

**FEBRUARY YTD
INTERNET
ACCOUNTS**

**CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		A'MEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		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	0	NA	0	NA	230	NA	0	NA	0	NA	0	NA	0	NA	230	4,052	-94.3%	0	NA	0	NA	0	NA	230	4,052	-94.3%
3093	DEBENHAMS.COM SHERBURN	6,652	-29.0%	1,118	-51.5%	6,680	-41.5%	58	NA	0	NA	34	NA	0	NA	14,542	23,099	-37.0%	0	NA	0	NA	0	NA	14,542	23,099	-37.0%
5314	HOF.CO.UK	1,280	30.6%	301	-13.3%	2,945	-2.4%	117	NA	0	NA	0	NA	0	NA	4,643	4,344	6.9%	28	-88.6%	426	NA	340	NA	5,437	4,589	18.5%
10675	MUGLER STORE.COM	11,294	-41.6%	2,451	-74.4%	13,033	-8.9%	2,406	NA	541	-44.5%	310	-57.2%	864	-87.1%	30,899	51,607	-40.1%	0	NA	0	NA	0	NA	30,899	51,607	-40.1%
8683	SELFRIDGES.CO.UK	627	121.6%	116	NA	572	-24.9%	104	NA	0	NA	30	-51.6%	0	NA	1,449	1,107	30.9%	301	NA	0	NA	0	NA	1,750	1,107	58.1%
	SUB-TOTAL	19,853	-41.7%	3,986	-67.4%	23,460	-20.5%	2,685	NA	541	-44.5%	374	-52.4%	864	-87.1%	51,763	84,209	-38.5%	329	34.3%	426	NA	340	NA	52,858	84,454	-37.4%
	OTHER / NON SEPERATED TRADE ACCOUNTS																										
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	NA	0	0	NA
5813	JOHN LEWIS.COM MAGNA PARK	3,048	-42.4%	317	-38.4%	4,278	-46.8%	867	NA	0	NA	0	NA	0	NA	8,510	13,702	-37.9%	38	-96.8%	0	NA	0	NA	8,548	14,899	-42.6%
	TOTAL	22,901	-41.8%	4,303	-66.2%	27,738	-26.1%	3,552	NA	541	-44.5%	374	-52.4%	864	-86.8%	60,273	97,911	-38.4%	367	-74.5%	426	NA	340	NA	61,406	99,353	-38.2%

MONTH OF FEBRUARY
INTERNET ACCOUNTS

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STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		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	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	4,052	NA	0	NA	0	NA	0	NA	0	4,052	NA
3093	DEBENHAMS.COM SHERBURN	222	-88.5%	210	-75.7%	357	-94.7%	0	NA	0	NA	34	NA	0	NA	823	9,485	-91.3%	0	NA	0	NA	0	NA	823	9,485	-91.3%
5314	HOF.CO.UK	853	50.4%	301	181.3%	1,498	160.1%	117	NA	0	NA	0	NA	0	NA	2,769	1,250	121.5%	28	NA	426	NA	340	NA	3,563	1,250	185.0%
10675	MUGLER STORE.COM	3,527	-54.5%	809	-79.3%	4,340	-16.6%	1,356	NA	305	-59.1%	151	-61.4%	536	-83.9%	11,023	21,341	-48.3%	0	NA	0	NA	0	NA	11,023	21,341	-48.3%
8683	SELFRIDGES.CO.UK	343	217.6%	47	NA	225	-10.0%	69	NA	0	NA	30	NA	0	NA	714	358	99.4%	301	NA	0	NA	0	NA	1,015	358	183.5%
	SUB-TOTAL	4,945	-65.7%	1,367	-72.0%	6,420	-49.5%	1,542	NA	305	-59.1%	215	-45.0%	536	-83.9%	15,329	36,486	-58.0%	329	NA	426	NA	340	NA	16,424	36,486	-55.0%
	OTHER / NON SEPERATED TRADE ACCOUNTS																										
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	NA	0	0	NA
5813	JOHN LEWIS.COM MAGNA PARK	1,023	-67.3%	250	-10.1%	3,663	-13.1%	690	NA	0	NA	0	NA	0	NA	5,626	7,473	-24.7%	11	-97.4%	0	NA	0	NA	5,637	7,902	-28.7%
	TOTAL	5,968	-66.0%	1,617	-68.7%	10,083	-40.5%	2,232	NA	305	-59.1%	215	-45.0%	536	-83.1%	20,955	43,959	-52.3%	340	-20.7%	426	NA	340	NA	22,061	44,388	-50.3%