

FEBRUARY YTD
INTERNET ACCOUNTS

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

YEAR TO DATE - RETAIL

ACT NBER		NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		CFG TOTAL		
			2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
1621	BOOTS.COM NOTTINGHAM	27,653	-45.3%	1,689	-38.7%	35,009	-24.5%	17,000	NA	NULL	NA	0	NA	0	NA	81,351	99,686	-18.4%	6,798	81.5%	2,075	NA	0	NA	90,224	103,431	-12.8%	
3093	DEBENHAMS.COM SHERBURN	27,256	-33.6%	2,963	3.6%	20,436	9.9%	29,747	NA	0	NA	403	-43.4%	24	NA	80,829	63,207	27.9%	8,705	42.8%	757	NA	0	NA	90,315	69,302	30.3%	
5314	HOF.CO.UK	10,698	189.6%	1,213	-40.7%	7,899	10.5%	1,069	NA	0	NA	155	150.0%	0	NA	21,034	12,948	62.4%	2,480	920.6%	685	NA	34	NA	24,199	13,191	83.5%	
10675	MUGLER STORE.COM	21,683	-6.6%	4,706	-59.0%	25,024	45.8%	4,620	NA	1,038	NA	595	-31.5%	1,659	-79.4%	59,325	60,759	-2.4%	0	NA	0	NA	0	NA	59,325	62,041	-4.4%	
8683	SELFRIDGES.CO.UK	3,135	111.8%	175	20.7%	4,284	131.3%	1,154	NA	0	NA	0	NA	0	NA	8,748	3,568	145.2%	572	-2.4%	414	NA	0	NA	9,734	4,154	134.3%	
SUB-TOTAL		90,425	-24.7%	10,746	-44.2%	92,652	1.7%	53,590	NA	1,038	NA	1,153	-30.2%	1,683	-79.3%	251,287	240,168	4.6%	18,555	73.9%	3,931	NA	34	NA	273,797	252,119	8.6%	
OTHER / NON SEPERATED TRADE ACCOUNTS																												
47550	HARRODS.COM LONDON	541	-10.0%	48	71.4%	211	31.1%	0	NA	555	-62.4%	0	NA	0	NA	1,355	5,280	-74.3%	0	NA	0	NA	0	NA	1,355	5,280	-74.3%	
5813	JOHN LEWIS.COM MAGNA PARK	12,826	12.3%	2,316	30.8%	13,300	-8.9%	4,471	NA	0	NA	0	NA	0	NA	32,913	27,784	18.5%	1,401	20.6%	43	NA	0	NA	34,357	28,946	18.7%	
TOTAL		103,792	-21.4%	13,110	-37.8%	106,163	0.3%	58,061	NA	1,593	7.9%	1,153	-30.2%	1,683	-84.9%	285,555	273,232	4.5%	19,956	68.7%	3,974	NA	34	NA	309,509	286,345	8.1%	

**MONTH OF FEBRUARY
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MONTH - RETAIL

ACT	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		CFG TOTAL			
NBER		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	
1621	BOOTS.COM NOTTINGHAM	10,416	-40.9%	795	-12.2%	18,238	37.0%	3,884	NA	NULL	NA	0	NA	0	NA	33,333	31,847	4.7%	751	-32.9%	376	NA	0	NA	34,460	32,966	4.5%	
3093	DEBENHAMS.COM SHERBURN	14,204	-41.6%	1,614	-18.0%	9,818	-22.4%	13,307	NA	0	NA	93	-76.9%	24	NA	39,060	39,329	-0.7%	1,439	-58.7%	467	NA	0	NA	40,990	42,814	-4.3%	
5314	HOF.CO.UK	2,231	5.1%	822	13.2%	4,692	8.6%	533	NA	0	NA	155	NA	0	NA	8,433	7,169	17.6%	1,489	848.4%	348	NA	34	NA	10,270	7,326	40.2%	
10675	MUGLER STORE.COM	6,771	-27.3%	1,554	-66.9%	8,333	33.4%	2,603	NA	586	NA	289	-38.2%	1,028	-74.2%	21,164	24,713	-14.4%	0	NA	0	NA	0	NA	21,164	25,703	-17.7%	
8683	SELFRIDGES.CO.UK	544	-3.5%	30	-38.8%	743	12.4%	200	NA	0	NA	0	NA	0	NA	1,517	1,298	16.9%	94	-78.6%	68	NA	0	NA	1,679	1,738	-3.4%	
SUB-TOTAL		34,166	-36.7%	4,815	-42.3%	41,824	12.5%	20,527	NA	586	NA	537	-38.5%	1,052	-73.8%	103,507	104,356	-0.8%	3,773	-27.5%	1,259	NA	34	NA	108,563	110,547	-1.8%	
OTHER / NON SEPERATED TRADE ACCOUNTS																												
47550	HARRODS.COM LONDON	482	447.7%	48	NA	137	307.6%	0	NA	420	-22.2%	0	NA	0	NA	1,087	562	93.4%	0	NA	0	NA	0	NA	1,087	562	93.4%	
5813	JOHN LEWIS.COM MAGNA PARK	6,398	3.8%	1,193	73.9%	7,466	16.1%	2,055	NA	0	NA	0	NA	0	NA	17,112	13,280	28.9%	736	-15.9%	0	NA	0	NA	17,848	14,155	26.1%	
TOTAL		41,046	-31.8%	6,056	-33.0%	49,427	13.5%	22,582	NA	1,006	86.3%	537	-38.5%	1,052	-73.8%	121,706	118,198	3.0%	4,509	-25.8%	1,259	NA	34	NA	127,498	125,264	1.8%	