

**FEBRUARY YTD
SUMMARY**

**CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT**

2018 vs 2017
YEAR TO DATE - RETAIL

AREA MANAGER	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
AREA 55 CATRIONA RAFFERTY	12,559	-11.8%	708	16.4%	13,131	74.8%	3,734	NA	0	NA	93	181.8%	48	-88.9%	30,273	22,832	32.6%	2,859	-29.8%	1,398	NA	0	NA	34,578	26,907	28.5%
AREA 59 NICOLA AIRD	75,888	-7.7%	4,634	-28.0%	90,034	27.3%	28,970	NA	1,713	NA	743	-34.8%	0	NA	201,982	160,670	25.7%	12,646	-40.9%	6,206	NA	0	NA	220,834	182,108	21.3%
AREA 60 SAM POLLARD	113,789	17.4%	8,610	-14.0%	137,238	42.8%	37,677	NA	50	NA	441	-57.3%	30	-96.0%	297,835	204,760	45.5%	14,598	-35.6%	5,743	NA	0	NA	318,206	227,647	39.8%
AREA 61 SAMMY HUGHES	83,089	0.6%	5,973	4.3%	90,656	12.9%	25,131	NA	0	NA	360	-57.1%	24	-91.2%	205,233	169,729	20.9%	11,967	-31.3%	5,418	NA	34	NA	222,642	187,154	19.0%
AREA 63 MATTHEW BOURNE	113,717	6.7%	13,223	-23.3%	135,946	15.4%	22,661	NA	58,004	-21.2%	1,106	-55.5%	0	NA	344,657	346,783	-0.6%	16,135	-56.3%	12,204	NA	0	NA	372,996	383,673	-2.8%
AREA 65 BOOTS WAREHOUSE	70,209	-33.9%	200	-81.8%	89,410	-17.8%	24,033	NA	0	NA	0	NA	78	-93.0%	183,930	217,297	-15.4%	9,292	-59.2%	86	NA	0	NA	193,308	240,088	-19.5%
AREA 66 ANGELA WILSON	57,577	-11.5%	3,231	-29.7%	54,367	11.5%	14,690	NA	0	NA	146	-61.5%	0	NA	130,011	118,823	9.4%	8,741	-26.2%	2,930	NA	0	NA	141,682	130,662	8.4%
AREA 70 SAMANTHA LEACH	69,683	-16.9%	6,057	-4.8%	81,284	23.0%	21,998	NA	0	NA	845	33.7%	28	-91.7%	179,895	157,317	14.4%	16,113	-3.5%	4,565	NA	0	NA	200,589	174,069	15.2%
AREA 71 UMME RUMMAN	88,872	-10.2%	6,454	5.6%	105,631	27.0%	28,183	NA	0	NA	408	-21.2%	24	-97.1%	229,572	189,594	21.1%	14,851	-19.2%	4,961	NA	0	NA	249,408	208,243	19.8%
AREA 72 RENATA MILLER	81,285	-4.2%	5,852	-14.5%	87,420	31.8%	24,263	NA	59	NA	493	12.8%	24	-98.0%	199,396	159,662	24.9%	12,483	-31.9%	5,093	NA	0	NA	216,996	178,139	21.8%
AREA 88 THE PERFUME SHOP	402,228	24.7%	29,461	-2.1%	489,788	-8.0%	63,870	NA	0	NA	468	NA	0	NA	985,815	888,619	10.9%	35,396	-11.7%	5,378	NA	0	NA	1,026,589	928,689	10.5%
AREA 97 THE FRAGRANCE SHOP	137,736	22.5%	12,521	-20.9%	229,577	29.5%	37,682	NA	0	NA	329	6.1%	256	-51.0%	418,101	306,349	36.5%	22,596	11.1%	4,120	NA	0	NA	445,011	326,991	36.1%
INTERNET ACCOUNTS	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%
AREA 90 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	NA	0	0	NA
TOTAL	1,410,424	1.6%	110,034	-16.7%	1,710,645	9.6%	390,953	NA	61,419	-18.2%	6,585	-30.4%	2,195	-95.6%	3,692,255	3,215,667	14.8%	197,633	-24.8%	62,076	NA	68	NA	3,952,348	3,480,715	13.5%
TOTAL NORTHERN IRELAND	31,315	0.5%	1,358	-1.3%	35,333	1.0%	5,942	NA	0	NA	124	275.8%	48	-93.3%	74,120	68,292	8.5%	4,518	-28.2%	1,559	NA	0	NA	80,245	74,582	7.6%
TOTAL GB STORE	1,379,109	1.6%	108,676	-16.8%	1,675,312	9.8%	385,011	NA	61,419	-18.2%	6,461	-31.4%	2,147	-95.6%	3,618,135	3,147,375	15.0%	193,115	-24.7%	60,517	NA	68	NA	3,872,103	3,406,133	13.7%
TOTAL LIKE ON LIKE	1,374,805	-0.1%	108,945	-15.4%	1,655,269	7.7%	376,612	NA	61,419	-18.2%	6,523	-30.0%	2,195	-95.6%	3,585,768	3,176,577	12.9%	193,473	-24.1%	61,417	NA	68	NA	3,841,042	3,433,824	11.9%

NUMBER OF TRADING DOORS 1021

**MONTH OF FEBRUARY
SUMMARY**

**CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT**

2018 vs 2017

MONTH - RETAIL

AREA MANAGER	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
AREA 55 CATRIONA RAFFERTY	5,077	-32.3%	393	-13.4%	7,112	61.6%	2,053	NA	0	NA	62	3000.0%	0	NA	14,697	12,524	17.4%	1,100	-46.5%	918	NA	0	NA	16,715	14,581	14.6%
AREA 59 NICOLA AIRD	33,535	-12.4%	2,402	-19.8%	49,362	19.7%	10,600	NA	610	NA	384	-43.8%	0	NA	96,893	83,257	16.4%	4,063	-56.0%	2,293	NA	0	NA	103,249	92,513	11.6%
AREA 60 SAM POLLARD	59,293	24.1%	4,570	-15.8%	82,133	52.6%	20,228	NA	0	NA	121	-80.7%	0	NA	166,345	107,975	54.1%	5,275	-48.0%	2,529	NA	0	NA	174,149	118,188	47.3%
AREA 61 SAMMY HUGHES	35,949	-7.0%	3,162	18.1%	49,393	4.9%	11,950	NA	0	NA	236	-26.3%	0	NA	100,690	88,758	13.4%	5,656	-20.6%	2,947	NA	34	NA	109,293	95,882	14.0%
AREA 63 MATTHEW BOURNE	41,084	-16.9%	5,827	-30.2%	51,465	-9.9%	9,569	NA	21,116	-9.5%	635	-41.8%	0	NA	129,696	139,953	-7.3%	7,297	-37.4%	4,106	NA	0	NA	141,099	151,614	-6.9%
AREA 65 BOOTS WAREHOUSE	28,299	-34.0%	100	-85.7%	36,123	-31.0%	10,782	NA	0	NA	0	NA	40	-90.1%	75,344	96,336	-21.8%	4,641	-48.3%	115	NA	0	NA	80,100	105,313	-23.9%
AREA 66 ANGELA WILSON	25,675	-24.9%	1,608	-32.3%	28,855	-2.9%	6,093	NA	0	NA	0	NA	0	NA	62,231	66,564	-6.5%	3,250	-43.9%	1,121	NA	0	NA	66,602	72,359	-8.0%
AREA 70 SAMANTHA LEACH	31,711	-19.3%	2,721	-15.9%	45,032	21.0%	9,324	NA	0	NA	284	-32.9%	28	-84.6%	89,100	80,331	10.9%	5,618	-29.2%	2,486	NA	0	NA	97,220	88,311	10.1%
AREA 71 UMME RUMMAN	40,827	-14.1%	2,963	5.3%	56,904	25.0%	11,478	NA	0	NA	126	-45.2%	0	NA	112,298	96,335	16.6%	6,061	-8.3%	1,908	NA	0	NA	120,267	102,972	16.8%
AREA 72 RENATA MILLER	36,252	-11.7%	2,014	-32.2%	44,561	28.2%	12,727	NA	59	NA	276	45.3%	0	NA	95,889	79,365	20.8%	4,667	-42.0%	2,500	NA	0	NA	103,056	87,442	17.9%
AREA 88 THE PERFUME SHOP	216,025	25.1%	15,835	-0.7%	261,175	-11.8%	42,006	NA	0	NA	331	NA	0	NA	535,372	486,945	9.9%	20,924	-5.3%	3,319	NA	0	NA	559,615	509,044	9.9%
AREA 97 THE FRAGRANCE SHOP	73,313	16.6%	7,153	-17.0%	132,454	29.9%	24,032	NA	0	NA	109	-21.0%	111	-61.9%	237,172	173,896	36.4%	11,829	7.3%	2,401	NA	0	NA	251,492	185,103	35.9%
INTERNET ACCOUNTS	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%
AREA 90 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	NA	0	0	NA
TOTAL	668,086	-2.1%	54,804	-16.4%	893,996	5.8%	193,424	NA	22,791	-4.5%	3,101	-34.9%	1,231	-86.1%	1,837,433	1,630,437	12.7%	84,890	-27.3%	27,902	NA	68	NA	1,950,355	1,748,586	11.5%
TOTAL NORTHERN IRELAND	14,890	-8.9%	725	-27.1%	19,272	-1.4%	3,450	NA	0	NA	93	4550.0%	0	NA	38,430	37,184	3.4%	2,223	-38.5%	1,008	NA	0	NA	41,661	40,797	2.1%
TOTAL STORES LIKE ON LIKE	653,196	-1.9%	54,079	-16.3%	874,724	6.0%	189,974	NA	22,791	-4.5%	3,008	-36.8%	1,231	-85.6%	1,799,003	1,593,253	12.9%	82,667	-26.9%	26,894	NA	68	NA	1,908,694	1,707,789	11.8%
TOTAL LIKE ON LIKE	651,604	-3.8%	54,315	-15.6%	862,887	3.2%	187,238	NA	22,791	-4.5%	3,070	-33.8%	1,231	-86.1%	1,783,136	1,614,710	10.4%	83,097	-28.8%	27,551	NA	68	NA	1,893,914	1,732,760	9.3%

NUMBER OF TRADING DOORS 938

**FEBRUARY YTD
AREA 55 CATRIONA
RAFFERTY**

**REGIONAL MANAGER
JO MAVIN**

**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	2017	% 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
	ALL STORES	0	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
	SUB-TOTAL GB STORE	0	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
1854	BOOTS BELFAST BOUCHER ROAD	276	433	-36.3%	0	NA	1,034	72.0%	168	NA	NULL	NA	0	NA	0	NA	1,478	1,034	42.9%	59	37.2%	0	NA	0	NA	1,537	1,077	42.7%
1856	BOOTS BELFAST DONEGALL PLACE	1,730	3,039	-43.1%	0	NA	1,619	106.0%	793	NA	NULL	NA	0	NA	0	NA	4,142	3,825	8.3%	29	-96.7%	230	NA	0	NA	4,401	4,693	-6.2%
1501	BOOTS NI GROUP	2,081	1,010	106.0%	0	NA	2,025	93.0%	728	NA	NULL	NA	0	NA	0	NA	4,834	2,109	129.2%	86	-90.1%	0	NA	0	NA	4,920	2,974	65.4%
1768	CAMERONS BALLYMENA	123	237	-48.1%	0	NA	158	-4.8%	0	NA	0	NA	0	NA	0	NA	281	403	-30.3%	20	-85.5%	0	NA	0	NA	301	541	-44.4%
3254	DEBENHAMS BALLYMENA	605	469	29.0%	0	NA	368	172.6%	64	NA	0	NA	0	NA	0	NA	1,037	721	43.8%	37	-72.6%	0	NA	0	NA	1,074	856	25.5%
3256	DEBENHAMS BELFAST	2,935	3,504	-16.2%	276	11.3%	2,939	38.2%	435	NA	0	NA	0	NA	48	700.0%	6,633	5,887	12.7%	1,464	36.1%	419	NA	0	NA	8,564	6,963	23.0%
3257	DEBENHAMS CRAIGAVON	946	1,080	-12.4%	185	340.5%	743	17.9%	159	NA	0	NA	0	NA	0	NA	2,033	1,752	16.0%	144	-56.5%	269	NA	0	NA	2,446	2,083	17.4%
3258	DEBENHAMS LONDONDERRY	872	1,324	-34.1%	0	NA	689	23.7%	140	NA	0	NA	0	NA	0	NA	1,701	1,987	-14.4%	80	-7.0%	0	NA	0	NA	1,781	2,073	-14.1%
3259	DEBENHAMS NEWRY	530	1,456	-63.6%	32	0.0%	1,090	259.7%	237	NA	0	NA	0	NA	0	NA	1,889	1,791	5.5%	307	89.5%	130	NA	0	NA	2,326	1,953	19.1%
5273	HOUSE OF FRASER BELFAST	990	1,013	-2.3%	215	241.3%	1,392	83.9%	319	NA	0	NA	93	200.0%	0	NA	3,009	1,864	61.4%	604	62.8%	350	NA	0	NA	3,963	2,235	77.3%
6784	MENARYS RETAIL LTD BANGOR	429	361	18.8%	0	NA	446	586.2%	108	NA	0	NA	0	NA	0	NA	983	680	44.6%	0	NA	0	NA	0	NA	983	680	44.6%
6786	MENARYS RETAIL LTD COOKSTOWN	469	140	235.0%	0	NA	377	60.4%	134	NA	0	NA	0	NA	0	NA	980	497	97.2%	0	NA	0	NA	0	NA	980	497	97.2%
6787	MENARYS RETAIL LTD LISBURN	350	181	93.4%	0	NA	143	41.6%	122	NA	0	NA	0	NA	0	NA	615	282	118.1%	0	NA	0	NA	0	NA	615	282	118.1%
	SUB-TOTAL NI STORE	12,336	14,247	-13.4%	708	16.4%	13,023	73.4%	3,407	NA	0	NA	93	181.8%	48	-88.9%	29,615	22,832	29.7%	2,830	-30.6%	1,398	NA	0	NA	33,891	26,907	26.0%
	NEW ACCOUNTS																											
1934	BOOTS LONDONDERRY FOYLESIDE	223	0	NA	0	NA	108	NA	327	NA	NULL	NA	0	NA	0	NA	658	0	NA	29	NA	0	NA	0	NA	687	0	NA
	TOTAL	12,559	14,247	-11.8%	708	16.4%	13,131	74.8%	3,734	NA	0	NA	93	181.8%	48	-88.9%	30,273	22,832	32.6%	2,859	-29.8%	1,398	NA	0	NA	34,578	26,907	28.5%
	TOTAL NORTHERN IRELAND	12,559	14,247	-11.8%	708	16.4%	13,131	74.8%	3,734	NA	0	NA	93	181.8%	48	-88.9%	30,273	22,832	32.6%	2,859	-29.8%	1,398	NA	0	NA	34,578	26,907	28.5%

NUMBER OF DOORS TRADING

MONTH OF FEBRUARY
AREA 55 CATRIONA
RAFFERTY

REGIONAL MANAGER
JO MAVIN

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - 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
0		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
	SUB-TOTAL GB STORE	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
1854	BOOTS BELFAST BOUCHER ROAD	96	-59.1%	0	NA	740	85.5%	168	NA	NULL	NA	0	NA	0	NA	1,004	634	58.4%	59	37.2%	0	NA	0	NA	1,063	677	57.0%
1856	BOOTS BELFAST DONEGALL PLACE	739	4.1%	0	NA	810	64.0%	466	NA	NULL	NA	0	NA	0	NA	2,015	1,204	67.4%	0	NA	144	NA	0	NA	2,159	1,592	35.6%
1501	BOOTS NI GROUP	415	-37.0%	0	NA	719	24.6%	140	NA	NULL	NA	0	NA	0	NA	1,274	1,236	3.1%	72	-71.1%	0	NA	0	NA	1,346	1,485	-9.4%
1768	CAMERONS BALLYMENA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	101	NA	0	NA	0	NA	0	NA	0	121	NA
3254	DEBENHAMS BALLYMENA	306	-7.8%	0	NA	290	544.4%	0	NA	0	NA	0	NA	0	NA	596	494	20.6%	37	-72.6%	0	NA	0	NA	633	629	0.6%
3256	DEBENHAMS BELFAST	1,372	-42.8%	110	-8.3%	1,689	33.9%	330	NA	0	NA	0	NA	0	NA	3,501	3,787	-7.6%	372	-44.9%	311	NA	0	NA	4,184	4,462	-6.2%
3257	DEBENHAMS CRAIGAVON	546	-25.5%	116	NA	313	-8.5%	0	NA	0	NA	0	NA	0	NA	975	1,075	-9.3%	127	-49.0%	102	NA	0	NA	1,204	1,324	-9.1%
3258	DEBENHAMS LONDONDERRY	326	-50.9%	0	NA	551	112.7%	91	NA	0	NA	0	NA	0	NA	968	1,029	-5.9%	37	-57.0%	0	NA	0	NA	1,005	1,115	-9.9%
3259	DEBENHAMS NEWRY	139	-85.5%	0	NA	939	328.8%	142	NA	0	NA	0	NA	0	NA	1,220	1,176	3.7%	136	288.6%	130	NA	0	NA	1,486	1,211	22.7%
5273	HOUSE OF FRASER BELFAST	491	-3.5%	167	50.5%	756	31.9%	119	NA	0	NA	62	NA	0	NA	1,595	1,193	33.7%	260	46.9%	231	NA	0	NA	2,086	1,370	52.3%
6784	MENARYS RETAIL LTD BANGOR	172	364.9%	0	NA	0	NA	108	NA	0	NA	0	NA	0	NA	280	162	72.8%	0	NA	0	NA	0	NA	280	162	72.8%
6786	MENARYS RETAIL LTD COOKSTOWN	121	10.0%	0	NA	147	45.5%	134	NA	0	NA	0	NA	0	NA	402	244	64.8%	0	NA	0	NA	0	NA	402	244	64.8%
6787	MENARYS RETAIL LTD LISBURN	205	89.8%	0	NA	80	-1.2%	122	NA	0	NA	0	NA	0	NA	407	189	115.3%	0	NA	0	NA	0	NA	407	189	115.3%
	SUB-TOTAL NI STORE	4,928	-34.3%	393	-13.4%	7,034	59.9%	1,820	NA	0	NA	62	3000.0%	0	NA	14,237	12,524	13.7%	1,100	-46.5%	918	NA	0	NA	16,255	14,581	11.5%
	NEW ACCOUNTS																										
1934	BOOTS LONDONDERRY FOYLESIDE	149	NA	0	NA	78	NA	233	NA	NULL	NA	0	NA	0	NA	460	0	NA	0	NA	0	NA	0	NA	460	0	NA
	TOTAL	5,077	-32.3%	393	-13.4%	7,112	61.6%	2,053	NA	0	NA	62	3000.0%	0	NA	14,697	12,524	17.4%	1,100	-46.5%	918	NA	0	NA	16,715	14,581	14.6%
	TOTAL NORTHERN IRELAND	5,077	-32.3%	393	-13.4%	7,112	61.6%	2,053	NA	0	NA	62	3000.0%	0	NA	14,697	12,524	17.4%	1,100	-46.5%	918	NA	0	NA	16,715	14,581	14.6%

NUMBER OF DOORS TRADING

13

FEBRUARY YTD
AREA 59 NICOLA AIRD

REGIONAL MANAGER
PETER JAJCAY

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
615	BARKERS NORTH ALLERTON	560	-14.9%	31	-41.5%	768	-1.3%	207	NA	0	NA	0	NA	0	NA	1,566	1,515	3.4%	0	NA	0	NA	0	NA	1,566	1,796	-12.8%
1250	BINNS DARLINGTON	1,307	-16.2%	85	NA	849	-23.2%	336	NA	0	NA	31	NA	0	NA	2,608	2,665	-2.1%	239	-59.6%	369	NA	0	NA	3,216	3,256	-1.2%
1552	BOOTS CHESTER	703	-50.7%	0	NA	942	-29.2%	357	NA	NULL	NA	0	NA	0	NA	2,002	2,758	-27.4%	102	-87.9%	0	NA	0	NA	2,104	3,601	-41.6%
1668	BOOTS CHESTER BROUGHTON PARK	908	-48.9%	95	90.0%	2,329	-18.8%	395	NA	NULL	NA	0	NA	0	NA	3,727	4,697	-20.7%	59	-94.8%	0	NA	0	NA	3,786	5,834	-35.1%
1523	BOOTS GATESHEAD METROCENTRE	922	-62.2%	0	NA	2,192	-0.3%	426	NA	NULL	NA	0	NA	0	NA	3,540	4,683	-24.4%	278	-79.1%	113	NA	0	NA	3,931	6,011	-34.6%
1601	BOOTS LEEDS BIRSTALL	924	-16.9%	0	NA	1,261	-15.1%	122	NA	NULL	NA	0	NA	0	NA	2,307	2,598	-11.2%	102	-64.5%	0	NA	0	NA	2,409	2,885	-16.5%
1788	BOOTS LEEDS WHITE ROSE	1,211	-28.3%	0	NA	2,526	75.8%	581	NA	NULL	NA	0	NA	0	NA	4,318	3,126	38.1%	0	NA	115	NA	0	NA	4,433	3,126	41.8%
1639	BOOTS MIDDLESBOROUGH	902	-58.9%	0	NA	1,871	52.5%	304	NA	NULL	NA	0	NA	0	NA	3,077	3,423	-10.1%	187	-66.9%	86	NA	0	NA	3,350	3,988	-16.0%
1874	BOOTS MIDDLESBROUGH CLEVELAND RP	486	-38.2%	0	NA	1,014	1.9%	278	NA	NULL	NA	0	NA	0	NA	1,778	1,782	-0.2%	0	NA	0	NA	0	NA	1,782	1,782	-0.2%
1517	BOOTS NEWCASTLE	1,692	-66.3%	50	-50.0%	2,772	37.2%	369	NA	NULL	NA	0	NA	0	NA	4,883	7,136	-31.6%	344	-81.5%	510	NA	0	NA	5,737	8,992	-36.2%
1827	BOOTS NEWCASTLE UPON TYNE	676	-26.8%	0	NA	1,086	59.7%	70	NA	NULL	NA	0	NA	0	NA	1,832	1,603	14.3%	0	NA	0	NA	0	NA	1,832	1,603	14.3%
1779	BOOTS NORTH SHIELDS	1,918	13.2%	0	NA	2,067	21.7%	355	NA	NULL	NA	0	NA	0	NA	4,340	3,444	26.0%	102	-86.7%	0	NA	0	NA	4,442	4,212	5.5%
1783	BOOTS STOKE-ON-TRENT FESTIVAL PARK	2,052	96.0%	50	-50.0%	3,094	47.1%	677	NA	NULL	NA	0	NA	0	NA	5,873	3,251	80.7%	145	-49.7%	0	NA	0	NA	6,018	3,539	70.0%
1669	BOOTS STOKE-ON-TRENT HANLEY	1,338	-4.2%	0	NA	1,060	37.0%	98	NA	NULL	NA	0	NA	0	NA	2,496	2,171	15.0%	123	-78.5%	0	NA	0	NA	2,619	2,743	-4.5%
1841	BOOTS SUNDERLAND	661	-30.2%	0	NA	1,016	370.4%	145	NA	NULL	NA	0	NA	0	NA	1,822	1,163	56.7%	0	NA	0	NA	0	NA	1,822	2,012	-9.4%
1842	BOOTS WREXHAM	645	2.5%	0	NA	1,048	-24.4%	98	NA	NULL	NA	0	NA	0	NA	1,791	2,015	-11.1%	0	NA	0	NA	0	NA	1,791	2,015	-11.1%
2830	BROWNS CHESTER	4,914	-7.0%	233	-51.3%	4,419	11.9%	663	NA	0	NA	28	0.0%	0	NA	10,257	9,741	5.3%	457	-41.9%	596	NA	0	NA	11,310	10,528	7.4%
2953	DEBENHAMS LEEDS BRIGGATE	4,450	-16.1%	897	-19.6%	3,647	25.7%	434	NA	0	NA	124	300.0%	0	NA	9,552	9,380	1.8%	1,035	-28.6%	402	NA	0	NA	10,989	10,853	1.3%
2829	DEBENHAMS LEEDS WHITE ROSE	5,579	-12.7%	570	-8.9%	7,108	48.5%	2,004	NA	0	NA	0	NA	0	NA	15,261	11,809	29.2%	323	-64.0%	369	NA	0	NA	15,953	12,706	25.6%
3214	DEBENHAMS BANGOR	1,126	-13.2%	42	-70.8%	2,357	42.2%	798	NA	0	NA	0	NA	0	NA	4,323	3,099	39.5%	377	280.8%	32	NA	0	NA	4,732	3,198	48.0%
3261	DEBENHAMS ELLESMERE PORT	1,678	39.1%	124	-61.6%	2,543	64.3%	527	NA	0	NA	0	NA	0	NA	4,872	3,108	56.8%	514	140.2%	109	NA	0	NA	5,495	3,322	65.4%
3067	DEBENHAMS GATESHEAD	3,385	2.3%	281	20.6%	4,118	6.9%	2,283	NA	0	NA	120	155.3%	0	NA	10,187	7,441	36.9%	1,337	-4.7%	472	NA	0	NA	11,996	8,844	35.6%
3199	DEBENHAMS LLANDUDNO	2,704	23.7%	112	489.5%	2,902	70.9%	874	NA	0	NA	0	NA	0	NA	6,592	3,934	67.6%	350	54.2%	0	NA	0	NA	6,942	4,161	66.8%
2831	DEBENHAMS MIDDLESBOROUGH	2,745	-24.9%	98	-23.4%	2,062	39.4%	1,538	NA	0	NA	0	NA	0	NA	6,443	5,325	21.0%	1,149	138.4%	155	NA	0	NA	7,747	5,807	33.4%
3236	DEBENHAMS NEWCASTLE	3,595	27.9%	410	72.3%	5,726	89.9%	1,440	NA	0	NA	62	-33.3%	0	NA	11,233	6,156	82.5%	1,417	56.2%	395	NA	0	NA	13,045	7,063	84.7%
3189	DEBENHAMS SOUTHSHIELDS	564	50.0%	80	185.7%	1,745	102.9%	460	NA	0	NA	0	NA	0	NA	2,849	1,264	125.4%	0	NA	134	NA	0	NA	2,983	1,666	79.1%
3159	DEBENHAMS STOCKTON-ON-TEES	1,781	44.1%	75	25.0%	1,208	-0.2%	447	NA	0	NA	31	NA	0	NA	3,542	2,531	39.9%	82	-40.1%	29	NA	0	NA	3,653	2,692	35.7%
2954	DEBENHAMS STOKE ON TRENT	1,073	-21.1%	0	NA	814	-51.1%	436	NA	0	NA	0	NA	0	NA	2,323	3,057	-24.0%	199	38.2%	336	NA	0	NA	2,858	3,201	-10.7%
3131	DEBENHAMS SUNDERLAND	4,239	-20.6%	134	-78.0%	4,420	7.3%	2,661	NA	0	NA	68	15.3%	0	NA	11,522	10,129	13.8%	1,504	38.4%	278	NA	0	NA	13,304	11,216	18.6%
3224	DEBENHAMS WREXHAM	1,006	-10.1%	96	92.0%	1,446	66.8%	310	NA	0	NA	0	NA	0	NA	2,858	2,036	40.4%	312	-9.0%	29	NA	0	NA	3,199	2,379	34.5%
3865	FENWICK NEWCASTLE	8,346	-18.6%	550	-36.0%	5,837	-23.1%	6,458	NA	1,713	NA	186	-68.9%	0	NA	23,090	19,321	19.5%	324	-73.8%	1,219	NA	0	NA	24,633	20,556	19.8%
5200	HOUSE OF FRASER GATESHEAD	4,788	75.1%	303	-64.3%	4,850	-9.0%	611	NA	0	NA	62	-50.0%	0	NA	10,614	9,037	17.5%	727	-55.9%	287	NA	0	NA	11,628	10,684	8.8%
8600	HOUSE OF FRASER LEEDS	1,144	4.3%	110	-43.6%	465	-41.7%	291	NA	0	NA	31	NA	0	NA	2,041	2,089	-2.3%	195	78.9%	55	NA	0	NA	2,291	2,198	4.2%
5818	JOHN LEWIS LEEDS	625	-3.4%	0	NA	161	-67.6%	100	NA	0	NA	0	NA	0	NA	886	1,144	-22.6%	0	NA	0	NA	0	NA	886	1,442	-38.6%
5600	JOHN LEWIS NEWCASTLE	1,382	3.6%	108	28.6%	662	6.6%	351	NA	0	NA	0	NA	0	NA	2,503	2,039	22.8%	0	NA	0	NA	0	NA	2,503	2,197	13.9%
SUB-TOTAL		72,029	-12.4%	4,534	-29.6%	82,385	16.4%	27,504	NA	1,713	NA	743	-34.8%	0	NA	188,908	160,670	17.6%	11,983	-44.0%	6,090	NA	0	NA	206,981	182,108	13.7%
NEW ACCOUNTS																											
1699	BOOTS ELLESMERE PORT	759	NA	0	NA	1,508	NA	297	NA	NULL	NA	0	NA	0	NA	2,564	0	NA	0	NA	0	NA	0	NA	2,564	0	NA
1894	BOOTS DARLINGTON	293	NA	0	NA	708	NA	168	NA	NULL	NA	0	NA	0	NA	1,169	0	NA	663	NA	58	NA	0	NA	1,890	0	NA
1897	BOOTS PRESTATYN	627	NA	0	NA	1,503	NA	49	NA	NULL	NA	0	NA	0	NA	2,179	0	NA	0	NA	0	NA	0	NA	2,179	0	NA
1898	BOOTS STOCKTON ON TEES	1,350	NA	100	NA	2,784	NA	488	NA	NULL	NA	0	NA	0	NA	4,722	0	NA	0	NA	58	NA	0	NA	4,780	0	NA
1909	BOOTS HARTLEPOOL	350	NA	0	NA	803	NA	415	NA	NULL	NA	0	NA	0	NA	1,568	0	NA	0	NA	0	NA	0	NA	1,568	0	NA
1924	BOOTS GATESHEAD	480	NA	0	NA	343	NA	49	NA	NULL	NA	0	NA	0	NA	872	0	NA	0	NA	0	NA	0	NA	872	0	NA
TOTAL		75,888	-7.7%	4,634	-28.0%	90,034	27.3%	28,970	NA	1,713	NA	743	-34.8%	0	NA	201,982	160,670	25.7%	12,646	-40.9%	6,206	NA	0	NA	220,834	182,108	21.3%

NUMBER OF DOORS TRADING

41

MONTH OF FEBRUARY
AREA 59 NICOLA AIRD

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

REGIONAL MANAGER
PETER JAJCAY

MONTH - RETAIL

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
615	BARKERS NORTH ALLERTON	375	-9.0%	21	-41.7%	515	6.6%	139	NA	0	NA	0	NA	0	NA	1,050	948	10.8%	0	NA	0	NA	0	NA	1,050	1,183	-11.2%
1250	BINNS DARLINGTON	442	-26.5%	85	NA	560	-34.2%	168	NA	0	NA	31	NA	0	NA	1,286	1,452	-11.4%	84	-47.8%	70	NA	0	NA	1,440	1,613	-10.7%
1552	BOOTS CHESTER	354	-25.6%	0	NA	452	-40.4%	168	NA	NULL	NA	0	NA	0	NA	974	1,235	-21.1%	0	NA	0	NA	0	NA	974	1,494	-34.8%
1668	BOOTS CHESTER BROUGHTON PARK	486	-54.7%	45	NA	1,151	-21.7%	208	NA	NULL	NA	0	NA	0	NA	1,890	2,543	-25.7%	59	-84.7%	0	NA	0	NA	1,949	2,929	-33.5%
1523	BOOTS GATESHEAD METROCENTRE	269	-73.4%	0	NA	1,019	-4.9%	147	NA	NULL	NA	0	NA	0	NA	1,435	2,083	-31.1%	133	-69.4%	26	NA	0	NA	1,594	2,518	-36.7%
1601	BOOTS LEEDS BIRSTALL	574	21.4%	0	NA	653	-16.5%	30	NA	NULL	NA	0	NA	0	NA	1,257	1,255	0.2%	0	NA	0	NA	0	NA	1,257	1,314	-4.3%
1788	BOOTS LEEDS WHITE ROSE	393	-58.6%	0	NA	1,321	84.5%	49	NA	NULL	NA	0	NA	0	NA	1,763	1,666	5.8%	0	NA	29	NA	0	NA	1,792	1,666	7.6%
1639	BOOTS MIDDLESBOROUGH	292	-56.0%	0	NA	1,137	100.5%	255	NA	NULL	NA	0	NA	0	NA	1,684	1,230	36.9%	4	-98.1%	0	NA	0	NA	1,688	1,436	17.5%
1874	BOOTS MIDDLESBROUGH CLEVELAND RP	298	18.3%	0	NA	491	-9.7%	138	NA	NULL	NA	0	NA	0	NA	927	796	16.5%	0	NA	0	NA	0	NA	927	796	16.5%
1517	BOOTS NEWCASTLE	602	-51.1%	50	-50.0%	1,113	28.2%	89	NA	NULL	NA	0	NA	0	NA	1,854	2,198	-15.7%	0	NA	251	NA	0	NA	2,105	2,688	-21.7%
1827	BOOTS NEWCASTLE UPON TYNE	369	-28.3%	0	NA	524	69.0%	0	NA	NULL	NA	0	NA	0	NA	893	825	8.2%	0	NA	0	NA	0	NA	893	825	8.2%
1779	BOOTS NORTH SHIELDS	975	-13.1%	0	NA	919	21.6%	119	NA	NULL	NA	0	NA	0	NA	2,013	1,928	4.4%	102	-53.0%	0	NA	0	NA	2,115	2,145	-1.4%
1783	BOOTS STOKE-ON-TRENT FESTIVAL PARK	1,021	50.6%	50	-50.0%	1,439	9.9%	208	NA	NULL	NA	0	NA	0	NA	2,718	2,087	30.2%	43	NA	0	NA	0	NA	2,761	2,087	32.3%
1669	BOOTS STOKE-ON-TRENT HANLEY	463	-16.1%	0	NA	373	0.3%	98	NA	NULL	NA	0	NA	0	NA	934	924	1.1%	43	-86.6%	0	NA	0	NA	977	1,244	-21.5%
1841	BOOTS SUNDERLAND	487	-1.8%	0	NA	516	493.1%	49	NA	NULL	NA	0	NA	0	NA	1,052	583	80.4%	0	NA	0	NA	0	NA	1,052	877	20.0%
1842	BOOTS WREXHAM	421	17.6%	0	NA	684	-17.2%	49	NA	NULL	NA	0	NA	0	NA	1,154	1,184	-2.5%	0	NA	0	NA	0	NA	1,154	1,184	-2.5%
2830	BROWNS CHESTER	1,604	-31.0%	73	-71.8%	2,353	14.3%	39	NA	0	NA	28	0.0%	0	NA	4,097	4,668	-12.2%	87	-72.8%	309	NA	0	NA	4,493	4,988	-9.9%
2953	DEBENHAMS LEEDS BRIGGATE	2,306	-1.7%	397	3.1%	2,335	55.3%	315	NA	0	NA	0	NA	0	NA	5,353	4,236	26.4%	496	-35.4%	148	NA	0	NA	5,997	5,004	19.8%
2829	DEBENHAMS LEEDS WHITE ROSE	2,340	-18.8%	191	-14.0%	4,316	60.2%	741	NA	0	NA	0	NA	0	NA	7,588	5,799	30.9%	178	-69.5%	186	NA	0	NA	7,952	6,383	24.6%
3214	DEBENHAMS BANGOR	415	-43.8%	42	-30.0%	1,224	18.1%	482	NA	0	NA	0	NA	0	NA	2,163	1,834	17.9%	201	103.0%	0	NA	0	NA	2,364	1,933	22.3%
3261	DEBENHAMS ELLESMERE PORT	756	-11.4%	38	-73.8%	1,405	63.4%	158	NA	0	NA	0	NA	0	NA	2,357	1,889	24.8%	195	25.8%	109	NA	0	NA	2,661	2,044	30.2%
3067	DEBENHAMS GATESHEAD	1,843	14.0%	79	-1.3%	2,463	-0.9%	643	NA	0	NA	80	400.0%	0	NA	5,108	4,198	21.7%	338	-46.2%	134	NA	0	NA	5,580	4,826	15.6%
3199	DEBENHAMS LLANDUDNO	1,248	39.1%	48	NA	1,656	52.8%	316	NA	0	NA	0	NA	0	NA	3,268	1,981	65.0%	0	NA	0	NA	0	NA	3,268	2,165	50.9%
2831	DEBENHAMS MIDDLESBOROUGH	1,082	-37.0%	98	NA	1,032	-0.2%	520	NA	0	NA	0	NA	0	NA	2,732	2,814	-2.9%	225	-6.3%	123	NA	0	NA	3,080	3,054	0.9%
3236	DEBENHAMS NEWCASTLE	1,531	23.1%	314	85.8%	3,827	112.8%	585	NA	0	NA	0	NA	0	NA	6,257	3,304	89.4%	524	-14.8%	200	NA	0	NA	6,981	3,919	78.1%
3189	DEBENHAMS SOUTHSHIELDS	346	40.1%	80	NA	1,124	156.6%	49	NA	0	NA	0	NA	0	NA	1,599	685	133.4%	0	NA	105	NA	0	NA	1,704	907	87.9%
3159	DEBENHAMS STOCKTON-ON-TEES	941	59.5%	0	NA	794	12.8%	184	NA	0	NA	0	NA	0	NA	1,919	1,346	42.6%	53	35.9%	29	NA	0	NA	2,001	1,409	42.0%
2954	DEBENHAMS STOKE ON TRENT	574	-40.6%	0	NA	525	-44.2%	257	NA	0	NA	0	NA	0	NA	1,356	1,939	-30.1%	0	NA	116	NA	0	NA	1,472	2,048	-28.1%
3131	DEBENHAMS SUNDERLAND	2,076	-31.5%	86	-80.2%	2,549	-6.9%	1,268	NA	0	NA	28	-52.5%	0	NA	6,007	6,263	-4.1%	386	-17.7%	181	NA	0	NA	6,574	6,732	-2.3%
3224	DEBENHAMS WREXHAM	481	17.0%	0	NA	776	136.6%	257	NA	0	NA	0	NA	0	NA	1,514	789	91.9%	96	-52.9%	29	NA	0	NA	1,639	993	65.1%
3865	FENWICK NEWCASTLE	2,634	-36.4%	377	72.9%	2,164	-44.3%	1,796	NA	610	NA	155	-48.2%	0	NA	7,736	8,547	-9.5%	324	-28.6%	59	NA	0	NA	8,119	9,001	-9.8%
5200	HOUSE OF FRASER GATESHEAD	2,684	76.9%	120	-79.3%	3,081	-31.7%	286	NA	0	NA	31	-50.0%	0	NA	6,202	6,668	-7.0%	437	-52.6%	135	NA	0	NA	6,774	7,589	-10.7%
8600	HOUSE OF FRASER LEEDS	232	-61.5%	50	0.0%	305	-51.5%	49	NA	0	NA	31	NA	0	NA	667	1,281	-47.9%	55	27.9%	25	NA	0	NA	747	1,324	-43.6%
5818	JOHN LEWIS LEEDS	86	-76.9%	0	NA	42	-82.6%	47	NA	0	NA	0	NA	0	NA	175	614	-71.5%	0	NA	0	NA	0	NA	175	680	-74.3%
5600	JOHN LEWIS NEWCASTLE	707	-24.3%	58	107.1%	280	-44.3%	70	NA	0	NA	0	NA	0	NA	1,115	1,465	-23.9%	0	NA	0	NA	0	NA	1,115	1,515	-26.4%
SUB-TOTAL		31,707	-17.2%	2,302	-23.1%	45,118	9.4%	9,976	NA	610	NA	384	-43.8%	0	NA	90,097	83,257	8.2%	4,063	-56.0%	2,264	NA	0	NA	96,424	92,513	4.2%
NEW ACCOUNTS																											
1699	BOOTS ELLESMERE PORT	390	NA	0	NA	771	NA	89	NA	NULL	NA	0	NA	0	NA	1,250	0	NA	0	NA	0	NA	0	NA	1,250	0	NA
1894	BOOTS DARLINGTON	202	NA	0	NA	369	NA	49	NA	NULL	NA	0	NA	0	NA	620	0	NA	0	NA	29	NA	0	NA	649	0	NA
1897	BOOTS PRESTATYN	390	NA	0	NA	814	NA	49	NA	NULL	NA	0	NA	0	NA	1,253	0	NA	0	NA	0	NA	0	NA	1,253	0	NA
1898	BOOTS STOCKTON ON TEES	510	NA	100	NA	1,752	NA	110	NA	NULL	NA	0	NA	0	NA	2,472	0	NA	0	NA	0	NA	0	NA	2,472	0	NA
1909	BOOTS HARTLEPOOL	33	NA	0	NA	341	NA	278	NA	NULL	NA	0	NA	0	NA	652	0	NA	0	NA	0	NA	0	NA	652	0	NA
1924	BOOTS GATESHEAD	303	NA	0	NA	197	NA	49	NA	NULL	NA	0	NA	0	NA	549	0	NA	0	NA	0	NA	0	NA	549	0	NA
TOTAL		33,535	-12.4%	2,402	-19.8%	49,362	19.7%	10,600	NA	610	NA	384	-43.8%	0	NA	96,893	83,257	16.4%	4,063	-56.0%	2,293	NA	0	NA	103,249	92,513	11.6%

NUMBER OF DOORS TRADING

41

**FEBRUARY YTD
AREA 60 SAM POLLARD**

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

**REGIONAL MANAGER
SANDRA HUMPHRIES**

YEAR TO DATE - RETAIL

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
5304	BEATTIES SUTTON COLDFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	2,363	NA	0	NA	0	NA	0	NA	0	2,682	NA
5308	BEATTIES WOLVERHAMPTON	2,858	17.1%	255	-58.3%	2,015	-33.1%	533	NA	0	NA	27	-56.5%	0	NA	5,688	6,126	-7.1%	527	15.8%	231	NA	0	NA	6,446	6,581	-2.1%
1792	BOOTS BIRMINGHAM BULLRING	884	-12.0%	0	NA	1,214	-10.5%	282	NA	NULL	NA	0	NA	0	NA	2,380	2,511	-5.2%	129	-87.2%	173	NA	0	NA	2,682	3,515	-23.7%
1513	BOOTS BIRMINGHAM HIGH STREET	1,663	-31.8%	100	100.0%	3,105	42.3%	700	NA	NULL	NA	0	NA	0	NA	5,568	4,669	19.3%	102	-85.7%	200	NA	0	NA	5,870	5,382	9.1%
1558	BOOTS BIRMINGHAM FORT	1,052	-16.4%	50	-66.7%	1,357	12.5%	147	NA	NULL	NA	0	NA	0	NA	2,606	2,614	-0.3%	145	-84.2%	0	NA	0	NA	2,751	3,533	-22.1%
1814	BOOTS BURTON-ON-TRENT	742	-38.2%	0	NA	1,877	26.7%	329	NA	NULL	NA	0	NA	0	NA	2,948	2,681	10.0%	279	-20.3%	0	NA	0	NA	3,227	3,031	6.5%
1837	BOOTS CANNOCK	1,309	9.5%	0	NA	2,318	35.6%	609	NA	NULL	NA	0	NA	0	NA	4,236	2,905	45.8%	0	NA	0	NA	0	NA	4,236	2,948	43.7%
1509	BOOTS CARDIFF	1,180	-53.2%	100	0.0%	1,295	0.2%	49	NA	NULL	NA	0	NA	0	NA	2,624	3,914	-33.0%	145	-82.7%	144	NA	0	NA	2,913	4,754	-38.7%
1518	BOOTS CHELTENHAM	698	-52.9%	0	NA	1,225	83.9%	488	NA	NULL	NA	0	NA	0	NA	2,411	2,149	12.2%	0	NA	0	NA	0	NA	2,411	2,669	-9.7%
1824	BOOTS COVENTRY ARENA PR	493	-68.4%	0	NA	1,269	-20.7%	587	NA	NULL	NA	0	NA	0	NA	2,349	3,162	-25.7%	0	NA	0	NA	0	NA	2,349	3,248	-27.7%
1831	BOOTS COVENTRY LOWER PRECINCT	507	-22.2%	0	NA	1,643	10.5%	282	NA	NULL	NA	0	NA	0	NA	2,432	2,139	13.7%	0	NA	230	NA	0	NA	2,662	2,311	15.2%
1524	BOOTS DERBY	1,791	-18.3%	0	NA	2,452	49.0%	465	NA	NULL	NA	0	NA	0	NA	4,708	3,838	22.7%	118	15.7%	172	NA	0	NA	4,998	3,940	26.9%
1516	BOOTS DUDLEY MERRYHILL	1,006	-26.4%	50	NA	1,869	55.4%	322	NA	NULL	NA	0	NA	0	NA	3,247	2,570	26.3%	82	-85.4%	29	NA	0	NA	3,358	3,132	7.2%
1823	BOOTS SOLIHULL	1,033	-44.0%	0	NA	1,198	43.8%	563	NA	NULL	NA	0	NA	0	NA	2,794	2,676	4.4%	0	NA	0	NA	0	NA	2,794	3,059	-8.7%
1828	BOOTS SUTTON COLDFIELD	856	-14.2%	150	0.0%	1,157	56.6%	238	NA	NULL	NA	0	NA	0	NA	2,401	1,887	27.2%	39	NA	0	NA	0	NA	2,440	1,887	29.3%
1529	BOOTS SWANSEA	572	-32.3%	0	NA	888	93.5%	145	NA	NULL	NA	0	NA	0	NA	1,605	1,304	23.1%	0	NA	0	NA	0	NA	1,605	1,664	-3.5%
1672	BOOTS TAMWORTH	1,409	17.2%	0	NA	2,506	55.8%	266	NA	NULL	NA	0	NA	0	NA	4,181	2,810	48.8%	102	251.7%	170	NA	0	NA	4,453	2,839	56.9%
1811	BOOTS WALSALL	895	2.9%	0	NA	2,010	30.9%	399	NA	NULL	NA	0	NA	0	NA	3,304	2,406	37.3%	247	187.2%	0	NA	0	NA	3,551	2,492	42.5%
1642	BOOTS WORCESTER	1,380	56.6%	0	NA	1,052	-41.3%	210	NA	NULL	NA	0	NA	0	NA	2,642	2,723	-3.0%	145	-82.1%	0	NA	0	NA	2,787	3,532	-21.1%
5230	CAVENDISH HOUSE CHELTENHAM	1,470	158.8%	145	NA	678	73.8%	115	NA	0	NA	0	NA	0	NA	2,408	1,069	125.3%	17	-86.8%	167	NA	0	NA	2,592	1,203	115.5%
1949	CENTRAL PHARM E-COM CARDIFF	20,600	45.1%	1,151	-22.4%	28,196	62.8%	7,596	NA	0	NA	0	NA	0	NA	57,543	32,998	74.4%	198	NA	144	NA	0	NA	57,885	32,998	75.4%
1950	CENTRAL PHARMACY CARDIFF	11,394	452.6%	637	194.9%	15,597	519.9%	4,202	NA	0	NA	0	NA	0	NA	31,830	4,794	564.0%	0	NA	0	NA	0	NA	31,830	4,794	564.0%
2030	CHAVE & JACKSON HEREFORD	246	-26.6%	14	-46.2%	335	-15.6%	90	NA	0	NA	0	NA	0	NA	685	770	-11.0%	0	NA	0	NA	0	NA	685	799	-14.3%
3252	DEBENHAMS HAVERFORDWEST	353	-42.8%	28	0.0%	695	95.2%	35	NA	0	NA	0	NA	0	NA	1,111	1,001	11.0%	76	117.1%	98	NA	0	NA	1,285	1,036	24.0%
3253	DEBENHAMS HEREFORD	1,219	11.0%	178	21.9%	1,874	54.5%	96	NA	0	NA	31	NA	0	NA	3,398	2,457	38.3%	512	-15.2%	171	NA	0	NA	4,081	3,061	33.3%
2911	DEBENHAMS BANBURY	1,457	-26.2%	108	237.5%	1,728	32.3%	801	NA	0	NA	0	NA	0	NA	4,094	3,363	21.7%	123	-64.2%	0	NA	0	NA	4,217	3,759	12.2%
3169	DEBENHAMS BIRMINGHAM	8,718	-1.3%	1,320	21.4%	8,819	40.3%	3,019	NA	0	NA	62	-75.4%	0	NA	21,938	16,507	32.9%	1,320	-38.8%	969	NA	0	NA	24,227	18,665	29.8%
2840	DEBENHAMS CARDIFF	3,771	-8.5%	190	-79.1%	2,459	-19.1%	975	NA	0	NA	31	NA	0	NA	7,426	8,146	-8.8%	696	-44.8%	184	NA	0	NA	8,306	9,482	-12.4%
3234	DEBENHAMS CARMARTHEN	687	-37.9%	189	36.0%	843	-31.1%	306	NA	0	NA	0	NA	0	NA	2,025	2,470	-18.0%	321	-9.8%	158	NA	0	NA	2,504	2,826	-11.4%
3100	DEBENHAMS COVENTRY	1,337	-12.5%	441	206.3%	1,828	25.8%	78	NA	0	NA	0	NA	0	NA	3,684	3,156	16.7%	772	169.9%	213	NA	0	NA	4,669	3,442	35.6%
3212	DEBENHAMS DERBY	1,465	109.0%	91	-14.2%	1,196	-6.7%	102	NA	0	NA	62	121.4%	0	NA	2,916	2,117	37.7%	385	-35.1%	40	NA	0	NA	3,341	2,710	23.3%
3035	DEBENHAMS DUDLEY	5,340	-4.0%	577	0.7%	4,352	-19.0%	2,006	NA	0	NA	31	-86.4%	0	NA	12,306	11,733	4.9%	1,501	45.6%	598	NA	0	NA	14,405	12,764	12.9%
2880	DEBENHAMS GLOUCESTER	1,900	91.7%	258	57.3%	1,513	5.6%	503	NA	0	NA	0	NA	0	NA	4,174	2,619	59.4%	309	83.9%	161	NA	0	NA	4,644	2,787	66.6%
3249	DEBENHAMS LEAMINGTON SPA	835	-12.9%	0	NA	691	-10.4%	326	NA	0	NA	0	NA	0	NA	1,852	1,730	7.1%	290	111.7%	90	NA	0	NA	2,232	1,867	19.6%
3248	DEBENHAMS LICHFIELD	2,490	129.1%	96	NA	1,235	3.9%	790	NA	0	NA	0	NA	0	NA	4,611	2,276	102.6%	231	5.0%	0	NA	0	NA	4,842	2,496	94.0%
3216	DEBENHAMS LLANELLI	353	75.6%	50	4.2%	1,079	93.4%	328	NA	0	NA	0	NA	0	NA	1,810	807	124.3%	261	102.3%	0	NA	0	NA	2,071	936	121.3%
3267	DEBENHAMS NEWPORT	827	-12.9%	0	NA	720	57.9%	-23	NA	0	NA	0	NA	0	NA	1,524	1,433	6.4%	47	-77.2%	159	NA	0	NA	1,730	1,639	5.6%
2907	DEBENHAMS NUNEATON	1,196	-3.2%	336	189.7%	1,096	37.2%	212	NA	0	NA	0	NA	0	NA	2,840	2,151	32.0%	130	-61.4%	61	NA	0	NA	3,031	2,488	21.8%
3162	DEBENHAMS REDDITCH	1,285	-3.6%	164	164.5%	1,433	70.0%	353	NA	0	NA	0	NA	0	NA	3,235	2,258	43.3%	357	-15.0%	0	NA	0	NA	3,592	2,678	34.1%
3263	DEBENHAMS RUGBY	706	-20.3%	64	-43.4%	1,366	47.5%	142	NA	0	NA	0	NA	0	NA	2,278	2,007	13.5%	316	-14.1%	97	NA	0	NA	2,691	2,375	13.3%
3087	DEBENHAMS STRATFORD	1,133	4.3%	32	-87.1%	807	41.6%	342	NA	0	NA	0	NA	0	NA	2,314	1,905	21.5%	259	6.6%	65	NA	0	NA	2,638	2,148	22.8%
2980	DEBENHAMS SWANSEA	1,724	-20.0%	95	-18.8%	1,948	94.0%	923	NA	0	NA	28	-52.5%	0	NA	4,718	3,334	41.5%	121	-74.1%	61	NA	0	NA	4,900	3,802	28.9%
2985	DEBENHAMS TELFORD	1,462	11.8%	71	42.0%	1,400																					

MONTH OF FEBRUARY
AREA 60 SAM
POLLARD

REGIONAL MANAGER
SANDRA HUMPHRIES

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - 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
5304	BEATTIES SUTTON COLDFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,193	NA	0	NA	0	NA	0	NA	0	1,226	NA
5308	BEATTIES WOLVERHAMPTON	1,301	7.2%	196	-65.2%	1,014	-42.3%	206	NA	0	NA	0	NA	0	NA	2,717	3,597	-24.5%	160	-47.4%	148	NA	0	NA	3,025	3,901	-22.5%
1792	BOOTS BIRMINGHAM BULLRING	250	-49.4%	0	NA	675	30.6%	49	NA	NULL	NA	0	NA	0	NA	974	1,161	-16.1%	86	-79.3%	58	NA	0	NA	1,118	1,576	-29.1%
1513	BOOTS BIRMINGHAM HIGH STREET	656	-52.6%	0	NA	1,029	-13.5%	187	NA	NULL	NA	0	NA	0	NA	1,872	2,624	-28.7%	43	NA	86	NA	0	NA	2,001	2,624	-23.7%
1558	BOOTS BIRMINGHAM FORT	434	-22.1%	0	NA	677	39.0%	98	NA	NULL	NA	0	NA	0	NA	1,209	1,044	15.8%	86	-71.2%	0	NA	0	NA	1,295	1,343	-3.6%
1814	BOOTS BURTON-ON-TRENT	422	-36.3%	0	NA	1,044	21.4%	138	NA	NULL	NA	0	NA	0	NA	1,604	1,523	5.3%	177	92.4%	0	NA	0	NA	1,781	1,615	10.3%
1837	BOOTS CANNOCK	770	92.5%	0	NA	1,207	26.5%	441	NA	NULL	NA	0	NA	0	NA	2,418	1,354	78.6%	0	NA	0	NA	0	NA	2,418	1,397	73.1%
1509	BOOTS CARDIFF	522	-6.3%	100	0.0%	849	76.1%	0	NA	NULL	NA	0	NA	0	NA	1,471	1,139	29.1%	59	-83.3%	29	NA	0	NA	1,559	1,493	4.4%
1518	BOOTS CHELTENHAM	176	-80.2%	0	NA	675	105.2%	166	NA	NULL	NA	0	NA	0	NA	1,017	1,218	-16.5%	0	NA	0	NA	0	NA	1,017	1,610	-36.8%
1824	BOOTS COVENTRY ARENA PR	295	-23.6%	0	NA	639	-31.2%	451	NA	NULL	NA	0	NA	0	NA	1,385	1,315	5.3%	0	NA	0	NA	0	NA	1,385	1,401	-1.1%
1831	BOOTS COVENTRY LOWER PRECINCT	158	-67.5%	0	NA	773	-14.5%	0	NA	NULL	NA	0	NA	0	NA	931	1,390	-33.0%	0	NA	115	NA	0	NA	1,046	1,476	-29.1%
1524	BOOTS DERBY	734	7.3%	0	NA	1,214	25.8%	257	NA	NULL	NA	0	NA	0	NA	2,205	1,649	33.7%	59	NA	0	NA	0	NA	2,264	1,649	37.3%
1516	BOOTS DUDLEY MERRYHILL	336	-27.4%	0	NA	550	22.5%	49	NA	NULL	NA	0	NA	0	NA	935	912	2.5%	53	23.3%	29	NA	0	NA	1,017	955	6.5%
1823	BOOTS SOLIHULL	339	-65.8%	0	NA	469	-8.8%	189	NA	NULL	NA	0	NA	0	NA	997	1,506	-33.8%	0	NA	0	NA	0	NA	997	1,693	-41.1%
1828	BOOTS SUTTON COLDFIELD	373	-47.1%	100	100.0%	624	78.3%	0	NA	NULL	NA	0	NA	0	NA	1,097	1,105	-0.7%	39	NA	0	NA	0	NA	1,136	1,105	2.8%
1529	BOOTS SWANSEA	124	-58.7%	0	NA	231	12.7%	49	NA	NULL	NA	0	NA	0	NA	404	505	-20.0%	0	NA	0	NA	0	NA	404	603	-33.0%
1672	BOOTS TAMWORTH	601	10.5%	0	NA	1,423	56.7%	217	NA	NULL	NA	0	NA	0	NA	2,241	1,452	54.3%	102	NA	55	NA	0	NA	2,398	1,452	65.2%
1811	BOOTS WALSALL	100	-77.7%	0	NA	889	37.2%	119	NA	NULL	NA	0	NA	0	NA	1,108	1,096	1.1%	43	0.0%	0	NA	0	NA	1,151	1,139	1.1%
1642	BOOTS WORCESTER	485	2.5%	0	NA	806	-5.0%	210	NA	NULL	NA	0	NA	0	NA	1,501	1,321	13.6%	102	-75.9%	0	NA	0	NA	1,603	1,745	-8.1%
5230	CAVENDISH HOUSE CHELTENHAM	919	792.2%	50	NA	381	26.2%	49	NA	0	NA	0	NA	0	NA	1,399	417	235.5%	17	-54.1%	50	NA	0	NA	1,466	454	222.9%
1949	CENTRAL PHARM E-COM CARDIFF	13,863	69.6%	775	-9.4%	18,976	90.2%	5,112	NA	0	NA	0	NA	0	NA	38,726	19,008	103.7%	34	NA	25	NA	0	NA	38,785	19,008	104.0%
1950	CENTRAL PHARMACY CARDIFF	10,625	785.4%	594	371.4%	14,543	893.4%	3,918	NA	0	NA	0	NA	0	NA	29,680	2,790	963.8%	0	NA	0	NA	0	NA	29,680	2,790	963.8%
2030	CHAVE & JACKSON HEREFORD	165	-9.3%	9	-43.8%	224	5.2%	60	NA	0	NA	0	NA	0	NA	458	418	9.6%	0	NA	0	NA	0	NA	458	418	9.6%
3252	DEBENHAMS HAVERFORDWEST	208	-28.5%	28	0.0%	431	38.1%	53	NA	0	NA	0	NA	0	NA	720	631	14.1%	76	117.1%	98	NA	0	NA	894	666	34.2%
3253	DEBENHAMS HEREFORD	385	-1.8%	128	300.0%	697	-6.1%	0	NA	0	NA	31	NA	0	NA	1,241	1,166	6.4%	236	-33.1%	139	NA	0	NA	1,616	1,519	6.4%
2911	DEBENHAMS BANBURY	689	-24.0%	76	137.5%	571	-1.2%	695	NA	0	NA	0	NA	0	NA	2,031	1,517	33.9%	50	-71.1%	0	NA	0	NA	2,081	1,690	23.1%
3169	DEBENHAMS BIRMINGHAM	2,932	-12.7%	565	63.8%	4,963	23.4%	1,292	NA	0	NA	31	-80.5%	0	NA	9,783	7,887	24.0%	540	-57.4%	389	NA	0	NA	10,712	9,154	17.0%
2840	DEBENHAMS CARDIFF	1,945	-1.7%	98	-80.1%	816	-47.0%	303	NA	0	NA	0	NA	0	NA	3,162	4,086	-22.6%	127	-78.9%	87	NA	0	NA	3,376	4,765	-29.2%
3234	DEBENHAMS CARMARTHEN	402	-37.4%	141	442.3%	349	-51.7%	83	NA	0	NA	0	NA	0	NA	975	1,391	-29.9%	59	-80.1%	29	NA	0	NA	1,063	1,688	-37.0%
3100	DEBENHAMS COVENTRY	710	-1.4%	187	133.8%	1,324	41.8%	0	NA	0	NA	0	NA	0	NA	2,221	1,734	28.1%	260	108.0%	58	NA	0	NA	2,539	1,859	36.6%
3212	DEBENHAMS DERBY	714	77.2%	91	-14.2%	688	2.1%	53	NA	0	NA	0	NA	0	NA	1,546	1,211	27.7%	112	-36.4%	40	NA	0	NA	1,698	1,387	22.4%
3035	DEBENHAMS DUDLEY	2,372	-31.8%	196	-52.3%	2,398	-26.8%	558	NA	0	NA	0	NA	0	NA	5,524	7,330	-24.6%	431	-40.6%	279	NA	0	NA	6,234	8,055	-22.6%
2980	DEBENHAMS GLOUCESTER	578	-9.4%	98	NA	809	-8.5%	292	NA	0	NA	0	NA	0	NA	1,777	1,553	14.4%	146	758.8%	0	NA	0	NA	1,923	1,570	22.5%
3249	DEBENHAMS LEAMINGTON SPA	377	-17.0%	0	NA	321	-21.3%	49	NA	0	NA	0	NA	0	NA	747	862	-13.3%	203	NA	90	NA	0	NA	1,040	862	20.6%
3248	DEBENHAMS LICHFIELD	1,070	40.8%	48	NA	776	16.3%	313	NA	0	NA	0	NA	0	NA	2,207	1,427	54.7%	0	NA	0	NA	0	NA	2,207	1,588	39.0%
3216	DEBENHAMS LLANELLI	157	NA	0	NA	595	89.5%	117	NA	0	NA	0	NA	0	NA	869	314	176.8%	0	NA	0	NA	0	NA	869	400	117.3%
3267	DEBENHAMS NEWPORT	314	-33.6%	0	NA	349	25.1%	47	NA	0	NA	0	NA	0	NA	710	780	-9.0%	37	68.2%	101	NA	0	NA	848	802	5.7%
2907	DEBENHAMS NUNEATON	812	7.7%	144	171.7%	691	85.3%	26	NA	0	NA	0	NA	0	NA	1,673	1,180	41.8%	56	-62.4%	61	NA	0	NA	1,790	1,329	34.7%
3162	DEBENHAMS REDDITCH	548	-16.7%	69	146.4%	604	65.9%	62	NA	0	NA	0	NA	0	NA	1,283	1,050	22.2%	96	-63.6%	0	NA	0	NA	1,379	1,314	4.9%
3263	DEBENHAMS RUGBY	406	27.7%	0	NA	764	13.9%	0	NA	0	NA	0	NA	0	NA	1,170	1,113	5.1%	155	8.4%	32	NA	0	NA	1,357	1,256	8.0%
3087	DEBENHAMS STRATFORD	250	-44.4%	0	NA	380	74.3%	342	NA	0	NA	0	NA	0	NA	972	759	28.1%	0	NA	0	NA	0	NA	972	904	7.5%
2980	DEBENHAMS SWANSEA	1,019	5.8%	0	NA	1,369	225.2%	663	NA	0	NA	28	-52.5%	0	NA	3,079	1,507	104.3%	178	-13.2%	0	NA	0	NA	3,257	1,712	90.2%
2985	DEBENHAMS TELFORD	603	-19.5%	71	NA	915	119.4%	249	NA	0	NA	0	NA	0	NA	1,838	1,166	57.6%	0	NA	101	NA	0	NA	1,939	1,258	54.1%
3120	DEBENHAMS WALSALL	448	72.3%	0	NA	406	-13.4%	119	NA	0	NA	0	NA	0	NA	973	729	33.5%	0	NA	0	NA	0	NA	973	811	20.0%
3086	DEBENHAMS WORCESTER	320	-47.0%	0	NA	333	-54.9%	268	NA	0	NA	0	NA	0	NA	921	1,393	-33.9%	168	-10.6%	0	NA	0	NA	1,089	1,581	-31.1%
3198	DESIRE BY DEBENHAMS BIRMINGHAM FORT	181	8.4%	0	NA	373	205.7%	0	NA	0	NA	0	NA	0	NA	554	289	91.7%	133	17.7%	29	NA	0	NA	716	402	78.1%
3231	DESIRE BY DEBENHAMS KIDDERMINSTER	279	-51.5%	50	NA	640	110.5%	49	NA	0	NA	0	NA	0	NA	1,018	879	15.8%	0	NA	0	NA	0	NA	1,018	879	15.8%
3201	DESIRE BY DEBENHAMS MERTHYR TYDFIL	507	-28.8%	48	-5.9%	955	68.7%	245	NA	0	NA	0	NA	0	NA	1,755	1,329	32.1%	0	NA	61	NA	0	NA	1,816	1,372	32.4%
4985	HEAVEN SCENT BURTON ON TRENT	270	-32.8%	15	-57.1%	370	-21.4%	100	NA	0	NA	0	NA	0	NA	755	925	-18.4%	45	NA	32	NA	0	NA	832	925	-10.1%
5240	HOUSE OF FRASER BIRMINGHAM	2,426	17.6%	162	-77.0%	1,426	-56.9%	328	NA	0	NA	0	NA	0	NA	4,342	6,078	-28.6%	805	126.8%	180	NA	0	NA	5,327	6,433	-17.2%
5260	HOUSE OF FRASER LEAMINGTON SPA	379	6.2%	131	NA	133	-20.4%	168	NA	0	NA	31	NA	0	NA	842	536	57.1%	30	-9.1%	0	NA	0	NA	872	569	53.3%
5155	HOWELLS CARDIFF	211	15.9%	42	-63.8%	256	51.5%	147	NA	0	NA	0	NA	0	NA	656	467	40.5%	55	-6.8%	85	NA	0	NA	796	526	51.3%
5817	JOHN LEWIS BIRMINGHAM	262	-48.9%	0	NA	315	314.5%	140	NA	0	NA	0	NA														

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		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
1549	BOOTS BOLTON	652	25.4%	0	NA	1,011	-12.2%	230	NA	NULL	NA	0	NA	0	NA	1,893	1,671	13.3%	0	NA	0	NA	0	NA	1,893	1,730	9.4%
1694	BOOTS BOLTON HORWICH	1,453	10.2%	0	NA	1,732	19.9%	221	NA	NULL	NA	0	NA	0	NA	3,406	2,763	23.3%	43	-87.0%	0	NA	0	NA	3,449	3,095	11.4%
1808	BOOTS DENTON	2,003	-3.0%	0	NA	2,301	-9.4%	796	NA	NULL	NA	0	NA	0	NA	5,100	4,606	10.7%	0	NA	0	NA	0	NA	5,100	4,606	10.7%
1538	BOOTS DOUGLAS	1,584	20.5%	0	NA	996	0.6%	491	NA	NULL	NA	0	NA	0	NA	3,071	2,304	33.3%	240	81.8%	0	NA	0	NA	3,311	2,436	35.9%
1821	BOOTS HALIFAX	981	-17.6%	0	NA	1,487	-0.3%	397	NA	NULL	NA	0	NA	0	NA	2,865	2,731	4.9%	0	NA	0	NA	0	NA	2,865	2,774	3.3%
1682	BOOTS HUDDERSFIELD	1,266	-36.5%	0	NA	1,619	10.3%	847	NA	NULL	NA	0	NA	0	NA	3,732	3,462	7.8%	0	NA	0	NA	0	NA	3,732	4,115	-9.3%
1793	BOOTS LANCASTER	994	-28.4%	50	NA	1,211	9.5%	49	NA	NULL	NA	0	NA	0	NA	2,304	2,494	-7.6%	0	NA	0	NA	0	NA	2,304	2,723	-15.4%
1583	BOOTS LIVERPOOL	1,515	81.4%	50	-66.7%	1,904	-10.2%	287	NA	NULL	NA	0	NA	0	NA	3,756	3,105	21.0%	301	-76.4%	627	NA	0	NA	4,684	4,379	7.0%
1763	BOOTS LIVERPOOL CHURCH ST	449	148.1%	0	NA	567	-40.9%	89	NA	NULL	NA	0	NA	0	NA	1,105	1,141	-3.2%	0	NA	0	NA	0	NA	1,105	1,141	-3.2%
1629	BOOTS LIVERPOOL SPEKE	1,424	-56.6%	0	NA	2,246	6.5%	346	NA	NULL	NA	0	NA	0	NA	4,016	5,440	-26.2%	148	-81.8%	114	NA	0	NA	4,278	6,254	-31.6%
1511	BOOTS MANCHESTER	3,695	-42.0%	50	-50.0%	3,356	-18.7%	1,537	NA	NULL	NA	0	NA	0	NA	8,638	10,603	-18.5%	964	-42.8%	373	NA	0	NA	9,975	12,288	-18.8%
1572	BOOTS MANCHESTER TRAFFORD PARK	3,832	55.0%	100	0.0%	3,435	18.6%	1,168	NA	NULL	NA	0	NA	0	NA	8,535	5,470	56.0%	222	-90.1%	425	NA	0	NA	9,182	7,704	19.2%
1819	BOOTS OLDHAM	954	-45.6%	0	NA	1,862	8.3%	337	NA	NULL	NA	0	NA	0	NA	3,153	3,473	-9.2%	43	-73.3%	0	NA	0	NA	3,196	3,634	-12.1%
1553	BOOTS PRESTON	448	-69.4%	0	NA	1,350	62.3%	110	NA	NULL	NA	0	NA	0	NA	1,908	2,296	-16.9%	59	-60.7%	0	NA	0	NA	1,967	2,446	-19.6%
1556	BOOTS ROCHDALE	839	-2.7%	0	NA	1,369	8.1%	420	NA	NULL	NA	0	NA	0	NA	2,628	2,128	23.5%	106	146.5%	0	NA	0	NA	2,734	2,171	25.9%
1843	BOOTS SOUTHPORT	712	-24.4%	0	NA	1,151	-12.9%	234	NA	NULL	NA	0	NA	0	NA	2,097	2,263	-7.3%	0	NA	0	NA	0	NA	2,097	2,263	-7.3%
1822	BOOTS WARRINGTON	1,009	54.0%	0	NA	1,284	124.1%	484	NA	NULL	NA	0	NA	0	NA	2,777	1,228	126.1%	43	-92.7%	0	NA	0	NA	2,820	1,816	55.3%
3206	DEBENHAMS ALTRINGHAM	951	-15.4%	0	NA	430	46.3%	301	NA	0	NA	0	NA	0	NA	1,682	1,491	12.8%	314	59.4%	58	NA	0	NA	2,054	1,688	21.7%
3047	DEBENHAMS BARROW	1,530	9.5%	80	-34.4%	2,384	68.5%	713	NA	0	NA	59	NA	0	NA	4,766	2,954	61.3%	276	50.0%	58	NA	0	NA	5,100	3,138	62.5%
2965	DEBENHAMS BLACKBURN	2,278	49.5%	241	NA	3,474	52.7%	644	NA	0	NA	56	80.6%	0	NA	6,693	3,830	74.8%	322	23.4%	131	NA	0	NA	7,146	4,091	74.7%
3219	DEBENHAMS BLACKPOOL	1,574	-0.1%	198	NA	1,439	-26.2%	462	NA	0	NA	0	NA	24	NA	3,697	3,525	4.9%	290	-48.0%	126	NA	0	NA	4,137	4,083	1.3%
3005	DEBENHAMS BOLTON	1,390	54.3%	91	NA	1,125	3.9%	499	NA	0	NA	0	NA	0	NA	3,105	1,984	56.5%	264	514.0%	150	NA	0	NA	3,519	2,027	73.6%
3262	DEBENHAMS BRADFORD	1,102	10.3%	301	370.3%	1,202	39.9%	224	NA	0	NA	31	-50.0%	0	NA	2,860	2,064	38.6%	430	16.5%	295	NA	0	NA	3,585	2,433	47.3%
3237	DEBENHAMS BURY	2,469	52.3%	210	-25.0%	2,448	72.6%	800	NA	0	NA	0	NA	0	NA	5,927	3,347	77.1%	584	326.3%	104	NA	0	NA	6,615	3,484	89.9%
3148	DEBENHAMS HARROGATE	1,155	-7.2%	17	-87.8%	1,414	136.9%	205	NA	0	NA	0	NA	0	NA	2,791	1,981	40.9%	190	NA	0	NA	0	NA	2,981	1,981	50.5%
3217	DEBENHAMS LIVERPOOL	5,634	-7.9%	619	56.7%	4,958	-8.9%	1,182	NA	0	NA	62	-70.2%	0	NA	12,455	12,163	2.4%	854	18.9%	631	NA	0	NA	13,940	12,881	8.2%
2930	DEBENHAMS MANCHESTER	4,535	-21.5%	1,024	53.5%	7,423	47.8%	1,847	NA	0	NA	31	-84.8%	0	NA	14,860	11,670	27.3%	1,334	-36.0%	701	NA	0	NA	16,895	13,756	22.8%
2952	DEBENHAMS MANCHESTER TRAFFORD PARK	3,088	-18.4%	696	86.1%	2,859	-15.1%	848	NA	0	NA	31	0.0%	0	NA	7,522	7,555	-0.4%	491	-33.7%	283	NA	0	NA	8,296	8,296	0.0%
3136	DEBENHAMS OLDHAM	502	5.9%	154	365.5%	655	21.3%	414	NA	0	NA	0	NA	0	NA	1,725	956	80.4%	232	-1.3%	96	NA	0	NA	2,053	1,191	72.4%
3095	DEBENHAMS PRESTON	1,779	24.0%	294	79.3%	1,064	-19.5%	690	NA	0	NA	31	NA	0	NA	3,858	2,920	32.1%	213	80.5%	177	NA	0	NA	4,248	3,038	39.8%
3142	DEBENHAMS SOUTHPORT	1,052	7.0%	21	950.0%	848	72.4%	458	NA	0	NA	0	NA	0	NA	2,379	1,477	61.1%	87	148.6%	0	NA	0	NA	2,466	1,512	63.1%
2895	DEBENHAMS STOCKPORT	452	-72.6%	116	34.9%	610	-44.1%	85	NA	0	NA	0	NA	0	NA	1,263	2,827	-55.3%	242	82.0%	93	NA	0	NA	1,598	2,960	-46.0%
3204	DEBENHAMS WARRINGTON	1,983	38.1%	105	400.0%	1,664	112.0%	939	NA	0	NA	28	NA	0	NA	4,719	2,242	110.5%	560	112.9%	204	NA	0	NA	5,483	2,505	118.9%
3203	DEBENHAMS WIGAN	1,603	-41.3%	93	-38.0%	1,693	49.3%	771	NA	0	NA	0	NA	0	NA	4,160	4,016	3.6%	159	-7.0%	72	NA	0	NA	4,391	4,187	4.9%
4850	HARVEYS OF HALIFAX HALIFAX	314	6.8%	18	-18.2%	432	24.1%	116	NA	0	NA	0	NA	0	NA	880	676	30.2%	34	-79.5%	25	NA	0	NA	939	842	11.5%
5015	HOOPERS HARROGATE	355	-34.0%	20	-54.5%	487	-23.2%	132	NA	0	NA	0	NA	0	NA	994	1,237	-19.6%	0	NA	0	NA	0	NA	994	1,265	-21.4%
3900	HOOPERS WILMSLOW	404	1.0%	22	-26.7%	553	16.7%	149	NA	0	NA	0	NA	0	NA	1,128	920	22.6%	0	NA	0	NA	0	NA	1,128	985	14.5%
5235	HOUSE OF FRASER MANCHESTER	6,956	76.5%	364	-64.5%	4,184	-49.9%	1,014	NA	0	NA	31	-80.0%	0	NA	12,549	13,492	-7.0%	1,209	4.0%	352	NA	0	NA	14,110	14,671	-3.8%
5720	J.T LLOYD BURNLEY	463	-47.2%	26	-61.2%	636	-38.8%	172	NA	0	NA	0	NA	0	NA	1,297	2,018	-35.7%	0	NA	0	NA	0	NA	1,297	2,191	-40.8%
5636	JOHN LEWIS CHEADLE	1,967	-16.4%	50	-80.9%	1,581	18.1%	571	NA	0	NA	0	NA	0	NA	4,169	3,953	5.5%	0	NA	0	NA	0	NA	4,169	3,953	5.5%
5712	JOHN LEWIS LIVERPOOL	4,606	-21.4%	578	-22.5%	3,108	-21.0%	1,073	NA	0	NA	0	NA	0	NA	9,365	10,542	-11.2%	709	8.7%	84	NA	0	NA	10,158	11,194	-9.3%
5709	JOHN LEWIS MANCHESTER TRAFFORD PARK	633	32.2%	32	NA	850	194.1%	274	NA	0	NA	0	NA	0	NA	1,789	768	132.9%	0	NA	0	NA	0	NA	1,789	768	132.9%
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	4,781	21.1%	192	-68.5%	5,840	-2.8%	684	NA	0	NA	0	NA	0	NA	11,497	10,688	7.6%	605	39.1%	221	NA	34	NA	12,323	11,123	10.8%
8246	THE ROYAL PERFUMERY WIGAN	701	28.4%	39	-11.4%	961	49.5%	259	NA	0	NA	0	NA	0	NA	1,960	1,255	56.2%	25	-69.1%	18	NA	0	NA	2,003	1,336	49.9%
	SUB-TOTAL	78,067	-5.5%	5,851	2.1%	83,203	3.7%	23,569	NA	0	NA	360	-57.1%	24	-91.2%	191,074	169,729	12.6%	11,593	-33.4%	5,418	NA	34	NA	208,109	187,154	11.2%
	NEW ACCOUNTS																										
1533	BOOTS BRADFORD WESTFIELD	1,038	NA	50	NA	919	NA	0	NA	NULL	NA	0	NA	0	NA	2,007	0	NA	111	NA	0	NA	0	NA	2,118	0	NA
1677	BOOTS PRESTON	605	NA	0	NA	1,201	NA	398	NA	NULL	NA	0	NA	0	NA	2,204	0	NA	43	NA	0	NA	0	NA	2,247	0	NA
1708	BOOTS LIVERPOOL AINTREE PARK	614	NA	0	NA	2,145	NA	502	NA	NULL	NA	0	NA	0	NA	3,261	0	NA	59	NA	0	NA	0	NA	3,320	0	NA
1732	BOOTS HARROGATE	635	NA	50	NA	593	NA	281	NA	NULL	NA	0	NA	0	NA	1,559	0	NA	118	NA	0	NA	0	NA	1,677	0	NA
1912	BOOTS PRESCOT	621	NA	22	NA	1,454	NA	381	NA	NULL	NA	0	NA	0	NA	2,478	0	NA	0	NA	0	NA	0	NA	2,478	0	NA
1932	BOOTS OLDHAM	512	NA	0	NA	501	NA	0	NA	NULL	NA	0	NA	0	NA	1,013	0	NA	43	NA	0	NA	0	NA	1,056	0	NA
1644	BOOTS STOCKPORT MERSEYWAY	997	NA	0	NA	640	NA	0	NA	NULL	NA	0	NA														

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		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
1549	BOOTS BOLTON	197	-9.6%	0	NA	463	-34.4%	49	NA	NULL	NA	0	NA	0	NA	709	924	-23.3%	0	NA	0	NA	0	NA	709	983	-27.9%
1694	BOOTS BOLTON HORWICH	811	52.7%	0	NA	1,153	22.3%	132	NA	NULL	NA	0	NA	0	NA	2,096	1,474	42.2%	43	-41.9%	0	NA	0	NA	2,139	1,548	38.2%
1808	BOOTS DENTON	995	-11.9%	0	NA	1,237	-21.9%	374	NA	NULL	NA	0	NA	0	NA	2,606	2,712	-3.9%	0	NA	0	NA	0	NA	2,606	2,712	-3.9%
1538	BOOTS DOUGLAS	746	39.2%	0	NA	584	34.6%	211	NA	NULL	NA	0	NA	0	NA	1,541	970	58.9%	0	NA	0	NA	0	NA	1,541	1,036	48.7%
1821	BOOTS HALIFAX	378	-39.4%	0	NA	769	-21.2%	208	NA	NULL	NA	0	NA	0	NA	1,355	1,600	-15.3%	0	NA	0	NA	0	NA	1,355	1,600	-15.3%
1682	BOOTS HUDDERSFIELD	341	-73.9%	0	NA	825	0.0%	422	NA	NULL	NA	0	NA	0	NA	1,588	2,131	-25.5%	0	NA	0	NA	0	NA	1,588	2,360	-32.7%
1793	BOOTS LANCASTER	207	-66.2%	50	NA	462	-16.0%	0	NA	NULL	NA	0	NA	0	NA	719	1,162	-38.1%	0	NA	0	NA	0	NA	719	1,195	-39.8%
1583	BOOTS LIVERPOOL	758	45.8%	50	-50.0%	1,046	-11.5%	238	NA	NULL	NA	0	NA	0	NA	2,092	1,802	16.1%	43	-86.9%	484	NA	0	NA	2,619	2,129	23.0%
1763	BOOTS LIVERPOOL CHURCH ST	205	327.1%	0	NA	196	-58.8%	0	NA	NULL	NA	0	NA	0	NA	401	524	-23.5%	0	NA	0	NA	0	NA	401	524	-23.5%
1629	BOOTS LIVERPOOL SPEKE	480	-53.6%	0	NA	1,011	-19.1%	346	NA	NULL	NA	0	NA	0	NA	1,837	2,334	-21.3%	0	NA	0	NA	0	NA	1,837	2,453	-25.1%
1511	BOOTS MANCHESTER	1,063	-31.4%	0	NA	1,600	2.6%	275	NA	NULL	NA	0	NA	0	NA	2,938	3,209	-8.4%	388	-7.2%	29	NA	0	NA	3,355	3,627	-7.5%
1572	BOOTS MANCHESTER TRAFFORD PARK	1,421	45.3%	50	-50.0%	1,460	19.3%	261	NA	NULL	NA	0	NA	0	NA	3,192	2,302	38.7%	43	-93.6%	86	NA	0	NA	3,321	2,972	11.7%
1819	BOOTS OLDHAM	576	-41.9%	0	NA	896	-7.0%	220	NA	NULL	NA	0	NA	0	NA	1,692	1,955	-13.5%	43	-73.3%	0	NA	0	NA	1,735	2,116	-18.0%
1553	BOOTS PRESTON	119	-70.3%	0	NA	591	30.5%	63	NA	NULL	NA	0	NA	0	NA	773	854	-9.5%	0	NA	0	NA	0	NA	773	913	-15.3%
1556	BOOTS ROCHDALE	419	-3.5%	0	NA	416	-48.0%	140	NA	NULL	NA	0	NA	0	NA	975	1,234	-21.0%	106	NA	0	NA	0	NA	1,081	1,234	-12.4%
1843	BOOTS SOUTHPORT	348	-20.0%	0	NA	537	3.9%	187	NA	NULL	NA	0	NA	0	NA	1,072	952	12.6%	0	NA	0	NA	0	NA	1,072	952	12.6%
1822	BOOTS WARRINGTON	653	137.5%	0	NA	978	146.3%	178	NA	NULL	NA	0	NA	0	NA	1,809	672	169.2%	0	NA	0	NA	0	NA	1,809	836	116.4%
3206	DEBENHAMS ALTRINGHAM	362	-21.0%	0	NA	357	86.9%	248	NA	0	NA	0	NA	0	NA	967	649	49.0%	119	50.6%	58	NA	0	NA	1,144	728	57.1%
3047	DEBENHAMS BARROW	447	-39.6%	0	NA	1,210	13.4%	564	NA	0	NA	59	NA	0	NA	2,280	1,866	22.2%	102	0.0%	58	NA	0	NA	2,440	1,968	24.0%
2965	DEBENHAMS BLACKBURN	1,070	19.8%	96	NA	1,783	24.2%	236	NA	0	NA	56	NA	0	NA	3,241	2,329	39.2%	178	-0.6%	98	NA	0	NA	3,517	2,508	40.2%
3219	DEBENHAMS BLACKPOOL	488	-27.5%	166	NA	628	-29.0%	49	NA	0	NA	0	NA	0	NA	1,331	1,557	-14.5%	120	-60.8%	94	NA	0	NA	1,545	1,863	-17.1%
3005	DEBENHAMS BOLTON	325	-5.2%	43	NA	673	13.1%	31	NA	0	NA	0	NA	0	NA	1,072	938	14.3%	135	NA	118	NA	0	NA	1,325	938	41.3%
3262	DEBENHAMS BRADFORD	367	-35.0%	93	45.3%	910	134.5%	70	NA	0	NA	31	NA	0	NA	1,471	1,017	44.6%	310	282.7%	231	NA	0	NA	2,012	1,098	83.2%
3237	DEBENHAMS BURY	848	-21.4%	162	224.0%	1,209	40.6%	417	NA	0	NA	0	NA	0	NA	2,636	2,017	30.7%	152	61.7%	40	NA	0	NA	2,828	2,111	34.0%
3148	DEBENHAMS HARROGATE	704	7.2%	0	NA	926	222.6%	100	NA	0	NA	0	NA	0	NA	1,730	972	78.0%	59	NA	0	NA	0	NA	1,789	972	84.1%
3217	DEBENHAMS LIVERPOOL	2,546	-1.5%	479	38.8%	3,216	-4.3%	578	NA	0	NA	31	-64.4%	0	NA	6,850	6,378	7.4%	119	-73.7%	256	NA	0	NA	7,225	6,831	5.8%
2930	DEBENHAMS MANCHESTER	1,361	-57.4%	461	67.6%	3,916	31.4%	1,013	NA	0	NA	0	NA	0	NA	6,751	6,523	3.5%	720	-26.1%	409	NA	0	NA	7,880	7,497	5.1%
2952	DEBENHAMS MANCHESTER TRAFFORD PARK	1,261	-22.2%	396	117.6%	2,094	-15.0%	324	NA	0	NA	0	NA	0	NA	4,075	4,267	-4.5%	315	-19.4%	218	NA	0	NA	4,608	4,658	-1.1%
3136	DEBENHAMS OLDHAM	176	665.2%	122	NA	512	62.5%	53	NA	0	NA	0	NA	0	NA	863	338	155.3%	59	-16.9%	32	NA	0	NA	954	409	133.3%
3095	DEBENHAMS PRESTON	674	-2.5%	98	-2.0%	588	27.0%	438	NA	0	NA	31	NA	0	NA	1,829	1,254	45.9%	198	NA	145	NA	0	NA	2,172	1,254	73.2%
3142	DEBENHAMS STOCKPORT	561	14.7%	21	-25.0%	535	112.3%	247	NA	0	NA	0	NA	0	NA	1,364	769	77.4%	29	-17.1%	0	NA	0	NA	1,393	804	73.3%
2895	DEBENHAMS STOCKPORT	73	-93.9%	43	-50.0%	484	-36.4%	31	NA	0	NA	0	NA	0	NA	631	2,034	-69.0%	116	23.4%	61	NA	0	NA	808	2,128	-62.0%
3204	DEBENHAMS WARRINGTON	1,086	18.2%	63	NA	872	54.9%	405	NA	0	NA	28	NA	0	NA	2,454	1,482	65.6%	229	77.5%	0	NA	0	NA	2,683	1,611	66.5%
3203	DEBENHAMS WIGAN	868	1.8%	45	NA	1,114	48.1%	452	NA	0	NA	0	NA	0	NA	2,479	1,605	54.5%	45	-59.8%	40	NA	0	NA	2,564	1,717	49.3%
4850	HARVEYS OF HALIFAX HALIFAX	157	11.3%	9	-25.0%	216	30.9%	58	NA	0	NA	0	NA	0	NA	440	324	35.8%	34	-42.4%	25	NA	0	NA	499	383	30.3%
5015	HOOPERS HARROGATE	118	-69.7%	7	-79.4%	162	-64.5%	44	NA	0	NA	0	NA	0	NA	331	895	-63.0%	0	NA	0	NA	0	NA	331	895	-63.0%
3900	HOOPERS WILMSLOW	186	5.1%	10	-33.3%	255	23.2%	69	NA	0	NA	0	NA	0	NA	520	407	27.8%	0	NA	0	NA	0	NA	520	430	20.9%
5235	HOUSE OF FRASER MANCHESTER	3,117	57.7%	156	-68.7%	1,329	-78.0%	467	NA	0	NA	0	NA	0	NA	5,069	8,587	-41.0%	619	-18.7%	261	NA	0	NA	5,949	9,348	-36.4%
5720	J.T LLOYD BURNLEY	275	-37.4%	15	-60.5%	377	-26.8%	102	NA	0	NA	0	NA	0	NA	769	1,010	-23.9%	0	NA	0	NA	0	NA	769	1,161	-33.8%
5636	JOHN LEWIS CHEADLE	729	-36.0%	0	NA	898	23.9%	427	NA	0	NA	0	NA	0	NA	2,054	1,928	6.5%	0	NA	0	NA	0	NA	2,054	1,928	6.5%
5712	JOHN LEWIS LIVERPOOL	2,827	-14.8%	385	42.6%	2,282	-12.9%	534	NA	0	NA	0	NA	0	NA	6,028	6,210	-2.9%	571	2.7%	84	NA	0	NA	6,683	6,766	-1.2%
5709	JOHN LEWIS MANCHESTER TRAFFORD PARK	382	9.1%	0	NA	518	1669.7%	98	NA	0	NA	0	NA	0	NA	998	317	214.8%	0	NA	0	NA	0	NA	998	317	214.8%
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	2,457	42.8%	96	-33.3%	3,180	-7.6%	574	NA	0	NA	0	NA	0	NA	6,307	5,370	17.4%	487	1032.6%	102	NA	34	NA	6,896	5,413	27.4%
8246	THE ROYAL PERFUMERY WIGAN	437	11.2%	24	-29.4%	598	30.0%	161	NA	0	NA	0	NA	0	NA	1,220	904	35.0%	25	-51.9%	18	NA	0	NA	1,263	956	32.1%
	SUB-TOTAL	33,619	-13.0%	3,140	17.3%	45,066	-4.2%	11,094	NA	0	NA	236	-26.3%	0	NA	93,155	88,758	5.0%	5,407	-24.1%	2,947	NA	34	NA	101,509	95,882	5.9%
	NEW ACCOUNTS																										
1533	BOOTS BRADFORD WESTFIELD	383	NA	0	NA	498	NA	0	NA	NULL	NA	0	NA	0	NA	881	0	NA	59	NA	0	NA	0	NA	940	0	NA
1677	BOOTS PRESTON	328	NA	0	NA	538	NA	235	NA	NULL	NA	0	NA	0	NA	1,101	0	NA	43	NA	0	NA	0	NA	1,144	0	NA
1708	BOOTS LIVERPOOL AINTREE PARK	250	NA	0	NA	1,705	NA	315	NA	NULL	NA	0	NA	0	NA	2,270	0	NA	59	NA	0	NA	0	NA	2,329	0	NA
1732	BOOTS HARROGATE	250	NA	0	NA	335	NA	47	NA	NULL	NA	0	NA	0	NA	632	0	NA	59	NA	0	NA	0	NA	691	0	NA
1912	BOOTS PRESCOT	441	NA	22	NA	823	NA	259	NA	NULL	NA	0	NA	0	NA	1,545	0	NA	0	NA	0	NA	0	NA	1,545	0	NA
1932	BOOTS OLDHAM	286	NA	0	NA	246	NA	0	NA	NULL	NA	0	NA	0	NA	532	0	NA	0	NA	0	NA	0	NA	532	0	NA
1644	BOOTS STOCKPORT MERSEYWAY	392	NA	0	NA	182	NA	0	NA	NULL	NA	0	NA	0	NA	574	0	NA	29	NA	0	NA	0	NA	603	0	NA
	TOTAL	35,949	-7.0%	3,162	18.1%	49,393	4.9%	11,950	NA	0	NA	236	-26.3%	0	NA	100,690	88,758	13.4%	5,656	-20.6%	2,947	NA	34	NA	109,293	95,88	

**FEBRUARY YTD
AREA 63 MATTHEW
BOURNE**

**REGIONAL MANAGER
LINDSAY HASTON**

**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
1036	BEAUTY BASE EALING	1,484	21.9%	83	-11.7%	2,032	40.9%	547	NA	0	NA	0	NA	0	NA	4,146	2,800	48.1%	81	-28.3%	58	NA	0	NA	4,285	2,913	47.1%
1135	BEAUTY BASE HOUNSLOW	878	-15.8%	49	-38.8%	1,200	-3.0%	323	NA	0	NA	0	NA	0	NA	2,450	2,400	2.1%	284	184.0%	206	NA	0	NA	2,940	2,500	17.6%
1137	BEAUTY BASE SLOUGH	539	-28.9%	30	-50.0%	737	-17.7%	199	NA	0	NA	0	NA	0	NA	1,505	1,744	-13.7%	42	-72.5%	31	NA	0	NA	1,578	1,897	-16.8%
1037	BEAUTY BASE STRATFORD	1,838	-42.2%	102	-59.4%	2,513	-33.1%	677	NA	0	NA	0	NA	0	NA	5,130	7,315	-29.9%	550	-14.7%	398	NA	0	NA	6,078	7,960	-23.6%
1041	BEAUTY BASE WHITELEYS	2,246	-0.9%	125	-28.6%	3,073	14.4%	828	NA	0	NA	0	NA	0	NA	6,272	5,216	20.2%	448	6.7%	323	NA	0	NA	7,043	5,636	25.0%
1210	BEAUTY BASE WHITELEYS	544	-45.2%	31	-61.3%	747	-36.2%	202	NA	0	NA	0	NA	0	NA	1,524	2,283	-33.2%	34	-83.8%	25	NA	0	NA	1,583	2,493	-36.5%
1584	BOOTS BRENT CROSS	959	-61.1%	0	NA	2,308	-12.3%	140	NA	NULL	NA	0	NA	0	NA	3,407	5,101	-33.2%	204	-77.9%	0	NA	0	NA	3,611	6,024	-40.1%
1557	BOOTS JERSEY	1,228	16.2%	44	NA	625	-15.7%	0	NA	NULL	NA	0	NA	0	NA	1,897	1,798	5.5%	38	-89.8%	0	NA	0	NA	1,935	2,170	-10.8%
1618	BOOTS LONDON LIVERPOOL ST	1,981	-46.1%	0	NA	2,581	17.9%	304	NA	NULL	NA	0	NA	0	NA	4,866	5,868	-17.1%	43	-91.5%	113	NA	0	NA	5,022	6,373	-21.2%
1653	BOOTS LONDON KENSINGTON	1,498	-10.5%	100	NA	1,125	38.2%	491	NA	NULL	NA	0	NA	0	NA	3,214	2,488	29.2%	43	-89.4%	0	NA	0	NA	3,257	2,894	12.5%
1663	BOOTS LONDON SEDLEY PLACE	3,025	138.6%	0	NA	2,214	41.7%	196	NA	NULL	NA	0	NA	0	NA	5,435	2,830	92.0%	180	-82.7%	0	NA	0	NA	5,615	3,868	45.2%
1807	BOOTS LONDON STRATFORD	1,248	-44.1%	0	NA	2,558	11.7%	417	NA	NULL	NA	0	NA	0	NA	4,223	4,523	-6.6%	-16	-101.0%	312	NA	0	NA	4,519	6,124	-26.2%
1718	BOOTS LONDON WESTFIELD WHITE CITY	905	-7.2%	0	NA	1,618	111.0%	459	NA	NULL	NA	0	NA	0	NA	2,982	1,742	71.2%	279	-27.0%	138	NA	0	NA	3,399	2,124	60.0%
2461	COOTES PHARMACY EAST FINCHLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	270	NA	0	NA	0	NA	0	NA	0	270	NA
55	DE GRUCHY ST HELIER	675	-11.1%	38	-33.3%	925	2.8%	249	NA	0	NA	0	NA	0	NA	1,887	1,744	8.2%	0	NA	0	NA	0	NA	1,887	1,823	3.5%
3174	DEBENHAMS CLAPHAM LONDON	1,424	3.6%	0	NA	1,632	428.2%	288	NA	0	NA	0	NA	0	NA	3,344	1,683	98.7%	740	359.6%	32	NA	0	NA	4,116	1,844	123.2%
2835	DEBENHAMS LONDON	11,459	-21.9%	1,918	-8.4%	16,805	49.5%	3,757	NA	0	NA	279	-53.3%	0	NA	34,218	28,599	19.6%	3,514	-56.9%	2,487	NA	0	NA	40,219	36,761	9.4%
2956	DEBENHAMS UXBRIDGE	1,336	29.0%	125	-16.1%	1,126	103.2%	469	NA	0	NA	0	NA	0	NA	3,056	1,820	67.9%	305	41.9%	32	NA	0	NA	3,393	2,035	66.7%
3266	DEBENHAMS WANDSWORTH	580	-32.2%	0	NA	911	40.6%	152	NA	0	NA	0	NA	0	NA	1,643	1,649	-0.4%	165	-20.7%	0	NA	0	NA	1,808	1,857	-2.6%
3227	DEBENHAMS WESTFIELD WHITE CITY	1,289	3.6%	703	63.5%	2,970	58.7%	240	NA	0	NA	124	33.3%	0	NA	5,326	3,678	44.8%	472	1.1%	224	NA	0	NA	6,022	4,145	45.3%
2832	DEBENHAMS WIMBLEDON	700	-18.9%	0	NA	839	-5.7%	246	NA	0	NA	0	NA	0	NA	1,785	1,871	-4.6%	190	-8.2%	72	NA	0	NA	2,047	2,078	-1.5%
3395	ELYS WIMBLEDON	626	2.5%	35	-25.5%	857	18.4%	230	NA	0	NA	0	NA	0	NA	1,748	1,406	24.3%	174	228.3%	125	NA	0	NA	2,047	1,459	40.3%
125	FEELUNIQUE JERSEY	453	-23.2%	56	0.0%	650	20.1%	122	NA	0	NA	54	100.0%	0	NA	1,335	1,384	-3.5%	136	161.5%	76	NA	0	NA	1,547	1,436	7.7%
3848	FEELUNIQUE.COM NORTHAMPTON	2,115	-14.3%	91	-71.8%	2,891	-33.1%	1,664	NA	0	NA	75	-76.8%	0	NA	6,836	7,467	-8.5%	528	-79.0%	3,265	NA	0	NA	10,629	9,976	6.5%
3849	FEELUNIQUE GUERNSEY	323	-0.6%	80	NA	399	76.5%	0	NA	0	NA	0	NA	0	NA	802	628	27.7%	99	-32.2%	23	NA	0	NA	924	774	19.4%
3860	FENWICK BRENT CROSS	5,067	7.4%	1,204	-14.5%	4,978	39.6%	802	NA	0	NA	124	100.0%	0	NA	12,175	9,820	24.0%	1,173	-40.8%	342	NA	0	NA	13,690	11,801	16.0%
4755	HARRODS LONDON	36,792	240.7%	2,722	38.1%	45,531	273.4%	1,688	NA	58,004	-21.2%	202	-69.0%	0	NA	144,939	126,718	14.4%	0	NA	0	NA	0	NA	144,939	126,718	14.4%
5291	HOUSE OF FRASER LONDON CITY	1,236	-31.9%	198	-9.6%	582	-51.6%	289	NA	0	NA	62	82.4%	0	NA	2,367	3,422	-30.8%	90	36.4%	0	NA	0	NA	2,457	3,488	-29.6%
395	HOUSE OF FRASER LONDON VICTORIA	1,348	0.6%	149	-37.1%	985	-6.9%	138	NA	0	NA	31	0.0%	0	NA	2,651	2,833	-6.4%	178	-23.9%	75	NA	0	NA	2,904	3,067	-5.3%
5100	HOUSE OF FRASER LONDON OXFORD STREET	9,284	-5.6%	2,006	-18.8%	8,133	-26.8%	1,990	NA	0	NA	93	-72.7%	0	NA	21,506	23,755	-9.5%	2,254	-15.7%	1,957	NA	0	NA	25,717	26,428	-2.7%
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	3,076	-0.4%	281	-72.5%	3,263	-55.7%	1,509	NA	0	NA	62	100.0%	0	NA	8,191	11,799	-30.6%	2,851	54.4%	876	NA	0	NA	11,918	13,645	-12.7%
5710	J P PHARMACY CAMDEN TOWN	360	-33.0%	30	-83.7%	276	-30.3%	0	NA	0	NA	0	NA	0	NA	666	1,128	-41.0%	0	NA	0	NA	0	NA	666	1,128	-41.0%
6190	JAMES LEIGH BARKING	879	6.3%	310	-6.1%	635	-5.2%	240	NA	0	NA	0	NA	0	NA	2,064	1,827	13.0%	313	-49.5%	227	NA	0	NA	2,604	2,447	6.4%
8740	JAMES SELBY LONDON	397	-54.9%	22	-69.0%	543	-47.7%	146	NA	0	NA	0	NA	0	NA	1,108	2,025	-45.3%	169	238.0%	122	NA	0	NA	1,399	2,075	-32.6%
5630	JOHN LEWIS BRENT CROSS	2,362	-12.6%	300	163.2%	2,002	33.2%	259	NA	0	NA	0	NA	0	NA	4,923	4,320	14.0%	0	NA	0	NA	0	NA	4,923	4,320	14.0%
5620	JOHN LEWIS LONDON	6,957	26.2%	1,795	53.3%	6,681	9.8%	1,062	NA	0	NA	0	NA	0	NA	16,495	12,844	28.4%	58	-96.1%	457	NA	0	NA	17,010	14,322	18.8%
5814	JOHN LEWIS LONDON WESTFIELD, STRATFORD	760	-33.6%	242	70.4%	1,148	47.2%	331	NA	0	NA	0	NA	0	NA	2,481	2,067	20.0%	59	NA	0	NA	0	NA	2,540	2,067	22.9%
6020	LANDY'S CHEMIST LONDON	1,575	17.1%	88	-30.7%	2,156	30.4%	581	NA	0	NA	0	NA	0	NA	4,400	3,200	37.5%	23	-97.7%	17	NA	0	NA	4,440	4,200	5.7%
6940	MORLEYS OF BRITTON LTD LONDON	1,293	-21.6%	72	-43.8%	1,770	-9.3%	477	NA	0	NA	0	NA	0	NA	3,612	3,792	-4.7%	115	-16.7%	83	NA	0	NA	3,810	3,930	-3.1%
5650	PETER JONES LONDON	999	-31.4%	145	-59.4%	746	-33.0%	94	NA	0	NA	0	NA	0	NA	1,984	2,981	-33.4%	0	NA	0	NA	0	NA	1,984	2,981	-33.4%
SUB-TOTAL		111,738	17.1%	13,174	-6.3%	132,765	38.0%	21,806	NA	58,004	-21.2%	1,106	-53.1%	0	NA	338,593	310,838	8.9%	15,816	-45.9%	12,096	NA	0	NA	366,505	340,051	7.8%
NEW ACCOUNTS																											
1212	BEAUTY BASE UXBRIDGE	335	NA	19	NA	460	NA	124	NA	0	NA	0	NA	0	NA	938	0	NA	42	NA	31	NA	0	NA	1,011	0	NA
1038	BEAUTY BASE BRACKNELL	533	NA	30	NA	731	NA	196	NA	0	NA	0	NA	0	NA	1,490	0	NA	106	NA	77	NA	0	NA	1,673	0	NA
1929	BOOTS BECTON GALLIONS REACH SHOPPING PARK	614	NA	0	NA	981	NA	159	NA	NULL	NA	0	NA	0	NA	1,754	0	NA	171	NA	0	NA	0	NA	1,925	0	NA
1591	BOOTS UXBRIDGE	497	NA	0	NA	1,009	NA	376	NA	NULL	NA	0	NA	0	NA	1,882	0	NA	0	NA	0	NA	0	NA	1,882	0	NA
CLOSED ACCOUNTS																											
1035	BEAUTY BASE STAINES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,348	NA	0	NA	0	NA	0	NA	0	1,414	NA
8670	SELFRIDGES LONDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	34,597	NA	0	NA	0	NA	0	NA	0	42,208	NA
TOTAL		113,717	6.7%	13,223	-23.3%	135,946	15.4%	22,661	NA	58,004	-21.2%	1,106	-55.5%	0	NA	344,657	346,783	-0.6%	16,135	-56.3%	12,204	NA	0	NA	372,996	383,673	-2.8%

NUMBER OF DOORS TRADING

44

MONTH OF FEBRUARY
AREA 63 MATTHEW
BOURNE

REGIONAL MANAGER
LINDSAY HASTON

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

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
1036	BEAUTY BASE EALING	776	27.2%	43	-18.9%	1,062	48.5%	286	NA	0	NA	0	NA	0	NA	2,167	1,404	54.3%	56	NA	40	NA	0	NA	2,263	1,404	61.2%
1135	BEAUTY BASE HOUNSLOW	513	1.4%	29	-34.1%	702	18.2%	189	NA	0	NA	0	NA	0	NA	1,433	1,165	23.0%	217	NA	157	NA	0	NA	1,807	1,165	55.1%
1137	BEAUTY BASE SLOUGH	321	-34.0%	18	-57.1%	440	-22.8%	119	NA	0	NA	0	NA	0	NA	898	1,118	-19.7%	42	-58.8%	31	NA	0	NA	971	1,220	-20.4%
1037	BEAUTY BASE STRATFORD	974	-49.9%	54	-67.9%	1,332	-41.6%	359	NA	0	NA	0	NA	0	NA	2,719	4,474	-39.2%	261	-37.0%	189	NA	0	NA	3,169	4,888	-35.2%
1041	BEAUTY BASE WESTFIELD	1,165	0.0%	65	-35.6%	1,595	16.8%	430	NA	0	NA	0	NA	0	NA	3,255	2,682	21.4%	248	15.9%	179	NA	0	NA	3,682	2,896	27.1%
1210	BEAUTY BASE WHITELEYS	356	-47.6%	20	-66.1%	489	-38.6%	132	NA	0	NA	0	NA	0	NA	997	1,563	-36.2%	34	-77.5%	25	NA	0	NA	1,056	1,714	-38.4%
1584	BOOTS BRENT CROSS	524	-56.1%	0	NA	980	-20.4%	0	NA	NULL	NA	0	NA	0	NA	1,504	2,425	-38.0%	43	-86.8%	0	NA	0	NA	1,547	2,751	-43.8%
1557	BOOTS JERSEY	451	-21.7%	0	NA	199	-48.6%	0	NA	NULL	NA	0	NA	0	NA	650	963	-32.5%	0	NA	0	NA	0	NA	650	1,050	-38.1%
1618	BOOTS LONDON LIVERPOOL ST	1,302	-48.1%	0	NA	1,359	21.6%	98	NA	NULL	NA	0	NA	0	NA	2,759	3,625	-23.9%	43	-78.1%	26	NA	0	NA	2,828	3,821	-26.0%
1653	BOOTS LONDON KENSINGTON	602	65.4%	50	NA	143	-51.9%	117	NA	NULL	NA	0	NA	0	NA	912	661	38.0%	43	-27.1%	0	NA	0	NA	955	720	32.6%
1663	BOOTS LONDON SEDLEY PLACE	2,149	244.4%	0	NA	1,337	149.4%	0	NA	NULL	NA	0	NA	0	NA	3,486	1,160	200.5%	0	NA	0	NA	0	NA	3,486	1,585	119.9%
1807	BOOTS LONDON STRATFORD	520	-56.3%	0	NA	1,084	-13.6%	44	NA	NULL	NA	0	NA	0	NA	1,648	2,443	-32.5%	-16	-102.7%	140	NA	0	NA	1,772	3,031	-41.5%
1718	BOOTS LONDON WESTFIELD WHITE CITY	272	-24.4%	0	NA	870	107.1%	89	NA	NULL	NA	0	NA	0	NA	1,231	780	57.8%	145	123.1%	55	NA	0	NA	1,431	845	69.3%
2461	COOTES PHARMACY EAST FINCHLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	140	NA	0	NA	0	NA	0	NA	0	140	NA
55	DE GRUCHY ST HELIER	301	-10.9%	17	-41.4%	412	4.0%	111	NA	0	NA	0	NA	0	NA	841	777	8.2%	0	NA	0	NA	0	NA	841	777	8.2%
3174	DEBENHAMS CLAPHAM LONDON	964	45.2%	0	NA	830	13933.3%	148	NA	0	NA	0	NA	0	NA	1,942	658	195.1%	353	119.3%	0	NA	0	NA	2,295	819	180.2%
2835	DEBENHAMS LONDON	5,050	-14.7%	875	-33.1%	7,996	49.0%	1,379	NA	0	NA	155	-59.7%	0	NA	15,455	12,978	19.1%	1,378	-58.4%	848	NA	0	NA	17,681	16,289	8.5%
2956	DEBENHAMS UXBRIDGE	324	-23.0%	93	19.2%	905	239.0%	149	NA	0	NA	0	NA	0	NA	1,471	766	92.0%	43	-54.3%	0	NA	0	NA	1,514	860	76.0%
3266	DEBENHAMS WANDSWORTH	273	-29.5%	0	NA	534	216.0%	152	NA	0	NA	0	NA	0	NA	959	556	72.5%	73	-43.8%	0	NA	0	NA	1,032	686	50.4%
3227	DEBENHAMS WESTFIELD WHITE CITY	503	-9.4%	285	96.6%	718	-0.3%	82	NA	0	NA	31	NA	0	NA	1,619	1,460	10.9%	239	-32.5%	128	NA	0	NA	1,986	1,814	9.5%
2832	DEBENHAMS WIMBLEDON	354	-41.0%	0	NA	551	236.0%	140	NA	0	NA	0	NA	0	NA	1,045	796	31.3%	103	9.6%	40	NA	0	NA	1,188	890	33.5%
3395	ELYS WIMBLEDON	343	5.2%	19	-32.1%	469	22.5%	126	NA	0	NA	0	NA	0	NA	957	751	27.4%	142	NA	102	NA	0	NA	1,201	751	59.9%
125	FEELUNIQUE JERSEY	177	-49.6%	0	NA	313	233.0%	122	NA	0	NA	27	NA	0	NA	639	527	21.3%	104	100.0%	52	NA	0	NA	795	579	37.3%
3848	FEELUNIQUE.COM NORTHAMPTON	815	43.0%	50	-67.5%	2,314	54.7%	822	NA	0	NA	50	NA	0	NA	4,051	2,252	79.9%	229	20.5%	252	NA	0	NA	4,532	2,442	85.6%
3849	FEELUNIQUE GUERNSEY	135	-44.4%	80	NA	263	182.8%	0	NA	0	NA	0	NA	0	NA	478	413	15.7%	31	-75.4%	23	NA	0	NA	532	539	-1.3%
3860	FENWICK BRENT CROSS	2,336	-4.2%	758	-5.8%	2,785	60.1%	325	NA	0	NA	124	300.0%	0	NA	6,328	5,014	26.2%	696	-24.8%	103	NA	0	NA	7,127	5,939	20.0%
4755	HARRODS LONDON	4,071	10.9%	944	-2.8%	4,775	-5.4%	578	NA	21,116	-9.5%	62	-60.0%	0	NA	31,546	33,167	-4.9%	0	NA	0	NA	0	NA	31,546	33,167	-4.9%
5291	HOUSE OF FRASER LONDON CITY	167	-77.4%	85	304.8%	319	-60.3%	49	NA	0	NA	31	NA	0	NA	651	1,564	-58.4%	0	NA	0	NA	0	NA	651	1,597	-59.2%
395	HOUSE OF FRASER LONDON VICTORIA	602	18.5%	50	-72.8%	436	144.9%	89	NA	0	NA	31	0.0%	0	NA	1,208	940	28.5%	118	28.3%	75	NA	0	NA	1,401	1,032	35.8%
5100	HOUSE OF FRASER LONDON OXFORD STREET	3,991	-0.5%	808	-15.3%	3,918	-39.9%	951	NA	0	NA	93	-66.7%	0	NA	9,761	11,766	-17.0%	664	-21.3%	688	NA	0	NA	11,113	12,610	-11.9%
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	1,090	-25.9%	0	NA	1,650	-67.8%	551	NA	0	NA	31	NA	0	NA	3,322	7,073	-53.0%	1,226	46.5%	371	NA	0	NA	4,919	7,910	-37.8%
5710	J P PHARMACY CAMDEN TOWN	232	-6.8%	30	42.9%	213	-27.1%	0	NA	0	NA	0	NA	0	NA	475	573	-17.1%	0	NA	0	NA	0	NA	475	573	-17.1%
6190	JAMES LEIGH BARKING	489	-2.0%	190	0.0%	395	-3.7%	120	NA	0	NA	0	NA	0	NA	1,194	1,099	8.6%	255	-48.0%	185	NA	0	NA	1,634	1,589	2.8%
8740	JAMES SELBY LONDON	168	-72.6%	9	-83.0%	229	-68.2%	62	NA	0	NA	0	NA	0	NA	468	1,414	-66.9%	124	NA	90	NA	0	NA	682	1,414	-51.8%
5630	JOHN LEWIS BRENT CROSS	1,459	1.6%	150	31.6%	1,054	16.5%	278	NA	0	NA	0	NA	0	NA	2,941	2,455	19.8%	0	NA	0	NA	0	NA	2,941	2,455	19.8%
5620	JOHN LEWIS LONDON	3,882	21.2%	845	10.9%	3,848	8.1%	485	NA	0	NA	0	NA	0	NA	9,060	7,525	20.4%	58	-92.4%	138	NA	0	NA	9,256	8,290	11.7%
5814	JOHN LEWIS LONDON WESTFIELD, STRATFORD	366	-37.2%	112	124.0%	965	145.5%	212	NA	0	NA	0	NA	0	NA	1,655	1,026	61.3%	0	NA	0	NA	0	NA	1,655	1,026	61.3%
6020	LANDYS CHEMIST LONDON	680	-13.0%	38	-44.1%	931	1.5%	251	NA	0	NA	0	NA	0	NA	1,900	1,800	5.6%	0	NA	0	NA	0	NA	1,900	2,250	-15.6%
6940	MORLEYS OF BRIXTON LTD LONDON	752	-17.5%	42	-46.8%	1,029	-3.7%	277	NA	0	NA	0	NA	0	NA	2,100	2,098	0.1%	85	NA	61	NA	0	NA	2,246	2,098	7.1%
5650	PETER JONES LONDON	569	-45.6%	45	-79.8%	278	-59.7%	47	NA	0	NA	0	NA	0	NA	939	1,958	-52.0%	0	NA	0	NA	0	NA	939	1,958	-52.0%
	SUB-TOTAL	40,018	-10.7%	5,804	-18.9%	49,722	1.2%	9,369	NA	21,116	-9.5%	635	-34.3%	0	NA	126,664	126,009	0.5%	7,037	-39.2%	3,998	NA	0	NA	137,699	137,584	0.1%
	NEW ACCOUNTS																										
1212	BEAUTY BASE UXBRIDGE	179	NA	10	NA	245	NA	66	NA	0	NA	0	NA	0	NA	500	0	NA	42	NA	31	NA	0	NA	573	0	NA
1038	BEAUTY BASE BRACKNELL	231	NA	13	NA	317	NA	85	NA	0	NA	0	NA	0	NA	646	0	NA	106	NA	77	NA	0	NA	829	0	NA
1929	BOOTS BECTON GALLIONS REACH SHOPPING PARK	439	NA	0	NA	569	NA	0	NA	NULL	NA	0	NA	0	NA	1,008	0	NA	112	NA	0	NA	0	NA	1,120	0	NA
1591	BOOTS UXBRIDGE	217	NA	0	NA	612	NA	49	NA	NULL	NA	0	NA	0	NA	878	0	NA	0	NA	0	NA	0	NA	878	0	NA
	CLOSED ACCOUNTS																										
1035	BEAUTY BASE STAINES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	535	NA	0	NA	0	NA	0	NA	0	535	NA
8670	SELFRIDGES LONDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	13,409	NA	0	NA	0	NA	0	NA	0	13,495	NA
	TOTAL	41,084	-16.9%	5,827	-30.2%	51,465	-9.9%	9,569	NA	21,116	-9.5%	635	-41.8%	0	NA	129,696	139,953	-7.3%	7,297	-37.4%	4,106	NA	0	NA	141,099	151,614	-6.9%

NUMBER OF DOORS TRADING

44

**FEBRUARY YTD
AREA 65 BOOTS
WAREHOUSE**

**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
1500	BOOTS GROUP NOTTINGHAM	70,209	-33.9%	200	-81.8%	89,410	-17.8%	24,033	NA	NULL	NA	0	NA	78	-93.0%	183,930	217,297	-15.4%	9,292	-59.2%	86	NA	0	NA	193,308	240,088	-19.5%
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	NA	0	0	NA
TOTAL		70,209	-33.9%	200	-81.8%	89,410	-17.8%	24,033	NA	0	NA	0	NA	78	-93.0%	183,930	217,297	-15.4%	9,292	-59.2%	86	NA	0	NA	193,308	240,088	-19.5%

NUMBER OF DOORS TRADING

192

MONTH OF FEBRUARY
AREA 65 BOOTS
WAREHOUSE

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - 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
1500	BOOTS GROUP NOTTINGHAM	28,299	-34.0%	100	-85.7%	36,123	-31.0%	10,782	NA	NULL	NA	0	NA	40	-90.1%	75,344	96,336	-21.8%	4,641	-48.3%	115	NA	0	NA	80,100	105,313	-23.9%
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	NA	0	0	NA
TOTAL		28,299	-34.0%	100	-85.7%	36,123	-31.0%	10,782	NA	0	NA	0	NA	40	-90.1%	75,344	96,336	-21.8%	4,641	-48.3%	115	NA	0	NA	80,100	105,313	-23.9%

NUMBER OF DOORS TRADING

192

**FEBRUARY YTD
AREA 66 ANGELA
WILSON**

**REGIONAL MANAGER PETER
JAJCAY**

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

YEAR TO DATE - 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	
1568	BOOTS ABERDEEN	1,861	-7.0%	50	0.0%	1,087	-36.9%	0	NA	NULL	NA	0	NA	0	NA	2,998	3,774	-20.6%	59	-90.5%	0	NA	0	NA	3,057	4,392	-30.4%	
1777	BOOTS ABERDEEN GARTHDEE ROAD	734	-39.4%	0	NA	1,233	9.0%	238	NA	NULL	NA	0	NA	0	NA	2,205	2,343	-5.9%	220	NA	0	NA	0	NA	2,425	2,343	3.5%	
1647	BOOTS AYR	885	58.3%	0	NA	656	11.0%	283	NA	NULL	NA	0	NA	0	NA	1,824	1,150	58.6%	0	NA	0	NA	0	NA	1,824	1,150	58.6%	
1759	BOOTS EDINBURGH GYLE PARK	917	16.2%	50	0.0%	1,002	44.6%	353	NA	NULL	NA	0	NA	0	NA	2,322	1,532	51.6%	79	-59.9%	0	NA	0	NA	2,401	1,729	38.9%	
1681	BOOTS EDINBURGH NEWCRAIGHALL	716	39.8%	0	NA	725	-40.8%	261	NA	NULL	NA	0	NA	0	NA	1,702	1,737	-2.0%	43	-34.8%	0	NA	0	NA	1,745	1,803	-3.2%	
1829	BOOTS ELGIN	1,077	83.5%	0	NA	1,315	64.2%	448	NA	NULL	NA	0	NA	0	NA	2,840	1,388	104.6%	43	-81.3%	0	NA	0	NA	2,883	1,618	78.2%	
1813	BOOTS FALKIRK	795	-56.1%	0	NA	1,620	3.4%	47	NA	NULL	NA	0	NA	0	NA	2,462	3,378	-27.1%	0	NA	0	NA	0	NA	2,462	3,378	-27.1%	
1599	BOOTS GLASGOW BRAEHEAD	1,918	-49.2%	0	NA	1,824	-21.2%	517	NA	NULL	NA	0	NA	0	NA	4,259	6,090	-30.1%	127	-85.3%	86	NA	0	NA	4,472	6,954	-35.7%	
1661	BOOTS GLASGOW FORT	1,735	-15.0%	100	0.0%	2,585	66.0%	399	NA	NULL	NA	0	NA	0	NA	4,819	3,697	30.3%	-6	-100.8%	87	NA	0	NA	4,900	4,482	9.3%	
1569	BOOTS GLASGOW SAUCHIEHALL	575	-34.2%	0	NA	770	12.1%	98	NA	NULL	NA	0	NA	0	NA	1,443	1,561	-7.6%	0	NA	0	NA	0	NA	1,443	1,663	-13.2%	
1514	BOOTS GLASGOW ST ENOCHS	1,601	72.5%	0	NA	1,135	18.1%	217	NA	NULL	NA	0	NA	0	NA	2,953	1,889	56.3%	161	-76.9%	0	NA	0	NA	3,114	2,586	20.4%	
1826	BOOTS HAMILTON	1,027	-7.6%	0	NA	981	-9.9%	358	NA	NULL	NA	0	NA	0	NA	2,366	2,200	7.5%	0	NA	0	NA	0	NA	2,366	2,550	-7.2%	
1838	BOOTS KIRKCALDY	761	-27.9%	0	NA	1,136	-5.2%	373	NA	NULL	NA	0	NA	0	NA	2,270	2,254	0.7%	177	NA	0	NA	0	NA	2,447	2,254	8.6%	
1716	BOOTS LIVINGSTON	610	121.8%	0	NA	619	43.3%	233	NA	NULL	NA	0	NA	0	NA	1,462	707	106.8%	59	NA	0	NA	0	NA	1,521	707	115.1%	
3158	DEBENHAMS EDINBURGH LEITH	1,367	94.5%	48	-57.9%	445	84.6%	0	NA	0	NA	0	NA	0	NA	1,860	1,151	61.6%	202	4.1%	32	NA	0	NA	2,094	1,345	55.7%	
2995	DEBENHAMS ABERDEEN	3,308	-10.5%	240	-2.4%	3,701	10.4%	1,238	NA	0	NA	31	-53.7%	0	NA	8,518	7,361	15.7%	665	-24.0%	600	NA	0	NA	9,783	8,236	18.8%	
3191	DEBENHAMS AYR	2,373	26.6%	105	-64.2%	2,095	46.2%	812	NA	0	NA	0	NA	0	NA	5,385	3,601	49.5%	113	907.1%	32	NA	0	NA	5,530	3,587	54.2%	
3132	DEBENHAMS CARLISLE	1,337	-49.1%	204	104.0%	1,562	45.3%	329	NA	0	NA	25	NA	0	NA	3,457	3,800	-9.0%	343	1917.6%	0	NA	0	NA	3,800	3,817	-0.4%	
3246	DEBENHAMS DUMFRIES	1,155	16.8%	0	NA	638	27.3%	436	NA	0	NA	0	NA	0	NA	2,229	1,736	28.4%	376	16.8%	40	NA	0	NA	2,645	2,058	28.5%	
3154	DEBENHAMS DUNDEE	1,745	-39.0%	50	-85.5%	2,123	-12.2%	215	NA	0	NA	0	NA	0	NA	4,133	5,621	-26.5%	266	-41.5%	101	NA	0	NA	4,500	6,076	-25.9%	
3218	DEBENHAMS DUNFIRMLINE	709	-46.2%	0	NA	1,395	61.1%	467	NA	0	NA	0	NA	0	NA	2,571	2,185	17.7%	380	617.0%	129	NA	0	NA	3,080	2,238	37.6%	
3167	DEBENHAMS EAST KILBRIDE	1,308	-1.9%	90	300.0%	1,238	24.3%	460	NA	0	NA	0	NA	0	NA	3,096	2,284	35.6%	326	0.6%	40	NA	0	NA	3,462	2,608	32.7%	
3075	DEBENHAMS EDINBURGH	1,184	3.9%	277	109.8%	848	-2.8%	334	NA	0	NA	0	NA	0	NA	2,643	2,144	23.3%	218	-39.3%	147	NA	0	NA	3,008	2,503	20.2%	
3125	DEBENHAMS GLASGOW	4,589	-9.0%	247	-59.5%	2,995	-4.3%	911	NA	0	NA	0	NA	0	NA	8,742	8,781	-0.4%	950	-20.5%	125	NA	0	NA	9,817	9,976	-1.6%	
3208	DEBENHAMS GLASGOW POLLOCK	3,820	-27.2%	336	-26.6%	4,437	30.3%	1,150	NA	0	NA	59	-36.6%	0	NA	9,802	9,201	6.5%	1,097	7.8%	324	NA	0	NA	11,223	10,219	9.8%	
3168	DEBENHAMS INVERNESS	924	109.0%	142	47.9%	1,470	171.7%	504	NA	0	NA	0	NA	0	NA	3,040	1,062	186.3%	347	240.2%	65	NA	0	NA	3,452	1,164	196.6%	
3223	DEBENHAMS LIVINGSTON	852	-24.5%	139	NA	900	53.6%	388	NA	0	NA	0	NA	0	NA	2,279	1,714	33.0%	241	-8.4%	75	NA	0	NA	2,595	1,977	31.3%	
3161	DEBENHAMS PERTH	658	15.0%	32	0.0%	385	15.3%	0	NA	0	NA	0	NA	0	NA	1,075	938	14.6%	58	34.9%	0	NA	0	NA	1,133	981	15.5%	
2837	DEBENHAMS STIRLING	1,484	-9.6%	121	47.6%	1,769	96.6%	372	NA	0	NA	0	NA	0	NA	3,746	2,654	41.1%	130	-41.4%	0	NA	0	NA	3,876	2,876	34.8%	
3196	DEBENHAMS WORKINGTON	1,294	0.0%	75	87.5%	1,556	156.3%	769	NA	0	NA	0	NA	0	NA	3,694	1,972	87.3%	281	-48.9%	423	NA	0	NA	4,398	2,522	74.4%	
3197	DESIRE BY DEBENHAMS FALKIRK	524	-44.7%	0	NA	818	49.3%	224	NA	0	NA	0	NA	0	NA	1,566	1,545	1.4%	66	34.7%	32	NA	0	NA	1,664	1,594	4.4%	
3202	DESIRE BY DEBENHAMS KIRCALDY	929	-14.4%	43	-32.8%	1,223	27.8%	168	NA	0	NA	0	NA	0	NA	2,363	2,106	12.2%	58	-73.3%	0	NA	0	NA	2,421	2,323	4.2%	
5185	FRASERS GLASGOW	5,589	-22.6%	342	-64.4%	3,200	-48.1%	697	NA	0	NA	0	NA	0	NA	9,828	14,380	-31.7%	1,177	19.0%	490	NA	0	NA	11,495	15,369	-25.2%	
5126	JENNERS EDINBURGH	2,844	-20.1%	332	-29.7%	1,198	-45.2%	236	NA	0	NA	31	0.0%	0	NA	4,641	6,246	-25.7%	324	-52.8%	102	NA	0	NA	5,067	6,933	-26.9%	
5695	JOHN LEWIS ABERDEEN	444	-36.8%	0	NA	445	187.1%	0	NA	0	NA	0	NA	0	NA	889	857	3.7%	0	NA	0	NA	0	NA	889	821	8.3%	
5635	JOHN LEWIS EDINBURGH	692	40.7%	108	92.9%	380	8.6%	47	NA	0	NA	0	NA	0	NA	1,227	898	36.6%	0	NA	0	NA	0	NA	1,227	898	36.6%	
5708	JOHN LEWIS GLASGOW	1,139	-9.1%	50	-35.9%	754	-2.6%	178	NA	0	NA	0	NA	0	NA	2,121	2,105	0.8%	0	NA	0	NA	0	NA	2,121	2,105	0.8%	
SUB-TOTAL		55,480	-14.2%	3,181	-30.4%	52,263	8.1%	13,760	NA	0	NA	146	-61.3%	0	NA	124,830	118,042	5.8%	8,580	-27.2%	2,930	NA	0	NA	136,340	129,835	5.0%	
NEW ACCOUNTS																												
1654	BOOTS EDINBURGH	878	NA	0	NA	945	NA	324	NA	NULL	NA	0	NA	0	NA	2,147	0	NA	118	NA	0	NA	0	NA	2,265	0	NA	
1702	BOOTS GLASGOW SILVERBURN SC	509	NA	0	NA	612	NA	0	NA	NULL	NA	0	NA	0	NA	1,121	0	NA	43	NA	0	NA	0	NA	1,164	0	NA	
1756	BOOTS GLASGOW BUCHANAN GALLERY	710	NA	50	NA	547	NA	606	NA	NULL	NA	0	NA	0	NA	1,913	0	NA	0	NA	0	NA	0	NA	1,913	0	NA	
CLOSED ACCOUNTS																												
3362	ELEGANCE & BEAUTE LTD GLASGOW	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	428	NA	0	NA	0	NA	0	NA	0	458	NA	
1072	SCENTATIONS OF TROON TROON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	353	NA	0	NA	0	NA	0	NA	0	369	NA	
TOTAL		57,577	-11.5%	3,231	-29.7%	54,367	11.5%	14,690	NA	0	NA	146	-61.5%	0	NA	130,011	118,823	9.4%	8,741	-26.2%	2,930	NA	0	NA	141,682	130,662	8.4%	

NUMBER OF DOORS TRADING

40

MONTH OF FEBRUARY
AREA 66 ANGELA
WILSON

REGIONAL MANAGER PETER
JAJCAY

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - 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	
1568	BOOTS ABERDEEN	948	95.5%	50	0.0%	664	-30.1%	0	NA	NULL	NA	0	NA	0	NA	1,662	1,485	11.9%	59	-77.5%	0	NA	0	NA	1,721	1,747	-1.5%	
1777	BOOTS ABERDEEN GARTHDEE ROAD	398	-57.5%	0	NA	905	16.3%	119	NA	NULL	NA	0	NA	0	NA	1,422	1,714	-17.0%	220	NA	0	NA	0	NA	1,642	1,714	-4.2%	
1647	BOOTS AYR	465	22.0%	0	NA	528	269.2%	306	NA	NULL	NA	0	NA	0	NA	1,299	524	147.9%	0	NA	0	NA	0	NA	1,299	524	147.9%	
1759	BOOTS EDINBURGH GYLE PARK	298	-48.6%	50	0.0%	613	69.3%	117	NA	NULL	NA	0	NA	0	NA	1,078	992	8.7%	0	NA	0	NA	0	NA	1,078	1,025	5.2%	
1681	BOOTS EDINBURGH NEWCRAIGHALL	307	-9.2%	0	NA	176	-69.3%	163	NA	NULL	NA	0	NA	0	NA	646	912	-29.2%	0	NA	0	NA	0	NA	646	912	-29.2%	
1829	BOOTS ELGIN	425	234.6%	0	NA	375	-25.9%	168	NA	NULL	NA	0	NA	0	NA	968	633	52.9%	43	-34.8%	0	NA	0	NA	1,011	699	44.6%	
1813	BOOTS FALKIRK	168	-75.5%	0	NA	752	-2.8%	0	NA	NULL	NA	0	NA	0	NA	920	1,459	-36.9%	0	NA	0	NA	0	NA	920	1,459	-36.9%	
1599	BOOTS GLASGOW BRAEHEAD	553	-77.5%	0	NA	869	-34.8%	370	NA	NULL	NA	0	NA	0	NA	1,792	3,789	-52.7%	98	-71.7%	0	NA	0	NA	1,890	4,135	-54.3%	
1661	BOOTS GLASGOW FORT	797	-9.9%	50	NA	1,111	27.6%	119	NA	NULL	NA	0	NA	0	NA	2,077	1,756	18.3%	0	NA	29	NA	0	NA	2,106	1,953	7.8%	
1569	BOOTS GLASGOW SAUCHIEHALL	283	-50.3%	0	NA	238	-37.0%	98	NA	NULL	NA	0	NA	0	NA	619	947	-34.6%	0	NA	0	NA	0	NA	619	1,006	-38.5%	
1514	BOOTS GLASGOW ST ENOCHS	552	-13.9%	0	NA	691	-4.2%	147	NA	NULL	NA	0	NA	0	NA	1,390	1,362	2.1%	102	-68.3%	0	NA	0	NA	1,492	1,684	-11.4%	
1826	BOOTS HAMILTON	726	0.7%	0	NA	708	41.0%	196	NA	NULL	NA	0	NA	0	NA	1,630	1,223	33.3%	0	NA	0	NA	0	NA	1,630	1,315	24.0%	
1838	BOOTS KIRKCALDY	565	-12.1%	0	NA	709	-18.8%	276	NA	NULL	NA	0	NA	0	NA	1,550	1,516	2.2%	59	NA	0	NA	0	NA	1,609	1,516	6.1%	
1716	BOOTS LIVINGSTON	219	1360.0%	0	NA	153	-42.9%	0	NA	NULL	NA	0	NA	0	NA	372	283	31.4%	0	NA	0	NA	0	NA	372	283	31.4%	
3158	DEBENHAMS EDINBURGH LEITH	605	141.0%	0	NA	386	333.7%	0	NA	0	NA	0	NA	0	NA	991	452	119.2%	29	NA	32	NA	0	NA	1,052	452	132.7%	
2995	DEBENHAMS ABERDEEN	1,078	-46.2%	136	-31.3%	1,958	-15.3%	366	NA	0	NA	0	NA	0	NA	3,538	4,544	-22.1%	328	-43.6%	331	NA	0	NA	4,197	5,126	-18.1%	
3191	DEBENHAMS AYR	785	-31.9%	0	NA	1,235	31.7%	317	NA	0	NA	0	NA	0	NA	2,337	2,320	0.7%	55	57.1%	0	NA	0	NA	2,392	2,365	1.6%	
3132	DEBENHAMS CARLISLE	642	-42.6%	154	208.0%	1,033	86.1%	231	NA	0	NA	0	NA	0	NA	2,060	1,724	19.5%	123	623.5%	0	NA	0	NA	2,183	1,741	25.4%	
3246	DEBENHAMS DUMFRIES	595	22.9%	0	NA	504	145.9%	210	NA	0	NA	0	NA	0	NA	1,309	777	68.5%	143	-11.2%	40	NA	0	NA	1,492	938	59.1%	
3154	DEBENHAMS DUNDEE	850	-54.8%	0	NA	1,155	-28.9%	145	NA	0	NA	0	NA	0	NA	2,150	3,770	-43.0%	66	-76.6%	101	NA	0	NA	2,317	4,052	-42.8%	
3218	DEBENHAMS DUNFIRMLINE	515	-18.0%	0	NA	643	28.6%	210	NA	0	NA	0	NA	0	NA	1,368	1,128	21.3%	220	315.1%	0	NA	0	NA	1,588	1,181	34.5%	
3167	DEBENHAMS EAST KILBRIDE	774	39.2%	90	NA	748	22.8%	218	NA	0	NA	0	NA	0	NA	1,830	1,165	57.1%	73	-74.0%	40	NA	0	NA	1,943	1,446	34.4%	
3075	DEBENHAMS EDINBURGH	501	1.6%	91	NA	497	11.9%	140	NA	0	NA	0	NA	0	NA	1,229	937	31.2%	0	NA	40	NA	0	NA	1,269	1,092	16.2%	
3125	DEBENHAMS GLASGOW	2,235	-23.7%	109	-70.0%	1,596	-13.2%	159	NA	0	NA	0	NA	0	NA	4,099	5,130	-20.1%	79	-88.2%	29	NA	0	NA	4,207	5,798	-27.4%	
3208	DEBENHAMS GLASGOW POLLOCK	1,308	-49.1%	152	-32.7%	2,310	5.5%	331	NA	0	NA	0	NA	0	NA	4,101	5,016	-18.2%	365	-55.7%	142	NA	0	NA	4,608	5,840	-21.1%	
3168	DEBENHAMS INVERNESS	473	157.1%	28	-56.3%	722	137.5%	202	NA	0	NA	0	NA	0	NA	1,425	552	158.2%	158	NA	0	NA	0	NA	1,583	552	186.8%	
3223	DEBENHAMS LIVINGSTON	401	-26.8%	91	NA	500	14.2%	254	NA	0	NA	0	NA	0	NA	1,246	986	26.4%	139	NA	0	NA	0	NA	1,385	986	40.5%	
3161	DEBENHAMS PERTH	237	-25.9%	0	NA	217	-10.3%	0	NA	0	NA	0	NA	0	NA	454	562	-19.2%	3	-93.0%	0	NA	0	NA	457	605	-24.5%	
2837	DEBENHAMS STIRLING	603	-19.5%	58	16.0%	1,057	93.2%	47	NA	0	NA	0	NA	0	NA	1,765	1,346	31.1%	43	-57.8%	0	NA	0	NA	1,808	1,448	24.9%	
3196	DEBENHAMS WORKINGTON	593	30.9%	43	NA	1,097	317.1%	225	NA	0	NA	0	NA	0	NA	1,958	747	162.1%	30	-89.9%	230	NA	0	NA	2,218	1,045	112.2%	
3197	DESIRE BY DEBENHAMS FALKIRK	257	-34.4%	0	NA	469	116.1%	119	NA	0	NA	0	NA	0	NA	845	658	28.4%	37	-24.5%	32	NA	0	NA	914	707	29.3%	
3202	DESIRE BY DEBENHAMS KIRCALDY	229	-49.9%	43	NA	518	-29.4%	168	NA	0	NA	0	NA	0	NA	958	1,191	-19.6%	0	NA	0	NA	0	NA	958	1,408	-32.0%	
5185	FRASERS GLASGOW	2,960	-26.7%	117	-68.5%	1,315	-67.0%	438	NA	0	NA	0	NA	0	NA	4,830	8,428	-42.7%	593	32.7%	75	NA	0	NA	5,498	8,875	-38.1%	
5126	JENNERS EDINBURGH	1,247	-40.5%	138	-48.1%	613	-61.8%	187	NA	0	NA	0	NA	0	NA	2,185	3,967	-44.9%	185	-3.1%	0	NA	0	NA	2,370	4,158	-43.0%	
5695	JOHN LEWIS ABERDEEN	351	16.6%	0	NA	230	360.0%	0	NA	0	NA	0	NA	0	NA	581	351	65.5%	0	NA	0	NA	0	NA	581	351	65.5%	
5635	JOHN LEWIS EDINBURGH	361	30.3%	108	NA	260	69.9%	47	NA	0	NA	0	NA	0	NA	776	430	80.5%	0	NA	0	NA	0	NA	776	430	80.5%	
5708	JOHN LEWIS GLASGOW	525	-24.6%	50	0.0%	361	-45.4%	0	NA	0	NA	0	NA	0	NA	936	1,407	-33.5%	0	NA	0	NA	0	NA	936	1,407	-33.5%	
SUB-TOTAL		24,829	-27.1%	1,558	-34.0%	27,916	-5.5%	6,093	NA	0	NA	0	NA	0	NA	60,396	66,183	-8.7%	3,250	-43.8%	1,121	NA	0	NA	64,767	71,965	-10.0%	
NEW ACCOUNTS																												
1654	BOOTS EDINBURGH	509	NA	0	NA	435	NA	0	NA	NULL	NA	0	NA	0	NA	944	0	NA	0	NA	0	NA	0	NA	944	0	NA	
1702	BOOTS GLASGOW SILVERBURN SC	265	NA	0	NA	291	NA	0	NA	NULL	NA	0	NA	0	NA	556	0	NA	0	NA	0	NA	0	NA	556	0	NA	
1756	BOOTS GLASGOW BUCHANAN GALLERY	72	NA	50	NA	213	NA	0	NA	NULL	NA	0	NA	0	NA	335	0	NA	0	NA	0	NA	0	NA	335	0	NA	
CLOSED ACCOUNTS																												
3362	ELEGANCE & BEAUTE LTD GLASGOW	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	225	NA	0	NA	0	NA	0	NA	0	238	NA	
1072	SCENTSATIONS OF TROON TROON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	156	NA	0	NA	0	NA	0	NA	0	156	NA	
TOTAL		25,675	-24.9%	1,608	-32.3%	28,855	-2.9%	6,093	NA	0	NA	0	NA	0	NA	62,231	66,564	-6.5%	3,250	-43.9%	1,121	NA	0	NA	66,602	72,359	-8.0%	

NUMBER OF DOORS TRADING

37

**FEBRUARY YTD
AREA 70 SAMANTHA
LEACH**

**REGIONAL MANAGER PETER
JAICAY**

**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
1576	BOOTS BEXLEY HEATH	749	-63.6%	0	NA	1,285	-7.0%	402	NA	NULL	NA	0	NA	0	NA	2,436	3,437	-29.1%	140	-57.3%	0	NA	0	NA	2,576	3,765	-31.6%
1582	BOOTS BROMLEY	1,079	-44.1%	0	NA	1,206	-28.6%	245	NA	NULL	NA	0	NA	0	NA	2,530	3,620	-30.1%	0	NA	0	NA	0	NA	2,530	4,165	-39.3%
1633	BOOTS CANTERBURY	1,239	-36.3%	0	NA	2,127	14.0%	217	NA	NULL	NA	0	NA	0	NA	3,583	3,861	-7.2%	162	-80.9%	0	NA	0	NA	3,745	4,711	-20.5%
1574	BOOTS CHELMSFORD	803	-48.5%	0	NA	801	-5.4%	295	NA	NULL	NA	0	NA	0	NA	1,899	2,405	-21.0%	337	26.2%	0	NA	0	NA	2,236	2,672	-16.3%
1617	BOOTS CHESHUNT	1,245	-40.6%	0	NA	2,100	-14.5%	425	NA	NULL	NA	0	NA	0	NA	3,770	4,552	-17.2%	118	NA	0	NA	0	NA	3,888	4,552	-14.6%
1766	BOOTS CRAYFORD	341	-41.3%	0	NA	1,378	49.1%	196	NA	NULL	NA	0	NA	0	NA	1,915	1,505	27.2%	20	-84.7%	0	NA	0	NA	1,935	1,636	18.3%
1551	BOOTS CROYDON	557	-73.3%	0	NA	835	-15.4%	227	NA	NULL	NA	0	NA	0	NA	1,619	3,073	-47.3%	0	NA	0	NA	0	NA	1,619	3,446	-53.0%
1581	BOOTS DARTFORD BLUEWATER	1,919	-23.8%	100	0.0%	2,151	-26.9%	670	NA	NULL	NA	0	NA	0	NA	4,840	5,559	-12.9%	102	-92.4%	87	NA	0	NA	5,029	6,893	-27.0%
1764	BOOTS ILFORD	600	745.1%	0	NA	264	-50.9%	257	NA	NULL	NA	0	NA	0	NA	1,121	659	70.1%	0	NA	0	NA	0	NA	1,121	718	56.1%
1634	BOOTS ROMFORD	1,543	-21.2%	0	NA	1,275	44.4%	328	NA	NULL	NA	0	NA	0	NA	3,146	2,840	10.8%	204	-78.9%	0	NA	0	NA	3,350	3,808	-12.0%
1554	BOOTS THURROCK	1,091	-40.3%	150	50.0%	2,276	18.6%	900	NA	NULL	NA	0	NA	0	NA	4,417	3,846	14.8%	29	-97.3%	297	NA	0	NA	4,743	4,924	-3.7%
1561	BOOTS TUNBRIDGE WELLS	1,182	-53.2%	0	NA	1,434	73.4%	164	NA	NULL	NA	0	NA	0	NA	2,780	3,350	-17.0%	0	NA	0	NA	0	NA	2,780	3,448	-19.4%
3213	DEBENHAMS ASHFORD	543	-50.9%	0	NA	1,143	91.1%	253	NA	0	NA	0	NA	0	NA	1,939	1,817	6.7%	43	-84.0%	268	NA	0	NA	2,250	2,086	7.9%
3172	DEBENHAMS BASILDON	4,243	-7.5%	331	-49.4%	6,346	102.6%	1,356	NA	0	NA	31	3.3%	0	NA	12,307	8,406	46.4%	1,465	76.3%	421	NA	0	NA	14,193	9,237	53.7%
3135	DEBENHAMS BROMLEY	1,303	-25.6%	406	112.6%	771	-33.7%	706	NA	0	NA	124	300.0%	771	-33.7%	3,310	3,136	5.5%	429	775.5%	188	NA	0	NA	3,927	3,185	23.3%
3040	DEBENHAMS CANTERBURY	746	47.7%	0	NA	972	41.7%	519	NA	0	NA	0	NA	0	NA	2,237	1,409	58.8%	270	72.0%	83	NA	0	NA	2,590	1,566	65.4%
3173	DEBENHAMS CHATHAM	860	-30.1%	0	NA	734	5.3%	352	NA	0	NA	0	NA	0	NA	1,946	1,906	2.1%	218	86.3%	32	NA	0	NA	2,196	2,023	8.6%
2955	DEBENHAMS CHELMSFORD	2,734	-12.0%	260	150.0%	2,223	51.7%	545	NA	0	NA	62	121.4%	0	NA	5,824	4,703	23.8%	377	37.6%	59	NA	0	NA	6,260	4,977	25.8%
2940	DEBENHAMS COLCHESTER	2,731	-9.4%	546	-15.3%	3,415	13.3%	1,045	NA	0	NA	0	NA	0	NA	7,737	6,733	14.9%	1,121	82.3%	163	NA	0	NA	9,021	7,348	22.8%
2865	DEBENHAMS CROYDON	1,445	-2.7%	150	1037.5%	1,387	34.9%	682	NA	0	NA	0	NA	16	NA	3,680	2,497	47.4%	132	-10.8%	120	NA	0	NA	3,948	2,645	49.3%
3051	DEBENHAMS EASTBOURNE	726	83.3%	0	NA	725	42.4%	249	NA	0	NA	0	NA	0	NA	1,700	969	75.4%	426	108.8%	32	NA	0	NA	2,158	1,173	84.0%
3164	DEBENHAMS ELTHAM	48	-95.1%	0	NA	198	-77.2%	312	NA	0	NA	0	NA	0	NA	558	1,814	-69.2%	84	-51.4%	32	NA	0	NA	674	1,987	-66.1%
3147	DEBENHAMS FOLKSTONE	1,306	-39.6%	0	NA	1,377	50.8%	835	NA	0	NA	0	NA	0	NA	3,518	3,184	10.5%	253	67.5%	32	NA	0	NA	3,803	3,335	14.0%
3000	DEBENHAMS GRAVESEND	951	12.4%	0	NA	1,363	50.6%	298	NA	0	NA	0	NA	12	-50.0%	2,624	2,031	29.2%	0	NA	32	NA	0	NA	2,656	2,162	22.8%
3070	DEBENHAMS HASTINGS	897	-4.6%	32	-36.0%	949	13.8%	758	NA	0	NA	0	NA	0	NA	2,636	1,824	44.5%	181	-55.9%	32	NA	0	NA	2,849	2,234	27.5%
3176	DEBENHAMS ILFORD	1,723	45.9%	84	200.0%	1,688	102.2%	421	NA	0	NA	0	NA	0	NA	3,916	2,072	89.0%	240	31.9%	194	NA	0	NA	4,350	2,254	93.0%
2850	DEBENHAMS IPSWICH	2,749	45.9%	383	-4.3%	3,009	30.3%	757	NA	0	NA	40	29.0%	0	NA	6,938	4,624	50.0%	624	15.8%	159	NA	0	NA	7,721	5,163	49.5%
2855	DEBENHAMS ROMFORD	4,550	-25.3%	591	206.2%	4,011	72.7%	872	NA	0	NA	93	-48.9%	0	NA	10,117	8,789	15.1%	855	-2.5%	281	NA	0	NA	11,253	9,666	16.4%
2960	DEBENHAMS SOUTHEAD	3,981	-25.1%	315	-3.7%	4,935	41.5%	1,635	NA	0	NA	111	79.0%	0	NA	10,977	9,191	19.4%	1,485	109.7%	378	NA	0	NA	12,840	9,899	29.7%
3179	DEBENHAMS SUTTON	933	-17.1%	148	196.0%	1,628	56.4%	406	NA	0	NA	0	NA	0	NA	3,115	2,216	40.6%	352	NA	221	NA	0	NA	3,688	2,216	66.4%
3186	DEBENHAMS THANET	848	-6.5%	0	NA	870	91.6%	328	NA	0	NA	0	NA	0	NA	2,046	1,385	47.7%	288	251.2%	32	NA	0	NA	2,366	1,491	58.7%
3060	DEBENHAMS THURROCK	3,393	-13.8%	307	46.2%	4,168	23.2%	405	NA	0	NA	174	461.3%	0	NA	8,447	7,571	11.6%	1,823	292.9%	0	NA	0	NA	10,270	8,035	27.8%
3209	DEBENHAMS WELWYN GARDEN CITY	516	-60.6%	0	NA	764	19.7%	282	NA	0	NA	0	NA	0	NA	1,562	1,978	-21.0%	58	-78.0%	0	NA	0	NA	1,620	2,242	-27.7%
3192	DESIRE BY DEBENHAMS ORPINGTON	319	-67.2%	0	NA	594	-23.7%	175	NA	0	NA	0	NA	0	NA	1,088	1,878	-42.1%	87	-38.3%	29	NA	0	NA	1,204	2,019	-40.4%
8055	FENWICK CANTERBURY	1,952	-48.8%	272	-60.8%	3,579	38.1%	217	NA	0	NA	0	NA	0	NA	6,020	7,095	-15.2%	669	-20.8%	333	NA	0	NA	7,022	7,940	-11.6%
10090	FENWICK COLCHESTER	131	-83.4%	64	3.2%	409	-56.2%	0	NA	0	NA	0	NA	0	NA	604	1,816	-66.7%	146	49.0%	0	NA	0	NA	750	1,914	-60.8%
3876	FENWICK TUNBRIDGE WELLS	327	-52.1%	18	-66.7%	447	-44.7%	120	NA	0	NA	0	NA	0	NA	912	1,573	-42.0%	21	-76.4%	15	NA	0	NA	948	1,662	-43.0%
5292	HOUSE OF FRASER CROYDON	2,027	36.3%	777	633.0%	654	-48.5%	138	NA	0	NA	121	95.2%	0	NA	3,717	2,926	27.0%	512	2.6%	245	NA	0	NA	4,474	3,425	30.6%
5298	HOUSE OF FRASER DARTFORD BLUEWATER	2,208	-21.9%	128	-76.2%	1,515	-41.1%	174	NA	0	NA	27	-12.9%	0	NA	4,052	5,969	-32.1%	571	-37.1%	199	NA	0	NA	4,822	6,877	-29.9%
415	HOUSE OF FRASER MAIDSTONE	1,206	-18.7%	84	-70.4%	1,011	-38.8%	101	NA	0	NA	62	NA	0	NA	2,464	3,436	-28.3%	252	59.5%	118	NA	0	NA	2,834	3,594	-21.1%
5125	HOUSE OF FRASER THURROCK	3,690	92.2%	560	15.2%	3,168	6.3%	1,039	NA	0	NA	0	NA	0	NA	8,457	5,474	54.5%	1,555	80.6%	150	NA	0	NA	10,162	6,335	60.4%
5819	JOHN LEWIS CHELMSFORD	328	52.6%	0	NA	462	187.0%	365	NA	0	NA	0	NA	0	NA	1,155	423	173.0%	0	NA	0	NA	0	NA	1,155	423	173.0%
5707	JOHN LEWIS DARTFORD BLUEWATER	1,655	102.1%	0	NA	1,491	105.1%	212	NA	0	NA	0	NA	0	NA	3,358	1,546	117.2%	0	NA	0	NA	0	NA	3,358	1,773	89.4%
5645	JOHN LEWIS WELWYN GARDEN	1,606	-13.7%	150	200.0%	1,774	6.0%	87	NA	0	NA	0	NA	0	NA	3,617	3,584	0.9%	0	NA	0	NA	0	NA	3,617	3,584	0.9%
7575	PEARSONS ENFIELD	1,171	-15.9%	65	-36.9%	1,603	-3.1%	432	NA	0	NA	0	NA	0	NA	3,271	3,201	2.2%	200	21.2%	143	NA	0	NA	3,614	3,366	7.4%
8222	ROOMES UPMINSTER	350	-24.7%	20	-44.4%	480	-12.9%	130	NA	0	NA	0	NA	0	NA	980	1,070	-8.4%	61	48.8%	44	NA	0	NA	1,085	1,111	-2.3%
	SUB-TOTAL	66,544	-20.5%	5,941	-6.5%	76,995	16.8%	20,532	NA	0	NA	845	34.1%	28	-91.6%	170,885	156,953	8.9%	15,910	-4.6%	4,419	NA	0	NA	191,230	173,685	10.1%
	NEW ACCOUNTS																										
6944	MORLEYS BEXLEYHEATH	330	NA	18	NA	449	NA	121	NA	0	NA	0	NA	0	NA	918	0	NA	114	NA	82	NA	0	NA	1,114	0	NA
1623	BOOTS EASTBOURNE ARNDAL CTR	720	NA	50	NA	1,141	NA	468	NA	NULL	NA	0	NA	0	NA	2,379	0	NA	0	NA	0	NA	0	NA	2,379	0	NA
1666	BOOTS IPSWICH	788	NA	0	NA	760	NA	422	NA	NULL	NA	0	NA	0	NA	1,970	0	NA	0	NA	0	NA	0	NA	1,970	0	NA
1758	BOOTS MAIDSTONE	427	NA	0	NA	743	NA	133																			

**REGIONAL MANAGER PETER
JAJCAY**

CLARINS FRAGRANCE GROUP STORES PERFORMANCE REPORT 2018 vs 2017

MONTH - RETAIL

NBSR	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	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr
1576	BOOTS BEXLEY HEATH	405	-48.5%	0	NA	700	-15.0%	168	NA	NULL	NA	0	NA	0	NA	1,273	1,610	-20.9%	81	-58.9%	0	NA	0	NA	0	NA	1,354	1,807	-25.1%
1582	BOOTS BROMLEY	516	-24.3%	0	NA	752	-24.0%	49	NA	NULL	NA	0	NA	0	NA	1,317	1,671	-21.2%	0	NA	0	NA	0	NA	0	NA	1,317	1,867	-29.5%
1633	BOOTS CANTERBURY	577	-2.4%	0	NA	1,190	25.7%	49	NA	NULL	NA	0	NA	0	NA	1,816	1,538	18.1%	0	NA	0	NA	0	NA	0	NA	1,816	1,964	-7.5%
1574	BOOTS CHELMSFORD	208	-62.9%	0	NA	611	46.9%	0	NA	NULL	NA	0	NA	0	NA	819	976	-16.1%	43	-60.6%	0	NA	0	NA	0	NA	862	1,085	-20.6%
1617	BOOTS CHESHUNT	503	-48.7%	0	NA	1,395	15.8%	306	NA	NULL	NA	0	NA	0	NA	2,204	2,185	0.9%	118	NA	0	NA	0	NA	0	NA	2,322	2,185	6.3%
1766	BOOTS CRAYFORD	140	-48.7%	0	NA	1,072	81.1%	196	NA	NULL	NA	0	NA	0	NA	1,408	865	62.8%	0	NA	0	NA	0	NA	0	NA	1,408	963	46.2%
1551	BOOTS CROYDON	223	-82.0%	0	NA	320	-40.6%	49	NA	NULL	NA	0	NA	0	NA	592	1,775	-66.6%	0	NA	0	NA	0	NA	0	NA	592	1,916	-69.1%
1581	BOOTS DARTFORD BLUEWATER	387	-46.5%	50	-50.0%	1,394	-1.9%	250	NA	NULL	NA	0	NA	0	NA	2,081	2,245	-7.3%	43	-90.0%	29	NA	0	NA	0	NA	2,153	2,673	-19.5%
1764	BOOTS ILFORD	142	294.4%	0	NA	141	-54.4%	70	NA	NULL	NA	0	NA	0	NA	353	345	2.3%	0	NA	0	NA	0	NA	0	NA	353	404	-12.6%
1634	BOOTS ROMFORD	315	-79.5%	0	NA	685	77.5%	98	NA	NULL	NA	0	NA	0	NA	1,098	1,922	-42.9%	43	-92.7%	0	NA	0	NA	0	NA	1,141	2,509	-54.5%
1554	BOOTS THURROCK	722	6.8%	100	100.0%	1,102	-0.7%	197	NA	NULL	NA	0	NA	0	NA	2,121	1,836	15.5%	0	NA	214	NA	0	NA	0	NA	2,335	2,097	11.3%
1561	BOOTS TUNBRIDGE WELLS	548	-37.9%	0	NA	637	-2.2%	70	NA	NULL	NA	0	NA	0	NA	1,255	1,533	-18.1%	0	NA	0	NA	0	NA	0	NA	1,255	1,533	-18.1%
3213	DEBENHAMS ASHFORD	209	-54.0%	0	NA	622	219.0%	49	NA	0	NA	0	NA	0	NA	880	699	25.9%	0	NA	236	NA	0	NA	0	NA	1,116	880	26.8%
3172	DEBENHAMS BASILDON	1,969	-3.6%	21	-93.6%	4,346	130.4%	407	NA	0	NA	0	NA	0	NA	6,743	4,289	57.2%	336	4.0%	90	NA	0	NA	0	NA	7,169	4,612	55.4%
3135	DEBENHAMS BROMLEY	498	-31.6%	146	-31.8%	406	-33.6%	336	NA	0	NA	62	NA	0	NA	1,448	1,553	-6.8%	182	100.0%	145	NA	0	NA	0	NA	1,775	1,644	8.0%
3040	DEBENHAMS CANTERBURY	270	10.7%	0	NA	600	59.6%	261	NA	0	NA	0	NA	0	NA	1,131	648	74.5%	37	-37.3%	83	NA	0	NA	0	NA	1,251	707	76.9%
3173	DEBENHAMS CHATHAM	349	-24.1%	0	NA	300	-36.0%	96	NA	0	NA	0	NA	0	NA	745	929	-19.8%	59	-49.6%	0	NA	0	NA	0	NA	804	1,046	-23.1%
2955	DEBENHAMS CHELMSFORD	1,128	-29.9%	154	67.4%	1,121	70.4%	84	NA	0	NA	0	NA	0	NA	2,487	2,387	4.2%	154	-0.6%	0	NA	0	NA	0	NA	2,641	2,542	3.9%
2940	DEBENHAMS COLCHESTER	1,287	-15.4%	213	-37.5%	1,374	-21.9%	518	NA	0	NA	0	NA	0	NA	3,392	3,681	-7.9%	198	-66.8%	163	NA	0	NA	0	NA	3,753	4,278	-12.3%
2865	DEBENHAMS CROYDON	763	44.0%	50	204.2%	721	21.6%	383	NA	0	NA	0	NA	16	NA	1,933	1,075	79.8%	161	770.8%	29	NA	0	NA	0	NA	2,139	1,051	103.5%
3051	DEBENHAMS EASTBOURNE	352	7.3%	0	NA	490	212.1%	102	NA	0	NA	0	NA	0	NA	944	517	82.6%	59	110.7%	0	NA	0	NA	0	NA	1,003	545	84.0%
3164	DEBENHAMS ELTHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,317	NA	0	NA	0	NA	0	NA	0	NA	0	1,490	NA
3147	DEBENHAMS FOLKSTONE	625	-40.9%	0	NA	730	52.4%	483	NA	0	NA	0	NA	0	NA	1,838	1,614	13.9%	50	16.3%	0	NA	0	NA	0	NA	1,888	1,657	13.9%
3000	DEBENHAMS GRAVESEND	334	-33.9%	0	NA	718	46.2%	144	NA	0	NA	0	NA	12	-50.0%	1,208	1,052	14.8%	0	NA	0	NA	0	NA	0	NA	1,208	1,168	3.4%
3070	DEBENHAMS HASTINGS	358	68.1%	0	NA	451	-23.3%	652	NA	0	NA	0	NA	0	NA	1,461	851	71.7%	37	-65.1%	0	NA	0	NA	0	NA	1,498	957	56.5%
3176	DEBENHAMS ILFORD	781	81.2%	42	50.0%	936	245.4%	263	NA	0	NA	0	NA	0	NA	2,022	758	166.8%	182	93.6%	130	NA	0	NA	0	NA	2,334	852	173.9%
2850	DEBENHAMS IPSWICH	1,417	47.0%	42	-80.1%	1,595	34.0%	335	NA	0	NA	0	NA	0	NA	3,389	2,365	43.3%	373	33.2%	95	NA	0	NA	0	NA	3,857	2,645	45.8%
2855	DEBENHAMS ROMFORD	2,479	-25.2%	330	236.7%	2,283	23.9%	283	NA	0	NA	62	-56.3%	0	NA	5,437	5,396	0.8%	543	29.3%	88	NA	0	NA	0	NA	6,068	5,816	4.3%
2960	DEBENHAMS SOUTHEIND	2,022	-29.0%	96	15.7%	2,230	6.4%	836	NA	0	NA	40	29.0%	0	NA	5,224	5,056	3.3%	416	-9.6%	263	NA	0	NA	0	NA	5,903	5,516	7.0%
3179	DEBENHAMS SUTTON	557	3.3%	48	NA	919	67.1%	353	NA	0	NA	0	NA	0	NA	1,877	1,089	72.4%	73	NA	98	NA	0	NA	0	NA	2,048	1,089	88.1%
3186	DEBENHAMS THANET	296	26.0%	0	NA	151	-41.9%	144	NA	0	NA	0	NA	0	NA	591	551	7.3%	143	232.6%	32	NA	0	NA	0	NA	766	618	23.9%
3060	DEBENHAMS THURROCK	1,593	-21.2%	209	124.7%	2,182	10.3%	308	NA	0	NA	0	NA	0	NA	4,292	4,093	4.9%	489	72.2%	0	NA	0	NA	0	NA	4,781	4,377	9.2%
3209	DEBENHAMS WELWYN GARDEN CITY	386	-29.2%	0	NA	568	55.6%	176	NA	0	NA	0	NA	0	NA	1,130	910	24.2%	0	NA	0	NA	0	NA	0	NA	1,130	1,076	5.0%
3192	DESIRE BY DEBENHAMS ORPINGTON	240	-55.8%	0	NA	300	-37.4%	0	NA	0	NA	0	NA	0	NA	540	1,022	-47.2%	0	NA	29	NA	0	NA	0	NA	569	1,163	-51.1%
8055	FENWICK CANTERBURY	917	-49.2%	177	-8.8%	1,997	32.9%	119	NA	0	NA	0	NA	0	NA	3,210	3,503	-8.4%	404	24.7%	75	NA	0	NA	0	NA	3,689	3,827	-3.6%
10090	FENWICK COLCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,122	NA	0	NA	0	NA	0	NA	0	NA	0	1,164	NA
3876	FENWICK TUNBRIDGE WELLS	198	-53.8%	11	-70.3%	271	-46.1%	73	NA	0	NA	0	NA	0	NA	553	988	-44.0%	0	NA	0	NA	0	NA	0	NA	553	1,030	-46.3%
5292	HOUSE OF FRASER CROYDON	579	-18.8%	576	1271.4%	421	-36.1%	138	NA	0	NA	31	0.0%	0	NA	1,745	1,445	20.8%	233	153.3%	218	NA	0	NA	0	NA	2,196	1,537	42.9%
5298	HOUSE OF FRASER DARTFORD BLUEWATER	1,188	-18.5%	0	NA	1,137	-43.6%	98	NA	0	NA	27	-12.9%	0	NA	2,450	3,855	-36.4%	68	-79.3%	108	NA	0	NA	0	NA	2,626	4,183	-37.2%
415	HOUSE OF FRASER MAIDSTONE	694	35.8%	84	-49.7%	698	-31.4%	0	NA	0	NA	62	NA	0	NA	1,538	1,713	-10.2%	73	-54.1%	86	NA	0	NA	0	NA	1,697	1,872	-9.3%
5125	HOUSE OF FRASER THURROCK	1,895	76.4%	197	-49.2%	1,862	41.1%	266	NA	0	NA	0	NA	0	NA	4,220	2,869	47.1%	763	49.0%	90	NA	0	NA	0	NA	5,073	3,381	50.0%
5819	JOHN LEWIS CHELMSFORD	168	NA	0	NA	352	604.0%	0	NA	0	NA	0	NA	0	NA	520	50	940.0%	0	NA	0	NA	0	NA	0	NA	520	50	940.0%
5707	JOHN LEWIS DARTFORD BLUEWATER	793	90.6%	0	NA	807	133.9%	0	NA	0	NA	0	NA	0	NA	1,600	761	110.2%	0	NA	0	NA	0	NA	0	NA	1,600	863	85.4%
5645	JOHN LEWIS WELWYN GARDEN	604	-18.5%	50	0.0%	1,002	-2.2%	49	NA	0	NA	0	NA	0	NA	1,705	1,816	-6.1%	0	NA	0	NA	0	NA	0	NA	1,705	1,816	-6.1%
7575	PEARSONS ENFIELD	468	-8.4%	26	-40.9%	641	7.0%	173	NA	0	NA	0	NA	0	NA	1,308	1,175	11.3%	82	NA	59	NA	0	NA	0	NA	1,449	1,175	23.3%
8222	ROOMES UPMINSTER	208	-15.8%	12	-42.9%	285	-1.7%	77	NA	0	NA	0	NA	0	NA	582	569	2.3%	12	NA	9	NA	0	NA	0	NA	603	569	6.0%
	SUB-TOTAL	30,311	-22.7%	2,634	-18.5%	42,515	14.4%	8,708	NA	0	NA	284	-32.9%	28	-84.4%	84,480	80,219	5.3%	5,455	-31.2%	2,369	NA	0	NA	0	NA	92,320	88,199	4.7%
	NEW ACCOUNTS																												
6944	MORLEYS BEXLEYHEATH	165	NA	9	NA	224	NA	60	NA	0	NA	0	NA	0	NA	458	0	NA	99	NA	71	NA	0	NA	0	NA	628	0	NA
1623	BOOTS EASTBOURNE ARNDALE CTR	377	NA	50	NA	617	NA	47	NA	NULL	NA	0	NA	0	NA	1,091	0	NA	0	NA	0	NA	0	NA	0	NA	1,091	0	NA
1666	BOOTS IPSWICH	192	NA	0	NA	379	NA	189	NA	NULL	NA	0	NA	0	NA	760	0	NA	0	NA	0	NA	0	NA	0	NA	760	0	NA
1758	BOOTS MAIDSTONE	157	NA	0	NA	601	NA	133	NA	NULL	NA	0	NA	0	NA	891	0	NA	0	NA	0	NA	0	NA	0	NA	891	0	NA
1213	BEAUTY BASE THURROCK LAKESIDE	509	NA	28	NA	696	NA	187	NA	0	NA	0	NA	0	NA	1,420	0	NA	64	NA	46	NA	0	NA	0				

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		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
1812	BOOTS BARNSELY CHEAPSIDE	596	-59.0%	0	NA	957	-17.1%	49	NA	NULL	NA	0	NA	0	NA	1,602	2,606	-38.5%	59	NA	0	NA	0	NA	1,661	2,606	-36.3%
1809	BOOTS BARNSELY CORTONWOOD RP	618	-12.0%	0	NA	1,577	12.8%	340	NA	NULL	NA	0	NA	0	NA	2,535	2,100	20.7%	0	NA	0	NA	0	NA	2,535	2,159	17.4%
1692	BOOTS CHESTERFIELD	1,673	-29.8%	0	NA	1,197	25.9%	238	NA	NULL	NA	0	NA	0	NA	3,108	3,334	-6.8%	43	-89.7%	0	NA	0	NA	3,151	3,753	-16.0%
1667	BOOTS HULL	1,135	-41.3%	0	NA	1,618	-9.1%	467	NA	NULL	NA	0	NA	0	NA	3,220	3,711	-13.2%	86	NA	0	NA	0	NA	3,306	3,711	-10.9%
1636	BOOTS KETTERING	1,283	-3.0%	0	NA	1,500	-25.0%	273	NA	NULL	NA	0	NA	0	NA	3,056	3,323	-8.0%	102	NA	0	NA	0	NA	3,158	3,323	-5.0%
1536	BOOTS LEEDS	1,507	-32.5%	150	-40.0%	3,349	-10.7%	357	NA	NULL	NA	0	NA	0	NA	5,363	6,233	-14.0%	59	-90.9%	344	NA	0	NA	5,766	6,884	-16.2%
1632	BOOTS LEICESTER	1,219	-51.8%	0	NA	1,111	15.2%	194	NA	NULL	NA	0	NA	0	NA	2,524	3,545	-28.8%	220	-33.3%	0	NA	0	NA	2,744	3,875	-29.2%
1562	BOOTS LEICESTER FOSSE PARK	2,127	-36.8%	100	0.0%	3,112	10.4%	689	NA	NULL	NA	0	NA	0	NA	6,028	6,283	-4.1%	86	-88.9%	143	NA	0	NA	6,257	7,060	-11.4%
1657	BOOTS LINCOLN	1,260	-26.2%	0	NA	1,198	-1.7%	373	NA	NULL	NA	0	NA	0	NA	2,831	2,926	-3.2%	0	NA	0	NA	0	NA	2,831	3,532	-19.8%
1839	BOOTS MANSFIELD	1,081	-50.5%	0	NA	1,864	238.3%	634	NA	NULL	NA	0	NA	0	NA	3,579	2,733	31.0%	204	-70.0%	0	NA	0	NA	3,783	3,413	10.8%
1542	BOOTS MILTON KEYNES	1,572	-14.5%	0	NA	1,903	32.1%	315	NA	NULL	NA	0	NA	0	NA	3,790	3,330	13.8%	295	400.0%	0	NA	0	NA	4,085	3,389	20.5%
1799	BOOTS NORWICH	850	3.2%	0	NA	934	-23.4%	119	NA	NULL	NA	0	NA	0	NA	1,903	2,043	-6.9%	59	-74.3%	0	NA	0	NA	1,962	2,273	-13.7%
1526	BOOTS NOTTINGHAM	1,757	-43.6%	50	NA	2,538	22.1%	463	NA	NULL	NA	0	NA	0	NA	4,808	5,196	-7.5%	142	-71.4%	29	NA	0	NA	4,979	5,692	-12.5%
1547	BOOTS PETERBOROUGH	1,502	-18.6%	0	NA	1,591	-2.6%	466	NA	NULL	NA	0	NA	0	NA	3,559	3,479	2.3%	102	-88.9%	0	NA	0	NA	3,661	4,400	-16.8%
1678	BOOTS PETERBOROUGH HAMPTON	1,461	37.6%	150	NA	1,346	-20.8%	500	NA	NULL	NA	0	NA	0	NA	3,457	2,761	25.2%	98	-87.1%	0	NA	0	NA	3,555	3,522	0.9%
1701	BOOTS ROTHERHAM	924	9.2%	0	NA	2,447	31.1%	315	NA	NULL	NA	0	NA	0	NA	3,686	2,712	35.9%	247	142.2%	0	NA	0	NA	3,933	2,814	39.8%
1671	BOOTS SHEFFIELD	1,062	-39.5%	0	NA	1,132	23.9%	508	NA	NULL	NA	0	NA	0	NA	2,702	2,719	-0.6%	1,470	661.7%	0	NA	0	NA	4,172	2,912	43.3%
1527	BOOTS SHEFFIELD MEADOWHALL	2,186	8.9%	150	-40.0%	2,619	-14.7%	1,593	NA	NULL	NA	0	NA	0	NA	6,548	5,328	22.9%	145	-90.5%	432	NA	0	NA	7,125	6,857	3.9%
1619	BOOTS YORK MONKS CROSS	1,393	-28.4%	0	NA	1,533	33.9%	425	NA	NULL	NA	0	NA	0	NA	3,351	3,091	8.4%	119	-77.0%	0	NA	0	NA	3,470	3,609	-3.9%
1706	BOOTS YORK CONEY STREET	1,797	-5.4%	0	NA	1,873	4.2%	517	NA	NULL	NA	0	NA	0	NA	4,187	3,698	13.2%	59	NA	0	NA	0	NA	4,246	3,698	14.8%
1754	BROWNS BEVERLEY	706	-22.0%	39	-45.1%	964	-10.1%	260	NA	0	NA	0	NA	0	NA	1,969	2,084	-5.5%	154	123.2%	112	NA	0	NA	2,235	2,153	3.8%
1797	BROWNS GAINSBOROUGH	271	-54.8%	15	-68.1%	371	-47.7%	100	NA	0	NA	0	NA	0	NA	757	1,378	-45.1%	57	23.9%	41	NA	0	NA	855	1,424	-40.0%
1655	BROWNS YORK	238	-13.5%	14	-33.3%	327	0.0%	88	NA	0	NA	0	NA	0	NA	667	634	5.2%	0	NA	0	NA	0	NA	667	661	0.9%
9800	CUTTING COMPANY LOUGHBOROUGH	199	53.1%	11	10.0%	271	76.0%	73	NA	0	NA	0	NA	0	NA	554	298	85.9%	0	NA	0	NA	0	NA	554	314	76.4%
5550	DEAN & SMEDLEY PHARMACY ASHBY DE LA ZOUCH	458	39.6%	26	-3.7%	629	62.1%	169	NA	0	NA	0	NA	0	NA	1,282	756	69.6%	64	255.6%	47	NA	0	NA	1,393	774	80.0%
2885	DEBENHAMS BEDFORD	978	-65.7%	0	NA	1,557	39.1%	401	NA	0	NA	0	NA	0	NA	2,936	3,970	-26.0%	376	10.6%	157	NA	0	NA	3,469	4,310	-19.5%
3264	DEBENHAMS BEVERLEY	566	17.2%	21	-88.6%	545	7.1%	203	NA	0	NA	31	NA	0	NA	1,366	1,176	16.2%	431	162.8%	32	NA	0	NA	1,829	1,340	36.5%
3229	DEBENHAMS BURY ST EDMUNDS	1,348	-27.9%	48	-77.0%	1,232	22.5%	687	NA	0	NA	31	NA	0	NA	3,346	3,084	8.5%	216	-36.7%	32	NA	0	NA	3,594	3,425	4.9%
2860	DEBENHAMS CAMBRIDGE	1,700	-1.9%	208	82.5%	1,210	44.0%	1,112	NA	0	NA	62	NA	0	NA	4,292	2,698	59.1%	299	-29.5%	29	NA	0	NA	4,620	3,122	48.0%
3247	DEBENHAMS CHESTERFIELD	1,258	68.6%	156	47.2%	1,419	18.3%	195	NA	0	NA	0	NA	0	NA	3,028	2,052	47.6%	227	-51.6%	128	NA	0	NA	3,383	2,521	34.2%
3194	DEBENHAMS DONCASTER	1,861	7.9%	186	250.9%	2,886	82.1%	398	NA	0	NA	31	NA	24	NA	5,386	3,363	60.2%	17	-93.6%	0	NA	0	NA	5,427	3,628	49.6%
3228	DEBENHAMS GREAT YARMOUTH	934	31.2%	0	NA	1,115	31.6%	340	NA	0	NA	0	NA	0	NA	2,389	1,559	53.2%	210	169.2%	32	NA	0	NA	2,631	1,637	60.7%
3130	DEBENHAMS HULL	1,762	-16.3%	290	94.6%	1,711	27.4%	400	NA	0	NA	0	NA	0	NA	4,163	3,626	14.8%	285	23.4%	164	NA	0	NA	4,612	3,857	19.6%
3033	DEBENHAMS KINGS LYNN	1,039	-30.7%	63	415.0%	745	-29.2%	269	NA	0	NA	0	NA	0	NA	2,116	2,533	-16.5%	29	-91.5%	72	NA	0	NA	2,217	2,873	-22.8%
3105	DEBENHAMS LEICESTER	1,362	7.2%	287	NA	1,854	12.8%	313	NA	0	NA	67	8.1%	0	NA	3,883	2,976	30.5%	250	42.0%	32	NA	0	NA	4,165	3,152	32.1%
3143	DEBENHAMS LINCOLN	1,628	-26.3%	257	45.2%	2,092	61.7%	276	NA	0	NA	28	NA	0	NA	4,281	3,679	16.4%	288	142.0%	232	NA	0	NA	4,801	3,798	26.4%
2838	DEBENHAMS MANSFIELD	407	-47.1%	191	75.2%	1,276	73.8%	253	NA	0	NA	0	NA	0	NA	2,127	1,612	31.9%	342	45.5%	129	NA	0	NA	2,598	1,847	40.7%
3133	DEBENHAMS MILTON KEYNES	3,285	13.2%	473	-27.1%	3,935	36.9%	889	NA	0	NA	0	NA	0	NA	8,582	6,630	29.4%	268	-57.3%	307	NA	0	NA	9,157	7,436	23.1%
2941	DEBENHAMS NORTHAMPTON	768	3.1%	0	NA	985	47.5%	264	NA	0	NA	0	NA	0	NA	2,017	1,413	42.7%	566	80.3%	123	NA	0	NA	2,706	1,727	56.7%
2875	DEBENHAMS NORWICH	1,047	-55.8%	202	90.6%	1,992	32.4%	565	NA	0	NA	0	NA	0	NA	3,806	4,071	-6.5%	186	48.8%	0	NA	0	NA	3,992	4,196	-4.9%
2925	DEBENHAMS NOTTINGHAM	2,089	21.6%	203	306.0%	2,788	66.7%	877	NA	0	NA	0	NA	0	NA	5,957	3,440	73.2%	466	60.7%	188	NA	0	NA	6,611	3,790	77.2%
2916	DEBENHAMS SCARBOROUGH	1,950	16.3%	194	165.8%	1,742	20.1%	648	NA	0	NA	0	NA	0	NA	4,534	3,227	40.5%	172	NA	104	NA	0	NA	4,810	3,227	49.1%
3032	DEBENHAMS SCUNTHORPE	830	-31.1%	158	NA	1,665	70.6%	364	NA	0	NA	0	NA	0	NA	3,017	2,212	36.4%	187	36.5%	61	NA	0	NA	3,265	2,349	39.0%
2945	DEBENHAMS SHEFFIELD	669	-14.7%	0	NA	709	263.6%	142	NA	0	NA	0	NA	0	NA	1,520	979	55.3%	248	36.3%	32	NA	0	NA	1,800	1,161	55.0%
3055	DEBENHAMS SHEFFIELD MEADOWHALL	2,894	-10.3%	428	12.3%	3,677	19.8%	1,630	NA	0	NA	31	0.0%	0	NA	8,660	6,779	27.7%	352	-54.3%	293	NA	0	NA	9,305	7,623	22.1%
3242	DEBENHAMS WAKEFIELD	1,164	-46.2%	0	NA	1,597	17.3%	543	NA	0	NA	0	NA	0	NA	3,304	3,669	-9.9%	175	-68.0%	189	NA	0	NA	3,668	4,240	-13.5%

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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
3239	DEBENHAMS YORK	324	-27.8%	0	NA	650	18.8%	70	NA	0	NA	0	NA	0	NA	1,044	996	4.8%	0	NA	0	NA	0	NA	1,044	1,084	-3.7%
3134	DEBENHAMS YORK MONKS CROSS	284	-45.5%	0	NA	592	32.1%	432	NA	0	NA	0	NA	0	NA	1,308	1,001	30.7%	0	NA	32	NA	0	NA	1,340	1,071	25.1%
7199	DOWNTOWN SUPERSTORE GRANTHAM	903	-19.3%	50	-43.2%	1,236	-6.6%	333	NA	0	NA	0	NA	0	NA	2,522	2,574	-2.0%	198	104.1%	144	NA	0	NA	2,864	2,671	7.2%
3870	FENWICK YORK	2,437	-29.7%	265	112.0%	1,615	-39.9%	416	NA	0	NA	62	0.0%	0	NA	4,795	6,340	-24.4%	84	-73.6%	0	NA	0	NA	4,879	6,658	-26.7%
9101	HILLS DEPARTMENT STORE SPALDING	489	-17.3%	27	-38.6%	669	-4.8%	180	NA	0	NA	0	NA	0	NA	1,365	1,361	0.3%	26	-61.2%	19	NA	0	NA	1,410	1,428	-1.3%
4760	HOUSE OF FRASER MILTON KEYNES	1,581	93.3%	144	-34.5%	694	17.4%	149	NA	0	NA	0	NA	0	NA	2,568	1,675	53.3%	414	55.1%	60	NA	0	NA	3,042	1,942	56.6%
5301	HOUSE OF FRASER NORWICH	1,168	99.0%	100	100.0%	1,219	30.5%	245	NA	0	NA	-28	-264.7%	0	NA	2,704	1,612	67.7%	417	61.0%	114	NA	0	NA	3,235	1,871	72.9%
5297	HOUSE OF FRASER NOTTINGHAM	-56	-105.3%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	-56	1,915	-102.9%	0	NA	0	NA	0	NA	-56	2,054	-102.7%
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	4,431	12.9%	517	-57.0%	4,696	40.4%	555	NA	0	NA	31	-50.0%	0	NA	10,230	8,533	19.9%	2,092	114.3%	409	NA	0	NA	12,731	9,509	33.9%
5355	HURST CHEMIST RIPLEY	398	-23.6%	22	-47.6%	542	-11.9%	146	NA	0	NA	0	NA	0	NA	1,108	1,198	-7.5%	53	-28.4%	39	NA	0	NA	1,200	1,272	-5.7%
5470	JARROLDS NORWICH	256	-56.9%	14	-68.2%	348	-50.8%	93	NA	0	NA	0	NA	0	NA	711	1,368	-48.0%	379	124.3%	276	NA	0	NA	1,366	1,537	-11.1%
8321	JOHN LEWIS CAMBRIDGE	1,507	0.4%	100	-25.4%	1,223	4.9%	122	NA	0	NA	0	NA	0	NA	2,952	2,801	5.4%	0	NA	0	NA	0	NA	2,952	2,801	5.4%
5713	JOHN LEWIS LEICESTER	410	-17.7%	210	NA	609	62.8%	0	NA	0	NA	0	NA	0	NA	1,229	872	40.9%	0	NA	0	NA	0	NA	1,229	872	40.9%
5655	JOHN LEWIS MILTON KEYNES	1,323	-40.8%	52	-59.4%	725	-30.1%	174	NA	0	NA	0	NA	0	NA	2,274	3,399	-33.1%	0	NA	0	NA	0	NA	2,274	3,399	-33.1%
5680	JOHN LEWIS NORWICH	966	0.5%	58	16.0%	297	21.2%	149	NA	0	NA	0	NA	0	NA	1,470	1,256	17.0%	0	NA	0	NA	0	NA	1,470	1,256	17.0%
5615	JOHN LEWIS NOTTINGHAM	1,827	42.7%	128	100.0%	614	-29.0%	140	NA	0	NA	0	NA	0	NA	2,709	2,254	20.2%	0	NA	0	NA	0	NA	2,709	2,254	20.2%
5675	JOHN LEWIS PETERBOROUGH	1,700	36.7%	159	-3.0%	694	54.6%	302	NA	0	NA	0	NA	0	NA	2,855	1,857	53.7%	-5	-107.6%	0	NA	0	NA	2,850	1,923	48.2%
5605	JOHN LEWIS SHEFFIELD	961	-4.7%	100	0.0%	571	11.7%	236	NA	0	NA	0	NA	0	NA	1,868	1,619	15.4%	0	NA	0	NA	0	NA	1,868	2,022	-7.6%
8322	JOHN LEWIS YORK	1,380	108.5%	0	NA	380	-40.8%	343	NA	0	NA	0	NA	0	NA	2,103	1,368	53.7%	0	NA	0	NA	0	NA	2,103	1,368	53.7%
7197	OLDRIDS BOSTON	974	-12.8%	55	-36.8%	1,335	1.0%	360	NA	0	NA	0	NA	0	NA	2,724	2,570	6.0%	225	-62.6%	164	NA	0	NA	3,113	3,172	-1.9%
8710	SCENT BOSTON	188	-43.2%	10	-61.5%	256	-34.5%	69	NA	0	NA	0	NA	0	NA	523	760	-31.2%	25	-65.8%	18	NA	0	NA	566	833	-32.1%
SUB-TOTAL		81,865	-16.8%	6,081	0.2%	93,658	13.4%	24,808	NA	0	NA	346	-32.8%	24	-97.0%	206,782	188,378	9.8%	13,368	-27.2%	4,759	NA	0	NA	224,933	207,004	8.7%
NEW ACCOUNTS																											
1913	BOOTS HULL	67	NA	0	NA	753	NA	47	NA	NULL	NA	0	NA	0	NA	867	0	NA	59	NA	0	NA	0	NA	926	0	NA
1918	BOOTS STEVENAGE	180	NA	22	NA	769	NA	166	NA	NULL	NA	0	NA	0	NA	1,137	0	NA	59	NA	0	NA	0	NA	1,196	0	NA
1926	BOOTS LOUGHBOROUGH	591	NA	0	NA	692	NA	416	NA	NULL	NA	0	NA	0	NA	1,699	0	NA	0	NA	0	NA	0	NA	1,699	0	NA
1933	BOOTS NORTHAMPTON	295	NA	0	NA	903	NA	98	NA	NULL	NA	0	NA	0	NA	1,296	0	NA	86	NA	0	NA	0	NA	1,382	0	NA
1594	BOOTS DONCASTER	783	NA	0	NA	819	NA	217	NA	NULL	NA	0	NA	0	NA	1,819	0	NA	0	NA	0	NA	0	NA	1,819	0	NA
1704	BOOTS NOTTINGHAM	468	NA	0	NA	913	NA	201	NA	NULL	NA	0	NA	0	NA	1,582	0	NA	59	NA	0	NA	0	NA	1,641	0	NA
1891	BOOTS NORTHAMPTON	475	NA	100	NA	671	NA	329	NA	NULL	NA	0	NA	0	NA	1,575	0	NA	0	NA	0	NA	0	NA	1,575	0	NA
1896	BOOTS BEDFORD INTERCHANGE	535	NA	0	NA	1,338	NA	425	NA	NULL	NA	0	NA	0	NA	2,298	0	NA	0	NA	0	NA	0	NA	2,298	0	NA
1904	BOOTS DONCASTER WHEATLEY CENTRE	526	NA	0	NA	862	NA	306	NA	NULL	NA	0	NA	0	NA	1,694	0	NA	43	NA	0	NA	0	NA	1,737	0	NA
3268	DEBENHAMS STEVENAGE	1,573	NA	194	NA	1,939	NA	349	NA	0	NA	62	NA	0	NA	4,117	0	NA	520	NA	134	NA	0	NA	4,771	0	NA
5221	HOUSE OF FRASER RUSHDEN RUSHDEN LAKES	1,390	NA	50	NA	2,144	NA	775	NA	0	NA	0	NA	0	NA	4,359	0	NA	657	NA	68	NA	0	NA	5,084	0	NA
7207	OLDRIDS SCUNTHORPE	124	NA	7	NA	170	NA	46	NA	0	NA	0	NA	0	NA	347	0	NA	0	NA	0	NA	0	NA	347	0	NA
CLOSED ACCOUNTS																											
3845	FENWICK LEICESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,216	NA	0	NA	0	NA	0	NA	0	1,239	NA
TOTAL		88,872	-10.2%	6,454	5.6%	105,631	27.0%	28,183	NA	0	NA	408	-21.2%	24	-97.1%	229,572	189,594	21.1%	14,851	-19.2%	4,961	NA	0	NA	249,408	208,243	19.8%

NUMBER OF DOORS TRADING

79

MONTH OF FEBRUARY
AREA 71 UMME
RUMMAN

REGIONAL MANAGER
PETER JAJCAY

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - 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
1812	BOOTS BARNSLEY CHEAPSIDE	319	-35.0%	0	NA	384	-7.9%	0	NA	NULL	NA	0	NA	0	NA	703	908	-22.6%	0	NA	0	NA	0	NA	703	908	-22.6%
1809	BOOTS BARNSLEY CORTONWOOD RP	475	7.2%	0	NA	980	12.1%	168	NA	NULL	NA	0	NA	0	NA	1,623	1,317	23.2%	0	NA	0	NA	0	NA	1,623	1,376	18.0%
1692	BOOTS CHESTERFIELD	879	62.8%	0	NA	835	51.3%	49	NA	NULL	NA	0	NA	0	NA	1,763	1,092	61.4%	43	-80.7%	0	NA	0	NA	1,806	1,315	37.3%
1667	BOOTS HULL	657	15.7%	0	NA	795	-15.2%	187	NA	NULL	NA	0	NA	0	NA	1,639	1,505	8.9%	0	NA	0	NA	0	NA	1,639	1,505	8.9%
1636	BOOTS KETTERING	927	51.7%	0	NA	1,114	1.0%	49	NA	NULL	NA	0	NA	0	NA	2,090	1,714	21.9%	102	NA	0	NA	0	NA	2,192	1,714	27.9%
1536	BOOTS LEEDS	443	-59.6%	50	-66.7%	1,488	-11.4%	238	NA	NULL	NA	0	NA	0	NA	2,219	2,927	-24.2%	0	NA	115	NA	0	NA	2,334	3,088	-24.4%
1632	BOOTS LEICESTER	461	-51.8%	0	NA	508	-19.1%	49	NA	NULL	NA	0	NA	0	NA	1,018	1,634	-37.7%	102	NA	0	NA	0	NA	1,120	1,634	-31.5%
1562	BOOTS LEICESTER FOSSE PARK	596	-60.0%	50	NA	1,716	-11.5%	269	NA	NULL	NA	0	NA	0	NA	2,631	3,430	-23.3%	0	NA	86	NA	0	NA	2,717	3,593	-24.4%
1657	BOOTS LINCOLN	654	-14.7%	0	NA	571	-9.2%	70	NA	NULL	NA	0	NA	0	NA	1,295	1,396	-7.2%	0	NA	0	NA	0	NA	1,295	1,412	-8.3%
1839	BOOTS MANSFIELD	420	-40.1%	0	NA	886	285.2%	0	NA	NULL	NA	0	NA	0	NA	1,306	931	40.3%	145	-55.5%	0	NA	0	NA	1,451	1,257	15.4%
1542	BOOTS MILTON KEYNES	711	-17.5%	0	NA	1,112	41.8%	168	NA	NULL	NA	0	NA	0	NA	1,991	1,646	21.0%	0	NA	0	NA	0	NA	1,991	1,705	16.8%
1799	BOOTS NORWICH	492	8.8%	0	NA	423	-42.3%	119	NA	NULL	NA	0	NA	0	NA	1,034	1,185	-12.7%	59	-10.6%	0	NA	0	NA	1,093	1,251	-12.6%
1526	BOOTS NOTTINGHAM	896	-35.0%	0	NA	1,763	65.4%	98	NA	NULL	NA	0	NA	0	NA	2,757	2,444	12.8%	55	-11.3%	0	NA	0	NA	2,812	2,506	12.2%
1547	BOOTS PETERBOROUGH	584	-17.0%	0	NA	793	-10.7%	0	NA	NULL	NA	0	NA	0	NA	1,377	1,592	-13.5%	0	NA	0	NA	0	NA	1,377	1,762	-21.9%
1678	BOOTS PETERBOROUGH HAMPTON	606	4.1%	50	NA	790	0.9%	287	NA	NULL	NA	0	NA	0	NA	1,733	1,365	27.0%	0	NA	0	NA	0	NA	1,733	1,539	12.6%
1701	BOOTS ROTHERHAM	502	-9.5%	0	NA	1,078	-4.0%	119	NA	NULL	NA	0	NA	0	NA	1,699	1,678	1.3%	86	NA	0	NA	0	NA	1,785	1,678	6.4%
1671	BOOTS SHEFFIELD	471	-5.2%	0	NA	720	66.7%	186	NA	NULL	NA	0	NA	0	NA	1,377	929	48.2%	60	NA	0	NA	0	NA	1,437	929	54.7%
1527	BOOTS SHEFFIELD MEADOWHALL	939	-3.1%	150	50.0%	1,663	21.5%	196	NA	NULL	NA	0	NA	0	NA	2,948	2,438	20.9%	43	-85.0%	201	NA	0	NA	3,192	2,725	17.1%
1619	BOOTS YORK MONKS CROSS	363	-57.0%	0	NA	488	-6.9%	49	NA	NULL	NA	0	NA	0	NA	900	1,368	-34.2%	59	-69.9%	0	NA	0	NA	959	1,564	-38.7%
1706	BOOTS YORK CONEY STREET	720	-9.8%	0	NA	831	-35.9%	236	NA	NULL	NA	0	NA	0	NA	1,787	2,095	-14.7%	0	NA	0	NA	0	NA	1,787	2,095	-14.7%
1754	BROWNS BEVERLEY	365	-31.8%	20	-56.5%	498	-20.7%	134	NA	0	NA	0	NA	0	NA	1,017	1,232	-17.5%	86	NA	62	NA	0	NA	1,165	1,232	-5.4%
1797	BROWNS GAINSBOROUGH	123	-65.4%	7	-77.4%	169	-59.5%	45	NA	0	NA	0	NA	0	NA	344	818	-57.9%	0	NA	0	NA	0	NA	344	818	-57.9%
1655	BROWNS YORK	66	-49.2%	4	-63.6%	91	-40.5%	24	NA	0	NA	0	NA	0	NA	185	300	-38.3%	0	NA	0	NA	0	NA	185	300	-38.3%
9800	CUTTING COMPANY LOUGHBOROUGH	97	120.5%	5	25.0%	132	158.8%	36	NA	0	NA	0	NA	0	NA	270	101	167.3%	0	NA	0	NA	0	NA	270	101	167.3%
5550	DEAN & SMEDLEY PHARMACY ASHBY DE LA ZOUCH	264	15.3%	15	-25.0%	362	34.6%	97	NA	0	NA	0	NA	0	NA	738	528	39.8%	64	NA	47	NA	0	NA	849	528	60.8%
2885	DEBENHAMS BEDFORD	462	-64.3%	0	NA	798	55.0%	295	NA	0	NA	0	NA	0	NA	1,555	1,810	-14.1%	132	140.0%	93	NA	0	NA	1,780	1,865	-4.6%
3264	DEBENHAMS BEVERLEY	309	22.1%	21	-82.6%	297	8.4%	49	NA	0	NA	0	NA	0	NA	676	648	4.3%	237	507.7%	0	NA	0	NA	913	687	32.9%
3229	DEBENHAMS BURY ST EDMUNDS	627	-21.0%	48	-72.9%	410	-18.2%	47	NA	0	NA	31	NA	0	NA	1,163	1,472	-21.0%	158	-22.5%	0	NA	0	NA	1,321	1,676	-21.2%
2860	DEBENHAMS CAMBRIDGE	848	6.0%	0	NA	823	59.2%	935	NA	0	NA	0	NA	0	NA	2,606	1,317	97.9%	81	-69.2%	29	NA	0	NA	2,716	1,580	71.9%
3247	DEBENHAMS CHESTERFIELD	742	109.6%	60	7.1%	766	3.7%	142	NA	0	NA	0	NA	0	NA	1,710	1,149	48.8%	109	-62.4%	0	NA	0	NA	1,819	1,439	26.4%
3194	DEBENHAMS DONCASTER	901	9.7%	42	-34.4%	1,477	111.6%	222	NA	0	NA	31	NA	0	NA	2,673	1,583	68.9%	0	NA	0	NA	0	NA	2,673	1,740	53.6%
3228	DEBENHAMS GREAT YARMOUTH	446	6.2%	0	NA	654	42.8%	168	NA	0	NA	0	NA	0	NA	1,268	878	44.4%	66	NA	0	NA	0	NA	1,334	878	51.9%
3130	DEBENHAMS HULL	992	-15.6%	92	NA	1,044	55.8%	201	NA	0	NA	0	NA	0	NA	2,329	1,874	24.3%	0	NA	40	NA	0	NA	2,369	1,933	22.6%
3033	DEBENHAMS KINGS LYNN	479	-29.9%	0	NA	323	-46.2%	216	NA	0	NA	0	NA	0	NA	1,018	1,263	-19.4%	0	NA	40	NA	0	NA	1,058	1,380	-23.3%
3105	DEBENHAMS LEICESTER	735	21.5%	147	NA	1,351	55.5%	53	NA	0	NA	-26	NA	0	NA	2,260	1,474	53.3%	84	-6.7%	0	NA	0	NA	2,344	1,564	49.9%
3143	DEBENHAMS LINCOLN	717	-49.8%	167	234.0%	871	2.1%	49	NA	0	NA	28	NA	0	NA	1,832	2,331	-21.4%	142	39.2%	200	NA	0	NA	2,174	2,433	-10.6%
2838	DEBENHAMS MANSFIELD	171	-62.1%	93	190.6%	689	27.1%	47	NA	0	NA	0	NA	0	NA	1,000	1,025	-2.4%	227	567.6%	32	NA	0	NA	1,259	1,059	18.9%
3133	DEBENHAMS MILTON KEYNES	1,347	4.7%	132	-56.3%	1,946	46.6%	402	NA	0	NA	0	NA	0	NA	3,827	2,916	31.2%	76	-80.2%	32	NA	0	NA	3,935	3,300	19.2%
2941	DEBENHAMS NORTHAMPTON	465	57.1%	0	NA	422	38.8%	0	NA	0	NA	0	NA	0	NA	887	600	47.8%	132	-26.3%	58	NA	0	NA	1,077	779	38.3%
2875	DEBENHAMS NORWICH	678	-48.8%	38	NA	887	-3.3%	301	NA	0	NA	0	NA	0	NA	1,904	2,301	-17.3%	69	-19.8%	0	NA	0	NA	1,973	2,387	-17.3%
2925	DEBENHAMS NOTTINGHAM	991	-4.8%	21	-58.0%	1,554	48.4%	302	NA	0	NA	0	NA	0	NA	2,868	2,138	34.1%	76	-59.6%	0	NA	0	NA	2,944	2,326	26.6%
2916	DEBENHAMS SCARBOROUGH	866	-23.6%	118	61.6%	678	-12.5%	280	NA	0	NA	0	NA	0	NA	1,942	2,010	-3.4%	43	NA	72	NA	0	NA	2,057	2,010	2.3%
3032	DEBENHAMS SCUNTHORPE	456	-39.0%	78	NA	991	55.3%	0	NA	0	NA	0	NA	0	NA	1,525	1,386	10.0%	0	NA	0	NA	0	NA	1,525	1,484	2.8%
2945	DEBENHAMS SHEFFIELD	317	-15.0%	0	NA	612	1033.3%	142	NA	0	NA	0	NA	0	NA	1,071	427	150.8%	130	54.8%	32	NA	0	NA	1,233	511	141.3%
3055	DEBENHAMS SHEFFIELD MEADOWHALL	1,370	-23.2%	317	128.1%	2,193	34.7%	739	NA	0	NA	0	NA	0	NA	4,619	3,580	29.0%	231	-55.9%	72	NA	0	NA	4,922	4,134	19.1%
3242	DEBENHAMS WAKEFIELD	499	-42.4%	0	NA	648	-21.6%	385	NA	0	NA	0	NA	0	NA	1,532	1,751	-12.5%	175	-27.4%	98	NA	0	NA	1,805	1,992	-9.4%

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		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	
3239	DEBENHAMS YORK	150	30.4%	0	NA	541	71.2%	0	NA	0	NA	0	NA	0	NA	691	431	60.3%	0	NA	0	NA	0	NA	691	480	44.0%	
3134	DEBENHAMS YORK MONKS CROSS	123	-60.2%	0	NA	259	-10.7%	116	NA	0	NA	0	NA	0	NA	498	599	-16.9%	0	NA	0	NA	0	NA	498	669	-25.6%	
7199	DOWNTOWN SUPERSTORE GRANTHAM	456	-32.2%	25	-56.9%	624	-20.9%	168	NA	0	NA	0	NA	0	NA	1,273	1,548	-17.8%	117	735.7%	85	NA	0	NA	1,475	1,562	-5.6%	
3870	FENWICK YORK	854	-29.9%	244	687.1%	440	-44.0%	257	NA	0	NA	0	NA	0	NA	1,795	2,066	-13.1%	0	NA	0	NA	0	NA	1,795	2,125	-15.5%	
9101	HILLS DEPARTMENT STORE SPALDING	251	8.2%	14	-30.0%	343	26.1%	92	NA	0	NA	0	NA	0	NA	700	534	31.1%	26	NA	19	NA	0	NA	745	534	39.5%	
4760	HOUSE OF FRASER MILTON KEYNES	566	12.5%	0	NA	587	168.0%	124	NA	0	NA	0	NA	0	NA	1,277	775	64.8%	212	21.1%	0	NA	0	NA	1,489	950	56.7%	
5301	HOUSE OF FRASER NORWICH	509	140.1%	0	NA	527	-9.8%	98	NA	0	NA	0	NA	0	NA	1,134	846	34.0%	303	NA	114	NA	0	NA	1,551	846	83.3%	
5297	HOUSE OF FRASER NOTTINGHAM	-56	-113.1%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	-56	761	-107.4%	0	NA	0	NA	0	NA	-56	841	-106.7%	
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	1,765	-17.7%	419	-23.5%	3,135	29.2%	348	NA	0	NA	31	-50.0%	0	NA	5,698	5,180	10.0%	1,252	677.6%	244	NA	0	NA	7,194	5,341	34.7%	
5355	HURST CHEMIST RIPLEY	145	-59.2%	8	-74.2%	197	-52.6%	53	NA	0	NA	0	NA	0	NA	403	816	-50.6%	34	-20.9%	25	NA	0	NA	462	859	-46.2%	
5470	JARROLD'S NORWICH	213	-7.8%	12	-40.0%	291	7.4%	78	NA	0	NA	0	NA	0	NA	594	532	11.7%	17	-83.2%	13	NA	0	NA	624	633	-1.4%	
8321	JOHN LEWIS CAMBRIDGE	723	-7.1%	0	NA	696	8.4%	96	NA	0	NA	0	NA	0	NA	1,515	1,448	4.6%	0	NA	0	NA	0	NA	1,515	1,448	4.6%	
5713	JOHN LEWIS LEICESTER	184	20.3%	64	NA	339	24.2%	0	NA	0	NA	0	NA	0	NA	587	426	37.8%	0	NA	0	NA	0	NA	587	426	37.8%	
5655	JOHN LEWIS MILTON KEYNES	714	-39.9%	0	NA	222	-60.0%	187	NA	0	NA	0	NA	0	NA	1,123	1,808	-37.9%	0	NA	0	NA	0	NA	1,123	1,808	-37.9%	
5680	JOHN LEWIS NORWICH	482	6.6%	58	16.0%	142	-0.7%	0	NA	0	NA	0	NA	0	NA	682	645	5.7%	0	NA	0	NA	0	NA	682	645	5.7%	
5615	JOHN LEWIS NOTTINGHAM	735	-12.5%	64	0.0%	519	-8.0%	0	NA	0	NA	0	NA	0	NA	1,318	1,482	-11.1%	0	NA	0	NA	0	NA	1,318	1,482	-11.1%	
5675	JOHN LEWIS PETERBOROUGH	901	12.5%	95	-16.7%	305	-12.9%	92	NA	0	NA	0	NA	0	NA	1,393	1,265	10.1%	0	NA	0	NA	0	NA	1,393	1,298	7.3%	
5605	JOHN LEWIS SHEFFIELD	291	-49.9%	50	NA	318	18.7%	96	NA	0	NA	0	NA	0	NA	755	849	-11.1%	0	NA	0	NA	0	NA	755	958	-21.2%	
8322	JOHN LEWIS YORK	348	-39.2%	0	NA	191	-48.8%	159	NA	0	NA	0	NA	0	NA	698	1,009	-30.8%	0	NA	0	NA	0	NA	698	1,009	-30.8%	
7197	OLDRIDS BOSTON	528	-13.6%	30	-43.4%	723	1.0%	195	NA	0	NA	0	NA	0	NA	1,476	1,406	5.0%	17	-96.7%	13	NA	0	NA	1,506	1,914	-21.3%	
8710	SCENT BOSTON	23	-88.7%	1	-94.4%	32	-86.6%	9	NA	0	NA	0	NA	0	NA	65	469	-86.1%	25	-49.0%	18	NA	0	NA	108	518	-79.2%	
	SUB-TOTAL	37,353	-20.7%	2,809	1.0%	50,055	11.1%	10,016	NA	0	NA	95	-58.3%	0	NA	100,328	95,401	5.2%	5,075	-23.2%	1,840	NA	0	NA	107,243	102,038	5.1%	
	NEW ACCOUNTS																											
1913	BOOTS HULL	20	NA	0	NA	219	NA	0	NA	NULL	NA	0	NA	0	NA	239	0	NA	0	NA	0	NA	0	NA	239	0	NA	
1918	BOOTS STEVENAGE	90	NA	0	NA	471	NA	119	NA	NULL	NA	0	NA	0	NA	680	0	NA	59	NA	0	NA	0	NA	739	0	NA	
1926	BOOTS LOUGHBOROUGH	161	NA	0	NA	354	NA	135	NA	NULL	NA	0	NA	0	NA	650	0	NA	0	NA	0	NA	0	NA	650	0	NA	
1933	BOOTS NORTHAMPTON	219	NA	0	NA	607	NA	0	NA	NULL	NA	0	NA	0	NA	826	0	NA	43	NA	0	NA	0	NA	869	0	NA	
1594	BOOTS DONCASTER	352	NA	0	NA	343	NA	217	NA	NULL	NA	0	NA	0	NA	912	0	NA	0	NA	0	NA	0	NA	912	0	NA	
1704	BOOTS NOTTINGHAM	359	NA	0	NA	475	NA	201	NA	NULL	NA	0	NA	0	NA	1,035	0	NA	59	NA	0	NA	0	NA	1,094	0	NA	
1891	BOOTS NORTHAMPTON	109	NA	50	NA	461	NA	0	NA	NULL	NA	0	NA	0	NA	620	0	NA	0	NA	0	NA	0	NA	620	0	NA	
1896	BOOTS BEDFORD INTERCHANGE	305	NA	0	NA	726	NA	285	NA	NULL	NA	0	NA	0	NA	1,316	0	NA	0	NA	0	NA	0	NA	1,316	0	NA	
1904	BOOTS DONCASTER WHEATLEY CENTRE	486	NA	0	NA	432	NA	168	NA	NULL	NA	0	NA	0	NA	1,086	0	NA	0	NA	0	NA	0	NA	1,086	0	NA	
3268	DEBENHAMS STEVENAGE	686	NA	50	NA	1,277	NA	142	NA	0	NA	31	NA	0	NA	2,186	0	NA	317	NA	0	NA	0	NA	2,503	0	NA	
5221	HOUSE OF FRASER RUSHDEN RUSHDEN LAKES	613	NA	50	NA	1,383	NA	168	NA	0	NA	0	NA	0	NA	2,214	0	NA	508	NA	68	NA	0	NA	2,790	0	NA	
7207	OLDRIDS SCUNTHORPE	74	NA	4	NA	101	NA	27	NA	0	NA	0	NA	0	NA	206	0	NA	0	NA	0	NA	0	NA	206	0	NA	
	CLOSED ACCOUNTS																											
3845	FENWICK LEICESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	934	NA	0	NA	0	NA	0	NA	0	934	NA	
	TOTAL	40,827	-14.1%	2,963	5.3%	56,904	25.0%	11,478	NA	0	NA	126	-45.2%	0	NA	112,298	96,335	16.6%	6,061	-8.3%	1,908	NA	0	NA	120,267	102,972	16.8%	

NUMBER OF DOORS TRADING

79

**FEBRUARY YTD
AREA 72 RENATA
MILLER**

**REGIONAL MANAGER
SANDRA HUMPHRIES**

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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
545	AUSTINS OF NEWTON ABBOT NEWTON ABBOT	423	-10.4%	24	-59.3%	579	34.0%	156	NA	0	NA	0	NA	0	NA	1,182	963	22.7%	229	1045.0%	165	NA	0	NA	1,576	983	60.3%
620	BANBURY'S BARNSTAPLE	762	-23.0%	0	NA	227	-54.1%	70	NA	0	NA	0	NA	0	NA	1,059	1,484	-28.6%	43	115.0%	43	NA	0	NA	1,145	1,504	-23.9%
1080	FENWICK BRACKNELL	479	-28.9%	27	-50.0%	656	-17.1%	176	NA	0	NA	0	NA	0	NA	1,338	1,546	-13.5%	69	-24.2%	42	NA	0	NA	1,449	1,637	-11.5%
1075	BENTALLS KINGSTON	2,418	-4.7%	309	5.8%	3,082	14.0%	788	NA	0	NA	0	NA	0	NA	6,597	5,533	19.2%	802	91.0%	211	NA	0	NA	7,610	5,953	27.8%
1743	BOOTS BATH SOUTHGATE CENTRE	896	-16.1%	0	NA	1,078	73.9%	234	NA	NULL	NA	0	NA	0	NA	2,208	1,688	30.8%	265	301.5%	0	NA	0	NA	2,473	1,754	41.0%
1624	BOOTS BOURNEMOUTH	1,355	2.1%	0	NA	2,272	3.9%	522	NA	NULL	NA	0	NA	0	NA	4,149	3,514	18.1%	112	-63.4%	0	NA	0	NA	4,261	3,820	11.5%
1519	BOOTS BRIGHTON	1,233	4.8%	0	NA	1,277	-10.9%	376	NA	NULL	NA	0	NA	0	NA	2,886	2,609	10.6%	100	-81.8%	0	NA	0	NA	2,986	3,158	-5.4%
1522	BOOTS BRISTOL	754	-41.2%	0	NA	704	-22.3%	159	NA	NULL	NA	0	NA	0	NA	1,617	2,189	-26.1%	99	-76.4%	0	NA	0	NA	1,716	2,608	-34.2%
1597	BOOTS BRISTOL CRIBBS CAUSEWAY	2,037	-43.5%	50	-50.0%	1,588	-16.9%	212	NA	NULL	NA	0	NA	0	NA	3,887	5,616	-30.8%	330	-56.1%	165	NA	0	NA	4,382	6,367	-31.2%
1747	BOOTS CHICHESTER	592	-64.9%	0	NA	895	19.8%	227	NA	NULL	NA	0	NA	0	NA	1,714	2,433	-29.6%	0	NA	0	NA	0	NA	1,714	2,433	-29.6%
1791	BOOTS FAREHAM	1,619	1.4%	0	NA	1,613	-33.4%	328	NA	NULL	NA	0	NA	0	NA	3,560	4,020	-11.4%	0	NA	0	NA	0	NA	3,560	4,020	-11.4%
1534	BOOTS KINGSTON UPON THAMES	1,180	5.5%	0	NA	1,029	-10.1%	509	NA	NULL	NA	0	NA	0	NA	2,718	2,264	20.1%	446	-78.5%	0	NA	0	NA	3,164	4,341	-27.1%
1573	BOOTS OXFORD	664	-30.9%	139	NA	912	-43.3%	94	NA	NULL	NA	0	NA	0	NA	1,809	2,569	-29.6%	43	-83.5%	0	NA	0	NA	1,852	2,830	-34.6%
1638	BOOTS PLYMOUTH	1,208	-35.7%	0	NA	825	-39.6%	93	NA	NULL	NA	0	NA	0	NA	2,126	3,243	-34.4%	-59	-112.3%	0	NA	0	NA	2,067	3,723	-44.5%
1628	BOOTS PORTSMOUTH	413	-50.8%	0	NA	1,395	71.8%	159	NA	NULL	NA	0	NA	0	NA	1,967	1,652	19.1%	0	NA	0	NA	0	NA	1,967	1,806	8.9%
1578	BOOTS READING	1,116	-23.4%	0	NA	1,042	-6.1%	140	NA	NULL	NA	0	NA	0	NA	2,298	2,566	-10.4%	53	-79.8%	0	NA	0	NA	2,351	2,828	-16.9%
1789	BOOTS SOUTHAMPTON	1,076	-10.7%	0	NA	1,478	-5.4%	368	NA	NULL	NA	0	NA	0	NA	2,922	2,767	5.6%	739	33.6%	0	NA	0	NA	3,661	3,320	10.3%
1596	BOOTS SWINDON	1,044	-43.2%	50	NA	1,398	-20.3%	89	NA	NULL	NA	0	NA	0	NA	2,581	3,594	-28.2%	231	-34.2%	43	NA	0	NA	2,855	3,945	-27.6%
1548	BOOTS WATFORD	979	7.2%	0	NA	1,508	48.1%	259	NA	NULL	NA	0	NA	0	NA	2,746	1,931	42.2%	145	-72.2%	0	NA	0	NA	2,891	2,453	17.9%
1762	BOOTS YEOVIL	102	-87.7%	50	NA	1,338	106.2%	49	NA	NULL	NA	0	NA	0	NA	1,539	1,477	4.2%	0	NA	0	NA	0	NA	1,539	1,622	-5.1%
1923	CAMP HOPSON NEWBURY	339	-31.7%	19	-52.5%	464	-20.4%	125	NA	0	NA	0	NA	0	NA	947	1,140	-16.9%	75	316.7%	54	NA	0	NA	1,076	1,158	-7.1%
3163	DEBENHAMS BASINGSTOKE	1,298	-1.2%	198	112.9%	1,579	77.0%	606	NA	0	NA	0	NA	0	NA	3,681	2,299	60.1%	288	18.5%	180	NA	0	NA	4,149	2,542	63.2%
3238	DEBENHAMS BATH	1,246	6.9%	252	147.1%	819	2.0%	248	NA	0	NA	0	NA	0	NA	2,565	2,071	23.9%	147	-57.4%	6	NA	0	NA	2,718	2,416	12.5%
3031	DEBENHAMS BOREHAMWOOD	846	21.4%	0	NA	1,350	13.4%	0	NA	0	NA	0	NA	0	NA	2,196	1,887	16.4%	0	NA	61	NA	0	NA	2,257	2,035	10.9%
3030	DEBENHAMS BOURNEMOUTH	1,040	20.1%	98	-44.6%	1,374	15.9%	365	NA	0	NA	0	NA	0	NA	2,877	2,254	27.6%	553	60.3%	204	NA	0	NA	3,634	2,599	39.8%
2951	DEBENHAMS BRIGHTON	3,089	12.5%	530	-35.8%	2,451	-5.9%	1,000	NA	0	NA	59	-53.5%	0	NA	7,129	6,402	11.4%	776	72.8%	308	NA	0	NA	8,213	6,851	19.9%
2870	DEBENHAMS BRISTOL	1,098	6.6%	250	27.6%	1,691	143.7%	518	NA	0	NA	31	NA	0	NA	3,588	1,920	86.9%	290	391.5%	178	NA	0	NA	4,056	1,979	105.0%
2886	DEBENHAMS CRAWLEY	675	3.2%	0	NA	1,277	34.8%	270	NA	0	NA	-31	NA	0	NA	2,191	1,601	36.9%	250	-34.4%	171	NA	0	NA	2,612	1,982	31.8%
3211	DEBENHAMS EXETER	1,285	-11.7%	121	-45.2%	1,401	168.4%	632	NA	0	NA	0	NA	0	NA	3,439	2,198	56.5%	146	-5.2%	139	NA	0	NA	3,724	2,352	58.3%
3243	DEBENHAMS FAREHAM	677	-21.2%	0	NA	677	-25.2%	504	NA	0	NA	0	NA	0	NA	1,858	1,855	0.2%	142	32.7%	69	NA	0	NA	2,069	1,990	4.0%
3241	DEBENHAMS FARNBOROUGH	48	-95.5%	0	NA	34	-94.7%	53	NA	0	NA	0	NA	0	NA	135	1,778	-92.4%	0	NA	65	NA	0	NA	200	1,851	-89.2%
2970	DEBENHAMS GUILDFORD	964	15.0%	0	NA	1,037	38.3%	329	NA	0	NA	93	NA	0	NA	2,423	1,620	49.6%	139	-46.5%	69	NA	0	NA	2,631	1,880	39.9%
2845	DEBENHAMS HARROW	1,211	-6.6%	96	-84.3%	2,273	43.1%	723	NA	0	NA	0	NA	0	NA	4,303	3,494	23.2%	248	-60.8%	277	NA	0	NA	4,828	4,127	17.0%
3188	DEBENHAMS HEMEL HEMPSTEAD	1,346	-1.5%	98	96.0%	1,502	80.1%	728	NA	0	NA	0	NA	0	NA	3,674	2,281	61.1%	378	110.0%	96	NA	0	NA	4,148	2,461	68.5%
2935	DEBENHAMS HOUNSLOW	260	-54.0%	0	NA	188	-72.2%	108	NA	0	NA	0	NA	0	NA	556	1,306	-57.4%	223	6.2%	97	NA	0	NA	876	1,516	-42.2%
2920	DEBENHAMS LUTON	550	-63.4%	221	10.5%	1,515	68.0%	526	NA	0	NA	0	NA	0	NA	2,812	2,603	8.0%	462	46.7%	65	NA	0	NA	3,339	2,918	14.4%
3244	DEBENHAMS NEWBURY	554	-23.5%	63	-1.6%	827	45.1%	231	NA	0	NA	0	NA	0	NA	1,675	1,358	23.3%	88	-38.9%	128	NA	0	NA	1,891	1,502	25.9%
3091	DEBENHAMS OXFORD	1,682	3.6%	196	62.0%	1,472	94.2%	248	NA	0	NA	0	NA	0	NA	3,598	2,508	43.5%	190	-6.9%	120	NA	0	NA	3,908	2,717	43.8%
3015	DEBENHAMS PLYMOUTH	2,274	17.3%	358	169.2%	1,857	96.3%	1,204	NA	0	NA	0	NA	0	NA	5,693	3,018	88.6%	233	-15.0%	72	NA	0	NA	5,998	3,292	82.2%
3177	DEBENHAMS PORTSMOUTH	3,633	-15.2%	342	-48.2%	4,739	110.7%	1,453	NA	0	NA	93	-10.6%	0	NA	10,260	7,299	40.6%	641	0.6%	64	NA	0	NA	10,965	7,936	38.2%
3151	DEBENHAMS READING	1,258	22.4%	91	33.8%	940	85.4%	493	NA	0	NA	0	NA	0	NA	2,782	1,603	73.5%	175	-59.4%	104	NA	0	NA	3,061	2,034	50.5%
3020	DEBENHAMS SALISBURY	1,196	20.2%	0	NA	1,336	87.9%	207	NA	0	NA	0	NA	24	NA	2,763	2,000	38.2%	239	-15.2%	29	NA	0	NA	3,055	2,282	33.9%
3178	DEBENHAMS SLOUGH	729	5.2%	0	NA	1,049	177.5%	253	NA	0	NA	0	NA	0	NA	2,031	1,194	70.1%	0	NA	154	NA	0	NA	2,185	1,474	48.2%

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		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
2915	DEBENHAMS SOUTHAMPTON	1,373	55.5%	229	815.6%	1,169	87.9%	1,100	NA	0	NA	0	NA	0	NA	3,871	1,473	162.8%	188	-34.5%	96	NA	0	NA	4,155	1,760	136.1%
3166	DEBENHAMS SOUTHSEA	1,019	157.3%	0	NA	766	40.0%	105	NA	0	NA	0	NA	0	NA	1,890	1,067	77.1%	289	-21.3%	93	NA	0	NA	2,272	1,434	58.4%
2950	DEBENHAMS STAINES	1,025	-36.7%	-32	-134.8%	273	-77.6%	157	NA	0	NA	0	NA	0	NA	1,423	2,962	-52.0%	93	-40.8%	32	NA	0	NA	1,548	3,119	-50.4%
3080	DEBENHAMS SWINDON	643	-6.5%	0	NA	857	31.0%	175	NA	0	NA	0	NA	0	NA	1,675	1,405	19.2%	132	-38.6%	179	NA	0	NA	1,986	1,620	22.6%
3010	DEBENHAMS TAUNTON	1,033	43.5%	0	NA	797	262.3%	154	NA	0	NA	0	NA	0	NA	1,984	945	109.9%	268	-17.3%	61	NA	0	NA	2,313	1,274	81.6%
3156	DEBENHAMS TORQUAY	929	-36.9%	60	114.3%	679	196.5%	354	NA	0	NA	0	NA	0	NA	2,022	1,741	16.1%	87	-65.2%	59	NA	0	NA	2,168	1,991	8.9%
3187	DEBENHAMS TRURO	1,705	-6.0%	210	NA	895	20.9%	702	NA	0	NA	0	NA	0	NA	3,512	2,553	37.6%	95	-6.9%	101	NA	0	NA	3,708	2,655	39.7%
3153	DEBENHAMS WEYMOUTH	673	-35.7%	0	NA	1,158	43.0%	548	NA	0	NA	0	NA	0	NA	2,379	2,050	16.0%	245	28.9%	198	NA	0	NA	2,822	2,240	26.0%
3146	DEBENHAMS WINCHESTER	820	-33.3%	64	-33.3%	723	44.0%	264	NA	0	NA	0	NA	0	NA	1,871	1,827	2.4%	146	-33.9%	96	NA	0	NA	2,113	2,048	3.2%
3233	DEBENHAMS WITNEY	431	-45.0%	0	NA	641	155.4%	272	NA	0	NA	0	NA	0	NA	1,344	1,098	22.4%	98	-72.0%	0	NA	0	NA	1,442	1,448	-0.4%
3183	DEBENHAMS WOKING	1,039	48.2%	0	NA	740	-5.5%	396	NA	0	NA	0	NA	0	NA	2,175	1,544	40.9%	103	-42.8%	43	NA	0	NA	2,321	1,724	34.6%
3149	DEBENHAMS WORTHING	2,306	24.2%	121	26.0%	1,389	12.7%	574	NA	0	NA	0	NA	0	NA	4,390	3,209	36.8%	188	37.2%	337	NA	0	NA	4,915	3,371	45.8%
3207	DESIRE BY DEBENHAMS WALTON	693	-15.1%	0	NA	667	9.0%	102	NA	0	NA	0	NA	0	NA	1,462	1,552	-5.8%	58	34.9%	65	NA	0	NA	1,585	1,595	-0.6%
4765	DICKINS & JONES RICHMOND	1,552	73.2%	273	4.6%	630	-21.9%	150	NA	59	NA	124	300.0%	0	NA	2,788	2,148	29.8%	64	-63.6%	0	NA	0	NA	2,852	2,364	20.6%
5110	DINGLES EXETER	76	-84.6%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	76	871	-91.3%	0	NA	0	NA	0	NA	76	1,081	-93.0%
5120	DINGLES PLYMOUTH	987	8.3%	139	231.0%	634	-17.9%	89	NA	0	NA	31	NA	0	NA	1,880	1,737	8.2%	137	-51.6%	43	NA	0	NA	2,060	2,020	2.0%
5312	HOUSE OF FRASER BRISTOL CABOT CIRCUS	682	7.4%	156	69.6%	997	228.0%	0	NA	0	NA	0	NA	0	NA	1,835	1,105	66.1%	157	-48.7%	43	NA	0	NA	2,035	1,411	44.2%
390	HOUSE OF FRASER GUILDFORD	888	182.8%	50	-54.5%	499	-6.2%	312	NA	0	NA	62	82.4%	0	NA	1,811	1,049	72.6%	-32	-125.6%	86	NA	0	NA	1,865	1,174	58.9%
5311	HOUSE OF FRASER HIGH WYCOMBE	626	32.3%	106	-23.2%	823	91.8%	119	NA	0	NA	0	NA	0	NA	1,674	1,176	42.3%	127	-31.0%	40	NA	0	NA	1,841	1,360	35.4%
5299	HOUSE OF FRASER READING	766	-6.8%	105	14.1%	396	-27.2%	37	NA	0	NA	0	NA	0	NA	1,304	1,629	-20.0%	138	-17.9%	55	NA	0	NA	1,497	1,797	-16.7%
5670	JOHN LEWIS BRISTOL	1,417	34.3%	0	NA	1,167	41.1%	0	NA	0	NA	0	NA	0	NA	2,584	2,005	28.9%	0	NA	0	NA	0	NA	2,584	2,005	28.9%
5816	JOHN LEWIS EXETER	465	218.5%	50	-21.9%	524	97.7%	89	NA	0	NA	0	NA	0	NA	1,128	584	93.2%	0	NA	0	NA	0	NA	1,128	584	93.2%
5812	JOHN LEWIS HIGH WYCOMBE	1,137	11.7%	32	45.5%	1,483	162.5%	391	NA	0	NA	0	NA	0	NA	3,043	1,637	85.9%	0	NA	0	NA	0	NA	3,043	1,637	85.9%
5700	JOHN LEWIS KINGSTON	821	13.2%	114	0.0%	992	39.9%	91	NA	0	NA	0	NA	0	NA	2,018	1,568	28.7%	0	NA	0	NA	0	NA	2,018	1,568	28.7%
5610	JOHN LEWIS READING	1,387	-9.6%	132	NA	1,012	11.7%	168	NA	0	NA	0	NA	0	NA	2,699	2,469	9.3%	0	NA	0	NA	0	NA	2,699	2,469	9.3%
5640	JOHN LEWIS SOUTHAMPTON	1,789	-25.1%	200	85.2%	1,451	13.0%	438	NA	0	NA	0	NA	0	NA	3,878	3,780	2.6%	0	NA	0	NA	0	NA	3,878	3,780	2.6%
5690	JOHN LEWIS WATFORD	1,271	-8.8%	132	164.0%	995	21.2%	281	NA	0	NA	0	NA	0	NA	2,679	2,265	18.3%	0	NA	0	NA	0	NA	2,679	2,265	18.3%
405	JOLLYS BATH	250	-59.4%	60	100.0%	347	-47.0%	0	NA	0	NA	31	NA	0	NA	688	1,436	-52.1%	164	-59.2%	0	NA	0	NA	852	1,845	-53.8%
7556	THE PERFUMERY AT LYMINGTON LYMINGTON	503	30.0%	0	NA	370	42.9%	50	NA	0	NA	0	NA	0	NA	923	646	42.9%	78	116.7%	0	NA	0	NA	1,001	682	46.8%
	SUB-TOTAL	75,954	-10.1%	5,783	-15.2%	79,822	21.1%	22,950	NA	59	NA	493	13.6%	24	-98.0%	185,085	158,878	16.5%	12,153	-33.6%	5,006	NA	0	NA	202,268	177,320	14.1%
	NEW ACCOUNTS																										
1911	BOOTS CRAWLEY	662	NA	0	NA	889	NA	235	NA	NULL	NA	0	NA	0	NA	1,786	0	NA	59	NA	87	NA	0	NA	1,932	0	NA
1613	BOOTS EXETER	901	NA	0	NA	917	NA	47	NA	NULL	NA	0	NA	0	NA	1,865	0	NA	43	NA	0	NA	0	NA	1,908	0	NA
1803	BOOTS FAREHAM WHITELEY VILL SC	431	NA	0	NA	1,173	NA	47	NA	NULL	NA	0	NA	0	NA	1,651	0	NA	0	NA	0	NA	0	NA	1,651	0	NA
1659	BOOTS ST ALBANS	832	NA	5	NA	1,248	NA	247	NA	NULL	NA	0	NA	0	NA	2,332	0	NA	83	NA	0	NA	0	NA	2,415	0	NA
1796	BOOTS ST ALBANS	873	NA	0	NA	652	NA	235	NA	NULL	NA	0	NA	0	NA	1,760	0	NA	0	NA	0	NA	0	NA	1,760	0	NA
1689	BOOTS STAINES	328	NA	0	NA	1,141	NA	315	NA	NULL	NA	0	NA	0	NA	1,784	0	NA	145	NA	0	NA	0	NA	1,929	0	NA
1626	BOOTS WORTHING	607	NA	0	NA	1,143	NA	138	NA	NULL	NA	0	NA	0	NA	1,888	0	NA	0	NA	0	NA	0	NA	1,888	0	NA
5691	JOHN LEWIS OXFORD QUEEN STREET	697	NA	64	NA	435	NA	49	NA	0	NA	0	NA	0	NA	1,245	0	NA	0	NA	0	NA	0	NA	1,245	0	NA
	CLOSED ACCOUNTS																										
3875	FENWICK WINDSOR	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	784	NA	0	NA	0	NA	0	NA	0	819	NA
	TOTAL	81,285	-4.2%	5,852	-14.5%	87,420	31.8%	24,263	NA	59	NA	493	12.8%	24	-98.0%	199,396	159,662	24.9%	12,483	-31.9%	5,093	NA	0	NA	216,996	178,139	21.8%

NUMBER OF DOORS TRADING

81

**MONTH OF FEBRUARY
AREA 72 RENATA
MILLER**

**REGIONAL MANAGER
SANDRA HUMPHRIES**

**CLARINS FRAGRANCE GROUP
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2018 vs 2017**

MONTH - 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	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
545	AUSTINS OF NEWTON ABBOT NEWTON ABBOT	65	-71.2%	4	59	-93.2%	89	-32.6%	24	NA	0	NA	0	NA	0	NA	182	417	-56.4%	0	NA	0	NA	0	NA	182	437	-58.4%
620	BANBURY'S BARNSTAPLE	354	-31.5%	0	0	NA	74	-80.4%	0	NA	0	NA	0	NA	0	NA	428	895	-52.2%	0	NA	0	NA	0	NA	428	895	-52.2%
1080	FENWICK BRACKNELL	372	-23.9%	21	42	-50.0%	510	-11.1%	137	NA	0	NA	0	NA	0	NA	1,040	1,126	-7.6%	0	NA	42	NA	0	NA	1,082	1,158	-6.6%
1075	BENTALLS KINGSTON	1,189	-17.3%	61	142	-57.0%	1,558	24.9%	679	NA	0	NA	0	NA	0	NA	3,487	2,826	23.4%	431	35.5%	177	NA	0	NA	4,095	3,144	30.2%
1743	BOOTS BATH SOUTHGATE CENTRE	358	-30.2%	0	0	NA	400	17.6%	140	NA	NULL	NA	0	NA	0	NA	898	853	5.3%	0	NA	0	NA	0	NA	898	853	5.3%
1624	BOOTS BOURNEMOUTH	638	1.3%	0	0	NA	1,179	-4.7%	182	NA	NULL	NA	0	NA	0	NA	1,999	1,867	7.1%	112	-22.8%	0	NA	0	NA	2,111	2,012	4.9%
1519	BOOTS BRIGHTON	441	-16.0%	0	0	NA	683	17.4%	187	NA	NULL	NA	0	NA	0	NA	1,311	1,107	18.4%	0	NA	0	NA	0	NA	1,311	1,199	9.3%
1522	BOOTS BRISTOL	262	-59.3%	0	0	NA	472	1.5%	0	NA	NULL	NA	0	NA	0	NA	734	1,108	-33.8%	59	-52.4%	0	NA	0	NA	793	1,232	-35.6%
1597	BOOTS BRISTOL CRIBBS CAUSEWAY	699	-48.4%	0	100	NA	1,054	13.8%	93	NA	NULL	NA	0	NA	0	NA	1,846	2,381	-22.5%	43	-86.9%	79	NA	0	NA	1,968	2,708	-27.3%
1747	BOOTS CHICHESTER	330	12.2%	0	0	NA	396	1.5%	0	NA	NULL	NA	0	NA	0	NA	726	684	6.1%	0	NA	0	NA	0	NA	726	684	6.1%
1791	BOOTS FAREHAM	466	-60.3%	0	0	NA	879	-16.1%	143	NA	NULL	NA	0	NA	0	NA	1,488	2,222	-33.0%	0	NA	0	NA	0	NA	1,488	2,222	-33.0%
1534	BOOTS KINGSTON UPON THAMES	326	-16.6%	0	0	NA	672	31.3%	229	NA	NULL	NA	0	NA	0	NA	1,227	903	35.9%	129	-86.1%	0	NA	0	NA	1,356	1,829	-25.9%
1573	BOOTS OXFORD	177	-51.2%	89	0	NA	303	-61.9%	0	NA	NULL	NA	0	NA	0	NA	569	1,158	-50.9%	43	-67.2%	0	NA	0	NA	612	1,289	-52.5%
1638	BOOTS PLYMOUTH	374	-35.3%	0	0	NA	334	-59.7%	0	NA	NULL	NA	0	NA	0	NA	708	1,406	-49.6%	0	NA	0	NA	0	NA	708	1,613	-56.1%
1628	BOOTS PORTSMOUTH	146	-58.0%	0	0	NA	633	580.6%	159	NA	NULL	NA	0	NA	0	NA	938	441	112.7%	0	NA	0	NA	0	NA	938	536	75.0%
1578	BOOTS READING	587	-2.0%	0	0	NA	475	-4.2%	0	NA	NULL	NA	0	NA	0	NA	1,062	1,095	-3.0%	53	-19.7%	0	NA	0	NA	1,115	1,161	-4.0%
1789	BOOTS SOUTHAMPTON	313	-31.5%	0	0	NA	655	-7.0%	140	NA	NULL	NA	0	NA	0	NA	1,108	1,161	-4.6%	318	231.3%	0	NA	0	NA	1,426	1,257	13.4%
1596	BOOTS SWINDON	454	-45.6%	50	0	NA	1,029	36.8%	89	NA	NULL	NA	0	NA	0	NA	1,622	1,587	2.2%	86	-15.7%	43	NA	0	NA	1,751	1,689	3.7%
1548	BOOTS WATFORD	184	-47.9%	0	0	NA	985	71.3%	119	NA	NULL	NA	0	NA	0	NA	1,288	928	38.8%	86	13.2%	0	NA	0	NA	1,374	1,004	36.9%
1762	BOOTS YEOVIL	82	-84.9%	50	0	NA	303	-5.6%	49	NA	NULL	NA	0	NA	0	NA	484	865	-44.0%	0	NA	0	NA	0	NA	484	1,010	-52.1%
1923	CAMP HOPSON NEWBURY	99	-75.1%	6	34	-82.4%	137	-70.6%	37	NA	0	NA	0	NA	0	NA	279	915	-69.5%	75	NA	54	NA	0	NA	408	915	-55.4%
3163	DEBENHAMS BASINGSTOKE	583	-38.4%	48	64	-25.0%	854	45.7%	217	NA	0	NA	0	NA	0	NA	1,702	1,596	6.6%	171	21.3%	148	NA	0	NA	2,021	1,737	16.4%
3238	DEBENHAMS BATH	562	-15.1%	124	102	21.6%	477	12.2%	143	NA	0	NA	0	NA	0	NA	1,306	1,189	9.8%	-29	-111.2%	6	NA	0	NA	1,283	1,448	-11.4%
3031	DEBENHAMS BOREHAMWOOD	435	34.7%	0	0	NA	689	13.3%	0	NA	0	NA	0	NA	0	NA	1,124	931	20.7%	0	NA	61	NA	0	NA	1,185	1,001	18.4%
3030	DEBENHAMS BOURNEMOUTH	289	-10.0%	50	0	NA	773	36.1%	259	NA	0	NA	0	NA	0	NA	1,371	889	54.2%	247	201.2%	43	NA	0	NA	1,661	971	71.1%
2951	DEBENHAMS BRIGHTON	1,756	20.1%	61	398	-84.7%	1,704	25.6%	231	NA	0	NA	59	-32.2%	0	NA	3,811	3,304	15.3%	313	44.9%	88	NA	0	NA	4,212	3,520	19.7%
2870	DEBENHAMS BRISTOL	550	5.6%	28	82	-65.9%	875	70.9%	95	NA	0	NA	0	NA	0	NA	1,548	1,115	38.8%	87	47.5%	87	NA	0	NA	1,722	1,174	46.7%
2886	DEBENHAMS CRAWLEY	258	-51.0%	0	0	NA	336	-29.9%	70	NA	0	NA	-31	NA	0	NA	633	1,006	-37.1%	90	-49.2%	32	NA	0	NA	755	1,183	-36.2%
3211	DEBENHAMS EXETER	578	-17.7%	25	0	NA	1,021	240.3%	473	NA	0	NA	0	NA	0	NA	2,097	1,002	109.3%	17	-85.2%	80	NA	0	NA	2,194	1,117	96.4%
3243	DEBENHAMS FAREHAM	412	112.4%	0	0	NA	501	-27.2%	259	NA	0	NA	0	NA	0	NA	1,172	882	32.9%	26	-25.7%	69	NA	0	NA	1,267	917	38.2%
3241	DEBENHAMS FARNBOROUGH	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	730	NA	0	NA	0	NA	0	NA	0	730	NA
2970	DEBENHAMS GUILDFORD	379	-16.5%	0	0	NA	383	92.5%	100	NA	0	NA	93	NA	0	NA	955	653	46.2%	26	-40.9%	69	NA	0	NA	1,050	697	50.6%
2845	DEBENHAMS HARROW	377	-52.8%	0	200	NA	1,149	26.4%	656	NA	0	NA	0	NA	0	NA	2,182	1,908	14.4%	87	-73.4%	98	NA	0	NA	2,367	2,235	5.9%
3188	DEBENHAMS HEMEL HEMPSTEAD	573	12.4%	50	50	0.0%	788	13.7%	528	NA	0	NA	0	NA	0	NA	1,939	1,284	51.0%	276	541.9%	64	NA	0	NA	2,279	1,327	71.7%
2935	DEBENHAMS HOUNSLOW	8	-96.6%	0	0	NA	77	-79.3%	112	NA	0	NA	0	NA	0	NA	197	607	-67.5%	164	209.4%	0	NA	0	NA	361	660	-45.3%
2920	DEBENHAMS LUTON	190	-60.1%	39	50	-22.0%	786	36.2%	192	NA	0	NA	0	NA	0	NA	1,207	1,103	9.4%	50	-39.0%	0	NA	0	NA	1,257	1,185	6.1%
3244	DEBENHAMS NEWBURY	256	-10.5%	0	0	NA	328	107.6%	161	NA	0	NA	0	NA	0	NA	745	444	67.8%	44	-40.5%	43	NA	0	NA	832	518	60.6%
3091	DEBENHAMS OXFORD	971	11.6%	148	71	108.5%	489	84.5%	195	NA	0	NA	0	NA	0	NA	1,803	1,206	49.5%	43	NA	29	NA	0	NA	1,875	1,206	55.5%
3015	DEBENHAMS PLYMOUTH	1,180	48.8%	82	73	12.3%	661	7.5%	1,095	NA	0	NA	0	NA	0	NA	3,018	1,481	103.8%	59	-47.3%	29	NA	0	NA	3,106	1,593	95.0%
3177	DEBENHAMS PORTSMOUTH	1,696	-11.9%	221	86	157.0%	2,781	109.7%	573	NA	0	NA	62	93.8%	0	NA	5,333	3,368	58.3%	183	-58.1%	32	NA	0	NA	5,548	3,805	45.8%
3151	DEBENHAMS READING	557	-11.4%	91	68	33.8%	505	49.9%	185	NA	0	NA	0	NA	0	NA	1,338	1,034	29.4%	146	-49.0%	40	NA	0	NA	1,524	1,320	15.5%
3020	DEBENHAMS SALISBURY	511	-20.0%	0	231	NA	565	68.7%	105	NA	0	NA	0	NA	0	NA	1,181	1,205	-2.0%	37	-63.7%	0	NA	0	NA	1,218	1,307	-6.8%
3178	DEBENHAMS SLOUGH	348	40.9%	0	28	NA	411	160.1%	200	NA	0	NA	0	NA	0	NA	959	433	121.5%	0	NA	122	NA	0	NA	1,081	476	127.1%

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NBER		2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
2915	DEBENHAMS SOUTHAMPTON	501	-5.1%	0	-32	NA	888	146.7%	752	NA	0	NA	0	NA	2,141	856	150.1%	73	-64.9%	32	NA	0	NA	2,246	1,064	111.1%		
3166	DEBENHAMS SOUTHSEA	587	397.5%	0	60	NA	520	72.2%	0	NA	0	NA	0	NA	1,107	480	130.6%	113	-16.9%	93	NA	0	NA	1,313	616	113.1%		
2950	DEBENHAMS STAINES	457	-24.6%	0	28	NA	59	-90.3%	-53	NA	0	NA	0	NA	463	1,243	-62.8%	152	114.1%	0	NA	0	NA	615	1,314	-53.2%		
3080	DEBENHAMS SWINDON	454	92.4%	0	0	NA	564	70.4%	70	NA	0	NA	0	NA	1,088	567	91.9%	73	-43.4%	72	NA	0	NA	1,233	696	77.2%		
3010	DEBENHAMS TAUNTON	473	-9.0%	0	0	NA	382	NA	101	NA	0	NA	0	NA	956	525	82.1%	78	-35.5%	61	NA	0	NA	1,095	651	68.2%		
3156	DEBENHAMS TORQUAY	373	-47.7%	28	28	0.0%	403	117.8%	195	NA	0	NA	0	NA	999	926	7.9%	0	NA	0	NA	0	NA	999	1,106	-9.7%		
3187	DEBENHAMS TRURO	889	0.5%	48	0	NA	498	6.9%	229	NA	0	NA	0	NA	1,664	1,351	23.2%	37	-14.0%	69	NA	0	NA	1,770	1,394	27.0%		
3153	DEBENHAMS WEYMOUTH	512	-14.4%	0	161	NA	502	48.5%	236	NA	0	NA	0	NA	1,250	1,097	13.9%	87	-38.3%	198	NA	0	NA	1,535	1,238	24.0%		
3146	DEBENHAMS WINCHESTER	515	-21.5%	0	64	NA	338	67.3%	53	NA	0	NA	0	NA	906	922	-1.7%	29	-78.2%	32	NA	0	NA	967	1,055	-8.3%		
3233	DEBENHAMS WITNEY	125	-78.3%	0	32	NA	433	126.7%	219	NA	0	NA	0	NA	777	798	-2.6%	98	-7.5%	0	NA	0	NA	875	904	-3.2%		
3183	DEBENHAMS WOKING	517	53.0%	0	28	NA	453	98.7%	396	NA	0	NA	0	NA	1,366	594	130.0%	0	NA	43	NA	0	NA	1,409	774	82.0%		
3149	DEBENHAMS WORTHING	747	31.7%	79	0	NA	838	49.1%	206	NA	0	NA	0	NA	1,870	1,154	62.0%	102	30.8%	152	NA	0	NA	2,124	1,257	69.0%		
3207	DESIRE BY DEBENHAMS WALTON	346	58.7%	0	60	NA	287	-34.8%	49	NA	0	NA	0	NA	682	718	-5.0%	0	NA	0	NA	0	NA	682	761	-10.4%		
4765	DICKINS & JONES RICHMOND	610	58.9%	223	120	85.8%	293	-34.3%	0	NA	59	NA	62	NA	1,247	1,016	22.7%	17	-80.2%	0	NA	0	NA	1,264	1,102	14.7%		
5110	DINGLES EXETER	38	-87.2%	0	0	NA	0	NA	0	NA	0	NA	0	NA	38	551	-93.1%	0	NA	0	NA	0	NA	38	551	-93.1%		
5120	DINGLES PLYMOUTH	389	-30.3%	67	0	NA	356	-25.2%	89	NA	0	NA	31	NA	932	1,034	-9.9%	50	-33.3%	0	NA	0	NA	982	1,109	-11.5%		
5312	HOUSE OF FRASER BRISTOL CABOT CIRCUS	302	-20.5%	0	42	NA	452	7433.3%	0	NA	0	NA	0	NA	754	472	59.7%	50	-66.4%	43	NA	0	NA	847	621	36.4%		
390	HOUSE OF FRASER GUILDFORD	401	1045.7%	50	110	-54.5%	216	24.1%	70	NA	0	NA	0	NA	737	319	131.0%	0	NA	86	NA	0	NA	823	378	117.7%		
5311	HOUSE OF FRASER HIGH WYCOMBE	109	-55.9%	42	0	NA	371	45.5%	119	NA	0	NA	0	NA	641	621	3.2%	25	-83.4%	0	NA	0	NA	666	772	-13.7%		
5299	HOUSE OF FRASER READING	446	-1.5%	28	42	-33.3%	231	-27.4%	0	NA	0	NA	0	NA	705	830	-15.1%	75	-55.4%	55	NA	0	NA	835	998	-16.3%		
5670	JOHN LEWIS BRISTOL	414	-42.7%	0	50	NA	833	176.7%	0	NA	0	NA	0	NA	1,247	1,074	16.1%	0	NA	0	NA	0	NA	1,247	1,074	16.1%		
5816	JOHN LEWIS EXETER	276	69.3%	0	64	NA	214	27.4%	89	NA	0	NA	0	NA	579	409	41.6%	0	NA	0	NA	0	NA	579	409	41.6%		
5812	JOHN LEWIS HIGH WYCOMBE	768	13.1%	32	0	NA	716	125.2%	226	NA	0	NA	0	NA	1,742	997	74.7%	0	NA	0	NA	0	NA	1,742	997	74.7%		
5700	JOHN LEWIS KINGSTON	385	-27.4%	114	114	0.0%	411	12.3%	47	NA	0	NA	0	NA	957	1,010	-5.2%	0	NA	0	NA	0	NA	957	1,010	-5.2%		
5610	JOHN LEWIS READING	694	-3.2%	50	0	NA	346	-40.1%	70	NA	0	NA	0	NA	1,160	1,295	-10.4%	0	NA	0	NA	0	NA	1,160	1,295	-10.4%		
5640	JOHN LEWIS SOUTHAMPTON	957	-30.2%	0	58	NA	556	-19.1%	278	NA	0	NA	0	NA	1,791	2,116	-15.4%	0	NA	0	NA	0	NA	1,791	2,116	-15.4%		
5690	JOHN LEWIS WATFORD	705	-2.9%	0	50	NA	399	-36.7%	140	NA	0	NA	0	NA	1,244	1,406	-11.5%	0	NA	0	NA	0	NA	1,244	1,406	-11.5%		
405	JOLLYS BATH	69	-82.4%	0	0	NA	132	-73.9%	0	NA	0	NA	0	NA	201	988	-79.7%	75	-39.5%	0	NA	0	NA	276	1,119	-75.3%		
7556	THE PERFUMERY AT LYMINGTON LYMINGTON	151	-2.6%	0	0	NA	210	23.5%	0	NA	0	NA	0	NA	361	325	11.1%	18	NA	0	NA	0	NA	379	325	16.6%		
	SUB-TOTAL	33,595	-17.9%	2,009	2,959	-32.1%	40,874	18.2%	11,837	NA	59	NA	276	46.0%	0	NA	88,650	79,009	12.2%	4,624	-42.5%	2,471	NA	0	NA	95,745	87,086	9.9%
	NEW ACCOUNTS																											
1911	BOOTS CRAWLEY	170	NA	0	0	NA	453	NA	235	NA	NULL	NA	0	NA	858	0	NA	0	NA	29	NA	0	NA	887	0	NA		
1613	BOOTS EXETER	362	NA	0	0	NA	407	NA	0	NA	NULL	NA	0	NA	769	0	NA	43	NA	0	NA	0	NA	812	0	NA		
1803	BOOTS FAREHAM WHITELEY VILL SC	219	NA	0	0	NA	769	NA	0	NA	NULL	NA	0	NA	988	0	NA	0	NA	0	NA	0	NA	988	0	NA		
1659	BOOTS ST ALBANS	522	NA	5	0	NA	647	NA	247	NA	NULL	NA	0	NA	1,421	0	NA	0	NA	0	NA	0	NA	1,421	0	NA		
1796	BOOTS ST ALBANS	521	NA	0	0	NA	257	NA	141	NA	NULL	NA	0	NA	919	0	NA	0	NA	0	NA	0	NA	919	0	NA		
1689	BOOTS STAINES	107	NA	0	0	NA	541	NA	129	NA	NULL	NA	0	NA	777	0	NA	0	NA	0	NA	0	NA	777	0	NA		
1626	BOOTS WORTHING	370	NA	0	0	NA	544	NA	89	NA	NULL	NA	0	NA	1,003	0	NA	0	NA	0	NA	0	NA	1,003	0	NA		
5691	JOHN LEWIS OXFORD QUEEN STREET	386	NA	0	0	NA	69	NA	49	NA	0	NA	0	NA	504	0	NA	0	NA	0	NA	0	NA	504	0	NA		
	CLOSED ACCOUNTS																											
3875	FENWICK WINDSOR	0	NA	0	13	NA	0	NA	0	NA	0	NA	0	NA	0	356	NA	0	NA	0	NA	0	NA	0	356	NA		
	TOTAL	36,252	-11.7%	2,014	2,972	-32.2%	44,561	28.2%	12,727	NA	59	NA	276	45.3%	0	NA	95,889	79,365	20.8%	4,667	-42.0%	2,500	NA	0	NA	103,056	87,442	17.9%

NUMBER OF DOORS TRADING

80

FEBRUARY YTD
AREA 88 THE
PERFUME SHOP

REGIONAL MANAGER
PETER JAJCAY

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
7778	PERFUME SHOP (BASICS) HIGH WYCOMBE	383,472	25.5%	28,811	-1.8%	467,586	-7.3%	61,662	NA	0	NA	437	NA	0	NA	941,968	843,159	11.7%	33,737	-10.9%	5,217	NA	0	NA	980,922	881,014	11.3%
7782	THE PERFUME SHOP NI	18,756	10.8%	650	-15.4%	22,202	-19.2%	2,208	NA	0	NA	31	NA	0	NA	43,847	45,460	-3.5%	1,659	-25.1%	161	NA	0	NA	45,667	47,675	-4.2%
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	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	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	NA	0	0	NA
TOTAL		402,228	24.7%	29,461	-2.1%	489,788	-8.0%	63,870	NA	0	NA	468	NA	0	NA	985,815	888,619	10.9%	35,396	-11.7%	5,378	NA	0	NA	1,026,589	928,689	10.5%
TOTAL NORTHERN IRELAND		18,756	10.8%	650	-15.4%	22,202	-19.2%	2,208	NA	0	NA	31	NA	0	NA	43,847	45,460	-3.5%	1,659	-25.1%	161	NA	0	NA	45,667	47,675	-4.2%

NUMBER OF DOORS TRADING

MONTH OF FEBRUARY
 AREA 88 THE
 PERFUME SHOP

 REGIONAL MANAGER
 PETER JAJCAY

CLARINS FRAGRANCE GROUP
 STORES PERFORMANCE REPORT
 2018 vs 2017

MONTH - 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
7778	PERFUME SHOP (BASICS) HIGH WYCOMBE	206,212	25.8%	15,503	0.7%	249,015	-11.4%	40,609	NA	0	NA	300	NA	0	NA	511,639	462,285	10.7%	19,801	-3.6%	3,229	NA	0	NA	534,669	482,828	10.7%
7782	THE PERFUME SHOP NI	9,813	11.0%	332	-38.6%	12,160	-19.7%	1,397	NA	0	NA	31	NA	0	NA	23,733	24,660	-3.8%	1,123	-27.8%	90	NA	0	NA	24,946	26,216	-4.8%
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	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	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	NA	0	0	NA
TOTAL		216,025	25.1%	15,835	-0.7%	261,175	-11.8%	42,006	NA	0	NA	331	NA	0	NA	535,372	486,945	9.9%	20,924	-5.3%	3,319	NA	0	NA	559,615	509,044	9.9%
TOTAL NORTHERN IRELAND		9,813	11.0%	332	-38.6%	12,160	-19.7%	1,397	NA	0	NA	31	NA	0	NA	23,733	24,660	-3.8%	1,123	-27.8%	90	NA	0	NA	24,946	26,216	-4.8%

NUMBER OF DOORS TRADING

FEBRUARY YTD
AREA 97 THE
FRAGRANCE SHOP

REGIONAL MANAGER
LINDSAY HASTON

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
4107	THE FRAGRANCE SHOP MANCHESTER	137,736	22.5%	12,521	-20.9%	229,577	29.5%	37,682	NA	0	NA	329	6.1%	256	-51.0%	418,101	306,349	36.5%	22,596	11.1%	4,120	NA	0	NA	445,011	326,991	36.1%
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	NA	0	0	NA
TOTAL		137,736	22.5%	12,521	-20.9%	229,577	29.5%	37,682	NA	0	NA	329	6.1%	256	-51.0%	418,101	306,349	36.5%	22,596	11.1%	4,120	NA	0	NA	445,011	326,991	36.1%

NUMBER OF DOORS TRADING 147

MONTH OF FEBRUARY
AREA 97 THE
FRAGRANCE SHOP

REGIONAL MANAGER
LINDSAY HASTON

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - 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
4107	THE FRAGRANCE SHOP MANCHESTER	73,313	16.6%	7,153	-17.0%	132,454	29.9%	24,032	NA	0	NA	109	-21.0%	111	-61.9%	237,172	173,896	36.4%	11,829	7.3%	2,401	NA	0	NA	251,492	185,103	35.9%
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	NA	0	0	NA
TOTAL		73,313	16.6%	7,153	-17.0%	132,454	29.9%	24,032	NA	0	NA	109	-21.0%	111	-61.9%	237,172	173,896	36.4%	11,829	7.3%	2,401	NA	0	NA	251,492	185,103	35.9%

NUMBER OF DOORS TRADING

147

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
INTERNET ACCOUNTS**

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

MONTH - 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	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%

**FEBRUARY YTD
AREA 90 HEAD OFFICE
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
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	NA	0	0	NA
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	NA	0	0	NA
10379	CLARINS MAIL ORDER UK	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
57	DE GRUCHY 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	NA	0	0	NA
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	NA	0	0	NA
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	NA	0	0	NA
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	NA	0	0	NA
4708	HARVEY NICHOLS 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	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	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	0	NA	0	NA	0	NA	0	NA	0	0	NA
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	NA	0	0	NA
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	NA	0	0	NA
10360	STAFF SALES DIRECT HARLOW	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
10385	STAFF SALES 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	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	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	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	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	0	NA	0	NA	0	NA	0	NA	0	0	NA
TOTAL		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

**MONTH OF FEBRUARY
AREA 90 HEAD OFFICE
ACCOUNTS**

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

MONTH - 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
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	NA	0	0	NA
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	NA	0	0	NA
10379	CLARINS MAIL ORDER UK	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
57	DE GRUCHY 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	NA	0	0	NA
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	NA	0	0	NA
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	NA	0	0	NA
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	NA	0	0	NA
4708	HARVEY NICHOLS 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	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	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	0	NA	0	NA	0	NA	0	NA	0	0	NA
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	NA	0	0	NA
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	NA	0	0	NA
10360	STAFF SALES DIRECT HARLOW	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
10385	STAFF SALES 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	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	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	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	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	0	NA	0	NA	0	NA	0	NA	0	0	NA
TOTAL		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