%	0	NA	1,253	2,772	-54.8%
3188	DEBENHAMS HEMEL HEMPSTEAD	1,352	10.0%	1,752	111.3%	557	NA	0	NA	0	NA	0	NA	0	NA	3,661	2,114	73.2%	57	-53.3%	0	NA	3,718	2,236	66.3%
2935	DEBENHAMS HOUNSLOW	266	-41.7%	179	-80.8%	54	NA	0	NA	0	NA	0	NA	0	NA	499	1,388	-64.0%	218	21.8%	24	NA	741	1,567	-52.7%
3130	DEBENHAMS HULL	2,443	0.8%	3,422	-0.2%	1,315	NA	0	NA	118	-21.3%	17	NA	0	NA	7,315	6,001	21.9%	272	-54.1%	0	NA	7,587	6,593	15.1%
3176	DEBENHAMS ILFORD	600	-48.3%	747	164.0%	136	NA	0	NA	0	NA	0	NA	0	NA	1,483	1,443	2.8%	66	-80.6%	0	NA	1,549	1,783	-13.1%
3168	DEBENHAMS INVERNESS	923	2.8%	842	-19.4%	156	NA	0	NA	0	NA	0	NA	0	NA	1,921	1,999	-3.9%	263	69.7%	0	NA	2,184	2,154	1.4%
2850	DEBENHAMS IPSWICH	1,239	-10.3%	3,129	-2.2%	538	NA	0	NA	62	-31.1%	17	-75.4%	0	NA	4,985	4,738	5.2%	397	-38.0%	0	NA	5,382	5,378	0.1%
3033	DEBENHAMS KINGS LYNN	701	-64.8%	789	-41.1%	727	NA	0	NA	0	NA	0	NA	0	NA	2,217	3,328	-33.4%	0	NA	0	NA	2,217	3,480	-36.3%
3249	DEBENHAMS LEAMINGTON SPA	459	8.5%	373	-13.7%	82	NA	0	NA	0	NA	0	NA	0	NA	914	867	5.4%	233	606.1%	24	NA	1,171	900	30.1%
3105	DEBENHAMS LEICESTER	1,076	-19.5%	1,938	4.5%	495	NA	0	NA	212	-2.8%	52	NA	0	NA	3,773	3,410	10.6%	19	-93.5%	0	NA	3,792	3,704	2.4%
3248	DEBENHAMS LICHFIELD	1,354	10.4%	1,878	60.1%	768	NA	0	NA	27	NA	0	NA	0	NA	4,027	2,399	67.9%	358	-29.8%	0	NA	4,385	2,909	50.7%
3143	DEBENHAMS LINCOLN	1,324	35.4%	2,194	46.6%	271	NA	0	NA	291	193.9%	0	NA	0	NA	4,080	2,626	55.4%	274	109.2%	0	NA	4,354	2,757	57.9%
3217	DEBENHAMS LIVERPOOL	4,563	-22.7%	8,428	-10.4%	2,556	NA	0	NA	289	-79.0%	258	66.5%	0	NA	16,094	16,842	-4.4%	57	-97.6%	0	NA	16,151	19,230	-16.0%
3223	DEBENHAMS LIVINGSTON	883	-28.7%	1,406	-26.0%	536	NA	0	NA	108	92.9%	0	NA	0	NA	2,933	3,194	-8.2%	289	-54.7%	0	NA	3,222	3,832	-15.9%
3199	DEBENHAMS LLANDUDNO	1,122	-23.3%	2,313	-19.8%	547	NA	0	NA	115	-44.2%	52	205.9%	0	NA	4,149	4,569	-9.2%	150	-81.5%	0	NA	4,299	5,378	-20.1%
3216	DEBENHAMS LLANELLI	492	-16.3%	1,462	245.6%	303	NA	0	NA	63	-50.4%	0	NA	0	NA	2,320	1,138	103.9%	0	NA	0	NA	2,320	1,341	73.0%
2835	DEBENHAMS LONDON	5,575	109.1%	5,526	149.7%	381	NA	0	NA	907	456.4%	172	-41.3%	0	NA	12,561	5,335	135.4%	917	-80.7%	0	NA	13,478	10,097	33.5%
2920	DEBENHAMS LUTON	414	-37.4%	607	-47.6%	207	NA	0	NA	27	-75.7%	0	NA	0	NA	1,255	1,930	-35.0%	451	40.1%	24	NA	1,730	2,252	-23.2%
2930	DEBENHAMS MANCHESTER	2,899	-40.6%	6,005	-2.5%	1,905	NA	0	NA	566	-11.8%	69	-63.5%	0	NA	11,444	11,873	-3.6%	492	-84.1%	0	NA	11,936	14,977	-20.3%
2838	DEBENHAMS MANSFIELD	819	-65.0%	1,893	25.1%	424	NA	0	NA	161	62.6%	0	NA	0	NA	3,297	3,949	-16.5%	48	-93.0%	0	NA	3,345	4,638	-27.9%
2831	DEBENHAMS MIDDLESBOROUGH	2,155	28.6%	3,485	85.1%	2,642	NA	0	NA	506	-0.8%	0	NA	0	NA	8,788	4,172	110.6%	1,650	69.9%	24	NA	10,462	5,143	103.4%
3133	DEBENHAMS MILTON KEYNES	1,957	-35.0%	3,910	35.7%	961	NA	0	NA	407	39.9%	69	NA	0	NA	7,304	6,183	18.1%	1,116	-16.3%	137	NA	8,557	7,516	13.9%
3244	DEBENHAMS NEWBURY	495	-32.0%	484	123.0%	159	NA	0	NA	0	NA	0	NA	0	NA	1,138	945	20.4%	48	-87.0%	0	NA	1,186	1,315	-9.8%
3236	DEBENHAMS NEWCASTLE	3,197	-8.4%	4,948	7.5%	3,376	NA	0	NA	414	-58.4%	138	34.0%	0	NA	12,073	9,162	31.8%	1,836	-27.8%	0	NA	13,909	11,706	18.8%
3267	DEBENHAMS NEWPORT	533	129.7%	433	-15.6%	39	NA	0	NA	0	NA	0	NA	0	NA	1,005	745	34.9%	66	0.0%	0	NA	1,071	811	32.1%
2941	DEBENHAMS NORTHAMPTON	523	-25.0%	626	7.7%	793	NA	0	NA	0	NA	0	NA	0	NA	1,942	1,278	52.0%	406	100.0%	0	NA	2,348	1,481	58.5%
2875	DEBENHAMS NORWICH	971	-40.5%	1,324	15.7%	1,382	NA	0	NA	254	238.7%	17	NA	0	NA	3,948	2,851	38.5%	215	-60.8%	33	NA	4,196	3,400	23.4%
2925	DEBENHAMS NOTTINGHAM	1,379	76.1%	2,568	39.9%	679	NA	0	NA	358	311.5%	17	0.0%	0	NA	5,001	2,722	83.7%	851	161.0%	48	NA	5,900	3,048	93.6%
2907	DEBENHAMS NUNEATON	645	-28.3%	1,296	100.0%	400	NA	0	NA	27	-3.6%	0	NA	0	NA	2,368	1,576	50.3%	57	-86.0%	0	NA	2,425	1,982	22.4%
3136	DEBENHAMS OLDHAM	534	-8.6%	527	-61.2%	609	NA	0	NA	27	-47.1%	0	NA	0	NA	1,697	1,993	-14.9%	755	489.8%	0	NA	2,452	2,121	15.6%
3091	DEBENHAMS OXFORD	1,008	60.8%	162	-86.4%	39	NA	0	NA	53	341.7%	0	NA	0	NA	1,262	1,833	-31.2%	143	-60.7%	24	NA	1,429	2,197	-35.0%
3161	DEBENHAMS PERTH	500	-34.8%	675	102.7%	401	NA	0	NA	0	NA	0	NA	0	NA	1,576	1,100	43.3%	0	NA	0	NA	1,576	1,413	11.5%
3015	DEBENHAMS PLYMOUTH	1,093	-51.7%	2,286	117.9%	304	NA	0	NA	132	-5.0%	34	0.0%	0	NA	3,849	3,487	10.4%	0	NA	0	NA	3,849	4,164	-7.6%
3177	DEBENHAMS PORTSMOUTH	2,118	-6.9%	6,767	20.5%	1,738	NA	0	NA	70	-80.6%	17	NA	0	NA	10,710	8,252	29.8%	934	-47.2%	131	NA	11,775	10,020	17.5%
3095	DEBENHAMS PRESTON	1,123	4.9%	2,528	41.2%	284	NA	0	NA	134	-13.0%	0	NA	0	NA	4,069	3,085	31.9%	493	-41.0%	0	NA	4,562	3,921	16.3%
3151	DEBENHAMS READING	1,600	-27.2%	1,394	-18.7%	634	NA	0	NA	137	65.1%	0	NA	0	NA	3,765	3,995	-5.8%	337	88.3%	0	NA	4,102	4,174	-1.7%
3162	DEBENHAMS REDDITCH	766	-43.1%	1,100	-33.6%	158	NA	0	NA	137	104.5%	0	NA	0	NA	2,161	3,069	-29.6%	239	-42.0%	24	NA	2,424	3,481	-30.4%
2855	DEBENHAMS ROMFORD	2,903	16.2%	2,735	-22.2%	341	NA	0	NA	343	-53.3%	17	-75.4%	0	NA	6,339	6,816	-7.0%	286	-66.0%	179	NA	6,804	7,658	-11.2%
3263	DEBENHAMS RUGBY	968	103.4%	498	129.5%	44	NA	0	NA	62	121.4%	0	NA	0	NA	1,572	721	118.0%	0	NA	0	NA	1,572	773	103.4%
3020	DEBENHAMS SALISBURY	1,017	36.3%	1,191	215.1%	253	NA	0	NA	0	NA	0	NA	0	NA	2,461	1,124	119.0%	66	-76.7%	0	NA	2,527	1,407	79.6%
2916	DEBENHAMS SCARBOROUGH	654	-15.9%	2,029	53.1%	606	NA	0	NA	157	121.1%	0	NA	0	NA	3,446	2,208	56.1%	24	-95.2%	24	NA	3,494	2,703	29.3%
3032	DEBENHAMS SCUNTHORPE	728	-38.7%	1,663	13.1%	268	NA	0	NA	350	NA	0	NA	0	NA	3,009	2,657	13.2%	687	93.5%	0	NA	3,696	3,012	22.7%
2945	DEBENHAMS SHEFFIELD	716	-45.5%	1,008	109.1%	66	NA	0	NA	0	NA	0	NA	0	NA	1,790	1,796	-0.3%	24	-85.9%	0	NA	1,814	1,966	-7.7%
3055	DEBENHAMS SHEFFIELD MEADOWHALL	4,018	-17.5%	6,612	58.2%	2,633	NA	0	NA	826	-21.8%	0	NA	0	NA	14,089	10,242	37.6%	710	-61.8%	0	NA	14,799	12,101	22.3%
3178	DEBENHAMS SLOUGH	172	28.4%	281	-18.8%	0	NA	0	NA	0	NA	0	NA	0	NA	453	480	-5.6%	0	NA	33	NA	486	731	-33.5%
2915	DEBENHAMS SOUTHAMPTON	937	2.9%	709	19.6%	344	NA	0	NA	271	NA	0	NA	0	NA	2,261	1,504	50.3%	185	12.8%	128	NA	2,574	1,668	54.3%
2960	DEBENHAMS SOUTHEND	1,945	-17.1%	2,170	-38.0%	371	NA	0	NA	481	60.9%	69	32.7%	0	NA	5,036	6,198	-18.7%	1,472	6.8%	48	NA	6,556	7,576	-13.5%
3142	DEBENHAMS SOUTHPORT	763	-42.0%	358	-63.9%	27	NA	0	NA	0	NA	0	NA	0	NA	1,148	2,321	-50.5%	0	NA	0	NA	1,148	2,425	-52.7%
3166	DEBENHAMS SOUTHSEA	381	-5.7%	614	44.8%	136	NA	0	NA	0	NA	34	NA	0	NA	1,165	828	40.7%	119	147.9%	24	NA	1,308	876	49.3%
3189	DEBENHAMS SOUTHSHIELDS	508	-72.3%	2,218	-0.7%	1,445	NA	0	NA	99	253.6%	34	NA	0	NA	4,304	4,095	5.1%	9	-94.2%	0	NA	4,313	4,250	1.5%
2950	DEBENHAMS STAINES	490	-43.4%	572	-37.1%	82	NA	0	NA	0	NA	0	NA	0	NA	1,144	1,775	-35.5%	0	NA	0	NA	1,144	1,936	-40.9%
3268	DEBENHAMS STEVENAGE	1,097	NA	1,792	NA	677	NA	0	NA	98	NA	34	NA	0	NA	3,698	0	NA	783	NA	0	NA	4,481	0	NA
2837	DEBENHAMS STIRLING	1,439	-22.4%	1,729	24.7%	510	NA	0	NA	157	-36.2%	0	NA	0	NA	3,835	3,520	8.9%	72	-88.5%	24	NA	3,931	4,145	-5.2%

CLARINS FRAGRANCE GROUP

DEBENHAMS GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
2895	DEBENHAMS STOCKPORT	1,183	-7.2%	1,076	-12.4%	136	NA	0	NA	233	316.1%	0	NA	0	NA	2,628	2,559	2.7%	113	-82.3%	0	NA	2,741	3,197	-14.3%
3159	DEBENHAMS STOCKTON-ON-TEES	2,073	65.8%	1,379	-45.3%	780	NA	0	NA	63	-43.2%	0	NA	0	NA	4,295	3,898	10.2%	119	-16.8%	0	NA	4,414	4,041	9.2%
2954	DEBENHAMS STOKE ON TRENT	1,469	-34.7%	2,757	18.2%	721	NA	0	NA	278	118.9%	34	-34.6%	0	NA	5,259	4,760	10.5%	836	3.7%	0	NA	6,095	5,566	9.5%
3087	DEBENHAMS STRATFORD	308	10.4%	876	378.7%	82	NA	0	NA	0	NA	0	NA	0	NA	1,266	462	174.0%	0	NA	0	NA	1,266	874	44.9%
3131	DEBENHAMS SUNDERLAND	4,211	-2.8%	6,713	33.3%	4,122	NA	0	NA	551	-41.1%	69	102.9%	0	NA	15,666	10,337	51.6%	1,245	-39.1%	48	NA	16,959	12,380	37.0%
3179	DEBENHAMS SUTTON	410	-41.0%	1,205	-17.2%	308	NA	0	NA	27	-3.6%	0	NA	0	NA	1,950	2,178	-10.5%	119	33.7%	0	NA	2,069	2,267	-8.7%
2980	DEBENHAMS SWANSEA	1,367	-45.3%	2,728	13.1%	956	NA	0	NA	62	-70.9%	0	NA	0	NA	5,113	5,139	-0.5%	170	-54.1%	0	NA	5,283	5,509	-4.1%
3080	DEBENHAMS SWINDON	861	45.9%	815	19.2%	109	NA	0	NA	0	NA	0	NA	0	NA	1,785	1,274	40.1%	274	-27.7%	0	NA	2,059	1,653	24.6%
3010	DEBENHAMS TAUNTON	1,094	47.2%	1,052	82.3%	191	NA	0	NA	0	NA	0	NA	0	NA	2,337	1,320	77.0%	463	39.9%	0	NA	2,800	1,651	69.6%
2985	DEBENHAMS TELFORD	1,185	-11.5%	2,446	13.3%	404	NA	0	NA	299	57.4%	0	NA	0	NA	4,334	3,722	16.4%	633	32.7%	24	NA	4,991	4,199	18.9%
3186	DEBENHAMS THANET	938	-20.6%	1,044	-7.2%	191	NA	0	NA	0	NA	0	NA	0	NA	2,173	2,306	-5.8%	0	NA	0	NA	2,173	2,744	-20.8%
3060	DEBENHAMS THURROCK	3,184	-42.3%	6,548	44.4%	1,305	NA	0	NA	651	135.0%	103	98.1%	0	NA	11,791	10,378	13.6%	1,719	-6.2%	0	NA	13,510	12,210	10.6%
3156	DEBENHAMS TORQUAY	374	-52.0%	77	60.4%	82	NA	0	NA	0	NA	0	NA	0	NA	533	827	-35.6%	0	NA	0	NA	533	860	-38.0%
3187	DEBENHAMS TRURO	1,534	2.4%	377	-49.0%	224	NA	0	NA	163	482.1%	0	NA	0	NA	2,298	2,265	1.5%	0	NA	0	NA	2,298	2,289	0.4%
2956	DEBENHAMS UXBRIDGE	1,020	-4.6%	960	-27.4%	299	NA	0	NA	133	NA	0	NA	0	NA	2,412	2,391	0.9%	167	NA	0	NA	2,579	2,391	7.9%
3242	DEBENHAMS WAKEFIELD	1,310	-9.7%	2,088	12.4%	1,079	NA	0	NA	268	587.2%	0	NA	0	NA	4,745	3,451	37.5%	203	-78.8%	0	NA	4,948	4,409	12.2%
3120	DEBENHAMS WALSALL	984	9.3%	618	10.8%	257	NA	0	NA	0	NA	0	NA	0	NA	1,859	1,470	26.5%	263	-19.8%	0	NA	2,122	1,798	18.0%
3266	DEBENHAMS WANDSWORTH	831	979.2%	400	387.8%	27	NA	0	NA	0	NA	0	NA	0	NA	1,258	264	376.5%	98	308.3%	0	NA	1,356	288	370.8%
3204	DEBENHAMS WARRINGTON	2,178	52.8%	1,209	26.7%	109	NA	0	NA	343	122.7%	34	0.0%	0	NA	3,873	2,567	50.9%	1,118	202.2%	0	NA	4,991	2,937	69.9%
3209	DEBENHAMS WELWYN GARDEN CITY	286	-88.0%	156	-82.6%	54	NA	0	NA	0	NA	0	NA	0	NA	496	3,281	-84.9%	0	NA	0	NA	496	3,314	-85.0%
3227	DEBENHAMS WESTFIELD WHITE CITY	511	-46.2%	1,368	85.9%	143	NA	0	NA	133	-67.1%	34	100.0%	0	NA	2,189	2,106	3.9%	412	-39.1%	48	NA	2,649	2,783	-4.8%
3153	DEBENHAMS WEYMOUTH	452	-69.4%	1,048	204.7%	599	NA	0	NA	0	NA	0	NA	0	NA	2,099	1,879	11.7%	99	-67.8%	0	NA	2,198	2,186	0.5%
3203	DEBENHAMS WIGAN	944	-34.3%	1,473	-28.8%	1,922	NA	0	NA	239	279.4%	0	NA	0	NA	4,578	3,584	27.7%	314	-45.2%	0	NA	4,892	4,157	17.7%
2832	DEBENHAMS WIMBLEDON	62	-90.8%	47	-90.8%	0	NA	0	NA	0	NA	0	NA	0	NA	109	1,186	-90.8%	0	NA	0	NA	109	1,210	-91.0%
3146	DEBENHAMS WINCHESTER	513	-13.5%	455	-56.3%	175	NA	0	NA	71	-44.1%	0	NA	0	NA	1,214	1,761	-31.1%	24	-86.6%	0	NA	1,238	1,940	-36.2%
3233	DEBENHAMS WITNEY	116	-84.4%	524	363.7%	0	NA	0	NA	0	NA	0	NA	0	NA	640	856	-25.2%	0	NA	0	NA	640	922	-30.6%
3183	DEBENHAMS WOKING	299	-57.0%	726	-40.1%	27	NA	0	NA	0	NA	0	NA	0	NA	1,052	1,909	-44.9%	0	NA	0	NA	1,052	1,909	-44.9%
3269	DEBENHAMS WOLVERHAMPTON MANDER CENTRE	424	NA	701	NA	540	NA	0	NA	47	NA	0	NA	0	NA	1,712	0	NA	0	NA	0	NA	1,712	0	NA
3086	DEBENHAMS WORCESTER	1,005	-22.3%	544	-48.1%	385	NA	0	NA	107	91.1%	0	NA	0	NA	2,041	2,399	-14.9%	66	-74.8%	0	NA	2,107	2,661	-20.8%
3196	DEBENHAMS WORKINGTON	547	17.4%	1,426	45.2%	1,471	NA	0	NA	53	89.3%	0	NA	0	NA	3,497	1,510	131.6%	337	-59.0%	0	NA	3,834	2,331	64.5%
3149	DEBENHAMS WORTHING	1,161	-54.5%	1,216	-57.6%	197	NA	0	NA	94	235.7%	0	NA	0	NA	2,668	5,465	-51.2%	254	-56.8%	24	NA	2,946	6,053	-51.3%
3224	DEBENHAMS WREXHAM	313	-77.0%	1,379	-29.2%	1,091	NA	0	NA	82	-41.0%	0	NA	0	NA	2,865	3,451	-17.0%	98	-84.4%	0	NA	2,963	4,080	-27.4%
3239	DEBENHAMS YORK	1,209	7.2%	1,488	37.3%	373	NA	0	NA	0	NA	0	NA	0	NA	3,070	2,212	38.8%	0	NA	0	NA	3,070	2,478	23.9%
3134	DEBENHAMS YORK MONKS CROSS	758	28.7%	744	-12.0%	237	NA	0	NA	0	NA	0	NA	0	NA	1,739	1,434	21.3%	0	NA	0	NA	1,739	1,491	16.6%
3198	DESIRE BY DEBENHAMS BIRMINGHAM FORT	331	105.6%	377	892.1%	27	NA	0	NA	0	NA	0	NA	0	NA	735	199	269.3%	0	NA	0	NA	735	199	269.3%
3197	DESIRE BY DEBENHAMS FALKIRK	917	42.2%	1,379	197.8%	109	NA	0	NA	47	NA	0	NA	0	NA	2,452	1,108	121.3%	0	NA	0	NA	2,452	1,108	121.3%
3231	DESIRE BY DEBENHAMS KIDDERMINSTER	418	-81.9%	1,188	-10.7%	131	NA	0	NA	53	89.3%	0	NA	0	NA	1,790	3,663	-51.1%	146	-62.9%	0	NA	1,936	4,057	-52.3%
3202	DESIRE BY DEBENHAMS KIRCALDY	718	-59.3%	672	-62.7%	532	NA	0	NA	0	NA	0	NA	0	NA	1,922	3,622	-46.9%	0	NA	0	NA	1,922	3,813	-49.6%
3201	DESIRE BY DEBENHAMS MERTHYR TYDFIL	1,035	129.5%	2,436	148.8%	180	NA	0	NA	267	376.8%	0	NA	0	NA	3,918	1,486	163.7%	0	NA	24	NA	3,942	1,841	114.1%
3192	DESIRE BY DEBENHAMS ORPINGTON	486	-67.7%	223	-69.6%	331	NA	0	NA	0	NA	0	NA	0	NA	1,040	2,237	-53.5%	0	NA	0	NA	1,040	2,488	-58.2%
3207	DESIRE BY DEBENHAMS WALTON	896	65.0%	253	-43.0%	136	NA	0	NA	0	NA	0	NA	0	NA	1,285	987	30.2%	0	NA	0	NA	1,285	987	30.2%
3093	DEBENHAMS.COM SHERBURN	1,306	-52.5%	1,747	-73.4%	12,406	NA	0	NA	1,982	339.5%	0	NA	0	NA	17,441	9,772	78.5%	5,017	-57.4%	0	NA	22,458	21,558	4.2%
3141	DEBENHAMS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL GB STORE	208,926	-16.9%	304,826	6.7%	113,037	NA	0	NA	25,117	3.2%	2,334	-38.3%	0	NA	654,240	565,141	15.8%	56,902	-47.0%	2,309	NA	713,451	672,505	6.1%
3254	DEBENHAMS BALLYMENA	403	-62.5%	654	-14.8%	237	NA	0	NA	27	-82.4%	0	NA	0	NA	1,321	1,996	-33.8%	0	NA	0	NA	1,321	2,521	-47.6%
3256	DEBENHAMS BELFAST	3,257	-20.7%	5,071	-9.0%	965	NA	0	NA	320	-12.3%	34	-71.9%	0	NA	9,647	10,163	-5.1%	2,543	-32.3%	24	NA	12,214	13,920	-12.3%
3257	DEBENHAMS CRAIGAVON	982	-42.1%	1,709	130.9%	914	NA	0	NA	53	35.9%	0	NA	0	NA	3,658	2,476	47.7%	785	-42.4%	24	NA	4,467	3,839	16.4%
3258	DEBENHAMS LONDONDERRY	359	-75.6%	794	-44.6%	54	NA	0	NA	0	NA	0	NA	0	NA	1,207	2,901	-58.4%	239	-68.9%	0	NA	1,446	3,670	-60.6%
3259	DEBENHAMS NEWRY	366	-49.8%	998	-30.3%	0	NA	0	NA	0	NA	0	NA	0	NA	1,364	2,160	-36.9%	558	-34.6%	48	NA	1,970	3,013	-34.6%
	TOTAL NI STORE	5,367	-40.9%	9,226	-7.2%	2,170	NA	0	NA	400	-28.2%	34	-71.9%	0	NA	17,197	19,696	-12.7%	4,125	-43.2%	96	NA	21,418	26,963	-20.6%
	TOTAL	**214,293**	**-17.8%**	**314,052**	**6.3%**	**115,207**	**NA**	**0**	**NA**	**25,517**	**2.5%**	**2,368**	**-39.3%**	**0**	**NA**	**671,437**	**584,837**	**14.8%**	**61,027**	**-46.8%**	**2,405**	**NA**	**734,869**	**699,468**	**5.1%**
	LIKE ON LIKE	212,772	-18.3%	311,559	5.4%	113,990	NA	0	NA	25,372	1.9%	2,334	-40.2%	0	NA	666,027	584,837	13.9%	60,244	-47.4%	2,405	NA	728,676	699,468	4.2%

NUMBER OF OPEN DOORS **167**

CLARINS FRAGRANCE GROUP

DEBENHAMS GROUP

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - RETAIL

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
2830	BROWNS CHESTER	48,312	-16.7%	45,406	1.0%	14,280	NA	0	NA	4,989	-27.8%	842	16.6%	0	NA	113,829	113,425	0.4%	9,369	-17.0%	4,491	NA	127,689	124,717	2.4%
3158	DEBENHAMS EDINBURGH LEITH	8,661	-18.7%	5,497	-14.0%	1,969	NA	0	NA	825	2.0%	245	-31.9%	24	-96.1%	17,221	18,825	-8.5%	688	-51.7%	360	NA	18,269	20,249	-9.8%
3252	DEBENHAMS HAVERFORDWEST	7,753	4.3%	8,158	-0.2%	1,460	NA	0	NA	390	-44.9%	0	NA	0	NA	17,761	16,342	8.7%	1,213	-33.3%	319	NA	19,293	18,161	6.2%
3253	DEBENHAMS HEREFORD	11,112	6.1%	18,495	-6.8%	3,441	NA	0	NA	982	-8.9%	82	-5.7%	0	NA	34,112	32,072	6.4%	4,896	15.7%	1,161	NA	40,169	36,302	10.7%
2953	DEBENHAMS LEEDS BRIGGATE	44,965	-15.5%	44,742	-10.4%	11,743	NA	0	NA	7,127	2.9%	469	-7.7%	24	-99.0%	109,070	113,087	-3.6%	11,414	-20.7%	1,356	NA	121,840	127,482	-4.4%
2829	DEBENHAMS LEEDS WHITE ROSE	54,418	-9.6%	64,371	1.9%	19,424	NA	0	NA	5,022	-37.1%	887	88.7%	11	-99.5%	144,133	134,247	7.4%	6,996	-6.3%	1,995	NA	153,124	141,712	8.1%
2995	DEBENHAMS ABERDEEN	35,551	-14.5%	40,002	3.6%	13,577	NA	0	NA	3,255	-43.6%	616	-30.4%	0	NA	93,001	88,367	5.2%	7,534	-11.6%	3,627	NA	104,162	96,893	7.5%
3206	DEBENHAMS ALTRINGHAM	9,273	11.8%	5,665	-0.6%	1,037	NA	0	NA	242	-70.7%	0	NA	0	NA	16,217	15,043	7.8%	581	8.2%	145	NA	16,943	15,580	8.7%
3213	DEBENHAMS ASHFORD	9,547	-16.0%	9,157	-8.6%	2,741	NA	0	NA	330	-39.3%	0	NA	0	NA	21,775	22,210	-2.0%	1,328	-19.9%	675	NA	23,778	23,868	-0.4%
3191	DEBENHAMS AYR	22,377	-5.8%	22,199	10.5%	6,966	NA	0	NA	1,519	-33.0%	115	32.2%	0	NA	53,176	46,835	13.5%	1,508	-45.4%	811	NA	55,495	49,596	11.9%
2911	DEBENHAMS BANBURY	15,055	-11.5%	14,799	13.3%	2,452	NA	0	NA	728	-39.1%	0	NA	52	-93.3%	33,086	32,143	2.9%	1,878	-26.6%	482	NA	35,446	34,702	2.1%
3214	DEBENHAMS BANGOR	13,338	-8.7%	24,647	8.6%	2,974	NA	0	NA	744	15.3%	121	NA	0	NA	41,824	38,380	9.0%	1,954	-40.8%	250	NA	44,028	41,683	5.6%
3047	DEBENHAMS BARROW	15,168	-16.6%	20,474	1.2%	3,785	NA	0	NA	774	-35.7%	31	-79.2%	20	-97.9%	40,252	40,736	-1.2%	2,311	-36.5%	746	NA	43,309	44,377	-2.4%
3172	DEBENHAMS BASILDON	46,957	-6.9%	46,246	12.2%	19,126	NA	0	NA	4,187	-30.8%	359	-23.0%	0	NA	116,875	100,468	16.3%	14,785	-1.5%	4,231	NA	135,891	115,478	17.7%
3163	DEBENHAMS BASINGSTOKE	16,222	-5.7%	15,797	-8.3%	5,435	NA	0	NA	1,694	25.9%	207	15.0%	24	-96.2%	39,379	36,599	7.6%	3,500	-2.7%	1,364	NA	44,243	40,197	10.1%
3238	DEBENHAMS BATH	11,947	-6.8%	10,873	-10.1%	2,841	NA	0	NA	1,239	19.0%	0	NA	0	NA	26,900	26,726	0.7%	1,790	-33.6%	611	NA	29,301	29,423	-0.4%
2885	DEBENHAMS BEDFORD	16,030	-8.9%	11,722	-1.4%	1,925	NA	0	NA	275	-72.7%	0	NA	0	NA	29,952	31,150	-3.8%	1,947	45.8%	595	NA	32,494	32,485	0.0%
3264	DEBENHAMS BEVERLEY	6,237	-5.5%	8,490	33.3%	1,775	NA	0	NA	772	26.6%	59	-36.6%	0	NA	17,333	13,923	24.5%	1,145	-18.6%	473	NA	18,951	15,330	23.6%
3169	DEBENHAMS BIRMINGHAM	65,688	-23.9%	74,960	-22.2%	27,417	NA	0	NA	10,197	-39.8%	1,199	2.3%	281	-95.5%	179,742	207,040	-13.2%	22,090	-0.9%	2,126	NA	203,958	229,337	-11.1%
2965	DEBENHAMS BLACKBURN	19,371	-3.1%	22,176	-2.5%	7,345	NA	0	NA	2,467	90.9%	243	333.9%	0	NA	51,602	44,979	14.7%	3,012	-20.8%	1,460	NA	56,074	48,782	14.9%
3219	DEBENHAMS BLACKPOOL	17,509	-10.5%	24,146	2.2%	6,072	NA	0	NA	1,160	-10.9%	87	180.6%	0	NA	48,974	45,550	7.5%	3,081	-30.5%	352	NA	52,407	49,980	4.9%
3005	DEBENHAMS BOLTON	14,239	-11.1%	13,536	3.5%	5,315	NA	0	NA	1,419	2.7%	62	-59.2%	0	NA	34,571	31,710	9.0%	1,096	-65.2%	895	NA	36,562	34,856	4.9%
3031	DEBENHAMS BOREHAMWOOD	7,382	-23.5%	9,520	-7.5%	1,970	NA	0	NA	109	-82.2%	0	NA	0	NA	18,981	20,794	-8.7%	1,318	-26.9%	449	NA	20,748	22,598	-8.2%
3030	DEBENHAMS BOURNEMOUTH	14,856	-3.9%	16,795	8.4%	3,917	NA	0	NA	1,026	-28.2%	0	NA	25	-96.9%	36,619	33,489	9.3%	3,357	33.4%	261	NA	40,237	36,005	11.8%
3262	DEBENHAMS BRADFORD	11,005	-3.9%	15,062	-3.5%	3,520	NA	0	NA	1,446	-0.8%	279	-47.7%	80	-89.1%	31,392	29,775	5.4%	2,932	-44.4%	443	NA	34,767	35,050	-0.8%
2951	DEBENHAMS BRIGHTON	25,128	-26.1%	31,054	-11.6%	7,059	NA	0	NA	4,708	-22.7%	581	-10.3%	128	-95.8%	68,658	78,889	-13.0%	6,005	-6.5%	1,875	NA	76,538	85,309	-10.3%
2870	DEBENHAMS BRISTOL	12,765	-6.7%	13,805	11.7%	3,161	NA	0	NA	1,167	-16.9%	204	-13.6%	0	NA	31,102	28,453	9.3%	1,400	-35.2%	639	NA	33,141	30,614	8.3%
3135	DEBENHAMS BROMLEY	18,307	-8.0%	15,988	14.7%	3,461	NA	0	NA	3,306	-1.6%	462	-8.2%	0	NA	41,524	38,588	7.6%	3,107	-22.3%	1,025	NA	45,656	42,586	7.2%
3237	DEBENHAMS BURY	18,509	-23.7%	21,963	-0.2%	7,972	NA	0	NA	2,867	25.3%	262	48.0%	0	NA	51,573	50,013	3.1%	4,142	-5.3%	730	NA	56,445	54,386	3.8%
3229	DEBENHAMS BURY ST EDMUNDS	20,295	-11.7%	17,426	-12.8%	3,643	NA	0	NA	1,286	-19.5%	119	-35.0%	24	-97.4%	42,793	45,655	-6.3%	1,337	-55.7%	409	NA	44,539	48,674	-8.5%
2860	DEBENHAMS CAMBRIDGE	15,600	-27.3%	14,080	-13.0%	2,904	NA	0	NA	1,377	-27.6%	349	17.5%	11	-98.9%	34,321	40,892	-16.1%	2,323	-22.6%	505	NA	37,149	43,893	-15.4%
3040	DEBENHAMS CANTERBURY	7,660	-24.9%	10,707	9.7%	2,003	NA	0	NA	327	-68.9%	0	NA	0	NA	20,697	21,193	-2.3%	1,112	-43.9%	1,115	NA	22,924	23,175	-1.1%
2840	DEBENHAMS CARDIFF	44,621	-22.9%	44,835	-8.0%	10,063	NA	0	NA	5,949	-29.2%	803	25.1%	76	-97.0%	106,347	118,156	-10.0%	8,163	-53.2%	1,150	NA	115,660	135,580	-14.7%
3132	DEBENHAMS CARLISLE	17,285	7.5%	18,237	13.6%	6,493	NA	0	NA	1,719	37.3%	183	245.3%	0	NA	43,917	34,298	28.0%	2,699	-21.0%	1,299	NA	47,915	37,713	27.1%
3234	DEBENHAMS CARMARTHEN	10,493	4.4%	14,192	2.6%	2,581	NA	0	NA	919	-6.3%	17	-71.2%	0	NA	28,202	25,293	11.5%	2,758	-3.1%	528	NA	31,488	28,139	11.9%
3173	DEBENHAMS CHATHAM	9,604	-21.1%	8,935	-2.4%	2,435	NA	0	NA	193	-75.2%	0	NA	28	-87.2%	21,195	22,357	-5.2%	900	-43.3%	646	NA	22,741	23,943	-5.0%
2955	DEBENHAMS CHELMSFORD	26,898	-5.0%	20,905	-16.7%	5,189	NA	0	NA	2,219	-5.9%	227	24.0%	0	NA	55,438	56,929	-2.6%	1,675	-56.0%	459	NA	57,572	60,738	-5.2%
3090	DEBENHAMS CHELTENHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	943	NA	0	NA	0	NA	0	943	NA
3247	DEBENHAMS CHESTERFIELD	11,062	-2.8%	14,922	2.9%	4,408	NA	0	NA	979	-11.7%	0	NA	24	-93.6%	31,395	27,407	14.6%	2,747	21.9%	706	NA	34,848	29,661	17.5%
3174	DEBENHAMS CLAPHAM LONDON	13,479	12.3%	10,147	16.8%	2,245	NA	0	NA	158	-75.6%	0	NA	0	NA	26,029	21,577	20.6%	2,257	-13.0%	531	NA	28,817	24,171	19.2%
2940	DEBENHAMS COLCHESTER	30,523	-14.9%	36,112	-1.4%	7,677	NA	0	NA	4,741	-11.2%	734	22.3%	0	NA	79,787	80,010	-0.3%	11,100	-3.5%	0	NA	90,887	91,514	-0.7%
3100	DEBENHAMS COVENTRY	14,957	-14.7%	19,451	10.5%	3,467	NA	0	NA	1,619	-18.2%	186	-31.9%	0	NA	39,680	38,294	3.6%	5,400	-12.0%	1,433	NA	46,513	44,433	4.7%
2886	DEBENHAMS CRAWLEY	8,303	-20.4%	9,372	-15.8%	2,381	NA	0	NA	140	-84.3%	0	NA	24	-93.4%	20,220	22,820	-11.4%	2,519	-39.0%	1,112	NA	23,851	26,949	-11.5%
2865	DEBENHAMS CROYDON	16,247	10.4%	10,467	-9.6%	2,066	NA	0	NA	1,957	-42.9%	0	NA	0	NA	30,737	30,355	1.3%	1,408	-17.8%	468	NA	32,613	32,067	1.7%
3212	DEBENHAMS DERBY	14,205	-1.9%	16,803	33.8%	3,900	NA	0	NA	1,855	81.0%	291	-23.8%	0	NA	37,054	29,298	26.5%	2,967	28.7%	941	NA	40,962	31,603	29.6%
3194	DEBENHAMS DONCASTER	24,249	-19.1%	23,890	-10.1%	6,798	NA	0	NA	3,029	36.7%	152	-7.9%	0	NA	58,118	60,408	-3.8%	3,956	-29.2%	1,391	NA	63,465	65,997	-3.8%
3035	DEBENHAMS DUDLEY	53,284	-14.5%	66,529	-5.8%	24,598	NA	0	NA	5,503	-40.4%	669	23.7%	0	NA	150,583	146,922	2.5%	16,344	6.4%	3,726	NA	170,653	162,283	5.2%
3246	DEBENHAMS DUMFRIES	7,364	-20.6%	8,099	19.9%	3,002	NA	0	NA	466	13.9%	0	NA	60	-73.5%	18,991	16,694	13.8%	2,084	27.2%	961	NA	22,036	18,332	20.2%
3154	DEBENHAMS DUNDEE	29,873	-19.0%	30,203	-2.4%	10,080	NA	0	NA	2,047	-43.5%	410	9.0%	0	NA	72,613	73,378	-1.0%	4,554	-29.5%	1,115	NA	78,282	79,840	-2.0%
3218	DEBENHAMS DUNFIRMLINE	14,641	-8.5%	12,539	16.8%	4,858	NA	0	NA	183	-77.5%	0	NA	0	NA	32,221	27,575	16.8%	1,580	-18.4%	642	NA	34,443	29,512	16.7%
3167	DEBENHAMS EAST KILBRIDE	18,819	-4.1%	16,094	23.3%	5,258	NA	0	NA	1,097	-8.0%	93	-55.3%	0	NA	41,361	36,835	12.3%	3,081	19.7%	1,761	NA	46,203	39,410	17.2%
3051	DEBENHAMS EASTBOURNE	7,005	-15.9%	6,191	23.9%	1,427	NA	0	NA	174	-78.4%	0	NA	0	NA	14,797	14,367	3.0%	902	-9.6%	493	NA	16,192	15,365	5.4%
3075	DEBENHAMS EDINBURGH	11,340	-26.1%	10,652	-0.9%	3,197	NA	0	NA	1,312	2.4%	0	NA	0	NA	26,501	27,989	-5.3%	1,498	-36.4%	650	NA	28,649	30,344	-5.6%
3261	DEBENHAMS ELLESMERE PORT	15,617	-8.0%	21,560	-7.9%	6,346	NA	0	NA	1,990	23.6%	386	-7.9%	0	NA	45,899	43,093	6.5%	2,556	-23.6%	1,140	NA	49,595	46,437	6.8%
3164	DEBENHAMS ELTHAM	10,386	-27.6%	7,715	-20.9%	1,818	NA	0	NA	115	-88.8%	0	NA	76	-44.5%	20,110	25,294	-20.5%	732	-25.0%	(7)	NA	20,835	26,270	-20.7%
3211	DEBENHAMS EXETER	13,441	-15.4%	13,406	9.4%	2,187	NA	0	NA	1,350	-1.0%	0	NA	0	NA	30,384	30,223	0.5%	2,102	20.0%	547	NA	33,033	31,974	3.3%
3243	DEBENHAMS FAREHAM	7,605	-20.1%	8,344	3.3%	2,487	NA	0	NA	182	-83.2%	0	NA	28	115.4%	18,646	18,729	-0.4%	1,195	-48.8%	412	NA	20,253	21,062	-3.8%
3241	DEBENHAMS FARNBOROUGH	9,100	0.1%	7,444	-7.4%	1,398	NA	0	NA	226	-32.5%	0	NA	24	-14.3%	18,192	17,609	3.3%	464	61.1%	231	NA	18,887	17,897	5.5%
3147	DEBENHAMS FOLKSTONE	16,573	7.6%	15,169	-0.7%	2,655	NA	0	NA	954	-2.2%	0	NA	0	NA	35,351	32,492	8.8%	487	-74.3%	363	NA	36,201	34,386	5.3%
3067	DEBENHAMS GATESHEAD	49,736	-19.5%	59,475	-10.0%	23,218	NA	0	NA	4,663	-47.1%	408	-61.1%	6	-99.8%	137,506	141,569	-2.9%	18,964	-40.3%	5,574	NA	162,044	173,330	-6.5%
3125	DEBENHAMS GLASGOW	60,894	-17.7%	46,646	-8.6%	16,720	NA	0	NA	5,895	-26.7%	603	-55.4%	0	NA	130,758	137,709	-5.0%	11,932	-28.7%	4,188	NA	146,878	154,451	-4.9%

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DEBENHAMS GROUP

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DECEMBER YTD

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ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
3208	DEBENHAMS GLASGOW POLLOCK	49,138	-14.5%	47,972	5.1%	14,823	NA	0	NA	4,382	-15.1%	604	-38.7%	0	NA	116,919	112,290	4.1%	11,988	-14.7%	5,024	NA	133,931	126,337	6.0%
2880	DEBENHAMS GLOUCESTER	12,628	-17.0%	15,153	22.6%	4,341	NA	0	NA	1,662	11.9%	192	519.4%	0	NA	33,976	29,729	14.3%	1,763	-41.8%	352	NA	36,091	32,758	10.2%
3000	DEBENHAMS GRAVESEND	10,908	-11.6%	13,226	14.1%	2,937	NA	0	NA	1,126	41.5%	0	NA	24	-95.5%	28,221	25,258	11.7%	1,211	-48.5%	304	NA	29,736	27,610	7.7%
3228	DEBENHAMS GREAT YARMOUTH	10,354	-14.6%	11,840	4.8%	3,978	NA	0	NA	182	-82.3%	0	NA	0	NA	26,354	24,559	7.3%	573	-49.8%	156	NA	27,083	25,700	5.4%
2970	DEBENHAMS GUILDFORD	8,608	-2.0%	8,260	10.5%	1,302	NA	0	NA	169	-81.4%	0	NA	0	NA	18,339	17,781	3.1%	1,386	-27.0%	39	NA	19,764	19,679	0.4%
3148	DEBENHAMS HARROGATE	12,028	-2.4%	6,576	5.4%	1,301	NA	0	NA	465	-50.8%	0	NA	0	NA	20,370	19,801	2.9%	858	31.6%	(43)	NA	21,185	20,453	3.6%
2845	DEBENHAMS HARROW	15,208	26.2%	14,841	0.1%	2,787	NA	0	NA	2,792	-23.4%	80	-35.5%	48	-95.2%	35,756	31,642	13.0%	5,992	16.9%	1,285	NA	43,033	36,768	17.0%
3070	DEBENHAMS HASTINGS	8,257	-25.0%	9,997	-3.0%	1,837	NA	0	NA	126	-81.4%	0	NA	0	NA	20,217	22,011	-8.2%	1,079	-28.0%	396	NA	21,692	23,509	-7.7%
3188	DEBENHAMS HEMEL HEMPSTEAD	12,313	-4.3%	12,133	-5.2%	3,087	NA	0	NA	968	-18.4%	31	-50.0%	0	NA	28,532	30,132	-5.3%	2,989	23.9%	334	NA	31,855	32,545	-2.1%
2935	DEBENHAMS HOUNSLOW	4,890	-29.4%	5,990	12.1%	1,027	NA	0	NA	216	-52.6%	0	NA	24	-51.0%	12,147	12,797	-5.1%	2,232	26.4%	916	NA	15,295	14,563	5.0%
3130	DEBENHAMS HULL	27,762	1.5%	27,351	3.5%	7,662	NA	0	NA	2,848	58.8%	113	29.9%	0	NA	65,736	56,668	16.0%	2,978	-29.9%	590	NA	69,304	60,915	13.8%
3176	DEBENHAMS ILFORD	8,982	-30.2%	8,705	-2.7%	3,092	NA	0	NA	146	-89.0%	28	-75.0%	38	-93.8%	20,991	23,870	-12.1%	1,356	-50.7%	293	NA	22,640	26,618	-14.9%
3168	DEBENHAMS INVERNESS	13,356	-16.7%	13,559	2.3%	2,230	NA	0	NA	1,166	25.0%	0	NA	(17)	-102.3%	30,294	31,145	-2.7%	2,332	7.4%	359	NA	32,985	33,316	-1.0%
2850	DEBENHAMS IPSWICH	24,942	-17.9%	29,524	-3.3%	4,660	NA	0	NA	2,930	-33.1%	344	-35.9%	32	-97.9%	62,432	67,381	-7.3%	4,143	0.2%	740	NA	67,315	71,515	-5.9%
3033	DEBENHAMS KINGS LYNN	10,941	-0.9%	10,101	-16.1%	2,825	NA	0	NA	94	-85.2%	0	NA	0	NA	23,961	24,106	-0.6%	1,624	29.3%	446	NA	26,031	25,362	2.6%
3249	DEBENHAMS LEAMINGTON SPA	7,362	0.0%	7,539	-0.7%	1,554	NA	0	NA	74	-89.6%	0	NA	0	NA	16,529	15,873	4.1%	1,083	-35.0%	423	NA	18,035	17,540	2.8%
3105	DEBENHAMS LEICESTER	14,270	-0.7%	21,873	-2.7%	4,052	NA	0	NA	2,302	10.3%	271	-19.1%	0	NA	42,768	40,096	6.7%	2,072	-35.4%	448	NA	45,288	43,303	4.6%
3248	DEBENHAMS LICHFIELD	16,372	-14.6%	14,327	-1.3%	5,076	NA	0	NA	1,061	-16.6%	0	NA	0	NA	36,836	36,097	2.0%	2,512	-10.7%	799	NA	40,147	38,911	3.2%
3143	DEBENHAMS LINCOLN	19,578	-9.8%	20,101	-1.9%	5,331	NA	0	NA	1,823	-0.4%	62	-58.4%	0	NA	46,895	44,857	4.5%	2,899	14.7%	804	NA	50,598	47,384	6.8%
3217	DEBENHAMS LIVERPOOL	58,865	-24.4%	70,644	-12.3%	22,190	NA	0	NA	5,055	-49.2%	970	-41.1%	0	NA	157,724	179,595	-12.2%	9,627	-60.7%	2,331	NA	169,682	204,097	-16.9%
3223	DEBENHAMS LIVINGSTON	14,251	-3.4%	13,487	-8.7%	4,845	NA	0	NA	1,416	29.1%	0	NA	0	NA	33,999	31,591	7.6%	3,833	19.1%	714	NA	38,546	34,810	10.7%
3199	DEBENHAMS LLANDUDNO	22,256	-14.4%	32,143	8.2%	7,518	NA	0	NA	2,080	3.4%	183	59.1%	0	NA	64,180	58,753	9.2%	2,561	-55.5%	318	NA	67,059	64,511	3.9%
3216	DEBENHAMS LLANELLI	6,474	-10.5%	8,864	-2.1%	1,011	NA	0	NA	312	-24.1%	0	NA	0	NA	16,661	16,853	-1.1%	777	-34.9%	125	NA	17,563	18,047	-2.7%
2835	DEBENHAMS LONDON	101,240	-12.9%	85,561	-3.5%	27,360	NA	0	NA	22,689	-21.5%	3,340	8.4%	68	-99.1%	240,258	244,653	-1.8%	36,161	-34.1%	13,852	NA	290,271	299,502	-3.1%
2920	DEBENHAMS LUTON	11,880	-15.6%	10,792	-19.0%	1,990	NA	0	NA	1,702	-11.3%	0	NA	0	NA	26,364	30,018	-12.2%	2,856	-6.1%	600	NA	29,820	33,061	-9.8%
2930	DEBENHAMS MANCHESTER	54,177	-12.8%	58,979	-10.5%	21,081	NA	0	NA	7,193	-43.1%	1,335	30.5%	0	NA	142,765	146,158	-2.3%	16,198	-22.6%	2,240	NA	161,203	167,086	-3.5%
2952	DEBENHAMS MANCHESTER TRAFFORD PARK	36,221	-22.1%	45,787	-13.8%	13,025	NA	0	NA	5,072	-33.7%	800	18.2%	0	NA	100,905	111,215	-9.3%	8,717	-47.9%	2,076	NA	111,698	127,945	-12.7%
2838	DEBENHAMS MANSFIELD	11,585	1.9%	13,073	-11.1%	3,097	NA	0	NA	1,246	12.6%	0	NA	0	NA	29,001	27,557	5.2%	1,402	-48.4%	534	NA	30,937	30,275	2.2%
2831	DEBENHAMS MIDDLESBOROUGH	29,688	-29.9%	26,428	14.1%	12,976	NA	0	NA	3,360	-20.2%	338	-6.4%	0	NA	72,790	71,974	1.1%	6,555	-14.7%	3,457	NA	82,802	79,658	3.9%
3133	DEBENHAMS MILTON KEYNES	35,012	-17.4%	43,386	7.2%	12,594	NA	0	NA	5,085	-19.1%	354	9.9%	203	-87.4%	96,634	91,111	6.1%	10,465	8.0%	3,573	NA	110,672	100,804	9.8%
3244	DEBENHAMS NEWBURY	7,854	-23.7%	6,467	-15.9%	1,488	NA	0	NA	60	-91.4%	0	NA	72	-86.8%	15,941	19,254	-17.2%	937	-41.5%	299	NA	17,177	20,857	-17.6%
3236	DEBENHAMS NEWCASTLE	34,403	-20.3%	38,765	6.3%	19,481	NA	0	NA	4,534	-15.0%	827	11.6%	0	NA	98,010	87,786	11.6%	11,005	-19.1%	2,945	NA	111,960	101,385	10.4%
3267	DEBENHAMS NEWPORT	8,457	15.5%	9,037	7.5%	2,130	NA	0	NA	282	-55.0%	0	NA	0	NA	19,906	16,796	18.5%	1,528	-23.6%	954	NA	22,388	18,795	19.1%
2941	DEBENHAMS NORTHAMPTON	7,509	-1.3%	8,855	31.5%	3,196	NA	0	NA	118	-79.2%	31	0.0%	0	NA	19,709	14,993	31.5%	2,529	-21.8%	505	NA	22,743	18,225	24.8%
2875	DEBENHAMS NORWICH	22,474	-6.0%	19,972	3.0%	7,607	NA	0	NA	1,769	-22.1%	237	282.3%	0	NA	52,059	46,324	12.4%	2,354	-32.3%	920	NA	55,333	49,800	11.1%
2925	DEBENHAMS NOTTINGHAM	20,866	0.6%	19,808	10.0%	4,070	NA	0	NA	2,523	78.4%	250	4.6%	0	NA	47,517	41,155	15.5%	4,532	88.8%	1,313	NA	53,362	43,555	22.5%
2907	DEBENHAMS NUNEATON	9,683	-15.4%	10,947	5.7%	3,117	NA	0	NA	791	4.8%	0	NA	40	-92.0%	24,578	23,087	6.5%	1,611	-38.4%	258	NA	26,447	25,702	2.9%
3136	DEBENHAMS OLDHAM	7,438	-23.1%	8,559	-11.3%	2,709	NA	0	NA	519	-60.5%	31	-47.5%	0	NA	19,256	21,416	-10.1%	2,377	49.6%	210	NA	21,843	23,005	-5.1%
3091	DEBENHAMS OXFORD	13,607	-16.7%	10,131	-5.3%	2,053	NA	0	NA	1,231	-9.9%	73	-59.4%	5	-98.8%	27,100	29,006	-6.6%	2,238	-13.2%	685	NA	30,023	31,584	-4.9%
3161	DEBENHAMS PERTH	6,625	-28.4%	6,072	20.0%	2,546	NA	0	NA	131	-81.1%	0	NA	0	NA	15,374	15,007	2.4%	855	-48.7%	115	NA	16,344	16,675	-2.0%
3015	DEBENHAMS PLYMOUTH	19,481	-6.7%	13,981	8.5%	3,076	NA	0	NA	1,422	-1.6%	168	42.4%	24	-97.9%	38,152	36,484	4.6%	1,654	-49.3%	531	NA	40,337	39,749	1.5%
3177	DEBENHAMS PORTSMOUTH	39,119	-14.4%	47,805	-2.8%	12,169	NA	0	NA	4,111	-29.7%	517	26.1%	54	-98.0%	103,775	103,869	-0.1%	8,509	-29.6%	2,224	NA	114,508	115,963	-1.3%
3095	DEBENHAMS PRESTON	15,757	-19.3%	20,368	11.8%	3,813	NA	0	NA	2,649	64.9%	228	12.9%	0	NA	42,815	40,526	5.6%	3,744	-35.4%	997	NA	47,556	46,325	2.7%
3151	DEBENHAMS READING	11,856	-16.2%	10,536	-19.7%	4,407	NA	0	NA	1,057	-18.7%	0	NA	0	NA	27,856	29,116	-4.3%	2,593	-8.3%	1,099	NA	31,548	31,944	-1.2%
3162	DEBENHAMS REDDITCH	13,594	-17.9%	12,047	-18.0%	2,422	NA	0	NA	1,400	15.1%	0	NA	20	-98.1%	29,483	33,559	-12.1%	2,313	7.6%	749	NA	32,545	35,708	-8.9%
2855	DEBENHAMS ROMFORD	65,802	-5.3%	34,216	-7.5%	7,506	NA	0	NA	3,131	-42.4%	360	-31.4%	178	-85.1%	111,193	113,627	-2.1%	9,900	18.0%	1,164	NA	122,257	122,017	0.2%
3263	DEBENHAMS RUGBY	8,730	24.7%	9,967	7.3%	2,723	NA	0	NA	751	-8.2%	113	-24.2%	325	24.0%	22,609	17,518	29.1%	2,161	20.5%	338	NA	25,108	19,311	30.0%
3020	DEBENHAMS SALISBURY	11,782	-7.0%	12,262	7.5%	2,405	NA	0	NA	560	-28.0%	0	NA	48	-68.0%	27,057	24,995	8.2%	1,833	-6.2%	239	NA	29,129	26,950	8.1%
2916	DEBENHAMS SCARBOROUGH	17,555	-11.1%	20,059	10.6%	4,430	NA	0	NA	1,647	23.3%	175	464.5%	0	NA	43,866	40,033	9.6%	1,359	-65.6%	937	NA	46,162	43,986	4.9%
3032	DEBENHAMS SCUNTHORPE	13,502	2.6%	16,216	4.4%	2,651	NA	0	NA	818	0.2%	31	NA	0	NA	33,218	29,970	10.8%	2,919	-25.8%	503	NA	36,640	33,903	8.1%
2945	DEBENHAMS SHEFFIELD	7,851	-2.1%	6,624	0.0%	1,701	NA	0	NA	80	-92.1%	0	NA	0	NA	16,256	15,820	2.8%	795	-22.7%	88	NA	17,139	16,848	1.7%
3055	DEBENHAMS SHEFFIELD MEADOWHALL	40,749	-18.5%	44,967	-13.5%	14,309	NA	0	NA	4,414	-33.4%	545	-61.1%	73	-97.4%	105,057	112,823	-6.9%	8,873	-23.8%	2,911	NA	116,841	124,466	-6.1%
3178	DEBENHAMS SLOUGH	5,852	15.6%	5,632	18.2%	623	NA	0	NA	277	-48.7%	0	NA	0	NA	12,384	10,401	19.1%	1,223	-36.5%	245	NA	13,852	12,328	12.4%
2915	DEBENHAMS SOUTHAMPTON	11,496	-26.0%	14,096	7.4%	2,805	NA	0	NA	1,329	-10.2%	31	-50.0%	0	NA	29,757	31,068	-4.2%	1,891	-5.5%	939	NA	32,587	33,069	-1.5%
2960	DEBENHAMS SOUTHEND	44,071	-13.0%	38,750	-2.5%	7,458	NA	0	NA	3,311	-27.8%	415	-43.5%	0	NA	94,005	98,102	-4.2%	10,724	-27.5%	1,864	NA	106,593	112,899	-5.6%
3142	DEBENHAMS SOUTHPORT	11,920	-19.1%	9,703	6.3%	2,163	NA	0	NA	175	-77.7%	0	NA	0	NA	23,961	24,731	-3.1%	948	38.6%	381	NA	25,290	25,415	-0.5%
3166	DEBENHAMS SOUTHSEA	6,984	-8.6%	6,853	-3.6%	2,069	NA	0	NA	204	-46.6%	62	100.0%	0	NA	16,172	15,276	5.9%	2,226	180.7%	564	NA	18,962	16,069	18.0%
3189	DEBENHAMS SOUTHSHIELDS	13,405	-29.9%	14,671	-4.0%	7,467	NA	0	NA	564	-41.4%	3	-97.1%	0	NA	36,110	36,497	-1.1%	2,104	-34.0%	411	NA	38,625	39,686	-2.7%
2950	DEBENHAMS STAINES	9,883	5.2%	8,731	20.4%	1,707	NA	0	NA	229	-77.3%	63	NA	0	NA	20,613	17,845	15.5%	794	-17.1%	267	NA	21,674	18,803	15.3%
3268	DEBENHAMS STEVENAGE	10,181	NA	13,048	NA	5,029	NA	0	NA	1,038	NA	112	NA	0	NA	29,408	0	NA	2,127	NA	455	NA	31,990	0	NA
2837	DEBENHAMS STIRLING	20,146	-6.6%	18,866	14.2%	4,059	NA	0	NA	1,254	-19.8%	186	-11.0%	0	NA	44,511	40,525	9.8%	1,798	-50.0%	405	NA	46,714	44,122	5.9%

CLARINS FRAGRANCE GROUP

DEBENHAMS GROUP

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - RETAIL

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
2895	DEBENHAMS STOCKPORT	14,833	-5.4%	11,375	-5.0%	2,845	NA	0	NA	1,087	28.3%	0	NA	0	NA	30,140	29,502	2.2%	2,094	-16.6%	204	NA	32,438	32,013	1.3%
3159	DEBENHAMS STOCKTON-ON-TEES	17,127	-10.8%	20,824	-7.2%	4,373	NA	0	NA	1,059	-44.6%	26	-89.3%	60	-93.1%	43,469	44,656	-2.7%	1,388	0.7%	187	NA	45,044	46,034	-2.2%
2954	DEBENHAMS STOKE ON TRENT	16,611	-7.0%	19,622	-14.5%	6,227	NA	0	NA	2,088	84.9%	201	-15.9%	15	-98.4%	44,764	43,118	3.8%	4,493	10.1%	1,369	NA	50,626	47,197	7.3%
3087	DEBENHAMS STRATFORD	10,001	-16.9%	8,307	-3.4%	1,351	NA	0	NA	323	-71.0%	0	NA	0	NA	19,982	21,853	-8.6%	1,316	-43.6%	414	NA	21,712	24,186	-10.2%
3131	DEBENHAMS SUNDERLAND	57,451	-22.0%	59,901	9.1%	22,861	NA	0	NA	4,999	-17.3%	591	52.7%	0	NA	145,803	138,615	5.2%	13,044	-25.1%	3,678	NA	162,525	156,039	4.2%
3179	DEBENHAMS SUTTON	11,634	-0.5%	12,224	-10.3%	2,656	NA	0	NA	816	-22.6%	0	NA	0	NA	27,330	27,080	0.9%	2,422	105.1%	500	NA	30,252	28,261	7.0%
2980	DEBENHAMS SWANSEA	20,800	-11.5%	24,036	5.4%	4,225	NA	0	NA	1,769	-29.7%	236	-44.1%	0	NA	51,066	50,341	1.4%	2,236	-12.3%	456	NA	53,758	52,890	1.6%
3080	DEBENHAMS SWINDON	7,031	-17.4%	7,325	13.7%	2,043	NA	0	NA	178	-70.2%	0	NA	0	NA	16,577	15,733	5.4%	2,800	43.4%	893	NA	20,270	17,685	14.6%
3010	DEBENHAMS TAUNTON	7,972	-14.9%	7,630	-4.8%	1,731	NA	0	NA	74	-91.1%	0	NA	5	-98.3%	17,412	18,509	-5.9%	4,646	139.5%	654	NA	22,712	20,449	11.1%
2985	DEBENHAMS TELFORD	17,068	-7.2%	21,731	26.8%	3,393	NA	0	NA	1,681	27.0%	150	0.0%	0	NA	44,023	37,573	17.2%	4,217	65.6%	1,184	NA	49,424	40,120	23.2%
3186	DEBENHAMS THANET	11,936	-2.2%	9,869	-1.2%	2,011	NA	0	NA	148	-86.0%	0	NA	72	-76.2%	24,036	23,555	2.0%	1,046	-65.4%	86	NA	25,168	26,579	-5.3%
3060	DEBENHAMS THURROCK	41,756	-14.5%	44,637	-5.1%	10,636	NA	0	NA	4,571	-26.3%	636	9.8%	11	-99.6%	102,247	105,242	-2.8%	10,918	-27.5%	463	NA	113,628	120,304	-5.5%
3156	DEBENHAMS TORQUAY	11,859	-13.2%	6,275	2.6%	1,391	NA	0	NA	112	-88.5%	0	NA	11	-96.6%	19,648	21,105	-6.9%	1,526	-34.4%	200	NA	21,374	23,431	-8.8%
3187	DEBENHAMS TRURO	18,101	-9.8%	12,690	24.2%	3,231	NA	0	NA	1,018	-2.1%	0	NA	0	NA	35,040	32,079	9.2%	848	-42.5%	157	NA	36,045	33,554	7.4%
2956	DEBENHAMS UXBRIDGE	9,769	-10.9%	11,357	0.1%	2,137	NA	0	NA	1,636	50.2%	96	-18.6%	50	-90.0%	25,045	24,010	4.3%	1,568	29.2%	125	NA	26,738	25,224	6.0%
3242	DEBENHAMS WAKEFIELD	17,337	5.4%	18,141	-3.7%	6,222	NA	0	NA	1,672	62.0%	180	-53.2%	24	-96.9%	43,576	37,492	16.2%	4,037	-21.7%	861	NA	48,474	42,650	13.7%
3120	DEBENHAMS WALSALL	8,645	-5.8%	9,235	4.8%	1,819	NA	0	NA	143	-84.0%	0	NA	0	NA	19,842	18,884	5.1%	1,172	-42.1%	326	NA	21,340	20,907	2.1%
3266	DEBENHAMS WANDSWORTH	5,235	-23.4%	4,766	-8.7%	1,006	NA	0	NA	586	-32.2%	0	NA	40	-91.2%	11,633	13,529	-14.0%	1,468	170.8%	110	NA	13,211	14,071	-6.1%
3204	DEBENHAMS WARRINGTON	17,942	2.3%	19,810	15.1%	4,104	NA	0	NA	1,945	63.3%	183	3.4%	0	NA	43,984	37,019	18.8%	4,944	84.2%	1,180	NA	50,108	39,703	26.2%
3209	DEBENHAMS WELWYN GARDEN CITY	8,028	-23.4%	9,673	3.6%	1,065	NA	0	NA	154	-68.7%	0	NA	0	NA	18,920	20,334	-7.0%	734	-39.9%	245	NA	19,899	21,556	-7.7%
3227	DEBENHAMS WESTFIELD WHITE CITY	13,570	-6.7%	19,011	15.7%	3,437	NA	0	NA	3,061	22.4%	475	-3.1%	40	-96.6%	39,594	35,169	12.6%	3,639	-27.4%	731	NA	43,964	40,184	9.4%
3153	DEBENHAMS WEYMOUTH	12,053	6.3%	8,209	-21.1%	3,652	NA	0	NA	477	-20.9%	0	NA	40	-79.4%	24,431	22,532	8.4%	2,783	-32.6%	1,357	NA	28,571	26,660	7.2%
3203	DEBENHAMS WIGAN	17,902	-15.1%	18,540	-5.7%	9,361	NA	0	NA	1,861	21.9%	310	49.0%	0	NA	47,974	43,473	10.4%	2,242	-55.1%	824	NA	51,040	48,462	5.3%
2832	DEBENHAMS WIMBLEDON	6,717	-31.3%	5,075	-32.3%	1,301	NA	0	NA	315	-49.1%	0	NA	46	-79.5%	13,454	18,144	-25.8%	1,449	20.0%	719	NA	15,622	19,351	-19.3%
3146	DEBENHAMS WINCHESTER	9,243	-13.2%	6,037	-10.2%	1,242	NA	0	NA	548	-43.9%	0	NA	0	NA	17,070	18,535	-7.9%	1,668	1.9%	177	NA	18,915	20,172	-6.2%
3233	DEBENHAMS WITNEY	4,562	-41.6%	3,850	-12.1%	572	NA	0	NA	153	-54.7%	0	NA	0	NA	9,137	12,652	-27.8%	1,012	-12.3%	225	NA	10,374	13,806	-24.9%
3183	DEBENHAMS WOKING	5,955	-40.2%	10,032	-16.5%	1,283	NA	0	NA	270	-72.6%	0	NA	24	NA	17,564	23,045	-23.8%	1,995	-0.4%	458	NA	20,017	25,048	-20.1%
3269	DEBENHAMS WOLVERHAMPTON MANDER CENTRE	5,121	NA	8,420	NA	2,806	NA	0	NA	777	NA	0	NA	0	NA	17,124	0	NA	757	NA	274	NA	18,155	0	NA
3086	DEBENHAMS WORCESTER	9,917	-33.0%	11,270	-4.4%	2,383	NA	0	NA	1,036	-19.5%	0	NA	52	-89.5%	24,658	28,394	-13.2%	1,890	-2.7%	371	NA	26,919	30,337	-11.3%
3196	DEBENHAMS WORKINGTON	13,056	-12.2%	14,005	-5.1%	8,254	NA	0	NA	677	-5.6%	59	-4.8%	0	NA	36,051	30,948	16.5%	5,127	-37.0%	701	NA	41,879	39,081	7.2%
3149	DEBENHAMS WORTHING	17,582	-10.6%	17,469	6.2%	3,676	NA	0	NA	1,426	-0.7%	59	-50.0%	25	-96.7%	40,237	38,436	4.7%	3,282	4.0%	742	NA	44,261	41,591	6.4%
3224	DEBENHAMS WREXHAM	11,291	-4.9%	13,659	14.8%	4,690	NA	0	NA	912	-14.6%	0	NA	24	-94.6%	30,576	25,341	20.7%	1,989	-42.4%	265	NA	32,830	28,793	14.0%
3239	DEBENHAMS YORK	7,231	-7.2%	8,448	-11.6%	2,160	NA	0	NA	71	-91.1%	0	NA	0	NA	17,910	18,149	-1.3%	794	-52.3%	349	NA	19,053	19,815	-3.8%
3134	DEBENHAMS YORK MONKS CROSS	6,370	4.9%	8,474	14.6%	1,404	NA	0	NA	243	-58.9%	0	NA	0	NA	16,491	14,131	16.7%	976	4.3%	125	NA	17,592	15,067	16.8%
3198	DESIRE BY DEBENHAMS BIRMINGHAM FORT	2,693	14.5%	3,120	1.7%	230	NA	0	NA	92	-76.5%	0	NA	0	NA	6,135	5,867	4.6%	485	-48.0%	170	NA	6,790	6,800	-0.1%
3197	DESIRE BY DEBENHAMS FALKIRK	7,311	-11.1%	7,894	23.7%	1,253	NA	0	NA	403	-32.3%	0	NA	0	NA	16,861	15,279	10.4%	646	16.2%	78	NA	17,585	15,835	11.1%
3231	DESIRE BY DEBENHAMS KIDDERMINSTER	14,281	-5.1%	14,104	13.3%	2,888	NA	0	NA	507	-53.5%	(36)	-216.1%	0	NA	31,744	29,303	8.3%	2,782	-19.0%	1,099	NA	35,625	32,738	8.8%
3202	DESIRE BY DEBENHAMS KIRCALDY	13,939	7.2%	11,690	3.7%	3,809	NA	0	NA	855	-31.4%	0	NA	0	NA	30,293	26,245	15.4%	975	-31.1%	199	NA	31,467	27,661	13.8%
3201	DESIRE BY DEBENHAMS MERTHYR TYDFIL	12,125	8.9%	22,636	0.9%	5,111	NA	0	NA	1,516	74.1%	26	-67.9%	0	NA	41,414	35,778	15.8%	1,189	-57.0%	846	NA	43,449	38,541	12.7%
3192	DESIRE BY DEBENHAMS ORPINGTON	8,899	-13.2%	8,258	-9.1%	2,600	NA	0	NA	414	-57.5%	31	234.8%	0	NA	20,202	20,316	-0.6%	737	-63.7%	256	NA	21,195	22,345	-5.1%
3207	DESIRE BY DEBENHAMS WALTON	8,211	-8.4%	5,989	-18.2%	848	NA	0	NA	437	-15.1%	0	NA	0	NA	15,485	16,806	-7.9%	259	-35.3%	0	NA	15,744	17,206	-8.5%
3093	DEBENHAMS.COM SHERBURN	271,165	6.8%	384,729	9.0%	133,065	NA	0	NA	44,241	11.5%	4,304	-38.7%	24	-99.9%	837,528	674,613	24.1%	46,117	9.7%	11,704	NA	895,349	716,651	24.9%
3141	DEBENHAMS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL GB STORE	3,247,349	-11.3%	3,472,862	0.1%	997,992	NA	0	NA	328,062	-20.6%	34,072	-21.0%	2,872	-98.4%	8,083,209	7,772,786	4.0%	648,559	-19.7%	172,398	NA	8,904,166	8,580,547	3.8%
3254	DEBENHAMS BALLYMENA	4,248	-22.3%	5,903	10.5%	1,637	NA	0	NA	247	-37.0%	0	NA	100	13.6%	12,135	11,315	7.2%	1,133	-54.1%	540	NA	13,808	13,781	0.2%
3256	DEBENHAMS BELFAST	38,689	-3.5%	41,111	5.2%	12,672	NA	0	NA	3,207	-30.3%	312	-38.6%	16	-99.5%	96,007	87,573	9.6%	11,360	-13.5%	4,421	NA	111,788	100,712	11.0%
3257	DEBENHAMS CRAIGAVON	13,513	-14.4%	13,669	-3.6%	4,102	NA	0	NA	631	-33.1%	0	NA	0	NA	31,915	32,153	-0.7%	4,496	-17.6%	1,572	NA	37,983	37,609	1.0%
3258	DEBENHAMS LONDONDERRY	9,405	-4.7%	12,945	9.8%	2,439	NA	0	NA	341	-55.8%	0	NA	20	-88.1%	25,150	22,628	11.1%	2,306	-46.5%	934	NA	28,390	26,938	5.4%
3259	DEBENHAMS NEWRY	9,918	-5.6%	12,882	6.3%	1,616	NA	0	NA	237	-77.9%	0	NA	28	-91.0%	24,681	24,043	2.7%	2,449	-21.2%	811	NA	27,941	27,150	2.9%
	TOTAL NI STORE	75,773	-7.3%	86,510	4.8%	22,466	NA	0	NA	4,663	-40.1%	312	-56.8%	164	-96.7%	189,888	177,712	6.9%	21,744	-23.6%	8,278	NA	219,910	206,190	6.7%
	TOTAL	**3,323,122**	**-11.2%**	**3,559,372**	**0.2%**	**1,020,458**	**NA**	**0**	**NA**	**332,725**	**-20.9%**	**34,384**	**-21.6%**	**3,036**	**-98.4%**	**8,273,097**	**7,950,498**	**4.1%**	**670,303**	**-19.8%**	**180,676**	**NA**	**9,124,076**	**8,786,737**	**3.8%**
	LIKE ON LIKE	3,307,820	-11.6%	3,537,904	-0.4%	1,012,623	NA	0	NA	330,910	-21.4%	34,272	-21.8%	3,036	-98.4%	8,226,565	7,949,555	3.5%	667,419	-20.2%	179,947	NA	9,073,931	8,785,794	3.3%

NUMBER OF OPEN DOORS **167**

CLARINS FRAGRANCE GROUP

DEBENHAMS GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - RETAIL

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
2830	BROWNS CHESTER	11,607	4.1%	14,713	21.3%	4,917	NA	0	NA	1,066	-30.4%	178	-24.9%	0	NA	32,481	25,084	29.5%	2,085	-20.3%	402	NA	34,968	27,700	26.2%
3158	DEBENHAMS EDINBURGH LEITH	1,671	-31.1%	1,669	-42.5%	681	NA	0	NA	236	145.8%	62	0.0%	0	NA	4,319	5,636	-23.4%	65	-78.4%	38	NA	4,422	5,937	-25.5%
3252	DEBENHAMS HAVERFORDWEST	1,870	5.8%	2,630	18.0%	1,109	NA	0	NA	154	33.9%	0	NA	0	NA	5,763	4,112	40.2%	494	-10.5%	188	NA	6,445	4,664	38.2%
3253	DEBENHAMS HEREFORD	3,118	-1.9%	6,180	-4.4%	1,838	NA	0	NA	122	-45.8%	0	NA	0	NA	11,258	10,045	12.1%	1,137	-39.9%	361	NA	12,756	11,936	6.9%
2953	DEBENHAMS LEEDS BRIGGATE	11,930	-8.6%	13,973	-7.0%	4,832	NA	0	NA	1,016	-31.7%	0	NA	0	NA	31,751	29,743	6.8%	3,250	-11.1%	136	NA	35,137	33,398	5.2%
2829	DEBENHAMS LEEDS WHITE ROSE	13,566	-5.9%	19,114	8.0%	6,718	NA	0	NA	1,098	-28.6%	88	95.6%	0	NA	40,584	34,291	18.4%	1,474	74.4%	352	NA	42,410	35,136	20.7%
2952	DEBENHAMS MANCHESTER TRAFFORD PARK	10,574	-3.1%	14,414	-3.7%	4,862	NA	0	NA	1,534	8.3%	156	20.0%	0	NA	31,540	27,425	15.0%	1,727	-47.5%	719	NA	33,986	30,712	10.7%
2995	DEBENHAMS ABERDEEN	8,967	-29.2%	11,966	-12.7%	5,647	NA	0	NA	808	-37.7%	88	-34.8%	0	NA	27,476	27,809	-1.2%	2,043	-37.6%	1,091	NA	30,610	31,084	-1.5%
3206	DEBENHAMS ALTRINGHAM	2,409	39.2%	2,187	22.1%	286	NA	0	NA	105	-9.5%	0	NA	0	NA	4,987	3,638	37.1%	190	54.5%	43	NA	5,220	3,761	38.8%
3213	DEBENHAMS ASHFORD	2,537	-15.4%	3,172	-0.7%	1,266	NA	0	NA	134	0.0%	0	NA	0	NA	7,109	6,329	12.3%	577	-17.5%	293	NA	7,979	7,028	13.5%
3191	DEBENHAMS AYR	5,357	-22.2%	6,846	25.0%	2,851	NA	0	NA	419	-43.5%	115	NA	0	NA	15,588	13,143	18.6%	416	-54.3%	94	NA	16,098	14,054	14.5%
2911	DEBENHAMS BANBURY	3,578	-22.5%	5,333	49.8%	1,291	NA	0	NA	296	-0.7%	0	NA	0	NA	10,498	8,572	22.5%	482	-60.8%	39	NA	11,019	9,803	12.4%
3214	DEBENHAMS BANGOR	3,885	0.2%	7,878	9.4%	1,744	NA	0	NA	170	61.9%	0	NA	0	NA	13,677	11,303	21.0%	533	-28.1%	43	NA	14,253	12,044	18.3%
3047	DEBENHAMS BARROW	4,459	-10.2%	5,813	-10.3%	1,733	NA	0	NA	202	36.5%	0	NA	0	NA	12,207	11,686	4.5%	523	-54.6%	74	NA	12,804	12,839	-0.3%
3172	DEBENHAMS BASILDON	11,464	3.5%	13,242	-7.0%	4,963	NA	0	NA	1,041	-29.5%	90	-50.5%	0	NA	30,800	26,966	14.2%	3,912	3.2%	546	NA	35,258	30,756	14.6%
3163	DEBENHAMS BASINGSTOKE	4,385	-13.3%	4,680	-21.1%	2,886	NA	0	NA	546	62.0%	83	33.9%	0	NA	12,580	11,516	9.2%	999	-23.2%	413	NA	13,992	12,817	9.2%
3238	DEBENHAMS BATH	2,828	-11.3%	3,245	0.7%	1,091	NA	0	NA	411	155.3%	0	NA	0	NA	7,575	6,573	15.2%	235	-79.5%	235	NA	8,045	7,718	4.2%
2885	DEBENHAMS BEDFORD	3,738	-28.9%	4,126	15.3%	735	NA	0	NA	0	NA	0	NA	0	NA	8,599	8,961	-4.0%	455	82.7%	59	NA	9,113	9,210	-1.1%
3264	DEBENHAMS BEVERLEY	2,074	79.7%	3,160	64.0%	608	NA	0	NA	130	-11.0%	59	NA	0	NA	6,031	3,277	84.0%	408	2.8%	97	NA	6,536	3,674	77.9%
3169	DEBENHAMS BIRMINGHAM	17,225	-20.8%	22,911	-6.2%	10,919	NA	0	NA	1,663	-46.5%	164	-33.6%	0	NA	52,882	49,591	6.6%	4,652	15.1%	0	NA	57,534	53,631	7.3%
2965	DEBENHAMS BLACKBURN	5,667	11.7%	6,010	-3.7%	2,557	NA	0	NA	632	140.3%	0	NA	0	NA	14,866	11,576	28.4%	539	-15.9%	104	NA	15,509	12,217	26.9%
3219	DEBENHAMS BLACKPOOL	4,223	-8.2%	8,112	27.2%	1,910	NA	0	NA	401	278.3%	0	NA	0	NA	14,646	11,118	31.7%	607	-40.1%	0	NA	15,253	12,132	25.7%
3005	DEBENHAMS BOLTON	3,773	7.3%	4,487	30.7%	2,641	NA	0	NA	184	34.3%	0	NA	0	NA	11,085	7,119	55.7%	234	-72.9%	188	NA	11,507	7,982	44.2%
3031	DEBENHAMS BOREHAMWOOD	1,828	-19.5%	2,796	-3.3%	906	NA	0	NA	71	-55.1%	0	NA	0	NA	5,601	5,365	4.4%	247	-5.7%	39	NA	5,887	5,627	4.6%
3030	DEBENHAMS BOURNEMOUTH	4,882	21.1%	4,657	-6.8%	1,724	NA	0	NA	398	21.0%	0	NA	0	NA	11,661	9,682	20.4%	1,031	56.4%	35	NA	12,727	10,341	23.1%
3262	DEBENHAMS BRADFORD	3,324	-0.2%	5,272	19.3%	1,253	NA	0	NA	340	101.2%	31	-74.4%	0	NA	10,220	8,061	26.8%	676	-21.3%	(59)	NA	10,837	8,920	21.5%
2951	DEBENHAMS BRIGHTON	7,209	-14.9%	10,322	4.7%	1,823	NA	0	NA	1,135	16.8%	62	-36.7%	0	NA	20,551	19,655	4.6%	1,355	4.2%	398	NA	22,304	20,955	6.4%
2870	DEBENHAMS BRISTOL	3,270	1.1%	4,392	25.0%	1,004	NA	0	NA	132	-25.0%	26	-16.1%	0	NA	8,824	7,017	25.8%	549	83.6%	97	NA	9,470	7,316	29.4%
3135	DEBENHAMS BROMLEY	5,109	-5.9%	5,190	34.9%	1,219	NA	0	NA	1,115	116.9%	121	30.1%	0	NA	12,754	9,886	29.0%	1,056	-7.3%	400	NA	14,210	11,025	28.9%
3237	DEBENHAMS BURY	5,308	-29.2%	6,752	3.4%	2,758	NA	0	NA	840	91.3%	31	NA	0	NA	15,689	14,462	8.5%	1,591	14.9%	251	NA	17,531	15,847	10.6%
3229	DEBENHAMS BURY ST EDMUNDS	5,998	-22.3%	5,668	8.5%	1,278	NA	0	NA	186	-60.9%	0	NA	0	NA	13,130	13,468	-2.5%	231	-43.1%	0	NA	13,361	13,874	-3.7%
2860	DEBENHAMS CAMBRIDGE	3,821	-14.7%	4,292	1.7%	733	NA	0	NA	561	8.3%	28	0.0%	0	NA	9,435	9,365	0.7%	343	-63.1%	43	NA	9,821	10,294	-4.6%
3040	DEBENHAMS CANTERBURY	2,776	-22.0%	4,214	30.8%	874	NA	0	NA	71	-48.2%	0	NA	0	NA	7,935	6,918	14.7%	413	-31.4%	335	NA	8,683	7,520	15.5%
2840	DEBENHAMS CARDIFF	11,468	-17.3%	15,521	10.1%	4,138	NA	0	NA	884	-48.8%	158	33.9%	0	NA	32,169	29,813	7.9%	2,292	-34.8%	468	NA	34,929	33,329	4.8%
3132	DEBENHAMS CARLISLE	4,702	1.9%	6,869	44.9%	3,009	NA	0	NA	628	140.6%	62	100.0%	0	NA	15,270	9,735	56.9%	924	-20.4%	300	NA	16,494	10,896	51.4%
3234	DEBENHAMS CARMARTHEN	2,734	7.9%	4,441	0.3%	1,196	NA	0	NA	218	172.5%	0	NA	0	NA	8,589	7,121	20.6%	849	-17.7%	131	NA	9,569	8,152	17.4%
3173	DEBENHAMS CHATHAM	2,946	-3.5%	3,003	21.1%	1,255	NA	0	NA	113	-46.2%	0	NA	28	NA	7,345	5,772	27.3%	144	-34.2%	136	NA	7,625	5,991	27.3%
2955	DEBENHAMS CHELMSFORD	6,374	-1.3%	7,043	-5.8%	1,987	NA	0	NA	539	149.5%	26	-16.1%	0	NA	15,969	14,454	10.5%	368	-59.8%	66	NA	16,403	15,370	6.7%
3090	DEBENHAMS CHELTENHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
3247	DEBENHAMS CHESTERFIELD	3,437	27.8%	3,551	-30.0%	1,824	NA	0	NA	238	11.2%	0	NA	0	NA	9,050	8,070	12.1%	790	28.5%	156	NA	9,996	8,685	15.1%
3174	DEBENHAMS CLAPHAM LONDON	3,351	-13.6%	2,553	21.4%	1,181	NA	0	NA	0	NA	0	NA	0	NA	7,085	5,983	18.4%	478	-40.7%	102	NA	7,665	6,789	12.9%
2940	DEBENHAMS COLCHESTER	7,986	-24.8%	11,647	27.5%	2,962	NA	0	NA	1,291	54.6%	65	-66.1%	0	NA	23,951	20,958	14.3%	2,104	-21.4%	0	NA	26,055	23,636	10.2%
3100	DEBENHAMS COVENTRY	3,304	-8.4%	6,148	28.1%	1,753	NA	0	NA	407	21.5%	0	NA	0	NA	11,612	8,972	29.4%	1,604	-24.4%	369	NA	13,585	11,094	22.5%
2886	DEBENHAMS CRAWLEY	2,536	-31.6%	3,085	-13.4%	1,387	NA	0	NA	21	-65.6%	0	NA	24	-35.1%	7,053	7,372	-4.3%	714	-27.9%	538	NA	8,305	8,362	-0.7%
2865	DEBENHAMS CROYDON	3,883	0.2%	3,399	2.1%	944	NA	0	NA	508	-12.7%	0	NA	0	NA	8,734	7,786	12.2%	377	-4.1%	183	NA	9,294	8,179	13.6%
3212	DEBENHAMS DERBY	4,090	7.6%	5,371	31.8%	1,368	NA	0	NA	513	172.9%	26	-55.9%	0	NA	11,368	8,162	39.3%	471	-10.3%	196	NA	12,035	8,687	38.5%
3194	DEBENHAMS DONCASTER	6,512	-13.9%	7,487	-12.6%	3,321	NA	0	NA	954	149.1%	0	NA	0	NA	18,274	16,639	9.8%	739	-46.9%	211	NA	19,224	18,032	6.6%
3035	DEBENHAMS DUDLEY	13,811	-18.0%	19,393	-8.0%	8,992	NA	0	NA	1,346	-28.9%	81	-25.0%	0	NA	43,623	39,934	9.2%	3,304	7.5%	444	NA	47,371	43,007	10.1%
3246	DEBENHAMS DUMFRIES	1,326	-42.2%	2,090	-11.9%	997	NA	0	NA	0	NA	0	NA	0	NA	4,413	4,681	-5.7%	540	9.1%	387	NA	5,340	5,176	3.2%
3154	DEBENHAMS DUNDEE	8,007	-5.4%	10,307	12.9%	3,717	NA	0	NA	373	-63.4%	158	139.4%	0	NA	22,562	18,828	19.8%	738	-54.0%	315	NA	23,615	20,431	15.6%
3218	DEBENHAMS DUNFIRMLINE	3,099	-21.5%	4,111	63.9%	1,994	NA	0	NA	72	-61.9%	0	NA	0	NA	9,276	6,670	39.1%	228	-33.9%	112	NA	9,616	7,015	37.1%
3167	DEBENHAMS EAST KILBRIDE	5,117	2.5%	5,343	179.4%	2,399	NA	0	NA	587	180.9%	0	NA	0	NA	13,446	9,063	48.4%	735	29.2%	773	NA	14,954	9,632	55.3%
3051	DEBENHAMS EASTBOURNE	1,726	-6.7%	2,025	31.9%	368	NA	0	NA	0	NA	0	NA	0	NA	4,119	3,448	19.5%	199	-48.0%	147	NA	4,465	3,831	16.5%
3075	DEBENHAMS EDINBURGH	2,940	-19.5%	3,228	-1.7%	1,247	NA	0	NA	412	101.0%	0	NA	0	NA	7,827	7,212	8.5%	263	-36.5%	199	NA	8,289	7,626	8.7%
3261	DEBENHAMS ELLESMERE PORT	4,138	-5.2%	7,983	15.6%	2,545	NA	0	NA	492	45.6%	57	-34.5%	0	NA	15,215	11,735	29.7%	603	-16.9%	212	NA	16,030	12,461	28.6%
3164	DEBENHAMS ELTHAM	1,955	-50.1%	2,537	-10.5%	476	NA	0	NA	116	-4.9%	0	NA	0	NA	5,084	6,937	-26.7%	152	-66.5%	32	NA	5,268	7,391	-28.7%
3211	DEBENHAMS EXETER	3,577	-20.3%	4,067	26.8%	1,160	NA	0	NA	245	40.8%	0	NA	0	NA	9,049	7,908	14.4%	898	372.6%	112	NA	10,059	8,098	24.2%
3243	DEBENHAMS FAREHAM	1,810	-32.4%	2,982	31.2%	976	NA	0	NA	42	-88.7%	0	NA	0	NA	5,810	5,334	8.9%	164	-63.5%	0	NA	5,974	5,783	3.3%
3241	DEBENHAMS FARNBOROUGH	2,250	-19.9%	2,477	12.8%	255	NA	0	NA	36	-60.0%	0	NA	0	NA	5,018	5,122	-2.0%	66	24.5%	43	NA	5,127	5,175	-0.9%
3147	DEBENHAMS FOLKSTONE	3,947	-5.8%	4,526	-19.3%	873	NA	0	NA	204	17.2%	0	NA	0	NA	9,550	10,064	-5.1%	154	-79.7%	63	NA	9,767	10,824	-9.8%
3067	DEBENHAMS GATESHEAD	14,619	7.1%	19,920	14.1%	7,165	NA	0	NA	1,210	-14.6%	79	-60.1%	0	NA	42,993	32,723	31.4%	5,038	-18.1%	1,554	NA	49,585	38,876	27.5%

CLARINS FRAGRANCE GROUP

DEBENHAMS GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - RETAIL

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
3125	DEBENHAMS GLASGOW	16,019	-15.7%	13,965	4.2%	6,278	NA	0	NA	1,426	-0.7%	118	-49.8%	0	NA	37,806	34,135	10.8%	3,191	-29.4%	1,297	NA	42,294	38,658	9.4%
3208	DEBENHAMS GLASGOW POLLOCK	12,400	-10.9%	15,739	8.3%	4,929	NA	0	NA	974	-34.0%	88	-75.5%	0	NA	34,130	30,319	12.6%	3,451	-0.4%	1,070	NA	38,651	33,785	14.4%
2880	DEBENHAMS GLOUCESTER	3,789	-4.3%	4,562	44.9%	1,667	NA	0	NA	433	10.7%	31	NA	0	NA	10,482	7,534	39.1%	438	-43.8%	86	NA	11,006	8,313	32.4%
3000	DEBENHAMS GRAVESEND	3,286	3.5%	4,613	34.2%	1,256	NA	0	NA	159	93.9%	0	NA	0	NA	9,314	6,812	36.7%	279	-49.9%	113	NA	9,706	7,369	31.7%
3228	DEBENHAMS GREAT YARMOUTH	3,213	11.7%	3,036	-3.3%	1,581	NA	0	NA	60	-42.9%	0	NA	0	NA	7,890	6,121	28.9%	334	13.6%	35	NA	8,259	6,415	28.7%
2970	DEBENHAMS GUILDFORD	2,338	-15.9%	2,169	22.7%	284	NA	0	NA	36	71.4%	0	NA	0	NA	4,827	5,097	-5.3%	198	-74.8%	39	NA	5,064	5,883	-13.9%
3148	DEBENHAMS HARROGATE	2,856	-4.3%	1,582	10.9%	574	NA	0	NA	88	-57.9%	0	NA	0	NA	5,100	4,619	10.4%	239	119.3%	0	NA	5,339	4,728	12.9%
2845	DEBENHAMS HARROW	4,768	40.6%	5,035	7.2%	543	NA	0	NA	404	-52.1%	0	NA	0	NA	10,750	8,970	19.8%	1,174	-16.4%	328	NA	12,252	10,374	18.1%
3070	DEBENHAMS HASTINGS	2,221	-37.7%	2,720	-20.8%	579	NA	0	NA	0	NA	0	NA	0	NA	5,520	7,084	-22.1%	131	-67.3%	75	NA	5,726	7,485	-23.5%
3188	DEBENHAMS HEMEL HEMPSTEAD	3,739	-2.5%	3,973	52.5%	1,298	NA	0	NA	326	78.1%	0	NA	0	NA	9,336	9,152	2.0%	764	166.2%	66	NA	10,166	9,439	7.7%
2935	DEBENHAMS HOUNSLOW	1,571	5.9%	1,556	6.6%	353	NA	0	NA	50	-63.5%	0	NA	0	NA	3,530	3,079	14.6%	549	0.0%	169	NA	4,248	3,628	17.1%
3130	DEBENHAMS HULL	7,368	16.6%	9,024	29.1%	4,084	NA	0	NA	684	102.4%	0	NA	0	NA	21,160	13,648	55.0%	468	-58.1%	184	NA	21,812	14,766	47.7%
3176	DEBENHAMS ILFORD	1,362	-51.4%	2,512	4.6%	931	NA	0	NA	2	-99.2%	0	NA	0	NA	4,807	5,445	-11.7%	340	-50.1%	82	NA	5,229	6,127	-14.7%
3168	DEBENHAMS INVERNESS	3,225	0.5%	4,153	14.3%	854	NA	0	NA	254	42.7%	0	NA	0	NA	8,486	7,020	20.9%	449	-17.6%	37	NA	8,972	7,565	18.6%
2850	DEBENHAMS IPSWICH	6,580	-5.2%	9,096	-8.6%	2,118	NA	0	NA	561	-46.2%	59	-73.1%	0	NA	18,414	18,462	-0.3%	1,057	-8.7%	37	NA	19,508	19,620	-0.6%
3033	DEBENHAMS KINGS LYNN	2,552	-13.3%	3,381	7.3%	1,000	NA	0	NA	42	-80.6%	0	NA	0	NA	6,975	6,310	10.5%	451	14.5%	71	NA	7,497	6,704	11.8%
3249	DEBENHAMS LEAMINGTON SPA	2,093	48.4%	2,287	10.4%	602	NA	0	NA	32	-88.3%	0	NA	0	NA	5,014	3,796	32.1%	125	-77.6%	118	NA	5,257	4,353	20.8%
3105	DEBENHAMS LEICESTER	5,019	24.0%	6,905	-4.9%	1,551	NA	0	NA	540	105.3%	54	74.2%	0	NA	14,069	11,679	20.5%	442	-48.7%	0	NA	14,511	12,541	15.7%
3248	DEBENHAMS LICHFIELD	3,826	-8.1%	5,450	40.9%	1,804	NA	0	NA	85	-49.1%	0	NA	0	NA	11,165	8,200	36.2%	586	-29.1%	35	NA	11,786	9,027	30.6%
3143	DEBENHAMS LINCOLN	5,253	16.8%	6,376	0.6%	2,215	NA	0	NA	463	19.9%	31	0.0%	0	NA	14,338	11,428	25.5%	744	-2.4%	269	NA	15,351	12,190	25.9%
3217	DEBENHAMS LIVERPOOL	15,272	-10.7%	19,379	-2.5%	7,809	NA	0	NA	1,342	-33.8%	160	-63.6%	0	NA	43,962	43,003	2.2%	2,313	-56.8%	614	NA	46,889	48,354	-3.0%
3223	DEBENHAMS LIVINGSTON	4,547	13.4%	4,820	40.1%	2,191	NA	0	NA	614	76.9%	0	NA	0	NA	12,172	7,795	56.2%	1,072	39.4%	199	NA	13,443	8,564	57.0%
3199	DEBENHAMS LLANDUDNO	5,335	-14.1%	9,975	2.6%	2,632	NA	0	NA	625	68.5%	31	0.0%	0	NA	18,598	16,335	13.9%	739	-57.9%	35	NA	19,372	18,090	7.1%
3216	DEBENHAMS LLANELLI	2,170	7.6%	3,569	22.3%	551	NA	0	NA	90	-53.8%	0	NA	0	NA	6,380	5,130	24.4%	231	-42.0%	0	NA	6,611	5,528	19.6%
2835	DEBENHAMS LONDON	21,510	3.3%	17,759	-8.9%	4,642	NA	0	NA	3,527	-14.5%	315	-40.6%	0	NA	47,753	45,088	5.9%	6,445	-38.2%	3,282	NA	57,480	55,513	3.5%
2920	DEBENHAMS LUTON	3,033	-19.6%	3,935	-11.4%	972	NA	0	NA	373	292.6%	0	NA	0	NA	8,313	8,349	-0.4%	879	13.1%	228	NA	9,420	9,126	3.2%
2930	DEBENHAMS MANCHESTER	12,390	-18.1%	17,654	6.9%	5,538	NA	0	NA	1,556	-39.2%	118	-49.4%	0	NA	37,256	34,532	7.9%	2,889	-27.3%	295	NA	40,440	38,505	5.0%
2838	DEBENHAMS MANSFIELD	3,513	-12.5%	3,959	-28.2%	1,548	NA	0	NA	356	75.4%	0	NA	0	NA	9,376	9,961	-5.9%	273	-56.0%	0	NA	9,649	10,581	-8.8%
2831	DEBENHAMS MIDDLESBOROUGH	7,173	-16.9%	9,240	33.5%	3,989	NA	0	NA	1,143	-19.2%	78	-13.3%	0	NA	21,623	17,443	24.0%	1,470	-29.9%	655	NA	23,748	19,539	21.5%
3133	DEBENHAMS MILTON KEYNES	9,453	-13.3%	13,997	29.7%	5,348	NA	0	NA	974	13.1%	0	NA	0	NA	29,772	22,984	29.5%	2,850	21.1%	706	NA	33,328	25,337	31.5%
3244	DEBENHAMS NEWBURY	1,789	-31.5%	2,068	1.6%	529	NA	0	NA	(4)	-102.2%	0	NA	0	NA	4,382	5,030	-12.9%	189	-71.5%	86	NA	4,657	5,692	-18.2%
3236	DEBENHAMS NEWCASTLE	9,172	-11.5%	10,562	8.1%	3,845	NA	0	NA	803	-25.5%	109	-12.1%	0	NA	24,491	21,337	14.8%	2,929	-1.1%	672	NA	28,092	24,300	15.6%
3267	DEBENHAMS NEWPORT	2,374	2.5%	3,238	9.8%	1,032	NA	0	NA	0	NA	0	NA	0	NA	6,644	5,449	21.9%	380	-31.8%	147	NA	7,171	6,006	19.4%
2941	DEBENHAMS NORTHAMPTON	2,339	-10.9%	2,417	41.1%	1,551	NA	0	NA	0	NA	0	NA	0	NA	6,307	4,453	41.6%	550	-36.4%	109	NA	6,966	5,318	31.0%
2875	DEBENHAMS NORWICH	4,523	-12.1%	5,737	14.0%	3,540	NA	0	NA	497	73.8%	0	NA	0	NA	14,297	10,464	36.6%	546	-37.0%	75	NA	14,918	11,331	31.7%
2925	DEBENHAMS NOTTINGHAM	4,398	-0.4%	5,780	-2.3%	1,931	NA	0	NA	519	24.5%	54	74.2%	0	NA	12,682	10,895	16.4%	1,400	258.1%	498	NA	14,580	11,286	29.2%
2907	DEBENHAMS NUNEATON	1,955	-33.4%	3,634	35.5%	1,356	NA	0	NA	268	107.8%	0	NA	0	NA	7,213	5,833	23.7%	386	-22.2%	35	NA	7,634	6,329	20.6%
3136	DEBENHAMS OLDHAM	1,715	-35.4%	2,455	-28.0%	916	NA	0	NA	175	-29.1%	0	NA	0	NA	5,261	6,436	-18.3%	544	43.2%	32	NA	5,837	6,816	-14.4%
3091	DEBENHAMS OXFORD	3,024	-6.6%	2,437	-20.0%	722	NA	0	NA	195	-2.0%	0	NA	0	NA	6,378	6,505	-2.0%	506	-30.6%	74	NA	6,958	7,234	-3.8%
3161	DEBENHAMS PERTH	1,762	-9.5%	2,079	18.5%	741	NA	0	NA	0	NA	0	NA	0	NA	4,582	3,962	15.6%	66	-92.1%	43	NA	4,691	4,795	-2.2%
3015	DEBENHAMS PLYMOUTH	4,016	-22.6%	5,275	29.7%	1,435	NA	0	NA	434	55.0%	53	NA	0	NA	11,213	9,749	15.0%	293	-71.2%	178	NA	11,684	10,765	8.5%
3177	DEBENHAMS PORTSMOUTH	9,728	-11.6%	15,804	3.2%	4,035	NA	0	NA	1,144	-23.3%	66	-38.3%	0	NA	30,777	27,987	10.0%	2,005	-34.9%	232	NA	33,014	31,068	6.3%
3095	DEBENHAMS PRESTON	3,546	-31.8%	6,991	40.7%	1,540	NA	0	NA	647	72.5%	0	NA	0	NA	12,724	10,651	19.5%	1,461	4.2%	288	NA	14,473	12,053	20.1%
3151	DEBENHAMS READING	3,617	-15.3%	3,331	-18.2%	1,960	NA	0	NA	268	34.0%	0	NA	0	NA	9,176	8,621	6.4%	688	59.6%	168	NA	10,032	9,052	10.8%
3162	DEBENHAMS REDDITCH	3,486	-18.9%	3,688	-17.8%	1,195	NA	0	NA	415	16.9%	0	NA	0	NA	8,784	9,139	-3.9%	426	-40.6%	214	NA	9,424	9,856	-4.4%
2855	DEBENHAMS ROMFORD	19,801	2.8%	9,077	54.9%	2,231	NA	0	NA	859	-3.7%	70	NA	0	NA	32,038	26,006	23.2%	2,166	19.6%	140	NA	34,344	27,817	23.5%
3263	DEBENHAMS RUGBY	2,366	6.1%	3,363	21.8%	1,059	NA	0	NA	164	17.1%	54	NA	95	55.7%	7,101	5,193	36.7%	437	4.8%	32	NA	7,570	5,610	34.9%
3020	DEBENHAMS SALISBURY	4,163	7.3%	4,717	22.1%	1,262	NA	0	NA	80	33.3%	0	NA	24	NA	10,246	7,803	31.3%	72	-90.6%	43	NA	10,361	8,568	20.9%
2916	DEBENHAMS SCARBOROUGH	4,681	-2.1%	6,405	18.2%	1,499	NA	0	NA	730	168.4%	0	NA	0	NA	13,315	10,501	26.8%	557	-46.1%	152	NA	14,024	11,534	21.6%
3032	DEBENHAMS SCUNTHORPE	4,064	26.5%	4,967	9.2%	1,156	NA	0	NA	223	30.4%	0	NA	0	NA	10,410	8,006	30.0%	1,123	2.3%	71	NA	11,604	9,104	27.5%
2945	DEBENHAMS SHEFFIELD	1,862	6.0%	2,056	3.1%	628	NA	0	NA	80	-36.0%	0	NA	0	NA	4,626	3,877	19.3%	146	-37.3%	0	NA	4,772	4,110	16.1%
3055	DEBENHAMS SHEFFIELD MEADOWHALL	12,369	24.0%	13,724	5.6%	5,330	NA	0	NA	1,516	20.1%	146	-64.9%	0	NA	33,085	24,836	33.2%	2,792	-1.3%	874	NA	36,751	27,664	32.8%
3178	DEBENHAMS SLOUGH	1,134	-9.9%	1,278	-14.7%	49	NA	0	NA	0	NA	0	NA	0	NA	2,461	2,790	-11.8%	232	-73.0%	35	NA	2,728	3,650	-25.3%
2915	DEBENHAMS SOUTHAMPTON	2,992	-20.3%	4,562	18.8%	1,328	NA	0	NA	561	121.7%	0	NA	0	NA	9,443	8,014	17.8%	764	120.2%	425	NA	10,632	8,361	27.2%
2960	DEBENHAMS SOUTHEND	10,269	-18.8%	11,738	8.9%	2,490	NA	0	NA	729	-38.8%	104	160.0%	0	NA	25,330	24,720	2.5%	2,074	-48.7%	829	NA	28,233	28,765	-1.8%
3142	DEBENHAMS SOUTHPORT	3,184	3.2%	3,152	19.8%	500	NA	0	NA	74	0.0%	0	NA	0	NA	6,910	5,817	18.8%	325	51.2%	43	NA	7,278	6,032	20.7%
3166	DEBENHAMS SOUTHSEA	1,830	-14.1%	2,282	-4.2%	784	NA	0	NA	0	NA	31	NA	0	NA	4,927	4,600	7.1%	520	329.8%	190	NA	5,637	4,721	19.4%
3189	DEBENHAMS SOUTHSHIELDS	4,231	-13.2%	4,940	-14.1%	2,691	NA	0	NA	228	23.9%	0	NA	0	NA	12,090	10,899	10.9%	611	-19.4%	43	NA	12,744	11,657	9.3%
2950	DEBENHAMS STAINES	2,301	-5.5%	2,386	0.3%	1,028	NA	0	NA	36	-73.7%	0	NA	0	NA	5,751	4,975	15.6%	189	-54.7%	43	NA	5,983	5,392	11.0%
3268	DEBENHAMS STEVENAGE	4,696	NA	5,936	NA	2,161	NA	0	NA	722	NA	25	NA	0	NA	13,540	0	NA	1,085	NA	247	NA	14,872	0	NA
2837	DEBENHAMS STIRLING	4,850	-12.9%	7,629	47.6%	1,873	NA	0	NA	422	-26.5%	62	NA	0	NA	14,836	11,384	30.3%	459	-58.4%	59	NA	15,354	12,487	23.0%

CLARINS FRAGRANCE GROUP

DEBENHAMS GROUP

STORES GROUP REPORT

2017 vs 2016

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MONTH - RETAIL

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
2895	DEBENHAMS STOCKPORT	3,580	10.0%	3,590	-13.0%	1,130	NA	0	NA	380	96.9%	0	NA	0	NA	8,680	7,666	13.2%	240	-78.4%	0	NA	8,920	8,775	1.7%
3159	DEBENHAMS STOCKTON-ON-TEES	5,448	-0.3%	7,977	7.3%	1,906	NA	0	NA	449	10.3%	0	NA	0	NA	15,780	13,367	18.1%	445	133.0%	117	NA	16,342	13,558	20.5%
2954	DEBENHAMS STOKE ON TRENT	5,047	-5.1%	6,354	-5.8%	2,518	NA	0	NA	630	157.1%	59	0.0%	0	NA	14,608	12,462	17.2%	1,150	3.8%	375	NA	16,133	13,570	18.9%
3087	DEBENHAMS STRATFORD	2,399	-8.2%	2,415	-10.0%	266	NA	0	NA	74	-60.8%	0	NA	0	NA	5,154	5,485	-6.0%	80	-88.1%	35	NA	5,269	6,156	-14.4%
3131	DEBENHAMS SUNDERLAND	15,547	-8.7%	18,794	25.7%	6,699	NA	0	NA	1,648	42.9%	164	105.0%	0	NA	42,852	33,212	29.0%	2,506	-33.5%	575	NA	45,933	36,978	24.2%
3179	DEBENHAMS SUTTON	2,163	-39.0%	3,370	-16.9%	1,279	NA	0	NA	74	-76.2%	0	NA	0	NA	6,886	7,994	-13.9%	454	40.1%	251	NA	7,591	8,318	-8.7%
2980	DEBENHAMS SWANSEA	5,792	-2.4%	6,298	-11.2%	1,835	NA	0	NA	566	20.2%	0	NA	0	NA	14,491	13,655	6.1%	797	-16.3%	79	NA	15,367	14,607	5.2%
3080	DEBENHAMS SWINDON	1,804	-10.8%	2,282	53.8%	885	NA	0	NA	0	NA	0	NA	0	NA	4,971	3,611	37.7%	891	15.9%	228	NA	6,090	4,380	39.0%
3010	DEBENHAMS TAUNTON	2,285	-6.3%	2,793	35.9%	527	NA	0	NA	0	NA	0	NA	0	NA	5,605	4,679	19.8%	975	28.3%	130	NA	6,710	5,439	23.4%
2985	DEBENHAMS TELFORD	4,737	-6.4%	7,552	40.5%	1,506	NA	0	NA	583	208.5%	0	NA	0	NA	14,378	10,739	33.9%	1,338	28.9%	253	NA	15,969	11,777	35.6%
3186	DEBENHAMS THANET	3,762	11.8%	3,152	3.0%	981	NA	0	NA	71	-75.9%	0	NA	0	NA	7,966	6,717	18.6%	258	-75.8%	43	NA	8,267	7,782	6.2%
3060	DEBENHAMS THURROCK	12,203	-7.3%	13,879	-8.3%	4,663	NA	0	NA	1,118	15.7%	292	131.7%	0	NA	32,155	29,479	9.1%	3,126	-2.6%	0	NA	35,281	32,688	7.9%
3156	DEBENHAMS TORQUAY	2,755	21.3%	1,539	13.2%	272	NA	0	NA	0	NA	0	NA	0	NA	4,566	3,942	15.8%	111	-79.7%	0	NA	4,677	4,490	4.2%
3187	DEBENHAMS TRURO	4,156	9.5%	3,458	34.2%	578	NA	0	NA	308	34.5%	0	NA	0	NA	8,500	6,768	25.6%	283	-49.4%	114	NA	8,897	7,327	21.4%
2956	DEBENHAMS UXBRIDGE	2,650	-12.9%	3,544	4.1%	773	NA	0	NA	332	0.6%	0	NA	0	NA	7,299	6,913	5.6%	466	41.6%	82	NA	7,847	7,242	8.4%
3242	DEBENHAMS WAKEFIELD	4,436	-5.7%	6,398	28.4%	2,911	NA	0	NA	759	259.7%	28	-54.8%	0	NA	14,532	9,959	45.9%	1,100	-16.2%	31	NA	15,663	11,271	39.0%
3120	DEBENHAMS WALSALL	2,550	56.8%	2,728	3.4%	855	NA	0	NA	36	-14.3%	0	NA	0	NA	6,169	4,306	43.3%	274	-66.8%	139	NA	6,582	5,131	28.3%
3266	DEBENHAMS WANDSWORTH	1,010	-41.3%	1,314	39.6%	274	NA	0	NA	195	2.6%	0	NA	0	NA	2,793	2,960	-5.6%	429	204.3%	71	NA	3,293	3,101	6.2%
3204	DEBENHAMS WARRINGTON	5,288	14.7%	7,106	36.2%	1,609	NA	0	NA	743	102.5%	62	5.1%	0	NA	14,808	10,260	44.3%	1,244	62.0%	522	NA	16,574	11,028	50.3%
3209	DEBENHAMS WELWYN GARDEN CITY	2,127	-27.7%	2,608	-14.3%	484	NA	0	NA	0	NA	0	NA	0	NA	5,219	6,060	-13.9%	82	-64.2%	108	NA	5,409	6,289	-14.0%
3227	DEBENHAMS WESTFIELD WHITE CITY	4,334	-2.5%	4,926	-4.6%	1,685	NA	0	NA	643	8.6%	133	114.5%	0	NA	11,721	10,466	12.0%	862	-23.7%	202	NA	12,785	11,596	10.3%
3153	DEBENHAMS WEYMOUTH	3,177	13.2%	2,680	-7.9%	1,093	NA	0	NA	0	NA	0	NA	0	NA	6,950	5,871	18.4%	816	-17.4%	295	NA	8,061	6,859	17.5%
3203	DEBENHAMS WIGAN	3,842	-28.3%	6,437	21.1%	3,435	NA	0	NA	437	15.6%	0	NA	0	NA	14,151	11,113	27.3%	1,010	-16.4%	159	NA	15,320	12,321	24.3%
2832	DEBENHAMS WIMBLEDON	1,872	-38.3%	1,559	-10.9%	732	NA	0	NA	0	NA	0	NA	0	NA	4,163	4,817	-13.6%	236	-36.0%	167	NA	4,566	5,186	-12.0%
3146	DEBENHAMS WINCHESTER	2,069	-9.7%	1,780	7.4%	510	NA	0	NA	266	-0.7%	0	NA	0	NA	4,625	4,217	9.7%	322	-17.4%	0	NA	4,947	4,607	7.4%
3233	DEBENHAMS WITNEY	1,313	-32.3%	938	-24.7%	323	NA	0	NA	36	-69.0%	0	NA	0	NA	2,610	3,300	-20.9%	133	-74.6%	86	NA	2,829	3,823	-26.0%
3183	DEBENHAMS WOKING	2,204	-12.6%	2,908	-1.0%	600	NA	0	NA	74	-67.1%	0	NA	0	NA	5,786	5,682	1.8%	417	-16.3%	112	NA	6,315	6,180	2.2%
3269	DEBENHAMS WOLVERHAMPTON MANDER CENTRE	3,270	NA	4,681	NA	1,720	NA	0	NA	420	NA	0	NA	0	NA	10,091	0	NA	323	NA	183	NA	10,597	0	NA
3086	DEBENHAMS WORCESTER	3,599	-13.8%	4,230	55.6%	1,313	NA	0	NA	433	37.0%	0	NA	0	NA	9,575	7,325	30.7%	620	-13.3%	91	NA	10,286	8,040	27.9%
3196	DEBENHAMS WORKINGTON	3,112	-18.6%	4,559	-3.0%	2,528	NA	0	NA	254	-8.0%	0	NA	0	NA	10,453	8,952	16.8%	1,886	-45.2%	396	NA	12,735	12,394	2.8%
3149	DEBENHAMS WORTHING	4,352	-4.0%	5,436	-8.3%	1,459	NA	0	NA	406	383.3%	0	NA	0	NA	11,653	10,612	9.8%	1,083	14.4%	276	NA	13,012	11,559	12.6%
3224	DEBENHAMS WREXHAM	2,810	21.0%	4,571	13.9%	2,286	NA	0	NA	456	356.0%	0	NA	0	NA	10,123	6,476	56.3%	558	-65.1%	26	NA	10,707	8,074	32.6%
3239	DEBENHAMS YORK	2,023	-8.6%	2,162	-38.4%	977	NA	0	NA	0	NA	0	NA	0	NA	5,162	5,923	-12.8%	196	-51.7%	37	NA	5,395	6,329	-14.8%
3134	DEBENHAMS YORK MONKS CROSS	1,911	20.1%	2,537	22.7%	408	NA	0	NA	0	NA	0	NA	0	NA	4,856	3,726	30.3%	336	-16.6%	0	NA	5,192	4,129	25.7%
3198	DESIRE BY DEBENHAMS BIRMINGHAM FORT	792	-0.6%	1,006	124.1%	139	NA	0	NA	36	-83.9%	0	NA	0	NA	1,973	1,469	34.3%	29	-92.4%	(16)	NA	1,986	1,850	7.4%
3197	DESIRE BY DEBENHAMS FALKIRK	2,044	-10.1%	2,595	40.1%	190	NA	0	NA	154	-27.0%	0	NA	0	NA	4,983	4,336	14.9%	66	-64.9%	0	NA	5,049	4,524	11.6%
3231	DESIRE BY DEBENHAMS KIDDERMINSTER	4,255	15.6%	5,304	28.6%	1,516	NA	0	NA	179	-33.9%	0	NA	0	NA	11,254	8,199	37.3%	875	-17.8%	395	NA	12,524	9,263	35.2%
3202	DESIRE BY DEBENHAMS KIRCALDY	3,529	3.1%	3,368	2.5%	1,682	NA	0	NA	133	-56.4%	0	NA	0	NA	8,712	7,088	22.9%	267	-32.9%	0	NA	8,979	7,486	19.9%
3201	DESIRE BY DEBENHAMS MERTHYR TYDFIL	3,513	21.7%	6,359	0.6%	1,867	NA	0	NA	647	285.1%	26	NA	0	NA	12,412	9,522	30.4%	238	-70.2%	164	NA	12,814	10,320	24.2%
3192	DESIRE BY DEBENHAMS ORPINGTON	2,441	-8.3%	1,963	-22.6%	866	NA	0	NA	0	NA	0	NA	0	NA	5,270	5,495	-4.1%	254	-50.8%	86	NA	5,610	6,011	-6.7%
3207	DESIRE BY DEBENHAMS WALTON	2,540	2.5%	1,786	1.9%	237	NA	0	NA	0	NA	0	NA	0	NA	4,563	4,292	6.3%	98	-59.7%	0	NA	4,661	4,535	2.8%
3093	DEBENHAMS.COM SHERBURN	74,878	52.8%	100,320	47.4%	48,419	NA	0	NA	10,405	71.8%	805	-29.7%	0	NA	234,827	124,213	89.1%	12,521	70.1%	2,764	NA	250,112	131,574	90.1%
3141	DEBENHAMS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL GB STORE	859,805	-3.9%	1,065,908	11.1%	369,200	NA	0	NA	80,615	2.5%	5,520	-29.4%	171	-99.1%	2,381,219	1,958,678	21.6%	159,352	-19.5%	39,081	NA	2,579,652	2,156,527	19.6%
3254	DEBENHAMS BALLYMENA	1,469	-12.2%	2,473	51.1%	685	NA	0	NA	74	-10.8%	0	NA	0	NA	4,701	3,394	38.5%	419	-48.7%	86	NA	5,206	4,211	23.6%
3256	DEBENHAMS BELFAST	12,253	20.7%	16,392	31.2%	4,650	NA	0	NA	794	-25.7%	0	NA	0	NA	34,089	24,482	39.2%	2,487	-47.5%	1,384	NA	37,960	29,220	29.9%
3257	DEBENHAMS CRAIGAVON	4,111	-24.1%	5,445	11.6%	2,330	NA	0	NA	84	-50.0%	0	NA	0	NA	11,970	10,461	14.4%	2,087	52.1%	488	NA	14,545	11,833	22.9%
3258	DEBENHAMS LONDONDERRY	2,334	-21.2%	5,108	20.0%	951	NA	0	NA	130	-16.1%	0	NA	0	NA	8,523	7,372	15.6%	1,032	-34.1%	159	NA	9,714	8,938	8.7%
3259	DEBENHAMS NEWRY	3,931	27.6%	5,532	20.6%	765	NA	0	NA	74	25.4%	0	NA	0	NA	10,302	7,726	33.3%	929	-10.2%	32	NA	11,263	8,760	28.6%
	TOTAL NI STORE	24,098	3.5%	34,950	25.5%	9,381	NA	0	NA	1,156	-24.6%	0	NA	0	NA	69,585	53,435	30.2%	6,954	-27.0%	2,149	NA	78,688	62,962	25.0%
	TOTAL	**883,903**	**-3.7%**	**1,100,858**	**11.5%**	**378,581**	**NA**	**0**	**NA**	**81,771**	**2.0%**	**5,520**	**-30.5%**	**171**	**-99.1%**	**2,450,804**	**2,012,113**	**21.8%**	**166,306**	**-19.8%**	**41,230**	**NA**	**2,658,340**	**2,219,489**	**19.8%**
	LIKE ON LIKE	875,937	-4.6%	1,090,241	10.5%	374,700	NA	0	NA	80,629	0.5%	5,495	-30.9%	171	-99.1%	2,427,173	2,012,113	20.6%	164,898	-20.5%	40,800	NA	2,632,871	2,219,489	18.6%

NUMBER OF OPEN DOORS **167**

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FEELUNIQUE GROUP

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YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
3849	FEELUNIQUE GUERNSEY	2,891	-32.1%	2,717	-29.2%	1,190	NA	0	NA	195	-58.7%	17	-83.5%	0	NA	7,010	8,889	-21.1%	393	-49.7%	337	NA	7,740	9,671	-20.0%
125	FEELUNIQUE JERSEY	3,957	-45.7%	3,552	-34.1%	1,794	NA	0	NA	374	-45.6%	34	-89.6%	0	NA	9,711	14,083	-31.0%	389	-72.8%	370	NA	10,470	15,511	-32.5%
3848	FEELUNIQUE.COM NORTHAMPTON	13,226	-40.2%	20,670	-24.2%	18,517	NA	0	NA	1,990	-60.6%	1,246	41.1%	0	NA	55,649	56,684	-1.8%	9,411	16.7%	10,753	NA	75,813	64,748	17.1%
	TOTAL	**20,074**	**-40.3%**	**26,939**	**-26.2%**	**21,501**	**NA**	**0**	**NA**	**2,559**	**-58.8%**	**1,297**	**-1.2%**	**0**	**NA**	**72,370**	**79,656**	**-9.1%**	**10,193**	**-0.8%**	**11,460**	**NA**	**94,023**	**89,930**	**4.6%**
	LIKE ON LIKE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA

NUMBER OF OPEN DOORS 2

YEAR TO DATE - RETAIL

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
3849	FEELUNIQUE GUERNSEY	4,195	53.9%	4,495	83.3%	851	NA	0	NA	352	300.0%	86	-16.5%	254	238.7%	10,233	5,443	88.0%	685	57.5%	257	NA	11,175	5,878	90.1%
125	FEELUNIQUE JERSEY	8,602	96.4%	7,873	131.8%	1,392	NA	0	NA	1,311	932.3%	297	57.1%	518	71.5%	19,993	8,395	138.2%	1,180	39.6%	423	NA	21,596	9,240	133.7%
3848	FEELUNIQUE.COM NORTHAMPTON	26,478	93.7%	39,156	97.8%	22,215	NA	0	NA	5,910	716.3%	1,745	165.2%	32	-98.3%	95,536	36,764	159.9%	12,803	116.6%	1,829	NA	110,168	42,675	158.2%
	TOTAL	**39,275**	**89.1%**	**51,524**	**100.9%**	**24,458**	**NA**	**0**	**NA**	**7,573**	**706.5%**	**2,128**	**124.0%**	**804**	**-64.9%**	**125,762**	**50,602**	**148.5%**	**14,668**	**104.0%**	**2,509**	**NA**	**142,939**	**57,793**	**147.3%**
	LIKE ON LIKE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA

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ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
3849	FEELUNIQUE GUERNSEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
125	FEELUNIQUE JERSEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	877	NA	0	NA	0	NA	0	1,020	NA
3848	FEELUNIQUE.COM NORTHAMPTON	633	NA	3,170	421.4%	264	NA	0	NA	0	NA	103	NA	0	NA	4,170	608	585.9%	1,243	6.9%	0	NA	5,413	1,771	205.6%
	TOTAL	**633**	**365.4%**	**3,170**	**182.3%**	**264**	**NA**	**0**	**NA**	**0**	**NA**	**103**	**-33.5%**	**0**	**NA**	**4,170**	**1,485**	**180.8%**	**1,243**	**-4.8%**	**0**	**NA**	**5,413**	**2,791**	**93.9%**
	LIKE ON LIKE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA

NUMBER OF OPEN DOORS **2**

MONTH - RETAIL

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
3849	FEELUNIQUE GUERNSEY	171	-89.1%	520	-56.2%	158	NA	0	NA	53	NA	25	-67.5%	0	NA	927	2,868	-67.7%	99	-72.0%	71	NA	1,097	3,221	-65.9%
125	FEELUNIQUE JERSEY	872	-57.5%	1,195	-47.4%	322	NA	0	NA	49	172.2%	0	NA	0	NA	2,438	4,389	-44.5%	144	-53.4%	105	NA	2,687	4,698	-42.8%
3848	FEELUNIQUE.COM NORTHAMPTON	4,951	-41.5%	5,902	-44.8%	5,884	NA	0	NA	843	92.9%	589	39.6%	0	NA	18,169	21,235	-14.4%	1,681	-43.9%	728	NA	20,578	24,229	-15.1%
	TOTAL	**5,994**	**-50.4%**	**7,617**	**-46.1%**	**6,364**	**NA**	**0**	**NA**	**945**	**107.7%**	**614**	**23.0%**	**0**	**NA**	**21,534**	**28,492**	**-24.4%**	**1,924**	**-47.4%**	**904**	**NA**	**24,362**	**32,148**	**-24.2%**
	LIKE ON LIKE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA

NUMBER OF OPEN DOORS **2**

CLARINS FRAGRANCE GROUP

FENWICK GROUP

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1080	FENWICK BRACKNELL	4,032	-35.4%	4,345	3.7%	1,184	NA	0	NA	427	86.5%	0	NA	0	NA	9,988	10,793	-7.5%	834	37.2%	364	NA	11,186	11,401	-1.9%
1075	BENTALLS KINGSTON	14,844	-0.7%	13,566	-11.2%	4,079	NA	0	NA	1,171	-27.2%	0	NA	0	NA	33,660	32,164	4.7%	1,875	-21.9%	1,331	NA	36,866	34,566	6.7%
3860	FENWICK BRENT CROSS	24,417	-16.3%	22,469	4.5%	5,866	NA	0	NA	5,401	-0.6%	626	-7.3%	0	NA	58,779	57,781	1.7%	5,973	-0.6%	2,204	NA	66,956	63,791	5.0%
8055	FENWICK CANTERBURY	14,891	-32.9%	13,234	-19.1%	5,243	NA	0	NA	2,314	-43.7%	306	-27.1%	0	NA	35,988	43,738	-17.7%	4,421	-18.8%	2,586	NA	42,995	49,183	-12.6%
3845	FENWICK LEICESTER	(1,390)	-154.5%	(957)	-158.6%	0	NA	0	NA	(50)	-115.3%	0	NA	0	NA	(2,397)	4,588	-152.2%	(83)	-107.9%	0	NA	(2,480)	5,635	-144.0%
3865	FENWICK NEWCASTLE	49,056	-14.9%	34,880	-17.7%	34,460	NA	7,696	NA	3,884	-25.7%	186	-91.9%	0	NA	130,162	110,363	17.9%	5,130	-59.0%	3,390	NA	138,682	122,879	12.9%
3876	FENWICK TUNBRIDGE WELLS	3,578	-33.1%	2,293	-29.4%	756	NA	0	NA	0	NA	0	NA	0	NA	6,627	9,077	-27.0%	0	NA	94	NA	6,721	9,533	-29.5%
3875	FENWICK WINDSOR	1,214	-55.7%	857	-53.0%	0	NA	0	NA	0	NA	0	NA	0	NA	2,071	4,798	-56.8%	207	-63.8%	0	NA	2,278	5,370	-57.6%
3870	FENWICK YORK	12,784	-27.0%	11,366	-4.0%	4,480	NA	0	NA	878	-43.5%	335	-13.2%	(27)	-101.7%	29,816	32,857	-9.3%	1,757	-55.2%	909	NA	32,482	36,776	-11.7%
10090	FENWICK COLCHESTER	4,051	-24.2%	4,878	-14.2%	1,436	NA	0	NA	231	196.2%	102	-25.0%	0	NA	10,698	11,503	-7.0%	707	-23.2%	117	NA	11,522	12,424	-7.3%
3881	FENWICK HEAD OFFICE ACCOUNTS	(3,540)	-55.7%	(1,553)	-1.1%	0	NA	0	NA	(316)	64.0%	(399)	NA	0	NA	(5,808)	(4,688)	-23.9%	(373)	NA	0	NA	(6,181)	(4,688)	-31.8%
	TOTAL	**123,937**	**-23.2%**	**105,378**	**-13.9%**	**57,504**	**NA**	**7,696**	**NA**	**13,940**	**-23.8%**	**1,156**	**-70.5%**	**-27**	**-100.4%**	**309,584**	**312,974**	**-1.1%**	**20,448**	**-39.7%**	**10,995**	**NA**	**341,027**	**346,870**	**-1.7%**
	LIKE ON LIKE	124,113	-20.5%	105,478	-11.3%	57,504	NA	7,696	NA	13,990	-21.6%	1,156	-70.5%	(27)	-100.4%	309,910	303,588	2.1%	20,324	-37.0%	10,995	NA	341,229	335,865	1.6%

NUMBER OF OPEN DOORS 8

YEAR TO DATE - RETAIL

ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1080	FENWICK BRACKNELL	6,446	-11.6%	8,347	-12.2%	1,559	NA	0	NA	421	-44.7%	13	-76.4%	42	-91.4%	16,828	18,101	-7.0%	1,191	NA	483	NA	18,502	18,101	2.2%
1075	BENTALLS KINGSTON	24,374	-15.0%	28,730	0.3%	3,554	NA	0	NA	3,733	-3.6%	0	NA	0	NA	60,391	61,993	-2.6%	4,229	22.4%	1,162	NA	65,782	65,448	0.5%
3860	FENWICK BRENT CROSS	43,720	-11.3%	37,078	-1.2%	7,927	NA	0	NA	10,498	-7.2%	1,035	-16.1%	64	-95.3%	100,322	100,749	-0.4%	12,908	35.9%	1,940	NA	115,170	110,245	4.5%
8055	FENWICK CANTERBURY	28,546	-17.7%	25,021	-4.8%	9,634	NA	0	NA	4,374	-27.6%	372	-53.2%	0	NA	67,947	69,020	-1.6%	6,898	-16.5%	2,733	NA	77,578	77,278	0.4%
3845	FENWICK LEICESTER	594	-79.7%	699	-81.6%	0	NA	0	NA	49	-83.9%	4	-81.0%	20	-89.7%	1,366	7,247	-81.2%	23	NA	0	NA	1,389	7,247	-80.8%
3865	FENWICK NEWCASTLE	83,768	-20.5%	52,174	-35.8%	50,605	NA	9,228	NA	8,105	-32.1%	2,303	88.6%	22	-99.6%	206,205	205,310	0.4%	15,287	2.0%	3,145	NA	224,637	220,290	2.0%
3876	FENWICK TUNBRIDGE WELLS	4,594	-15.0%	5,977	-15.3%	1,142	NA	0	NA	296	-47.9%	10	-72.2%	31	-91.4%	12,050	13,426	-10.2%	402	NA	99	NA	12,551	13,426	-6.5%
3875	FENWICK WINDSOR	2,051	-48.3%	2,512	-51.4%	252	NA	0	NA	149	-64.3%	10	-61.5%	21	-92.1%	4,995	9,845	-49.3%	270	NA	0	NA	5,265	9,845	-46.5%
3870	FENWICK YORK	22,434	-27.7%	16,853	-9.7%	6,806	NA	0	NA	2,142	-21.0%	465	-18.7%	10	-99.6%	48,710	55,650	-12.5%	3,941	-3.1%	639	NA	53,290	59,718	-10.8%
10090	FENWICK COLCHESTER	7,448	7.5%	7,698	-17.0%	1,612	NA	0	NA	586	-20.2%	71	39.2%	35	-93.3%	17,450	17,515	-0.4%	947	837.6%	51	NA	18,448	17,616	4.7%
3881	FENWICK HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL	**223,975**	**-18.7%**	**185,089**	**-18.6%**	**83,091**	**NA**	**9,228**	**NA**	**30,353**	**-21.5%**	**4,283**	**6.8%**	**245**	**-98.2%**	**536,264**	**558,856**	**-4.0%**	**46,096**	**14.2%**	**10,252**	**NA**	**592,612**	**599,214**	**-1.1%**
	LIKE ON LIKE	221,330	-17.6%	181,878	-16.7%	82,839	NA	9,228	NA	30,155	-20.5%	4,269	7.7%	204	-98.4%	529,903	541,764	-2.2%	45,803	13.5%	10,252	NA	585,958	582,122	0.7%

NUMBER OF OPEN DOORS 8

CLARINS FRAGRANCE GROUP

FENWICK GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
1080	FENWICK BRACKNELL	64	-87.8%	630	13.1%	80	NA	0	NA	23	NA	0	NA	0	NA	797	1,083	-26.4%	111	NA	56	NA	964	1,083	-11.0%
1075	BENTALLS KINGSTON	1,511	-33.5%	1,334	-35.4%	116	NA	0	NA	349	-46.9%	0	NA	0	NA	3,310	4,994	-33.7%	193	-73.3%	0	NA	3,503	5,718	-38.7%
3860	FENWICK BRENT CROSS	2,210	813.2%	3,431	1632.8%	1,118	NA	0	NA	867	366.1%	135	164.7%	0	NA	7,761	677	1046.4%	194	NA	161	NA	8,116	677	1098.8%
8055	FENWICK CANTERBURY	3,079	10.0%	3,159	-8.3%	436	NA	0	NA	97	-85.4%	68	-33.3%	0	NA	6,839	7,014	-2.5%	932	-37.7%	223	NA	7,994	8,510	-6.1%
3845	FENWICK LEICESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	463	NA	0	NA	0	NA	0	533	NA
3865	FENWICK NEWCASTLE	677	-78.5%	175	-96.6%	509	NA	2,784	NA	105	-92.5%	0	NA	0	NA	4,250	9,630	-55.9%	0	NA	0	NA	4,250	10,489	-59.5%
3876	FENWICK TUNBRIDGE WELLS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	408	NA	0	NA	0	NA	0	408	NA
3875	FENWICK WINDSOR	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	(27)	NA
3870	FENWICK YORK	1,598	22.2%	1,766	-11.3%	555	NA	0	NA	144	-77.7%	102	200.0%	0	NA	4,165	3,980	4.6%	176	NA	129	NA	4,470	3,980	12.3%
10090	FENWICK COLCHESTER	190	-79.6%	490	-27.2%	0	NA	0	NA	0	NA	0	NA	0	NA	680	1,605	-57.6%	32	-50.0%	0	NA	712	1,669	-57.3%
3881	FENWICK HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL	**9,329**	**-18.7%**	**10,985**	**-24.1%**	**2,814**	**NA**	**2,784**	**NA**	**1,585**	**-57.4%**	**305**	**63.1%**	**0**	**NA**	**27,802**	**29,854**	**-6.9%**	**1,638**	**-48.6%**	**569**	**NA**	**30,009**	**33,040**	**-9.2%**
	LIKE ON LIKE	9,329	-17.1%	10,985	-23.2%	2,814	NA	2,784	NA	1,585	-56.5%	305	63.1%	0	NA	27,802	29,391	-5.4%	1,638	-47.9%	569	NA	30,009	32,534	-7.8%

NUMBER OF OPEN DOORS 8

MONTH - RETAIL

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
1080	FENWICK BRACKNELL	1,432	-37.6%	1,960	-34.6%	528	NA	0	NA	80	-66.8%	0	NA	0	NA	4,000	5,705	-29.9%	504	NA	300	NA	4,804	5,705	-15.8%
1075	BENTALLS KINGSTON	5,622	-15.9%	7,797	8.7%	959	NA	0	NA	1,331	72.6%	0	NA	0	NA	15,709	14,726	6.7%	967	-7.4%	374	NA	17,050	15,770	8.1%
3860	FENWICK BRENT CROSS	7,128	-22.2%	6,579	5.5%	1,410	NA	0	NA	1,476	-23.4%	124	-20.0%	0	NA	16,717	17,627	-5.2%	1,235	0.3%	722	NA	18,674	18,858	-1.0%
8055	FENWICK CANTERBURY	6,315	-24.5%	7,005	2.3%	3,629	NA	0	NA	522	-54.8%	62	-59.2%	0	NA	17,533	16,549	5.9%	533	-65.7%	580	NA	18,646	18,102	3.0%
3845	FENWICK LEICESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,947	NA	0	NA	0	NA	0	1,947	NA
3865	FENWICK NEWCASTLE	17,969	-21.3%	13,832	-30.9%	7,808	NA	5,252	NA	1,857	-43.5%	155	118.3%	0	NA	46,873	46,337	1.2%	2,634	-30.5%	422	NA	49,929	50,128	-0.4%
3876	FENWICK TUNBRIDGE WELLS	1,287	-0.1%	1,763	4.8%	475	NA	0	NA	72	-46.7%	0	NA	0	NA	3,597	3,201	12.4%	0	NA	0	NA	3,597	3,201	12.4%
3875	FENWICK WINDSOR	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	2,569	NA	0	NA	0	NA	0	2,569	NA
3870	FENWICK YORK	4,235	-13.1%	3,458	-6.0%	1,534	NA	0	NA	471	-6.9%	62	-60.0%	0	NA	9,760	9,253	5.5%	544	-21.4%	0	NA	10,304	9,945	3.6%
10090	FENWICK COLCHESTER	2,435	22.5%	2,720	4.7%	607	NA	0	NA	280	34.0%	31	106.7%	0	NA	6,073	4,941	22.9%	236	NA	0	NA	6,309	4,941	27.7%
3881	FENWICK HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL	**46,423**	**-21.7%**	**45,114**	**-15.8%**	**16,950**	**NA**	**5,252**	**NA**	**6,089**	**-27.7%**	**434**	**-26.3%**	**0**	**NA**	**120,262**	**122,855**	**-2.1%**	**6,653**	**-19.9%**	**2,398**	**NA**	**129,313**	**131,166**	**-1.4%**
	LIKE ON LIKE	46,423	-19.2%	45,114	-11.9%	16,950	NA	5,252	NA	6,089	-26.0%	434	-24.4%	0	NA	120,262	118,339	1.6%	6,653	-19.9%	2,398	NA	129,313	126,650	2.1%

NUMBER OF OPEN DOORS 8

CLARINS FRAGRANCE GROUP

HARRODS GROUP

STORES GROUP REPORT

2017 vs 2016

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YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
4755	HARRODS LONDON	82,821	17.6%	102,747	47.8%	11,315	NA	195,322	4.4%	16,298	-60.0%	2,152	-62.1%	(711)	-101.2%	409,944	432,999	-5.3%	0	NA	0	NA	409,944	432,999	-5.3%
4781	HARRODS HEAD OFFICE ACCOUNTS	(2,338)	86.3%	(4,760)	20.5%	0	NA	0	NA	(18,101)	59.4%	(1,492)	NA	(40,585)	-134.1%	(67,276)	(84,967)	20.8%	0	NA	0	NA	(67,276)	(84,967)	20.8%
47550	HARRODS.COM LONDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL	**80,483**	**50.9%**	**97,987**	**54.3%**	**11,315**	**NA**	**195,322**	**4.4%**	**-1,803**	**52.1%**	**660**	**-88.4%**	**-41,296**	**-197.8%**	**342,668**	**348,032**	**-1.5%**	**0**	**NA**	**0**	**NA**	**342,668**	**348,032**	**-1.5%**
	LIKE ON LIKE	80,483	50.9%	97,987	54.3%	11,315	NA	195,322	4.4%	(1,803)	52.1%	660	-88.4%	(41,296)	-197.8%	342,668	348,032	-1.5%	0	NA	0	NA	342,668	348,032	-1.5%

NUMBER OF OPEN DOORS 1

YEAR TO DATE - RETAIL

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
4755	HARRODS LONDON	100,787	-9.9%	120,285	-7.4%	15,149	NA	349,213	8.7%	24,711	-77.6%	3,873	-53.0%	27,469	-43.7%	641,487	730,505	-12.2%	0	NA	0	NA	641,487	730,505	-12.2%
4781	HARRODS HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
47550	HARRODS.COM LONDON	3,107	-46.3%	5,433	7.7%	595	NA	5,386	32.0%	1,047	-74.3%	62	NA	3,014	-7.1%	18,644	22,235	-16.2%	0	NA	0	NA	18,644	22,235	-16.2%
	TOTAL	**103,894**	**-11.7%**	**125,718**	**-6.8%**	**15,744**	**NA**	**354,599**	**9.0%**	**25,758**	**-77.5%**	**3,935**	**-52.2%**	**30,483**	**-41.4%**	**660,131**	**752,740**	**-12.3%**	**0**	**NA**	**0**	**NA**	**660,131**	**752,740**	**-12.3%**
	LIKE ON LIKE	103,894	-11.7%	125,718	-6.8%	15,744	NA	354,599	9.0%	25,758	-77.5%	3,935	-52.2%	30,483	-41.4%	660,131	752,740	-12.3%	0	NA	0	NA	660,131	752,740	-12.3%

NUMBER OF OPEN DOORS 1

CLARINS FRAGRANCE GROUP

HARRODS GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
4755	HARRODS LONDON	12,491	98.6%	4,421	-27.0%	229	NA	0	NA	2,161	41.0%	0	NA	0	NA	19,302	19,375	-0.4%	0	NA	0	NA	19,302	19,375	-0.4%
4781	HARRODS HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
47550	HARRODS.COM LONDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL	**12,491**	**98.6%**	**4,421**	**-27.0%**	**229**	**NA**	**0**	**NA**	**2,161**	**41.0%**	**0**	**NA**	**0**	**NA**	**19,302**	**19,375**	**-0.4%**	**0**	**NA**	**0**	**NA**	**19,302**	**19,375**	**-0.4%**
	LIKE ON LIKE	12,491	98.6%	4,421	-27.0%	229	NA	0	NA	2,161	41.0%	0	NA	0	NA	19,302	19,375	-0.4%	0	NA	0	NA	19,302	19,375	-0.4%

NUMBER OF OPEN DOORS 1

MONTH - RETAIL

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
4755	HARRODS LONDON	29,481	108.6%	30,454	83.9%	2,278	NA	33,460	39.6%	5,817	-82.4%	403	-87.7%	0	NA	101,893	109,137	-6.6%	0	NA	0	NA	101,893	109,137	-6.6%
4781	HARRODS HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
47550	HARRODS.COM LONDON	621	-16.6%	2,146	77.9%	0	NA	1,620	118.9%	329	-27.4%	0	NA	0	NA	4,716	5,818	-18.9%	0	NA	0	NA	4,716	5,818	-18.9%
	TOTAL	**30,102**	**102.3%**	**32,600**	**83.5%**	**2,278**	**NA**	**35,080**	**42.0%**	**6,146**	**-81.6%**	**403**	**-87.7%**	**0**	**NA**	**106,609**	**114,955**	**-7.3%**	**0**	**NA**	**0**	**NA**	**106,609**	**114,955**	**-7.3%**
	LIKE ON LIKE	30,102	102.3%	32,600	83.5%	2,278	NA	35,080	42.0%	6,146	-81.6%	403	-87.7%	0	NA	106,609	114,955	-7.3%	0	NA	0	NA	106,609	114,955	-7.3%

NUMBER OF OPEN DOORS 1

CLARINS FRAGRANCE GROUP

HOUSE OF FRASER GROUP

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - TRADE

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
5304	BEATTIES SUTTON COLDFIELD	4,094	-57.1%	2,707	-60.6%	1,294	NA	0	NA	288	-74.5%	17	-83.5%	0	NA	8,400	17,887	-53.0%	0	NA	292	NA	8,692	19,445	-55.3%
5308	BEATTIES WOLVERHAMPTON	12,887	-37.2%	10,508	-3.1%	4,884	NA	0	NA	1,595	-45.3%	254	-24.9%	0	NA	30,128	35,502	-15.1%	2,765	-36.9%	1,289	NA	34,182	39,882	-14.3%
1250	BINNS DARLINGTON	7,931	105.4%	6,018	98.9%	3,376	NA	0	NA	1,001	66.0%	0	NA	0	NA	18,326	7,902	131.9%	2,830	261.0%	1,065	NA	22,221	8,686	155.8%
5230	CAVENDISH HOUSE CHELTENHAM	4,851	-20.9%	4,171	21.5%	1,595	NA	0	NA	548	46.9%	34	-77.9%	0	NA	11,199	10,380	7.9%	209	-76.3%	535	NA	11,943	11,261	6.1%
4765	DICKINS & JONES RICHMOND	4,099	-32.1%	3,704	0.3%	1,296	NA	0	NA	597	-52.6%	172	-28.3%	0	NA	9,868	11,257	-12.3%	125	-90.6%	421	NA	10,414	12,587	-17.3%
5110	DINGLES EXETER	1,748	-57.0%	1,702	-56.9%	813	NA	0	NA	83	-86.0%	34	-81.9%	0	NA	4,380	8,876	-50.7%	108	-91.0%	203	NA	4,691	10,072	-53.4%
5120	DINGLES PLYMOUTH	4,706	-38.7%	3,489	-17.5%	1,515	NA	0	NA	445	-40.7%	137	-11.0%	0	NA	10,292	12,926	-20.4%	660	-53.3%	379	NA	11,331	14,339	-21.0%
5185	FRASERS GLASGOW	30,393	-44.0%	18,159	-19.8%	9,171	NA	0	NA	2,427	-73.4%	519	-48.5%	0	NA	60,669	88,885	-31.7%	9,134	-32.0%	3,373	NA	73,176	102,315	-28.5%
5240	HOUSE OF FRASER BIRMINGHAM	21,296	-30.8%	16,220	-1.2%	10,590	NA	0	NA	3,391	-15.2%	328	-41.2%	0	NA	51,825	53,438	-3.0%	7,769	16.3%	1,823	NA	61,417	60,121	2.2%
5312	HOUSE OF FRASER BRISTOL CABOT CIRCUS	2,613	-57.5%	5,470	-9.6%	1,513	NA	0	NA	454	9.7%	68	-50.4%	0	NA	10,118	12,941	-21.8%	673	-29.2%	493	NA	11,284	13,892	-18.8%
5292	HOUSE OF FRASER CROYDON	7,128	-32.4%	6,966	-12.9%	1,519	NA	0	NA	1,598	-6.2%	343	-9.3%	0	NA	17,554	21,185	-17.1%	1,532	-19.7%	412	NA	19,498	23,094	-15.6%
5298	HOUSE OF FRASER DARTFORD BLUEWATER	13,222	-34.2%	12,014	-19.5%	3,798	NA	0	NA	1,087	-73.2%	219	-41.0%	0	NA	30,340	39,713	-23.6%	4,717	-29.2%	2,028	NA	37,085	46,380	-20.0%
5200	HOUSE OF FRASER GATESHEAD	19,600	-45.8%	21,141	0.0%	8,433	NA	0	NA	2,610	-48.9%	459	-28.5%	0	NA	52,243	65,198	-19.9%	2,737	-40.7%	2,121	NA	57,101	69,810	-18.2%
390	HOUSE OF FRASER GUILDFORD	5,337	-19.7%	4,771	-5.9%	1,784	NA	0	NA	703	60.1%	206	100.0%	0	NA	12,801	12,450	2.8%	231	-79.0%	493	NA	13,525	13,552	-0.2%
5311	HOUSE OF FRASER HIGH WYCOMBE	3,140	-45.7%	3,733	-11.6%	1,167	NA	0	NA	283	-66.0%	34	-67.0%	0	NA	8,357	10,984	-23.9%	604	-37.7%	275	NA	9,236	11,954	-22.7%
5260	HOUSE OF FRASER LEAMINGTON SPA	3,426	-35.9%	2,971	-12.5%	1,295	NA	0	NA	284	167.9%	137	33.0%	0	NA	8,113	9,023	-10.1%	294	-74.0%	323	NA	8,730	10,155	-14.0%
8600	HOUSE OF FRASER LEEDS	4,630	-37.8%	3,918	-44.0%	1,639	NA	0	NA	422	-57.8%	85	-61.9%	0	NA	10,694	15,783	-32.2%	840	-34.1%	380	NA	11,914	17,057	-30.2%
5291	HOUSE OF FRASER LONDON CITY	5,959	-26.1%	6,477	-22.0%	1,694	NA	0	NA	574	-27.6%	17	-94.2%	0	NA	14,721	17,660	-16.6%	81	-94.2%	275	NA	15,077	19,055	-20.9%
395	HOUSE OF FRASER LONDON VICTORIA	3,591	-43.0%	4,283	1.6%	1,190	NA	0	NA	658	-27.9%	34	-90.6%	0	NA	9,756	11,849	-17.7%	399	-72.3%	347	NA	10,502	13,292	-21.0%
5100	HOUSE OF FRASER LONDON OXFORD STREET	29,719	-32.8%	32,572	7.9%	19,064	NA	0	NA	9,013	-28.0%	1,601	-24.5%	(53)	-102.9%	91,916	90,921	1.1%	8,911	-38.8%	4,223	NA	105,050	105,482	-0.4%
415	HOUSE OF FRASER MAIDSTONE	5,427	-34.9%	6,158	-27.5%	1,753	NA	0	NA	472	-19.0%	137	98.6%	0	NA	13,947	17,719	-21.3%	913	-54.9%	412	NA	15,272	19,745	-22.7%
5235	HOUSE OF FRASER MANCHESTER	18,911	-36.8%	18,555	14.8%	8,129	NA	0	NA	2,703	-58.7%	603	-6.4%	0	NA	48,901	54,640	-10.5%	8,142	-27.7%	4,479	NA	61,522	65,903	-6.6%
4760	HOUSE OF FRASER MILTON KEYNES	4,599	-40.1%	5,299	-4.0%	1,486	NA	0	NA	771	62.3%	68	-34.0%	0	NA	12,223	13,912	-12.1%	326	-84.2%	445	NA	12,994	15,969	-18.6%
5301	HOUSE OF FRASER NORWICH	4,246	-34.1%	6,047	-11.3%	1,665	NA	0	NA	533	-42.1%	34	-50.7%	0	NA	12,525	14,527	-13.8%	469	-67.8%	370	NA	13,364	15,982	-16.4%
5297	HOUSE OF FRASER NOTTINGHAM	1,593	-76.5%	1,814	-45.3%	1,021	NA	0	NA	142	-60.1%	68	-60.5%	0	NA	4,638	10,781	-57.0%	72	-97.0%	203	NA	4,913	13,163	-62.7%
5299	HOUSE OF FRASER READING	4,587	-17.5%	4,995	25.6%	1,345	NA	0	NA	237	-54.3%	34	-67.0%	0	NA	11,198	10,203	9.8%	658	-49.4%	463	NA	12,319	11,503	7.1%
5221	HOUSE OF FRASER RUSHDEN RUSHDEN LAKES	6,040	NA	7,173	NA	2,140	NA	0	NA	676	NA	155	NA	0	NA	16,184	0	NA	1,360	NA	412	NA	17,956	0	NA
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	20,917	-24.7%	17,723	-6.0%	8,625	NA	0	NA	3,039	-24.2%	376	-20.8%	(48)	-103.0%	50,632	52,703	-3.9%	5,145	-12.5%	1,948	NA	57,725	58,580	-1.5%
5125	HOUSE OF FRASER THURROCK	14,628	-25.1%	14,037	-19.6%	4,038	NA	0	NA	1,559	-61.9%	204	-45.0%	0	NA	34,466	42,037	-18.0%	3,100	-35.9%	1,646	NA	39,212	46,872	-16.3%
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	12,798	-31.9%	15,061	9.0%	5,708	NA	0	NA	2,152	-44.9%	532	44.2%	0	NA	36,251	37,194	-2.5%	6,875	-45.8%	4,479	NA	47,605	49,873	-4.5%
5155	HOWELLS CARDIFF	3,226	-38.8%	2,918	12.7%	1,020	NA	0	NA	370	-35.7%	258	88.3%	0	NA	7,792	8,599	-9.4%	807	-15.8%	420	NA	9,019	9,558	-5.6%
5126	JENNERS EDINBURGH	12,585	-35.5%	9,941	22.6%	4,507	NA	0	NA	1,444	-45.0%	255	-72.8%	(31)	-103.5%	28,701	32,073	-10.5%	789	-81.9%	1,115	NA	30,605	36,423	-16.0%
405	JOLLYS BATH	2,261	-25.2%	2,334	70.7%	1,105	NA	0	NA	265	-40.8%	17	-75.4%	0	NA	5,982	4,905	22.0%	279	-85.0%	427	NA	6,688	6,765	-1.1%
5272	HOF HEAD OFFICE ACCOUNT	58,814	43.6%	71,010	85.4%	31,151	NA	0	NA	3,919	NA	0	NA	0	NA	164,894	79,262	108.0%	30,675	36.1%	18,778	NA	214,347	101,800	110.6%
5286	HOUSE OF FRASER HEAD OFFICE ACCOUNTS	(5,218)	-76.9%	(2,514)	-126.7%	0	NA	0	NA	(705)	53.1%	0	NA	(2,165)	NA	(10,602)	(5,562)	-90.6%	0	NA	0	NA	(10,602)	(5,562)	-90.6%
5314	HOF.CO.UK	25,243	-19.1%	32,809	5.5%	10,732	NA	0	NA	4,522	-42.5%	716	-21.7%	0	NA	74,022	73,801	0.3%	5,352	-10.8%	1,731	NA	81,105	79,804	1.6%
	TOTAL GB STORE	381,027	-27.8%	384,354	6.0%	162,055	NA	0	NA	50,160	-37.3%	8,155	-33.0%	(2,297)	-111.8%	983,454	1,001,554	-1.8%	109,581	-25.6%	58,078	NA	1,151,113	1,148,809	0.2%
5273	HOUSE OF FRASER BELFAST	4,421	-52.7%	5,877	-16.9%	2,695	NA	0	NA	439	-76.1%	169	-34.2%	0	NA	13,601	18,733	-27.4%	2,620	-33.1%	1,124	NA	17,345	22,651	-23.4%
	TOTAL NI STORE	4,421	-52.7%	5,877	-16.9%	2,695	NA	0	NA	439	-76.1%	169	-34.2%	0	NA	13,601	18,733	-27.4%	2,620	-33.1%	1,124	NA	17,345	22,651	-23.4%
	TOTAL	**385,448**	**-28.2%**	**390,231**	**5.6%**	**164,750**	**NA**	**0**	**NA**	**50,599**	**-38.2%**	**8,324**	**-33.0%**	**-2,297**	**-111.7%**	**997,055**	**1,020,287**	**-2.3%**	**112,201**	**-25.8%**	**59,202**	**NA**	**1,168,458**	**1,171,460**	**-0.3%**
	LIKE ON LIKE	312,663	-36.5%	306,030	-6.7%	128,083	NA	0	NA	45,003	-44.6%	8,169	-33.4%	(2,297)	-111.8%	797,651	933,123	-14.5%	77,336	-39.5%	38,947	NA	913,934	1,060,974	-13.9%

NUMBER OF OPEN DOORS 31

CLARINS FRAGRANCE GROUP

HOUSE OF FRASER GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
5304	BEATTIES SUTTON COLDFIELD	0	NA	(270)	-158.3%	0	NA	0	NA	0	NA	0	NA	0	NA	(270)	1,340	-120.1%	0	NA	0	NA	(270)	1,429	-118.9%
5308	BEATTIES WOLVERHAMPTON	556	-59.1%	756	23.3%	934	NA	0	NA	23	-88.3%	0	NA	0	NA	2,269	2,220	2.2%	143	581.0%	197	NA	2,609	2,241	16.4%
1250	BINNS DARLINGTON	1,047	NA	1,055	NA	582	NA	0	NA	130	NA	0	NA	0	NA	2,814	0	NA	746	NA	0	NA	3,560	0	NA
5230	CAVENDISH HOUSE CHELTENHAM	518	-22.9%	335	-30.8%	147	NA	0	NA	36	-29.4%	17	NA	0	NA	1,053	1,207	-12.8%	12	9.1%	0	NA	1,065	1,218	-12.6%
4765	DICKINS & JONES RICHMOND	166	-11.7%	175	-4.4%	147	NA	0	NA	0	NA	0	NA	0	NA	488	466	4.7%	0	NA	0	NA	488	500	-2.4%
5110	DINGLES EXETER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	465	NA	0	NA	0	NA	0	617	NA
5120	DINGLES PLYMOUTH	914	-21.1%	429	8.3%	265	NA	0	NA	23	-51.1%	0	NA	0	NA	1,631	1,602	1.8%	0	NA	33	NA	1,664	1,623	2.5%
5185	FRASERS GLASGOW	2,150	-6.8%	1,401	360.9%	2,412	NA	0	NA	353	NA	52	-57.0%	0	NA	6,368	2,733	133.0%	0	NA	0	NA	6,368	2,805	127.0%
5240	HOUSE OF FRASER BIRMINGHAM	1,979	-11.6%	367	-55.4%	3,144	NA	0	NA	133	-56.0%	69	0.0%	0	NA	5,692	3,431	65.9%	0	NA	215	NA	5,907	3,674	60.8%
5312	HOUSE OF FRASER BRISTOL CABOT CIRCUS	298	-71.1%	417	6.1%	342	NA	0	NA	63	34.0%	0	NA	0	NA	1,120	1,505	-25.6%	0	NA	66	NA	1,186	1,642	-27.8%
5292	HOUSE OF FRASER CROYDON	196	-71.9%	623	493.3%	166	NA	0	NA	56	NA	0	NA	0	NA	1,041	836	24.5%	253	27.1%	0	NA	1,294	1,035	25.0%
5298	HOUSE OF FRASER DARTFORD BLUEWATER	806	-36.3%	1,088	102.6%	824	NA	0	NA	83	137.1%	0	NA	0	NA	2,801	1,854	51.1%	37	-88.1%	0	NA	2,838	2,166	31.0%
5200	HOUSE OF FRASER GATESHEAD	1,213	-74.8%	1,606	-0.9%	1,077	NA	0	NA	157	-62.4%	0	NA	0	NA	4,053	6,861	-40.9%	12	NA	569	NA	4,634	6,861	-32.5%
390	HOUSE OF FRASER GUILDFORD	466	23.9%	686	236.3%	264	NA	0	NA	56	19.1%	0	NA	0	NA	1,472	627	134.8%	33	266.7%	33	NA	1,538	636	141.8%
5311	HOUSE OF FRASER HIGH WYCOMBE	371	613.5%	475	100.4%	223	NA	0	NA	23	NA	0	NA	0	NA	1,092	306	256.9%	66	100.0%	0	NA	1,158	339	241.6%
5260	HOUSE OF FRASER LEAMINGTON SPA	212	-0.9%	277	855.2%	201	NA	0	NA	23	0.0%	34	NA	0	NA	747	266	180.8%	0	NA	0	NA	747	356	109.8%
8600	HOUSE OF FRASER LEEDS	616	-3.4%	589	5.2%	201	NA	0	NA	47	NA	17	0.0%	0	NA	1,470	1,215	21.0%	274	62.1%	0	NA	1,744	1,384	26.0%
5291	HOUSE OF FRASER LONDON CITY	54	-90.0%	587	-15.1%	215	NA	0	NA	28	NA	0	NA	0	NA	884	1,233	-28.3%	0	NA	0	NA	884	1,233	-28.3%
395	HOUSE OF FRASER LONDON VICTORIA	303	-61.0%	435	650.0%	174	NA	0	NA	28	NA	17	NA	0	NA	957	834	14.7%	0	NA	0	NA	957	834	14.7%
5100	HOUSE OF FRASER LONDON OXFORD STREET	2,886	14.1%	3,040	184.6%	3,420	NA	0	NA	613	14.4%	207	298.1%	0	NA	10,166	4,185	142.9%	295	NA	0	NA	10,461	4,185	150.0%
415	HOUSE OF FRASER MAIDSTONE	345	-52.2%	1,145	147.8%	297	NA	0	NA	59	-31.4%	0	NA	0	NA	1,846	1,270	45.4%	328	18.8%	0	NA	2,174	1,546	40.6%
5235	HOUSE OF FRASER MANCHESTER	1,243	-57.8%	1,749	70.3%	2,100	NA	0	NA	642	597.8%	0	NA	0	NA	5,734	4,080	40.5%	0	NA	0	NA	5,734	4,123	39.1%
4760	HOUSE OF FRASER MILTON KEYNES	359	-49.4%	1,112	1998.1%	252	NA	0	NA	0	NA	17	NA	0	NA	1,740	826	110.7%	167	16.8%	0	NA	1,907	969	96.8%
5301	HOUSE OF FRASER NORWICH	518	-1.7%	661	34.3%	228	NA	0	NA	12	0.0%	0	NA	0	NA	1,419	1,031	37.6%	72	-73.9%	0	NA	1,491	1,307	14.1%
5297	HOUSE OF FRASER NOTTINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	843	NA	0	NA	0	NA	0	1,239	NA
5299	HOUSE OF FRASER READING	96	-83.6%	496	145.5%	228	NA	0	NA	0	NA	0	NA	0	NA	820	805	1.9%	24	NA	24	NA	868	805	7.8%
5221	HOUSE OF FRASER RUSHDEN RUSHDEN LAKES	391	NA	1,012	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,403	0	NA	0	NA	0	NA	1,403	0	NA
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	2,266	29.3%	2,486	95.0%	2,071	NA	0	NA	273	173.0%	0	NA	0	NA	7,096	3,213	120.9%	319	293.8%	268	NA	7,683	3,294	133.2%
5125	HOUSE OF FRASER THURROCK	1,625	34.7%	1,563	212.0%	903	NA	0	NA	241	372.5%	0	NA	0	NA	4,332	1,775	144.1%	103	-70.0%	0	NA	4,435	2,118	109.4%
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	759	58.5%	241	270.8%	458	NA	0	NA	130	160.0%	0	NA	0	NA	1,588	663	139.5%	0	NA	0	NA	1,588	663	139.5%
5155	HOWELLS CARDIFF	961	371.1%	416	593.3%	211	NA	0	NA	23	-17.9%	121	611.8%	0	NA	1,732	309	460.5%	111	68.2%	0	NA	1,843	375	391.5%
5126	JENNERS EDINBURGH	863	-53.9%	1,289	11.1%	552	NA	0	NA	222	41.4%	86	-50.0%	0	NA	3,012	3,362	-10.4%	12	-99.2%	0	NA	3,024	4,913	-38.4%
405	JOLLYS BATH	0	NA	153	218.8%	0	NA	0	NA	0	NA	0	NA	0	NA	153	333	-54.1%	0	NA	0	NA	153	741	-79.4%
5272	HOF HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
5286	HOUSE OF FRASER HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
5314	HOF.CO.UK	3,687	38.1%	6,456	331.0%	2,461	NA	0	NA	419	-67.7%	0	NA	0	NA	13,023	5,466	138.3%	221	-59.4%	164	NA	13,408	6,010	123.1%
	TOTAL GB STORE	27,864	-23.3%	32,850	106.4%	24,499	NA	0	NA	3,896	-5.1%	637	-22.8%	0	NA	89,746	57,162	57.0%	3,228	-43.6%	1,569	NA	94,543	62,881	50.4%
5273	HOUSE OF FRASER BELFAST	368	-15.8%	1,143	41.8%	262	NA	0	NA	81	189.3%	0	NA	0	NA	1,854	1,305	42.1%	144	NA	131	NA	2,129	1,305	63.1%
	TOTAL NI STORE	368	-15.8%	1,143	41.8%	262	NA	0	NA	81	189.3%	0	NA	0	NA	1,854	1,305	42.1%	144	NA	131	NA	2,129	1,305	63.1%
	TOTAL	**28,232**	**-23.2%**	**33,993**	**103.2%**	**24,761**	**NA**	**0**	**NA**	**3,977**	**-3.8%**	**637**	**-25.8%**	**0**	**NA**	**91,600**	**58,467**	**56.7%**	**3,372**	**-41.0%**	**1,700**	**NA**	**96,672**	**64,186**	**50.6%**
	LIKE ON LIKE	26,794	-27.1%	31,926	90.9%	24,179	NA	0	NA	3,847	-6.9%	637	-25.8%	0	NA	87,383	58,467	49.5%	2,626	-54.1%	1,700	NA	91,709	64,186	42.9%

NUMBER OF OPEN DOORS 31

CLARINS FRAGRANCE GROUP

HOUSE OF FRASER GROUP

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - RETAIL

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
5304	BEATTIES SUTTON COLDFIELD	8,576	-50.8%	4,405	-61.6%	679	NA	0	NA	878	-52.1%	31	-62.7%	85	-92.7%	14,654	32,008	-54.2%	460	-81.9%	141	NA	15,255	34,549	-55.8%
5308	BEATTIES WOLVERHAMPTON	22,251	-35.3%	17,327	-19.1%	6,722	NA	0	NA	3,612	-9.4%	302	-42.8%	0	NA	50,214	62,049	-19.1%	4,867	-30.5%	1,193	NA	56,274	69,050	-18.5%
1250	BINNS DARLINGTON	14,576	180.5%	8,342	82.3%	5,944	NA	0	NA	887	130.4%	62	100.0%	0	NA	29,811	10,635	180.3%	5,248	125.9%	1,575	NA	36,634	12,958	182.7%
5230	CAVENDISH HOUSE CHELTENHAM	10,765	4.4%	5,641	-12.5%	1,828	NA	0	NA	670	-36.3%	110	-40.9%	63	-92.0%	19,077	18,790	1.5%	531	-26.9%	782	NA	20,390	19,516	4.5%
4765	DICKINS & JONES RICHMOND	8,068	-15.2%	4,638	-21.1%	1,234	NA	0	NA	1,193	-35.0%	287	-22.2%	240	48.1%	15,660	17,755	-11.8%	563	-46.5%	220	NA	16,443	18,808	-12.6%
5110	DINGLES EXETER	3,118	-49.8%	1,901	-56.4%	258	NA	0	NA	365	-62.8%	147	-43.0%	169	-61.3%	5,958	12,249	-51.4%	431	-64.6%	125	NA	6,514	13,466	-51.6%
5120	DINGLES PLYMOUTH	10,047	-21.0%	5,548	-6.2%	2,058	NA	0	NA	738	-44.4%	217	1.4%	41	-91.2%	18,649	20,640	-9.6%	944	-46.5%	311	NA	19,904	22,403	-11.2%
5185	FRASERS GLASGOW	66,182	-33.3%	41,849	0.0%	17,211	NA	0	NA	6,934	-45.1%	1,007	-33.4%	125	-97.5%	133,308	160,262	-16.8%	15,849	-34.8%	2,450	NA	151,607	184,586	-17.9%
5240	HOUSE OF FRASER BIRMINGHAM	37,221	-35.3%	31,723	-8.6%	16,972	NA	0	NA	6,701	-22.3%	484	-57.4%	17	-99.6%	93,118	106,394	-12.5%	15,331	14.8%	798	NA	109,247	119,750	-8.8%
5312	HOUSE OF FRASER BRISTOL CABOT CIRCUS	7,762	-5.0%	7,682	-25.7%	1,455	NA	0	NA	1,027	0.6%	141	-24.2%	144	-71.3%	18,211	20,219	-9.9%	1,207	3.1%	451	NA	19,869	21,390	-7.1%
5292	HOUSE OF FRASER CROYDON	14,248	-19.9%	10,737	-15.5%	1,839	NA	0	NA	3,045	2.8%	555	-26.7%	0	NA	30,424	35,480	-14.3%	2,712	10.3%	446	NA	33,582	37,939	-11.5%
5298	HOUSE OF FRASER DARTFORD BLUEWATER	25,771	-19.8%	20,359	-17.3%	7,278	NA	0	NA	4,127	-39.0%	306	-55.9%	0	NA	57,841	65,294	-11.4%	9,256	-27.0%	566	NA	67,663	77,972	-13.2%
5200	HOUSE OF FRASER GATESHEAD	48,437	-29.4%	46,850	14.5%	16,370	NA	0	NA	7,244	-18.5%	896	17.1%	0	NA	119,797	124,145	-3.5%	8,583	15.0%	2,113	NA	130,493	131,606	-0.8%
390	HOUSE OF FRASER GUILDFORD	9,479	-14.3%	7,350	-3.3%	2,204	NA	0	NA	1,086	71.6%	335	56.5%	86	-86.3%	20,540	20,139	2.0%	892	-24.5%	488	NA	21,920	21,321	2.8%
5311	HOUSE OF FRASER HIGH WYCOMBE	7,961	1.7%	5,437	-16.3%	1,709	NA	0	NA	729	-41.4%	79	-49.0%	189	-54.5%	16,104	16,137	-0.2%	1,024	-5.5%	102	NA	17,230	17,221	0.1%
5260	HOUSE OF FRASER LEAMINGTON SPA	7,994	-1.2%	4,117	-6.7%	1,213	NA	0	NA	431	-29.5%	230	27.8%	166	-31.4%	14,151	13,534	4.6%	501	-65.9%	173	NA	14,825	15,003	-1.2%
8600	HOUSE OF FRASER LEEDS	13,044	8.2%	7,460	-36.4%	2,036	NA	0	NA	1,566	-13.8%	237	-23.5%	0	NA	24,343	26,515	-8.2%	1,156	-30.4%	386	NA	25,885	28,177	-8.1%
5291	HOUSE OF FRASER LONDON CITY	12,261	-0.6%	9,844	-27.2%	2,299	NA	0	NA	1,278	-5.3%	217	-49.7%	150	-69.8%	26,049	28,124	-7.4%	845	28.0%	0	NA	26,894	28,784	-6.6%
395	HOUSE OF FRASER LONDON VICTORIA	9,450	5.7%	6,292	-7.4%	1,159	NA	0	NA	1,195	-24.6%	155	-70.8%	220	6.8%	18,471	18,056	2.3%	1,023	-34.5%	188	NA	19,682	19,617	0.3%
5100	HOUSE OF FRASER LONDON OXFORD STREET	58,014	-20.9%	58,700	11.4%	30,895	NA	0	NA	17,802	-24.4%	3,282	-9.8%	0	NA	168,693	159,310	5.9%	18,913	-19.4%	4,823	NA	192,429	182,787	5.3%
415	HOUSE OF FRASER MAIDSTONE	14,734	8.0%	10,402	-24.5%	2,302	NA	0	NA	1,157	18.1%	245	20.7%	17	-97.8%	28,857	29,356	-1.7%	1,579	-51.8%	273	NA	30,709	32,629	-5.9%
5235	HOUSE OF FRASER MANCHESTER	38,404	-32.3%	36,476	6.8%	13,718	NA	0	NA	6,828	-34.3%	907	-14.8%	106	-96.6%	96,439	105,445	-8.5%	18,987	1.7%	1,297	NA	116,723	124,121	-6.0%
4760	HOUSE OF FRASER MILTON KEYNES	8,165	-29.1%	6,099	-33.4%	1,524	NA	0	NA	998	-20.9%	138	14.0%	46	-92.3%	16,970	22,649	-25.1%	956	-65.7%	102	NA	18,028	25,439	-29.1%
5301	HOUSE OF FRASER NORWICH	12,213	4.3%	10,098	-20.0%	2,986	NA	0	NA	1,014	-44.7%	79	21.5%	24	-97.6%	26,414	27,243	-3.0%	988	-60.7%	102	NA	27,504	29,756	-7.6%
5297	HOUSE OF FRASER NOTTINGHAM	4,138	-55.9%	2,224	-59.9%	401	NA	0	NA	530	-34.8%	124	-59.6%	65	-89.9%	7,482	16,684	-55.2%	437	-87.0%	129	NA	8,048	20,048	-59.9%
5299	HOUSE OF FRASER READING	8,745	-11.7%	6,431	-5.2%	1,280	NA	0	NA	541	-38.2%	144	54.8%	154	-1.3%	17,295	17,809	-2.9%	1,575	-5.1%	434	NA	19,304	19,468	-0.8%
5221	HOUSE OF FRASER RUSHDEN RUSHDEN LAKES	6,512	NA	7,730	NA	3,446	NA	0	NA	685	NA	31	NA	0	NA	18,404	0	NA	1,730	NA	86	NA	20,220	0	NA
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	41,360	-31.0%	38,987	2.9%	14,495	NA	0	NA	6,572	-14.2%	534	-0.6%	70	-97.2%	102,018	108,580	-6.0%	13,056	22.0%	2,934	NA	118,008	119,281	-1.1%
5125	HOUSE OF FRASER THURROCK	28,947	-16.0%	26,447	-18.0%	7,623	NA	0	NA	3,547	-31.4%	373	-45.5%	65	-94.6%	67,002	73,780	-9.2%	6,410	-29.9%	129	NA	73,541	82,926	-11.3%
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	21,020	-34.4%	25,516	6.0%	7,640	NA	0	NA	5,366	-13.8%	994	23.5%	338	-77.5%	60,874	64,654	-5.8%	13,412	-35.2%	1,159	NA	75,445	85,350	-11.6%
5155	HOWELLS CARDIFF	5,910	-18.7%	3,927	-9.5%	638	NA	0	NA	801	-18.5%	217	14.8%	91	-78.4%	11,584	13,204	-12.3%	1,735	36.7%	561	NA	13,880	14,473	-4.1%
5126	JENNERS EDINBURGH	26,624	-19.0%	18,672	8.9%	6,401	NA	0	NA	3,361	-27.4%	868	-36.1%	0	NA	55,926	57,761	-3.2%	5,812	11.9%	1,153	NA	62,891	62,954	-0.1%
405	JOLLYS BATH	4,679	18.6%	1,777	-42.1%	98	NA	0	NA	340	-55.4%	20	-73.3%	135	-42.6%	7,049	8,088	-12.8%	1,095	-58.7%	241	NA	8,385	10,738	-21.9%
5272	HOF HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
5286	HOUSE OF FRASER HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
5314	HOF.CO.UK	83,565	36.2%	52,523	-15.9%	21,195	NA	0	NA	12,013	-28.9%	1,082	-55.2%	0	NA	170,378	149,057	14.3%	9,995	-9.3%	1,732	NA	182,105	160,072	13.8%
	TOTAL GB STORE	700,241	-18.4%	553,511	-6.5%	205,110	NA	0	NA	105,261	-25.6%	14,836	-26.2%	2,806	-94.5%	1,581,765	1,662,045	-4.8%	168,103	-16.8%	27,663	NA	1,777,531	1,864,158	-4.6%
5273	HOUSE OF FRASER BELFAST	10,042	-15.1%	10,513	-0.8%	4,818	NA	0	NA	1,427	101.8%	192	-52.6%	0	NA	26,992	23,893	13.0%	7,976	63.6%	1,932	NA	36,900	28,768	28.3%
	TOTAL NI STORE	10,042	-15.1%	10,513	-0.8%	4,818	NA	0	NA	1,427	101.8%	192	-52.6%	0	NA	26,992	23,893	13.0%	7,976	63.6%	1,932	NA	36,900	28,768	28.3%
	TOTAL	**710,283**	**-18.3%**	**564,024**	**-6.4%**	**209,928**	**NA**	**0**	**NA**	**106,688**	**-25.0%**	**15,028**	**-26.7%**	**2,806**	**-94.5%**	**1,608,757**	**1,685,938**	**-4.6%**	**176,079**	**-14.9%**	**29,595**	**NA**	**1,814,431**	**1,892,926**	**-4.1%**
	LIKE ON LIKE	689,195	-20.3%	547,952	-8.3%	200,538	NA	0	NA	105,116	-25.9%	14,935	-27.0%	2,806	-94.5%	1,560,542	1,675,303	-6.9%	169,101	-17.4%	27,934	NA	1,757,577	1,879,968	-6.5%

NUMBER OF OPEN DOORS 31

CLARINS FRAGRANCE GROUP

HOUSE OF FRASER GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - RETAIL

ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
5304	BEATTIES SUTTON COLDFIELD	0	NA	(36)	-101.0%	(70)	NA	0	NA	0	NA	0	NA	0	NA	(106)	8,487	-101.2%	0	NA	0	NA	(106)	9,234	-101.1%
5308	BEATTIES WOLVERHAMPTON	4,065	-52.1%	3,723	-48.2%	1,649	NA	0	NA	510	-42.3%	54	-41.9%	0	NA	10,001	16,791	-40.4%	1,260	-25.9%	165	NA	11,426	18,491	-38.2%
1250	BINNS DARLINGTON	5,566	54.7%	2,917	-20.4%	2,451	NA	0	NA	438	26.2%	31	0.0%	0	NA	11,403	7,944	43.5%	1,374	-40.9%	779	NA	13,556	10,267	32.0%
5230	CAVENDISH HOUSE CHELTENHAM	3,419	52.4%	1,393	-26.7%	610	NA	0	NA	202	-35.3%	31	NA	0	NA	5,655	4,631	22.1%	136	-44.0%	205	NA	5,996	4,874	23.0%
4765	DICKINS & JONES RICHMOND	2,299	21.3%	690	-51.4%	433	NA	0	NA	134	-43.0%	31	-47.5%	0	NA	3,587	3,690	-2.8%	151	-50.2%	0	NA	3,738	3,993	-6.4%
5110	DINGLES EXETER	(40)	-102.4%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(40)	3,701	-101.1%	0	NA	0	NA	(40)	4,005	-101.0%
5120	DINGLES PLYMOUTH	3,549	-17.1%	1,531	-39.0%	1,081	NA	0	NA	149	-64.4%	0	NA	0	NA	6,310	7,481	-15.7%	198	-35.9%	150	NA	6,658	7,790	-14.5%
5185	FRASERS GLASGOW	15,881	-31.7%	12,174	-16.8%	5,547	NA	0	NA	1,141	-57.0%	295	19.0%	0	NA	35,038	40,844	-14.2%	3,953	-46.1%	659	NA	39,650	48,178	-17.7%
5240	HOUSE OF FRASER BIRMINGHAM	8,553	-22.2%	8,846	-3.4%	4,186	NA	0	NA	1,493	-16.4%	90	-51.6%	0	NA	23,168	22,244	4.2%	1,629	-60.4%	247	NA	25,044	26,353	-5.0%
5312	HOUSE OF FRASER BRISTOL CABOT CIRCUS	3,501	19.4%	2,407	-33.6%	665	NA	0	NA	325	155.9%	31	0.0%	0	NA	6,929	6,865	0.9%	167	-57.1%	102	NA	7,198	7,254	-0.8%
5292	HOUSE OF FRASER CROYDON	4,832	-1.3%	2,056	-37.8%	422	NA	0	NA	704	18.7%	93	-48.3%	0	NA	8,107	9,114	-11.0%	405	-51.3%	267	NA	8,779	9,946	-11.7%
5298	HOUSE OF FRASER DARTFORD BLUEWATER	6,878	-17.9%	6,587	-16.0%	2,752	NA	0	NA	827	-50.8%	62	-60.0%	0	NA	17,106	18,147	-5.7%	2,330	-39.5%	283	NA	19,719	21,997	-10.4%
5200	HOUSE OF FRASER GATESHEAD	13,804	-13.4%	12,194	1.1%	4,710	NA	0	NA	1,368	-1.1%	93	0.0%	0	NA	32,169	29,489	9.1%	1,051	-49.5%	225	NA	33,445	31,569	5.9%
390	HOUSE OF FRASER GUILDFORD	3,695	0.4%	1,674	-34.3%	789	NA	0	NA	435	237.2%	59	0.0%	0	NA	6,652	6,515	2.1%	228	-31.1%	139	NA	7,019	6,846	2.5%
5311	HOUSE OF FRASER HIGH WYCOMBE	2,961	78.7%	1,323	-43.9%	847	NA	0	NA	178	-68.2%	0	NA	0	NA	5,309	4,646	14.3%	208	-46.4%	43	NA	5,560	5,034	10.4%
5260	HOUSE OF FRASER LEAMINGTON SPA	2,171	21.6%	671	-42.2%	493	NA	0	NA	146	247.6%	93	57.6%	0	NA	3,574	3,158	13.2%	39	-89.3%	32	NA	3,645	3,521	3.5%
8600	HOUSE OF FRASER LEEDS	5,050	42.6%	1,839	-52.6%	621	NA	0	NA	543	70.8%	62	100.0%	0	NA	8,115	7,987	1.6%	179	-73.9%	102	NA	8,396	8,672	-3.2%
5291	HOUSE OF FRASER LONDON CITY	2,781	22.1%	1,626	-47.1%	551	NA	0	NA	292	77.0%	0	NA	0	NA	5,250	5,595	-6.2%	112	143.5%	0	NA	5,362	5,641	-4.9%
395	HOUSE OF FRASER LONDON VICTORIA	2,678	69.0%	1,002	-44.5%	379	NA	0	NA	150	-19.4%	31	-8.8%	0	NA	4,240	3,704	14.5%	75	-74.9%	0	NA	4,315	4,003	7.8%
5100	HOUSE OF FRASER LONDON OXFORD STREET	11,285	-4.4%	10,302	-6.9%	6,021	NA	0	NA	2,557	-25.5%	453	35.2%	0	NA	30,618	27,043	13.2%	3,633	3.6%	825	NA	35,076	30,549	14.8%
415	HOUSE OF FRASER MAIDSTONE	4,868	16.6%	2,714	-35.5%	616	NA	0	NA	441	4.0%	0	NA	0	NA	8,639	9,046	-4.5%	509	-63.4%	69	NA	9,217	10,435	-11.7%
5235	HOUSE OF FRASER MANCHESTER	9,215	-23.2%	9,094	23.6%	3,170	NA	0	NA	1,502	-29.8%	62	-66.1%	0	NA	23,043	22,029	4.6%	1,699	-48.0%	310	NA	25,052	25,299	-1.0%
4760	HOUSE OF FRASER MILTON KEYNES	2,448	-33.3%	1,193	-56.7%	562	NA	0	NA	126	-65.6%	31	NA	0	NA	4,360	7,108	-38.7%	202	-77.1%	0	NA	4,562	7,989	-42.9%
5301	HOUSE OF FRASER NORWICH	4,605	36.4%	2,817	-39.7%	1,419	NA	0	NA	244	-26.3%	0	NA	0	NA	9,085	8,496	6.9%	226	-78.9%	0	NA	9,311	9,567	-2.7%
5297	HOUSE OF FRASER NOTTINGHAM	(54)	-102.0%	0	NA	(52)	NA	0	NA	0	NA	0	NA	0	NA	(106)	5,593	-101.9%	0	NA	0	NA	(106)	6,809	-101.6%
5299	HOUSE OF FRASER READING	2,490	2.1%	1,243	-49.6%	420	NA	0	NA	115	15.0%	31	NA	0	NA	4,299	5,086	-15.5%	417	-2.1%	86	NA	4,802	5,512	-12.9%
5221	HOUSE OF FRASER RUSHDEN RUSHDEN LAKES	2,329	NA	2,905	NA	1,961	NA	0	NA	388	NA	0	NA	0	NA	7,583	0	NA	572	NA	43	NA	8,198	0	NA
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	9,889	-32.4%	12,777	13.2%	4,148	NA	0	NA	1,664	29.4%	93	50.0%	0	NA	28,571	27,255	4.8%	2,920	-4.1%	782	NA	32,273	30,300	6.5%
5125	HOUSE OF FRASER THURROCK	10,981	10.8%	7,337	-28.7%	2,814	NA	0	NA	503	-58.3%	90	45.2%	0	NA	21,725	21,838	-0.5%	1,272	-58.1%	86	NA	23,083	24,874	-7.2%
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	4,343	-19.9%	3,688	-25.2%	1,712	NA	0	NA	834	-11.3%	270	117.7%	0	NA	10,847	11,888	-8.8%	1,833	-39.5%	243	NA	12,923	14,920	-13.4%
5155	HOWELLS CARDIFF	2,227	-25.1%	1,307	-29.5%	98	NA	0	NA	327	36.8%	28	-17.6%	0	NA	3,987	5,303	-24.8%	466	-28.4%	159	NA	4,612	5,954	-22.5%
5126	JENNERS EDINBURGH	6,043	-8.7%	6,164	16.7%	2,250	NA	0	NA	894	-19.9%	239	13.3%	0	NA	15,590	13,561	15.0%	1,620	7.1%	310	NA	17,520	15,074	16.2%
405	JOLLYS BATH	1,010	-35.5%	154	-85.4%	0	NA	0	NA	36	-76.9%	0	NA	0	NA	1,200	2,964	-59.5%	123	-80.3%	43	NA	1,366	3,588	-61.9%
5272	HOF HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
5286	HOUSE OF FRASER HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
5314	HOF.CO.UK	30,416	38.6%	6,962	-67.8%	7,304	NA	0	NA	2,268	-49.7%	87	-28.1%	0	NA	47,037	48,255	-2.5%	2,140	-64.7%	545	NA	49,722	54,309	-8.4%
	TOTAL GB STORE	193,738	-7.8%	131,274	-26.6%	60,559	NA	0	NA	20,934	-28.1%	2,440	-6.2%	0	NA	408,945	426,498	-4.1%	31,127	-44.8%	6,899	NA	446,971	482,847	-7.4%
5273	HOUSE OF FRASER BELFAST	3,567	-3.6%	4,272	-10.9%	1,470	NA	0	NA	269	-7.6%	31	-74.2%	0	NA	9,609	9,136	5.2%	2,718	18.2%	948	NA	13,275	11,435	16.1%
	TOTAL NI STORE	3,567	-3.6%	4,272	-10.9%	1,470	NA	0	NA	269	-7.6%	31	-74.2%	0	NA	9,609	9,136	5.2%	2,718	18.2%	948	NA	13,275	11,435	16.1%
	TOTAL	**197,305**	**-7.7%**	**135,546**	**-26.2%**	**62,029**	**NA**	**0**	**NA**	**21,203**	**-27.9%**	**2,471**	**-9.2%**	**0**	**NA**	**418,554**	**435,634**	**-3.9%**	**33,845**	**-42.3%**	**7,847**	**NA**	**460,246**	**494,282**	**-6.9%**
	LIKE ON LIKE	189,410	-9.9%	129,724	-27.9%	57,617	NA	0	NA	20,377	-29.9%	2,440	-9.3%	0	NA	399,568	427,690	-6.6%	31,899	-43.4%	7,025	NA	438,492	484,015	-9.4%

NUMBER OF OPEN DOORS 31

CLARINS FRAGRANCE GROUP

HEAD OFFICE ACCOUNT

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	INNOCENT 2017	INNOCENT % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
10675	MUGLER STORE.COM	50,469	-65.6%	6,975	-42.9%	38,274	-66.9%	0	NA	3,827	-56.3%	19,458	-44.4%	2,694	-58.9%	10,979	-43.0%	132,676	343,855	-61.4%	0	NA	0	NA	132,676	343,855	-61.4%
10676	MUGLER STORE.COM	114,115	NA	3,329	NA	110,387	NA	57,428	NA	6,814	NA	31,964	NA	5,298	NA	3,435	NA	332,770	0	NA	0	NA	0	NA	332,770	0	NA
	TOTAL MUGLER.COM	164,584	12.3%	10,304	-15.6%	148,661	28.6%	57,428	NA	10,641	21.4%	51,422	47.1%	7,992	21.9%	14,414	-25.2%	465,446	343,855	35.4%	0	NA	0	NA	465,446	343,855	35.4%
57	DE GRUCHY HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
734	J E BEALE HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
4477	GORDONS CHEMIST H/O ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
10385	STAFF SALES HEAD OFFICE ACCOUNTS	6,546	6.7%	0	NA	6,724	-20.8%	816	NA	0	NA	805	-34.2%	194	-25.1%	0	NA	15,085	16,444	-8.3%	2,466	16.6%	608	NA	18,159	18,559	-2.2%
10389	WESTEX STAFF SALES HEAD OFFICE ACCOUNTS	100	300.0%	0	NA	49	NA	0	NA	0	NA	0	NA	0	NA	0	NA	149	25	496.0%	131	445.8%	0	NA	280	49	471.4%
10360	STAFF SALES DIRECT HARLOW	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL OTHER DIRECT SALES	6,646	7.9%	0	NA	6,773	-20.2%	816	NA	0	NA	805	-34.2%	194	-25.1%	0	NA	15,234	16,469	-7.5%	2,597	21.4%	608	NA	18,439	18,608	-0.9%
	TOTAL DIRECT SALES	**171,230**	**12.2%**	**10,304**	**-15.6%**	**155,434**	**25.3%**	**58,244**	**NA**	**10,641**	**21.4%**	**52,227**	**44.3%**	**8,186**	**20.1%**	**14,414**	**-26.5%**	**480,680**	**360,324**	**33.4%**	**2,597**	**21.4%**	**608**	**NA**	**483,885**	**362,463**	**33.5%**
	LIKE ON LIKE	57,115	-62.6%	6,975	-42.9%	45,047	-63.7%	816	NA	3,827	-56.3%	20,263	-44.0%	2,888	-57.6%	10,979	-44.0%	147,910	360,324	-59.0%	2,597	21.4%	608	NA	151,115	362,463	-58.3%

YEAR TO DATE - RETAIL

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	INNOCENT 2017	INNOCENT % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
10675	MUGLER STORE.COM	197,501	12.2%	12,364	-15.6%	178,393	28.6%	68,913	NA	6,488	NA	61,705	47.1%	9,591	21.9%	17,297	-24.7%	552,252	402,110	37.3%	0	NA	0	NA	552,252	402,110	37.3%
10676	MUGLER STORE.COM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL MUGLER.COM	197,501	12.2%	12,364	-15.6%	178,393	28.6%	68,913	NA	6,488	NA	61,705	47.1%	9,591	21.9%	17,297	-24.7%	552,252	402,110	37.3%	0	NA	0	NA	552,252	402,110	37.3%
57	DE GRUCHY HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
734	J E BEALE HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
4477	GORDONS CHEMIST H/O ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
10385	STAFF SALES HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
10389	WESTEX STAFF SALES HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
10360	STAFF SALES DIRECT HARLOW	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL OTHER DIRECT SALES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL DIRECT SALES	**197,501**	**12.2%**	**12,364**	**-15.6%**	**178,393**	**28.6%**	**68,913**	**NA**	**6,488**	**NA**	**61,705**	**47.1%**	**9,591**	**21.9%**	**17,297**	**-24.7%**	**552,252**	**402,110**	**37.3%**	**0**	**NA**	**0**	**NA**	**552,252**	**402,110**	**37.3%**
	LIKE ON LIKE	197,501	12.2%	12,364	-15.6%	178,393	28.6%	68,913	NA	6,488	NA	61,705	47.1%	9,591	21.9%	17,297	-24.7%	552,252	402,110	37.3%	0	NA	0	NA	552,252	402,110	37.3%

CLARINS FRAGRANCE GROUP

HEAD OFFICE ACCOUNT

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	INNOCENT 2017	INNOCENT % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
10675	MUGLER STORE.COM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	82,858	NA	0	NA	0	NA	0	82,858	NA
10676	MUGLER STORE.COM	34,481	NA	359	NA	35,250	NA	13,332	NA	2,487	NA	7,631	NA	1,155	NA	0	NA	94,695	0	NA	0	NA	0	NA	94,695	0	NA
	TOTAL MUGLER.COM	34,481	-1.5%	359	-82.4%	35,250	18.9%	13,332	NA	2,487	13.9%	7,631	21.2%	1,155	2466.7%	0	NA	94,695	82,858	14.3%	0	NA	0	NA	94,695	82,858	14.3%
57	DE GRUCHY HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
4477	GORDONS CHEMIST H/O ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
734	J E BEALE HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
10385	STAFF SALES HEAD OFFICE ACCOUNTS	975	-33.1%	0	NA	1,504	-38.3%	437	NA	0	NA	145	-76.1%	90	592.3%	0	NA	3,151	4,516	-30.2%	536	-45.5%	163	NA	3,850	5,499	-30.0%
10389	WESTEX STAFF SALES HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	24	NA
10360	STAFF SALES DIRECT HARLOW	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL OTHER DIRECT SALES	975	-33.1%	0	NA	1,504	-38.3%	437	NA	0	NA	145	-76.1%	90	592.3%	0	NA	3,151	4,516	-30.2%	536	-46.8%	163	NA	3,850	5,523	-30.3%
	TOTAL DIRECT SALES	**35,456**	**-2.8%**	**359**	**-82.4%**	**36,754**	**14.6%**	**13,769**	**NA**	**2,487**	**13.9%**	**7,776**	**12.6%**	**1,245**	**2046.6%**	**0**	**NA**	**97,846**	**87,374**	**12.0%**	**536**	**-46.8%**	**163**	**NA**	**98,545**	**88,381**	**11.5%**
	LIKE ON LIKE	975	-97.3%	0	NA	1,504	-95.3%	437	NA	0	NA	145	-97.9%	90	55.2%	0	NA	3,151	87,374	-96.4%	536	-46.8%	163	NA	3,850	88,381	-95.6%

MONTH - RETAIL

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	INNOCENT 2017	INNOCENT % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
10675	MUGLER STORE.COM	41,378	-1.5%	431	-82.4%	42,300	18.9%	15,998	NA	2,984	NA	9,157	21.2%	1,386	2466.7%	0	NA	113,634	96,808	17.4%	0	NA	0	NA	113,634	96,808	17.4%
10676	MUGLER STORE.COM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL MUGLER.COM	41,378	-1.5%	431	-82.4%	42,300	18.9%	15,998	NA	2,984	NA	9,157	21.2%	1,386	2466.7%	0	NA	113,634	96,808	17.4%	0	NA	0	NA	113,634	96,808	17.4%
57	DE GRUCHY HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
4477	GORDONS CHEMIST H/O ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
734	J E BEALE HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
10385	STAFF SALES HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
10389	WESTEX STAFF SALES HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
10360	STAFF SALES DIRECT HARLOW	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL OTHER DIRECT SALES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL DIRECT SALES	**41,378**	**-1.5%**	**431**	**-82.4%**	**42,300**	**18.9%**	**15,998**	**NA**	**2,984**	**NA**	**9,157**	**21.2%**	**1,386**	**2466.7%**	**0**	**NA**	**113,634**	**96,808**	**17.4%**	**0**	**NA**	**0**	**NA**	**113,634**	**96,808**	**17.4%**
	LIKE ON LIKE	41,378	-1.5%	431	-82.4%	42,300	18.9%	15,998	NA	2,984	NA	9,157	21.2%	1,386	2466.7%	0	NA	113,634	96,808	17.4%	0	NA	0	NA	113,634	96,808	17.4%

CLARINS FRAGRANCE GROUP

INDEPENDENT GROUP

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - TRADE

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
545	AUSTINS OF NEWTON ABBOT NEWTON ABBOT	3,183	-3.8%	2,027	11.3%	548	NA	0	NA	47	-87.9%	0	NA	0	NA	5,805	5,519	5.2%	48	-92.2%	209	NA	6,062	6,133	-1.2%
620	BANBURYS BARNSTAPLE	7,023	7.9%	4,577	13.9%	1,657	NA	0	NA	357	90.9%	52	0.0%	0	NA	13,666	10,844	26.0%	538	-9.0%	531	NA	14,735	11,435	28.9%
615	BARKERS NORTH ALLERTON	6,051	10.7%	4,114	3.8%	1,656	NA	0	NA	70	-62.8%	0	NA	0	NA	11,891	9,616	23.7%	362	-65.4%	355	NA	12,608	10,663	18.2%
1754	BROWNS BEVERLEY	7,283	15.0%	4,988	8.0%	1,431	NA	0	NA	129	0.0%	0	NA	0	NA	13,831	11,081	24.8%	224	-69.1%	385	NA	14,440	11,807	22.3%
1797	BROWNS GAINSBOROUGH	5,922	-16.3%	4,589	-18.4%	1,968	NA	0	NA	141	101.4%	0	NA	0	NA	12,620	12,769	-1.2%	215	-71.2%	481	NA	13,316	13,516	-1.5%
1655	BROWNS YORK	4,422	-2.5%	4,149	41.0%	968	NA	0	NA	268	-33.3%	34	-34.6%	0	NA	9,841	7,932	24.1%	138	-74.9%	314	NA	10,293	8,482	21.4%
1921	CAMPBELLS CHEMIST CHISWICK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	8,346	NA	0	NA	0	NA	0	8,346	NA
1949	CENTRAL PHARM E-COM CARDIFF	81,490	-0.3%	108,184	21.0%	51,382	NA	0	NA	8,721	-7.4%	4,855	2.2%	(69)	-100.7%	254,563	195,190	30.4%	1,020	NA	823	NA	256,406	195,190	31.4%
1950	CENTRAL PHARMACY CARDIFF	9,497	-63.4%	11,173	-19.0%	295	NA	0	NA	3,600	171.9%	826	108.1%	0	NA	25,391	42,049	-39.6%	(1,406)	-187.9%	0	NA	23,985	43,648	-45.0%
2030	CHAVE & JACKSON HEREFORD	3,066	15.7%	2,553	13.2%	1,008	NA	0	NA	28	NA	0	NA	0	NA	6,655	4,904	35.7%	0	NA	0	NA	6,655	4,904	35.7%
2461	COOTES PHARMACY EAST FINCHLEY	(1,650)	-495.7%	(1,089)	NA	0	NA	0	NA	(326)	NA	0	NA	(358)	NA	(3,423)	(277)	-1135.7%	0	NA	0	NA	(3,423)	(277)	-1135.7%
55	DE GRUCHY ST HELIER	6,042	-45.0%	3,937	-36.2%	1,574	NA	0	NA	112	-81.0%	0	NA	0	NA	11,665	17,738	-34.2%	779	-55.0%	788	NA	13,232	19,470	-32.0%
5550	DEAN & SMEDLEY PHARMACY ASHBY DE LA ZOUCH	1,449	-43.1%	2,165	-19.3%	1,171	NA	0	NA	0	NA	0	NA	0	NA	4,785	5,232	-8.5%	96	-84.3%	379	NA	5,260	5,842	-10.0%
7199	DOWNTOWN SUPERSTORE GRANTHAM	7,756	10.3%	4,504	-23.1%	1,563	NA	0	NA	734	61.0%	0	NA	0	NA	14,557	13,404	8.6%	622	-50.7%	546	NA	15,725	14,665	7.2%
3362	ELEGANCE & BEAUTE LTD GLASGOW	(602)	-130.0%	(63)	-108.3%	0	NA	0	NA	0	NA	0	NA	0	NA	(665)	2,760	-124.1%	(263)	-135.9%	0	NA	(928)	3,492	-126.6%
4850	HARVEYS OF HALIFAX HALIFAX	1,992	-3.5%	1,770	22.4%	553	NA	0	NA	93	-62.2%	17	0.0%	0	NA	4,425	3,774	17.2%	251	-66.0%	170	NA	4,846	4,513	7.4%
9101	HILLS DEPARTMENT STORE SPALDING	4,875	-11.7%	3,546	-2.4%	1,377	NA	0	NA	270	35.0%	0	NA	0	NA	10,068	9,405	7.0%	464	10.0%	361	NA	10,893	9,827	10.8%
5015	HOOPERS HARROGATE	3,198	-24.1%	2,727	-8.0%	785	NA	0	NA	0	NA	0	NA	0	NA	6,710	7,251	-7.5%	0	NA	0	NA	6,710	7,333	-8.5%
3900	HOOPERS WILMSLOW	3,298	-22.3%	2,508	15.2%	943	NA	0	NA	133	-52.8%	0	NA	0	NA	6,882	6,706	2.6%	0	NA	0	NA	6,882	6,869	0.2%
5355	HURST CHEMIST RIPLEY	2,020	-38.0%	3,451	34.4%	1,562	NA	0	NA	(25)	-110.5%	17	0.0%	0	NA	7,025	6,275	12.0%	214	-20.1%	418	NA	7,657	6,543	17.0%
5710	J P PHARMACY CAMDEN TOWN	3,193	-45.4%	2,284	20.3%	1,243	NA	0	NA	491	-2.6%	86	65.4%	0	NA	7,297	8,391	-13.0%	232	-88.4%	474	NA	8,003	10,384	-22.9%
5720	J.T LLOYD BURNLEY	3,314	-48.8%	4,998	-24.2%	2,732	NA	0	NA	322	2376.9%	68	NA	(53)	-198.1%	11,381	13,126	-13.3%	0	NA	361	NA	11,742	16,045	-26.8%
6190	JAMES LEIGH BARKING	4,883	0.1%	4,596	29.3%	1,539	NA	0	NA	1,834	-18.7%	51	200.0%	0	NA	12,903	10,862	18.8%	1,133	-44.4%	740	NA	14,776	12,901	14.5%
5470	JARROLDS NORWICH	4,780	-32.3%	3,202	-11.8%	2,153	NA	0	NA	332	-62.5%	0	NA	0	NA	10,467	11,574	-9.6%	285	-51.1%	403	NA	11,155	12,157	-8.2%
6020	LANDYS CHEMIST LONDON	5,286	-49.9%	7,791	-0.1%	7,571	NA	0	NA	1,164	114.0%	189	-73.0%	0	NA	22,001	19,671	11.8%	1,227	-83.0%	639	NA	23,867	26,879	-11.2%
7197	OLDRIDS BOSTON	7,072	-0.2%	9,143	13.9%	1,582	NA	0	NA	1,195	19.9%	51	50.0%	0	NA	19,043	16,296	16.9%	2,432	-3.1%	1,151	NA	22,626	18,807	20.3%
7207	OLDRIDS SCUNTHORPE	2,218	NA	1,041	NA	1,222	NA	0	NA	289	NA	0	NA	0	NA	4,770	0	NA	370	NA	400	NA	5,540	0	NA
8710	SCENT BOSTON	1,438	-25.5%	3,145	-5.5%	676	NA	0	NA	47	-32.9%	0	NA	0	NA	5,306	5,330	-0.5%	501	-61.4%	275	NA	6,082	6,627	-8.2%
1072	SCENTSATIONS OF TROON TROON	(262)	-108.9%	(277)	-121.9%	0	NA	0	NA	(56)	-175.7%	0	NA	0	NA	(595)	4,331	-113.7%	0	NA	0	NA	(595)	4,331	-113.7%
7556	THE PERFUMERY AT LYMINGTON LYMINGTON	1,348	-48.4%	1,354	-9.7%	832	NA	0	NA	0	NA	0	NA	0	NA	3,534	4,150	-14.8%	635	-0.6%	379	NA	4,548	4,789	-5.0%
8246	THE ROYAL PERFUMERY WIGAN	3,415	-3.0%	5,821	77.8%	2,264	NA	0	NA	126	125.0%	0	NA	0	NA	11,626	7,009	65.9%	256	NA	352	NA	12,234	7,009	74.5%
9437	TOTNES PERFUMERY DEVON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,843	NA	0	NA	0	NA	0	1,843	NA
9736	VITALTONE PHARMACY CATERHAM	1,997	17.0%	1,733	66.8%	0	NA	0	NA	(65)	NA	0	NA	(301)	-1071.0%	3,364	2,777	21.1%	0	NA	0	NA	3,364	2,777	21.1%
	TOTAL GB STORE	194,997	-20.9%	214,641	6.8%	92,255	NA	0	NA	20,031	-4.7%	6,246	0.6%	(781)	-107.0%	527,389	485,878	8.5%	10,373	-66.6%	10,934	NA	548,696	516,950	6.1%
391	AUSTINS DEPARTMENT STORE DERRY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	(570)	NA	0	NA	0	NA	0	(570)	NA
1768	CAMERONS BALLYMENA	1,891	22.8%	951	61.5%	0	NA	0	NA	79	NA	0	NA	0	NA	2,921	2,129	37.2%	257	-68.0%	412	NA	3,590	2,931	22.5%
	TOTAL NI STORE	1,891	45.1%	951	203.8%	0	NA	0	NA	79	NA	0	NA	0	NA	2,921	1,559	87.4%	257	-68.0%	412	NA	3,590	2,361	52.1%
	TOTAL	**196,888**	**-20.5%**	**215,592**	**7.1%**	**92,255**	**NA**	**0**	**NA**	**20,110**	**-4.4%**	**6,246**	**0.6%**	**-781**	**-107.0%**	**530,310**	**487,437**	**8.8%**	**10,630**	**-66.6%**	**11,346**	**NA**	**552,286**	**519,311**	**6.3%**
	LIKE ON LIKE	193,537	-17.5%	213,158	8.7%	91,033	NA	0	NA	19,942	2.0%	6,246	2.3%	(480)	-104.2%	523,436	467,950	11.9%	10,523	-66.2%	10,946	NA	544,905	499,092	9.2%

NUMBER OF OPEN DOORS 28

CLARINS FRAGRANCE GROUP

INDEPENDENT GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
545	AUSTINS OF NEWTON ABBOT NEWTON ABBOT	0	NA	38	-85.9%	0	NA	0	NA	0	NA	0	NA	0	NA	38	560	-93.2%	0	NA	0	NA	38	560	-93.2%
620	BANBURYS BARNSTAPLE	827	16.2%	519	200.0%	381	NA	0	NA	0	NA	0	NA	0	NA	1,727	885	95.1%	0	NA	0	NA	1,727	885	95.1%
615	BARKERS NORTH ALLERTON	(67)	-112.0%	180	-68.3%	0	NA	0	NA	0	NA	0	NA	0	NA	113	1,198	-90.6%	143	NA	0	NA	256	1,198	-78.6%
1754	BROWNS BEVERLEY	585	40.6%	607	93.9%	315	NA	0	NA	0	NA	0	NA	0	NA	1,507	752	100.4%	0	NA	0	NA	1,507	752	100.4%
1797	BROWNS GAINSBOROUGH	207	-69.9%	305	281.3%	0	NA	0	NA	0	NA	0	NA	0	NA	512	768	-33.3%	0	NA	0	NA	512	768	-33.3%
1655	BROWNS YORK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	491	NA	0	NA	0	NA	0	491	NA
1921	CAMPBELLS CHEMIST CHISWICK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1949	CENTRAL PHARM E-COM CARDIFF	6,568	-55.4%	21,318	-44.7%	25,812	NA	0	NA	1,705	9.5%	413	-27.3%	0	NA	55,816	55,066	1.4%	1,020	NA	823	NA	57,659	55,066	4.7%
1950	CENTRAL PHARMACY CARDIFF	1,728	-34.5%	2,317	1424.0%	295	NA	0	NA	0	NA	0	NA	0	NA	4,340	2,566	69.1%	0	NA	0	NA	4,340	2,566	69.1%
2030	CHAVE & JACKSON HEREFORD	933	NA	493	NA	256	NA	0	NA	0	NA	0	NA	0	NA	1,682	0	NA	0	NA	0	NA	1,682	0	NA
2461	COOTES PHARMACY EAST FINCHLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
55	DE GRUCHY ST HELIER	191	-38.4%	1,492	506.5%	82	NA	0	NA	0	NA	0	NA	0	NA	1,765	556	217.4%	49	NA	0	NA	1,814	556	226.3%
5550	DEAN & SMEDLEY PHARMACY ASHBY DE LA ZOUCH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	238	NA	0	NA	0	NA	0	271	NA
7199	DOWNTOWN SUPERSTORE GRANTHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	791	NA	0	NA	0	NA	0	954	NA
3362	ELEGANCE & BEAUTE LTD GLASGOW	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	732	NA
4850	HARVEYS OF HALIFAX HALIFAX	305	108.9%	186	204.9%	0	NA	0	NA	0	NA	0	NA	0	NA	491	266	84.6%	0	NA	0	NA	491	266	84.6%
9101	HILLS DEPARTMENT STORE SPALDING	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,173	NA	0	NA	0	NA	0	1,255	NA
5015	HOOPERS HARROGATE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,187	NA	0	NA	0	NA	0	1,187	NA
3900	HOOPERS WILMSLOW	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	690	NA	0	NA	0	NA	0	690	NA
5355	HURST CHEMIST RIPLEY	263	NA	567	NA	393	NA	0	NA	0	NA	0	NA	0	NA	1,223	0	NA	0	NA	0	NA	1,223	0	NA
5710	J P PHARMACY CAMDEN TOWN	305	-49.4%	270	-42.6%	0	NA	0	NA	0	NA	0	NA	0	NA	575	1,073	-46.4%	0	NA	0	NA	575	1,073	-46.4%
5720	J.T LLOYD BURNLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	973	NA	0	NA	0	NA	0	973	NA
6190	JAMES LEIGH BARKING	665	-20.3%	828	43.5%	126	NA	0	NA	180	-43.2%	0	NA	0	NA	1,799	1,745	3.1%	0	NA	0	NA	1,799	2,022	-11.0%
5470	JARROLDS NORWICH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	578	NA	0	NA	0	NA	0	578	NA
6020	LANDYS CHEMIST LONDON	654	74.9%	662	-46.6%	278	NA	0	NA	240	NA	34	0.0%	0	NA	1,868	1,647	13.4%	0	NA	0	NA	1,868	3,454	-45.9%
7197	OLDRIDS BOSTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	707	NA	0	NA	0	NA	0	1,452	NA
7207	OLDRIDS SCUNTHORPE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
8710	SCENT BOSTON	56	251.4%	671	409.2%	0	NA	0	NA	0	NA	0	NA	0	NA	727	(254)	386.2%	0	NA	0	NA	727	(188)	486.7%
1072	SCENTSATIONS OF TROON TROON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,442	NA	0	NA	0	NA	0	1,442	NA
7556	THE PERFUMERY AT LYMINGTON LYMINGTON	236	NA	59	NA	93	NA	0	NA	0	NA	0	NA	0	NA	388	0	NA	129	NA	33	NA	550	0	NA
8246	THE ROYAL PERFUMERY WIGAN	0	NA	1,143	-13.2%	700	NA	0	NA	56	NA	0	NA	0	NA	1,899	1,897	0.1%	0	NA	0	NA	1,899	1,897	0.1%
9437	TOTNES PERFUMERY DEVON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
9736	VITALTONE PHARMACY CATERHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	333	NA	0	NA	0	NA	0	333	NA
	TOTAL GB STORE	13,456	-51.6%	31,655	-32.3%	28,731	NA	0	NA	2,181	-5.8%	447	-39.5%	0	NA	76,470	77,328	-1.1%	1,341	-65.7%	856	NA	78,667	81,233	-3.2%
391	AUSTINS DEPARTMENT STORE DERRY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1768	CAMERONS BALLYMENA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	100	NA	0	NA	0	NA	0	489	NA
	TOTAL NI STORE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	100	NA	0	NA	0	NA	0	489	NA
	TOTAL	**13,456**	**-51.7%**	**31,655**	**-32.4%**	**28,731**	**NA**	**0**	**NA**	**2,181**	**-5.8%**	**447**	**-39.5%**	**0**	**NA**	**76,470**	**77,428**	**-1.2%**	**1,341**	**-68.8%**	**856**	**NA**	**78,667**	**81,722**	**-3.7%**
	LIKE ON LIKE	13,456	-49.8%	31,655	-31.4%	28,731	NA	0	NA	2,181	-4.8%	447	-39.5%	0	NA	76,470	75,653	1.1%	1,341	-62.4%	856	NA	78,667	79,215	-0.7%

NUMBER OF OPEN DOORS **28**

CLARINS FRAGRANCE GROUP

INDEPENDENT GROUP

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - RETAIL

ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
545	AUSTINS OF NEWTON ABBOT NEWTON ABBOT	4,243	-9.2%	4,926	66.1%	1,004	NA	0	NA	326	38.1%	1	-87.5%	0	NA	10,500	7,951	32.1%	322	16.2%	431	NA	11,253	8,228	36.8%
620	BANBURYS BARNSTAPLE	10,069	8.8%	5,662	-22.4%	1,935	NA	0	NA	796	56.7%	118	66.2%	50	-67.9%	18,630	17,294	7.7%	886	57.7%	306	NA	19,822	17,856	11.0%
615	BARKERS NORTH ALLERTON	7,299	19.4%	9,640	20.8%	2,054	NA	0	NA	457	-28.8%	10	-79.2%	45	-88.9%	19,505	15,186	28.4%	1,186	NA	590	NA	21,281	15,186	40.1%
1754	BROWNS BEVERLEY	6,747	-20.3%	8,780	-20.5%	1,680	NA	0	NA	433	-51.1%	13	-80.0%	46	-91.8%	17,699	21,016	-15.8%	1,203	NA	514	NA	19,416	21,016	-7.6%
1797	BROWNS GAINSBOROUGH	7,956	-0.9%	10,486	0.2%	2,217	NA	0	NA	496	-41.1%	12	-79.7%	40	-92.6%	21,207	19,929	6.4%	1,165	NA	549	NA	22,921	19,929	15.0%
1655	BROWNS YORK	4,933	-7.1%	6,533	-5.8%	1,435	NA	0	NA	303	-45.6%	6	-85.0%	21	-94.0%	13,231	13,196	0.3%	559	NA	158	NA	13,948	13,196	5.7%
1921	CAMPBELLS CHEMIST CHISWICK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	4,453	NA	0	NA	0	NA	0	4,453	NA
1949	CENTRAL PHARM E-COM CARDIFF	190,857	43.7%	249,227	43.6%	40,545	NA	0	NA	14,604	4.6%	0	NA	0	NA	495,233	330,108	50.0%	0	NA	0	NA	495,233	330,108	50.0%
1950	CENTRAL PHARMACY CARDIFF	14,382	26.7%	18,385	24.0%	2,063	NA	0	NA	1,232	3.1%	0	NA	0	NA	36,062	28,204	27.9%	0	NA	0	NA	36,062	28,204	27.9%
2030	CHAVE & JACKSON HEREFORD	3,468	5.8%	4,549	6.5%	932	NA	0	NA	219	-36.3%	5	-78.3%	16	-92.7%	9,189	8,136	12.9%	97	NA	35	NA	9,321	8,136	14.6%
2461	COOTES PHARMACY EAST FINCHLEY	308	-65.5%	277	-65.9%	0	NA	0	NA	11	-95.9%	2	NA	4	-42.9%	602	1,985	-69.7%	0	NA	0	NA	602	1,985	-69.7%
55	DE GRUCHY ST HELIER	7,195	-15.8%	9,334	-16.3%	1,757	NA	0	NA	464	-48.3%	16	-75.4%	43	-92.4%	18,809	21,234	-11.4%	543	NA	110	NA	19,462	21,234	-8.3%
5550	DEAN & SMEDLEY PHARMACY ASHBY DE LA ZOUCH	2,760	-13.3%	3,624	-12.9%	750	NA	0	NA	174	-48.2%	4	-82.6%	15	-92.9%	7,327	7,919	-7.5%	357	NA	215	NA	7,899	7,919	-0.3%
7199	DOWNTOWN SUPERSTORE GRANTHAM	9,608	-7.7%	12,490	-8.2%	2,394	NA	0	NA	618	-43.6%	18	-76.0%	56	-91.9%	25,184	25,888	-2.7%	1,542	NA	830	NA	27,556	25,888	6.4%
3362	ELEGANCE & BEAUTE LTD GLASGOW	186	-92.1%	221	-89.7%	0	NA	0	NA	14	-90.1%	1	-92.3%	6	-93.3%	428	4,725	-90.9%	30	NA	0	NA	458	4,725	-90.3%
4850	HARVEYS OF HALIFAX HALIFAX	4,119	-32.3%	5,502	-30.6%	1,270	NA	0	NA	247	-61.2%	5	-88.6%	16	-96.0%	11,159	15,097	-26.1%	439	40.7%	71	NA	11,669	15,409	-24.3%
9101	HILLS DEPARTMENT STORE SPALDING	6,647	-9.1%	8,582	-10.1%	1,542	NA	0	NA	437	-43.0%	15	-73.2%	50	-89.8%	17,273	18,173	-5.0%	1,046	NA	439	NA	18,758	18,173	3.2%
5015	HOOPERS HARROGATE	3,617	-10.2%	4,657	-11.4%	728	NA	0	NA	255	-40.0%	10	-65.5%	55	-79.5%	9,322	10,006	-6.8%	77	NA	0	NA	9,399	10,006	-6.1%
3900	HOOPERS WILMSLOW	4,147	6.4%	5,457	7.3%	1,123	NA	0	NA	261	-35.6%	7	-74.1%	27	-89.6%	11,022	9,676	13.9%	65	NA	0	NA	11,087	9,676	14.6%
5355	HURST CHEMIST RIPLEY	4,698	-11.8%	6,220	-10.5%	1,353	NA	0	NA	289	-48.4%	6	-83.3%	23	-93.5%	12,589	13,225	-4.8%	624	NA	217	NA	13,430	13,225	1.6%
5710	J P PHARMACY CAMDEN TOWN	3,912	25.9%	2,955	6.0%	825	NA	0	NA	682	60.5%	157	1644.4%	9	-94.4%	8,540	6,492	31.5%	0	NA	0	NA	8,540	6,492	31.5%
5720	J.T LLOYD BURNLEY	8,201	-8.5%	10,846	-7.2%	2,337	NA	0	NA	503	-46.6%	13	-80.0%	45	-92.4%	21,945	22,256	-1.4%	702	-69.6%	349	NA	22,996	24,567	-6.4%
6190	JAMES LEIGH BARKING	8,785	-3.6%	6,711	1.1%	1,990	NA	0	NA	3,482	-13.8%	0	NA	0	NA	20,968	20,033	4.7%	2,491	-9.9%	849	NA	24,308	22,797	6.6%
5470	JARROLDS NORWICH	5,882	-20.9%	7,696	-20.8%	1,545	NA	0	NA	370	-52.7%	10	-80.4%	28	-94.4%	15,531	18,479	-16.0%	764	NA	318	NA	16,613	18,479	-10.1%
6020	LANDYS CHEMIST LONDON	12,911	-0.6%	17,155	1.0%	3,709	NA	0	NA	817	-40.2%	17	-82.7%	92	-89.4%	34,701	32,300	7.4%	2,515	-66.9%	500	NA	37,716	39,900	-5.5%
7197	OLDRIDS BOSTON	12,635	-10.1%	16,534	-10.0%	3,310	NA	0	NA	806	-45.5%	23	-78.5%	78	-91.7%	33,386	34,953	-4.5%	3,544	NA	1,319	NA	38,249	34,953	9.4%
7207	OLDRIDS SCUNTHORPE	912	NA	1,248	NA	336	NA	0	NA	51	NA	0	NA	0	NA	2,547	0	NA	52	NA	38	NA	2,637	0	NA
8710	SCENT BOSTON	3,176	-24.1%	4,190	-23.3%	890	NA	0	NA	198	-54.9%	6	-81.3%	18	-93.5%	8,478	10,398	-18.5%	495	NA	240	NA	9,213	10,398	-11.4%
1072	SCENTSATIONS OF TROON TROON	490	-82.3%	588	-83.7%	37	NA	0	NA	37	-87.3%	2	-89.5%	6	-96.8%	1,160	6,875	-83.1%	26	NA	7	NA	1,193	6,875	-82.6%
7556	THE PERFUMERY AT LYMINGTON LYMINGTON	3,532	-29.7%	3,588	11.1%	995	NA	0	NA	0	NA	0	NA	0	NA	8,115	8,311	-2.4%	811	-20.1%	312	NA	9,238	9,326	-0.9%
8246	THE ROYAL PERFUMERY WIGAN	6,643	-14.3%	8,772	-13.4%	1,876	NA	0	NA	414	-49.2%	9	-84.5%	39	-92.4%	17,753	19,271	-7.9%	265	NA	90	NA	18,108	19,271	-6.0%
9437	TOTNES PERFUMERY DEVON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,354	NA	0	NA	0	NA	0	1,354	NA
9736	VITALTONE PHARMACY CATERHAM	2,245	-0.4%	2,477	-19.1%	694	NA	0	NA	136	-48.3%	4	-76.5%	19	-85.7%	5,575	5,729	-2.7%	72	NA	0	NA	5,647	5,729	-1.4%
	TOTAL GB STORE	362,563	12.7%	457,312	14.3%	83,326	NA	0	NA	29,132	-18.8%	490	-77.8%	847	-95.7%	933,670	779,852	19.7%	21,878	47.4%	8,487	NA	964,035	794,693	21.3%
391	AUSTINS DEPARTMENT STORE DERRY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	241	NA	0	NA	0	NA	0	241	NA
1768	CAMERONS BALLYMENA	3,256	6.6%	1,646	14.4%	0	NA	0	NA	100	-26.5%	0	NA	50	-88.9%	5,052	5,078	-0.5%	785	7.2%	129	NA	5,966	5,810	2.7%
	TOTAL NI STORE	3,256	2.1%	1,646	6.6%	0	NA	0	NA	100	-26.5%	0	NA	50	-88.9%	5,052	5,319	-5.0%	785	7.2%	129	NA	5,966	6,051	-1.4%
	TOTAL	**365,819**	**12.6%**	**458,958**	**14.2%**	**83,326**	**NA**	**0**	**NA**	**29,232**	**-18.8%**	**490**	**-77.8%**	**897**	**-95.6%**	**938,722**	**785,171**	**19.6%**	**22,663**	**45.5%**	**8,616**	**NA**	**970,001**	**800,744**	**21.1%**
	LIKE ON LIKE	361,986	15.0%	454,424	16.4%	82,259	NA	0	NA	28,994	-17.2%	483	-77.4%	866	-95.6%	929,012	761,794	22.0%	22,483	44.4%	8,571	NA	960,066	777,367	23.5%

NUMBER OF OPEN DOORS **28**

CLARINS FRAGRANCE GROUP

INDEPENDENT GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - RETAIL

ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
545	AUSTINS OF NEWTON ABBOT NEWTON ABBOT	1,205	-17.1%	1,649	340.9%	444	NA	0	NA	67	-9.5%	0	NA	0	NA	3,365	1,902	76.9%	200	26.6%	145	NA	3,710	2,060	80.1%
620	BANBURYS BARNSTAPLE	2,408	4.3%	1,307	-22.7%	1,109	NA	0	NA	176	109.5%	0	NA	0	NA	5,000	4,082	22.5%	102	-38.9%	43	NA	5,145	4,249	21.1%
615	BARKERS NORTH ALLERTON	2,069	4.8%	2,833	9.8%	763	NA	0	NA	116	-44.2%	0	NA	0	NA	5,781	4,910	17.7%	435	NA	315	NA	6,531	4,910	33.0%
1754	BROWNS BEVERLEY	851	-43.5%	1,165	-40.8%	314	NA	0	NA	48	-69.6%	0	NA	0	NA	2,378	3,745	-36.5%	174	NA	126	NA	2,678	3,745	-28.5%
1797	BROWNS GAINSBOROUGH	2,060	10.0%	2,819	15.2%	759	NA	0	NA	115	-41.6%	0	NA	0	NA	5,753	4,655	23.6%	290	NA	210	NA	6,253	4,655	34.3%
1655	BROWNS YORK	1,140	-13.3%	1,561	-9.2%	420	NA	0	NA	64	-53.6%	0	NA	0	NA	3,185	3,270	-2.6%	0	NA	0	NA	3,185	3,270	-2.6%
1921	CAMPBELLS CHEMIST CHISWICK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1949	CENTRAL PHARM E-COM CARDIFF	56,028	42.3%	76,684	49.0%	20,658	NA	0	NA	3,130	-24.4%	0	NA	0	NA	156,500	97,900	59.9%	0	NA	0	NA	156,500	97,900	59.9%
1950	CENTRAL PHARMACY CARDIFF	2,832	-3.6%	3,876	1.0%	1,044	NA	0	NA	158	-48.9%	0	NA	0	NA	7,910	7,300	8.4%	0	NA	0	NA	7,910	7,300	8.4%
2030	CHAVE & JACKSON HEREFORD	904	42.6%	1,239	49.6%	334	NA	0	NA	51	-23.9%	0	NA	0	NA	2,528	1,575	60.5%	0	NA	0	NA	2,528	1,575	60.5%
2461	COOTES PHARMACY EAST FINCHLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	104	NA	0	NA	0	NA	0	104	NA
55	DE GRUCHY ST HELIER	1,474	-12.7%	2,016	-8.7%	543	NA	0	NA	82	-53.9%	0	NA	0	NA	4,115	4,198	-2.0%	0	NA	0	NA	4,115	4,198	-2.0%
5550	DEAN & SMEDLEY PHARMACY ASHBY DE LA ZOUCH	717	-23.8%	981	-20.2%	264	NA	0	NA	40	-59.6%	0	NA	0	NA	2,002	2,340	-14.4%	68	NA	50	NA	2,120	2,340	-9.4%
7199	DOWNTOWN SUPERSTORE GRANTHAM	1,959	-19.5%	2,680	-15.7%	722	NA	0	NA	109	-57.4%	0	NA	0	NA	5,470	6,050	-9.6%	382	NA	276	NA	6,128	6,050	1.3%
3362	ELEGANCE & BEAUTE LTD GLASGOW	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	981	NA	0	NA	0	NA	0	981	NA
4850	HARVEYS OF HALIFAX HALIFAX	1,311	-23.1%	1,793	-19.5%	483	NA	0	NA	73	-59.2%	0	NA	0	NA	3,660	4,238	-13.6%	0	NA	0	NA	3,660	4,238	-13.6%
9101	HILLS DEPARTMENT STORE SPALDING	1,585	-22.6%	2,170	-18.9%	584	NA	0	NA	89	-58.6%	0	NA	0	NA	4,428	5,093	-13.1%	349	NA	253	NA	5,030	5,093	-1.2%
5015	HOOPERS HARROGATE	753	-30.3%	1,030	-27.1%	278	NA	0	NA	42	-63.2%	0	NA	0	NA	2,103	2,687	-21.7%	0	NA	0	NA	2,103	2,687	-21.7%
3900	HOOPERS WILMSLOW	1,068	-9.5%	1,463	-5.1%	394	NA	0	NA	60	-51.6%	0	NA	0	NA	2,985	2,933	1.8%	0	NA	0	NA	2,985	2,933	1.8%
5355	HURST CHEMIST RIPLEY	1,526	-33.6%	2,087	-30.5%	562	NA	0	NA	85	-64.9%	0	NA	0	NA	4,260	5,712	-25.4%	160	NA	116	NA	4,536	5,712	-20.6%
5710	J P PHARMACY CAMDEN TOWN	751	-4.7%	662	-35.7%	257	NA	0	NA	118	42.2%	62	785.7%	0	NA	1,850	1,960	-5.6%	0	NA	0	NA	1,850	1,960	-5.6%
5720	J.T LLOYD BURNLEY	2,739	24.8%	3,749	30.8%	1,010	NA	0	NA	153	-33.8%	0	NA	0	NA	7,651	5,453	40.3%	131	-81.5%	95	NA	7,877	6,162	27.8%
6190	JAMES LEIGH BARKING	3,150	0.0%	2,200	-4.3%	800	NA	0	NA	1,100	-4.3%	0	NA	0	NA	7,250	6,600	9.8%	638	-42.0%	462	NA	8,350	7,700	8.4%
5470	JARROLDS NORWICH	1,378	-34.5%	1,887	-31.4%	508	NA	0	NA	77	-65.2%	0	NA	0	NA	3,850	5,229	-26.4%	56	NA	41	NA	3,947	5,229	-24.5%
6020	LANDYS CHEMIST LONDON	1,611	-40.2%	2,205	-37.4%	594	NA	0	NA	90	-68.2%	0	NA	0	NA	4,500	6,700	-32.8%	87	NA	63	NA	4,650	6,700	-30.6%
7197	OLDRIDS BOSTON	3,519	-19.7%	4,816	-15.9%	1,297	NA	0	NA	197	-57.3%	0	NA	0	NA	9,829	10,894	-9.8%	559	NA	405	NA	10,793	10,894	-0.9%
7207	OLDRIDS SCUNTHORPE	477	NA	654	NA	176	NA	0	NA	27	NA	0	NA	0	NA	1,334	0	NA	25	NA	18	NA	1,377	0	NA
8710	SCENT BOSTON	772	-20.4%	1,055	-16.8%	284	NA	0	NA	43	-57.8%	0	NA	0	NA	2,154	2,412	-10.7%	51	NA	37	NA	2,242	2,412	-7.0%
1072	SCENTSATIONS OF TROON TROON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,857	NA	0	NA	0	NA	0	1,857	NA
7556	THE PERFUMERY AT LYMINGTON LYMINGTON	833	-21.0%	494	-9.5%	405	NA	0	NA	0	NA	0	NA	0	NA	1,732	1,600	8.3%	329	-15.4%	60	NA	2,121	1,989	6.6%
8246	THE ROYAL PERFUMERY WIGAN	1,673	0.8%	2,288	5.5%	616	NA	0	NA	93	-46.6%	0	NA	0	NA	4,670	4,127	13.2%	50	NA	36	NA	4,756	4,127	15.2%
9437	TOTNES PERFUMERY DEVON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
9736	VITALTONE PHARMACY CATERHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	2,218	NA	0	NA	0	NA	0	2,218	NA
	TOTAL GB STORE	96,793	9.7%	127,363	16.9%	35,622	NA	0	NA	6,403	-33.7%	62	-89.6%	0	NA	266,243	212,725	25.2%	4,086	62.0%	2,751	NA	273,080	215,248	26.9%
391	AUSTINS DEPARTMENT STORE DERRY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
1768	CAMERONS BALLYMENA	556	-24.9%	373	-7.0%	0	NA	0	NA	39	NA	0	NA	0	NA	968	1,141	-15.2%	169	-29.3%	129	NA	1,266	1,380	-8.3%
	TOTAL NI STORE	556	-24.9%	373	-7.0%	0	NA	0	NA	39	NA	0	NA	0	NA	968	1,141	-15.2%	169	-29.3%	129	NA	1,266	1,380	-8.3%
	TOTAL	**97,349**	**9.4%**	**127,736**	**16.8%**	**35,622**	**NA**	**0**	**NA**	**6,442**	**-33.3%**	**62**	**-89.6%**	**0**	**NA**	**267,211**	**213,866**	**24.9%**	**4,255**	**54.1%**	**2,880**	**NA**	**274,346**	**216,628**	**26.6%**
	LIKE ON LIKE	96,872	11.9%	127,082	18.8%	35,446	NA	0	NA	6,415	-32.4%	62	-89.4%	0	NA	265,877	208,810	27.3%	4,230	53.1%	2,862	NA	272,969	211,572	29.0%

NUMBER OF OPEN DOORS **28**

CLARINS FRAGRANCE GROUP

JOHN LEWIS GROUP

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - TRADE

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
5695	JOHN LEWIS ABERDEEN	4,153	29.2%	3,597	11.7%	1,104	NA	0	NA	228	70.1%	0	NA	0	NA	9,082	6,568	38.3%	0	NA	0	NA	9,082	6,568	38.3%
5817	JOHN LEWIS BIRMINGHAM	4,028	-4.5%	4,454	1.6%	1,302	NA	0	NA	228	-15.6%	0	NA	0	NA	10,012	8,971	11.6%	0	NA	0	NA	10,012	8,971	11.6%
5630	JOHN LEWIS BRENT CROSS	14,101	1.8%	14,487	1.5%	3,042	NA	0	NA	1,385	-31.3%	0	NA	0	NA	33,015	30,454	8.4%	0	NA	0	NA	33,015	30,454	8.4%
5670	JOHN LEWIS BRISTOL	6,349	10.4%	6,295	19.0%	1,664	NA	0	NA	397	-1.7%	0	NA	0	NA	14,705	11,570	27.1%	0	NA	0	NA	14,705	11,570	27.1%
8321	JOHN LEWIS CAMBRIDGE	8,996	6.7%	10,912	4.1%	2,130	NA	0	NA	833	41.7%	0	NA	0	NA	22,871	19,497	17.3%	0	NA	0	NA	22,871	19,497	17.3%
5716	JOHN LEWIS CARDIFF	6,082	2.2%	5,209	-18.3%	1,645	NA	0	NA	454	0.2%	0	NA	0	NA	13,390	12,886	3.9%	156	-91.7%	0	NA	13,546	14,770	-8.3%
5636	JOHN LEWIS CHEADLE	13,355	-21.1%	10,589	-1.9%	2,246	NA	0	NA	370	-64.1%	0	NA	0	NA	26,560	29,193	-9.0%	0	NA	0	NA	26,560	29,193	-9.0%
5819	JOHN LEWIS CHELMSFORD	2,034	-25.7%	3,839	106.7%	1,156	NA	0	NA	0	NA	0	NA	0	NA	7,029	4,779	47.1%	0	NA	0	NA	7,029	4,779	47.1%
5707	JOHN LEWIS DARTFORD BLUEWATER	10,678	18.2%	10,196	-4.2%	2,580	NA	0	NA	424	-35.2%	0	NA	0	NA	23,878	20,471	16.6%	249	-55.1%	0	NA	24,127	21,026	14.7%
5635	JOHN LEWIS EDINBURGH	5,154	-7.4%	3,945	-21.0%	1,293	NA	0	NA	167	-66.2%	0	NA	0	NA	10,559	11,096	-4.8%	0	NA	0	NA	10,559	11,096	-4.8%
5816	JOHN LEWIS EXETER	2,139	-10.6%	2,686	-20.1%	805	NA	0	NA	437	149.7%	0	NA	0	NA	6,067	5,908	2.7%	0	NA	0	NA	6,067	5,908	2.7%
5708	JOHN LEWIS GLASGOW	7,595	9.0%	5,721	10.9%	1,779	NA	0	NA	316	135.8%	0	NA	0	NA	15,411	12,262	25.7%	0	NA	0	NA	15,411	12,262	25.7%
5812	JOHN LEWIS HIGH WYCOMBE	7,040	-2.8%	6,256	-14.9%	1,380	NA	0	NA	209	-48.3%	0	NA	0	NA	14,885	15,102	-1.4%	0	NA	0	NA	14,885	15,102	-1.4%
5700	JOHN LEWIS KINGSTON	9,499	35.2%	6,742	-8.3%	1,482	NA	0	NA	316	-34.0%	0	NA	0	NA	18,039	15,039	19.9%	0	NA	0	NA	18,039	15,039	19.9%
5818	JOHN LEWIS LEEDS	2,997	28.7%	4,199	81.8%	1,797	NA	0	NA	0	NA	0	NA	0	NA	8,993	4,638	93.9%	126	-85.5%	0	NA	9,119	5,507	65.6%
5713	JOHN LEWIS LEICESTER	4,222	-7.2%	4,870	6.7%	1,106	NA	0	NA	160	-23.8%	0	NA	0	NA	10,358	9,444	9.7%	0	NA	0	NA	10,358	9,444	9.7%
5712	JOHN LEWIS LIVERPOOL	27,365	-20.5%	25,931	-7.9%	8,831	NA	0	NA	2,709	-15.8%	0	NA	0	NA	64,836	67,529	-4.0%	4,228	-12.2%	2,098	NA	71,162	72,346	-1.6%
5620	JOHN LEWIS LONDON	32,536	-7.9%	36,406	11.8%	9,801	NA	0	NA	7,942	35.0%	0	NA	0	NA	86,685	74,987	15.6%	3,897	-55.7%	3,384	NA	93,966	83,774	12.2%
5814	JOHN LEWIS LONDON WESTFIELD, STRATFORD	6,689	-5.3%	7,995	17.5%	1,669	NA	0	NA	1,035	43.4%	0	NA	0	NA	17,388	14,759	17.8%	0	NA	0	NA	17,388	14,759	17.8%
5709	JOHN LEWIS MANCHESTER TRAFFORD PARK	5,817	17.9%	6,474	12.4%	1,703	NA	0	NA	290	20.3%	0	NA	0	NA	14,284	10,936	30.6%	0	NA	0	NA	14,284	10,936	30.6%
5655	JOHN LEWIS MILTON KEYNES	10,258	14.5%	8,280	-2.9%	1,556	NA	0	NA	410	-52.0%	0	NA	0	NA	20,504	18,587	10.3%	0	NA	0	NA	20,504	18,587	10.3%
5600	JOHN LEWIS NEWCASTLE	8,983	3.2%	5,689	-17.8%	2,750	NA	0	NA	301	-45.4%	0	NA	0	NA	17,723	16,313	8.6%	0	NA	0	NA	17,723	17,754	-0.2%
5680	JOHN LEWIS NORWICH	4,618	89.2%	2,463	-18.0%	923	NA	0	NA	149	-6.9%	0	NA	0	NA	8,153	5,606	45.4%	0	NA	0	NA	8,153	5,606	45.4%
5615	JOHN LEWIS NOTTINGHAM	10,585	34.1%	7,342	12.7%	1,455	NA	0	NA	578	-3.7%	0	NA	0	NA	19,960	15,151	31.7%	0	NA	0	NA	19,960	15,151	31.7%
5691	JOHN LEWIS OXFORD QUEEN STREET	1,744	NA	1,181	NA	493	NA	0	NA	202	NA	0	NA	0	NA	3,620	0	NA	0	NA	0	NA	3,620	0	NA
5675	JOHN LEWIS PETERBOROUGH	9,097	2.3%	6,134	-16.3%	1,754	NA	0	NA	710	10.9%	0	NA	0	NA	17,695	17,067	3.7%	0	NA	0	NA	17,695	17,067	3.7%
5610	JOHN LEWIS READING	9,630	-2.1%	6,496	-2.7%	2,182	NA	0	NA	210	-44.3%	0	NA	0	NA	18,518	17,055	8.6%	0	NA	0	NA	18,518	17,055	8.6%
5605	JOHN LEWIS SHEFFIELD	8,267	7.1%	5,128	13.9%	1,796	NA	0	NA	589	57.1%	0	NA	0	NA	15,780	12,598	25.3%	30	-98.0%	0	NA	15,810	14,112	12.0%
5701	JOHN LEWIS SOLIHULL	5,588	-14.4%	4,575	-11.8%	1,587	NA	0	NA	613	63.0%	0	NA	0	NA	12,363	12,236	1.0%	0	NA	0	NA	12,363	12,236	1.0%
5640	JOHN LEWIS SOUTHAMPTON	13,004	10.9%	12,234	5.2%	2,303	NA	0	NA	517	-5.5%	0	NA	0	NA	28,058	24,261	15.7%	0	NA	0	NA	28,058	24,261	15.7%
5690	JOHN LEWIS WATFORD	10,189	30.4%	8,608	8.8%	1,302	NA	0	NA	562	23.8%	0	NA	0	NA	20,661	16,183	27.7%	0	NA	0	NA	20,661	16,183	27.7%
5645	JOHN LEWIS WELWYN GARDEN	11,435	2.9%	9,641	-6.7%	2,072	NA	0	NA	604	32.5%	0	NA	0	NA	23,752	21,899	8.5%	0	NA	0	NA	23,752	21,899	8.5%
8322	JOHN LEWIS YORK	7,615	97.6%	5,733	13.6%	2,054	NA	0	NA	364	53.6%	0	NA	0	NA	15,766	9,334	68.9%	0	NA	0	NA	15,766	9,334	68.9%
5650	PETER JONES LONDON	6,220	-22.9%	3,707	-14.4%	1,541	NA	0	NA	547	30.9%	0	NA	0	NA	12,015	12,915	-7.0%	0	NA	0	NA	12,015	12,915	-7.0%
5706	JLP HEAD OFFICE ACCOUNTS	(1,423)	-354.6%	(799)	-829.1%	0	NA	0	NA	(364)	53.2%	0	NA	(411)	NA	(2,997)	(1,176)	-154.8%	0	NA	0	NA	(2,997)	(1,176)	-154.8%
5714	JOHN LEWIS DISTRIBUTION CENTRE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
5813	JOHN LEWIS.COM MAGNA PARK	148,095	31.8%	147,557	31.6%	91,589	NA	0	NA	21,671	30.9%	0	NA	(147)	-101.6%	408,765	250,450	63.2%	9,483	-28.9%	4,060	NA	422,308	263,790	60.1%
	TOTAL	**444,734**	**10.2%**	**414,772**	**10.4%**	**163,872**	**NA**	**0**	**NA**	**45,563**	**15.9%**	**0**	**NA**	**-558**	**-103.6%**	**1,068,383**	**834,568**	**28.0%**	**18,169**	**-45.3%**	**9,542**	**NA**	**1,096,094**	**867,775**	**26.3%**
	LIKE ON LIKE	437,959	9.9%	405,553	9.2%	160,426	NA	0	NA	45,361	15.3%	0	NA	(558)	-103.7%	1,048,741	825,151	27.1%	18,043	-44.2%	9,542	NA	1,076,326	857,489	25.5%

NUMBER OF OPEN DOORS **34**

CLARINS FRAGRANCE GROUP

JOHN LEWIS GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
5695	JOHN LEWIS ABERDEEN	716	92.5%	1,028	195.4%	378	NA	0	NA	0	NA	0	NA	0	NA	2,122	720	194.7%	0	NA	0	NA	2,122	720	194.7%
5817	JOHN LEWIS BIRMINGHAM	1,115	357.0%	1,508	108.6%	316	NA	0	NA	0	NA	0	NA	0	NA	2,939	1,028	185.9%	0	NA	0	NA	2,939	1,028	185.9%
5630	JOHN LEWIS BRENT CROSS	1,832	84.9%	3,131	156.8%	75	NA	0	NA	267	685.3%	0	NA	0	NA	5,305	2,244	136.4%	0	NA	0	NA	5,305	2,244	136.4%
5670	JOHN LEWIS BRISTOL	1,190	142.9%	1,344	190.3%	552	NA	0	NA	107	NA	0	NA	0	NA	3,193	953	235.0%	0	NA	0	NA	3,193	953	235.0%
8321	JOHN LEWIS CAMBRIDGE	968	38.7%	1,752	19.7%	187	NA	0	NA	0	NA	0	NA	0	NA	2,907	2,162	34.5%	0	NA	0	NA	2,907	2,162	34.5%
5716	JOHN LEWIS CARDIFF	1,626	431.4%	1,742	312.8%	464	NA	0	NA	107	214.7%	0	NA	0	NA	3,939	762	416.9%	0	NA	0	NA	3,939	783	403.1%
5636	JOHN LEWIS CHEADLE	2,763	87.4%	2,715	207.8%	112	NA	0	NA	80	-21.6%	0	NA	0	NA	5,670	2,458	130.7%	0	NA	0	NA	5,670	2,458	130.7%
5819	JOHN LEWIS CHELMSFORD	1,204	6982.4%	1,495	682.7%	116	NA	0	NA	0	NA	0	NA	0	NA	2,815	208	1253.4%	0	NA	0	NA	2,815	208	1253.4%
5707	JOHN LEWIS DARTFORD BLUEWATER	2,229	62.8%	3,346	58.4%	368	NA	0	NA	27	-77.9%	0	NA	0	NA	5,970	3,603	65.7%	0	NA	0	NA	5,970	3,656	63.3%
5635	JOHN LEWIS EDINBURGH	698	152.0%	1,164	312.8%	195	NA	0	NA	80	135.3%	0	NA	0	NA	2,137	593	260.4%	0	NA	0	NA	2,137	593	260.4%
5816	JOHN LEWIS EXETER	527	90.3%	516	-5.3%	47	NA	0	NA	53	NA	0	NA	0	NA	1,143	822	39.1%	0	NA	0	NA	1,143	822	39.1%
5708	JOHN LEWIS GLASGOW	2,119	158.7%	2,286	144.0%	527	NA	0	NA	27	0.0%	0	NA	0	NA	4,959	1,783	178.1%	0	NA	0	NA	4,959	1,783	178.1%
5812	JOHN LEWIS HIGH WYCOMBE	460	-8.7%	844	131.2%	47	NA	0	NA	0	NA	0	NA	0	NA	1,351	869	55.5%	0	NA	0	NA	1,351	869	55.5%
5700	JOHN LEWIS KINGSTON	2,159	120.5%	1,906	48.3%	520	NA	0	NA	27	-74.8%	0	NA	0	NA	4,612	2,371	94.5%	0	NA	0	NA	4,612	2,371	94.5%
5818	JOHN LEWIS LEEDS	1,141	686.9%	1,526	109.9%	332	NA	0	NA	0	NA	0	NA	0	NA	2,999	872	243.9%	0	NA	0	NA	2,999	872	243.9%
5713	JOHN LEWIS LEICESTER	1,078	18.9%	1,085	31.8%	205	NA	0	NA	27	NA	0	NA	0	NA	2,395	1,730	38.4%	0	NA	0	NA	2,395	1,730	38.4%
5712	JOHN LEWIS LIVERPOOL	5,541	51.1%	5,545	-18.9%	205	NA	0	NA	768	717.0%	0	NA	0	NA	12,059	10,598	13.8%	1,535	396.8%	69	NA	13,663	10,907	25.3%
5620	JOHN LEWIS LONDON	4,260	59.0%	6,241	56.0%	50	NA	0	NA	1,005	220.1%	0	NA	0	NA	11,556	6,993	65.3%	0	NA	92	NA	11,648	7,056	65.1%
5814	JOHN LEWIS LONDON WESTFIELD, STRATFORD	410	-49.1%	1,197	81.4%	94	NA	0	NA	107	-27.7%	0	NA	0	NA	1,808	1,613	12.1%	0	NA	0	NA	1,808	1,613	12.1%
5709	JOHN LEWIS MANCHESTER TRAFFORD PARK	1,305	152.4%	1,304	42.2%	475	NA	0	NA	27	0.0%	0	NA	0	NA	3,111	1,461	112.9%	0	NA	0	NA	3,111	1,461	112.9%
5655	JOHN LEWIS MILTON KEYNES	1,262	21.2%	1,436	67.0%	137	NA	0	NA	53	-13.1%	0	NA	0	NA	2,888	1,962	47.2%	0	NA	0	NA	2,888	1,962	47.2%
5600	JOHN LEWIS NEWCASTLE	1,932	260.4%	2,727	221.2%	217	NA	0	NA	80	-15.8%	0	NA	0	NA	4,956	1,480	234.9%	0	NA	0	NA	4,956	1,511	228.0%
5680	JOHN LEWIS NORWICH	833	25.6%	1,199	174.4%	147	NA	0	NA	0	NA	0	NA	0	NA	2,179	1,153	89.0%	0	NA	0	NA	2,179	1,153	89.0%
5615	JOHN LEWIS NOTTINGHAM	1,395	401.8%	1,230	310.0%	328	NA	0	NA	133	NA	0	NA	0	NA	3,086	578	433.9%	0	NA	0	NA	3,086	578	433.9%
5691	JOHN LEWIS OXFORD QUEEN STREET	0	NA	37	NA	0	NA	0	NA	0	NA	0	NA	0	NA	37	0	NA	0	NA	0	NA	37	0	NA
5675	JOHN LEWIS PETERBOROUGH	1,216	3.9%	946	309.5%	0	NA	0	NA	133	95.6%	0	NA	0	NA	2,295	1,469	56.2%	0	NA	0	NA	2,295	1,469	56.2%
5610	JOHN LEWIS READING	1,696	98.4%	1,311	90.8%	168	NA	0	NA	27	-55.7%	0	NA	0	NA	3,202	1,603	99.8%	0	NA	0	NA	3,202	1,603	99.8%
5605	JOHN LEWIS SHEFFIELD	1,572	124.3%	1,323	286.8%	179	NA	0	NA	27	NA	0	NA	0	NA	3,101	1,043	197.3%	0	NA	0	NA	3,101	1,082	186.6%
5701	JOHN LEWIS SOLIHULL	1,102	42.4%	1,176	76.0%	357	NA	0	NA	187	NA	0	NA	0	NA	2,822	1,442	95.7%	0	NA	0	NA	2,822	1,442	95.7%
5640	JOHN LEWIS SOUTHAMPTON	3,568	325.8%	3,999	62.0%	541	NA	0	NA	53	-22.1%	0	NA	0	NA	8,161	3,374	141.9%	0	NA	0	NA	8,161	3,374	141.9%
5690	JOHN LEWIS WATFORD	1,483	63.5%	2,299	108.1%	37	NA	0	NA	53	NA	0	NA	0	NA	3,872	2,012	92.4%	0	NA	0	NA	3,872	2,012	92.4%
5645	JOHN LEWIS WELWYN GARDEN	1,251	8.8%	2,412	84.3%	189	NA	0	NA	27	NA	0	NA	0	NA	3,879	2,459	57.7%	0	NA	0	NA	3,879	2,459	57.7%
8322	JOHN LEWIS YORK	1,222	264.8%	1,439	173.6%	94	NA	0	NA	0	NA	0	NA	0	NA	2,755	861	220.0%	0	NA	0	NA	2,755	861	220.0%
5650	PETER JONES LONDON	467	-69.1%	483	13.9%	0	NA	0	NA	0	NA	0	NA	0	NA	950	1,937	-51.0%	0	NA	0	NA	950	1,937	-51.0%
5706	JLP HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
5714	JOHN LEWIS DISTRIBUTION CENTRE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
5813	JOHN LEWIS.COM MAGNA PARK	27,541	94.9%	36,480	44.5%	22,722	NA	0	NA	4,977	294.1%	0	NA	0	NA	91,720	40,646	125.7%	2,054	268.8%	810	NA	94,584	41,203	129.6%
	TOTAL	**79,881**	**88.3%**	**100,172**	**65.1%**	**30,381**	**NA**	**0**	**NA**	**8,459**	**205.0%**	**0**	**NA**	**0**	**NA**	**218,893**	**105,862**	**106.8%**	**3,589**	**234.5%**	**971**	**NA**	**223,453**	**106,935**	**109.0%**
	LIKE ON LIKE	77,536	83.4%	97,114	62.6%	29,933	NA	0	NA	8,459	205.0%	0	NA	0	NA	213,042	104,782	103.3%	3,589	234.5%	971	NA	217,602	105,855	105.6%

NUMBER OF OPEN DOORS **34**

CLARINS FRAGRANCE GROUP

JOHN LEWIS GROUP

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - RETAIL

ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
5695	JOHN LEWIS ABERDEEN	6,005	10.1%	5,252	10.3%	1,379	NA	0	NA	336	-22.0%	0	NA	0	NA	12,972	10,650	21.8%	(13)	NA	0	NA	12,959	10,650	21.7%
5817	JOHN LEWIS BIRMINGHAM	6,714	-14.5%	8,140	22.9%	2,322	NA	0	NA	414	-46.9%	0	NA	0	NA	17,590	15,471	13.7%	0	NA	0	NA	17,590	15,471	13.7%
5630	JOHN LEWIS BRENT CROSS	20,738	-16.4%	20,981	-11.6%	3,613	NA	0	NA	2,220	-45.9%	0	NA	0	NA	47,552	53,184	-10.6%	(24)	-41.2%	(43)	NA	47,485	53,167	-10.7%
5670	JOHN LEWIS BRISTOL	10,167	6.7%	10,117	20.1%	2,168	NA	0	NA	591	-40.9%	0	NA	59	-74.9%	23,102	19,188	20.4%	0	NA	0	NA	23,102	19,188	20.4%
8321	JOHN LEWIS CAMBRIDGE	15,389	-13.0%	18,062	-6.8%	3,816	NA	0	NA	1,698	18.3%	0	NA	0	NA	38,965	38,520	1.2%	0	NA	0	NA	38,965	38,520	1.2%
5716	JOHN LEWIS CARDIFF	10,907	7.3%	9,598	-4.1%	2,510	NA	0	NA	845	-11.5%	0	NA	0	NA	23,860	21,476	11.1%	549	-85.2%	0	NA	24,409	25,182	-3.1%
5636	JOHN LEWIS CHEADLE	25,889	-12.6%	18,658	-7.5%	3,282	NA	0	NA	1,121	-38.5%	0	NA	0	NA	48,950	52,631	-7.0%	0	NA	0	NA	48,950	52,631	-7.0%
5819	JOHN LEWIS CHELMSFORD	4,095	29.3%	5,586	67.9%	1,234	NA	0	NA	126	NA	0	NA	47	-79.1%	11,088	6,718	65.0%	0	NA	(59)	NA	11,029	6,718	64.2%
5707	JOHN LEWIS DARTFORD BLUEWATER	15,264	-6.3%	16,572	3.5%	4,551	NA	0	NA	771	-27.1%	0	NA	0	NA	37,158	34,039	9.2%	678	-62.2%	0	NA	37,836	35,833	5.6%
5635	JOHN LEWIS EDINBURGH	7,425	-16.5%	6,763	-6.7%	1,783	NA	0	NA	390	-62.6%	0	NA	0	NA	16,361	17,453	-6.3%	0	NA	0	NA	16,361	17,453	-6.3%
5816	JOHN LEWIS EXETER	4,114	-14.6%	3,990	-20.9%	684	NA	0	NA	802	25.5%	0	NA	109	-7.6%	9,699	10,622	-8.7%	0	NA	0	NA	9,699	10,622	-8.7%
5708	JOHN LEWIS GLASGOW	11,658	1.8%	9,320	17.2%	2,888	NA	0	NA	674	-24.2%	0	NA	0	NA	24,540	20,292	20.9%	0	NA	0	NA	24,540	20,292	20.9%
5812	JOHN LEWIS HIGH WYCOMBE	11,962	1.7%	11,352	4.1%	1,609	NA	0	NA	429	-43.4%	0	NA	32	-93.2%	25,384	23,894	6.2%	0	NA	0	NA	25,384	23,894	6.2%
5700	JOHN LEWIS KINGSTON	12,448	-4.1%	8,658	-22.8%	2,513	NA	0	NA	602	-43.0%	0	NA	20	-94.6%	24,241	25,624	-5.4%	0	NA	0	NA	24,241	25,624	-5.4%
5818	JOHN LEWIS LEEDS	5,864	163.3%	7,334	103.4%	2,104	NA	0	NA	196	NA	0	NA	0	NA	15,498	5,833	165.7%	882	-38.6%	0	NA	16,380	7,270	125.3%
5713	JOHN LEWIS LEICESTER	6,642	-7.9%	7,064	-10.4%	1,728	NA	0	NA	329	-6.8%	0	NA	0	NA	15,763	15,705	0.4%	0	NA	0	NA	15,763	15,705	0.4%
5712	JOHN LEWIS LIVERPOOL	53,505	-23.9%	47,060	-12.0%	18,340	NA	0	NA	5,056	-26.4%	0	NA	0	NA	123,961	134,128	-7.6%	6,395	-32.8%	2,578	NA	132,934	143,643	-7.5%
5620	JOHN LEWIS LONDON	60,982	-9.9%	64,878	4.4%	18,846	NA	0	NA	13,591	-10.0%	0	NA	115	-95.7%	158,412	148,061	7.0%	7,470	-57.8%	4,630	NA	170,512	165,782	2.9%
5814	JOHN LEWIS LONDON WESTFIELD, STRATFORD	11,072	-14.9%	13,556	6.4%	3,037	NA	0	NA	1,726	-0.7%	0	NA	0	NA	29,391	28,068	4.7%	0	NA	(43)	NA	29,348	28,068	4.6%
5709	JOHN LEWIS MANCHESTER TRAFFORD PARK	9,344	-4.0%	9,943	-4.4%	3,013	NA	0	NA	502	28.7%	0	NA	0	NA	22,802	20,524	11.1%	0	NA	0	NA	22,802	20,524	11.1%
5655	JOHN LEWIS MILTON KEYNES	17,001	7.9%	12,696	-2.1%	2,839	NA	0	NA	923	-48.0%	0	NA	0	NA	33,459	30,986	8.0%	0	NA	0	NA	33,459	30,982	8.0%
5600	JOHN LEWIS NEWCASTLE	13,538	-11.9%	9,811	8.1%	3,755	NA	0	NA	840	-23.8%	0	NA	0	NA	27,944	25,947	7.7%	818	-57.9%	0	NA	28,762	27,890	3.1%
5680	JOHN LEWIS NORWICH	6,156	12.0%	3,997	-8.0%	1,726	NA	0	NA	327	-3.0%	0	NA	0	NA	12,206	10,188	19.8%	(22)	NA	0	NA	12,184	10,188	19.6%
5615	JOHN LEWIS NOTTINGHAM	16,731	0.7%	11,347	2.7%	1,190	NA	0	NA	1,308	-3.8%	0	NA	45	-83.6%	30,621	29,300	4.5%	0	NA	0	NA	30,621	29,300	4.5%
5691	JOHN LEWIS OXFORD QUEEN STREET	1,702	NA	2,779	NA	606	NA	0	NA	366	NA	0	NA	0	NA	5,453	0	NA	0	NA	0	NA	5,453	0	NA
5675	JOHN LEWIS PETERBOROUGH	14,373	1.1%	10,134	-13.2%	1,860	NA	0	NA	1,447	11.3%	0	NA	0	NA	27,814	27,688	0.5%	66	200.0%	0	NA	27,880	27,622	0.9%
5610	JOHN LEWIS READING	15,093	-12.5%	10,886	-4.6%	2,410	NA	0	NA	483	-34.7%	0	NA	28	-91.3%	28,900	29,724	-2.8%	0	NA	0	NA	28,900	29,724	-2.8%
5605	JOHN LEWIS SHEFFIELD	10,386	-24.3%	8,200	6.6%	1,825	NA	0	NA	955	36.4%	0	NA	0	NA	21,366	22,103	-3.3%	980	-48.5%	0	NA	22,346	24,007	-6.9%
5701	JOHN LEWIS SOLIHULL	8,763	-18.3%	8,989	12.7%	3,266	NA	0	NA	798	-13.4%	0	NA	0	NA	21,816	19,811	10.1%	(59)	NA	0	NA	21,757	19,811	9.8%
5640	JOHN LEWIS SOUTHAMPTON	20,780	7.7%	19,535	5.5%	3,705	NA	0	NA	1,109	-0.6%	0	NA	0	NA	45,129	39,572	14.0%	0	NA	0	NA	45,129	39,572	14.0%
5690	JOHN LEWIS WATFORD	15,000	9.4%	13,424	-0.5%	1,585	NA	0	NA	848	-3.2%	0	NA	0	NA	30,857	28,084	9.9%	0	NA	0	NA	30,857	28,084	9.9%
5645	JOHN LEWIS WELWYN GARDEN	19,234	0.1%	14,253	-9.3%	2,619	NA	0	NA	1,067	45.8%	0	NA	0	NA	37,173	35,673	4.2%	0	NA	0	NA	37,173	35,634	4.3%
8322	JOHN LEWIS YORK	12,147	51.9%	9,244	24.3%	3,879	NA	0	NA	791	-3.4%	0	NA	0	NA	26,061	16,721	55.9%	0	NA	0	NA	26,061	16,721	55.9%
5650	PETER JONES LONDON	11,114	-16.7%	7,402	6.0%	1,527	NA	0	NA	1,055	-11.6%	0	NA	53	-80.5%	21,151	21,790	-2.9%	0	NA	0	NA	21,151	21,790	-2.9%
5706	JLP HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
5714	JOHN LEWIS DISTRIBUTION CENTRE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
5813	JOHN LEWIS.COM MAGNA PARK	159,413	20.4%	192,685	32.2%	96,522	NA	0	NA	27,470	28.1%	0	NA	41	-99.5%	476,131	307,753	54.7%	14,423	8.7%	4,059	NA	494,613	321,024	54.1%
	TOTAL	**651,615**	**-1.2%**	**638,266**	**8.3%**	**210,734**	**NA**	**0**	**NA**	**72,206**	**-3.5%**	**0**	**NA**	**549**	**-97.6%**	**1,573,370**	**1,347,421**	**16.8%**	**32,143**	**-37.2%**	**11,122**	**NA**	**1,616,635**	**1,398,586**	**15.6%**
	LIKE ON LIKE	639,954	-2.2%	622,567	6.9%	206,790	NA	0	NA	71,518	-4.4%	0	NA	502	-97.7%	1,541,331	1,334,870	15.5%	31,261	-37.1%	11,181	NA	1,583,773	1,384,598	14.4%

NUMBER OF OPEN DOORS 34

CLARINS FRAGRANCE GROUP

JOHN LEWIS GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - RETAIL

ACT	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
NBER		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
5695	JOHN LEWIS ABERDEEN	1,480	-29.7%	2,093	13.3%	853	NA	0	NA	176	30.4%	0	NA	0	NA	4,602	4,089	12.5%	0	NA	0	NA	4,602	4,089	12.5%
5817	JOHN LEWIS BIRMINGHAM	1,881	-18.5%	2,208	8.4%	805	NA	0	NA	42	-89.0%	0	NA	0	NA	4,936	4,725	4.5%	0	NA	0	NA	4,936	4,725	4.5%
5630	JOHN LEWIS BRENT CROSS	3,551	-37.5%	3,886	-14.5%	782	NA	0	NA	368	-34.4%	0	NA	0	NA	8,587	10,790	-20.4%	0	NA	0	NA	8,587	10,773	-20.3%
5670	JOHN LEWIS BRISTOL	3,219	3.5%	2,308	-15.0%	815	NA	0	NA	129	-26.7%	0	NA	0	NA	6,471	6,095	6.2%	0	NA	0	NA	6,471	6,095	6.2%
8321	JOHN LEWIS CAMBRIDGE	3,908	-27.2%	5,065	-20.8%	1,582	NA	0	NA	383	12.6%	0	NA	0	NA	10,938	12,102	-9.6%	0	NA	0	NA	10,938	12,102	-9.6%
5716	JOHN LEWIS CARDIFF	2,905	2.5%	2,551	6.7%	855	NA	0	NA	169	-33.5%	0	NA	0	NA	6,480	5,567	16.4%	0	NA	0	NA	6,480	6,669	-2.8%
5636	JOHN LEWIS CHEADLE	5,603	-5.1%	5,220	0.9%	1,376	NA	0	NA	309	-19.5%	0	NA	0	NA	12,508	11,460	9.1%	0	NA	0	NA	12,508	11,460	9.1%
5819	JOHN LEWIS CHELMSFORD	1,844	-6.5%	1,724	-14.1%	555	NA	0	NA	84	NA	0	NA	0	NA	4,207	4,069	3.4%	0	NA	0	NA	4,207	4,069	3.4%
5707	JOHN LEWIS DARTFORD BLUEWATER	4,301	11.1%	5,643	47.6%	1,708	NA	0	NA	153	-49.7%	0	NA	0	NA	11,805	8,037	46.9%	0	NA	0	NA	11,805	9,238	27.8%
5635	JOHN LEWIS EDINBURGH	1,853	-17.5%	2,546	46.2%	492	NA	0	NA	86	-58.3%	0	NA	0	NA	4,977	4,280	16.3%	0	NA	0	NA	4,977	4,280	16.3%
5816	JOHN LEWIS EXETER	1,352	-13.8%	1,371	-23.9%	199	NA	0	NA	100	-45.4%	0	NA	0	NA	3,022	3,554	-15.0%	0	NA	0	NA	3,022	3,554	-15.0%
5708	JOHN LEWIS GLASGOW	3,094	13.6%	3,990	70.8%	1,183	NA	0	NA	285	-24.0%	0	NA	0	NA	8,552	5,434	57.4%	0	NA	0	NA	8,552	5,434	57.4%
5812	JOHN LEWIS HIGH WYCOMBE	2,740	-12.3%	2,540	-0.4%	424	NA	0	NA	90	-65.9%	0	NA	0	NA	5,794	5,939	-2.4%	0	NA	0	NA	5,794	5,939	-2.4%
5700	JOHN LEWIS KINGSTON	3,683	14.3%	2,683	-23.8%	1,340	NA	0	NA	188	-3.6%	0	NA	0	NA	7,894	7,073	11.6%	0	NA	0	NA	7,894	7,073	11.6%
5818	JOHN LEWIS LEEDS	2,009	33.3%	2,808	45.5%	789	NA	0	NA	84	NA	0	NA	0	NA	5,690	3,437	65.6%	0	NA	0	NA	5,690	4,256	33.7%
5713	JOHN LEWIS LEICESTER	1,756	-21.7%	1,825	-28.4%	913	NA	0	NA	15	NA	0	NA	0	NA	4,509	4,833	-6.7%	0	NA	0	NA	4,509	4,833	-6.7%
5712	JOHN LEWIS LIVERPOOL	13,826	-25.8%	13,798	-9.6%	4,339	NA	0	NA	1,211	-27.4%	0	NA	0	NA	33,174	35,576	-6.8%	1,636	-25.7%	144	NA	34,954	37,777	-7.5%
5620	JOHN LEWIS LONDON	14,894	10.7%	14,263	18.7%	4,010	NA	0	NA	2,793	7.7%	0	NA	0	NA	35,960	28,118	27.9%	(13)	-100.4%	171	NA	36,118	31,462	14.8%
5814	JOHN LEWIS LONDON WESTFIELD, STRATFORD	3,330	-12.3%	3,572	1.4%	967	NA	0	NA	226	-58.1%	0	NA	0	NA	8,095	7,898	2.5%	0	NA	0	NA	8,095	7,898	2.5%
5709	JOHN LEWIS MANCHESTER TRAFFORD PARK	2,441	-15.4%	3,790	30.2%	1,678	NA	0	NA	296	196.0%	0	NA	0	NA	8,205	5,898	39.1%	0	NA	0	NA	8,205	5,898	39.1%
5655	JOHN LEWIS MILTON KEYNES	4,385	9.8%	3,137	-2.2%	1,151	NA	0	NA	226	-12.4%	0	NA	0	NA	8,899	7,459	19.3%	0	NA	0	NA	8,899	7,455	19.4%
5600	JOHN LEWIS NEWCASTLE	3,044	-18.2%	3,201	79.8%	669	NA	0	NA	152	-23.2%	0	NA	0	NA	7,066	5,735	23.2%	0	NA	0	NA	7,066	6,234	13.3%
5680	JOHN LEWIS NORWICH	1,548	5.4%	1,318	-17.1%	928	NA	0	NA	177	254.0%	0	NA	0	NA	3,971	3,107	27.8%	0	NA	0	NA	3,971	3,107	27.8%
5615	JOHN LEWIS NOTTINGHAM	4,762	25.2%	3,979	2.2%	375	NA	0	NA	402	38.6%	0	NA	0	NA	9,518	7,986	19.2%	0	NA	0	NA	9,518	7,986	19.2%
5691	JOHN LEWIS OXFORD QUEEN STREET	821	NA	1,283	NA	311	NA	0	NA	184	NA	0	NA	0	NA	2,599	0	NA	0	NA	0	NA	2,599	0	NA
5675	JOHN LEWIS PETERBOROUGH	3,626	4.5%	3,512	22.8%	449	NA	0	NA	367	6.4%	0	NA	0	NA	7,954	6,756	17.7%	0	NA	0	NA	7,954	6,690	18.9%
5610	JOHN LEWIS READING	3,132	12.0%	2,521	-4.4%	721	NA	0	NA	32	-79.6%	0	NA	0	NA	6,406	5,687	12.6%	0	NA	0	NA	6,406	5,687	12.6%
5605	JOHN LEWIS SHEFFIELD	1,652	-44.3%	2,505	15.0%	348	NA	0	NA	147	54.7%	0	NA	0	NA	4,652	5,239	-11.2%	0	NA	0	NA	4,652	5,714	-18.6%
5701	JOHN LEWIS SOLIHULL	2,361	15.8%	3,014	17.0%	1,445	NA	0	NA	138	-56.6%	0	NA	0	NA	6,958	5,023	38.5%	0	NA	0	NA	6,958	5,023	38.5%
5640	JOHN LEWIS SOUTHAMPTON	5,515	19.6%	5,754	20.2%	1,407	NA	0	NA	193	22.2%	0	NA	0	NA	12,869	9,594	34.1%	0	NA	0	NA	12,869	9,594	34.1%
5690	JOHN LEWIS WATFORD	3,374	15.3%	3,717	4.2%	631	NA	0	NA	175	-10.7%	0	NA	0	NA	7,897	6,689	18.1%	0	NA	0	NA	7,897	6,689	18.1%
5645	JOHN LEWIS WELWYN GARDEN	4,576	15.6%	3,058	-22.0%	1,172	NA	0	NA	364	27.7%	0	NA	0	NA	9,170	8,165	12.3%	0	NA	0	NA	9,170	8,165	12.3%
8322	JOHN LEWIS YORK	3,540	14.4%	2,812	32.8%	1,777	NA	0	NA	145	-32.2%	0	NA	0	NA	8,274	5,617	47.3%	0	NA	0	NA	8,274	5,617	47.3%
5650	PETER JONES LONDON	1,866	-29.9%	1,274	-7.1%	337	NA	0	NA	43	-89.9%	0	NA	0	NA	3,520	4,511	-22.0%	0	NA	0	NA	3,520	4,511	-22.0%
5706	JLP HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
5714	JOHN LEWIS DISTRIBUTION CENTRE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
5813	JOHN LEWIS.COM MAGNA PARK	49,552	54.9%	58,560	65.7%	27,405	NA	0	NA	7,265	68.4%	0	NA	0	NA	142,782	71,652	99.3%	2,828	-43.5%	1,217	NA	146,827	76,661	91.5%
	TOTAL	**173,424**	**7.0%**	**183,529**	**20.0%**	**64,791**	**NA**	**0**	**NA**	**17,197**	**7.7%**	**0**	**NA**	**0**	**NA**	**438,941**	**332,194**	**32.1%**	**4,451**	**-69.4%**	**1,532**	**NA**	**444,924**	**346,757**	**28.3%**
	LIKE ON LIKE	168,750	6.4%	177,714	19.3%	63,136	NA	0	NA	16,845	5.5%	0	NA	0	NA	426,445	324,688	31.3%	4,451	-67.6%	1,532	NA	432,428	338,432	27.8%

NUMBER OF OPEN DOORS 34

CLARINS FRAGRANCE GROUP

MENARYS GROUP

STORES GROUP REPORT

2017 vs 2016

DECEMBER YTD

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
6784	MENARYS RETAIL LTD BANGOR	2,760	-38.3%	2,762	29.0%	907	NA	0	NA	69	-88.9%	0	NA	0	NA	6,498	7,327	-11.3%	0	NA	0	NA	6,498	7,327	-11.3%
6786	MENARYS RETAIL LTD COOKSTOWN	2,807	-26.2%	3,091	-9.4%	903	NA	0	NA	70	-89.1%	0	NA	0	NA	6,871	7,972	-13.8%	0	NA	0	NA	6,871	7,972	-13.8%
6787	MENARYS RETAIL LTD LISBURN	2,176	-28.8%	2,144	-9.6%	759	NA	0	NA	0	NA	0	NA	0	NA	5,079	6,118	-17.0%	0	NA	0	NA	5,079	6,118	-17.0%
	TOTAL	**7,743**	**-31.7%**	**7,997**	**0.9%**	**2,569**	**NA**	**0**	**NA**	**139**	**-92.5%**	**0**	**NA**	**0**	**NA**	**18,448**	**21,417**	**-13.9%**	**0**	**NA**	**0**	**NA**	**18,448**	**21,417**	**-13.9%**
	LIKE ON LIKE	7,743	-31.7%	7,997	0.9%	2,569	NA	0	NA	139	-92.5%	0	NA	0	NA	18,448	21,417	-13.9%	0	NA	0	NA	18,448	21,417	-13.9%

NUMBER OF OPEN DOORS 3

YEAR TO DATE - RETAIL

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
6784	MENARYS RETAIL LTD BANGOR	3,364	-30.4%	2,781	-21.1%	272	NA	0	NA	188	-15.7%	0	NA	591	3.1%	7,196	9,156	-21.4%	0	NA	0	NA	7,196	9,156	-21.4%
6786	MENARYS RETAIL LTD COOKSTOWN	3,193	-43.9%	4,903	-11.1%	752	NA	0	NA	161	-0.6%	0	NA	565	-52.0%	9,574	12,540	-23.7%	0	NA	0	NA	9,574	12,540	-23.7%
6787	MENARYS RETAIL LTD LISBURN	1,751	-67.1%	2,084	-56.8%	196	NA	0	NA	78	-51.9%	0	NA	177	-78.2%	4,286	11,117	-61.4%	0	NA	0	NA	4,286	11,117	-61.4%
	TOTAL	**8,308**	**-47.5%**	**9,768**	**-29.6%**	**1,220**	**NA**	**0**	**NA**	**427**	**-21.9%**	**0**	**NA**	**1,333**	**-47.9%**	**21,056**	**32,813**	**-35.8%**	**0**	**NA**	**0**	**NA**	**21,056**	**32,813**	**-35.8%**
	LIKE ON LIKE	8,308	-47.5%	9,768	-29.6%	1,220	NA	0	NA	427	-21.9%	0	NA	1,333	-47.9%	21,056	32,813	-35.8%	0	NA	0	NA	21,056	32,813	-35.8%

NUMBER OF OPEN DOORS 3

CLARINS FRAGRANCE GROUP

MENARYS GROUP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
6784	MENARYS RETAIL LTD BANGOR	331	-61.6%	351	-39.8%	0	NA	0	NA	23	NA	0	NA	0	NA	705	1,445	-51.2%	0	NA	0	NA	705	1,445	-51.2%
6786	MENARYS RETAIL LTD COOKSTOWN	305	-33.4%	362	-23.8%	0	NA	0	NA	0	NA	0	NA	0	NA	667	933	-28.5%	0	NA	0	NA	667	933	-28.5%
6787	MENARYS RETAIL LTD LISBURN	305	127.6%	129	NA	0	NA	0	NA	0	NA	0	NA	0	NA	434	134	223.9%	0	NA	0	NA	434	134	223.9%
	TOTAL	**941**	**-35.3%**	**842**	**-20.4%**	**0**	**NA**	**0**	**NA**	**23**	**NA**	**0**	**NA**	**0**	**NA**	**1,806**	**2,512**	**-28.1%**	**0**	**NA**	**0**	**NA**	**1,806**	**2,512**	**-28.1%**
	LIKE ON LIKE	941	-35.3%	842	-20.4%	0	NA	0	NA	23	NA	0	NA	0	NA	1,806	2,512	-28.1%	0	NA	0	NA	1,806	2,512	-28.1%

NUMBER OF OPEN DOORS 3

MONTH - RETAIL

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
6784	MENARYS RETAIL LTD BANGOR	738	-47.8%	1,010	-7.3%	272	NA	0	NA	41	-71.5%	0	NA	0	NA	2,061	2,646	-22.1%	0	NA	0	NA	2,061	2,646	-22.1%
6786	MENARYS RETAIL LTD COOKSTOWN	1,248	-43.2%	1,708	-19.4%	460	NA	0	NA	70	-44.4%	0	NA	0	NA	3,486	4,768	-26.9%	0	NA	0	NA	3,486	4,768	-26.9%
6787	MENARYS RETAIL LTD LISBURN	530	-75.9%	726	-65.7%	196	NA	0	NA	30	-76.2%	0	NA	0	NA	1,482	4,768	-68.9%	0	NA	0	NA	1,482	4,768	-68.9%
	TOTAL	**2,516**	**-56.7%**	**3,444**	**-35.3%**	**928**	**NA**	**0**	**NA**	**141**	**-64.4%**	**0**	**NA**	**0**	**NA**	**7,029**	**12,182**	**-42.3%**	**0**	**NA**	**0**	**NA**	**7,029**	**12,182**	**-42.3%**
	LIKE ON LIKE	2,516	-56.7%	3,444	-35.3%	928	NA	0	NA	141	-64.4%	0	NA	0	NA	7,029	12,182	-42.3%	0	NA	0	NA	7,029	12,182	-42.3%

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ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
1923	CAMP HOPSON NEWBURY	4,902	33.6%	3,171	95.0%	1,303	NA	0	NA	327	-31.2%	0	NA	(20)	-150.0%	9,683	5,809	66.7%	600	21.5%	579	NA	10,862	6,303	72.3%
3395	ELYS WIMBLEDON	5,344	38.7%	4,398	33.4%	1,526	NA	0	NA	553	12.2%	0	NA	0	NA	11,821	7,694	53.6%	734	25.9%	749	NA	13,304	8,277	60.7%
8740	JAMES SELBY LONDON	4,607	21.0%	4,570	68.9%	1,512	NA	0	NA	283	-61.5%	0	NA	0	NA	10,972	7,328	49.7%	587	-5.8%	579	NA	12,138	7,951	52.7%
6944	MORLEYS BEXLEYHEATH	4,140	NA	3,090	NA	1,306	NA	0	NA	501	NA	0	NA	0	NA	9,037	0	NA	699	NA	579	NA	10,315	0	NA
6940	MORLEYS OF BRIXTON LTD LONDON	6,695	-29.8%	7,030	-6.1%	1,817	NA	0	NA	773	-62.7%	0	NA	(73)	-141.2%	16,242	19,282	-15.8%	652	-42.2%	749	NA	17,643	20,410	-13.6%
7575	PEARSONS ENFIELD	8,672	7.9%	8,596	-10.3%	1,661	NA	0	NA	1,180	8.3%	0	NA	0	NA	20,109	18,814	6.9%	1,524	54.1%	749	NA	22,382	19,803	13.0%
8222	ROOMES UPMINSTER	3,215	12.7%	2,454	-0.4%	1,441	NA	0	NA	318	-9.1%	0	NA	(23)	NA	7,405	5,668	30.6%	522	11.1%	579	NA	8,506	6,138	38.6%
	TOTAL	**37,575**	**18.3%**	**33,309**	**22.6%**	**10,566**	**NA**	**0**	**NA**	**3,935**	**-24.6%**	**0**	**NA**	**-116**	**-125.7%**	**85,269**	**64,595**	**32.0%**	**5,318**	**24.0%**	**4,563**	**NA**	**95,150**	**68,882**	**38.1%**
	LIKE ON LIKE	33,435	5.3%	30,219	11.2%	9,260	NA	0	NA	3,434	-34.2%	0	NA	(116)	-125.7%	76,232	64,595	18.0%	4,619	7.7%	3,984	NA	84,835	68,882	23.2%

NUMBER OF OPEN DOORS 7

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ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
1923	CAMP HOPSON NEWBURY	3,975	10.5%	5,181	10.2%	1,013	NA	0	NA	254	-32.6%	7	-72.0%	31	-87.2%	10,461	8,942	17.0%	212	NA	124	NA	10,797	8,942	20.7%
3395	ELYS WIMBLEDON	5,912	9.0%	7,674	8.4%	1,447	NA	0	NA	384	-32.7%	12	-70.0%	40	-88.9%	15,469	13,479	14.8%	465	NA	199	NA	16,133	13,479	19.7%
8740	JAMES SELBY LONDON	5,648	1.5%	7,360	1.5%	1,413	NA	0	NA	364	-37.5%	12	-71.4%	45	-87.8%	14,842	13,812	7.5%	561	NA	256	NA	15,659	13,812	13.4%
6944	MORLEYS BEXLEYHEATH	2,202	NA	2,911	NA	660	NA	0	NA	133	NA	2	NA	0	NA	5,908	0	NA	274	NA	96	NA	6,278	0	NA
6940	MORLEYS OF BRIXTON LTD LONDON	11,354	0.9%	14,671	0.0%	2,612	NA	0	NA	747	-36.6%	27	-68.2%	102	-86.4%	29,513	27,935	5.6%	892	NA	480	NA	30,885	27,935	10.6%
7575	PEARSONS ENFIELD	12,489	-10.3%	16,248	-10.6%	3,100	NA	0	NA	800	-45.2%	24	-77.4%	82	-91.2%	32,743	34,593	-5.3%	1,522	NA	634	NA	34,899	34,593	0.9%
8222	ROOMES UPMINSTER	3,961	8.6%	5,154	8.3%	983	NA	0	NA	253	-33.6%	9	-65.4%	32	-86.8%	10,392	9,058	14.7%	318	NA	133	NA	10,843	9,058	19.7%
	TOTAL	**45,541**	**4.9%**	**59,199**	**4.5%**	**11,228**	**NA**	**0**	**NA**	**2,935**	**-35.5%**	**93**	**-71.3%**	**332**	**-88.5%**	**119,328**	**107,819**	**10.7%**	**4,244**	**NA**	**1,922**	**NA**	**125,494**	**107,819**	**16.4%**
	LIKE ON LIKE	43,339	-0.2%	56,288	-0.6%	10,568	NA	0	NA	2,802	-38.4%	91	-71.9%	332	-88.5%	113,420	107,819	5.2%	3,970	NA	1,826	NA	119,216	107,819	10.6%

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ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
1923	CAMP HOPSON NEWBURY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	259	NA	0	NA	0	NA	0	259	NA
3395	ELYS WIMBLEDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	845	NA	0	NA	0	NA	0	845	NA
8740	JAMES SELBY LONDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,763	NA	0	NA	0	NA	0	1,861	NA
6944	MORLEYS BEXLEYHEATH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
6940	MORLEYS OF BRIXTON LTD LONDON	228	101.8%	79	-54.3%	0	NA	0	NA	149	166.1%	0	NA	0	NA	456	342	33.3%	0	NA	0	NA	456	342	33.3%
7575	PEARSONS ENFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	3,322	NA	0	NA	0	NA	0	3,435	NA
8222	ROOMES UPMINSTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL	**228**	**-91.6%**	**79**	**-97.4%**	**0**	**NA**	**0**	**NA**	**149**	**-80.5%**	**0**	**NA**	**0**	**NA**	**456**	**6,531**	**-93.0%**	**0**	**NA**	**0**	**NA**	**456**	**6,742**	**-93.2%**
	LIKE ON LIKE	228	-91.6%	79	-97.4%	0	NA	0	NA	149	-80.5%	0	NA	0	NA	456	6,531	-93.0%	0	NA	0	NA	456	6,742	-93.2%

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ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
1923	CAMP HOPSON NEWBURY	986	-12.0%	1,348	-7.9%	363	NA	0	NA	55	-53.4%	0	NA	0	NA	2,752	2,783	-1.1%	25	NA	18	NA	2,795	2,783	0.4%
3395	ELYS WIMBLEDON	1,605	5.7%	2,197	10.8%	592	NA	0	NA	90	-43.8%	0	NA	0	NA	4,484	3,773	18.8%	97	NA	70	NA	4,651	3,773	23.3%
8740	JAMES SELBY LONDON	1,505	-6.9%	2,059	-2.6%	555	NA	0	NA	84	-50.6%	0	NA	0	NA	4,203	4,020	4.6%	128	NA	92	NA	4,423	4,020	10.0%
6944	MORLEYS BEXLEYHEATH	769	NA	1,052	NA	283	NA	0	NA	43	NA	0	NA	0	NA	2,147	0	NA	20	NA	14	NA	2,181	0	NA
6940	MORLEYS OF BRIXTON LTD LONDON	2,219	-23.6%	3,038	-19.9%	818	NA	0	NA	124	-59.3%	0	NA	0	NA	6,199	7,219	-14.1%	350	NA	254	NA	6,803	7,219	-5.8%
7575	PEARSONS ENFIELD	3,592	-17.7%	4,916	-13.8%	1,324	NA	0	NA	201	-56.2%	0	NA	0	NA	10,033	10,854	-7.6%	474	NA	343	NA	10,850	10,854	0.0%
8222	ROOMES UPMINSTER	993	-7.0%	1,358	-2.7%	366	NA	0	NA	55	-50.9%	0	NA	0	NA	2,772	2,656	4.4%	100	NA	72	NA	2,944	2,656	10.8%
	TOTAL	**11,669**	**-7.3%**	**15,968**	**-3.0%**	**4,301**	**NA**	**0**	**NA**	**652**	**-50.8%**	**0**	**NA**	**0**	**NA**	**32,590**	**31,305**	**4.1%**	**1,194**	**NA**	**863**	**NA**	**34,647**	**31,305**	**10.7%**
	LIKE ON LIKE	10,900	-13.4%	14,916	-9.4%	4,018	NA	0	NA	609	-54.0%	0	NA	0	NA	30,443	31,305	-2.8%	1,174	NA	849	NA	32,466	31,305	3.7%

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ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1326	BLISS SKIN & LASER HATCH END	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	2,501	NA	0	NA	0	NA	0	2,956	NA
9800	CUTTING COMPANY LOUGHBOROUGH	1,166	-40.2%	561	-20.5%	438	NA	0	NA	0	NA	0	NA	0	NA	2,165	2,766	-21.7%	126	-44.5%	209	NA	2,500	2,993	-16.5%
4985	HEAVEN SCENT BURTON ON TRENT	6,138	-32.8%	4,477	-3.9%	1,486	NA	0	NA	275	-42.2%	0	NA	(24)	-113.5%	12,352	14,495	-14.8%	0	NA	361	NA	12,713	15,232	-16.5%
9860	WARMAN & FREED LONDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	(119)	NA	0	NA	0	NA	0	(119)	NA
	TOTAL	**7,304**	**-43.7%**	**5,038**	**-17.2%**	**1,924**	**NA**	**0**	**NA**	**275**	**-16.2%**	**0**	**NA**	**-24**	**-111.1%**	**14,517**	**19,643**	**-26.1%**	**126**	**-91.1%**	**570**	**NA**	**15,213**	**21,062**	**-27.8%**
	LIKE ON LIKE	7,304	-34.1%	5,038	-6.1%	1,924	NA	0	NA	275	-53.2%	0	NA	(24)	-113.5%	14,517	17,261	-15.9%	126	-86.9%	570	NA	15,213	18,225	-16.5%

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ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1326	BLISS SKIN & LASER HATCH END	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	4,466	NA	0	NA	0	NA	0	4,772	NA
9800	CUTTING COMPANY LOUGHBOROUGH	1,235	-55.8%	1,600	-56.2%	299	NA	0	NA	79	-73.1%	2	-91.3%	7	-96.2%	3,222	6,946	-53.6%	273	NA	104	NA	3,599	6,946	-48.2%
4985	HEAVEN SCENT BURTON ON TRENT	7,636	-18.2%	9,917	-18.7%	1,874	NA	0	NA	493	-49.7%	15	-79.7%	49	-92.1%	19,984	23,217	-13.9%	1,008	7.9%	613	NA	21,605	24,151	-10.5%
9860	WARMAN & FREED LONDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	3,077	NA	0	NA	0	NA	0	3,077	NA
	TOTAL	**8,871**	**-48.6%**	**11,517**	**-35.1%**	**2,173**	**NA**	**0**	**NA**	**572**	**-61.4%**	**17**	**-83.2%**	**56**	**-94.9%**	**23,206**	**37,706**	**-38.5%**	**1,281**	**3.3%**	**717**	**NA**	**25,204**	**38,946**	**-35.3%**
	LIKE ON LIKE	8,871	-26.9%	11,517	-27.3%	2,173	NA	0	NA	572	-55.1%	17	-82.5%	56	-93.0%	23,206	30,163	-23.1%	1,281	37.2%	717	NA	25,204	31,097	-19.0%

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ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1326	BLISS SKIN & LASER HATCH END	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
9800	CUTTING COMPANY LOUGHBOROUGH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	873	NA	0	NA	0	NA	0	873	NA
4985	HEAVEN SCENT BURTON ON TRENT	350	-77.3%	620	-34.7%	0	NA	0	NA	70	204.3%	0	NA	0	NA	1,040	2,550	-59.2%	0	NA	0	NA	1,040	2,550	-59.2%
9860	WARMAN & FREED LONDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL	**350**	**-82.4%**	**620**	**-54.9%**	**0**	**NA**	**0**	**NA**	**70**	**204.3%**	**0**	**NA**	**0**	**NA**	**1,040**	**3,423**	**-69.6%**	**0**	**NA**	**0**	**NA**	**1,040**	**3,423**	**-69.6%**
	LIKE ON LIKE	350	-82.4%	620	-54.9%	0	NA	0	NA	70	204.3%	0	NA	0	NA	1,040	3,423	-69.6%	0	NA	0	NA	1,040	3,423	-69.6%

NUMBER OF OPEN DOORS **2**

MONTH - RETAIL

ACT NBER	NAME OF STORE:	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		CFG TOTAL		
		2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr	2017	% Incr	2017	% Incr	2017	2016	% Incr
1326	BLISS SKIN & LASER HATCH END	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
9800	CUTTING COMPANY LOUGHBOROUGH	337	-21.3%	461	-17.5%	124	NA	0	NA	19	-57.8%	0	NA	0	NA	941	1,064	-11.6%	25	NA	18	NA	984	1,064	-7.5%
4985	HEAVEN SCENT BURTON ON TRENT	1,858	80.0%	2,543	88.6%	685	NA	0	NA	104	-3.7%	0	NA	0	NA	5,190	2,565	102.3%	309	NA	224	NA	5,723	2,565	123.1%
9860	WARMAN & FREED LONDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL	**2,195**	**50.3%**	**3,004**	**57.5%**	**809**	**NA**	**0**	**NA**	**123**	**-19.6%**	**0**	**NA**	**0**	**NA**	**6,131**	**3,629**	**68.9%**	**334**	**NA**	**242**	**NA**	**6,707**	**3,629**	**84.8%**
	LIKE ON LIKE	2,195	50.3%	3,004	57.5%	809	NA	0	NA	123	-19.6%	0	NA	0	NA	6,131	3,629	68.9%	334	NA	242	NA	6,707	3,629	84.8%

NUMBER OF OPEN DOORS **2**

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ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
8672	SELFRIDGES BIRMINGHAM	7,659	-41.1%	16,316	-23.7%	3,055	NA	0	NA	1,562	-60.8%	342	36.3%	0	NA	28,934	39,723	-27.2%	9,027	-27.4%	207	NA	38,168	52,160	-26.8%
8670	SELFRIDGES LONDON	15,202	-62.2%	40,440	-29.2%	5,203	NA	0	NA	6,970	-35.1%	1,241	-51.1%	0	NA	69,056	118,767	-41.9%	2,581	-86.9%	0	NA	71,637	138,421	-48.2%
8671	SELFRIDGES MANCHESTER EXCHANGE SQUARE	2,471	454.0%	1,215	-14.6%	1,433	NA	0	NA	0	NA	0	NA	0	NA	5,119	1,916	167.2%	0	NA	0	NA	5,119	1,916	167.2%
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	11,996	-49.0%	20,294	-33.0%	3,012	NA	0	NA	2,135	-61.8%	280	-52.9%	(56)	-102.7%	37,661	62,098	-39.4%	1,865	-55.9%	0	NA	39,526	66,323	-40.4%
8681	SELFRIDGES HEAD OFFICE ACCOUNTS	(1,233)	-71.0%	(629)	-80.2%	0	NA	0	NA	(469)	-8.8%	0	NA	(181)	NA	(2,512)	(1,501)	-67.4%	0	NA	0	NA	(2,512)	(1,501)	-67.4%
8683	SELFRIDGES.CO.UK	3,701	-66.6%	7,018	-50.4%	3,117	NA	0	NA	1,859	-6.5%	186	-58.3%	0	NA	15,881	28,122	-43.5%	527	-93.7%	2,590	NA	18,998	36,445	-47.9%
	TOTAL	**39,796**	**-54.5%**	**84,654**	**-31.7%**	**15,820**	**NA**	**0**	**NA**	**12,057**	**-45.0%**	**2,049**	**-46.5%**	**-237**	**-102.0%**	**154,139**	**249,125**	**-38.1%**	**14,000**	**-68.6%**	**2,797**	**NA**	**170,936**	**293,764**	**-41.8%**
	LIKE ON LIKE	22,123	-52.8%	42,999	-34.3%	9,184	NA	0	NA	5,087	-54.3%	808	-37.5%	(237)	-106.5%	79,964	128,442	-37.7%	11,419	-54.3%	2,797	NA	94,180	153,427	-38.6%

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ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
8672	SELFRIDGES BIRMINGHAM	14,509	-44.2%	28,224	-28.9%	5,577	NA	0	NA	4,257	-58.7%	464	-31.7%	115	-94.6%	53,146	78,790	-32.5%	21,789	1.4%	1,464	NA	76,399	100,269	-23.8%
8670	SELFRIDGES LONDON	39,914	-51.5%	90,694	-24.3%	5,924	NA	0	NA	14,920	-49.5%	2,697	-51.7%	0	NA	154,149	256,021	-39.8%	7,611	-81.9%	0	NA	161,760	298,086	-45.7%
8671	SELFRIDGES MANCHESTER EXCHANGE SQUARE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	3,755	NA	0	NA	0	NA	0	3,755	NA
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	29,325	-41.3%	49,473	-8.8%	9,861	NA	0	NA	7,286	-41.0%	535	-58.7%	20	-99.6%	96,500	122,426	-21.2%	5,300	-36.7%	1,803	NA	103,603	130,797	-20.8%
8681	SELFRIDGES HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
8683	SELFRIDGES.CO.UK	14,199	-14.7%	17,498	-19.5%	3,282	NA	0	NA	974	-44.3%	76	-40.2%	111	-90.0%	36,140	41,361	-12.6%	2,292	2.0%	695	NA	39,127	43,607	-10.3%
	TOTAL	**97,947**	**-44.5%**	**185,889**	**-21.5%**	**24,644**	**NA**	**0**	**NA**	**27,437**	**-49.7%**	**3,772**	**-51.1%**	**246**	**-99.1%**	**339,935**	**502,353**	**-32.3%**	**36,992**	**-50.1%**	**3,962**	**NA**	**380,889**	**576,514**	**-33.9%**
	LIKE ON LIKE	58,033	-37.3%	95,195	-17.7%	18,720	NA	0	NA	12,517	-48.7%	1,075	-48.8%	246	-96.9%	185,786	242,577	-23.4%	29,381	-8.5%	3,962	NA	219,129	274,673	-20.2%

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SELFRIDGES GROUP

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8672	SELFRIDGES BIRMINGHAM	1,138	190.3%	1,592	-55.8%	317	NA	0	NA	202	-35.7%	78	NA	0	NA	3,327	4,308	-22.8%	0	NA	0	NA	3,327	4,308	-22.8%
8670	SELFRIDGES LONDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	8,582	NA	0	NA	0	NA	0	11,237	NA
8671	SELFRIDGES MANCHESTER EXCHANGE SQUARE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	1,326	88.9%	265	-89.9%	1,047	NA	0	NA	181	41.4%	0	NA	0	NA	2,819	3,554	-20.7%	0	NA	0	NA	2,819	4,174	-32.5%
8681	SELFRIDGES HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
8683	SELFRIDGES.CO.UK	919	235.4%	2,935	-3.7%	1,281	NA	0	NA	618	77.1%	0	NA	0	NA	5,753	3,764	52.8%	0	NA	0	NA	5,753	4,054	41.9%
	TOTAL	**3,383**	**-33.3%**	**4,792**	**-66.0%**	**2,645**	**NA**	**0**	**NA**	**1,001**	**18.6%**	**78**	**-58.1%**	**0**	**NA**	**11,899**	**20,208**	**-41.1%**	**0**	**NA**	**0**	**NA**	**11,899**	**23,773**	**-49.9%**
	LIKE ON LIKE	3,383	147.3%	4,792	-48.4%	2,645	NA	0	NA	1,001	26.5%	78	-58.1%	0	NA	11,899	11,626	2.3%	0	NA	0	NA	11,899	12,536	-5.1%

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8672	SELFRIDGES BIRMINGHAM	2,200	-73.2%	3,012	-73.2%	812	NA	0	NA	123	-87.5%	0	NA	0	NA	6,147	21,021	-70.8%	487	-87.3%	353	NA	6,987	24,841	-71.9%
8670	SELFRIDGES LONDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	34,601	NA	0	NA	0	NA	0	42,629	NA
8671	SELFRIDGES MANCHESTER EXCHANGE SQUARE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	6,352	-40.8%	7,260	-38.8%	3,365	NA	0	NA	826	-58.2%	93	-63.8%	0	NA	17,896	25,350	-29.4%	0	NA	220	NA	18,116	28,726	-36.9%
8681	SELFRIDGES HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
8683	SELFRIDGES.CO.UK	3,874	-22.2%	5,303	-18.5%	1,429	NA	0	NA	216	-58.7%	0	NA	0	NA	10,822	12,376	-12.6%	270	-82.4%	195	NA	11,287	13,909	-18.9%
	TOTAL	**12,426**	**-66.7%**	**15,575**	**-66.4%**	**5,606**	**NA**	**0**	**NA**	**1,165**	**-82.0%**	**93**	**-92.3%**	**0**	**NA**	**34,865**	**93,348**	**-62.7%**	**757**	**-95.5%**	**768**	**NA**	**36,390**	**110,105**	**-66.9%**
	LIKE ON LIKE	12,426	-48.0%	15,575	-47.4%	5,606	NA	0	NA	1,165	-66.6%	93	-83.0%	0	NA	34,865	58,747	-40.7%	757	-91.3%	768	NA	36,390	67,476	-46.1%

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THE FRAGRANCE SHOP

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4107	THE FRAGRANCE SHOP MANCHESTER	1,054,921	3.5%	1,761,539	11.9%	596,393	NA	0	NA	68,656	-16.6%	3,899	-36.4%	0	NA	3,485,408	2,690,967	29.5%	140,840	-40.1%	78,791	NA	3,705,039	2,926,254	26.6%
4108	THE FRAGRANCE SHOP MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
4106	TFS BUYING LTD (H/O)	(5,377)	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(5,377)	0	NA	0	NA	0	NA	(5,377)	0	NA
4109	TFS BUYING EXPENSE ACCOUNT (H/O)	(82,982)	-24.6%	(1,883)	-176.5%	0	NA	0	NA	(446)	45.1%	0	NA	0	NA	(85,311)	(68,086)	-25.3%	0	NA	0	NA	(85,311)	(68,086)	-25.3%
	TOTAL	**966,562**	**1.5%**	**1,759,656**	**11.8%**	**596,393**	**NA**	**0**	**NA**	**68,210**	**-16.3%**	**3,899**	**-36.4%**	**0**	**NA**	**3,394,720**	**2,622,881**	**29.4%**	**140,840**	**-40.1%**	**78,791**	**NA**	**3,614,351**	**2,858,168**	**26.5%**
	LIKE ON LIKE	966,562	1.5%	1,759,656	11.8%	596,393	NA	0	NA	68,210	-16.3%	3,899	-36.4%	0	NA	3,394,720	2,622,881	29.4%	140,840	-40.1%	78,791	NA	3,614,351	2,858,168	26.5%

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4107	THE FRAGRANCE SHOP MANCHESTER	1,731,495	-0.1%	3,198,301	13.7%	669,404	NA	0	NA	137,528	-9.5%	3,815	-5.4%	3,063	-69.2%	5,743,616	4,712,760	21.9%	237,800	-4.5%	30,719	NA	6,012,135	4,961,759	21.2%
4108	THE FRAGRANCE SHOP MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
4106	TFS BUYING LTD (H/O)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
4109	TFS BUYING EXPENSE ACCOUNT (H/O)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL	**1,731,495**	**-0.1%**	**3,198,301**	**13.7%**	**669,404**	**NA**	**0**	**NA**	**137,528**	**-9.5%**	**3,815**	**-5.4%**	**3,063**	**-69.2%**	**5,743,616**	**4,712,760**	**21.9%**	**237,800**	**-4.5%**	**30,719**	**NA**	**6,012,135**	**4,961,759**	**21.2%**
	LIKE ON LIKE	1,731,495	-0.1%	3,198,301	13.7%	669,404	NA	0	NA	137,528	-9.5%	3,815	-5.4%	3,063	-69.2%	5,743,616	4,712,760	21.9%	237,800	-4.5%	30,719	NA	6,012,135	4,961,759	21.2%

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4107	THE FRAGRANCE SHOP MANCHESTER	129,068	-22.8%	161,064	-19.0%	5,783	NA	0	NA	1,493	-72.7%	0	NA	0	NA	297,408	370,443	-19.7%	2,570	-69.2%	0	NA	299,978	378,794	-20.8%
4108	THE FRAGRANCE SHOP MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
4106	TFS BUYING LTD (H/O)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
4109	TFS BUYING EXPENSE ACCOUNT (H/O)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL	**129,068**	**-22.8%**	**161,064**	**-19.0%**	**5,783**	**NA**	**0**	**NA**	**1,493**	**-72.7%**	**0**	**NA**	**0**	**NA**	**297,408**	**370,443**	**-19.7%**	**2,570**	**-69.2%**	**0**	**NA**	**299,978**	**378,794**	**-20.8%**
	LIKE ON LIKE	129,068	-22.8%	161,064	-19.0%	5,783	NA	0	NA	1,493	-72.7%	0	NA	0	NA	297,408	370,443	-19.7%	2,570	-69.2%	0	NA	299,978	378,794	-20.8%

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4107	THE FRAGRANCE SHOP MANCHESTER	673,885	18.2%	1,382,125	30.8%	309,442	NA	0	NA	29,690	-23.5%	504	-79.2%	26	-96.9%	2,395,672	1,668,779	43.6%	38,515	-43.0%	6,360	NA	2,440,547	1,736,346	40.6%
4108	THE FRAGRANCE SHOP MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
4106	TFS BUYING LTD (H/O)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
4109	TFS BUYING EXPENSE ACCOUNT (H/O)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL	**673,885**	**18.2%**	**1,382,125**	**30.8%**	**309,442**	**NA**	**0**	**NA**	**29,690**	**-23.5%**	**504**	**-79.2%**	**26**	**-96.9%**	**2,395,672**	**1,668,779**	**43.6%**	**38,515**	**-43.0%**	**6,360**	**NA**	**2,440,547**	**1,736,346**	**40.6%**
	LIKE ON LIKE	673,885	18.2%	1,382,125	30.8%	309,442	NA	0	NA	29,690	-23.5%	504	-79.2%	26	-96.9%	2,395,672	1,668,779	43.6%	38,515	-43.0%	6,360	NA	2,440,547	1,736,346	40.6%

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7776	PERFUME SHOP DUNSTABLE	2,404,237	-2.3%	3,271,575	-3.1%	887,563	NA	0	NA	183,995	24.0%	20,433	NA	0	NA	6,767,803	6,055,324	11.8%	207,545	-37.8%	90,249	NA	7,065,597	6,388,757	10.6%
7777	PERFUME SHOP HIGH WYCOMBE	(19)	99.5%	0	NA	0	NA	0	NA	0	NA	(16)	NA	0	NA	(35)	(10,924)	99.7%	0	NA	0	NA	(35)	(10,924)	99.7%
7779	PERFUME SHOP (GIFT SETS) HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	(45)	NA
7778	PERFUME SHOP (BASICS) HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
7774	THE PERFUME SHOP EXPENSE ACCOUNT	(33,270)	85.5%	(115,077)	-153.5%	0	NA	0	NA	(2,643)	70.5%	0	NA	0	NA	(150,990)	(288,623)	47.7%	0	NA	0	NA	(150,990)	(288,623)	47.7%
	TOTAL GB STORE	2,370,948	6.4%	3,156,498	-5.0%	887,563	NA	0	NA	181,352	30.2%	20,417	NA	0	NA	6,616,778	5,755,777	15.0%	207,545	-37.7%	90,249	NA	6,914,572	6,089,165	13.6%
7782	THE PERFUME SHOP NI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL NI STORE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL	**2,370,948**	**6.4%**	**3,156,498**	**-5.0%**	**887,563**	**NA**	**0**	**NA**	**181,352**	**30.2%**	**20,417**	**NA**	**0**	**NA**	**6,616,778**	**5,755,777**	**15.0%**	**207,545**	**-37.7%**	**90,249**	**NA**	**6,914,572**	**6,089,165**	**13.6%**
	LIKE ON LIKE	2,370,948	6.4%	3,156,498	-5.0%	887,563	NA	0	NA	181,352	30.2%	20,417	NA	0	NA	6,616,778	5,755,777	15.0%	207,545	-37.7%	90,249	NA	6,914,572	6,089,165	13.6%

NUMBER OF OPEN DOORS **215**

YEAR TO DATE - RETAIL

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
7776	PERFUME SHOP DUNSTABLE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
7777	PERFUME SHOP HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
7779	PERFUME SHOP (GIFT SETS) HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
7778	PERFUME SHOP (BASICS) HIGH WYCOMBE	3,525,074	-13.7%	5,405,450	4.9%	909,401	NA	0	NA	289,280	-10.0%	3,735	NA	8,222	-94.2%	10,141,162	9,699,852	4.5%	284,726	-30.8%	30,443	NA	10,456,331	10,111,151	3.4%
7774	THE PERFUME SHOP EXPENSE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL GB STORE	3,525,074	-13.7%	5,405,450	4.9%	909,401	NA	0	NA	289,280	-10.0%	3,735	NA	8,222	-94.2%	10,141,162	9,699,852	4.5%	284,726	-30.8%	30,443	NA	10,456,331	10,111,151	3.4%
7782	THE PERFUME SHOP NI	182,133	-22.2%	314,747	1.2%	44,627	NA	0	NA	7,007	-13.5%	97	NA	509	-96.1%	549,120	566,531	-3.1%	18,112	-53.8%	2,230	NA	569,462	605,707	-6.0%
	TOTAL NI STORE	182,133	-22.2%	314,747	1.2%	44,627	NA	0	NA	7,007	-13.5%	97	NA	509	-96.1%	549,120	566,531	-3.1%	18,112	-53.8%	2,230	NA	569,462	605,707	-6.0%
	TOTAL	**3,707,207**	**-14.1%**	**5,720,197**	**4.7%**	**954,028**	**NA**	**0**	**NA**	**296,287**	**-10.1%**	**3,832**	**NA**	**8,731**	**-94.3%**	**10,690,282**	**10,266,383**	**4.1%**	**302,838**	**-32.8%**	**32,673**	**NA**	**11,025,793**	**10,716,858**	**2.9%**
	LIKE ON LIKE	3,707,207	-14.1%	5,720,197	4.7%	954,028	NA	0	NA	296,287	-10.1%	3,832	NA	8,731	-94.3%	10,690,282	10,266,383	4.1%	302,838	-32.8%	32,673	NA	11,025,793	10,716,858	2.9%

NUMBER OF OPEN DOORS **215**

CLARINS FRAGRANCE GROUP

THE PERFUME SHOP

STORES GROUP REPORT

2017 vs 2016

MONTH OF DECEMBER

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
7776	PERFUME SHOP DUNSTABLE	272,148	-11.8%	349,468	-51.1%	58,788	NA	0	NA	11,370	-32.1%	540	NA	0	NA	692,314	1,039,761	-33.4%	4,249	-83.0%	903	NA	697,466	1,064,791	-34.5%
7777	PERFUME SHOP HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
7779	PERFUME SHOP (GIFT SETS) HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
7778	PERFUME SHOP (BASICS) HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
7774	THE PERFUME SHOP EXPENSE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL GB STORE	272,148	-11.8%	349,468	-51.1%	58,788	NA	0	NA	11,370	-32.1%	540	NA	0	NA	692,314	1,039,761	-33.4%	4,249	-83.0%	903	NA	697,466	1,064,791	-34.5%
7782	THE PERFUME SHOP NI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL NI STORE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL	**272,148**	**-11.8%**	**349,468**	**-51.1%**	**58,788**	**NA**	**0**	**NA**	**11,370**	**-32.1%**	**540**	**NA**	**0**	**NA**	**692,314**	**1,039,761**	**-33.4%**	**4,249**	**-83.0%**	**903**	**NA**	**697,466**	**1,064,791**	**-34.5%**
	LIKE ON LIKE	272,148	-11.8%	349,468	-51.1%	58,788	NA	0	NA	11,370	-32.1%	540	NA	0	NA	692,314	1,039,761	-33.4%	4,249	-83.0%	903	NA	697,466	1,064,791	-34.5%

NUMBER OF OPEN DOORS **215**

MONTH - RETAIL

ACT NBER	NAME OF STORE:	ANGEL 2017	ANGEL % Incr	ALIEN 2017	ALIEN % Incr	AURA MUGLER 2017	AURA MUGLER % Incr	LES EXCEPTIONS 2017	LES EXCEPTIONS % Incr	A*MEN 2017	A*MEN % Incr	COLOGNE 2017	COLOGNE % Incr	OTHERS 2017	OTHERS % Incr	MUGLER TOTAL 2017	MUGLER TOTAL 2016	MUGLER TOTAL % Incr	WANTED 2017	WANTED % Incr	CHROME PURE 2017	CHROME PURE % Incr	CFG TOTAL 2017	CFG TOTAL 2016	CFG TOTAL % Incr
7776	PERFUME SHOP DUNSTABLE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
7777	PERFUME SHOP HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
7779	PERFUME SHOP (GIFT SETS) HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
7778	PERFUME SHOP (BASICS) HIGH WYCOMBE	1,153,997	-20.8%	1,959,306	-3.8%	395,475	NA	0	NA	76,012	-17.0%	1,459	NA	182	-99.5%	3,586,431	3,624,061	-1.0%	50,405	-67.0%	8,312	NA	3,645,148	3,776,902	-3.5%
7774	THE PERFUME SHOP EXPENSE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA
	TOTAL GB STORE	1,153,997	-20.8%	1,959,306	-3.8%	395,475	NA	0	NA	76,012	-17.0%	1,459	NA	182	-99.5%	3,586,431	3,624,061	-1.0%	50,405	-67.0%	8,312	NA	3,645,148	3,776,902	-3.5%
7782	THE PERFUME SHOP NI	64,075	-31.8%	132,424	-9.7%	20,899	NA	0	NA	2,054	-21.9%	40	NA	0	NA	219,492	246,287	-10.9%	3,297	-81.8%	713	NA	223,502	264,435	-15.5%
	TOTAL NI STORE	64,075	-31.8%	132,424	-9.7%	20,899	NA	0	NA	2,054	-21.9%	40	NA	0	NA	219,492	246,287	-10.9%	3,297	-81.8%	713	NA	223,502	264,435	-15.5%
	TOTAL	**1,218,072**	**-21.5%**	**2,091,730**	**-4.2%**	**416,374**	**NA**	**0**	**NA**	**78,066**	**-17.1%**	**1,499**	**NA**	**182**	**-99.6%**	**3,805,923**	**3,870,348**	**-1.7%**	**53,702**	**-68.6%**	**9,025**	**NA**	**3,868,650**	**4,041,337**	**-4.3%**
	LIKE ON LIKE	1,218,072	-21.5%	2,091,730	-4.2%	416,374	NA	0	NA	78,066	-17.1%	1,499	NA	182	-99.6%	3,805,923	3,870,348	-1.7%	53,702	-68.6%	9,025	NA	3,868,650	4,041,337	-4.3%

NUMBER OF OPEN DOORS **215**