

FEBRUARY YTD
SUMMARY

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT

2018 vs 2017

YEAR TO DATE - TRADE

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	4,910	41.2%	362	46.0%	7,633	-25.6%	623	NA	0	NA	34	NA	0	NA	13,562	13,983	-3.0%	706	-6.7%	538	NA	340	NA	15,146	14,740	2.8%
AREA 59 NICOLA AIRD	31,468	2.4%	2,150	-4.1%	41,744	-21.9%	2,810	NA	309	NA	307	201.0%	0	NA	78,788	86,486	-8.9%	1,464	-68.3%	2,316	NA	1,803	NA	84,371	91,105	-7.4%
AREA 60 SAM POLLARD	45,937	48.0%	6,250	40.9%	62,666	-15.6%	4,344	NA	0	NA	618	-32.8%	0	NA	119,815	110,547	8.4%	2,672	-41.0%	1,926	NA	1,700	NA	126,113	115,077	9.6%
AREA 61 SAMMY HUGHES	32,336	5.2%	2,305	15.7%	41,872	-17.6%	2,268	NA	0	NA	86	-74.7%	0	NA	78,867	83,754	-5.8%	2,121	-33.5%	1,374	NA	1,700	NA	84,062	86,942	-3.3%
AREA 63 MATTHEW BOURNE	44,640	9.4%	4,254	-33.6%	53,650	-29.1%	6,622	NA	28,598	-39.6%	911	41.7%	0	NA	138,675	170,892	-18.9%	1,929	-77.4%	9,727	NA	3,684	NA	154,015	179,442	-14.2%
AREA 65 BOOTS WAREHOUSE	89,384	-52.4%	0	NA	123,545	-32.7%	32,205	NA	0	NA	0	NA	0	NA	245,134	371,315	-34.0%	21,149	115.9%	0	NA	0	NA	266,283	381,113	-30.1%
AREA 66 ANGELA WILSON	25,666	38.8%	1,835	38.6%	28,905	-11.4%	2,657	NA	0	NA	291	55.6%	0	NA	59,354	52,637	12.8%	1,184	-70.2%	883	NA	1,133	NA	62,554	56,609	10.5%
AREA 70 SAMANTHA LEACH	34,741	40.9%	2,741	40.9%	37,010	-17.0%	2,329	NA	0	NA	376	56.7%	0	NA	77,197	71,443	8.1%	1,539	-69.5%	1,723	NA	1,127	NA	81,586	76,494	6.7%
AREA 71 UMME RUMMAN	53,378	36.7%	2,182	6.6%	59,377	13.6%	3,688	NA	0	NA	239	17.2%	0	NA	118,864	93,533	27.1%	1,520	-55.5%	1,507	NA	963	NA	122,854	96,946	26.7%
AREA 72 RENATA MILLER	38,034	26.9%	2,635	139.3%	43,504	-0.6%	3,272	NA	0	NA	223	159.3%	0	NA	87,668	74,916	17.0%	1,708	-56.6%	1,554	NA	280	NA	91,210	78,855	15.7%
AREA 88 THE PERFUME SHOP	429,268	11.7%	23,986	5.9%	554,348	1.2%	8,254	NA	0	NA	540	NA	-42	NA	1,016,354	954,731	6.5%	8,890	-64.6%	172	NA	0	NA	1,025,416	979,825	4.7%
AREA 97 THE FRAGRANCE SHOP	18,716	-64.1%	2,300	-54.1%	58,263	-48.3%	9,196	NA	0	NA	0	NA	-12	NA	88,463	169,894	-47.9%	-56	-109.6%	22,594	NA	22,379	NA	133,380	170,479	-21.8%
INTERNET ACCOUNTS	22,901	-41.8%	4,303	-66.2%	27,738	-26.1%	3,552	NA	541	-44.5%	374	-52.4%	864	-86.8%	60,273	97,911	-38.4%	367	-74.5%	426	NA	340	NA	61,406	99,353	-38.2%
AREA 90 HEAD OFFICE ACCOUNTS	-412,537	-177.2%	-3,997	82.7%	-282,939	-54.8%	-28,799	NA	0	NA	52	103.5%	0	NA	-728,220	-396,818	-83.5%	-150,354	-91779.3%	-32,184	NA	0	NA	-910,758	-396,654	-129.6%
TOTAL	458,842	-39.9%	51,306	31.3%	857,316	-24.6%	53,021	NA	29,448	-39.0%	4,051	98.4%	810	102.3%	1,454,794	1,955,224	-25.6%	-105,161	-240.0%	12,556	NA	35,449	NA	1,397,638	2,030,326	-31.2%
TOTAL NORTHERN IRELAND	4,910	41.2%	362	46.0%	7,633	-25.6%	623	NA	0	NA	34	NA	0	NA	13,562	13,983	-3.0%	706	-6.7%	538	NA	340	NA	15,146	14,740	2.8%
TOTAL GB STORE	453,932	-40.3%	50,944	31.2%	849,683	-24.6%	52,398	NA	29,448	-39.0%	4,017	96.7%	810	102.3%	1,441,232	1,941,241	-25.8%	-105,867	-242.4%	12,018	NA	35,109	NA	1,382,492	2,015,586	-31.4%
TOTAL LIKE ON LIKE	439,555	-42.1%	50,837	34.9%	835,651	-25.6%	51,815	NA	29,448	-39.0%	4,034	108.7%	810	102.3%	1,412,150	1,936,103	-27.1%	-105,469	-245.6%	11,515	NA	35,166	NA	1,353,362	2,008,560	-32.6%

NUMBER OF TRADING DOORS 1022

MONTH OF FEBRUARY
SUMMARY

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT

2018 vs 2017

MONTH - TRADE

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	1,274	-43.3%	146	108.6%	1,373	-74.6%	540	NA	0	NA	17	NA	0	NA	3,350	7,725	-56.6%	214	-50.7%	481	NA	340	NA	4,385	8,159	-46.3%
AREA 59 NICOLA AIRD	9,416	-32.1%	692	-51.6%	11,444	-61.6%	2,508	NA	-398	NA	170	900.0%	0	NA	23,832	45,046	-47.1%	313	-86.9%	2,283	NA	1,803	NA	28,231	47,443	-40.5%
AREA 60 SAM POLLARD	9,438	-38.9%	2,101	0.4%	18,632	-57.3%	2,717	NA	0	NA	343	-47.5%	0	NA	33,231	61,721	-46.2%	1,296	-36.4%	1,794	NA	1,700	NA	38,021	63,760	-40.4%
AREA 61 SAMMY HUGHES	6,149	-62.6%	723	-14.3%	10,956	-59.0%	1,164	NA	0	NA	0	NA	0	NA	18,992	44,165	-57.0%	995	-23.9%	1,374	NA	1,700	NA	23,061	45,473	-49.3%
AREA 63 MATTHEW BOURNE	13,371	-41.7%	2,931	-32.1%	19,026	-57.5%	4,532	NA	11,300	58.8%	621	63.4%	0	NA	51,781	79,493	-34.9%	1,562	-30.4%	10,501	NA	3,684	NA	67,528	81,736	-17.4%
AREA 65 BOOTS WAREHOUSE	27,531	-17.8%	0	NA	36,986	1093.9%	0	NA	0	NA	0	NA	0	NA	64,517	36,609	76.2%	7,339	NA	0	NA	0	NA	71,856	36,609	96.3%
AREA 66 ANGELA WILSON	4,982	-47.4%	750	2.2%	6,675	-59.3%	1,996	NA	0	NA	103	202.9%	0	NA	14,506	26,663	-45.6%	226	-86.7%	835	NA	1,133	NA	16,700	28,368	-41.1%
AREA 70 SAMANTHA LEACH	8,558	-22.0%	1,253	41.4%	7,781	-67.1%	1,842	NA	0	NA	257	403.9%	0	NA	19,691	35,570	-44.6%	504	-74.7%	1,699	NA	1,127	NA	23,021	37,562	-38.7%
AREA 71 UMME RUMMAN	10,145	-45.6%	635	-20.7%	12,799	-50.1%	2,731	NA	0	NA	34	-71.4%	0	NA	26,344	45,206	-41.7%	568	-65.4%	1,450	NA	963	NA	29,325	46,849	-37.4%
AREA 72 RENATA MILLER	9,412	-44.7%	1,086	53.8%	13,124	-45.7%	2,491	NA	0	NA	206	NA	0	NA	26,319	41,872	-37.1%	277	-85.5%	1,499	NA	280	NA	28,375	43,779	-35.2%
AREA 88 THE PERFUME SHOP	91,025	1005.6%	4,170	-56.9%	104,730	133.5%	2,231	NA	0	NA	0	NA	-42	NA	202,114	62,749	222.1%	0	NA	0	NA	0	NA	202,114	62,737	222.2%
AREA 97 THE FRAGRANCE SHOP	17,117	16.1%	1,725	-30.3%	19,987	-57.0%	9,196	NA	0	NA	0	NA	-12	NA	48,013	63,721	-24.7%	-56	-109.6%	22,594	NA	22,379	NA	92,930	64,306	44.5%
INTERNET ACCOUNTS	5,968	-66.0%	1,617	-68.7%	10,083	-40.5%	2,232	NA	305	-59.1%	215	-45.0%	536	-83.1%	20,955	43,959	-52.3%	340	-20.7%	426	NA	340	NA	22,061	44,388	-50.3%
AREA 90 HEAD OFFICE ACCOUNTS	-110,432	-4.1%	-2,215	88.9%	-199,369	-203.2%	-28,799	NA	0	NA	52	103.5%	0	NA	-340,763	-234,003	-45.6%	-121,930	-74447.6%	-14,290	NA	0	NA	-476,983	-233,839	-104.0%
TOTAL	103,954	9.4%	15,614	69.4%	74,227	-74.0%	5,381	NA	11,207	42.6%	2,018	513.3%	482	101.3%	212,882	360,496	-40.9%	-108,352	-743.6%	30,646	NA	35,449	NA	170,625	377,330	-54.8%
TOTAL NORTHERN IRELAND	1,274	-43.3%	146	108.6%	1,373	-74.6%	540	NA	0	NA	17	NA	0	NA	3,350	7,725	-56.6%	214	-50.7%	481	NA	340	NA	4,385	8,159	-46.3%
TOTAL STORES LIKE ON LIKE	102,680	10.6%	15,468	69.1%	72,854	-74.0%	4,841	NA	11,207	42.6%	2,001	508.1%	482	101.3%	209,532	352,771	-40.6%	-108,566	-762.0%	30,165	NA	35,109	NA	166,240	369,171	-55.0%
TOTAL LIKE ON LIKE	101,735	9.0%	15,274	77.3%	70,089	-74.8%	4,175	NA	11,207	42.6%	2,001	809.4%	482	101.3%	204,962	350,695	-41.6%	-108,594	-745.1%	29,605	NA	35,166	NA	161,139	367,529	-56.2%

NUMBER OF TRADING DOORS

1022

**FEBRUARY YTD
AREA 55 CATRIONA
RAFFERTY**

**REGIONAL MANAGER
JO MAVIN**

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

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		A'MEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
		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	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
1856	BOOTS BELFAST DONEGALL PLACE	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
1768	CAMERONS BALLYMENA	0	NA	0	NA	157	-29.3%	0	NA	0	NA	0	NA	0	NA	157	344	-54.4%	0	NA	167	NA	170	NA	494	426	16.0%
3254	DEBENHAMS BALLYMENA	229	186.3%	0	NA	538	184.7%	0	NA	0	NA	0	NA	0	NA	767	269	185.1%	0	NA	0	NA	0	NA	767	269	185.1%
3256	DEBENHAMS BELFAST	1,749	36.5%	243	36.5%	2,121	-36.2%	17	NA	0	NA	34	NA	0	NA	4,164	4,784	-13.0%	434	5.1%	24	NA	0	NA	4,622	5,197	-11.1%
3257	DEBENHAMS CRAIGAVON	621	24.2%	27	NA	1,297	41.0%	66	NA	0	NA	0	NA	0	NA	2,011	1,420	41.6%	133	NA	33	NA	0	NA	2,177	1,420	53.3%
3258	DEBENHAMS LONDONDERRY	114	0.0%	0	NA	781	21.5%	0	NA	0	NA	0	NA	0	NA	895	757	18.2%	0	NA	0	NA	0	NA	895	856	4.6%
3259	DEBENHAMS NEWRY	568	0.7%	0	NA	798	25.3%	0	NA	0	NA	0	NA	0	NA	1,366	1,201	13.7%	0	NA	0	NA	0	NA	1,366	1,201	13.7%
5273	HOUSE OF FRASER BELFAST	900	255.7%	92	NA	1,002	-57.7%	540	NA	0	NA	0	NA	0	NA	2,534	2,624	-3.4%	139	-14.7%	314	NA	170	NA	3,157	2,787	13.3%
6784	MENARYS RETAIL LTD BANGOR	243	127.1%	0	NA	313	-39.1%	0	NA	0	NA	0	NA	0	NA	556	644	-13.7%	0	NA	0	NA	0	NA	556	644	-13.7%
6786	MENARYS RETAIL LTD COOKSTOWN	243	-28.9%	0	NA	313	-66.5%	0	NA	0	NA	0	NA	0	NA	556	1,324	-58.0%	0	NA	0	NA	0	NA	556	1,324	-58.0%
6787	MENARYS RETAIL LTD LISBURN	243	111.3%	0	NA	313	-37.5%	0	NA	0	NA	0	NA	0	NA	556	616	-9.7%	0	NA	0	NA	0	NA	556	616	-9.7%
	SUB-TOTAL	4,910	41.2%	362	46.0%	7,633	-25.6%	623	NA	0	NA	34	NA	0	NA	13,562	13,983	-3.0%	706	-6.7%	538	NA	340	NA	15,146	14,740	2.8%
	NEW ACCOUNTS																										
1934	BOOTS LONDONDERRY FOYLESIDE	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	4,910	41.2%	362	46.0%	7,633	-25.6%	623	NA	0	NA	34	NA	0	NA	13,562	13,983	-3.0%	706	-6.7%	538	NA	340	NA	15,146	14,740	2.8%
	TOTAL NORTHERN IRELAND	4,910	41.2%	362	46.0%	7,633	-25.6%	623	NA	0	NA	34	NA	0	NA	13,562	13,983	-3.0%	706	-6.7%	538	NA	340	NA	15,146	14,740	2.8%

NUMBER OF DOORS TRADING

13

**MONTH OF FEBRUARY
AREA 55 CATRIONA
RAFFERTY**

**REGIONAL MANAGER
JO MAVIN**

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

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
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	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	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
1856	BOOTS BELFAST DONEGALL PLACE	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
1768	CAMERONS BALLYMENA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	344	NA	0	NA	167	NA	170	NA	337	344	-2.0%
3254	DEBENHAMS BALLYMENA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	167	NA	0	NA	0	NA	0	NA	0	167	NA
3256	DEBENHAMS BELFAST	449	-15.3%	54	NA	365	-80.5%	0	NA	0	NA	17	NA	0	NA	885	2,406	-63.2%	75	-81.3%	0	NA	0	NA	960	2,807	-65.8%
3257	DEBENHAMS CRAIGAVON	352	-21.8%	0	NA	265	-38.7%	0	NA	0	NA	0	NA	0	NA	617	882	-30.0%	0	NA	0	NA	0	NA	617	882	-30.0%
3258	DEBENHAMS LONDONDERRY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	394	NA	0	NA	0	NA	0	NA	0	427	NA
3259	DEBENHAMS NEWRY	0	NA	0	NA	101	-79.1%	0	NA	0	NA	0	NA	0	NA	101	990	-89.8%	0	NA	0	NA	0	NA	101	990	-89.8%
5273	HOUSE OF FRASER BELFAST	473	547.9%	92	NA	642	887.7%	540	NA	0	NA	0	NA	0	NA	1,747	138	1165.9%	139	NA	314	NA	170	NA	2,370	138	1617.4%
6784	MENARYS RETAIL LTD BANGOR	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	584	NA	0	NA	0	NA	0	NA	0	584	NA
6786	MENARYS RETAIL LTD COOKSTOWN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,264	NA	0	NA	0	NA	0	NA	0	1,264	NA
6787	MENARYS RETAIL LTD LISBURN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	556	NA	0	NA	0	NA	0	NA	0	556	NA
	SUB-TOTAL	1,274	-43.3%	146	108.6%	1,373	-74.6%	540	NA	0	NA	17	NA	0	NA	3,350	7,725	-56.6%	214	-50.7%	481	NA	340	NA	4,385	8,159	-46.3%
	NEW ACCOUNTS																										
1934	BOOTS LONDONDERRY FOYLESIDE	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	1,274	-43.3%	146	108.6%	1,373	-74.6%	540	NA	0	NA	17	NA	0	NA	3,350	7,725	-56.6%	214	-50.7%	481	NA	340	NA	4,385	8,159	-46.3%
	TOTAL NORTHERN IRELAND	1,274	-43.3%	146	108.6%	1,373	-74.6%	540	NA	0	NA	17	NA	0	NA	3,350	7,725	-56.6%	214	-50.7%	481	NA	340	NA	4,385	8,159	-46.3%

NUMBER OF DOORS TRADING

FEBRUARY YTD
AREA 59 NICOLA AIRD

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

REGIONAL MANAGER
PETER JAJCAY

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		A'MEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
615	BARKERS NORTH ALLERTON	674	461.7%	0	NA	603	110.1%	0	NA	0	NA	0	NA	0	NA	1,277	407	213.8%	0	NA	0	NA	113	NA	1,390	454	206.2%
1250	BINNS DARLINGTON	579	-34.4%	-109	-255.7%	1,590	-7.5%	538	NA	0	NA	0	NA	0	NA	2,598	2,670	-2.7%	9	-92.6%	204	NA	283	NA	3,094	2,792	10.8%
1552	BOOTS CHESTER	296	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	0	NA	558	0	NA
1668	BOOTS CHESTER BROUGHTON PARK	0	NA	0	NA	262	-50.0%	0	NA	0	NA	0	NA	0	NA	262	805	-67.5%	0	NA	0	NA	0	NA	262	805	-67.5%
1523	BOOTS GATESHEAD METROCENTRE	0	NA	0	NA	524	100.0%	0	NA	0	NA	0	NA	0	NA	524	262	100.0%	0	NA	0	NA	0	NA	524	262	100.0%
1601	BOOTS LEEDS BIRSTALL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	262	NA	0	NA	0	NA	0	NA	0	262	NA
1788	BOOTS LEEDS WHITE ROSE	592	110.7%	0	NA	524	0.0%	0	NA	0	NA	0	NA	0	NA	1,116	805	38.6%	0	NA	0	NA	0	NA	1,116	805	38.6%
1639	BOOTS MIDDLESBOROUGH	592	NA	0	NA	786	0.0%	0	NA	0	NA	0	NA	0	NA	1,378	786	75.3%	0	NA	0	NA	0	NA	1,378	786	75.3%
1874	BOOTS MIDDLESBOROUGH CLEVELAND RP	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	805	NA	0	NA	0	NA	0	NA	0	805	NA
1517	BOOTS NEWCASTLE	592	5.2%	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	854	563	51.7%	0	NA	0	NA	0	NA	854	563	51.7%
1827	BOOTS NEWCASTLE UPON TYNE	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
1779	BOOTS NORTH SHIELDS	0	NA	0	NA	786	50.0%	0	NA	0	NA	0	NA	0	NA	786	524	50.0%	0	NA	0	NA	0	NA	786	524	50.0%
1783	BOOTS STOKE-ON-TRENT FESTIVAL PARK	0	NA	0	NA	524	100.0%	0	NA	0	NA	0	NA	0	NA	524	262	100.0%	0	NA	0	NA	0	NA	524	262	100.0%
1669	BOOTS STOKE-ON-TRENT HANLEY	296	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	0	NA	558	0	NA
1841	BOOTS SUNDERLAND	296	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	820	0	NA	0	NA	0	NA	0	NA	820	0	NA
1842	BOOTS WREXHAM	0	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	524	0	NA	0	NA	0	NA	0	NA	524	0	NA
2830	BROWNS CHESTER	754	-71.6%	98	7.7%	1,543	-46.5%	0	NA	0	NA	34	0.0%	0	NA	2,429	5,663	-57.1%	66	-65.3%	0	NA	0	NA	2,495	5,853	-57.4%
2953	DEBENHAMS LEEDS BRIGGATE	4,046	18.7%	468	-6.8%	3,628	12.9%	77	NA	0	NA	86	NA	0	NA	8,305	7,102	16.9%	371	39.0%	0	NA	0	NA	8,676	7,369	17.7%
2829	DEBENHAMS LEEDS WHITE ROSE	2,121	-28.2%	23	-91.7%	2,845	-30.6%	34	NA	0	NA	0	NA	0	NA	5,023	7,332	-31.5%	199	-71.7%	0	NA	0	NA	5,222	8,034	-35.0%
3214	DEBENHAMS BANGOR	120	-64.3%	0	NA	1,949	-0.1%	27	NA	0	NA	0	NA	0	NA	2,096	2,220	-5.6%	24	NA	0	NA	0	NA	2,120	2,220	-4.5%
3261	DEBENHAMS ELLESMERE PORT	794	61.1%	105	45.8%	2,141	24.9%	0	NA	0	NA	0	NA	0	NA	3,040	2,279	33.4%	33	NA	33	NA	0	NA	3,106	2,279	36.3%
3067	DEBENHAMS GATESHEAD	1,891	75.6%	137	77.9%	1,897	-59.0%	0	NA	0	NA	0	NA	0	NA	3,925	5,795	-32.3%	246	251.4%	0	NA	0	NA	4,171	5,865	-28.9%
3199	DEBENHAMS LLANDUDNO	1,587	51.7%	118	NA	1,747	24.3%	134	NA	0	NA	34	0.0%	0	NA	3,620	2,485	45.7%	52	-77.1%	0	NA	0	NA	3,672	2,712	35.4%
2831	DEBENHAMS MIDDLESBOROUGH	1,921	-22.9%	272	154.2%	2,474	-8.3%	216	NA	0	NA	0	NA	0	NA	4,883	5,299	-7.9%	19	-95.6%	0	NA	0	NA	4,902	5,734	-14.5%
3236	DEBENHAMS NEWCASTLE	1,231	1.0%	23	-88.2%	1,413	-48.2%	0	NA	0	NA	0	NA	0	NA	2,667	4,141	-35.6%	46	0.0%	0	NA	0	NA	2,713	4,187	-35.2%
3189	DEBENHAMS SOUTHSHIELDS	297	306.8%	0	NA	477	46.3%	0	NA	0	NA	0	NA	0	NA	774	399	94.0%	0	NA	0	NA	0	NA	774	530	46.0%
3159	DEBENHAMS STOCKTON-ON-TEES	787	87.8%	56	NA	873	-44.3%	19	NA	0	NA	0	NA	0	NA	1,735	2,003	-13.4%	0	NA	0	NA	0	NA	1,735	2,036	-14.8%
2954	DEBENHAMS STOKE ON TRENT	826	-1.4%	116	NA	1,268	-14.9%	143	NA	0	NA	17	NA	0	NA	2,370	2,328	1.8%	0	NA	0	NA	0	NA	2,370	2,483	-4.6%
3131	DEBENHAMS SUNDERLAND	1,958	-44.9%	0	NA	2,738	-43.9%	56	NA	0	NA	0	NA	0	NA	4,752	8,622	-44.9%	9	-97.8%	0	NA	0	NA	4,761	9,028	-47.3%
3224	DEBENHAMS WREXHAM	749	9.2%	189	NA	1,251	31.3%	39	NA	0	NA	0	NA	0	NA	2,228	1,639	35.9%	48	-80.8%	0	NA	0	NA	2,276	1,889	20.5%
3865	FENWICK NEWCASTLE	4,687	-1.3%	219	-68.2%	3,153	-46.8%	247	NA	309	NA	102	NA	0	NA	8,717	11,361	-23.3%	278	-75.5%	1,222	NA	557	NA	10,774	12,495	-13.8%
5200	HOUSE OF FRASER GATESHEAD	1,777	116.7%	186	NA	2,833	-47.6%	971	NA	0	NA	0	NA	0	NA	5,767	6,227	-7.4%	34	-86.1%	680	NA	850	NA	7,331	6,472	13.3%
8600	HOUSE OF FRASER LEEDS	1,102	140.6%	181	546.4%	995	-20.9%	309	NA	0	NA	34	NA	0	NA	2,621	1,744	50.3%	30	-9.1%	177	NA	0	NA	2,828	1,777	59.1%
5818	JOHN LEWIS LEEDS	256	96.9%	0	NA	150	-6.3%	0	NA	0	NA	0	NA	0	NA	406	290	40.0%	0	NA	0	NA	0	NA	406	416	-2.4%
5600	JOHN LEWIS NEWCASTLE	647	-29.1%	68	NA	150	-69.6%	0	NA	0	NA	0	NA	0	NA	865	1,406	-38.5%	0	NA	0	NA	0	NA	865	1,406	-38.5%
	SUB-TOTAL	31,468	2.4%	2,150	-4.1%	40,958	-23.4%	2,810	NA	309	NA	307	201.0%	0	NA	78,002	86,486	-9.8%	1,464	-68.3%	2,316	NA	1,803	NA	83,585	91,105	-8.3%
	NEW ACCOUNTS																										
1699	BOOTS ELLESMERE PORT	0	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	524	0	NA	0	NA	0	NA	0	NA	524	0	NA
1894	BOOTS DARLINGTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1897	BOOTS PRESTATYN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1898	BOOTS STOCKTON ON TEES	0	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	262	0	NA	0	NA	0	NA	0	NA	262	0	NA
1909	BOOTS HARTLEPOOL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1924	BOOTS GATESHEAD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
	TOTAL	31,468	2.4%	2,150	-4.1%	41,744	-21.9%	2,810	NA	309	NA	307	201.0%	0	NA	78,788	86,486	-8.9%	1,464	-68.3%	2,316	NA	1,803	NA	84,371	91,105	-7.4%

NUMBER OF DOORS TRADING

MONTH OF FEBRUARY
AREA 59 NICOLA AIRD

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

REGIONAL MANAGER
PETER JAJCAY

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
615	BARKERS NORTH ALLERTON	360	200.0%	0	NA	446	55.4%	0	NA	0	NA	0	NA	0	NA	806	407	98.0%	0	NA	0	NA	113	NA	919	489	87.9%
1250	BINNS DARLINGTON	366	NA	-109	NA	1,172	NA	538	NA	0	NA	0	NA	0	NA	1,967	0	NA	9	NA	204	NA	283	NA	2,463	0	NA
1552	BOOTS CHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1668	BOOTS CHESTER BROUGHTON PARK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	262	NA	0	NA	0	NA	0	NA	0	262	NA
1523	BOOTS GATESHEAD METROCENTRE	0	NA	0	NA	524	100.0%	0	NA	0	NA	0	NA	0	NA	524	262	100.0%	0	NA	0	NA	0	NA	524	262	100.0%
1601	BOOTS LEEDS BIRSTALL	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
1788	BOOTS LEEDS WHITE ROSE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	805	NA	0	NA	0	NA	0	NA	0	805	NA
1639	BOOTS MIDDLESBOROUGH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	262	NA	0	NA	0	NA	0	NA	0	262	NA
1874	BOOTS MIDDLESBROUGH CLEVELAND RP	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
1517	BOOTS NEWCASTLE	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
1827	BOOTS NEWCASTLE UPON TYNE	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
1779	BOOTS NORTH SHIELDS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	524	NA	0	NA	0	NA	0	NA	0	524	NA
1783	BOOTS STOKE-ON-TRENT FESTIVAL PARK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	262	NA	0	NA	0	NA	0	NA	0	262	NA
1669	BOOTS STOKE-ON-TRENT HANLEY	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
1841	BOOTS SUNDERLAND	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1842	BOOTS WREXHAM	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
2830	BROWNS CHESTER	81	-88.7%	0	NA	171	-91.2%	0	NA	0	NA	0	NA	0	NA	252	2,672	-90.6%	66	-60.2%	0	NA	0	NA	318	2,838	-88.8%
2953	DEBENHAMS LEEDS BRIGGATE	942	-44.5%	63	-86.0%	1,181	-37.2%	19	NA	0	NA	17	NA	0	NA	2,222	4,003	-44.5%	0	NA	0	NA	0	NA	2,222	4,223	-47.4%
2829	DEBENHAMS LEEDS WHITE ROSE	895	-35.8%	23	-85.6%	535	-77.5%	17	NA	0	NA	0	NA	0	NA	1,470	3,936	-62.7%	24	-94.1%	0	NA	0	NA	1,494	4,344	-65.6%
3214	DEBENHAMS BANGOR	0	NA	0	NA	531	-63.9%	0	NA	0	NA	0	NA	0	NA	531	1,449	-63.4%	0	NA	0	NA	0	NA	531	1,449	-63.4%
3261	DEBENHAMS ELLESMERE PORT	321	-20.1%	27	-25.0%	476	-52.6%	0	NA	0	NA	0	NA	0	NA	824	1,443	-42.9%	33	NA	0	NA	0	NA	857	1,443	-40.6%
3067	DEBENHAMS GATESHEAD	368	-5.9%	36	NA	273	-91.9%	0	NA	0	NA	0	NA	0	NA	677	3,767	-82.0%	-48	-308.7%	0	NA	0	NA	629	3,790	-83.4%
3199	DEBENHAMS LLANDUDNO	348	-14.5%	0	NA	448	-18.2%	39	NA	0	NA	0	NA	0	NA	835	955	-12.6%	0	NA	0	NA	0	NA	835	979	-14.7%
2831	DEBENHAMS MIDDLESBOROUGH	211	-72.6%	0	NA	422	-72.2%	167	NA	0	NA	0	NA	0	NA	800	2,286	-65.0%	0	NA	0	NA	0	NA	800	2,405	-66.7%
3236	DEBENHAMS NEWCASTLE	139	-38.8%	0	NA	191	-87.5%	0	NA	0	NA	0	NA	0	NA	330	1,848	-82.1%	24	100.0%	0	NA	0	NA	354	1,860	-81.0%
3189	DEBENHAMS SOUTHSHIELDS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	278	NA	0	NA	0	NA	0	NA	0	278	NA
3159	DEBENHAMS STOCKTON-ON-TEES	414	2335.3%	0	NA	0	NA	19	NA	0	NA	0	NA	0	NA	433	614	-29.5%	0	NA	0	NA	0	NA	433	614	-29.5%
2954	DEBENHAMS STOKE ON TRENT	530	246.4%	89	NA	560	-10.4%	143	NA	0	NA	17	NA	0	NA	1,339	778	72.1%	0	NA	0	NA	0	NA	1,339	802	67.0%
3131	DEBENHAMS SUNDERLAND	402	-78.1%	0	NA	267	-91.6%	0	NA	0	NA	0	NA	0	NA	669	5,184	-87.1%	0	NA	0	NA	0	NA	669	5,524	-87.9%
3224	DEBENHAMS WREXHAM	492	0.6%	0	NA	199	-21.3%	39	NA	0	NA	0	NA	0	NA	730	742	-1.6%	24	-82.5%	0	NA	0	NA	754	879	-14.2%
3865	FENWICK NEWCASTLE	1,942	-39.4%	196	-64.7%	1,446	-70.0%	247	NA	-398	NA	102	NA	0	NA	3,535	8,584	-58.8%	117	-83.7%	1,222	NA	557	NA	5,431	9,300	-41.6%
5200	HOUSE OF FRASER GATESHEAD	617	142.9%	186	NA	1,396	14.5%	971	NA	0	NA	0	NA	0	NA	3,170	1,473	115.2%	34	NA	680	NA	850	NA	4,734	1,473	221.4%
8600	HOUSE OF FRASER LEEDS	889	111.7%	181	546.4%	682	543.4%	309	NA	0	NA	34	NA	0	NA	2,095	554	278.2%	30	NA	177	NA	0	NA	2,302	554	315.5%
5818	JOHN LEWIS LEEDS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	290	NA	0	NA	0	NA	0	NA	0	416	NA
5600	JOHN LEWIS NEWCASTLE	99	-89.1%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	99	1,406	-93.0%	0	NA	0	NA	0	NA	99	1,406	-93.0%
SUB-TOTAL		9,416	-32.1%	692	-51.6%	10,920	-63.3%	2,508	NA	-398	NA	170	900.0%	0	NA	23,308	45,046	-48.3%	313	-86.9%	2,283	NA	1,803	NA	27,707	47,443	-41.6%
NEW ACCOUNTS																											
1699	BOOTS ELLESMERE PORT	0	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	524	0	NA	0	NA	0	NA	0	NA	524	0	NA
1894	BOOTS DARLINGTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1897	BOOTS PRESTATYN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1898	BOOTS STOCKTON ON TEES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1909	BOOTS HARTLEPOOL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1924	BOOTS GATESHEAD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
TOTAL		9,416	-32.1%	692	-51.6%	11,444	-61.6%	2,508	NA	-398	NA	170	900.0%	0	NA	23,832	45,046	-47.1%	313	-86.9%	2,283	NA	1,803	NA	28,231	47,443	-40.5%

NUMBER OF DOORS TRADING

41

**FEBRUARY YTD
AREA 60 SAM
POLLARD**

**REGIONAL MANAGER
SANDRA HUMPHRIES**

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

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		A'MEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
5304	BEATTIES SUTTON COLDFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	2,349	NA	0	NA	0	NA	0	NA	0	2,349	NA
5308	BEATTIES WOLVERHAMPTON	420	-44.1%	71	-20.2%	2,596	-26.1%	618	NA	0	NA	0	NA	0	NA	3,705	4,389	-15.6%	183	12.3%	589	NA	567	NA	5,044	4,552	10.8%
1792	BOOTS BIRMINGHAM BULLRING	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
1513	BOOTS BIRMINGHAM HIGH STREET	296	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	296	0	NA	0	NA	0	NA	0	NA	296	0	NA
1558	BOOTS BIRMINGHAM FORT	592	NA	0	NA	1,048	NA	0	NA	0	NA	0	NA	0	NA	1,640	0	NA	0	NA	0	NA	0	NA	1,640	0	NA
1814	BOOTS BURTON-ON-TRENT	296	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	0	NA	558	0	NA
1837	BOOTS CANNOCK	592	110.7%	0	NA	262	-50.0%	0	NA	0	NA	0	NA	0	NA	854	805	6.1%	0	NA	0	NA	0	NA	854	805	6.1%
1509	BOOTS CARDIFF	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
1518	BOOTS CHELTENHAM	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
1824	BOOTS COVENTRY ARENA PR	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
1831	BOOTS COVENTRY LOWER PRECINCT	0	NA	0	NA	1,047	NA	0	NA	0	NA	0	NA	0	NA	1,047	0	NA	0	NA	0	NA	0	NA	1,047	0	NA
1524	BOOTS DERBY	296	NA	0	NA	262	-66.7%	0	NA	0	NA	0	NA	0	NA	558	786	-29.0%	0	NA	0	NA	0	NA	558	786	-29.0%
1516	BOOTS DUDLEY MERRYHILL	592	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	0	NA	1,116	0	NA
1823	BOOTS SOLIHULL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	543	NA	0	NA	0	NA	0	NA	0	543	NA
1828	BOOTS SUTTON COLDFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1529	BOOTS SWANSEA	0	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	524	0	NA	0	NA	0	NA	0	NA	524	0	NA
1672	BOOTS TAMWORTH	0	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	524	296	77.0%	0	NA	0	NA	0	NA	524	296	77.0%
1811	BOOTS WALSALL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,087	NA	0	NA	0	NA	0	NA	0	1,087	NA
1642	BOOTS WORCESTER	296	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	0	NA	558	0	NA
5230	CAVENDISH HOUSE CHELTENHAM	729	469.5%	83	130.6%	1,224	8.0%	319	NA	0	NA	0	NA	0	NA	2,355	1,297	81.6%	-1	-104.8%	177	NA	0	NA	2,531	1,318	92.0%
1949	CENTRAL PHARM E-COM CARDIFF	10,978	1036.4%	2,952	3007.4%	12,119	-15.4%	-131	NA	0	NA	413	140.1%	0	NA	26,331	15,482	70.1%	-11	NA	0	NA	0	NA	26,320	15,482	70.0%
1950	CENTRAL PHARMACY CARDIFF	1,394	32.0%	320	-78.7%	627	-75.1%	397	NA	0	NA	0	NA	0	NA	2,738	5,488	-50.1%	0	NA	0	NA	0	NA	2,738	5,488	-50.1%
2030	CHAVE & JACKSON HEREFORD	172	-78.5%	0	NA	203	-76.7%	0	NA	0	NA	0	NA	0	NA	375	1,669	-77.5%	0	NA	0	NA	0	NA	375	1,669	-77.5%
3252	DEBENHAMS HAVERFORDWEST	156	-46.2%	36	NA	589	34.8%	0	NA	0	NA	0	NA	0	NA	781	727	7.4%	0	NA	0	NA	0	NA	781	727	7.4%
3253	DEBENHAMS HEREFORD	754	153.9%	0	NA	1,325	7.8%	39	NA	0	NA	0	NA	0	NA	2,118	1,562	35.6%	275	-17.7%	0	NA	0	NA	2,393	1,896	26.2%
2911	DEBENHAMS BANBURY	516	-13.3%	53	NA	843	92.9%	76	NA	0	NA	0	NA	0	NA	1,488	1,032	44.2%	0	NA	0	NA	0	NA	1,488	1,032	44.2%
3169	DEBENHAMS BIRMINGHAM	2,956	-25.6%	579	-41.1%	2,026	-73.5%	159	NA	0	NA	51	0.0%	0	NA	5,771	12,647	-54.4%	587	NA	0	NA	0	NA	6,358	12,647	-49.7%
2840	DEBENHAMS CARDIFF	1,691	-41.3%	103	-62.9%	2,123	-46.2%	54	NA	0	NA	0	NA	0	NA	3,971	7,104	-44.1%	334	79.6%	0	NA	0	NA	4,305	7,290	-40.9%
3234	DEBENHAMS CARMARTHEN	590	103.4%	53	NA	1,257	113.1%	0	NA	0	NA	0	NA	0	NA	1,900	880	115.9%	0	NA	0	NA	0	NA	1,900	1,083	75.4%
3100	DEBENHAMS COVENTRY	991	49.7%	131	22.4%	1,090	-19.6%	82	NA	0	NA	0	NA	0	NA	2,294	2,151	6.6%	173	-52.5%	0	NA	0	NA	2,467	2,515	-1.9%
3212	DEBENHAMS DERBY	1,352	149.0%	103	NA	1,080	3.8%	49	NA	0	NA	34	NA	0	NA	2,618	1,583	65.4%	57	-86.5%	0	NA	0	NA	2,675	2,004	33.5%
3035	DEBENHAMS DUDLEY	2,109	-27.0%	327	22.5%	1,860	-60.3%	78	NA	0	NA	17	0.0%	0	NA	4,391	7,860	-44.1%	28	-95.8%	0	NA	0	NA	4,419	8,528	-48.2%
2880	DEBENHAMS GLOUCESTER	883	46.7%	82	-54.9%	1,733	88.4%	97	NA	0	NA	17	NA	0	NA	2,812	1,704	65.0%	9	-94.2%	0	NA	0	NA	2,821	1,859	51.7%
3249	DEBENHAMS LEAMINGTON SPA	596	44.7%	0	NA	624	42.8%	0	NA	0	NA	0	NA	0	NA	1,220	849	43.7%	0	NA	66	NA	0	NA	1,286	849	51.5%
3248	DEBENHAMS LICHFIELD	744	51.8%	28	-50.0%	906	-2.1%	19	NA	0	NA	0	NA	0	NA	1,697	1,471	15.4%	0	NA	0	NA	0	NA	1,697	1,659	2.3%
3216	DEBENHAMS LLANELLI	168	-66.7%	0	NA	1,010	77.5%	0	NA	0	NA	0	NA	0	NA	1,178	1,073	9.8%	0	NA	0	NA	0	NA	1,178	1,154	2.1%
3267	DEBENHAMS NEWPORT	751	564.6%	0	NA	921	64.5%	54	NA	0	NA	0	NA	0	NA	1,726	673	156.5%	0	NA	0	NA	0	NA	1,726	849	103.3%
2907	DEBENHAMS NUNEATON	102	-82.5%	187	NA	1,580	736.0%	39	NA	0	NA	0	NA	0	NA	1,908	772	147.2%	18	-75.0%	0	NA	0	NA	1,926	844	128.2%
3162	DEBENHAMS REDDITCH	556	22.7%	162	NA	911	111.4%	93	NA	0	NA	0	NA	0	NA	1,722	884	94.8%	57	72.7%	0	NA	0	NA	1,779	917	94.0%
3263	DEBENHAMS RUGBY	397	7.9%	23	NA	638	41.5%	49	NA	0	NA	52	NA	0	NA	1,159	819	41.5%	24	-63.6%	0	NA	0	NA	1,183	885	33.7%
3087	DEBENHAMS STRATFORD	1,045	136.4%	0	NA	385	-26.7%	0	NA	0	NA	0	NA	0	NA	1,430	967	47.9%	0	NA	0	NA	0	NA	1,430	1,033	38.4%
2980	DEBENHAMS SWANSEA	1,077	346.9%	51	-35.4%	1,463	84.5%	19	NA	0	NA	0	NA	0	NA	2,610	1,113	134.5%	0	NA	33	NA	0	NA	2,643	1,429	85.0%
2985	DEBENHAMS TELFORD	488	-51.5%	108	36.7%	1,454	105.1%	116	NA	0	NA	0	NA	0	NA	2,166	1,795	20.7%	89	23.6%	33	NA	0	NA	2,288	1,867	22.5%
3120	DEBENHAMS WALSALL	347	NA	0	NA	494	195.8%	0	NA	0	NA	0	NA	0	NA	841	167	403.6%	0	NA	0	NA	0	NA	841	167	403.6%
3086	DEBENHAMS WORCESTER	120	-81.6%	53	-5.4%	1,075	69.6%	27	NA	0	NA	0	NA	0	NA	1,275	1,342	-5.0%	0	NA	0	NA	0	NA	1,275	1,342	-5.0%
3198	DESIRE BY DEBENHAMS BIRMINGHAM FORT	120	-58.6%	0	NA	261	-40.3%	0	NA	0	NA	0	NA	0	NA	381	727	-47.6%	0	NA	0	NA	0	NA	381	727	-47.6%
3231	DESIRE BY DEBENHAMS KIDDERMINSTER	793	89.3%	81	NA	1,226	73.4%	178	NA	0	NA	0	NA	0	NA	2,278											

MONTH OF FEBRUARY
AREA 60 SAM
POLLARD

REGIONAL MANAGER
SANDRA HUMPHRIES

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% 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	652	NA	0	NA	0	NA	0	NA	0	652	NA
5308	BEATTIES WOLVERHAMPTON	-7	-104.5%	71	14.5%	1,743	789.3%	618	NA	0	NA	0	NA	0	NA	2,425	448	441.3%	183	NA	589	NA	567	NA	3,764	448	740.2%
1792	BOOTS BIRMINGHAM BULLRING	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
1513	BOOTS BIRMINGHAM HIGH STREET	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
1558	BOOTS BIRMINGHAM FORT	296	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	820	0	NA	0	NA	0	NA	0	NA	820	0	NA
1814	BOOTS 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
1837	BOOTS CANNOCK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	262	NA	0	NA	0	NA	0	NA	0	262	NA
1509	BOOTS CARDIFF	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
1518	BOOTS CHELTENHAM	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
1824	BOOTS COVENTRY ARENA PR	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
1831	BOOTS COVENTRY LOWER PRECINCT	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
1524	BOOTS DERBY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	262	NA	0	NA	0	NA	0	NA	0	262	NA
1516	BOOTS DUDLEY MERRYHILL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1823	BOOTS SOLIHULL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	543	NA	0	NA	0	NA	0	NA	0	543	NA
1828	BOOTS SUTTON COLDFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1529	BOOTS SWANSEA	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
1672	BOOTS TAMWORTH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	296	NA	0	NA	0	NA	0	NA	0	296	NA
1811	BOOTS WALSALL	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
1642	BOOTS WORCESTER	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
5230	CAVENDISH HOUSE CHELTENHAM	516	855.6%	83	NA	911	4040.9%	319	NA	0	NA	0	NA	0	NA	1,829	76	2306.6%	-1	-104.8%	177	NA	0	NA	2,005	97	1967.0%
1949	CENTRAL PHARM E-COM CARDIFF	3,935	307.3%	1,187	1330.1%	7,065	-50.7%	0	NA	0	NA	258	50.0%	0	NA	12,445	15,470	-19.6%	0	NA	0	NA	0	NA	12,445	15,470	-19.6%
1950	CENTRAL PHARMACY CARDIFF	321	-59.9%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	321	3,872	-91.7%	0	NA	0	NA	0	NA	321	3,872	-91.7%
2030	CHAVE & JACKSON HEREFORD	0	NA	0	NA	203	-76.7%	0	NA	0	NA	0	NA	0	NA	203	1,669	-87.8%	0	NA	0	NA	0	NA	203	1,669	-87.8%
3252	DEBENHAMS HAVERFORDWEST	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	167	NA	0	NA	0	NA	0	NA	0	167	NA
3253	DEBENHAMS HEREFORD	21	-70.4%	0	NA	131	-37.3%	0	NA	0	NA	0	NA	0	NA	152	280	-45.7%	66	-51.8%	0	NA	0	NA	218	417	-47.7%
2911	DEBENHAMS BANBURY	62	-79.7%	0	NA	354	-19.0%	0	NA	0	NA	0	NA	0	NA	416	742	-43.9%	0	NA	0	NA	0	NA	416	742	-43.9%
3169	DEBENHAMS BIRMINGHAM	148	-93.4%	197	-70.0%	-189	-103.1%	0	NA	0	NA	17	0.0%	0	NA	173	9,072	-98.1%	229	NA	0	NA	0	NA	402	9,072	-95.6%
2840	DEBENHAMS CARDIFF	321	-71.0%	23	-83.8%	374	-86.3%	0	NA	0	NA	0	NA	0	NA	718	3,987	-82.0%	0	NA	0	NA	0	NA	718	4,151	-82.7%
3234	DEBENHAMS CARMARTHEN	12	NA	0	NA	131	-21.6%	0	NA	0	NA	0	NA	0	NA	143	167	-14.4%	0	NA	0	NA	0	NA	143	167	-14.4%
3100	DEBENHAMS COVENTRY	121	2.5%	54	NA	130	-64.0%	0	NA	0	NA	0	NA	0	NA	305	472	-35.4%	164	28.1%	0	NA	0	NA	469	600	-21.8%
3212	DEBENHAMS DERBY	387	272.1%	0	NA	146	-69.8%	0	NA	0	NA	34	NA	0	NA	567	588	-3.6%	0	NA	0	NA	0	NA	567	976	-41.9%
3035	DEBENHAMS DUDLEY	554	-61.3%	89	-50.0%	116	-96.2%	0	NA	0	NA	0	NA	0	NA	759	4,655	-83.7%	9	-98.1%	0	NA	0	NA	768	5,135	-85.0%
2880	DEBENHAMS GLOUCESTER	224	273.3%	0	NA	423	-15.2%	0	NA	0	NA	0	NA	0	NA	647	650	-0.5%	9	-62.5%	0	NA	0	NA	656	674	-2.7%
3249	DEBENHAMS LEAMINGTON SPA	19	-93.8%	0	NA	241	44.3%	0	NA	0	NA	0	NA	0	NA	260	472	-44.9%	0	NA	0	NA	0	NA	260	472	-44.9%
3248	DEBENHAMS LICHFIELD	19	-94.8%	28	NA	436	3.3%	19	NA	0	NA	0	NA	0	NA	502	786	-36.1%	0	NA	0	NA	0	NA	502	917	-45.3%
3216	DEBENHAMS LLANELLI	0	NA	0	NA	103	-38.3%	0	NA	0	NA	0	NA	0	NA	103	167	-38.3%	0	NA	0	NA	0	NA	103	167	-38.3%
3267	DEBENHAMS NEWPORT	72	NA	0	NA	181	8.4%	0	NA	0	NA	0	NA	0	NA	253	167	51.5%	0	NA	0	NA	0	NA	253	167	51.5%
2907	DEBENHAMS NUNEATON	12	-96.2%	27	NA	285	70.7%	39	NA	0	NA	0	NA	0	NA	363	485	-25.2%	9	-87.5%	0	NA	0	NA	372	557	-33.2%
3162	DEBENHAMS REDDITCH	12	NA	0	NA	222	-48.5%	0	NA	0	NA	0	NA	0	NA	234	431	-45.7%	24	NA	0	NA	0	NA	258	431	-40.1%
3263	DEBENHAMS RUGBY	0	NA	0	NA	117	-59.5%	0	NA	0	NA	0	NA	0	NA	117	464	-74.8%	0	NA	0	NA	0	NA	117	464	-74.8%
3087	DEBENHAMS STRATFORD	440	633.3%	0	NA	72	-56.9%	0	NA	0	NA	0	NA	0	NA	512	227	125.6%	0	NA	0	NA	0	NA	512	293	74.7%
2980	DEBENHAMS SWANSEA	391	1664.0%	0	NA	423	-12.2%	0	NA	0	NA	0	NA	0	NA	814	440	85.0%	0	NA	0	NA	0	NA	814	571	42.6%
2985	DEBENHAMS TELFORD	72	-82.6%	0	NA	60	-80.2%	0	NA	0	NA	0	NA	0	NA	132	773	-82.9%	0	NA	0	NA	0	NA	132	773	-82.9%
3120	DEBENHAMS WALSALL	36	NA	0	NA	103	-38.3%	0	NA	0	NA	0	NA	0	NA	139	167	-16.8%	0	NA	0	NA	0	NA	139	167	-16.8%
3086	DEBENHAMS WORCESTER	0	NA	0	NA	138	-75.0%	0	NA	0	NA	0	NA	0	NA	138	899	-84.6%	0	NA	0	NA	0	NA	138	899	-84.6%
3198	DESIRE BY DEBENHAMS BIRMINGHAM FORT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	167	NA	0	NA	0	NA	0	NA	0	167	NA
3231	DESIRE BY DEBENHAMS KIDDERMINSTER	28	NA	0	NA	171	2.4%	54	NA	0	NA	0	NA	0	NA	253	167	51.5%	0	NA	0	NA	0	NA	253	167	51.5%
3201	DESIRE BY DEBENHAMS MERTHYR TYDFIL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	536	NA	0	NA	0	NA	0	NA	0	587	NA
4985	HEAVEN SCENT BURTON ON TRENT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	2,086	NA	0	NA	0	NA	0	NA	0	2,086	NA
5240	HOUSE OF FRASER BIRMINGHAM	597	-44.4%	227	-9.6%	1,309	111.8%	905	NA	0	NA	0	NA	0	NA	3,038	1,942	56									

**FEBRUARY YTD
AREA 61 SAMMY
HUGHES**

**REGIONAL MANAGER SANDRA
HUMPHRIES**

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

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		A* MEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
1549	BOOTS BOLTON	0	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	524	0	NA	0	NA	0	NA	0	NA	524	0	NA
1694	BOOTS BOLTON HORWICH	296	205.3%	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	-281	298.6%	0	NA	0	NA	0	NA	558	-281	298.6%
1808	BOOTS DENTON	1,183	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	1,445	0	NA	0	NA	0	NA	0	NA	1,445	0	NA
1538	BOOTS DOUGLAS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	563	NA	0	NA	0	NA	0	NA	0	563	NA
1821	BOOTS HALIFAX	592	5.2%	0	NA	524	0.0%	0	NA	0	NA	0	NA	0	NA	1,116	1,087	2.7%	0	NA	0	NA	0	NA	1,116	1,087	2.7%
1682	BOOTS HUDDERSFIELD	0	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	262	0	NA	0	NA	0	NA	0	NA	262	0	NA
1793	BOOTS LANCASTER	296	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	820	0	NA	0	NA	0	NA	0	NA	820	0	NA
1583	BOOTS LIVERPOOL	592	5.2%	0	NA	524	-50.0%	0	NA	0	NA	0	NA	0	NA	1,116	1,610	-30.7%	0	NA	0	NA	0	NA	1,116	1,610	-30.7%
1763	BOOTS LIVERPOOL CHURCH ST	0	NA	0	NA	1,047	NA	0	NA	0	NA	0	NA	0	NA	1,047	0	NA	0	NA	0	NA	0	NA	1,047	0	NA
1629	BOOTS LIVERPOOL SPEKE	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
1511	BOOTS MANCHESTER	296	5.3%	0	NA	524	100.0%	0	NA	0	NA	0	NA	0	NA	820	543	51.0%	0	NA	0	NA	0	NA	820	543	51.0%
1572	BOOTS MANCHESTER TRAFFORD PARK	296	-48.7%	0	NA	262	-75.0%	0	NA	0	NA	0	NA	0	NA	558	1,625	-65.7%	0	NA	0	NA	0	NA	558	1,625	-65.7%
1819	BOOTS OLDHAM	296	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	820	0	NA	0	NA	0	NA	0	NA	820	0	NA
1553	BOOTS PRESTON	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
1556	BOOTS ROCHDALE	296	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	0	NA	558	0	NA
1843	BOOTS SOUTHPORT	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
1822	BOOTS WARRINGTON	592	-29.9%	0	NA	524	-33.3%	0	NA	0	NA	0	NA	0	NA	1,116	1,630	-31.5%	0	NA	0	NA	0	NA	1,116	1,630	-31.5%
3206	DEBENHAMS ALTRINGHAM	425	-35.2%	0	NA	290	-44.7%	0	NA	0	NA	0	NA	0	NA	715	1,180	-39.4%	0	NA	0	NA	0	NA	715	1,204	-40.6%
3047	DEBENHAMS BARROW	809	20.4%	53	-10.2%	1,362	54.9%	0	NA	0	NA	0	NA	0	NA	2,224	1,610	38.1%	0	NA	0	NA	0	NA	2,224	1,860	19.6%
2965	DEBENHAMS BLACKBURN	1,821	75.6%	107	NA	1,526	99.2%	105	NA	0	NA	0	NA	0	NA	3,559	1,803	97.4%	0	NA	0	NA	0	NA	3,559	1,803	97.4%
3219	DEBENHAMS BLACKPOOL	553	-47.0%	81	125.0%	960	8.5%	0	NA	0	NA	0	NA	0	NA	1,594	1,964	-18.8%	179	-43.9%	0	NA	0	NA	1,773	2,283	-22.3%
3005	DEBENHAMS BOLTON	881	88.2%	0	NA	1,088	87.6%	137	NA	0	NA	0	NA	0	NA	2,106	1,048	101.0%	48	100.0%	0	NA	0	NA	2,154	1,072	100.9%
3262	DEBENHAMS BRADFORD	498	-56.6%	115	22.3%	1,102	-19.2%	0	NA	0	NA	17	-66.7%	0	NA	1,732	2,657	-34.8%	67	-31.6%	0	NA	0	NA	1,799	2,755	-34.7%
3237	DEBENHAMS BURY	1,071	5.4%	134	16.5%	1,742	10.1%	68	NA	0	NA	0	NA	0	NA	3,015	2,713	11.1%	216	-13.9%	0	NA	0	NA	3,231	2,964	9.0%
3148	DEBENHAMS HARROGATE	713	66.6%	0	NA	734	339.5%	0	NA	0	NA	0	NA	0	NA	1,447	595	143.2%	123	NA	33	NA	0	NA	1,603	595	169.4%
3217	DEBENHAMS LIVERPOOL	1,150	-39.1%	135	487.0%	2,288	-57.9%	0	NA	0	NA	0	NA	0	NA	3,573	7,465	-52.1%	149	1141.7%	0	NA	0	NA	3,722	7,477	-50.2%
2930	DEBENHAMS MANCHESTER	1,821	-47.9%	446	-20.6%	1,457	-64.7%	0	NA	0	NA	52	NA	0	NA	3,776	8,189	-53.9%	263	NA	0	NA	0	NA	4,039	8,189	-50.7%
2952	DEBENHAMS MANCHESTER TRAFFORD PARK	1,511	-7.6%	294	174.8%	2,165	-53.4%	0	NA	0	NA	0	NA	0	NA	3,970	6,408	-38.0%	-24	-318.2%	0	NA	0	NA	3,946	6,419	-38.5%
3136	DEBENHAMS OLDHAM	262	1737.5%	27	NA	780	204.7%	166	NA	0	NA	0	NA	0	NA	1,235	218	466.5%	0	NA	0	NA	0	NA	1,235	284	334.9%
3095	DEBENHAMS PRESTON	813	16.6%	56	-39.1%	861	60.0%	39	NA	0	NA	0	NA	0	NA	1,769	1,327	33.3%	117	30.0%	0	NA	0	NA	1,886	1,417	33.1%
3142	DEBENHAMS SOUTHPORT	244	NA	0	NA	395	-27.8%	0	NA	0	NA	0	NA	0	NA	639	547	16.8%	0	NA	0	NA	0	NA	639	547	16.8%
2895	DEBENHAMS STOCKPORT	193	-76.1%	27	NA	774	20.0%	19	NA	0	NA	0	NA	0	NA	1,013	1,454	-30.3%	0	NA	0	NA	0	NA	1,013	1,618	-37.4%
3204	DEBENHAMS WARRINGTON	1,428	110.9%	200	239.0%	1,621	43.5%	39	NA	0	NA	17	NA	0	NA	3,305	1,866	77.1%	33	-75.0%	0	NA	0	NA	3,338	1,998	67.1%
3203	DEBENHAMS WIGAN	499	-58.3%	118	-35.2%	1,218	-22.6%	0	NA	0	NA	0	NA	0	NA	1,835	2,987	-38.6%	48	-74.5%	0	NA	0	NA	1,883	3,175	-40.7%
4850	HARVEYS OF HALIFAX HALIFAX	276	-61.7%	23	NA	473	46.4%	231	NA	0	NA	0	NA	0	NA	1,003	1,061	-5.5%	0	NA	0	NA	0	NA	1,003	1,279	-21.6%
5015	HOOPERS HARROGATE	172	-9.0%	0	NA	267	-39.5%	0	NA	0	NA	0	NA	0	NA	439	630	-30.3%	0	NA	0	NA	0	NA	439	630	-30.3%
3900	HOOPERS WILMSLOW	924	95.3%	36	-55.0%	713	-2.1%	117	NA	0	NA	0	NA	0	NA	1,790	1,281	39.7%	0	NA	0	NA	0	NA	1,790	1,281	39.7%
5235	HOUSE OF FRASER MANCHESTER	1,113	45.5%	281	165.1%	2,587	-62.9%	810	NA	0	NA	0	NA	0	NA	4,791	7,922	-39.5%	66	-79.8%	1,341	NA	1,700	NA	7,898	8,249	-4.3%
5720	J.T LLOYD BURNLEY	303	218.9%	0	NA	267	-43.9%	0	NA	0	NA	0	NA	0	NA	570	581	-1.9%	0	NA	0	NA	0	NA	570	581	-1.9%
5636	JOHN LEWIS CHEADLE	1,916	280.2%	0	NA	1,760	24.9%	104	NA	0	NA	0	NA	0	NA	3,780	1,913	97.6%	0	NA	0	NA	0	NA	3,780	1,913	97.6%
5712	JOHN LEWIS LIVERPOOL	3,977	1.9%	27	-73.5%	2,730	-34.9%	47	NA	0	NA	0	NA	0	NA	6,781	8,196	-17.3%	0	NA	0	NA	0	NA	6,781	8,915	-23.9%
5709	JOHN LEWIS MANCHESTER TRAFFORD PARK	791	43.3%	0	NA	639	-12.7%	148	NA	0	NA	0	NA	0	NA	1,578	1,284	22.9%	0	NA	0	NA	0	NA	1,578	1,284	22.9%
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	1,655	-53.6%	145	-53.5%	4,471	-18.3%	238	NA	0	NA	0	NA	0	NA	6,509	9,358	-30.4%	836	183.4%	0	NA	0	NA	7,345	9,653	-23.9%
8246	THE ROYAL PERFUMERY WIGAN	303	NA	0	NA	267	-62.9%	0	NA	0	NA	0	NA	0	NA	570	720	-20.8%	0	NA	0	NA	0	NA	570	720	-20.8%
	SUB-TOTAL	30,857	0.4%	2,305	15.7%	40,562	-20.1%	2,268	NA	0	NA	86	-74.7%	0	NA	76,078	83,754	-9.2%	2,121	-33.5%	1,374	NA	1,700	NA	81,273	86,942	-6.5%
	NEW ACCOUNTS																										
1533	BOOTS BRADFORD WESTFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1677	BOOTS PRESTON	296	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	0	NA	558	0	NA
1708	BOOTS LIVERPOOL AINTREE PARK	296	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	0	NA	558	0	NA
1732	BOOTS HARROGATE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1912	BOOTS PRESCOT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1932	BOOTS OLDHAM	887	NA	0	NA	786	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	0	NA	1,673	0	NA
	TOTAL	32,336	5.2%	2,305	15.7%	41,872	-17.6%	2,268	NA	0	NA	86	-74.7%	0	NA	78,867	83,754	-5.8%	2,121	-33.5%	1,374	NA	1,700	NA	84,062	86,942	-3.3%

NUMBER OF DOORS TRADING

50

MONTH OF FEBRUARY
AREA 61 SAMMY
HUGHES

REGIONAL MANAGER SANDRA
HUMPHRIES

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
1549	BOOTS BOLTON	0	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	262	0	NA	0	NA	0	NA	0	NA	262	0	NA
1694	BOOTS BOLTON HORWICH	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
1808	BOOTS DENTON	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
1538	BOOTS DOUGLAS	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
1821	BOOTS HALIFAX	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
1682	BOOTS HUDDERSFIELD	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
1793	BOOTS LANCASTER	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
1583	BOOTS LIVERPOOL	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
1763	BOOTS LIVERPOOL CHURCH ST	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
1629	BOOTS LIVERPOOL SPEKE	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
1511	BOOTS 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
1572	BOOTS MANCHESTER TRAFFORD PARK	296	0.0%	0	NA	262	-50.0%	0	NA	0	NA	0	NA	0	NA	558	820	-32.0%	0	NA	0	NA	0	NA	558	820	-32.0%
1819	BOOTS OLDHAM	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
1553	BOOTS PRESTON	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
1556	BOOTS ROCHDALE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1843	BOOTS SOUTHPORT	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
1822	BOOTS WARRINGTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
3206	DEBENHAMS ALTRINGHAM	305	5.2%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	305	457	-33.3%	0	NA	0	NA	0	NA	305	457	-33.3%
3047	DEBENHAMS BARROW	0	NA	0	NA	396	-36.8%	0	NA	0	NA	0	NA	0	NA	396	1,068	-62.9%	0	NA	0	NA	0	NA	396	1,172	-66.2%
2965	DEBENHAMS BLACKBURN	446	-23.1%	54	NA	608	10.9%	0	NA	0	NA	0	NA	0	NA	1,108	1,128	-1.8%	0	NA	0	NA	0	NA	1,108	1,128	-1.8%
3219	DEBENHAMS BLACKPOOL	48	-84.9%	0	NA	69	-59.6%	0	NA	0	NA	0	NA	0	NA	117	489	-76.1%	0	NA	0	NA	0	NA	117	784	-85.1%
3005	DEBENHAMS BOLTON	120	-56.5%	0	NA	370	33.1%	0	NA	0	NA	0	NA	0	NA	490	554	-11.6%	48	NA	0	NA	0	NA	538	554	-2.9%
3262	DEBENHAMS BRADFORD	92	-78.9%	53	NA	401	0.3%	0	NA	0	NA	0	NA	0	NA	546	854	-36.1%	48	NA	0	NA	0	NA	594	854	-30.4%
3237	DEBENHAMS BURY	129	-65.7%	27	-25.0%	510	-43.6%	49	NA	0	NA	0	NA	0	NA	715	1,317	-45.7%	66	-73.7%	0	NA	0	NA	781	1,568	-50.2%
3148	DEBENHAMS HARROGATE	87	-70.0%	0	NA	322	92.8%	0	NA	0	NA	0	NA	0	NA	409	457	-10.5%	123	NA	33	NA	0	NA	565	457	23.6%
3217	DEBENHAMS LIVERPOOL	719	-19.3%	108	NA	651	-82.7%	0	NA	0	NA	0	NA	0	NA	1,478	4,728	-68.7%	66	450.0%	0	NA	0	NA	1,544	4,740	-67.4%
2930	DEBENHAMS MANCHESTER	413	-82.0%	100	-72.1%	37	-98.9%	0	NA	0	NA	0	NA	0	NA	550	5,964	-90.8%	0	NA	0	NA	0	NA	550	5,964	-90.8%
2952	DEBENHAMS MANCHESTER TRAFFORD PARK	22	-97.3%	43	19.4%	246	-91.4%	0	NA	0	NA	0	NA	0	NA	311	3,709	-91.6%	-24	-318.2%	0	NA	0	NA	287	3,720	-92.3%
3136	DEBENHAMS OLDHAM	30	178.9%	0	NA	363	57.8%	0	NA	0	NA	0	NA	0	NA	393	170	131.2%	0	NA	0	NA	0	NA	393	170	131.2%
3095	DEBENHAMS PRESTON	339	-24.0%	0	NA	371	-6.8%	0	NA	0	NA	0	NA	0	NA	710	900	-21.1%	0	NA	0	NA	0	NA	710	957	-25.8%
3142	DEBENHAMS SOUTHPORT	21	NA	0	NA	134	-51.8%	0	NA	0	NA	0	NA	0	NA	155	278	-44.2%	0	NA	0	NA	0	NA	155	278	-44.2%
2895	DEBENHAMS STOCKPORT	13	-97.5%	0	NA	375	-36.1%	19	NA	0	NA	0	NA	0	NA	407	1,100	-63.0%	0	NA	0	NA	0	NA	407	1,231	-66.9%
3204	DEBENHAMS WARRINGTON	63	-63.6%	23	NA	418	-18.4%	0	NA	0	NA	0	NA	0	NA	504	685	-26.4%	0	NA	0	NA	0	NA	504	751	-32.9%
3203	DEBENHAMS WIGAN	31	-93.5%	0	NA	79	-90.6%	0	NA	0	NA	0	NA	0	NA	110	1,430	-92.3%	0	NA	0	NA	0	NA	110	1,496	-92.6%
4850	HARVEYS OF HALIFAX HALIFAX	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,061	NA	0	NA	0	NA	0	NA	0	1,061	NA
5015	HOOPERS HARROGATE	0	NA	0	NA	267	-39.5%	0	NA	0	NA	0	NA	0	NA	267	630	-57.6%	0	NA	0	NA	0	NA	267	630	-57.6%
3900	HOOPERS WILMSLOW	321	-32.1%	0	NA	93	-87.2%	39	NA	0	NA	0	NA	0	NA	453	1,201	-62.3%	0	NA	0	NA	0	NA	453	1,201	-62.3%
5235	HOUSE OF FRASER MANCHESTER	686	81.5%	281	376.3%	1,280	57.6%	810	NA	0	NA	0	NA	0	NA	3,057	1,266	141.5%	66	NA	1,341	NA	1,700	NA	6,164	1,266	386.9%
5720	J.T LLOYD BURNLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	634	NA	0	NA	0	NA	0	NA	0	634	NA
5636	JOHN LEWIS CHEADLE	688	36.5%	0	NA	887	40.6%	52	NA	0	NA	0	NA	0	NA	1,627	1,135	43.3%	0	NA	0	NA	0	NA	1,627	1,135	43.3%
5712	JOHN LEWIS LIVERPOOL	816	-73.9%	27	-73.5%	1,551	-56.8%	47	NA	0	NA	0	NA	0	NA	2,441	6,815	-64.2%	0	NA	0	NA	0	NA	2,441	7,130	-65.8%
5709	JOHN LEWIS MANCHESTER TRAFFORD PARK	0	NA	0	NA	97	-86.7%	148	NA	0	NA	0	NA	0	NA	245	1,284	-80.9%	0	NA	0	NA	0	NA	245	1,284	-80.9%
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	464	-70.4%	7	NA	640	-62.7%	0	NA	0	NA	0	NA	0	NA	1,111	3,311	-66.4%	602	NA	0	NA	0	NA	1,713	3,311	-48.3%
8246	THE ROYAL PERFUMERY WIGAN	0	NA	0	NA	267	-62.9%	0	NA	0	NA	0	NA	0	NA	267	720	-62.9%	0	NA	0	NA	0	NA	267	720	-62.9%
	SUB-TOTAL	6,149	-62.6%	723	-14.3%	10,956	-59.0%	1,164	NA	0	NA	0	NA	0	NA	18,992	44,165	-57.0%	995	-23.9%	1,374	NA	1,700	NA	23,061	45,473	-49.3%
	NEW ACCOUNTS																										
1533	BOOTS BRADFORD WESTFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1677	BOOTS PRESTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1708	BOOTS LIVERPOOL AINTREE PARK	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
1732	BOOTS HARROGATE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1912	BOOTS PRESCOT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1932	BOOTS OLDHAM	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	6,149	-62.6%	723	-14.3%	10,956	-59.0%	1,164	NA	0	NA	0	NA	0	NA	18,992	44,165	-57.0%	995	-23.9%	1,374	NA	1,700	NA	23,061	45,473	-49.3%

NUMBER OF DOORS TRADING

50

**FEBRUARY YTD
AREA 63 MATTHEW
BOURNE**

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

**REGIONAL MANAGER LINDSAY
HASTON**

YEAR TO DATE - TRADE

NBER	NAME OF STORE:	ANGEL		A'MEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL_CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
1036	BEAUTY BASE EALING	758	-7.0%	0	NA	949	-42.8%	0	NA	0	NA	0	NA	0	NA	1,707	2,474	-31.0%	0	NA	282	NA	0	NA	1,989	2,474	-19.6%
1135	BEAUTY BASE HOUNSLOW	-2,003	-956.0%	-437	NA	-273	-117.3%	0	NA	0	NA	0	NA	0	NA	-2,713	1,813	-249.6%	-710	NA	-387	NA	0	NA	-3,810	1,813	-310.1%
1137	BEAUTY BASE SLOUGH	759	66.8%	0	NA	784	-17.4%	0	NA	0	NA	0	NA	0	NA	1,543	1,404	9.9%	0	NA	208	NA	0	NA	1,751	1,380	26.9%
1037	BEAUTY BASE STRATFORD	1,182	66.2%	12	NA	879	-64.8%	0	NA	0	NA	0	NA	0	NA	2,073	3,207	-35.4%	0	NA	475	NA	0	NA	2,548	3,226	-21.0%
1041	BEAUTY BASE WESTFIELD	809	28.4%	117	NA	909	-62.6%	0	NA	0	NA	52	205.9%	0	NA	1,887	3,079	-38.7%	0	NA	475	NA	0	NA	2,362	3,276	-27.9%
1210	BEAUTY BASE WHITELEYS	427	184.7%	0	NA	407	-63.5%	0	NA	0	NA	0	NA	0	NA	834	1,336	-37.6%	0	NA	304	NA	0	NA	1,138	1,336	-14.8%
1584	BOOTS BRENT CROSS	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
1557	BOOTS JERSEY	296	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	296	0	NA	0	NA	0	NA	0	NA	296	0	NA
1618	BOOTS LONDON LIVERPOOL ST	592	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	592	0	NA	0	NA	0	NA	0	NA	592	0	NA
1653	BOOTS LONDON KENSINGTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1663	BOOTS LONDON SEDLEY PLACE	296	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	820	0	NA	0	NA	0	NA	0	NA	820	0	NA
1807	BOOTS LONDON STRATFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1718	BOOTS LONDON WESTFIELD WHITE CITY	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
2461	COOTES PHARMACY EAST FINCHLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
55	DE GRUCHY ST HELIER	591	-10.0%	0	NA	747	63.1%	0	NA	0	NA	0	NA	0	NA	1,338	1,115	20.0%	0	NA	315	NA	340	NA	1,993	1,261	58.0%
3174	DEBENHAMS CLAPHAM LONDON	306	-50.9%	0	NA	442	-19.3%	0	NA	0	NA	0	NA	0	NA	748	1,171	-36.1%	127	429.2%	0	NA	0	NA	875	1,195	-26.8%
2835	DEBENHAMS LONDON	5,178	-32.3%	450	-55.1%	2,867	-63.4%	0	NA	0	NA	155	50.5%	0	NA	8,650	16,593	-47.9%	1,106	34.9%	164	NA	0	NA	9,920	17,413	-43.0%
2956	DEBENHAMS UXBRIDGE	808	34.2%	53	NA	1,134	62.9%	39	NA	0	NA	0	NA	0	NA	2,034	1,298	56.7%	33	-50.0%	0	NA	0	NA	2,067	1,364	51.5%
3266	DEBENHAMS WANDSWORTH	224	-51.1%	0	NA	505	202.4%	0	NA	0	NA	0	NA	0	NA	729	625	16.6%	24	NA	0	NA	0	NA	753	625	20.5%
3227	DEBENHAMS WESTFIELD WHITE CITY	448	-64.7%	243	158.5%	1,486	133.3%	17	NA	0	NA	86	0.0%	0	NA	2,280	2,087	9.2%	260	98.5%	0	NA	0	NA	2,540	2,218	14.5%
2832	DEBENHAMS WIMBLEDON	124	-50.2%	0	NA	456	64.0%	54	NA	0	NA	0	NA	0	NA	634	527	20.3%	0	NA	0	NA	0	NA	634	575	10.3%
3395	ELYS WIMBLEDON	993	129.9%	70	-34.6%	535	-32.5%	0	NA	0	NA	0	NA	0	NA	1,598	1,332	20.0%	11	-93.5%	0	NA	0	NA	1,609	1,502	7.1%
125	FEELUNIQUE JERSEY	569	35.8%	0	NA	304	-67.2%	0	NA	0	NA	0	NA	0	NA	873	1,347	-35.2%	0	NA	315	NA	0	NA	1,188	1,429	-16.9%
3848	FEELUNIQUE.COM NORTHAMPTON	2,575	253.7%	153	NA	6,671	150.9%	2,429	NA	0	NA	315	NA	0	NA	12,143	3,387	258.5%	-42	-105.2%	5,103	NA	1,360	NA	18,564	4,202	341.8%
3849	FEELUNIQUE GUERNSEY	284	-68.7%	0	NA	209	-84.4%	0	NA	0	NA	0	NA	0	NA	493	2,263	-78.2%	0	NA	0	NA	0	NA	493	2,345	-79.0%
3860	FENWICK BRENT CROSS	2,267	207.6%	656	6.7%	3,813	96.2%	0	NA	0	NA	118	NA	0	NA	6,854	3,295	108.0%	765	164.7%	0	NA	0	NA	7,619	3,584	112.6%
4755	HARRODS LONDON	7,255	20.1%	650	-33.4%	7,563	3.0%	329	NA	28,598	-39.6%	48	-76.9%	0	NA	44,443	61,891	-28.2%	0	NA	0	NA	0	NA	44,443	61,891	-28.2%
5291	HOUSE OF FRASER LONDON CITY	676	141.4%	107	NA	725	-49.9%	260	NA	0	NA	34	NA	0	NA	1,802	1,728	4.3%	0	NA	200	NA	0	NA	2,002	1,728	15.9%
395	HOUSE OF FRASER LONDON VICTORIA	385	187.3%	59	15.7%	1,276	2.4%	324	NA	0	NA	17	NA	0	NA	2,061	1,431	44.0%	0	NA	128	NA	0	NA	2,189	1,431	53.0%
5100	HOUSE OF FRASER LONDON OXFORD STREET	2,517	50.4%	141	-52.8%	4,086	-47.0%	1,080	NA	0	NA	0	NA	0	NA	7,824	9,685	-19.2%	160	-71.7%	822	NA	907	NA	9,713	10,250	-5.2%
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	848	-21.0%	231	-25.5%	2,817	-38.1%	810	NA	0	NA	86	NA	0	NA	4,792	5,938	-19.3%	-102	-128.3%	369	NA	567	NA	5,626	6,298	-10.7%
5710	J P PHARMACY CAMDEN TOWN	142	-71.3%	0	NA	128	-75.0%	0	NA	0	NA	0	NA	0	NA	270	1,241	-78.2%	0	NA	0	NA	0	NA	270	1,241	-78.2%
6190	JAMES LEIGH BARKING	782	26.1%	376	176.5%	1,151	113.5%	0	NA	0	NA	0	NA	0	NA	2,309	1,295	78.3%	203	-39.9%	191	NA	170	NA	2,873	1,633	75.9%
8740	JAMES SELBY LONDON	831	68.6%	23	NA	537	-37.9%	88	NA	0	NA	0	NA	0	NA	1,479	1,358	8.9%	0	NA	0	NA	0	NA	1,479	1,412	4.7%
5630	JOHN LEWIS BRENT CROSS	1,046	-53.2%	229	46.8%	747	-60.1%	0	NA	0	NA	0	NA	0	NA	2,022	4,261	-52.5%	0	NA	0	NA	0	NA	2,022	4,261	-52.5%
5620	JOHN LEWIS LONDON	3,833	11.1%	334	-45.4%	4,486	-8.8%	217	NA	0	NA	0	NA	0	NA	8,870	8,981	-1.2%	0	NA	0	NA	0	NA	8,870	10,003	-11.3%
5814	JOHN LEWIS LONDON WESTFIELD, STRATFORD	2,236	118.6%	0	NA	1,481	11.9%	94	NA	0	NA	0	NA	0	NA	3,811	2,503	52.3%	0	NA	0	NA	0	NA	3,811	2,503	52.3%
6020	LANDYS CHEMIST LONDON	1,388	61.6%	377	842.5%	1,307	1.1%	27	NA	0	NA	0	NA	0	NA	3,099	2,278	36.0%	0	NA	257	NA	340	NA	3,696	2,989	23.7%
6940	MORLEYS OF BRIXTON LTD LONDON	1,376	260.2%	98	197.0%	1,044	114.8%	0	NA	0	NA	0	NA	0	NA	2,518	901	179.5%	0	NA	0	NA	0	NA	2,518	955	163.7%
5650	PETER JONES LONDON	916	46.1%	53	-58.9%	615	11.0%	0	NA	0	NA	0	NA	0	NA	1,584	1,310	20.9%	0	NA	0	NA	0	NA	1,584	1,310	20.9%
	SUB-TOTAL	41,714	12.4%	3,995	-20.2%	51,311	-18.8%	5,768	NA	28,598	-39.6%	911	70.6%	0	NA	132,297	153,154	-13.6%	1,835	-69.3%	9,221	NA	3,684	NA	147,037	159,123	-7.6%
	NEW ACCOUNTS																										
1212	BEAUTY BASE UXBRIDGE	491	NA	0	NA	874	NA	0	NA	0	NA	0	NA	0	NA	1,365	0	NA	0	NA	282	NA	0	NA	1,647	0	NA
1038	BEAUTY BASE BRACKNELL	427	NA	0	NA	407	NA	0	NA	0	NA	0	NA	0	NA	834	0	NA	0	NA	224	NA	0	NA	1,058	0	NA
1929	BOOTS BECTON GALLIONS REACH SHOPPING PARK	296	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	0	NA	558	0	NA
1591	BOOTS UXBRIDGE	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
5611	JOHN LEWIS LONDON WESTFIELD, WHITE CITY	1,712	NA	259	NA	796	NA	854	NA	0	NA	0	NA	0	NA	3,621	0	NA	94	NA	0	NA	0	NA	3,715	0	NA
	CLOSED ACCOUNTS																										
1035	BEAUTY BASE STAINES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,151	NA	0	NA	0	NA	0	NA	0	1,151	NA
8670	SELFRIDGES LONDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	16,587	NA	0	NA	0	NA	0	NA	0	19,168	NA
	TOTAL	44,640	9.4%	4,254	-33.6%	53,650	-29.1%	6,622	NA	28,598	-39.6%	911	41.7%	0	NA	138,675	170,892	-18.9%	1,929	-77.4%	9,727	NA	3,684	NA	154,015	179,442	-14.2%

NUMBER OF DOORS TRADING

45

MONTH OF FEBRUARY
AREA 63 MATTHEW
BOURNE

REGIONAL MANAGER
LINDSAY HASTON

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
1036	BEAUTY BASE EALING	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	2,474	NA	0	NA	282	NA	0	NA	282	2,474	-88.6%
1135	BEAUTY BASE HOUNSLOW	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,813	NA	0	NA	282	NA	0	NA	282	1,813	-84.4%
1137	BEAUTY BASE SLOUGH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,404	NA	0	NA	208	NA	0	NA	208	1,404	-85.2%
1037	BEAUTY BASE STRATFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	3,207	NA	0	NA	475	NA	0	NA	475	3,226	-85.3%
1041	BEAUTY BASE WESTFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	3,079	NA	0	NA	475	NA	0	NA	475	3,276	-85.5%
1210	BEAUTY BASE WHITELEYS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,336	NA	0	NA	304	NA	0	NA	304	1,336	-77.2%
1584	BOOTS BRENT CROSS	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
1557	BOOTS JERSEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1618	BOOTS LONDON LIVERPOOL ST	592	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	592	0	NA	0	NA	0	NA	0	NA	592	0	NA
1653	BOOTS LONDON KENSINGTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1663	BOOTS LONDON SEDLEY PLACE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1807	BOOTS LONDON STRATFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1718	BOOTS LONDON WESTFIELD WHITE CITY	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
2461	COOTES PHARMACY EAST FINCHLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
55	DE GRUCHY ST HELIER	-441	NA	0	NA	-41	-114.7%	0	NA	0	NA	0	NA	0	NA	-482	278	-273.4%	0	NA	315	NA	340	NA	173	278	-37.8%
3174	DEBENHAMS CLAPHAM LONDON	143	-64.8%	0	NA	52	-81.3%	0	NA	0	NA	0	NA	0	NA	195	684	-71.5%	66	175.0%	0	NA	0	NA	261	708	-63.1%
2835	DEBENHAMS LONDON	899	-81.0%	127	-81.7%	657	-88.6%	0	NA	0	NA	52	-49.5%	0	NA	1,735	11,290	-84.6%	478	-41.7%	0	NA	0	NA	2,213	12,110	-81.7%
2956	DEBENHAMS UXBRIDGE	497	-4.1%	0	NA	567	-18.5%	39	NA	0	NA	0	NA	0	NA	1,103	1,214	-9.1%	0	NA	0	NA	0	NA	1,103	1,214	-9.1%
3266	DEBENHAMS WANDSWORTH	47	-86.1%	0	NA	171	2.4%	0	NA	0	NA	0	NA	0	NA	218	505	-56.8%	24	NA	0	NA	0	NA	242	505	-52.1%
3227	DEBENHAMS WESTFIELD WHITE CITY	26	-87.3%	107	127.7%	160	-49.4%	0	NA	0	NA	17	-67.3%	0	NA	310	620	-50.0%	66	-32.7%	0	NA	0	NA	376	718	-47.6%
2832	DEBENHAMS WIMBLEDON	55	-50.5%	0	NA	172	-38.1%	0	NA	0	NA	0	NA	0	NA	227	389	-41.6%	0	NA	0	NA	0	NA	227	389	-41.6%
3395	ELYS WIMBLEDON	110	-58.0%	47	-33.8%	79	-82.9%	0	NA	0	NA	0	NA	0	NA	236	796	-70.4%	11	-84.7%	0	NA	0	NA	247	868	-71.5%
125	FEELUNIQUE JERSEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	83	NA	0	NA	315	NA	0	NA	315	83	279.5%
3848	FEELUNIQUE.COM NORTHAMPTON	0	NA	70	NA	183	-90.9%	648	NA	0	NA	249	NA	0	NA	1,150	2,732	-57.9%	0	NA	5,372	NA	1,360	NA	7,882	2,732	188.5%
3849	FEELUNIQUE GUERNSEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	139	NA	0	NA	0	NA	0	NA	0	139	NA
3860	FENWICK BRENT CROSS	1,649	133.6%	656	19.3%	2,274	46.9%	0	NA	0	NA	118	NA	0	NA	4,697	2,804	67.5%	765	493.0%	0	NA	0	NA	5,462	2,933	86.2%
4755	HARRODS LONDON	2,000	22.6%	155	-67.3%	2,236	-27.6%	91	NA	11,300	58.8%	48	0.0%	0	NA	15,830	12,358	28.1%	0	NA	0	NA	0	NA	15,830	12,358	28.1%
5291	HOUSE OF FRASER LONDON CITY	463	210.7%	107	NA	412	34.2%	260	NA	0	NA	34	NA	0	NA	1,276	456	179.8%	0	NA	200	NA	0	NA	1,476	456	223.7%
395	HOUSE OF FRASER LONDON VICTORIA	172	41.0%	59	15.7%	963	1316.2%	324	NA	0	NA	17	NA	0	NA	1,535	241	536.9%	0	NA	128	NA	0	NA	1,663	241	590.0%
5100	HOUSE OF FRASER LONDON OXFORD STREET	932	-26.9%	141	-48.9%	2,423	77.0%	1,080	NA	0	NA	0	NA	0	NA	4,576	2,920	56.7%	160	-4.2%	822	NA	907	NA	6,465	3,087	109.4%
5313	HOUSE OF FRASER WESTFIELD WHITE CITY	421	-31.0%	231	47.1%	1,650	141.6%	810	NA	0	NA	86	NA	0	NA	3,198	1,450	120.6%	-102	-409.1%	369	NA	567	NA	4,032	1,483	171.9%
5710	J P PHARMACY CAMDEN TOWN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	954	NA	0	NA	0	NA	0	NA	0	954	NA
6190	JAMES LEIGH BARKING	402	-35.2%	303	122.8%	810	50.3%	0	NA	0	NA	0	NA	0	NA	1,515	1,295	17.0%	0	NA	191	NA	170	NA	1,876	1,361	37.8%
8740	JAMES SELBY LONDON	325	80.6%	23	NA	224	-35.4%	88	NA	0	NA	0	NA	0	NA	660	527	25.2%	0	NA	0	NA	0	NA	660	527	25.2%
5630	JOHN LEWIS BRENT CROSS	363	-67.6%	107	-31.4%	597	-28.3%	0	NA	0	NA	0	NA	0	NA	1,067	2,110	-49.4%	0	NA	0	NA	0	NA	1,067	2,110	-49.4%
5620	JOHN LEWIS LONDON	1,692	-20.2%	281	-54.1%	3,114	-31.1%	217	NA	0	NA	0	NA	0	NA	5,304	7,251	-26.9%	0	NA	0	NA	0	NA	5,304	7,869	-32.6%
5814	JOHN LEWIS LONDON WESTFIELD, STRATFORD	640	-37.4%	0	NA	707	-46.6%	94	NA	0	NA	0	NA	0	NA	1,441	2,503	-42.4%	0	NA	0	NA	0	NA	1,441	2,503	-42.4%
6020	LANDYS CHEMIST LONDON	187	2.2%	107	282.1%	219	-76.7%	27	NA	0	NA	0	NA	0	NA	540	1,185	-54.4%	0	NA	257	NA	340	NA	1,137	1,185	-4.1%
6940	MORLEYS OF BRIXTON LTD LONDON	260	430.6%	98	526.1%	222	-47.5%	0	NA	0	NA	0	NA	0	NA	580	449	29.2%	0	NA	0	NA	0	NA	580	449	29.2%
5650	PETER JONES LONDON	225	-64.1%	53	-58.9%	379	-31.6%	0	NA	0	NA	0	NA	0	NA	657	1,310	-49.8%	0	NA	0	NA	0	NA	657	1,310	-49.8%
	SUB-TOTAL	11,659	-45.0%	2,672	-28.0%	18,230	-51.5%	3,678	NA	11,300	58.8%	621	129.2%	0	NA	48,160	69,856	-31.1%	1,468	-34.6%	9,995	NA	3,684	NA	63,307	72,099	-12.2%
	NEW ACCOUNTS																										
1212	BEAUTY BASE UXBRIDGE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	282	NA	0	NA	282	0	NA
1038	BEAUTY BASE BRACKNELL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	224	NA	0	NA	224	0	NA
1929	BOOTS BECTON GALLIONS REACH SHOPPING PARK	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
1591	BOOTS UXBRIDGE	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
5611	JOHN LEWIS LONDON WESTFIELD, WHITE CITY	1,712	NA	259	NA	796	NA	854	NA	0	NA	0	NA	0	NA	3,621	0	NA	94	NA	0	NA	0	NA	3,715	0	NA
	CLOSED ACCOUNTS																										
1035	BEAUTY BASE STAINES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,151	NA	0	NA	0	NA	0	NA	0	1,151	NA
8670	SELFRIDGES LONDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	8,486	NA	0	NA	0	NA	0	NA	0	8,486	NA
	TOTAL	13,371	-41.7%	2,931	-32.1%	19,026	-57.5%	4,532	NA	11,300	58.8%	621	63.4%	0	NA	51,781	79,493	-34.9%	1,562	-30.4%	10,501	NA	3,684	NA	67,528	81,736	-17.4%

NUMBER OF DOORS TRADING

45

FEBRUARY YTD
AREA 65 BOOTS
WAREHOUSE

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		A'MEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
1611	BOOTS WAREHOUSE HEYWOOD	89,384	-52.4%	0	NA	123,545	-32.7%	32,205	NA	0	NA	0	NA	0	NA	245,134	371,315	-34.0%	21,149	115.9%	0	NA	0	NA	266,283	381,113	-30.1%
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		89,384	-52.4%	0	NA	123,545	-32.7%	32,205	NA	0	NA	0	NA	0	NA	245,134	371,315	-34.0%	21,149	115.9%	0	NA	0	NA	266,283	381,113	-30.1%

NUMBER OF DOORS TRADING

192

MONTH OF FEBRUARY
AREA 65 BOOTS
WAREHOUSE

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
1611	BOOTS WAREHOUSE HEYWOOD	27,531	-17.8%	0	NA	36,986	1093.9%	0	NA	0	NA	0	NA	0	NA	64,517	36,609	76.2%	7,339	NA	0	NA	0	NA	71,856	36,609	96.3%
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		27,531	-17.8%	0	NA	36,986	1093.9%	0	NA	0	NA	0	NA	0	NA	64,517	36,609	76.2%	7,339	NA	0	NA	0	NA	71,856	36,609	96.3%

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 - TRADE

ACT NBER	NAME OF STORE:	ANGEL		A'MEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL_CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
1568	BOOTS ABERDEEN	296	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	0	NA	558	0	NA
1777	BOOTS ABERDEEN GARTHDEE ROAD	592	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	592	0	NA	0	NA	0	NA	0	NA	592	0	NA
1647	BOOTS AYR	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	281	NA	0	NA	0	NA	0	NA	0	281	NA
1759	BOOTS EDINBURGH GYLE PARK	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
1681	BOOTS EDINBURGH NEWCRAIGHALL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1829	BOOTS ELGIN	0	NA	0	NA	786	NA	0	NA	0	NA	0	NA	0	NA	786	0	NA	0	NA	0	NA	0	NA	786	0	NA
1813	BOOTS FALKIRK	592	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	0	NA	1,116	0	NA
1599	BOOTS GLASGOW BRAEHEAD	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
1661	BOOTS GLASGOW FORT	296	5.3%	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	820	281	191.8%	0	NA	0	NA	0	NA	820	281	191.8%
1569	BOOTS GLASGOW SAUCHIEHALL	296	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	820	0	NA	0	NA	0	NA	0	NA	820	0	NA
1514	BOOTS GLASGOW ST ENOCHS	296	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	0	NA	558	0	NA
1826	BOOTS HAMILTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1838	BOOTS KIRKALDY	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
1716	BOOTS LIVINGSTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	-281	NA	0	NA	0	NA	0	NA	0	-281	NA
3158	DEBENHAMS EDINBURGH LEITH	440	42.4%	27	NA	444	-23.6%	17	NA	0	NA	0	NA	0	NA	928	924	0.4%	0	NA	0	NA	0	NA	928	948	-2.1%
2995	DEBENHAMS ABERDEEN	2,498	58.2%	176	134.7%	1,857	-56.3%	276	NA	0	NA	52	NA	0	NA	4,859	5,902	-17.7%	382	-45.7%	0	NA	0	NA	5,241	6,605	-20.7%
3191	DEBENHAMS AYR	1,379	32.0%	100	8.7%	1,617	97.2%	251	NA	0	NA	34	NA	0	NA	3,381	1,957	72.8%	0	NA	24	NA	0	NA	3,405	2,023	68.3%
3132	DEBENHAMS CARLISLE	1,013	41.9%	93	304.3%	1,330	38.3%	39	NA	0	NA	34	100.0%	0	NA	2,509	1,716	46.2%	98	-32.9%	0	NA	0	NA	2,607	1,862	40.0%
3246	DEBENHAMS DUMFRIES	172	-11.8%	0	NA	583	112.8%	127	NA	0	NA	0	NA	0	NA	882	469	88.1%	0	NA	0	NA	0	NA	882	600	47.0%
3154	DEBENHAMS DUNDEE	946	-52.1%	56	-72.8%	1,310	-60.8%	0	NA	0	NA	0	NA	0	NA	2,312	5,542	-58.3%	0	NA	0	NA	0	NA	2,312	6,017	-61.6%
3218	DEBENHAMS DUNFIRMLINE	671	69.4%	0	NA	1,041	93.1%	0	NA	0	NA	0	NA	0	NA	1,712	935	83.1%	-33	-150.0%	0	NA	0	NA	1,679	1,001	67.7%
3167	DEBENHAMS EAST KILBRIDE	999	226.5%	171	NA	995	36.5%	137	NA	0	NA	0	NA	0	NA	2,302	1,052	118.8%	52	-65.8%	48	NA	0	NA	2,402	1,204	99.5%
3075	DEBENHAMS EDINBURGH	452	0.9%	100	78.6%	605	-31.1%	0	NA	0	NA	0	NA	0	NA	1,157	1,382	-16.3%	0	NA	0	NA	0	NA	1,157	1,478	-21.7%
3125	DEBENHAMS GLASGOW	2,690	-0.8%	336	15.1%	1,497	-53.9%	36	NA	0	NA	34	100.0%	0	NA	4,593	6,271	-26.8%	52	-80.5%	0	NA	0	NA	4,645	6,538	-29.0%
3208	DEBENHAMS GLASGOW POLLOCK	1,651	-40.4%	155	-50.5%	2,042	-31.3%	58	NA	0	NA	34	-50.0%	0	NA	3,940	6,122	-35.6%	359	13.2%	0	NA	0	NA	4,299	6,439	-33.2%
3168	DEBENHAMS INVERNESS	457	NA	56	NA	1,116	253.2%	0	NA	0	NA	0	NA	0	NA	1,629	316	415.5%	72	9.1%	0	NA	0	NA	1,701	382	345.3%
3223	DEBENHAMS LIVINGSTON	718	20.7%	108	NA	951	47.9%	0	NA	0	NA	0	NA	0	NA	1,777	1,238	43.5%	138	-14.3%	0	NA	0	NA	1,915	1,399	36.9%
3161	DEBENHAMS PERTH	250	131.5%	0	NA	678	306.0%	0	NA	0	NA	0	NA	0	NA	928	275	237.5%	0	NA	0	NA	0	NA	928	388	139.2%
2837	DEBENHAMS STIRLING	1,078	-21.4%	27	-71.3%	1,164	-5.0%	0	NA	0	NA	17	0.0%	0	NA	2,286	2,707	-15.6%	0	NA	0	NA	0	NA	2,286	2,901	-21.2%
3196	DEBENHAMS WORKINGTON	642	53.2%	27	NA	674	-2.6%	39	NA	0	NA	0	NA	0	NA	1,382	1,111	24.4%	0	NA	0	NA	0	NA	1,382	1,352	2.2%
3197	DESIRE BY DEBENHAMS FALKIRK	237	-59.3%	0	NA	426	68.4%	0	NA	0	NA	0	NA	0	NA	663	835	-20.6%	0	NA	0	NA	0	NA	663	835	-20.6%
3202	DESIRE BY DEBENHAMS KIRKALDY	514	68.5%	0	NA	731	162.9%	105	NA	0	NA	0	NA	0	NA	1,350	583	131.6%	0	NA	0	NA	0	NA	1,350	583	131.6%
5185	FRASERS GLASGOW	1,230	1476.9%	214	205.7%	2,814	-51.0%	908	NA	0	NA	52	NA	0	NA	5,218	5,892	-11.4%	12	-98.0%	558	NA	850	NA	6,638	6,483	2.4%
5126	JENNERS EDINBURGH	1,845	232.4%	189	721.7%	1,994	-37.3%	559	NA	0	NA	34	NA	0	NA	4,621	3,756	23.0%	52	-68.1%	253	NA	283	NA	5,209	3,919	32.9%
5695	JOHN LEWIS ABERDEEN	539	22.8%	0	NA	150	-45.8%	0	NA	0	NA	0	NA	0	NA	689	796	-13.4%	0	NA	0	NA	0	NA	689	796	-13.4%
5635	JOHN LEWIS EDINBURGH	527	-35.3%	0	NA	283	-59.7%	0	NA	0	NA	0	NA	0	NA	810	1,516	-46.6%	0	NA	0	NA	0	NA	810	1,516	-46.6%
5708	JOHN LEWIS GLASGOW	575	180.5%	0	NA	150	-73.4%	105	NA	0	NA	0	NA	0	NA	830	769	7.9%	0	NA	0	NA	0	NA	830	769	7.9%
	SUB-TOTAL	23,891	31.3%	1,835	38.6%	27,334	-16.2%	2,657	NA	0	NA	291	55.6%	0	NA	56,008	52,347	7.0%	1,184	-70.2%	883	NA	1,133	NA	59,208	56,319	5.1%
	NEW ACCOUNTS																										
1654	BOOTS EDINBURGH	1,775	NA	0	NA	1,571	NA	0	NA	0	NA	0	NA	0	NA	3,346	0	NA	0	NA	0	NA	0	NA	3,346	0	NA
1702	BOOTS GLASGOW SILVERBURN SC	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1756	BOOTS GLASGOW BUCHANAN GALLERY	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
	CLOSED ACCOUNTS																										
3362	ELEGANCE & BEAUTE LTD GLASGOW	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	290	NA	0	NA	0	NA	0	NA	0	290	NA
1072	SCENTATIONS OF TROON TROON	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	25,666	38.8%	1,835	38.6%	28,905	-11.4%	2,657	NA	0	NA	291	55.6%	0	NA	59,354	52,637	12.8%	1,184	-70.2%	883	NA	1,133	NA	62,554	56,609	10.5%

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 - TRADE

NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL		WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG			
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr		
1568	BOOTS ABERDEEN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA		
1777	BOOTS ABERDEEN GARTHDEE ROAD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA		
1647	BOOTS AYR	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	281	NA	0	NA	0	NA	0	281	NA		
1759	BOOTS EDINBURGH GYLE PARK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA		
1681	BOOTS EDINBURGH NEWCRAIGHALL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA		
1829	BOOTS ELGIN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA		
1813	BOOTS FALKIRK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA		
1599	BOOTS GLASGOW BRAEHEAD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA		
1661	BOOTS GLASGOW FORT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA		
1569	BOOTS GLASGOW SAUCHIEHALL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA		
1514	BOOTS GLASGOW ST ENOCHS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA		
1826	BOOTS HAMILTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA		
1838	BOOTS KIRCKALDY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA		
1716	BOOTS LIVINGSTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	NA		
3158	DEBENHAMS EDINBURGH LEITH	48	NA	27	NA	30	-82.0%	0	NA	0	NA	0	NA	0	NA	105	167	-37.1%	0	NA	0	NA	0	105	167	-37.1%	
2995	DEBENHAMS ABERDEEN	355	-53.4%	50	78.6%	275	-87.5%	19	NA	0	NA	0	NA	0	NA	699	2,982	-76.6%	33	-90.6%	0	NA	0	732	3,333	-78.0%	
3191	DEBENHAMS AYR	37	-93.3%	23	-36.1%	559	-12.1%	93	NA	0	NA	0	NA	0	NA	712	1,223	-41.8%	0	NA	24	NA	0	736	1,223	-39.8%	
3132	DEBENHAMS CARLISLE	41	-86.6%	0	NA	511	-6.8%	39	NA	0	NA	17	NA	0	NA	608	853	-28.7%	0	NA	0	NA	0	608	853	-28.7%	
3246	DEBENHAMS DUMFRIES	52	NA	0	NA	0	NA	127	NA	0	NA	0	NA	0	NA	179	227	-21.1%	0	NA	0	NA	0	179	325	-44.9%	
3154	DEBENHAMS DUNDEE	321	-9.1%	0	NA	112	-94.5%	0	NA	0	NA	0	NA	0	NA	433	2,487	-82.6%	0	NA	0	NA	0	433	2,624	-83.5%	
3218	DEBENHAMS DUNFIRMLINE	58	-83.1%	0	NA	107	-67.4%	0	NA	0	NA	0	NA	0	NA	165	671	-75.4%	-33	-150.0%	0	NA	0	132	737	-82.1%	
3167	DEBENHAMS EAST KILBRIDE	96	255.6%	23	NA	422	2.7%	88	NA	0	NA	0	NA	0	NA	629	438	43.6%	24	-84.2%	0	NA	0	653	590	10.7%	
3075	DEBENHAMS EDINBURGH	332	-15.9%	100	78.6%	141	-82.2%	0	NA	0	NA	0	NA	0	NA	573	1,242	-53.9%	0	NA	0	NA	0	573	1,338	-57.2%	
3125	DEBENHAMS GLASGOW	102	-90.9%	50	-77.8%	452	-84.0%	19	NA	0	NA	0	NA	0	NA	623	4,167	-85.0%	24	-88.0%	0	NA	0	647	4,367	-85.2%	
3208	DEBENHAMS GLASGOW POLLOCK	685	-43.5%	47	-65.7%	351	-83.2%	39	NA	0	NA	0	NA	0	NA	1,122	3,471	-67.7%	81	-38.2%	0	NA	0	1,203	3,602	-66.6%	
3168	DEBENHAMS INVERNESS	118	NA	0	NA	231	-16.9%	0	NA	0	NA	0	NA	0	NA	349	278	25.5%	0	NA	0	NA	0	349	278	25.5%	
3223	DEBENHAMS LIVINGSTON	380	-10.8%	27	NA	-160	-182.9%	0	NA	0	NA	0	NA	0	NA	247	619	-60.1%	33	-79.5%	0	NA	0	280	780	-64.1%	
3161	DEBENHAMS PERTH	49	NA	0	NA	193	15.6%	0	NA	0	NA	0	NA	0	NA	242	167	44.9%	0	NA	0	NA	0	242	167	44.9%	
2837	DEBENHAMS STIRLING	77	-93.5%	0	NA	161	-78.2%	0	NA	0	NA	0	NA	0	NA	238	1,922	-87.6%	0	NA	0	NA	0	238	1,970	-87.9%	
3196	DEBENHAMS WORKINGTON	59	-85.9%	0	NA	190	-36.5%	0	NA	0	NA	0	NA	0	NA	249	718	-65.3%	0	NA	0	NA	0	249	822	-69.7%	
3197	DESIRE BY DEBENHAMS FALKIRK	47	-44.7%	0	NA	69	-72.7%	0	NA	0	NA	0	NA	0	NA	116	338	-65.7%	0	NA	0	NA	0	116	338	-65.7%	
3202	DESIRE BY DEBENHAMS KIRCALDY	29	-90.5%	0	NA	99	-64.4%	0	NA	0	NA	0	NA	0	NA	128	583	-78.0%	0	NA	0	NA	0	128	583	-78.0%	
5185	FRASERS GLASGOW	560	6900.0%	214	319.6%	1,507	412.6%	908	NA	0	NA	52	NA	0	NA	3,241	353	818.1%	12	-92.5%	558	NA	850	NA	4,661	514	806.8%
5126	JENNERS EDINBURGH	1,418	486.0%	189	721.7%	1,425	996.2%	559	NA	0	NA	34	NA	0	NA	3,625	395	817.7%	52	NA	253	NA	283	NA	4,213	395	966.6%
5695	JOHN LEWIS ABERDEEN	41	-90.7%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	41	796	-94.8%	0	NA	0	NA	0	NA	41	796	-94.8%
5635	JOHN LEWIS EDINBURGH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,516	NA	0	NA	0	NA	0	NA	0	1,516	NA
5708	JOHN LEWIS GLASGOW	77	-62.4%	0	NA	0	NA	105	NA	0	NA	0	NA	0	NA	182	769	-76.3%	0	NA	0	NA	0	NA	182	769	-76.3%
	SUB-TOTAL	4,982	-47.4%	750	2.2%	6,675	-59.3%	1,996	NA	0	NA	103	202.9%	0	NA	14,506	26,663	-45.6%	226	-86.7%	835	NA	1,133	NA	16,700	28,368	-41.1%
	NEW ACCOUNTS																										
1654	BOOTS EDINBURGH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	0	NA	
1702	BOOTS GLASGOW SILVERBURN SC	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	0	NA	
1756	BOOTS GLASGOW BUCHANAN GALLERY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	0	NA	
	CLOSED ACCOUNTS																										
3362	ELEGANCE & BEAUTE LTD GLASGOW	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	0	NA	
1072	SCENTSATIONS OF TROON TROON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	0	0	NA	
	TOTAL	4,982	-47.4%	750	2.2%	6,675	-59.3%	1,996	NA	0	NA	103	202.9%	0	NA	14,506	26,663	-45.6%	226	-86.7%	835	NA	1,133	NA	16,700	28,368	-41.1%

NUMBER OF DOORS TRADING

40

**FEBRUARY YTD
AREA 70 SAMANTHA
LEACH**

**REGIONAL MANAGER
PETER JAJCAY**

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

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		A'MEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
1576	BOOTS BEXLEY HEATH	0	NA	0	NA	1,047	NA	0	NA	0	NA	0	NA	0	NA	1,047	0	NA	0	NA	0	NA	0	NA	1,047	0	NA
1582	BOOTS BROMLEY	0	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	262	0	NA	0	NA	0	NA	0	NA	262	0	NA
1633	BOOTS CANTERBURY	296	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	0	NA	558	0	NA
1574	BOOTS CHELMSFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1617	BOOTS CHESHUNT	296	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	296	0	NA	0	NA	0	NA	0	NA	296	0	NA
1766	BOOTS CRAYFORD	0	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	262	0	NA	0	NA	0	NA	0	NA	262	0	NA
1551	BOOTS CROYDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1581	BOOTS DARTFORD BLUEWATER	296	0.0%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	296	820	-63.9%	0	NA	0	NA	0	NA	296	820	-63.9%
1764	BOOTS ILFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1634	BOOTS ROMFORD	0	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	262	0	NA	0	NA	0	NA	0	NA	262	0	NA
1554	BOOTS THURROCK	0	NA	0	NA	524	0.0%	0	NA	0	NA	0	NA	0	NA	524	524	0.0%	0	NA	0	NA	0	NA	524	524	0.0%
1561	BOOTS TUNBRIDGE WELLS	592	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	854	0	NA	0	NA	0	NA	0	NA	854	0	NA
3213	DEBENHAMS ASHFORD	198	147.5%	0	NA	510	1.2%	0	NA	0	NA	0	NA	0	NA	708	584	21.2%	0	NA	0	NA	0	NA	708	656	7.9%
3172	DEBENHAMS BASILDON	1,424	27.7%	206	19.1%	2,859	-2.5%	97	NA	0	NA	34	-34.6%	0	NA	4,620	4,271	8.2%	460	118.0%	24	NA	0	NA	5,104	4,482	13.9%
3135	DEBENHAMS BROMLEY	1,236	298.7%	324	8.7%	733	-40.0%	105	NA	0	NA	51	50.0%	0	NA	2,449	1,863	31.5%	96	-46.4%	0	NA	0	NA	2,545	2,042	24.6%
3040	DEBENHAMS CANTERBURY	177	NA	0	NA	601	105.8%	0	NA	0	NA	0	NA	0	NA	778	292	166.4%	0	NA	0	NA	0	NA	778	292	166.4%
3173	DEBENHAMS CHATHAM	512	25700.0%	0	NA	800	49.0%	66	NA	0	NA	0	NA	0	NA	1,378	535	157.6%	0	NA	0	NA	0	NA	1,378	601	129.3%
2955	DEBENHAMS CHELMSFORD	1,251	8.8%	98	716.7%	1,483	13.2%	0	NA	0	NA	17	NA	0	NA	2,849	2,472	15.3%	0	NA	0	NA	0	NA	2,849	2,585	10.2%
2940	DEBENHAMS COLCHESTER	1,670	0.8%	405	523.1%	1,670	-56.9%	0	NA	0	NA	0	NA	0	NA	3,745	5,652	-33.7%	335	-42.0%	0	NA	0	NA	4,080	6,230	-34.5%
2865	DEBENHAMS CROYDON	543	69.2%	109	NA	579	108.3%	19	NA	0	NA	0	NA	0	NA	1,250	599	108.7%	0	NA	0	NA	0	NA	1,250	712	75.6%
3051	DEBENHAMS EASTBOURNE	244	-41.5%	0	NA	362	42.0%	0	NA	0	NA	0	NA	0	NA	606	672	-9.8%	0	NA	0	NA	0	NA	606	738	-17.9%
3164	DEBENHAMS ELTHAM	-367	-171.0%	0	NA	-915	-255.1%	-369	NA	0	NA	0	NA	0	NA	-1,651	1,107	-249.1%	0	NA	0	NA	0	NA	-1,651	1,107	-249.1%
3147	DEBENHAMS FOLKSTONE	662	19.9%	0	NA	698	53.1%	98	NA	0	NA	0	NA	0	NA	1,458	1,064	37.0%	0	NA	-24	NA	0	NA	1,434	1,130	26.9%
3000	DEBENHAMS GRAVESEND	219	-60.5%	0	NA	801	379.6%	27	NA	0	NA	0	NA	0	NA	1,047	778	34.6%	0	NA	0	NA	0	NA	1,047	844	24.1%
3070	DEBENHAMS HASTINGS	303	150.4%	0	NA	436	37.1%	0	NA	0	NA	0	NA	0	NA	739	439	68.3%	0	NA	0	NA	0	NA	739	586	26.1%
3176	DEBENHAMS ILFORD	162	170.0%	47	NA	364	30.9%	0	NA	0	NA	0	NA	0	NA	573	338	69.5%	0	NA	0	NA	0	NA	573	404	41.8%
2850	DEBENHAMS IPSWICH	1,323	7.6%	171	-44.1%	1,118	-12.5%	108	NA	0	NA	17	NA	0	NA	2,737	2,812	-2.7%	212	-20.9%	0	NA	0	NA	2,949	3,080	-4.3%
2855	DEBENHAMS ROMFORD	2,815	42.2%	129	-51.7%	2,068	-36.0%	0	NA	0	NA	51	NA	0	NA	5,063	5,479	-7.6%	184	-14.0%	0	NA	0	NA	5,247	5,693	-7.8%
2960	DEBENHAMS SOUTHEND	2,439	-19.5%	178	17.9%	1,533	-43.9%	0	NA	0	NA	0	NA	0	NA	4,150	5,911	-29.8%	108	-69.3%	0	NA	0	NA	4,258	6,263	-32.0%
3179	DEBENHAMS SUTTON	529	-25.2%	0	NA	726	96.7%	0	NA	0	NA	0	NA	0	NA	1,255	1,076	16.6%	72	118.2%	0	NA	0	NA	1,327	1,109	19.7%
3186	DEBENHAMS THANET	169	-22.5%	0	NA	432	92.0%	93	NA	0	NA	0	NA	0	NA	694	443	56.7%	0	NA	0	NA	0	NA	694	443	56.7%
3060	DEBENHAMS THURROCK	1,629	2.6%	23	-84.7%	1,410	-64.2%	0	NA	0	NA	17	0.0%	0	NA	3,079	5,690	-45.9%	0	NA	0	NA	0	NA	3,079	5,690	-45.9%
3209	DEBENHAMS WELWYN GARDEN CITY	175	-60.4%	0	NA	682	0.7%	0	NA	0	NA	0	NA	0	NA	857	1,119	-23.4%	0	NA	0	NA	0	NA	857	1,119	-23.4%
3192	DESIRE BY DEBENHAMS ORPINGTON	248	119.5%	0	NA	314	88.0%	0	NA	0	NA	0	NA	0	NA	562	280	100.7%	0	NA	0	NA	0	NA	562	280	100.7%
8055	FENWICK CANTERBURY	1,251	23.6%	62	129.6%	1,621	-3.7%	0	NA	0	NA	0	NA	0	NA	2,934	2,723	7.7%	0	NA	244	NA	223	NA	3,401	3,429	-0.8%
10090	FENWICK COLCHESTER	828	411.1%	35	NA	441	-40.7%	0	NA	0	NA	17	NA	0	NA	1,321	906	45.8%	0	NA	207	NA	167	NA	1,695	1,017	66.7%
3876	FENWICK TUNBRIDGE WELLS	303	-37.7%	0	NA	410	-26.7%	0	NA	0	NA	0	NA	0	NA	713	1,045	-31.8%	0	NA	0	NA	0	NA	713	1,045	-31.8%
5292	HOUSE OF FRASER CROYDON	1,501	229.2%	95	313.0%	503	-70.5%	352	NA	0	NA	34	-33.3%	0	NA	2,485	2,235	11.2%	31	-6.1%	194	NA	0	NA	2,710	2,268	19.5%
5298	HOUSE OF FRASER DARTFORD BLUEWATER	1,996	171.2%	271	2184.6%	1,821	-58.9%	579	NA	0	NA	52	52.9%	0	NA	4,719	5,193	-9.1%	46	-93.8%	428	NA	567	NA	5,760	5,936	-3.0%
415	HOUSE OF FRASER MAIDSTONE	1,027	164.0%	94	49.2%	951	-36.9%	319	NA	0	NA	34	NA	0	NA	2,425	1,960	23.7%	22	-81.5%	152	NA	0	NA	2,599	2,079	25.0%
5125	HOUSE OF FRASER THURROCK	1,882	141.9%	145	417.9%	2,233	-13.3%	688	NA	0	NA	52	NA	0	NA	5,000	3,382	47.8%	-38	-120.9%	216	NA	170	NA	5,348	3,564	50.1%
5819	JOHN LEWIS CHELMSFORD	205	57.7%	0	NA	150	-6.3%	0	NA	0	NA	0	NA	0	NA	355	290	22.4%	0	NA	0	NA	0	NA	355	290	22.4%
5707	JOHN LEWIS DARTFORD BLUEWATER	842	-40.5%	0	NA	974	-37.0%	0	NA	0	NA	0	NA	0	NA	1,816	3,016	-39.8%	0	NA	0	NA	0	NA	1,816	3,242	-44.0%
5645	JOHN LEWIS WELWYN GARDEN	1,267	-17.6%	54	1.9%	928	-18.9%	0	NA	0	NA	0	NA	0	NA	2,249	2,735	-17.8%	0	NA	0	NA	0	NA	2,249	2,735	-17.8%
7575	PEARSONS ENFIELD	1,540	112.7%	236	33.3%	1,967	44.8%	147	NA	0	NA	0	NA	0	NA	3,890	2,259	72.2%	11	-94.5%	0	NA	0	NA	3,901	2,460	58.6%
8222	ROOMES UPMINSTER	769	100.3%	23	NA	401	-19.0%	0	NA	0	NA	0	NA	0	NA	1,193	879	35.7%	0	NA	0	NA	0	NA	1,193	999	19.4%
	SUB-TOTAL	32,452	31.6%	2,705	39.1%	34,545	-22.5%	2,329	NA	0	NA	376	56.7%	0	NA	72,407	71,443	1.3%	1,539	-69.5%	1,441	NA	1,127	NA	76,514	76,494	0.0%
	NEW ACCOUNTS																										

MONTH OF FEBRUARY
AREA 70 SAMANTHA
LEACH

REGIONAL MANAGER
PETER JAJCAY

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
1576	BOOTS BEXLEY HEATH	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
1582	BOOTS BROMLEY	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
1633	BOOTS CANTERBURY	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
1574	BOOTS CHELMSFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1617	BOOTS CHESHUNT	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
1766	BOOTS CRAYFORD	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
1551	BOOTS CROYDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1581	BOOTS DARTFORD BLUEWATER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	296	NA	0	NA	0	NA	0	NA	0	296	NA
1764	BOOTS ILFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1634	BOOTS ROMFORD	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
1554	BOOTS THURROCK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	262	NA	0	NA	0	NA	0	NA	0	262	NA
1561	BOOTS TUNBRIDGE WELLS	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
3213	DEBENHAMS ASHFORD	18	NA	0	NA	99	-40.7%	0	NA	0	NA	0	NA	0	NA	117	167	-29.9%	0	NA	0	NA	0	NA	117	167	-29.9%
3172	DEBENHAMS BASILDON	386	37.4%	12	-88.8%	1,081	-48.9%	78	NA	0	NA	0	NA	0	NA	1,557	2,503	-37.8%	179	0.6%	0	NA	0	NA	1,736	2,681	-35.2%
3135	DEBENHAMS BROMLEY	69	NA	81	-44.9%	194	-55.4%	78	NA	0	NA	34	100.0%	0	NA	456	599	-23.9%	48	100.0%	0	NA	0	NA	504	623	-19.1%
3040	DEBENHAMS CANTERBURY	32	NA	0	NA	182	9.0%	0	NA	0	NA	0	NA	0	NA	214	167	28.1%	0	NA	0	NA	0	NA	214	167	28.1%
3173	DEBENHAMS CHATHAM	0	NA	0	NA	129	-66.4%	0	NA	0	NA	0	NA	0	NA	129	355	-63.7%	0	NA	0	NA	0	NA	129	355	-63.7%
2955	DEBENHAMS CHELMSFORD	544	2.3%	62	NA	495	-31.5%	0	NA	0	NA	17	NA	0	NA	1,118	1,255	-10.9%	0	NA	0	NA	0	NA	1,118	1,255	-10.9%
2940	DEBENHAMS COLCHESTER	245	-67.2%	186	NA	415	-80.9%	0	NA	0	NA	0	NA	0	NA	846	2,926	-71.1%	114	-56.2%	0	NA	0	NA	960	3,186	-69.9%
2865	DEBENHAMS CROYDON	351	15.1%	0	NA	-159	-157.2%	19	NA	0	NA	0	NA	0	NA	211	583	-63.8%	0	NA	0	NA	0	NA	211	696	-69.7%
3051	DEBENHAMS EASTBOURNE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	472	NA	0	NA	0	NA	0	NA	0	472	NA
3164	DEBENHAMS ELTHAM	-367	-405.8%	0	NA	-915	-647.9%	-369	NA	0	NA	0	NA	0	NA	-1,651	287	-675.3%	0	NA	0	NA	0	NA	-1,651	287	-675.3%
3147	DEBENHAMS FOLKSTONE	112	-63.3%	0	NA	169	1.2%	49	NA	0	NA	0	NA	0	NA	330	472	-30.1%	0	NA	-24	NA	0	NA	306	472	-35.2%
3000	DEBENHAMS GRAVESEND	81	-82.6%	0	NA	180	7.8%	0	NA	0	NA	0	NA	0	NA	261	689	-62.1%	0	NA	0	NA	0	NA	261	722	-63.9%
3070	DEBENHAMS HASTINGS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	232	NA	0	NA	0	NA	0	NA	0	298	NA
3176	DEBENHAMS ILFORD	42	-30.0%	47	NA	51	-81.7%	0	NA	0	NA	0	NA	0	NA	140	338	-58.6%	0	NA	0	NA	0	NA	140	404	-65.3%
2850	DEBENHAMS IPSWICH	424	595.1%	47	-59.8%	8	-98.7%	0	NA	0	NA	-17	NA	0	NA	462	775	-40.4%	66	NA	0	NA	0	NA	528	775	-31.9%
2855	DEBENHAMS ROMFORD	774	-7.4%	35	-73.7%	568	-76.4%	0	NA	0	NA	17	NA	0	NA	1,394	3,377	-58.7%	0	NA	0	NA	0	NA	1,394	3,449	-59.6%
2960	DEBENHAMS SOUTHEND	613	-52.0%	35	NA	458	-79.7%	0	NA	0	NA	0	NA	0	NA	1,106	3,527	-68.6%	12	-95.2%	0	NA	0	NA	1,118	3,778	-70.4%
3179	DEBENHAMS SUTTON	24	-92.1%	0	NA	66	-76.3%	0	NA	0	NA	0	NA	0	NA	90	583	-84.6%	24	NA	0	NA	0	NA	114	583	-80.4%
3186	DEBENHAMS THANET	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	269	NA	0	NA	0	NA	0	NA	0	269	NA
3060	DEBENHAMS THURROCK	140	-73.6%	23	-58.9%	182	-93.5%	0	NA	0	NA	17	NA	0	NA	362	3,394	-89.3%	0	NA	0	NA	0	NA	362	3,394	-89.3%
3209	DEBENHAMS WELWYN GARDEN CITY	25	-94.3%	0	NA	99	-75.7%	0	NA	0	NA	0	NA	0	NA	124	849	-85.4%	0	NA	0	NA	0	NA	124	849	-85.4%
3192	DESIRE BY DEBENHAMS ORPINGTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	167	NA	0	NA	0	NA	0	NA	0	167	NA
8055	FENWICK CANTERBURY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	2,389	NA	0	NA	244	NA	223	NA	467	2,694	-82.7%
10090	FENWICK COLCHESTER	315	94.4%	0	NA	50	-93.3%	0	NA	0	NA	17	NA	0	NA	382	906	-57.8%	0	NA	207	NA	167	NA	756	1,017	-25.7%
3876	FENWICK TUNBRIDGE WELLS	-175	-136.0%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	-175	1,045	-116.7%	0	NA	0	NA	0	NA	-175	1,045	-116.7%
5292	HOUSE OF FRASER CROYDON	1,288	1162.7%	95	313.0%	190	-34.3%	352	NA	0	NA	34	100.0%	0	NA	1,959	431	354.5%	31	-6.1%	194	NA	0	NA	2,184	464	370.7%
5298	HOUSE OF FRASER DARTFORD BLUEWATER	1,305	1511.1%	271	1078.3%	784	104.7%	579	NA	0	NA	52	205.9%	0	NA	2,991	504	493.5%	46	-77.3%	428	NA	567	NA	4,032	707	470.3%
415	HOUSE OF FRASER MAIDSTONE	814	138.0%	94	49.2%	638	74.3%	319	NA	0	NA	34	NA	0	NA	1,899	771	146.3%	22	-47.6%	152	NA	0	NA	2,073	813	155.0%
5125	HOUSE OF FRASER THURROCK	1,191	715.8%	145	417.9%	1,266	277.9%	688	NA	0	NA	52	NA	0	NA	3,342	509	556.6%	-38	-522.2%	216	NA	170	NA	3,690	518	612.4%
5819	JOHN LEWIS CHELMSFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	290	NA	0	NA	0	NA	0	NA	0	290	NA
5707	JOHN LEWIS DARTFORD BLUEWATER	294	-49.4%	0	NA	771	0.3%	0	NA	0	NA	0	NA	0	NA	1,065	1,403	-24.1%	0	NA	0	NA	0	NA	1,065	1,629	-34.6%
5645	JOHN LEWIS WELWYN GARDEN	0	NA	27	-49.1%	202	-77.2%	0	NA	0	NA	0	NA	0	NA	229	1,641	-86.0%	0	NA	0	NA	0	NA	229	1,641	-86.0%
7575	PEARSONS ENFIELD	13	-92.8%	93	NA	578	34.4%	49	NA	0	NA	0	NA	0	NA	733	610	20.2%	0	NA	0	NA	0	NA	733	610	20.2%
8222	ROOMES UPMINSTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	527	NA	0	NA	0	NA	0	NA	0	527	NA
	SUB-TOTAL	8,558	-22.0%	1,253	41.4%	7,781	-67.1%	1,842	NA	0	NA	257	403.9%	0	NA	19,691	35,570	-44.6%	504	-74.7%	1,417	NA	1,127	NA	22,739	37,562	-39.5%
	NEW ACCOUNTS																										
6944	MORLEYS BEXLEYHEATH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1623	BOOTS EASTBOURNE ARNDAL CTR	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
1666	BOOTS IPSWICH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1758	BOOTS MAIDSTONE	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
1213	BEAUTY BASE THURROCK LAKESIDE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	282	NA	0	NA	282	0	NA
	CLOSED ACCOUNTS																										
9736	VITALTONE PHARMACY CATERHAM	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	8,558	-22.0%	1,253	41.4%	7,781	-67.1%	1,842	NA	0	NA	257	403.9%	0	NA	19,691	35,570	-44.6%	504	-74.7%	1,699	NA	1,127	NA	23,021	37,562	-38.7%

NUMBER OF DOORS TRADING

51

**FEBRUARY YTD
AREA 71 UMME RUMMAN**

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

**REGIONAL MANAGER
SANDRA HUMPHRIES**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		A'MEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
1812	BOOTS BARNSLEY CHEAPSIDE	296	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	0	NA	558	0	NA
1809	BOOTS BARNSLEY CORTONWOOD RP	0	NA	0	NA	1,047	NA	0	NA	0	NA	0	NA	0	NA	1,047	0	NA	0	NA	0	NA	0	NA	1,047	0	NA
1692	BOOTS CHESTERFIELD	296	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	0	NA	558	0	NA
1667	BOOTS HULL	296	5.3%	0	NA	262	-66.7%	0	NA	0	NA	0	NA	0	NA	558	1,067	-47.7%	0	NA	0	NA	0	NA	558	1,067	-47.7%
1636	BOOTS KETTERING	592	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	0	NA	1,116	0	NA
1536	BOOTS LEEDS	592	2.6%	0	NA	524	0.0%	0	NA	0	NA	0	NA	0	NA	1,116	1,101	1.4%	0	NA	0	NA	0	NA	1,116	1,101	1.4%
1632	BOOTS LEICESTER	296	-50.0%	0	NA	262	-50.0%	0	NA	0	NA	0	NA	0	NA	558	1,116	-50.0%	0	NA	0	NA	0	NA	558	1,116	-50.0%
1562	BOOTS LEICESTER FOSSE PARK	592	2.6%	0	NA	524	0.0%	0	NA	0	NA	0	NA	0	NA	1,116	1,101	1.4%	0	NA	0	NA	0	NA	1,116	1,101	1.4%
1657	BOOTS LINCOLN	592	5.2%	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	854	563	51.7%	0	NA	0	NA	0	NA	854	563	51.7%
1839	BOOTS MANSFIELD	592	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	854	0	NA	0	NA	0	NA	0	NA	854	0	NA
1542	BOOTS MILTON KEYNES	592	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	1,116	0	NA	0	NA	0	NA	0	NA	1,116	0	NA
1799	BOOTS NORWICH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1526	BOOTS NOTTINGHAM	592	5.2%	0	NA	524	-50.0%	0	NA	0	NA	0	NA	0	NA	1,116	1,611	-30.7%	0	NA	0	NA	0	NA	1,116	1,611	-30.7%
1547	BOOTS PETERBOROUGH	296	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	0	NA	558	0	NA
1678	BOOTS PETERBOROUGH HAMPTON	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
1701	BOOTS ROTHERHAM	0	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	524	0	NA	0	NA	0	NA	0	NA	524	0	NA
1671	BOOTS SHEFFIELD	296	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	0	NA	558	0	NA
1527	BOOTS SHEFFIELD MEADOWHALL	592	110.7%	0	NA	524	0.0%	0	NA	0	NA	0	NA	0	NA	1,116	805	38.6%	0	NA	0	NA	0	NA	1,116	805	38.6%
1619	BOOTS YORK MONKS CROSS	296	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	820	0	NA	0	NA	0	NA	0	NA	820	0	NA
1706	BOOTS YORK CONEY STREET	296	NA	0	NA	786	NA	0	NA	0	NA	0	NA	0	NA	1,082	0	NA	0	NA	0	NA	0	NA	1,082	0	NA
1754	BROWNS BEVERLEY	243	-74.6%	0	NA	313	-69.4%	0	NA	0	NA	0	NA	0	NA	556	2,016	-72.4%	0	NA	0	NA	0	NA	556	2,073	-73.2%
1797	BROWNS GAINSBOROUGH	243	-20.6%	0	NA	313	-32.5%	0	NA	0	NA	0	NA	0	NA	556	770	-27.8%	0	NA	0	NA	0	NA	556	770	-27.8%
1655	BROWNS YORK	243	-56.8%	0	NA	157	-78.4%	0	NA	0	NA	0	NA	0	NA	400	1,291	-69.0%	0	NA	0	NA	0	NA	400	1,291	-69.0%
9800	CUTTING COMPANY LOUGHBOROUGH	131	118.3%	0	NA	157	-8.2%	0	NA	0	NA	0	NA	0	NA	288	231	24.7%	0	NA	0	NA	0	NA	288	285	1.1%
5550	DEAN & SMEDLEY PHARMACY ASHBY DE LA ZOUCH	589	64.5%	0	NA	812	103.5%	0	NA	0	NA	0	NA	0	NA	1,401	757	85.1%	0	NA	0	NA	0	NA	1,401	757	85.1%
2885	DEBENHAMS BEDFORD	779	-14.3%	0	NA	712	-39.7%	0	NA	0	NA	0	NA	0	NA	1,491	2,089	-28.6%	81	125.9%	0	NA	0	NA	1,572	1,776	-11.5%
3264	DEBENHAMS BEVERLEY	290	-65.0%	0	NA	835	-26.5%	0	NA	0	NA	0	NA	0	NA	1,125	1,964	-42.7%	57	-64.6%	33	NA	0	NA	1,215	2,125	-42.8%
3229	DEBENHAMS BURY ST EDMUNDS	1,217	40.2%	0	NA	760	-10.9%	0	NA	0	NA	0	NA	0	NA	1,977	1,829	8.1%	0	NA	0	NA	0	NA	1,977	1,895	4.3%
2860	DEBENHAMS CAMBRIDGE	1,023	4.4%	189	58.8%	637	-51.0%	0	NA	0	NA	34	NA	0	NA	1,883	2,400	-21.5%	0	NA	0	NA	0	NA	1,883	2,716	-30.7%
3247	DEBENHAMS CHESTERFIELD	568	-6.7%	27	-51.8%	928	-2.3%	0	NA	0	NA	0	NA	0	NA	1,523	1,615	-5.7%	24	-92.4%	0	NA	0	NA	1,547	1,932	-19.9%
3194	DEBENHAMS DONCASTER	688	-53.4%	130	83.1%	1,603	29.7%	146	NA	0	NA	0	NA	0	NA	2,567	2,801	-8.4%	0	NA	0	NA	0	NA	2,567	2,899	-11.5%
3228	DEBENHAMS GREAT YARMOUTH	306	-5.6%	0	NA	680	112.5%	0	NA	0	NA	0	NA	0	NA	986	644	53.1%	0	NA	0	NA	0	NA	986	644	53.1%
3130	DEBENHAMS HULL	1,585	21.9%	169	19.0%	1,525	10.4%	66	NA	0	NA	0	NA	0	NA	3,345	2,823	18.5%	0	NA	0	NA	0	NA	3,345	3,023	10.7%
3033	DEBENHAMS KINGS LYNN	270	148.6%	0	NA	875	29.4%	0	NA	0	NA	0	NA	0	NA	1,145	120	854.2%	48	-53.8%	0	NA	0	NA	1,193	224	432.6%
3105	DEBENHAMS LEICESTER	918	40.4%	86	407.1%	1,346	79.7%	0	NA	0	NA	69	102.9%	0	NA	2,419	1,409	71.7%	0	NA	0	NA	0	NA	2,419	1,636	47.9%
3143	DEBENHAMS LINCOLN	1,389	18.1%	109	-27.3%	1,924	118.4%	164	NA	0	NA	0	NA	0	NA	3,586	2,207	62.5%	33	-79.5%	0	NA	0	NA	3,619	2,368	52.8%
2838	DEBENHAMS MANSFIELD	535	50.7%	54	NA	1,061	377.9%	39	NA	0	NA	0	NA	0	NA	1,689	577	192.7%	0	NA	0	NA	0	NA	1,689	697	142.3%
3133	DEBENHAMS MILTON KEYNES	2,323	22.5%	27	-90.5%	2,669	-19.6%	331	NA	0	NA	0	NA	0	NA	5,350	5,499	-2.7%	272	30.8%	0	NA	0	NA	5,622	5,707	-1.5%
2941	DEBENHAMS NORTHAMPTON	548	NA	0	NA	842	404.2%	39	NA	0	NA	0	NA	0	NA	1,429	167	755.7%	104	NA	0	NA	0	NA	1,533	167	818.0%
2875	DEBENHAMS NORWICH	827	-40.5%	40	-32.2%	1,119	-16.3%	0	NA	0	NA	0	NA	1,119	NA	1,986	2,820	-29.6%	66	-49.6%	0	NA	0	NA	2,052	2,951	-30.5%
2925	DEBENHAMS NOTTINGHAM	1,287	34.6%	12	-81.3%	866	-25.2%	0	NA	0	NA	0	NA	0	NA	2,165	2,178	-0.6%	170	5.6%	0	NA	0	NA	2,335	2,339	-0.2%

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SANDRA HUMPHRIES**

YEAR TO DATE - TRADE

NBER	NAME OF STORE:	ANGEL		A*M*EN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
2916	DEBENHAMS SCARBOROUGH	1,048	457.4%	63	NA	1,226	68.4%	0	NA	0	NA	0	NA	0	NA	2,337	916	155.1%	24	NA	0	NA	0	NA	2,361	916	157.8%
3032	DEBENHAMS SCUNTHORPE	770	110.4%	0	NA	1,472	75.9%	153	NA	0	NA	0	NA	0	NA	2,395	1,203	99.1%	33	NA	0	NA	0	NA	2,428	1,203	101.8%
2945	DEBENHAMS SHEFFIELD	207	22.5%	0	NA	472	85.1%	0	NA	0	NA	0	NA	0	NA	679	424	60.1%	0	NA	0	NA	0	NA	679	424	60.1%
3055	DEBENHAMS SHEFFIELD MEADOWHALL	1,444	-10.5%	162	78.0%	2,496	-29.7%	78	NA	0	NA	34	NA	0	NA	4,214	5,253	-19.8%	129	95.5%	24	NA	0	NA	4,367	5,319	-17.9%
3242	DEBENHAMS WAKEFIELD	1,035	22.6%	146	NA	948	-13.7%	152	NA	0	NA	0	NA	0	NA	2,281	1,942	17.5%	24	-91.7%	0	NA	0	NA	2,305	2,232	3.3%
3239	DEBENHAMS YORK	178	-48.9%	0	NA	684	218.1%	78	NA	0	NA	0	NA	0	NA	940	563	67.0%	0	NA	0	NA	0	NA	940	563	67.0%
3134	DEBENHAMS YORK MONKS CROSS	515	NA	0	NA	812	386.2%	0	NA	0	NA	0	NA	0	NA	1,327	167	694.6%	0	NA	0	NA	0	NA	1,327	167	694.6%
7199	DOWNTOWN SUPERSTORE GRANTHAM	1,941	65.8%	47	-76.1%	1,632	88.9%	49	NA	0	NA	34	NA	0	NA	3,703	2,232	65.9%	95	15.9%	0	NA	0	NA	3,798	2,314	64.1%
3870	FENWICK YORK	1,667	99.9%	104	NA	578	-18.9%	53	NA	0	NA	0	NA	0	NA	2,402	1,564	53.6%	40	-37.5%	214	NA	0	NA	2,656	1,628	63.1%
9101	HILLS DEPARTMENT STORE SPALDING	1,143	101.2%	0	NA	771	-33.5%	0	NA	0	NA	0	NA	0	NA	1,914	1,727	10.8%	0	NA	105	NA	113	NA	2,132	1,836	16.1%
4760	HOUSE OF FRASER MILTON KEYNES	893	223.6%	11	-87.4%	464	-67.7%	363	NA	0	NA	0	NA	0	NA	1,731	1,800	-3.8%	0	NA	128	NA	0	NA	1,859	1,833	1.4%
5301	HOUSE OF FRASER NORWICH	1,045	170.7%	47	104.3%	1,483	7.4%	363	NA	0	NA	0	NA	0	NA	2,938	1,790	64.1%	66	175.0%	161	NA	0	NA	3,165	1,814	74.5%
5297	HOUSE OF FRASER NOTTINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,639	NA	0	NA	0	NA	0	NA	0	1,639	NA
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	1,389	-0.1%	187	156.2%	3,179	-32.3%	791	NA	0	NA	17	NA	0	NA	5,563	6,115	-9.0%	16	-95.3%	589	NA	567	NA	6,735	6,454	4.4%
5355	HURST CHEMIST RIPLEY	466	250.4%	0	NA	666	53.8%	0	NA	0	NA	0	NA	0	NA	1,132	460	146.1%	0	NA	0	NA	0	NA	1,132	542	108.9%
5470	JARROLD NORWICH	549	2.2%	0	NA	381	-12.2%	0	NA	0	NA	0	NA	0	NA	930	971	-4.2%	0	NA	0	NA	0	NA	930	971	-4.2%
8321	JOHN LEWIS CAMBRIDGE	1,262	-35.4%	0	NA	1,070	-45.9%	52	NA	0	NA	0	NA	0	NA	2,384	3,958	-39.8%	0	NA	0	NA	0	NA	2,384	3,958	-39.8%
5713	JOHN LEWIS LEICESTER	498	68.2%	0	NA	289	-39.7%	0	NA	0	NA	0	NA	0	NA	787	775	1.5%	0	NA	0	NA	0	NA	787	775	1.5%
5655	JOHN LEWIS MILTON KEYNES	1,496	-20.3%	122	28.4%	441	-63.1%	37	NA	0	NA	0	NA	0	NA	2,096	3,165	-33.8%	0	NA	0	NA	0	NA	2,096	3,165	-33.8%
5680	JOHN LEWIS NORWICH	812	4.4%	0	NA	485	79.0%	283	NA	0	NA	0	NA	0	NA	1,580	1,049	50.6%	0	NA	0	NA	0	NA	1,580	1,049	50.6%
5615	JOHN LEWIS NOTTINGHAM	1,976	53.2%	68	100.0%	1,567	39.8%	0	NA	0	NA	0	NA	0	NA	3,611	2,445	47.7%	0	NA	0	NA	0	NA	3,611	2,445	47.7%
5675	JOHN LEWIS PETERBOROUGH	840	-22.1%	68	-47.3%	801	-9.9%	0	NA	0	NA	0	NA	0	NA	1,709	2,096	-18.5%	0	NA	0	NA	0	NA	1,709	2,096	-18.5%
5605	JOHN LEWIS SHEFFIELD	1,339	10.4%	27	-49.1%	903	290.9%	99	NA	0	NA	0	NA	0	NA	2,368	1,497	58.2%	0	NA	0	NA	0	NA	2,368	1,508	57.0%
8322	JOHN LEWIS YORK	476	-32.6%	0	NA	261	-69.5%	0	NA	0	NA	0	NA	0	NA	737	1,649	-55.3%	0	NA	0	NA	0	NA	737	1,649	-55.3%
7197	OLDRIDS BOSTON	2,386	43.8%	141	-20.3%	1,854	13.1%	0	NA	0	NA	34	0.0%	0	NA	4,415	3,509	25.8%	24	-87.4%	0	NA	0	NA	4,439	3,700	20.0%
8710	SCENT BOSTON	284	-23.0%	0	NA	243	-64.5%	0	NA	0	NA	0	NA	0	NA	527	1,053	-50.0%	0	NA	0	NA	0	NA	527	1,107	-52.4%
	SUB-TOTAL	48,765	24.9%	2,036	-0.5%	53,433	2.2%	3,336	NA	0	NA	222	8.8%	0	NA	107,792	93,533	15.2%	1,306	-61.7%	1,254	NA	680	NA	111,032	96,946	14.5%
	NEW ACCOUNTS																										
1913	BOOTS HULL	887	NA	0	NA	786	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	0	NA	1,673	0	NA
1918	BOOTS STEVENAGE	887	NA	0	NA	786	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	0	NA	1,673	0	NA
1926	BOOTS LOUGHBOROUGH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1933	BOOTS NORTHAMPTON	296	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	558	0	NA	0	NA	0	NA	0	NA	558	0	NA
1594	BOOTS DONCASTER	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
1704	BOOTS NOTTINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1891	BOOTS NORTHAMPTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1896	BOOTS BEDFORD INTERCHANGE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1904	BOOTS DONCASTER WHEATLEY CENTRE	592	NA	0	NA	786	NA	0	NA	0	NA	0	NA	0	NA	1,378	0	NA	0	NA	0	NA	0	NA	1,378	0	NA
3268	DEBENHAMS STEVENAGE	790	NA	118	NA	1,134	NA	0	NA	0	NA	17	NA	0	NA	2,059	0	NA	203	NA	0	NA	0	NA	2,262	0	NA
5221	HOUSE OF FRASER RUSHDEN RUSHDEN LAKES	428	NA	0	NA	1,492	NA	352	NA	0	NA	0	NA	0	NA	2,272	0	NA	11	NA	253	NA	283	NA	2,819	0	NA
7207	OLDRIDS SCUNTHORPE	733	NA	28	NA	698	NA	0	NA	0	NA	0	NA	0	NA	1,459	0	NA	0	NA	0	NA	0	NA	1,459	0	NA
	CLOSED ACCOUNTS																										
3845	FENWICK LEICESTER	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	53,378	36.7%	2,182	6.6%	59,377	13.6%	3,688	NA	0	NA	239	17.2%	0	NA	118,864	93,533	27.1%	1,520	-55.5%	1,507	NA	963	NA	122,854	96,946	26.7%

NUMBER OF DOORS TRADING

80

**MONTH OF FEBRUARY
AREA 71 UMME
RUMMAN**

**REGIONAL MANAGER
SANDRA HUMPHRIES**

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

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
1812	BOOTS BARNLEY CHEAPSIDE	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
1809	BOOTS BARNLEY CORTONWOOD RP	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
1692	BOOTS CHESTERFIELD	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
1667	BOOTS HULL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	524	NA	0	NA	0	NA	0	NA	0	524	NA
1636	BOOTS KETTERING	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1536	BOOTS LEEDS	296	0.0%	0	NA	262	0.0%	0	NA	0	NA	0	NA	0	NA	558	558	0.0%	0	NA	0	NA	0	NA	558	558	0.0%
1632	BOOTS LEICESTER	296	-50.0%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	296	1,116	-73.5%	0	NA	0	NA	0	NA	296	1,116	-73.5%
1562	BOOTS LEICESTER FOSSE PARK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	558	NA	0	NA	0	NA	0	NA	0	558	NA
1657	BOOTS LINCOLN	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
1839	BOOTS MANSFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1542	BOOTS MILTON KEYNES	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
1799	BOOTS NORWICH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1526	BOOTS NOTTINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	524	NA	0	NA	0	NA	0	NA	0	524	NA
1547	BOOTS PETERBOROUGH	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
1678	BOOTS PETERBOROUGH HAMPTON	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
1701	BOOTS ROTHERHAM	0	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	262	0	NA	0	NA	0	NA	0	NA	262	0	NA
1671	BOOTS SHEFFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1527	BOOTS SHEFFIELD MEADOWHALL	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
1619	BOOTS YORK MONKS CROSS	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
1706	BOOTS YORK CONEY STREET	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
1754	BROWNS BEVERLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	582	NA	0	NA	0	NA	0	NA	0	582	NA
1797	BROWNS GAINSBOROUGH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	582	NA	0	NA	0	NA	0	NA	0	582	NA
1655	BROWNS YORK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	527	NA	0	NA	0	NA	0	NA	0	527	NA
9800	CUTTING COMPANY LOUGHBOROUGH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	231	NA	0	NA	0	NA	0	NA	0	285	NA
5550	DEAN & SMEDLEY PHARMACY ASHBY DE LA ZOUCH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	757	NA	0	NA	0	NA	0	NA	0	757	NA
2885	DEBENHAMS BEDFORD	405	-22.1%	0	NA	134	-82.8%	0	NA	0	NA	0	NA	0	NA	539	1,301	-58.6%	24	NA	0	NA	0	NA	563	1,301	-56.7%
3264	DEBENHAMS BEVERLEY	41	115.8%	0	NA	49	-84.7%	0	NA	0	NA	0	NA	0	NA	90	339	-73.5%	33	NA	0	NA	0	NA	123	339	-63.7%
3229	DEBENHAMS BURY ST EDMUNDS	28	-68.9%	0	NA	83	-70.1%	0	NA	0	NA	0	NA	0	NA	111	368	-69.8%	0	NA	0	NA	0	NA	111	434	-74.4%
2860	DEBENHAMS CAMBRIDGE	321	417.7%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	321	538	-40.3%	0	NA	0	NA	0	NA	321	538	-40.3%
3247	DEBENHAMS CHESTERFIELD	37	-92.6%	0	NA	202	-75.8%	0	NA	0	NA	0	NA	0	NA	239	1,392	-82.8%	0	NA	0	NA	0	NA	239	1,643	-85.5%
3194	DEBENHAMS DONCASTER	109	-75.7%	50	NA	241	-50.6%	58	NA	0	NA	0	NA	0	NA	458	937	-51.1%	0	NA	0	NA	0	NA	458	937	-51.1%
3228	DEBENHAMS GREAT YARMOUTH	62	-79.7%	0	NA	62	-62.9%	0	NA	0	NA	0	NA	0	NA	124	472	-73.7%	0	NA	0	NA	0	NA	124	472	-73.7%
3130	DEBENHAMS HULL	361	-6.0%	51	NA	412	8.1%	0	NA	0	NA	0	NA	0	NA	824	765	7.7%	0	NA	0	NA	0	NA	824	765	7.7%
3033	DEBENHAMS KINGS LYNN	60	122.6%	0	NA	69	-83.0%	0	NA	0	NA	0	NA	0	NA	129	140	-7.9%	0	NA	0	NA	0	NA	129	140	-7.9%
3105	DEBENHAMS LEICESTER	56	-78.0%	23	182.1%	161	-0.6%	0	NA	0	NA	0	NA	0	NA	240	406	-40.9%	0	NA	0	NA	0	NA	240	454	-47.1%
3143	DEBENHAMS LINCOLN	505	-10.6%	27	-51.8%	295	-12.5%	49	NA	0	NA	0	NA	0	NA	876	958	-8.6%	0	NA	0	NA	0	NA	876	1,006	-12.9%
2838	DEBENHAMS MANSFIELD	30	-83.1%	0	NA	202	3.1%	0	NA	0	NA	0	NA	0	NA	232	373	-37.8%	0	NA	0	NA	0	NA	232	445	-47.9%
3133	DEBENHAMS MILTON KEYNES	1,007	172.9%	0	NA	1,101	-47.5%	152	NA	0	NA	0	NA	0	NA	2,260	2,664	-15.2%	0	NA	0	NA	0	NA	2,260	2,828	-20.1%
2941	DEBENHAMS NORTHAMPTON	44	NA	0	NA	333	99.4%	0	NA	0	NA	0	NA	0	NA	377	167	125.7%	104	NA	0	NA	0	NA	481	167	188.0%
2875	DEBENHAMS NORWICH	321	-16.2%	28	NA	344	-32.7%	0	NA	0	NA	0	NA	0	NA	693	928	-25.3%	33	NA	0	NA	0	NA	726	928	-21.8%
2925	DEBENHAMS NOTTINGHAM	376	27.9%	0	NA	68	-71.3%	0	NA	0	NA	0	NA	0	NA	444	559	-20.6%	0	NA	0	NA	0	NA	444	631	-29.6%

MONTH OF FEBRUARY
AREA 71 UMME
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SANDRA HUMPHRIES

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
2916	DEBENHAMS SCARBOROUGH	415	615.5%	36	NA	374	-9.7%	0	NA	0	NA	0	NA	0	NA	825	472	74.8%	24	NA	0	NA	0	NA	849	472	79.9%
3032	DEBENHAMS SCUNTHORPE	18	-94.8%	0	NA	78	-83.3%	0	NA	0	NA	0	NA	0	NA	96	810	-88.1%	0	NA	0	NA	0	NA	96	810	-88.1%
2945	DEBENHAMS SHEFFIELD	12	NA	0	NA	99	-40.7%	0	NA	0	NA	0	NA	0	NA	111	167	-33.5%	0	NA	0	NA	0	NA	111	167	-33.5%
3055	DEBENHAMS SHEFFIELD MEADOWHALL	97	-88.9%	67	NA	584	-75.0%	0	NA	0	NA	0	NA	0	NA	748	3,214	-76.7%	96	NA	0	NA	0	NA	844	3,214	-73.7%
3242	DEBENHAMS WAKEFIELD	0	NA	0	NA	44	-93.4%	54	NA	0	NA	0	NA	0	NA	98	825	-88.1%	24	-90.1%	0	NA	0	NA	122	1,067	-88.6%
3239	DEBENHAMS YORK	28	NA	0	NA	31	-81.4%	78	NA	0	NA	0	NA	0	NA	137	167	-18.0%	0	NA	0	NA	0	NA	137	167	-18.0%
3134	DEBENHAMS YORK MONKS CROSS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	167	NA	0	NA	0	NA	0	NA	0	167	NA
7199	DOWNTOWN SUPERSTORE GRANTHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,374	NA	0	NA	0	NA	0	NA	0	1,456	NA
3870	FENWICK YORK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,564	NA	0	NA	214	NA	0	NA	214	1,628	-86.9%
9101	HILLS DEPARTMENT STORE SPALDING	930	63.7%	0	NA	504	-30.7%	0	NA	0	NA	0	NA	0	NA	1,434	1,295	10.7%	0	NA	105	NA	113	NA	1,652	1,404	17.7%
4760	HOUSE OF FRASER MILTON KEYNES	680	173.1%	11	-69.4%	307	NA	363	NA	0	NA	0	NA	0	NA	1,361	285	377.5%	0	NA	128	NA	0	NA	1,489	294	406.5%
5301	HOUSE OF FRASER NORWICH	832	2211.1%	47	NA	1,170	NA	363	NA	0	NA	0	NA	0	NA	2,412	36	6600.0%	66	175.0%	161	NA	0	NA	2,639	60	4298.3%
5297	HOUSE OF FRASER NOTTINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	66	NA	0	NA	0	NA	0	NA	0	66	NA
5270	HOUSE OF FRASER SHEFFIELD MEADOWHALL	657	-20.8%	187	156.2%	2,056	222.3%	791	NA	0	NA	17	NA	0	NA	3,708	1,493	148.4%	16	NA	589	NA	567	NA	4,880	1,493	226.9%
5355	HURST CHEMIST RIPLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	277	NA	0	NA	0	NA	0	NA	0	359	NA
5470	JARROLD'S NORWICH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	527	NA	0	NA	0	NA	0	NA	0	527	NA
8321	JOHN LEWIS CAMBRIDGE	53	-93.7%	0	NA	147	-84.4%	52	NA	0	NA	0	NA	0	NA	252	1,807	-86.1%	0	NA	0	NA	0	NA	252	1,807	-86.1%
5713	JOHN LEWIS LEICESTER	0	NA	0	NA	97	-79.7%	0	NA	0	NA	0	NA	0	NA	97	775	-87.5%	0	NA	0	NA	0	NA	97	775	-87.5%
5655	JOHN LEWIS MILTON KEYNES	883	-33.1%	0	NA	291	-57.0%	37	NA	0	NA	0	NA	0	NA	1,211	2,090	-42.1%	0	NA	0	NA	0	NA	1,211	2,090	-42.1%
5680	JOHN LEWIS NORWICH	314	-37.2%	0	NA	335	23.6%	283	NA	0	NA	0	NA	0	NA	932	771	20.9%	0	NA	0	NA	0	NA	932	771	20.9%
5615	JOHN LEWIS NOTTINGHAM	99	-86.5%	0	NA	338	-43.9%	0	NA	0	NA	0	NA	0	NA	437	1,370	-68.1%	0	NA	0	NA	0	NA	437	1,370	-68.1%
5675	JOHN LEWIS PETERBOROUGH	21	-98.1%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	21	2,096	-99.0%	0	NA	0	NA	0	NA	21	2,096	-99.0%
5605	JOHN LEWIS SHEFFIELD	256	-78.9%	27	-49.1%	493	113.4%	99	NA	0	NA	0	NA	0	NA	875	1,497	-41.5%	0	NA	0	NA	0	NA	875	1,508	-42.0%
8322	JOHN LEWIS YORK	105	-85.1%	0	NA	28	-96.7%	0	NA	0	NA	0	NA	0	NA	133	1,649	-91.9%	0	NA	0	NA	0	NA	133	1,649	-91.9%
7197	OLDRIDS BOSTON	0	NA	0	NA	-30	-102.7%	0	NA	0	NA	0	NA	0	NA	-30	1,799	-101.7%	0	NA	0	NA	0	NA	-30	1,990	-101.5%
8710	SCENT BOSTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	347	NA	0	NA	0	NA	0	NA	0	401	NA
	SUB-TOTAL	9,755	-47.7%	554	-30.8%	11,226	-56.3%	2,379	NA	0	NA	17	-85.7%	0	NA	23,931	45,206	-47.1%	420	-74.4%	1,197	NA	680	NA	26,228	46,849	-44.0%
	NEW ACCOUNTS																										
1913	BOOTS HULL	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
1918	BOOTS STEVENAGE	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
1926	BOOTS LOUGHBOROUGH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1933	BOOTS NORTHAMPTON	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
1594	BOOTS DONCASTER	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
1704	BOOTS NOTTINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1891	BOOTS NORTHAMPTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1896	BOOTS BEDFORD INTERCHANGE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1904	BOOTS DONCASTER WHEATLEY CENTRE	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
3268	DEBENHAMS STEVENAGE	12	NA	53	NA	172	NA	0	NA	0	NA	17	NA	0	NA	254	0	NA	137	NA	0	NA	0	NA	391	0	NA
5221	HOUSE OF FRASER RUSHDEN RUSHDEN LAKES	132	NA	0	NA	1,074	NA	352	NA	0	NA	0	NA	0	NA	1,558	0	NA	11	NA	253	NA	283	NA	2,105	0	NA
7207	OLDRIDS SCUNTHORPE	246	NA	28	NA	327	NA	0	NA	0	NA	0	NA	0	NA	601	0	NA	0	NA	0	NA	0	NA	601	0	NA
	CLOSED ACCOUNTS																										
3845	FENWICK LEICESTER	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	10,145	-45.6%	635	-20.7%	12,799	-50.1%	2,731	NA	0	NA	34	-71.4%	0	NA	26,344	45,206	-41.7%	568	-65.4%	1,450	NA	963	NA	29,325	46,849	-37.4%

NUMBER OF DOORS TRADING

80

FEBRUARY YTD
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CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
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REGIONAL MANAGER
SANDRA HUMPHRIES

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		A'MEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
545	AUSTINS OF NEWTON ABBOT NEWTON ABBOT	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
620	BANBURYS BARNSTAPLE	1,236	29.6%	70	NA	585	-26.7%	0	NA	0	NA	52	NA	0	NA	1,943	1,752	10.9%	0	NA	187	NA	113	NA	2,243	1,834	22.3%
1080	FENWICK BRACKNELL	641	691.4%	0	NA	687	0.1%	27	NA	0	NA	0	NA	0	NA	1,355	767	76.7%	0	NA	164	NA	0	NA	1,519	874	73.8%
1075	BENTALLS KINGSTON	1,045	-37.5%	465	NA	2,571	92.9%	0	NA	0	NA	0	NA	0	NA	4,081	3,005	35.8%	475	NA	183	NA	167	NA	4,906	3,005	63.3%
1743	BOOTS BATH SOUTHGATE CENTRE	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
1624	BOOTS BOURNEMOUTH	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
1519	BOOTS BRIGHTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1522	BOOTS BRISTOL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	262	NA	0	NA	0	NA	0	NA	0	262	NA
1597	BOOTS BRISTOL CRIBBS CAUSEWAY	296	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	296	0	NA	0	NA	0	NA	0	NA	296	0	NA
1747	BOOTS CHICHESTER	592	NA	0	NA	262	NA	0	NA	0	NA	0	NA	262	NA	854	0	NA	0	NA	0	NA	0	NA	854	0	NA
1791	BOOTS FAREHAM	592	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	854	0	NA	0	NA	0	NA	0	NA	854	0	NA
1534	BOOTS KINGSTON UPON THAMES	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
1573	BOOTS OXFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	524	NA	0	NA	0	NA	0	NA	0	524	NA
1638	BOOTS PLYMOUTH	592	100.0%	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	854	296	188.5%	0	NA	0	NA	0	NA	854	296	188.5%
1628	BOOTS PORTSMOUTH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1578	BOOTS READING	0	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	262	0	NA	0	NA	0	NA	0	NA	262	0	NA
1789	BOOTS SOUTHAMPTON	0	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	262	0	NA	0	NA	0	NA	0	NA	262	0	NA
1596	BOOTS SWINDON	0	NA	0	NA	262	NA	0	NA	0	NA	0	NA	0	NA	262	0	NA	0	NA	0	NA	0	NA	262	0	NA
1548	BOOTS WATFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1762	BOOTS YEOVIL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1923	CAMP HOPSON NEWBURY	729	7.8%	28	115.4%	452	-24.0%	27	NA	0	NA	0	NA	0	NA	1,236	1,264	-2.2%	24	-69.2%	0	NA	0	NA	1,260	1,342	-6.1%
3163	DEBENHAMS BASINGSTOKE	527	-35.8%	56	-39.1%	225	-78.2%	171	NA	0	NA	0	NA	0	NA	979	1,962	-50.1%	108	-45.2%	24	NA	0	NA	1,111	2,159	-48.5%
3238	DEBENHAMS BATH	669	110.4%	106	NA	839	47.5%	39	NA	0	NA	0	NA	0	NA	1,653	887	86.4%	9	NA	0	NA	0	NA	1,662	887	87.4%
3031	DEBENHAMS BOREHAMWOOD	501	67.0%	0	NA	723	19.7%	0	NA	0	NA	0	NA	0	NA	1,224	904	35.4%	0	NA	0	NA	0	NA	1,224	928	31.9%
3030	DEBENHAMS BOURNEMOUTH	824	167.5%	18	NA	802	-15.0%	-39	NA	0	NA	0	NA	0	NA	1,605	1,251	28.3%	81	-64.3%	0	NA	0	NA	1,686	1,478	14.1%
2951	DEBENHAMS BRIGHTON	918	-33.1%	334	78.6%	1,324	-45.2%	0	NA	0	NA	17	NA	0	NA	2,593	3,976	-34.8%	188	89.9%	24	NA	0	NA	2,805	4,075	-31.2%
2870	DEBENHAMS BRISTOL	411	50.5%	91	152.8%	1,023	29.7%	88	NA	0	NA	0	NA	0	NA	1,613	1,098	46.9%	114	72.7%	0	NA	0	NA	1,727	1,164	48.4%
2886	DEBENHAMS CRAWLEY	216	-61.0%	0	NA	829	104.2%	120	NA	0	NA	0	NA	0	NA	1,165	960	21.4%	66	-77.6%	48	NA	0	NA	1,279	1,255	1.9%
3211	DEBENHAMS EXETER	596	19.4%	53	NA	666	139.6%	0	NA	0	NA	0	NA	0	NA	1,315	777	69.2%	147	122.7%	0	NA	0	NA	1,462	843	73.4%
3243	DEBENHAMS FAREHAM	259	-45.7%	0	NA	800	-2.4%	156	NA	0	NA	0	NA	0	NA	1,215	1,297	-6.3%	0	NA	0	NA	0	NA	1,215	1,465	-17.1%
3241	DEBENHAMS FARNBOROUGH	-308	-290.1%	0	NA	-1,293	-704.2%	-606	NA	0	NA	0	NA	0	NA	-2,207	376	-687.0%	-489	NA	-113	NA	0	NA	-2,809	376	-847.1%
2970	DEBENHAMS GUILDFORD	336	-19.4%	0	NA	737	341.3%	0	NA	0	NA	0	NA	0	NA	1,073	584	83.7%	0	NA	0	NA	0	NA	1,073	584	83.7%
2845	DEBENHAMS HARROW	855	3.4%	135	60.7%	1,163	20.0%	27	NA	0	NA	0	NA	0	NA	2,180	1,880	16.0%	0	NA	0	NA	0	NA	2,180	1,880	16.0%
3188	DEBENHAMS HEMEL HEMPSTEAD	531	-24.9%	28	-50.0%	438	-31.0%	39	NA	0	NA	0	NA	0	NA	1,036	1,398	-25.9%	284	NA	0	NA	0	NA	1,320	1,398	-5.6%
2935	DEBENHAMS HOUNSLOW	329	1395.5%	0	NA	507	203.6%	0	NA	0	NA	0	NA	0	NA	836	189	342.3%	0	NA	0	NA	0	NA	836	287	191.3%
2920	DEBENHAMS LUTON	164	-78.1%	27	NA	679	43.6%	0	NA	0	NA	0	NA	0	NA	870	1,221	-28.7%	221	112.5%	0	NA	0	NA	1,091	1,325	-17.7%
3244	DEBENHAMS NEWBURY	488	542.1%	0	NA	492	-0.6%	54	NA	0	NA	0	NA	0	NA	1,034	571	81.1%	0	NA	0	NA	0	NA	1,034	637	62.3%
3091	DEBENHAMS OXFORD	853	-13.7%	109	NA	848	140.2%	0	NA	0	NA	0	NA	0	NA	1,810	1,341	35.0%	66	-64.3%	0	NA	0	NA	1,876	1,526	22.9%
3015	DEBENHAMS PLYMOUTH	1,201	22.9%	137	NA	589	-46.6%	104	NA	0	NA	0	NA	0	NA	2,031	2,079	-2.3%	0	NA	0	NA	0	NA	2,031	2,210	-8.1%
3177	DEBENHAMS PORTSMOUTH	1,765	-26.2%	125	-18.8%	3,112	-10.6%	176	NA	0	NA	34	100.0%	0	NA	5,212	6,044	-13.8%	11	-77.1%	33	NA	0	NA	5,256	6,092	-13.7%

FEBRUARY YTD
AREA 72 RENATA MILLER

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

REGIONAL MANAGER
SANDRA HUMPHRIES

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		A'MEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
3151	DEBENHAMS READING	332	-10.8%	0	NA	696	-14.0%	39	NA	0	NA	0	NA	0	NA	1,067	1,181	-9.7%	24	-94.8%	-164	NA	0	NA	927	1,641	-43.5%
3020	DEBENHAMS SALISBURY	507	123.3%	0	NA	1,051	201.1%	0	NA	0	NA	0	NA	0	NA	1,558	576	170.5%	0	NA	0	NA	0	NA	1,558	609	155.8%
3178	DEBENHAMS SLOUGH	297	NA	0	NA	436	87.9%	0	NA	0	NA	0	NA	0	NA	733	232	215.9%	0	NA	0	NA	0	NA	733	298	146.0%
2915	DEBENHAMS SOUTHAMPTON	851	79.9%	54	NA	568	801.2%	0	NA	0	NA	0	NA	0	NA	1,473	392	275.8%	48	-71.8%	66	NA	0	NA	1,587	562	182.4%
3166	DEBENHAMS SOUTHSEA	460	256.6%	0	NA	821	-1.8%	0	NA	0	NA	0	NA	0	NA	1,281	965	32.7%	122	NA	0	NA	0	NA	1,403	965	45.4%
2950	DEBENHAMS STAINES	621	7.8%	0	NA	359	27.3%	0	NA	0	NA	0	NA	0	NA	980	858	14.2%	0	NA	0	NA	0	NA	980	882	11.1%
3080	DEBENHAMS SWINDON	270	-44.1%	0	NA	574	-9.5%	0	NA	0	NA	0	NA	0	NA	844	1,117	-24.4%	0	NA	0	NA	0	NA	844	1,231	-31.4%
3010	DEBENHAMS TAUNTON	309	1.3%	0	NA	521	19.2%	0	NA	0	NA	0	NA	0	NA	830	742	11.9%	57	NA	0	NA	0	NA	887	742	19.5%
3156	DEBENHAMS TORQUAY	237	-18.3%	0	NA	290	-33.6%	27	NA	0	NA	0	NA	0	NA	554	727	-23.8%	0	NA	0	NA	0	NA	554	727	-23.8%
3187	DEBENHAMS TRURO	1,124	62.0%	81	44.6%	420	-32.8%	0	NA	0	NA	0	NA	0	NA	1,625	1,375	18.2%	0	NA	0	NA	0	NA	1,625	1,423	14.2%
3153	DEBENHAMS WEYMOUTH	842	579.0%	0	NA	746	120.7%	0	NA	0	NA	0	NA	0	NA	1,588	462	243.7%	0	NA	0	NA	0	NA	1,588	623	154.9%
3146	DEBENHAMS WINCHESTER	543	33.1%	107	NA	614	79.0%	0	NA	0	NA	0	NA	0	NA	1,264	751	68.3%	0	NA	0	NA	0	NA	1,264	799	58.2%
3233	DEBENHAMS WITNEY	120	-80.3%	0	NA	390	-32.5%	0	NA	0	NA	0	NA	0	NA	510	1,186	-57.0%	0	NA	0	NA	0	NA	510	1,252	-59.3%
3183	DEBENHAMS WOKING	636	324.0%	0	NA	520	147.6%	27	NA	0	NA	0	NA	0	NA	1,183	360	228.6%	0	NA	0	NA	0	NA	1,183	592	99.8%
3149	DEBENHAMS WORTHING	905	246.7%	35	NA	939	61.1%	0	NA	0	NA	0	NA	0	NA	1,879	844	122.6%	72	9.1%	24	NA	0	NA	1,975	910	117.0%
3207	DESIRE BY DEBENHAMS WALTON	111	-57.6%	0	NA	711	139.4%	0	NA	0	NA	0	NA	0	NA	822	559	47.0%	0	NA	0	NA	0	NA	822	559	47.0%
4765	DICKINS & JONES RICHMOND	607	72.0%	0	NA	975	-28.9%	324	NA	0	NA	34	NA	0	NA	1,940	1,737	11.7%	28	27.3%	128	NA	0	NA	2,096	1,759	19.2%
5110	DINGLES EXETER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,203	NA	0	NA	0	NA	0	NA	0	1,236	NA
5120	DINGLES PLYMOUTH	872	147.7%	74	221.7%	766	-34.7%	485	NA	0	NA	0	NA	0	NA	2,197	1,548	41.9%	-104	-405.9%	128	NA	0	NA	2,221	1,582	40.4%
5312	HOUSE OF FRASER BRISTOL CABOT CIRCUS	589	261.4%	122	713.3%	1,354	21.9%	387	NA	0	NA	0	NA	0	NA	2,452	761	222.2%	52	-65.8%	128	NA	0	NA	2,632	913	188.3%
390	HOUSE OF FRASER GUILDFORD	748	663.3%	71	208.7%	816	-32.4%	297	NA	0	NA	52	0.0%	0	NA	1,984	1,380	43.8%	23	NA	213	NA	0	NA	2,220	1,380	60.9%
5311	HOUSE OF FRASER HIGH WYCOMBE	524	33.0%	118	NA	1,063	-24.7%	501	NA	0	NA	0	NA	0	NA	2,206	1,806	22.1%	11	NA	152	NA	0	NA	2,369	1,806	31.2%
5299	HOUSE OF FRASER READING	877	291.5%	28	NA	834	-30.3%	374	NA	0	NA	17	NA	0	NA	2,130	1,421	49.9%	70	536.4%	201	NA	0	NA	2,401	1,432	67.7%
5670	JOHN LEWIS BRISTOL	538	-6.1%	0	NA	478	-24.1%	0	NA	0	NA	0	NA	0	NA	1,016	1,230	-17.4%	0	NA	0	NA	0	NA	1,016	1,230	-17.4%
5816	JOHN LEWIS EXETER	614	102.0%	27	-81.8%	208	-69.9%	0	NA	0	NA	0	NA	0	NA	849	1,142	-25.7%	0	NA	0	NA	0	NA	849	1,142	-25.7%
5812	JOHN LEWIS HIGH WYCOMBE	1,421	7.2%	0	NA	1,127	10.2%	85	NA	0	NA	0	NA	0	NA	2,633	2,416	9.0%	0	NA	0	NA	0	NA	2,633	2,416	9.0%
5700	JOHN LEWIS KINGSTON	698	-42.2%	68	151.9%	847	-19.3%	0	NA	0	NA	0	NA	0	NA	1,613	2,285	-29.4%	0	NA	0	NA	0	NA	1,613	2,285	-29.4%
5610	JOHN LEWIS READING	905	-47.9%	0	NA	652	25.1%	73	NA	0	NA	0	NA	0	NA	1,630	2,257	-27.8%	0	NA	0	NA	0	NA	1,630	2,257	-27.8%
5640	JOHN LEWIS SOUTHAMPTON	1,441	75.7%	68	NA	687	-7.0%	0	NA	0	NA	0	NA	0	NA	2,196	1,559	40.9%	0	NA	0	NA	0	NA	2,196	1,559	40.9%
5690	JOHN LEWIS WATFORD	642	-45.8%	0	NA	636	-43.5%	0	NA	0	NA	0	NA	0	NA	1,278	2,390	-46.5%	0	NA	0	NA	0	NA	1,278	2,390	-46.5%
405	JOLLYS BATH	257	1876.9%	0	NA	647	-54.4%	270	NA	0	NA	17	NA	0	NA	1,191	1,433	-16.9%	0	NA	128	NA	0	NA	1,319	1,445	-8.7%
7556	THE PERFUMERY AT LYMINGTON LYMINGTON	469	421.1%	0	NA	217	25.4%	0	NA	0	NA	0	NA	0	NA	686	263	160.8%	0	NA	0	NA	0	NA	686	345	98.8%
	SUB-TOTAL	36,225	22.2%	2,635	139.3%	41,333	-3.9%	3,272	NA	0	NA	223	159.3%	0	NA	83,688	73,823	13.4%	1,708	-55.9%	1,554	NA	280	NA	87,230	77,698	12.3%
NEW ACCOUNTS																											
1911	BOOTS CRAWLEY	887	NA	0	NA	786	NA	0	NA	0	NA	0	NA	0	NA	1,673	0	NA	0	NA	0	NA	0	NA	1,673	0	NA
1613	BOOTS EXETER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1803	BOOTS FAREHAM WHITELEY VILL SC	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1659	BOOTS ST ALBANS	0	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	524	0	NA	0	NA	0	NA	0	NA	524	0	NA
1796	BOOTS ST ALBANS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1689	BOOTS STAINES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1626	BOOTS WORTHING	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
5691	JOHN LEWIS OXFORD QUEEN STREET	922	NA	0	NA	861	NA	0	NA	0	NA	0	NA	0	NA	1,783	0	NA	0	NA	0	NA	0	NA	1,783	0	NA
CLOSED ACCOUNTS																											
3875	FENWICK WINDSOR	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	1,093	NA	0	NA	0	NA	0	NA	0	1,157	NA
	TOTAL	38,034	26.9%	2,635	139.3%	43,504	-0.6%	3,272	NA	0	NA	223	159.3%	0	NA	87,668	74,916	17.0%	1,708	-56.6%	1,554	NA	280	NA	91,210	78,855	15.7%

NUMBER OF DOORS TRADING

81

MONTH OF FEBRUARY
AREA 72 RENATA
MILLER

REGIONAL MANAGER
SANDRA HUMPHRIES

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
545	AUSTINS OF NEWTON ABBOT NEWTON ABBOT	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
620	BANBURY'S BARNSTAPLE	1,105	48.3%	70	NA	585	-0.3%	0	NA	0	NA	52	NA	0	NA	1,812	1,332	36.0%	0	NA	187	NA	113	NA	2,112	1,332	58.6%
1080	FENWICK BRACKNELL	0	NA	0	NA	398	-22.9%	0	NA	0	NA	0	NA	0	NA	398	516	-22.9%	0	NA	164	NA	0	NA	562	623	-9.8%
1075	BENTALLS KINGSTON	0	NA	174	NA	655	-17.4%	0	NA	0	NA	0	NA	0	NA	829	2,095	-60.4%	258	NA	183	NA	167	NA	1,437	2,095	-31.4%
1743	BOOTS BATH SOUTHGATE CENTRE	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
1624	BOOTS BOURNEMOUTH	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
1519	BOOTS BRIGHTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1522	BOOTS BRISTOL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	262	NA	0	NA	0	NA	0	NA	0	262	NA
1597	BOOTS BRISTOL CRIBBS CAUSEWAY	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
1747	BOOTS CHICHESTER	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
1791	BOOTS FAREHAM	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
1534	BOOTS KINGSTON UPON THAMES	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
1573	BOOTS OXFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	524	NA	0	NA	0	NA	0	NA	0	524	NA
1638	BOOTS PLYMOUTH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	296	NA	0	NA	0	NA	0	NA	0	296	NA
1628	BOOTS PORTSMOUTH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1578	BOOTS READING	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
1789	BOOTS SOUTHAMPTON	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
1596	BOOTS SWINDON	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
1548	BOOTS WATFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1762	BOOTS YEOVIL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1923	CAMP HOPSON NEWBURY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	411	NA	0	NA	0	NA	0	NA	0	411	NA
3163	DEBENHAMS BASINGSTOKE	87	-81.5%	56	55.6%	171	-72.7%	93	NA	0	NA	0	NA	0	NA	407	1,133	-64.1%	24	-81.7%	0	NA	0	NA	431	1,264	-65.9%
3238	DEBENHAMS BATH	131	-55.0%	53	NA	183	-62.8%	39	NA	0	NA	0	NA	0	NA	406	783	-48.1%	9	NA	0	NA	0	NA	415	783	-47.0%
3031	DEBENHAMS BOREHAMWOOD	321	43.3%	0	NA	281	-45.6%	0	NA	0	NA	0	NA	0	NA	602	741	-18.8%	0	NA	0	NA	0	NA	602	765	-21.3%
3030	DEBENHAMS BOURNEMOUTH	16	-94.8%	-35	NA	-10	-101.1%	-39	NA	0	NA	0	NA	0	NA	-68	1,251	-105.4%	0	NA	0	NA	0	NA	-68	1,478	-104.6%
2951	DEBENHAMS BRIGHTON	204	-73.9%	157	5.4%	131	-92.1%	0	NA	0	NA	0	NA	0	NA	492	2,585	-81.0%	128	93.9%	0	NA	0	NA	620	2,651	-76.6%
2870	DEBENHAMS BRISTOL	13	NA	63	NA	131	-21.6%	49	NA	0	NA	0	NA	0	NA	256	167	53.3%	81	NA	0	NA	0	NA	337	167	101.8%
2886	DEBENHAMS CRAWLEY	0	NA	0	NA	196	-30.7%	54	NA	0	NA	0	NA	0	NA	250	787	-68.2%	0	NA	0	NA	0	NA	250	984	-74.6%
3211	DEBENHAMS EXETER	20	-78.5%	0	NA	69	-75.2%	0	NA	0	NA	0	NA	0	NA	89	371	-76.0%	24	-27.3%	0	NA	0	NA	113	404	-72.0%
3243	DEBENHAMS FAREHAM	56	-78.8%	0	NA	112	-77.1%	78	NA	0	NA	0	NA	0	NA	246	753	-67.3%	0	NA	0	NA	0	NA	246	849	-71.0%
3241	DEBENHAMS FARNBOROUGH	-308	-631.0%	0	NA	-1,293	-704.2%	-606	NA	0	NA	0	NA	0	NA	-2,207	272	-911.4%	-489	NA	-113	NA	0	NA	-2,809	272	-1132.7%
2970	DEBENHAMS GUILDFORD	54	-82.3%	0	NA	72	-56.9%	0	NA	0	NA	0	NA	0	NA	126	472	-73.3%	0	NA	0	NA	0	NA	126	472	-73.3%
2845	DEBENHAMS HARROW	122	-61.4%	28	0.0%	503	-35.3%	27	NA	0	NA	0	NA	0	NA	680	1,122	-39.4%	0	NA	0	NA	0	NA	680	1,122	-39.4%
3188	DEBENHAMS HEMEL HEMPSTEAD	12	-92.2%	0	NA	31	-88.3%	0	NA	0	NA	0	NA	0	NA	43	476	-91.0%	48	NA	0	NA	0	NA	91	476	-80.9%
2935	DEBENHAMS HOUNSLOW	0	NA	0	NA	118	-29.3%	0	NA	0	NA	0	NA	0	NA	118	167	-29.3%	0	NA	0	NA	0	NA	118	167	-29.3%
2920	DEBENHAMS LUTON	60	-81.1%	0	NA	163	-42.4%	0	NA	0	NA	0	NA	0	NA	223	600	-62.8%	9	NA	0	NA	0	NA	232	600	-61.3%
3244	DEBENHAMS NEWBURY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	437	NA	0	NA	0	NA	0	NA	0	437	NA
3091	DEBENHAMS OXFORD	359	8.1%	0	NA	172	-38.1%	0	NA	0	NA	0	NA	0	NA	531	610	-13.0%	0	NA	0	NA	0	NA	531	747	-28.9%
3015	DEBENHAMS PLYMOUTH	663	85.2%	0	NA	153	-55.5%	0	NA	0	NA	0	NA	0	NA	816	702	16.2%	0	NA	0	NA	0	NA	816	702	16.2%
3177	DEBENHAMS PORTSMOUTH	459	-61.5%	27	-3.6%	1,166	-31.5%	0	NA	0	NA	34	NA	0	NA	1,686	2,924	-42.3%	0	NA	0	NA	0	NA	1,686	2,924	-42.3%

MONTH OF FEBRUARY
AREA 72 RENATA
MILLER

REGIONAL MANAGER
SANDRA HUMPHRIES

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - TRADE

NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
3151	DEBENHAMS READING	87	-68.0%	0	NA	31	-89.9%	0	NA	0	NA	0	NA	0	NA	118	579	-79.6%	0	NA	0	NA	0	NA	118	836	-85.9%
3020	DEBENHAMS SALISBURY	69	NA	0	NA	341	104.2%	0	NA	0	NA	0	NA	0	NA	410	167	145.5%	0	NA	0	NA	0	NA	410	167	145.5%
3178	DEBENHAMS SLOUGH	28	NA	0	NA	86	-48.5%	0	NA	0	NA	0	NA	0	NA	114	167	-31.7%	0	NA	0	NA	0	NA	114	167	-31.7%
2915	DEBENHAMS SOUTHAMPTON	357	3145.5%	27	NA	171	2.4%	0	NA	0	NA	0	NA	0	NA	555	178	211.8%	0	NA	0	NA	0	NA	555	267	107.9%
3166	DEBENHAMS SOUTHSEA	-55	NA	0	NA	95	-65.8%	0	NA	0	NA	0	NA	0	NA	40	278	-85.6%	24	NA	0	NA	0	NA	64	278	-77.0%
2950	DEBENHAMS STAINES	47	-84.6%	0	NA	69	-58.7%	0	NA	0	NA	0	NA	0	NA	116	472	-75.4%	0	NA	0	NA	0	NA	116	472	-75.4%
3080	DEBENHAMS SWINDON	18	-60.0%	0	NA	99	-72.8%	0	NA	0	NA	0	NA	0	NA	117	409	-71.4%	0	NA	0	NA	0	NA	117	457	-74.4%
3010	DEBENHAMS TAUNTON	0	NA	0	NA	69	-58.7%	0	NA	0	NA	0	NA	0	NA	69	472	-85.4%	57	NA	0	NA	0	NA	126	472	-73.3%
3156	DEBENHAMS TORQUAY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	167	NA	0	NA	0	NA	0	NA	0	167	NA
3187	DEBENHAMS TRURO	418	19.1%	53	-5.4%	83	-72.0%	0	NA	0	NA	0	NA	0	NA	554	703	-21.2%	0	NA	0	NA	0	NA	554	703	-21.2%
3153	DEBENHAMS WEYMOUTH	408	229.0%	0	NA	302	-10.7%	0	NA	0	NA	0	NA	0	NA	710	462	53.7%	0	NA	0	NA	0	NA	710	623	14.0%
3146	DEBENHAMS WINCHESTER	321	5.2%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	321	583	-44.9%	0	NA	0	NA	0	NA	321	583	-44.9%
3233	DEBENHAMS WITNEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	626	NA	0	NA	0	NA	0	NA	0	692	NA
3183	DEBENHAMS WOKING	79	315.8%	0	NA	30	-85.7%	0	NA	0	NA	0	NA	0	NA	109	229	-52.4%	0	NA	0	NA	0	NA	109	357	-69.5%
3149	DEBENHAMS WORTHING	339	NA	0	NA	341	-22.0%	0	NA	0	NA	0	NA	0	NA	680	437	55.6%	24	NA	0	NA	0	NA	704	437	61.1%
3207	DESIRE BY DEBENHAMS WALTON	85	-39.3%	0	NA	120	-28.1%	0	NA	0	NA	0	NA	0	NA	205	307	-33.2%	0	NA	0	NA	0	NA	205	307	-33.2%
4765	DICKINS & JONES RICHMOND	394	936.8%	0	NA	818	408.1%	324	NA	0	NA	34	NA	0	NA	1,570	211	644.1%	28	154.5%	128	NA	0	NA	1,726	222	677.5%
5110	DINGLES EXETER	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
5120	DINGLES PLYMOUTH	659	87.2%	74	NA	609	1864.5%	485	NA	0	NA	0	NA	0	NA	1,827	383	377.0%	-104	-405.9%	128	NA	0	NA	1,851	417	343.9%
5312	HOUSE OF FRASER BRISTOL CABOT CIRCUS	252	164.8%	122	438.9%	1,041	NA	387	NA	0	NA	0	NA	0	NA	1,802	-425	524.0%	52	-45.3%	128	NA	0	NA	1,982	-330	700.6%
390	HOUSE OF FRASER GUILDFORD	535	445.9%	71	208.7%	503	NA	297	NA	0	NA	52	NA	0	NA	1,458	121	1105.0%	23	NA	213	NA	0	NA	1,694	121	1300.0%
5311	HOUSE OF FRASER HIGH WYCOMBE	311	0.6%	118	NA	750	177.8%	501	NA	0	NA	0	NA	0	NA	1,680	579	190.2%	11	NA	152	NA	0	NA	1,843	579	218.3%
5299	HOUSE OF FRASER READING	664	526.4%	28	NA	521	613.7%	374	NA	0	NA	17	NA	0	NA	1,604	179	796.1%	70	NA	201	NA	0	NA	1,875	179	947.5%
5670	JOHN LEWIS BRISTOL	11	-98.1%	0	NA	328	-47.9%	0	NA	0	NA	0	NA	0	NA	339	1,230	-72.4%	0	NA	0	NA	0	NA	339	1,230	-72.4%
5816	JOHN LEWIS EXETER	59	-80.6%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	59	1,142	-94.8%	0	NA	0	NA	0	NA	59	1,142	-94.8%
5812	JOHN LEWIS HIGH WYCOMBE	193	-85.4%	0	NA	190	-81.4%	85	NA	0	NA	0	NA	0	NA	468	2,416	-80.6%	0	NA	0	NA	0	NA	468	2,416	-80.6%
5700	JOHN LEWIS KINGSTON	36	-97.0%	0	NA	561	-46.6%	0	NA	0	NA	0	NA	0	NA	597	2,285	-73.9%	0	NA	0	NA	0	NA	597	2,285	-73.9%
5610	JOHN LEWIS READING	310	-9.9%	0	NA	317	-39.2%	73	NA	0	NA	0	NA	0	NA	700	865	-19.1%	0	NA	0	NA	0	NA	700	865	-19.1%
5640	JOHN LEWIS SOUTHAMPTON	202	-76.0%	0	NA	373	-67.2%	0	NA	0	NA	0	NA	0	NA	575	2,005	-71.3%	0	NA	0	NA	0	NA	575	2,005	-71.3%
5690	JOHN LEWIS WATFORD	87	-92.7%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	87	2,390	-96.4%	0	NA	0	NA	0	NA	87	2,390	-96.4%
405	JOLLYS BATH	44	NA	0	NA	490	1156.4%	270	NA	0	NA	17	NA	0	NA	821	39	2005.1%	0	NA	128	NA	0	NA	949	39	2333.3%
7556	THE PERFUMERY AT LYMINGTON LYMINGTON	0	NA	0	NA	157	-9.2%	0	NA	0	NA	0	NA	0	NA	157	263	-40.3%	0	NA	0	NA	0	NA	157	263	-40.3%
	SUB-TOTAL	9,332	-45.2%	1,086	53.8%	12,482	-48.0%	2,491	NA	0	NA	206	NA	0	NA	25,597	41,708	-38.6%	277	-85.5%	1,499	NA	280	NA	27,653	43,615	-36.6%
	NEW ACCOUNTS																										
1911	BOOTS CRAWLEY	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
1613	BOOTS EXETER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1803	BOOTS FAREHAM WHITELEY VILL SC	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1659	BOOTS ST ALBANS	0	NA	0	NA	524	NA	0	NA	0	NA	0	NA	0	NA	524	0	NA	0	NA	0	NA	0	NA	524	0	NA
1796	BOOTS ST ALBANS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1689	BOOTS STAINES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
1626	BOOTS WORTHING	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
5691	JOHN LEWIS OXFORD QUEEN STREET	80	NA	0	NA	118	NA	0	NA	0	NA	0	NA	0	NA	198	0	NA	0	NA	0	NA	0	NA	198	0	NA
	CLOSED ACCOUNTS																										
3875	FENWICK WINDSOR	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	164	NA	0	NA	0	NA	0	NA	0	164	NA
	TOTAL	9,412	-44.7%	1,086	53.8%	13,124	-45.7%	2,491	NA	0	NA	206	NA	0	NA	26,319	41,872	-37.1%	277	-85.5%	1,499	NA	280	NA	28,375	43,779	-35.2%

NUMBER OF DOORS TRADING

FEBRUARY YTD
 AREA 88 THE
 PERFUME SHOP
 REGIONAL MANAGER
 PETER JAJCAY

CLARINS FRAGRANCE GROUP
 STORES PERFORMANCE REPORT
 2018 vs 2017

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		A'MEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
7778	PERFUME SHOP (BASICS) HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
7782	THE PERFUME SHOP NI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
7776	PERFUME SHOP DUNSTABLE	429,268	11.7%	23,986	5.9%	554,348	1.2%	8,254	NA	0	NA	540	NA	-42	NA	1,016,354	954,731	6.5%	8,890	-64.6%	172	NA	0	NA	1,025,416	979,825	4.7%
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		429,268	11.7%	23,986	5.9%	554,348	1.2%	8,254	NA	0	NA	540	NA	-42	NA	1,016,354	954,731	6.5%	8,890	-64.6%	172	NA	0	NA	1,025,416	979,825	4.7%
TOTAL NORTHERN IRELAND		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

NUMBER OF DOORS TRADING

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MONTH OF FEBRUARY
 AREA 88 THE
 PERFUME SHOP
 REGIONAL MANAGER
 PETER JAJCAY

CLARINS FRAGRANCE GROUP
 STORES PERFORMANCE REPORT
 2018 vs 2017

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
7778	PERFUME SHOP (BASICS) HIGH WYCOMBE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
7782	THE PERFUME SHOP NI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
7776	PERFUME SHOP DUNSTABLE	91,025	1005.6%	4,170	-56.9%	104,730	133.5%	2,231	NA	0	NA	0	NA	-42	NA	202,114	62,749	222.1%	0	NA	0	NA	0	NA	202,114	62,737	222.2%
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		91,025	1005.6%	4,170	-56.9%	104,730	133.5%	2,231	NA	0	NA	0	NA	-42	NA	202,114	62,749	222.1%	0	NA	0	NA	0	NA	202,114	62,737	222.2%
TOTAL NORTHERN IRELAND		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

NUMBER OF DOORS TRADING

215

**FEBRUARY YTD
AREA 97 THE
FRAGRANCE SHOP**

**REGIONAL MANAGER
LINDSAY HASTON**

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

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		A'MEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
4107	THE FRAGRANCE SHOP MANCHESTER	18,716	-64.1%	2,300	-54.1%	58,263	-48.3%	9,196	NA	0	NA	0	NA	-12	NA	88,463	169,894	-47.9%	-56	-109.6%	22,594	NA	22,379	NA	133,380	170,479	-21.8%
TOTAL		18,716	-64.1%	2,300	-54.1%	58,263	-48.3%	9,196	NA	0	NA	0	NA	-12	NA	88,463	169,894	-47.9%	-56	-109.6%	22,594	NA	22,379	NA	133,380	170,479	-21.8%

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 - TRADE

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
4107	THE FRAGRANCE SHOP MANCHESTER	17,117	16.1%	1,725	-30.3%	19,987	-57.0%	9,196	NA	0	NA	0	NA	-12	NA	48,013	63,721	-24.7%	-56	-109.6%	22,594	NA	22,379	NA	92,930	64,306	44.5%
TOTAL		17,117	16.1%	1,725	-30.3%	19,987	-57.0%	9,196	NA	0	NA	0	NA	-12	NA	48,013	63,721	-24.7%	-56	-109.6%	22,594	NA	22,379	NA	92,930	64,306	44.5%

NUMBER OF DOORS TRADING 147

**FEBRUARY YTD
INTERNET
ACCOUNTS**

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

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		A'MEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL_CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
1621	BOOTS.COM NOTTINGHAM	0	NA	0	NA	230	NA	0	NA	0	NA	0	NA	0	NA	230	4,052	-94.3%	0	NA	0	NA	0	NA	230	4,052	-94.3%
3093	DEBENHAMS.COM SHERBURN	6,652	-29.0%	1,118	-51.5%	6,680	-41.5%	58	NA	0	NA	34	NA	0	NA	14,542	23,099	-37.0%	0	NA	0	NA	0	NA	14,542	23,099	-37.0%
5314	HOF.CO.UK	1,280	30.6%	301	-13.3%	2,945	-2.4%	117	NA	0	NA	0	NA	0	NA	4,643	4,344	6.9%	28	-88.6%	426	NA	340	NA	5,437	4,589	18.5%
10675	MUGLER STORE.COM	11,294	-41.6%	2,451	-74.4%	13,033	-8.9%	2,406	NA	541	-44.5%	310	-57.2%	864	-87.1%	30,899	51,607	-40.1%	0	NA	0	NA	0	NA	30,899	51,607	-40.1%
8683	SELFRIDGES.CO.UK	627	121.6%	116	NA	572	-24.9%	104	NA	0	NA	30	-51.6%	0	NA	1,449	1,107	30.9%	301	NA	0	NA	0	NA	1,750	1,107	58.1%
	SUB-TOTAL	19,853	-41.7%	3,986	-67.4%	23,460	-20.5%	2,685	NA	541	-44.5%	374	-52.4%	864	-87.1%	51,763	84,209	-38.5%	329	34.3%	426	NA	340	NA	52,858	84,454	-37.4%
	OTHER / NON SEPERATED TRADE ACCOUNTS																										
47550	HARRODS.COM LONDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
5813	JOHN LEWIS.COM MAGNA PARK	3,048	-42.4%	317	-38.4%	4,278	-46.8%	867	NA	0	NA	0	NA	0	NA	8,510	13,702	-37.9%	38	-96.8%	0	NA	0	NA	8,548	14,899	-42.6%
	TOTAL	22,901	-41.8%	4,303	-66.2%	27,738	-26.1%	3,552	NA	541	-44.5%	374	-52.4%	864	-86.8%	60,273	97,911	-38.4%	367	-74.5%	426	NA	340	NA	61,406	99,353	-38.2%

MONTH OF FEBRUARY
INTERNET ACCOUNTS

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL_CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
1621	BOOTS.COM NOTTINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	4,052	NA	0	NA	0	NA	0	NA	0	4,052	NA
3093	DEBENHAMS.COM SHERBURN	222	-88.5%	210	-75.7%	357	-94.7%	0	NA	0	NA	34	NA	0	NA	823	9,485	-91.3%	0	NA	0	NA	0	NA	823	9,485	-91.3%
5314	HOF.CO.UK	853	50.4%	301	181.3%	1,498	160.1%	117	NA	0	NA	0	NA	0	NA	2,769	1,250	121.5%	28	NA	426	NA	340	NA	3,563	1,250	185.0%
10675	MUGLER STORE.COM	3,527	-54.5%	809	-79.3%	4,340	-16.6%	1,356	NA	305	-59.1%	151	-61.4%	536	-83.9%	11,023	21,341	-48.3%	0	NA	0	NA	0	NA	11,023	21,341	-48.3%
8683	SELFRIDGES.CO.UK	343	217.6%	47	NA	225	-10.0%	69	NA	0	NA	30	NA	0	NA	714	358	99.4%	301	NA	0	NA	0	NA	1,015	358	183.5%
	SUB-TOTAL	4,945	-65.7%	1,367	-72.0%	6,420	-49.5%	1,542	NA	305	-59.1%	215	-45.0%	536	-83.9%	15,329	36,486	-58.0%	329	NA	426	NA	340	NA	16,424	36,486	-55.0%
	OTHER / NON SEPERATED TRADE ACCOUNTS																										
47550	HARRODS.COM LONDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	0	NA
5813	JOHN LEWIS.COM MAGNA PARK	1,023	-67.3%	250	-10.1%	3,663	-13.1%	690	NA	0	NA	0	NA	0	NA	5,626	7,473	-24.7%	11	-97.4%	0	NA	0	NA	5,637	7,902	-28.7%
	TOTAL	5,968	-66.0%	1,617	-68.7%	10,083	-40.5%	2,232	NA	305	-59.1%	215	-45.0%	536	-83.1%	20,955	43,959	-52.3%	340	-20.7%	426	NA	340	NA	22,061	44,388	-50.3%

**FEBRUARY YTD
AREA 90 HEAD OFFICE
ACCOUNTS**

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

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	ANGEL		A'MEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
1541	BOOTS GROUP HEAD OFFICE ACCCOUNT	-81,482	-12.9%	0	NA	-163,881	-184.3%	0	NA	0	NA	0	NA	0	NA	-245,363	-129,783	-89.1%	-100,800	NA	0	NA	0	NA	-346,163	-129,783	-166.7%
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	-18,131	43.5%	-1,055	66.5%	-14,996	-116.6%	-27,187	NA	0	NA	0	NA	0	NA	-61,369	-42,146	-45.6%	-20,542	NA	-13,391	NA	0	NA	-95,302	-42,146	-126.1%
3881	FENWICK HEAD OFFICE ACCOUNTS	-1,821	-262.7%	-160	-180.7%	-1,360	-1378.3%	-1,729	NA	0	NA	0	NA	0	NA	-5,070	-651	-678.8%	-170	NA	-452	NA	0	NA	-5,692	-651	-774.3%
4477	GORDONS CHEMIST H/O ACCOUNT	-443	NA	0	NA	-998	NA	0	NA	0	NA	0	NA	0	NA	-1,441	0	NA	-543	NA	-472	NA	0	NA	-2,456	0	NA
4781	HARRODS HEAD OFFICE ACCOUNTS	-15,837	-1164.9%	-1,035	93.8%	-19,597	-1292.8%	0	NA	0	NA	0	NA	0	NA	-36,469	-61,522	40.7%	0	NA	0	NA	0	NA	-36,469	-61,522	40.7%
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	-1,703	NA	0	NA	0	NA	0	NA	0	NA	-1,703	0	NA	0	NA	0	NA	0	NA	-1,703	0	NA
8681	SELFREDGES HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	-1,074	NA	0	NA	0	NA	0	NA	0	-1,074	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	113	-77.1%	35	66.7%	836	60.2%	117	NA	0	NA	52	100.0%	0	NA	1,153	1,063	8.5%	125	-23.8%	25	NA	0	NA	1,303	1,227	6.2%
4109	TFS BUYING EXPENSE ACCOUNT (H/O)	-27,941	-194.2%	-486	-9.0%	-24,022	-1175.7%	0	NA	0	NA	0	NA	0	NA	-52,449	-11,825	-343.5%	-9,430	NA	-6,347	NA	0	NA	-68,226	-11,825	-477.0%
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	-266,995	-702.5%	-1,296	51.0%	-57,218	50.3%	0	NA	0	NA	0	NA	0	NA	-325,509	-150,990	-115.6%	-18,994	NA	-11,547	NA	0	NA	-356,050	-150,990	-135.8%
10389	WESTEX STAFF SALES HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	110	NA	0	NA	0	NA	0	NA	0	110	NA
TOTAL		-412,537	-177.2%	-3,997	82.7%	-282,939	-54.8%	-28,799	NA	0	NA	52	103.5%	0	NA	-728,220	-396,818	-83.5%	-150,354	-91779.3%	-32,184	NA	0	NA	-910,758	-396,654	-129.6%

MONTH OF FEBRUARY
AREA 90 HEAD OFFICE
ACCOUNTS

CLARINS FRAGRANCE GROUP
STORES PERFORMANCE REPORT
2018 vs 2017

MONTH - TRADE

ACT NBER	NAME OF STORE:	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		TOTAL CFG		
		2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr	2018	% Incr	2018	% Incr	2018	% Incr	2018	2017	% Incr
1541	BOOTS GROUP HEAD OFFICE ACCOUNT	-74,313	-3.0%	0	NA	-161,551	-180.3%	0	NA	0	NA	0	NA	0	NA	-235,864	-129,783	-81.7%	-100,800	NA	0	NA	0	NA	-336,664	-129,783	-159.4%
1651	BOOTS WAREHOUSE DELIVERIES 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
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	-18,131	43.5%	-1,055	66.5%	-14,996	-116.6%	-27,187	NA	0	NA	0	NA	0	NA	-61,369	-42,146	-45.6%	-20,542	NA	-13,391	NA	0	NA	-95,302	-42,146	-126.1%
3881	FENWICK HEAD OFFICE ACCOUNTS	-1,821	-262.7%	-160	-180.7%	-1,360	-1378.3%	-1,729	NA	0	NA	0	NA	0	NA	-5,070	-651	-678.8%	-170	NA	-452	NA	0	NA	-5,692	-651	-774.3%
4477	GORDONS CHEMIST H/O ACCOUNT	-443	NA	0	NA	-998	NA	0	NA	0	NA	0	NA	0	NA	-1,441	0	NA	-543	NA	-472	NA	0	NA	-2,456	0	NA
4781	HARRODS HEAD OFFICE ACCOUNTS	-15,837	-1164.9%	-1,035	93.8%	-19,597	-1292.8%	0	NA	0	NA	0	NA	0	NA	-36,469	-61,522	40.7%	0	NA	0	NA	0	NA	-36,469	-61,522	40.7%
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	-1,703	NA	0	NA	0	NA	0	NA	0	NA	-1,703	0	NA	0	NA	0	NA	0	NA	-1,703	0	NA
8681	SELFRIDGES HEAD OFFICE ACCOUNTS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	-1,074	NA	0	NA	0	NA	0	NA	0	-1,074	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	113	-77.1%	35	66.7%	836	60.2%	117	NA	0	NA	52	100.0%	0	NA	1,153	1,063	8.5%	125	-23.8%	25	NA	0	NA	1,303	1,227	6.2%
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	110	NA	0	NA	0	NA	0	NA	0	110	NA
TOTAL		-110,432	-4.1%	-2,215	88.9%	-199,369	-203.2%	-28,799	NA	0	NA	52	103.5%	0	NA	-340,763	-234,003	-45.6%	-121,930	-74447.6%	-14,290	NA	0	NA	-476,983	-233,839	-104.0%