

CLARINS (UK) LTD

Counter (Includes Commission Chemists)

	Counter Sales	New Customer Visits	Existing Customer Visits	Total Customer Visits	Average Sale
1998	52,413,175	545,451	844,817	1,390,268	37.70
1999	59,464,847	615,528	951,951	1,567,479	37.94
2000	65,681,716	691,145	1,012,515	1,703,660	38.55
2001	75,978,178	784,816	1,133,064	1,917,880	39.62
2002	86,148,382	617,134	1,491,371	2,108,505	40.86
2003	96,837,872	482,705	1,910,875	2,393,580	40.46
2004	104,042,755	420,025	2,079,687	2,499,712	41.62
2005	111,388,800	419,097	2,164,922	2,584,019	43.11
2006	113,182,175	375,920	2,098,551	2,474,471	45.74
2007	117,286,475	383,958	2,098,803	2,482,761	47.24
2008	118,090,113	445,819	2,037,883	2,483,702	47.55
2009	121,330,720	460,562	2,030,994	2,491,556	48.70
2010	127,883,232	443,043	1,937,539	2,380,582	53.72
2011	133,783,014	459,570	1,910,433	2,370,003	56.45
2012	138,494,080	464,522	1,980,830	2,445,352	56.64
2013	139,782,876	432,445	1,927,980	2,360,425	59.22
2014	142,368,012	439,352	1,913,246	2,352,598	60.52
2015	146,730,779	471,291	1,909,612	2,380,903	61.63
2016	141,833,030	449,483	1,850,538	2,300,021	61.67
2017	134,770,335	431,492	1,720,136	2,151,628	62.64
2017 FEBRUARY YTD	18,645,514	61,973	250,694	312,667	59.63
2018 FEBRUARY YTD	17,406,594	51,952	236,100	288,052	60.43

Skin Spa

	Treatment Retail Sales	Treatment Sales	New Customer Visits	Existing Customer Visits	Total Customer Visits	Average Treatment Retail Sale	Average Treatment Sale
1998	1,948,347	2,734,028	50,997	66,152	117,149	16.63	23.34
1999	2,615,454	3,492,363	60,197	77,077	137,274	19.05	25.44
2000	2,716,981	3,929,957	60,488	82,702	143,190	18.97	27.45
2001	2,617,317	4,487,872	62,341	82,325	144,666	18.09	31.02
2002	2,610,407	4,583,257	82,417	80,015	162,432	16.07	28.22
2003	2,705,386	4,634,508	76,701	69,613	146,314	18.49	31.68
2004	2,982,519	4,758,941	68,386	72,231	140,617	21.21	33.84
2005	3,044,963	4,671,555	56,846	76,085	132,931	22.91	35.14
2006	3,408,111	5,074,367	58,137	83,328	141,465	24.09	35.87
2007	3,622,595	5,211,389	62,982	91,777	154,759	23.41	33.67
2008	3,629,465	5,629,255	60,135	96,693	156,828	23.14	35.89
2009	3,690,226	5,719,145	72,111	107,013	179,124	20.60	31.93
2010	3,808,803	5,685,437	48,469	111,427	159,896	23.82	35.56
2011	3,988,199	5,816,822	45,162	111,560	156,722	25.45	37.12
2012	4,094,766	6,491,594	43,919	116,685	160,604	25.50	40.42
2013	4,077,718	6,704,810	43,421	116,144	159,565	25.56	42.02
2014	3,672,242	6,753,540	41,885	117,982	159,867	22.97	42.24
2015	3,561,518	7,105,437	41,043	124,383	165,426	21.53	42.95
2016	3,357,622	6,814,375	41,738	120,587	162,325	20.68	41.98
2017	3,059,872	5,989,282	63,573	110,616	174,189	17.57	34.38
2017 FEBRUARY YTD	537,807	927,267	7,844	20,235	28,079	19.15	33.02
2018 FEBRUARY YTD	460,530	794,589	7,543	17,618	25,161	18.30	31.58