

MARCH YTD SUMMARY

CLARINS (UK) LTD STORES PERFORMANCE REPORT

2018 vs 2017
YEAR TO DATE - TRADE

AREA MANAGER	SKINCARE 2018	SKINCARE 2017	%NCR 18:17	COLOUR 2018	COLOUR 2017	%NCR 18:17	MENS 2018	MENS 2017	%NCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%NCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
AREA 1: KAREN MAHONEY	760,231	761,112	-0.1%	52,353	50,723	3.2%	48,179	45,156	6.7%	65,029	72,980	-10.9%	925,792	929,971	-0.4%
AREA 2: STEPHANIE GRIFFIN	463,198	458,452	1.0%	33,287	33,472	-0.6%	27,326	20,633	32.4%	52,443	62,142	-15.6%	576,254	574,699	-6.7%
AREA 3: ERICA BURT	481,180	558,283	-13.8%	39,601	46,898	-15.6%	26,044	24,966	4.3%	66,244	77,841	-14.9%	613,069	707,988	-13.4%
AREA 4: DAPHNE PRICE	424,949	496,470	-14.4%	40,519	49,015	-17.3%	19,695	22,040	-10.6%	68,990	83,298	-17.2%	554,153	650,823	-14.9%
AREA 5: CLAIRE HUNT	439,909	454,830	-3.3%	39,773	39,786	0.0%	22,425	14,653	53.0%	62,494	70,280	-11.1%	564,601	579,549	-2.6%
AREA 6: CATHERINE WILKINSON	275,731	288,427	-4.4%	28,943	34,522	-16.2%	11,696	9,101	28.5%	50,052	58,376	-14.3%	366,422	390,426	-6.1%
AREA 7: NATALIE KYPRIANOU	542,798	616,908	-12.0%	51,068	55,963	-8.7%	23,402	24,297	-3.7%	79,360	88,442	-10.3%	696,628	785,610	-11.3%
LYNN NELMES REGION	2,627,765	2,873,370	-8.5%	233,191	259,656	-10.2%	130,588	115,690	12.9%	379,583	440,379	-13.8%	3,371,127	3,689,095	-8.6%
AREA 9 : KAREN CROWHURST	516,964	540,084	-4.3%	39,931	43,138	-7.4%	35,961	32,395	11.0%	67,490	75,064	-10.1%	660,346	690,681	-4.4%
AREA 10 : ZOE FREER	381,882	434,505	-12.1%	39,874	48,182	-17.2%	19,625	18,035	8.8%	69,201	84,356	-18.0%	510,582	585,078	-12.7%
AREA 11 : CLAIRE CURTIS	411,570	415,570	-1.0%	36,186	40,442	-10.5%	19,168	16,498	16.2%	68,966	76,439	-9.8%	535,890	548,949	-2.4%
AREA 12: JAY MCLAREN	479,620	527,829	-9.1%	36,214	49,928	-27.5%	19,164	21,963	-12.7%	61,579	80,562	-23.6%	596,577	680,282	-12.3%
AREA 14: LOUISA BALMENT	403,954	440,795	-8.4%	36,534	39,070	-6.5%	19,329	19,487	-0.8%	55,695	64,777	-14.0%	515,512	564,129	-8.6%
ALISON JENSEN-GOODALL REGION	2,193,990	2,358,783	-7.0%	188,739	220,760	-14.5%	113,247	108,378	4.5%	322,931	381,198	-15.3%	2,818,907	3,069,119	-8.2%
AREA 16: JIN MUDHAR	340,864	346,497	-1.6%	30,292	33,173	-8.7%	15,243	12,440	22.5%	50,529	59,726	-15.4%	436,928	451,836	-3.3%
AREA 17: FIONA KOYL	385,080	431,835	-10.8%	38,842	44,417	-12.6%	16,597	14,047	18.2%	68,218	78,586	-13.2%	508,737	568,885	-10.6%
AREA 18: PENNY PERRY	429,620	476,745	-9.9%	36,405	41,466	-12.2%	20,198	22,822	-11.5%	70,113	82,885	-15.4%	556,336	623,918	-10.8%
AREA 19: MARIE HOLLAND	451,477	474,416	-4.8%	37,543	44,844	-16.3%	22,738	20,672	10.0%	75,140	82,036	-8.4%	586,898	621,968	-5.6%
AREA 20: JANE CABLE	410,310	487,260	-15.8%	45,718	57,236	-20.1%	21,076	23,754	-11.3%	76,085	88,050	-13.6%	553,189	656,300	-15.7%
AREA 21: LESLEY PERCY	376,948	380,711	-1.0%	36,132	35,836	0.8%	20,599	13,973	47.4%	60,796	64,160	-5.2%	494,475	494,680	0.0%
PAULA GRANT MCKENNA REGION	2,394,299	2,597,464	-7.8%	224,932	256,972	-12.5%	116,451	107,708	8.1%	400,881	455,443	-12.0%	3,136,563	3,417,587	-8.2%
AREA 23: JO HENDERSON	441,968	516,803	-14.5%	38,786	51,499	-24.7%	22,813	20,040	13.8%	73,362	85,880	-14.6%	576,929	674,222	-14.4%
AREA 24: HAYLEY POVEY	398,084	429,315	-7.3%	33,288	37,332	-10.8%	19,596	17,418	12.5%	66,715	74,128	-10.0%	517,683	558,193	-7.3%
AREA 25: EMILY CANNON	317,152	319,210	-0.6%	30,199	34,083	-11.4%	15,820	12,089	30.9%	55,418	61,820	-10.4%	418,589	427,202	-2.0%
AREA 26: NOELEEN SINNOTT	469,113	507,261	-7.5%	35,547	48,455	-26.6%	21,032	20,405	3.1%	65,490	86,077	-23.9%	591,182	662,198	-10.7%
AREA 27: IZZY SMITH	412,403	461,688	-10.7%	37,543	37,880	-0.9%	20,353	17,986	13.2%	67,256	68,961	-2.5%	537,555	586,515	-8.3%
SAM MURRAY REGION	2,038,720	2,234,277	-8.8%	175,363	209,249	-16.2%	99,614	87,938	13.3%	328,241	376,866	-12.9%	2,641,938	2,908,330	-9.2%
AREA 33: KATIE GREENWOOD	225,928	182,239	24.0%	15,962	21,769	-26.7%	11,532	9,042	27.5%	28,575	32,348	-11.7%	281,997	245,398	14.9%
AREA 51: ANGELA MULLAN	307,750	320,071	0	22,636	34,084	-33.6%	12,637	11,040	14.5%	69,525	88,064	-21.1%	412,548	453,259	-9.0%
AREA 52: CARLA TAYLOR	24,816	24,312	0	2,823	1,896	48.9%	1,663	783	112.4%	5,243	4,571	14.7%	34,545	31,562	9.5%
JO MAVIN REGION	558,494	526,622	6.1%	41,421	57,749	-28.3%	25,832	20,865	23.8%	103,343	124,983	-17.3%	729,090	730,219	-0.2%
INTERNET ACCOUNTS	2,565,004	1,998,544	28.3%	184,591	179,975	2.6%	102,088	53,468	90.9%	255,181	239,180	6.7%	3,106,864	2,471,167	25.7%
SALON AREA	108,748	73,561	0	8,907	9,850	0	6,115	3,253	1	19,177	16,403	0	142,947	103,067	38.7%
HEAD OFFICE ACCOUNT	-305,979	-272,964	NA	-33,657	-49,032	NA	-74,692	-45,332	NA	4,020	-5,240	NA	-410,308	-372,568	NA
TOTAL	12,941,272	13,150,769	-1.6%	1,075,840	1,195,902	-10.0%	567,422	497,124	14.1%	1,878,386	2,102,192	-10.6%	16,462,920	16,945,987	-2.9%
TOTAL LIKE ON LIKE	12,865,104	13,026,779	-1.2%	1,065,640	1,179,062	-9.6%	563,469	486,703	15.8%	1,863,040	2,085,073	-10.6%	16,357,253	16,777,617	-2.5%
STORE GB GROUP TOTAL	12,581,952	12,765,329	-1.4%	1,048,376	1,157,121	-9.4%	553,122	485,353	14.0%	1,800,437	2,007,497	-10.3%	15,983,887	16,415,300	-2.6%
STORE NI GROUP TOTAL	359,320	385,440	-6.8%	27,464	38,781	-29.2%	14,300	11,771	21.5%	77,949	94,695	-17.7%	479,033	530,687	-9.7%
TOTAL GB COMMISSION ACCOUNT	406,233	389,850	4.2%	44,664	56,692	-21.2%	28,181	23,825	18.3%	60,834	72,442	-16.0%	539,912	542,809	-0.5%
TOTAL NI COMMISSION ACCOUNT	162,583	150,974	7.7%	20,022	27,183	-26.3%	10,321	5,832	77.0%	44,521	54,382	-18.1%	237,447	238,371	-0.4%

NUMBER OF TRADING DOORS 483

NUMBER OF OPEN DOORS EXCLUDING NORTH IRELAND 457

**MONTH OF MARCH
SUMMARY**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT**

2018 vs 2017

MONTH - TRADE

AREA MANAGER	SKINCARE 2018	SKINCARE 2017	%/NCR 18:17	COLOUR 2018	COLOUR 2017	%/NCR 18:17	MENS 2018	MENS 2017	%/NCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%/NCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
AREA 1: KAREN MAHONEY	288,978	269,815	7.1%	14,363	21,068	-31.8%	14,091	13,026	8.2%	19,273	28,837	-33.2%	336,705	332,746	1.2%
AREA 2: STEPHANIE GRIFFIN	194,446	209,401	-7.1%	14,265	14,419	-1.1%	9,747	7,301	33.5%	23,695	23,168	2.3%	242,153	254,289	-4.8%
AREA 3: ERICA BURT	201,402	245,111	-17.8%	16,448	18,971	-13.3%	7,398	7,691	-3.8%	27,386	29,602	-7.5%	252,634	301,375	-16.2%
AREA 4: DAPHNE PRICE	181,361	226,969	-20.1%	17,348	20,504	-15.4%	5,948	8,931	-33.4%	27,560	31,456	-12.4%	232,217	287,860	-19.3%
AREA 5: CLAIRE HUNT	173,747	193,762	-10.3%	16,969	16,556	2.5%	8,270	5,228	58.2%	25,656	27,069	-5.2%	224,642	242,615	-7.4%
AREA 6: CATHERINE WILKINSON	120,165	140,675	-14.6%	12,491	14,498	-13.8%	4,045	3,544	14.1%	23,579	23,126	2.0%	160,280	181,843	-11.9%
AREA 7: NATALIE KYPRIANOU	253,088	274,652	-7.9%	20,497	20,723	-1.1%	6,973	9,531	-26.8%	30,674	30,521	0.5%	311,232	335,427	-7.2%
LYNN NELMES REGION	1,124,209	1,290,570	-12.9%	98,018	105,671	-7.2%	42,381	42,226	0.4%	158,550	164,942	-3.9%	1,423,158	1,603,409	-11.2%
AREA 9 : KAREN CROWHURST	235,103	259,973	-9.6%	17,923	17,474	2.6%	15,081	11,289	33.6%	27,970	27,891	0.3%	296,077	316,627	-6.5%
AREA 10 : ZOE FREER	173,088	206,475	-16.2%	16,758	18,865	-11.2%	6,421	5,838	10.0%	28,764	33,075	-13.0%	225,031	264,253	-14.8%
AREA 11 : CLAIRE CURTIS	182,974	195,121	-6.2%	17,416	15,098	15.4%	6,908	6,343	8.9%	33,431	28,693	16.5%	240,729	245,255	-1.8%
AREA 12: JAY MCLAREN	211,313	241,462	-12.5%	15,585	22,958	-32.1%	4,666	8,545	-45.4%	26,981	31,528	-14.4%	258,545	304,493	-15.1%
AREA 14: LOUISA BALMENT	176,619	200,621	-12.0%	14,979	13,554	10.5%	4,979	6,755	-26.3%	22,273	23,237	-4.1%	218,850	244,167	-10.4%
ALISON JENSEN-GOODALL REGION	979,097	1,103,652	-11.3%	82,661	87,949	-6.0%	38,055	38,770	-1.8%	139,419	144,424	-3.5%	1,239,232	1,374,795	-9.9%
AREA 16: JIN MUDHAR	142,283	152,906	-6.9%	13,477	14,585	-7.6%	4,964	3,573	38.9%	22,865	24,217	-5.6%	183,589	195,281	-6.0%
AREA 17: FIONA KOYL	151,887	184,554	-17.7%	17,348	18,164	-4.5%	5,837	5,155	13.2%	29,224	31,336	-6.7%	204,296	239,209	-14.6%
AREA 18: PENNY PERRY	202,761	225,893	-10.2%	17,391	17,411	-0.1%	6,422	6,171	4.1%	34,994	30,662	14.1%	261,568	280,137	-6.6%
AREA 19: MARIE HOLLAND	224,209	218,242	2.7%	18,760	20,409	-8.1%	8,931	8,086	10.5%	36,860	33,018	11.6%	288,760	279,755	3.2%
AREA 20: JANE CABLE	185,584	255,773	-27.4%	19,751	26,826	-26.4%	6,335	12,657	-49.9%	32,284	35,796	-9.8%	243,954	331,052	-26.3%
AREA 21: LESLEY PERCY	157,325	169,509	-7.2%	16,109	15,325	5.1%	7,218	3,603	100.3%	27,489	24,828	10.7%	208,141	213,265	-2.4%
PAULA GRANT MCKENNA REGION	1,064,049	1,206,877	-11.8%	102,836	112,720	-8.8%	39,707	39,245	1.2%	183,716	179,857	2.1%	1,390,308	1,538,699	-9.6%
AREA 23: JO HENDERSON	207,204	265,784	-22.0%	16,519	22,046	-25.1%	7,796	7,334	6.3%	32,934	34,807	-5.4%	264,453	329,971	-19.9%
AREA 24: HAYLEY POVEY	166,010	217,009	-23.5%	13,236	16,684	-20.7%	6,117	5,821	5.1%	28,295	31,639	-10.6%	213,658	271,153	-21.2%
AREA 25: EMILY CANNON	146,936	149,827	0	13,759	13,985	0	4,919	3,713	0	26,159	23,972	0	191,773	191,497	0.1%
AREA 26: NOELEEN SINNOTT	208,195	231,856	-10.2%	15,687	15,104	3.9%	7,500	5,691	31.8%	30,637	28,259	8.4%	262,019	280,910	-6.7%
AREA 27: IZZY SMITH	171,229	208,820	-18.0%	16,362	15,341	6.7%	7,387	5,668	30.3%	29,362	25,011	17.4%	224,340	254,840	-12.0%
SAM MURRAY REGION	899,574	1,073,296	-16.2%	75,563	83,160	-9.1%	33,719	28,227	19.5%	147,387	143,688	2.6%	1,156,243	1,328,371	-13.0%
AREA 33: KATIE GREENWOOD	90,280	82,524	9.4%	6,687	8,663	-22.8%	3,379	2,185	54.6%	10,216	10,582	-3.5%	110,562	103,954	6.4%
AREA 51: ANGELA MULLAN	124,272	161,605	-23.1%	11,620	15,372	-24.4%	3,606	2,954	22.1%	34,779	33,303	4.4%	174,277	213,234	-18.3%
AREA 52: CARLA TAYLOR	9,070	6,029	50.4%	1,247	1,018	22.5%	384	263	46.0%	2,072	2,510	-17.5%	12,773	9,820	30.1%
JO MAVIN REGION	223,622	250,158	-10.6%	19,554	25,053	-21.9%	7,369	5,402	36.4%	47,067	46,395	1.4%	297,612	327,008	-9.0%
INTERNET ACCOUNTS	1,192,270	988,657	20.6%	62,171	72,078	-13.7%	24,545	25,066	-2.1%	100,820	101,571	-0.7%	1,379,805	1,187,372	16.2%
SALON AREA	30,743	37,719	0	3,934	4,550	0	1,386	1,090	0	5,945	5,267	0	42,008	48,626	-13.6%
HEAD OFFICE ACCOUNT	-165,583	2,530	NA	-19,372	-3,347	NA	-35,490	-8,445	NA	4,618	-264	NA	-215,827	-9,526	NA
TOTAL	5,636,959	6,223,274	-9.4%	439,728	508,902	-13.6%	165,763	184,607	-10.2%	806,795	814,717	-1.0%	7,049,244	7,731,500	-8.8%

TOTAL LIKE ON LIKE	5,608,352	6,124,646	-8.4%	436,412	495,250	-11.9%	164,760	176,331	-6.6%	802,250	801,581	0.1%	7,011,773	7,597,808	-7.7%
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STORE GB GROUP TOTAL	5,484,595	6,023,657	-8.9%	425,193	490,182	-13.3%	161,773	181,390	-10.8%	766,991	777,739	-1.4%	6,838,551	7,472,968	-8.5%
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STORE NI GROUP TOTAL	152,364	199,617	-23.7%	14,535	18,720	-22.4%	3,990	3,217	24.0%	39,804	36,978	7.6%	210,693	258,532	-18.5%
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TOTAL GB COMMISSION ACCOUNT	205,006	189,605	8.1%	19,119	23,697	-19.3%	7,742	9,509	-18.6%	22,410	29,595	-24.3%	254,277	252,406	0.7%
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TOTAL NI COMMISSION ACCOUNT	37,821	62,307	-39.3%	6,532	13,379	-51.2%	2,310	1,081	113.7%	15,094	22,454	-32.8%	61,757	99,221	-37.8%
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NUMBER OF TRADING DOORS 483

NUMBER OF OPEN DOORS EXCLUDING NORTH IRELAND 457

**MARCH YTD
AREA 1: KAREN
MAHONEY**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1663	BOOTS LONDON SEDLEY PLACE	42,679	38,688	10.3%	4,107	2,698	52.2%	3,812	2,193	73.8%	5,405	4,419	22.3%	56,003	47,998	16.7%
1683	BOOTS LONDON PICCADILLY CIRCUS	34,991	31,929	9.6%	2,673	2,419	10.5%	3,396	3,293	3.1%	4,230	4,014	5.4%	45,290	41,655	8.7%
1794	BOOTS LONDON OXFORD STREET	20,837	21,861	-4.7%	1,453	1,462	-0.6%	2,007	1,025	95.8%	3,276	3,782	-13.4%	27,573	28,130	-2.0%
2835	DEBENHAMS LONDON OXFORD STREET	77,997	77,226	1.0%	3,205	4,244	-24.5%	1,552	2,567	-39.5%	5,133	8,041	-36.2%	87,887	92,078	-4.6%
3855	FENWICK LONDON BOND STREET	12,395	13,147	-5.7%	619	265	133.6%	1,075	799	34.5%	1,445	922	56.7%	15,534	15,133	2.6%
4755	HARRODS LONDON	122,205	103,299	18.3%	6,480	7,456	-13.1%	6,813	8,964	-24.0%	6,007	5,841	2.8%	141,505	125,560	12.7%
5100	HOF LONDON OXFORD STREET	53,350	42,352	26.0%	3,146	2,959	6.3%	3,207	2,642	21.4%	5,925	4,988	18.8%	65,628	52,941	24.0%
5620	JOHN LEWIS LONDON OXFORD STREET	170,359	192,619	-11.6%	11,242	11,512	-2.3%	10,507	11,927	-11.9%	17,376	19,631	-11.5%	209,484	235,689	-11.1%
5650	PETER JONES LONDON	117,189	125,339	-6.5%	8,597	9,243	-7.0%	5,592	4,979	12.3%	10,373	11,851	-12.5%	141,751	151,412	-6.4%
8670	SELFRIDGES LONDON OXFORD STREET	108,229	91,488	18.3%	10,831	6,609	63.9%	10,218	5,407	89.0%	5,859	7,575	-22.7%	135,137	111,079	21.7%
	TOTAL	760,231	737,948	3.0%	52,353	48,867	7.1%	48,179	43,796	10.0%	65,029	71,064	-8.5%	925,792	901,675	2.7%
	<u>Closed Account</u>															
4700	HARVEY NICHOLS LONDON	0	23,164	NA	0	1,856	NA	0	1,360	NA	0	1,916	NA	0	28,296	NA
	TOTAL	760,231	761,112	-0.1%	52,353	50,723	3.2%	48,179	45,156	6.7%	65,029	72,980	-10.9%	925,792	929,971	-0.4%

NUMBER OF DOORS TRADING

10

**MONTH OF MARCH
AREA 1: KAREN
MAHONEY**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1663	BOOTS LONDON SEDLEY PLACE	17,500	16,898	3.6%	1,043	1,203	-13.3%	2,109	1,111	89.8%	2,110	1,949	8.3%	22,762	21,161	7.6%
1683	BOOTS LONDON PICCADILLY CIRCUS	15,619	15,035	3.9%	1,319	923	42.9%	1,432	846	69.3%	2,004	1,558	28.6%	20,374	18,362	11.0%
1794	BOOTS LONDON OXFORD STREET	6,683	9,497	-29.6%	488	705	-30.8%	497	484	2.7%	1,365	1,187	15.0%	9,033	11,873	-23.9%
2835	DEBENHAMS LONDON OXFORD STREET	45,762	45,046	1.6%	1,663	1,750	-5.0%	162	1,420	-88.6%	2,179	3,166	-31.2%	49,766	51,382	-3.1%
3855	FENWICK LONDON BOND STREET	8,883	2,286	288.6%	519	-912	NA	717	0	NA	1,133	-34	NA	11,252	1,340	739.7%
4755	HARRODS LONDON	34,719	18,587	86.8%	1,731	4,175	-58.5%	2,068	1,430	44.6%	2,062	2,800	-26.4%	40,580	26,992	50.3%
5100	HOF LONDON OXFORD STREET	14,841	13,834	7.3%	1,252	1,564	-19.9%	627	534	17.4%	2,073	2,829	-26.7%	18,793	18,761	0.2%
5620	JOHN LEWIS LONDON OXFORD STREET	60,574	68,009	-10.9%	1,818	3,962	-54.1%	2,051	3,292	-37.7%	2,710	6,274	-56.8%	67,153	81,537	-17.6%
5650	PETER JONES LONDON	41,555	47,717	-12.9%	2,311	2,947	-21.6%	1,113	1,432	-22.3%	1,837	3,846	-52.2%	46,816	55,942	-16.3%
8670	SELFRIDGES LONDON OXFORD STREET	42,842	20,713	106.8%	2,219	3,741	-40.7%	3,315	1,988	66.8%	1,800	4,163	-56.8%	50,176	30,605	63.9%
	TOTAL	288,978	257,622	12.2%	14,363	20,058	-28.4%	14,091	12,537	12.4%	19,273	27,738	-30.5%	336,705	317,955	5.9%
	<u>Closed Account</u>															
4700	HARVEY NICHOLS LONDON	0	12,193	NA	0	1,010	NA	0	489	NA	0	1,099	NA	0	14,791	NA
	TOTAL	288,978	269,815	7.1%	14,363	21,068	-31.8%	14,091	13,026	8.2%	19,273	28,837	-33.2%	336,705	332,746	1.2%

NUMBER OF DOORS TRADING

10

**MARCH YTD
AREA 2: STEPHANIE
GRIFFIN**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1582	BOOTS BROMLEY	35,703	40,201	-11.2%	2,504	2,801	-10.6%	2,688	2,033	32.2%	5,400	6,380	-15.4%	46,295	51,415	-10.0%
1551	BOOTS CROYDON	18,698	16,248	15.1%	1,388	1,359	2.1%	1,160	540	114.8%	2,424	2,379	1.9%	23,670	20,526	15.3%
1844	BOOTS LONDON HAMMERSMITH	16,053	16,991	-5.5%	724	1,634	-55.7%	1,024	1,026	-0.2%	1,633	2,319	-29.6%	19,434	21,970	-11.5%
1806	BOOTS LONDON ISLINGTON	23,504	26,858	-12.5%	1,697	2,024	-16.2%	2,621	1,675	56.5%	3,033	2,738	10.8%	30,855	33,295	-7.3%
1653	BOOTS LONDON KENSINGTON	43,635	51,144	-14.7%	3,336	3,282	1.6%	3,881	2,849	36.2%	3,954	6,061	-34.8%	54,806	63,336	-13.5%
1703	BOOTS LONDON ST PANCRAS	22,183	23,508	-5.6%	1,625	1,788	-9.1%	2,478	1,898	30.6%	3,227	4,164	-22.5%	29,513	31,358	-5.9%
1718	BOOTS LONDON WESTFIELD WHITE CITY	20,260	38,339	-47.2%	1,379	2,240	-38.4%	1,790	2,599	-31.1%	1,539	4,968	-69.0%	24,968	48,146	-48.1%
3135	DEBENHAMS BROMLEY	33,416	30,474	9.7%	2,495	2,636	-5.3%	832	892	-6.7%	2,990	5,054	-40.8%	39,733	39,056	1.7%
3174	DEBENHAMS CLAPHAM	26,106	36,581	-28.6%	1,436	2,528	-43.2%	1,028	1,382	-25.6%	2,911	4,771	-39.0%	31,481	45,262	-30.4%
2865	DEBENHAMS CROYDON	11,116	9,765	13.8%	459	550	-16.5%	250	255	-2.0%	484	1,117	-56.7%	12,309	11,687	5.3%
2845	DEBENHAMS HARROW	32,887	23,632	39.2%	1,691	1,861	-9.1%	483	383	26.1%	3,396	2,906	16.9%	38,457	28,782	33.6%
3227	DEBENHAMS LONDON WESTFIELD WHITE CITY	24,040	20,160	19.2%	1,130	843	34.0%	818	871	-6.1%	2,080	1,743	19.3%	28,068	23,617	18.8%
3179	DEBENHAMS SUTTON	16,644	22,627	-26.4%	1,268	1,522	-16.7%	510	450	13.3%	2,289	3,108	-26.4%	20,711	27,707	-25.2%
3266	DEBENHAMS WANDSWORTH	15,907	16,673	-4.6%	872	1,484	-41.2%	605	599	1.0%	1,288	2,733	-52.9%	18,672	21,489	-13.1%
3192	DESIRE BY DEBS ORPINGTON	11,558	12,714	-9.1%	1,156	1,623	-28.8%	271	307	-11.7%	1,451	2,765	-47.5%	14,436	17,409	-17.1%
5292	HOF CROYDON	19,465	14,485	34.4%	939	963	-2.5%	1,113	665	67.4%	1,703	1,713	-0.6%	23,220	17,826	30.3%
395	HOF LONDON VICTORIA	30,920	19,790	56.2%	1,888	1,448	30.4%	2,165	982	120.5%	3,110	2,174	43.1%	38,083	24,394	56.1%
5313	HOF LONDON WESTFIELD WHITE CITY	22,558	20,718	8.9%	941	2,296	-59.0%	1,280	507	152.5%	2,139	2,378	-10.1%	26,918	25,899	3.9%
6940	MORLEYS LONDON BRIXTON	11,365	17,544	-35.2%	619	590	4.9%	796	720	10.6%	1,513	2,671	-43.4%	14,293	21,525	-33.6%
	TOTAL	436,018	458,452	-4.9%	27,547	33,472	-17.7%	25,793	20,633	25.0%	46,564	62,142	-25.1%	535,922	574,699	-6.7%
	New Account															
1739	BOOTS LONDON WESTFIELD WHITE CITY	2,954	0	NA	1,364	0	NA	388	0	NA	1,388	0	NA	6,094	0	NA
5611	CITY	24,226	0	NA	4,376	0	NA	1,145	0	NA	4,491	0	NA	34,238	0	NA
	TOTAL	463,198	458,452	1.0%	33,287	33,472	-0.6%	27,326	20,633	32.4%	52,443	62,142	-15.6%	576,254	574,699	0.3%

NUMBER OF DOORS TRADING

21

**MONTH OF MARCH
AREA 2: STEPHANIE
GRIFFIN**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT**

2018 vs 2017

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1582	BOOTS BROMLEY	13,087	18,872	-30.7%	1,083	1,335	-18.9%	985	445	121.3%	2,488	2,143	16.1%	17,643	22,795	-22.6%
1551	BOOTS CROYDON	7,357	7,808	-5.8%	615	616	-0.2%	453	296	53.0%	934	782	19.4%	9,359	9,502	-1.5%
1844	BOOTS LONDON HAMMERSMITH	5,521	7,686	-28.2%	262	445	-41.1%	202	229	-11.8%	445	716	-37.8%	6,430	9,076	-29.2%
1806	BOOTS LONDON ISLINGTON	9,927	11,989	-17.2%	883	812	8.7%	773	774	-0.1%	1,539	1,036	48.6%	13,122	14,611	-10.2%
1653	BOOTS LONDON KENSINGTON	20,876	22,806	-8.5%	1,604	1,694	-5.3%	1,853	1,362	36.0%	1,612	1,741	-7.4%	25,945	27,603	-6.0%
1703	BOOTS LONDON ST PANCRAS	9,515	10,666	-10.8%	899	789	13.9%	1,236	684	80.7%	1,709	1,847	-7.5%	13,359	13,986	-4.5%
1718	BOOTS LONDON WESTFIELD WHITE CITY	3,597	18,605	-80.7%	278	848	-67.2%	264	501	-47.3%	115	1,452	-92.1%	4,254	21,406	-80.1%
3135	DEBENHAMS BROMLEY	15,510	16,327	-5.0%	1,352	1,218	11.0%	246	348	-29.3%	1,513	2,084	-27.4%	18,621	19,977	-6.8%
3174	DEBENHAMS CLAPHAM	14,828	19,237	-22.9%	780	1,214	-35.7%	374	635	-41.1%	1,697	1,760	-3.6%	17,679	22,846	-22.6%
2865	DEBENHAMS CROYDON	5,908	4,724	25.1%	200	168	19.0%	102	96	6.3%	188	326	-42.3%	6,398	5,314	20.4%
2845	DEBENHAMS HARROW	18,414	12,415	48.3%	842	908	-7.3%	184	226	-18.6%	2,027	1,266	60.1%	21,467	14,815	44.9%
3227	DEBENHAMS LONDON WESTFIELD WHITE CITY	11,713	7,966	47.0%	557	159	250.3%	389	467	-16.7%	925	386	139.6%	13,584	8,978	51.3%
3179	DEBENHAMS SUTTON	9,485	10,829	-12.4%	574	620	-7.4%	94	186	-49.5%	1,385	1,293	7.1%	11,538	12,928	-10.8%
3266	DEBENHAMS WANDSWORTH	8,601	9,043	-4.9%	327	655	-50.1%	155	169	-8.3%	715	1,006	-28.9%	9,798	10,873	-9.9%
3192	DESIRE BY DEBS ORPINGTON	7,125	7,116	0.1%	702	724	-3.0%	21	89	-76.4%	768	1,107	-30.6%	8,616	9,036	-4.6%
5292	HOF CROYDON	6,494	4,809	35.0%	518	450	15.1%	609	144	322.9%	1,018	851	19.6%	8,639	6,254	38.1%
395	HOF LONDON VICTORIA	11,348	5,318	113.4%	974	778	25.2%	1,023	196	421.9%	1,220	1,276	-4.4%	14,565	7,568	92.5%
5313	HOF LONDON WESTFIELD WHITE CITY	5,350	7,636	-29.9%	239	672	-64.4%	199	291	-31.6%	1,365	1,317	3.6%	7,153	9,916	-27.9%
6940	MORLEYS LONDON BRIXTON	4,422	5,549	-20.3%	212	314	-32.5%	197	163	20.9%	538	779	-30.9%	5,369	6,805	-21.1%
TOTAL		189,078	209,401	-9.7%	12,901	14,419	-10.5%	9,359	7,301	28.2%	22,201	23,168	-4.2%	233,539	254,289	-8.2%
<u>New Account</u>																
1739	BOOTS LONDON WESTFIELD WHITE CITY	2,954	0	NA	1,364	0	NA	388	0	NA	1,388	0	NA	6,094	0	NA
5611	JOHN LEWIS LONDON WESTFIELD, WHITE CITY	2,414	0	NA	0	0	NA	0	0	NA	106	0	NA	2,520	0	NA
TOTAL		194,446	209,401	-7.1%	14,265	14,419	-1.1%	9,747	7,301	33.5%	23,695	23,168	2.3%	242,153	254,289	-4.8%

NUMBER OF DOORS TRADING

21

**MARCH YTD
AREA 3: ERICA
BURT**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1075	BENTALLS KINGSTON	28,256	42,951	-34.2%	3,065	4,419	-30.6%	2,001	3,292	-39.2%	3,692	6,157	-40.0%	37,014	56,819	-34.9%
1772	BOOTS HORSHAM	32,146	36,743	-12.5%	3,636	4,285	-15.1%	1,483	1,666	-11.0%	6,523	6,452	1.1%	43,788	49,146	-10.9%
1534	BOOTS KINGSTON	30,595	38,282	-20.1%	1,647	2,756	-40.2%	1,656	1,693	-2.2%	4,338	5,140	-15.6%	38,236	47,871	-20.1%
1801	BOOTS MAIDENHEAD	13,357	15,733	-15.1%	889	1,482	-40.0%	800	1,192	-32.9%	1,909	2,790	-31.6%	16,955	21,197	-20.0%
1689	BOOTS STAINES	17,195	17,952	-4.2%	1,580	1,813	-12.9%	1,004	737	36.2%	2,896	2,395	20.9%	22,675	22,897	-1.0%
1591	BOOTS UXBRIDGE	14,524	18,388	-21.0%	1,076	1,548	-30.5%	1,746	1,086	60.8%	2,180	3,140	-30.6%	19,526	24,162	-19.2%
1774	BOOTS WINDSOR	23,610	17,718	33.3%	1,836	962	90.9%	1,645	1,132	45.3%	3,937	2,016	95.3%	31,028	21,828	42.1%
2935	DEBENHAMS HOUNSLOW	9,182	10,946	-16.1%	795	1,021	-22.1%	181	157	15.3%	1,568	1,988	-21.1%	11,726	14,112	-16.9%
2832	DEBENHAMS LONDON WIMBLEDON	24,029	28,129	-14.6%	1,342	2,055	-34.7%	700	1,506	-53.5%	2,660	3,526	-24.6%	28,731	35,216	-18.4%
2950	DEBENHAMS STAINES	7,118	10,775	-33.9%	423	1,002	-57.8%	258	211	22.3%	742	2,002	-62.9%	8,541	13,990	-38.9%
2956	DEBENHAMS UXBRIDGE	21,243	19,636	8.2%	1,423	1,392	2.2%	430	586	-26.6%	2,229	2,776	-19.7%	25,325	24,390	3.8%
3183	DEBENHAMS WOKING	22,922	23,601	-2.9%	1,951	2,205	-11.5%	472	842	-43.9%	3,007	4,237	-29.0%	28,352	30,885	-8.2%
3207	DESIRE BY DEBS WALTON	12,672	14,498	-12.6%	940	1,891	-50.3%	425	518	-18.0%	1,874	3,361	-44.2%	15,911	20,268	-21.5%
4765	DICKINS & JONES RICHMOND	44,666	35,808	24.7%	2,842	1,970	44.3%	2,782	1,334	108.5%	4,748	3,601	31.9%	55,038	42,713	28.9%
3395	ELYS LONDON WIMBLEDON	28,242	28,946	-2.4%	1,908	1,636	16.6%	2,463	1,128	118.4%	3,397	4,469	-24.0%	36,010	36,179	-0.5%
5311	HOF HIGH WYCOMBE	22,177	20,554	7.9%	1,542	1,466	5.2%	1,185	506	134.2%	3,599	2,485	44.8%	28,503	25,011	14.0%
5812	JOHN LEWIS HIGH WYCOMBE	56,519	64,748	-12.7%	7,058	6,384	10.6%	3,079	2,450	25.7%	8,376	8,913	-6.0%	75,032	82,495	-9.0%
5700	JOHN LEWIS KINGSTON	72,727	93,201	-22.0%	5,648	7,015	-19.5%	3,734	3,746	-0.3%	8,569	9,616	-10.9%	90,678	113,578	-20.2%
TOTAL		481,180	538,609	-10.7%	39,601	45,302	-12.6%	26,044	23,782	9.5%	66,244	75,064	-11.7%	613,069	682,757	-10.2%
<u>Closed Account</u>																
3875	FENWICK WINDSOR	0	19,674	NA	0	1,596	NA	0	1,184	NA	0	2,777	NA	0	25,231	NA
TOTAL		481,180	558,283	-13.8%	39,601	46,898	-15.6%	26,044	24,966	4.3%	66,244	77,841	-14.9%	613,069	707,988	-13.4%

NUMBER OF DOORS TRADING

18

**MONTH OF MARCH
AREA 3: ERICA
BURT**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1075	BENTALLS KINGSTON	9,250	21,027	-56.0%	581	1,767	-67.1%	244	593	-58.9%	828	1,986	-58.3%	10,903	25,373	-57.0%
1772	BOOTS HORSHAM	14,993	18,005	-16.7%	2,092	2,024	3.4%	674	533	26.5%	3,659	2,471	48.1%	21,418	23,033	-7.0%
1534	BOOTS KINGSTON	13,737	19,169	-28.3%	867	1,398	-38.0%	638	437	46.0%	2,060	2,137	-3.6%	17,302	23,141	-25.2%
1801	BOOTS MAIDENHEAD	4,841	7,428	-34.8%	474	706	-32.9%	251	349	-28.1%	832	1,167	-28.7%	6,398	9,650	-33.7%
1689	BOOTS STAINES	7,200	8,017	-10.2%	768	602	27.6%	220	359	-38.7%	1,458	789	84.8%	9,646	9,767	-1.2%
1591	BOOTS UXBRIDGE	5,641	7,912	-28.7%	580	485	19.6%	571	261	118.8%	1,138	848	34.2%	7,930	9,506	-16.6%
1774	BOOTS WINDSOR	10,196	9,202	10.8%	1,082	586	84.6%	661	474	39.5%	2,455	889	176.2%	14,394	11,151	29.1%
2935	DEBENHAMS HOUNSLOW	5,591	6,361	-12.1%	491	452	8.6%	33	65	-49.2%	779	1,095	-28.9%	6,894	7,973	-13.5%
2832	DEBENHAMS LONDON WIMBLEDON	14,047	15,601	-10.0%	745	816	-8.7%	138	728	-81.0%	1,275	1,395	-8.6%	16,205	18,540	-12.6%
2950	DEBENHAMS STAINES	3,582	4,605	-22.2%	190	314	-39.5%	67	34	97.1%	206	856	-75.9%	4,045	5,809	-30.4%
2956	DEBENHAMS UXBRIDGE	11,424	10,114	13.0%	805	665	21.1%	246	273	-9.9%	1,331	1,334	-0.2%	13,806	12,386	11.5%
3183	DEBENHAMS WOKING	13,342	12,275	8.7%	996	952	4.6%	94	486	-80.7%	1,470	1,690	-13.0%	15,902	15,403	3.2%
3207	DESIRE BY DEBS WALTON	6,715	8,298	-19.1%	536	807	-33.6%	126	158	-20.3%	1,211	1,618	-25.2%	8,588	10,881	-21.1%
4765	DICKINS & JONES RICHMOND	18,152	11,964	51.7%	1,569	959	63.6%	1,165	261	346.4%	2,266	2,387	-5.1%	23,152	15,571	48.7%
3395	ELYS LONDON WIMBLEDON	15,218	14,387	5.8%	702	735	-4.5%	931	576	61.6%	1,329	1,618	-17.9%	18,180	17,316	5.0%
5311	HOF HIGH WYCOMBE	5,723	5,329	7.4%	505	756	-33.2%	69	118	-41.5%	1,641	1,817	-9.7%	7,938	8,020	-1.0%
5812	JOHN LEWIS HIGH WYCOMBE	18,470	22,328	-17.3%	2,165	1,938	11.7%	730	736	-0.8%	1,835	2,419	-24.1%	23,200	27,421	-15.4%
5700	JOHN LEWIS KINGSTON	23,280	33,356	-30.2%	1,300	2,236	-41.9%	540	928	-41.8%	1,613	2,115	-23.7%	26,733	38,635	-30.8%
	TOTAL	201,402	235,378	-14.4%	16,448	18,198	-9.6%	7,398	7,369	0.4%	27,386	28,631	-4.3%	252,634	289,576	-12.8%
	Closed Account															
3875	FENWICK WINDSOR	0	9,733	NA	0	773	NA	0	322	NA	0	971	NA	0	11,799	NA
	TOTAL	201,402	245,111	-17.8%	16,448	18,971	-13.3%	7,398	7,691	-3.8%	27,386	29,602	-7.5%	252,634	301,375	-16.2%

NUMBER OF DOORS TRADING

18

**MARCH YTD
AREA 4: DAPHNE
PRICE**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
736	BEALES BOURNEMOUTH	8,878	10,708	-17.1%	463	1,859	-75.1%	870	909	-4.3%	1,408	2,102	-33.0%	11,619	15,578	-25.4%
730	BEALES POOLE	7,942	7,641	3.9%	1,109	1,157	-4.1%	351	732	-52.0%	1,409	4,012	-64.9%	10,811	13,542	-20.2%
741	BEALES WORTHING	5,394	2,499	115.8%	546	507	7.7%	261	51	411.8%	920	409	124.9%	7,121	3,466	105.5%
1624	BOOTS BOURNEMOUTH	31,638	39,597	-20.1%	2,852	3,586	-20.5%	1,463	1,492	-1.9%	6,131	6,342	-3.3%	42,084	51,017	-17.5%
1519	BOOTS BRIGHTON	37,261	49,273	-24.4%	3,528	3,487	1.2%	1,816	1,777	2.2%	5,658	6,606	-14.4%	48,263	61,143	-21.1%
1747	BOOTS CHICHESTER	34,645	48,294	-28.3%	2,879	4,305	-33.1%	1,917	2,390	-19.8%	5,446	7,319	-25.6%	44,887	62,308	-28.0%
1803	BOOTS FAREHAM	16,699	17,357	-3.8%	1,893	1,768	7.1%	1,204	1,020	18.0%	3,730	3,954	-5.7%	23,526	24,099	-2.4%
1628	BOOTS PORTSMOUTH	10,842	6,069	78.6%	783	584	34.1%	458	44	940.9%	1,436	1,222	17.5%	13,519	7,919	70.7%
1789	BOOTS SOUTHAMPTON	12,954	16,013	-19.1%	1,015	1,105	-8.1%	564	641	-12.0%	2,336	3,081	-24.2%	16,869	20,840	-19.1%
1626	BOOTS WORTHING	15,982	26,374	-39.4%	1,518	3,367	-54.9%	601	1,354	-55.6%	3,405	4,655	-26.9%	21,506	35,750	-39.8%
1687	BRADBEERS ROMSEY	13,005	13,169	-1.2%	2,816	3,001	-6.2%	859	812	5.8%	3,447	3,197	7.8%	20,127	20,179	-0.3%
3030	DEBENHAMS BOURNEMOUTH	14,469	17,214	-15.9%	1,246	1,523	-18.2%	466	967	-51.8%	1,646	3,120	-47.2%	17,827	22,824	-21.9%
2951	DEBENHAMS BRIGHTON	40,968	43,795	-6.5%	3,409	2,999	13.7%	1,337	1,789	-25.3%	5,612	6,505	-13.7%	51,326	55,088	-6.8%
2886	DEBENHAMS CRAWLEY	25,955	28,831	-10.0%	2,154	2,443	-11.8%	890	718	24.0%	3,762	4,953	-24.0%	32,761	36,945	-11.3%
3243	DEBENHAMS FAREHAM	12,223	9,935	23.0%	1,152	1,126	2.3%	228	208	9.6%	1,677	2,307	-27.3%	15,280	13,576	12.6%
3177	DEBENHAMS PORTSMOUTH	20,991	20,613	1.8%	1,073	1,764	-39.2%	634	1,121	-43.4%	2,458	2,696	-8.8%	25,156	26,194	-4.0%
2915	DEBENHAMS SOUTHAMPTON	8,903	10,544	-15.6%	644	1,006	-36.0%	244	91	168.1%	1,413	1,849	-23.6%	11,204	13,490	-16.9%
3149	DEBENHAMS WORTHING	9,181	11,488	-20.1%	690	1,054	-34.5%	201	227	-11.5%	1,156	2,060	-43.9%	11,228	14,829	-24.3%
5115	DINGLES BOURNEMOUTH	6,056	6,622	-8.5%	375	706	-46.9%	637	250	154.8%	1,051	1,229	-14.5%	8,119	8,807	-7.8%
5640	JOHN LEWIS SOUTHAMPTON	74,744	95,456	-21.7%	7,150	9,670	-26.1%	3,762	4,564	-17.6%	11,031	13,336	-17.3%	96,687	123,026	-21.4%
5925	KNIGHT & LEE SOUTHSEA	16,219	14,978	8.3%	3,224	1,998	61.4%	932	883	5.5%	3,858	2,344	64.6%	24,233	20,203	19.9%
TOTAL		424,949	496,470	-14.4%	40,519	49,015	-17.3%	19,695	22,040	-10.6%	68,990	83,298	-17.2%	554,153	650,823	-14.9%

NUMBER OF DOORS TRADING

21

**MONTH OF MARCH
AREA 4: DAPHNE
PRICE**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
736	BEALES BOURNEMOUTH	2,403	7,470	-67.8%	0	1,102	NA	0	164	NA	0	969	NA	2,403	9,705	-75.2%
730	BEALES POOLE	1,085	4,333	-75.0%	0	467	NA	0	317	NA	30	2,315	-98.7%	1,115	7,432	-85.0%
741	BEALES WORTHING	1,157	1,098	5.4%	0	192	NA	0	0	NA	0	222	NA	1,157	1,512	-23.5%
1624	BOOTS BOURNEMOUTH	14,652	17,711	-17.3%	1,468	1,653	-11.2%	688	393	75.1%	3,326	1,606	107.1%	20,134	21,363	-5.8%
1519	BOOTS BRIGHTON	16,666	23,974	-30.5%	1,599	1,681	-4.9%	550	1,052	-47.7%	2,800	2,625	6.7%	21,615	29,332	-26.3%
1747	BOOTS CHICHESTER	15,837	21,242	-25.4%	1,593	1,832	-13.0%	436	1,032	-57.8%	2,306	2,640	-12.7%	20,172	26,746	-24.6%
1803	BOOTS FAREHAM	5,825	7,632	-23.7%	1,112	650	71.1%	456	457	-0.2%	1,850	1,468	26.0%	9,243	10,207	-9.4%
1628	BOOTS PORTSMOUTH	2,799	3,374	-17.0%	361	271	33.2%	122	20	510.0%	478	449	6.5%	3,760	4,114	-8.6%
1789	BOOTS SOUTHAMPTON	4,480	7,130	-37.2%	486	551	-11.8%	192	138	39.1%	1,093	920	18.8%	6,251	8,739	-28.5%
1626	BOOTS WORTHING	5,578	11,476	-51.4%	741	1,582	-53.2%	138	411	-66.4%	1,437	1,904	-24.5%	7,894	15,373	-48.7%
1687	BRADBEERS ROMSEY	7,035	7,544	-6.7%	1,490	1,703	-12.5%	413	474	-12.9%	1,279	1,632	-21.6%	10,217	11,353	-10.0%
3030	DEBENHAMS BOURNEMOUTH	7,572	8,752	-13.5%	673	665	1.2%	159	387	-58.9%	875	1,039	-15.8%	9,279	10,843	-14.4%
2951	DEBENHAMS BRIGHTON	19,106	19,015	0.5%	1,783	1,384	28.8%	389	528	-26.3%	2,635	2,529	4.2%	23,913	23,456	1.9%
2886	DEBENHAMS CRAWLEY	13,032	14,305	-8.9%	1,084	828	30.9%	390	441	-11.6%	2,198	1,816	21.0%	16,704	17,390	-3.9%
3243	DEBENHAMS FAREHAM	7,021	4,529	55.0%	454	502	-9.6%	39	107	-63.6%	980	1,091	-10.2%	8,494	6,229	36.4%
3177	DEBENHAMS PORTSMOUTH	10,367	9,510	9.0%	526	539	-2.4%	274	428	-36.0%	1,342	1,063	26.2%	12,509	11,540	8.4%
2915	DEBENHAMS SOUTHAMPTON	4,663	6,073	-23.2%	285	344	-17.2%	63	21	200.0%	761	684	11.3%	5,772	7,122	-19.0%
3149	DEBENHAMS WORTHING	5,301	5,724	-7.4%	343	502	-31.7%	42	87	-51.7%	614	990	-38.0%	6,300	7,303	-13.7%
5115	DINGLES BOURNEMOUTH	1,999	2,542	-21.4%	102	264	-61.4%	220	23	856.5%	279	643	-56.6%	2,600	3,472	-25.1%
5640	JOHN LEWIS SOUTHAMPTON	26,857	37,185	-27.8%	1,948	3,192	-39.0%	1,125	1,865	-39.7%	2,168	4,167	-48.0%	32,098	46,409	-30.8%
5925	KNIGHT & LEE SOUTHSEA	7,926	6,350	24.8%	1,300	600	116.7%	252	586	-57.0%	1,109	684	62.1%	10,587	8,220	28.8%
TOTAL		181,361	226,969	-20.1%	17,348	20,504	-15.4%	5,948	8,931	-33.4%	27,560	31,456	-12.4%	232,217	287,860	-19.3%

NUMBER OF DOORS TRADING

21

**MARCH YTD
AREA 5: CLAIRE
HUNT**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1080	FENWICK BRACKNELL	21,830	13,849	57.6%	1,881	1,231	52.8%	1,754	769	128.1%	2,866	2,675	7.1%	28,331	18,524	52.9%
1892	BOOTS BASINGSTOKE	13,724	11,459	19.8%	1,134	1,189	-4.6%	673	567	18.7%	2,027	2,427	-16.5%	17,558	15,642	12.2%
1786	BOOTS EPSOM	16,966	17,851	-5.0%	1,499	1,872	-19.9%	1,238	806	53.6%	2,667	2,816	-5.3%	22,370	23,345	-4.2%
1586	BOOTS GUILDFORD	24,832	29,619	-16.2%	2,132	2,532	-15.8%	1,720	1,003	71.5%	3,630	4,786	-24.2%	32,314	37,940	-14.8%
1578	BOOTS READING	19,566	27,406	-28.6%	1,686	2,641	-36.2%	1,563	1,928	-18.9%	4,401	5,499	-20.0%	27,216	37,474	-27.4%
1923	CAMP HOPSON NEWBURY	17,617	15,722	12.1%	2,231	1,447	54.2%	1,696	948	78.9%	2,831	3,231	-12.4%	24,375	21,348	14.2%
3163	DEBENHAMS BASINGSTOKE	30,598	35,890	-14.7%	2,571	3,121	-17.6%	1,213	1,021	18.8%	3,857	5,539	-30.4%	38,239	45,571	-16.1%
2970	DEBENHAMS GUILDFORD	11,885	12,486	-4.8%	901	1,099	-18.0%	233	157	48.4%	914	2,089	-56.2%	13,933	15,831	-12.0%
3244	DEBENHAMS NEWBURY	9,117	12,483	-27.0%	1,005	754	33.3%	281	260	8.1%	1,316	2,176	-39.5%	11,719	15,673	-25.2%
3151	DEBENHAMS READING	11,324	14,542	-22.1%	910	1,389	-34.5%	640	345	85.5%	1,210	2,434	-50.3%	14,084	18,710	-24.7%
3020	DEBENHAMS SALISBURY	21,747	27,286	-20.3%	1,718	1,851	-7.2%	270	866	-68.8%	3,277	3,889	-15.7%	27,012	33,892	-20.3%
3178	DEBENHAMS SLOUGH	6,928	4,957	39.8%	405	475	-14.7%	226	216	4.6%	709	1,522	-53.4%	8,268	7,170	15.3%
3146	DEBENHAMS WINCHESTER	23,905	29,311	-18.4%	2,010	2,851	-29.5%	522	407	28.3%	3,340	4,356	-23.3%	29,777	36,925	-19.4%
3400	ELPHICKS FARNHAM	15,872	18,388	-13.7%	2,198	2,404	-8.6%	649	605	7.3%	3,720	3,481	6.9%	22,439	24,878	-9.8%
440	HOF CAMBERLEY	20,641	22,736	-9.2%	1,958	2,202	-11.1%	761	785	-3.1%	4,010	2,947	36.1%	27,370	28,670	-4.5%
4775	HOF EPSOM	20,318	12,260	65.7%	1,536	1,203	27.7%	783	670	16.9%	2,528	2,310	9.4%	25,165	16,443	53.0%
390	HOF GUILDFORD	69,837	57,966	20.5%	6,601	3,586	84.1%	4,080	467	773.7%	8,036	6,976	15.2%	88,554	68,995	28.3%
5299	HOF READING	23,754	16,333	45.4%	1,740	1,487	17.0%	1,666	463	259.8%	2,727	2,039	33.7%	29,887	20,322	47.1%
5610	JOHN LEWIS READING	59,448	74,286	-20.0%	5,657	6,452	-12.3%	2,457	2,370	3.7%	8,428	9,088	-7.3%	75,990	92,196	-17.6%
TOTAL		439,909	454,830	-3.3%	39,773	39,786	0.0%	22,425	14,653	53.0%	62,494	70,280	-11.1%	564,601	579,549	-2.6%

NUMBER OF DOORS TRADING

19

**MONTH OF MARCH
AREA 5: CLAIRE
HUNT**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1080	FENWICK BRACKNELL	9,516	8,046	18.3%	742	675	9.9%	473	515	-8.2%	733	1,354	-45.9%	11,464	10,590	8.3%
1892	BOOTS BASINGSTOKE	4,352	3,834	13.5%	505	441	14.5%	231	94	145.7%	834	591	41.1%	5,922	4,960	19.4%
1786	BOOTS EPSOM	6,537	8,966	-27.1%	718	720	-0.3%	445	364	22.3%	1,165	694	67.9%	8,865	10,744	-17.5%
1586	BOOTS GUILDFORD	12,437	13,518	-8.0%	1,143	1,085	5.3%	764	529	44.4%	1,796	1,303	37.8%	16,140	16,435	-1.8%
1578	BOOTS READING	7,882	11,989	-34.3%	627	1,108	-43.4%	784	866	-9.5%	1,969	1,406	40.0%	11,262	15,369	-26.7%
1923	CAMP HOPSON NEWBURY	6,224	6,825	-8.8%	605	679	-10.9%	394	327	20.5%	824	960	-14.2%	8,047	8,791	-8.5%
3163	DEBENHAMS BASINGSTOKE	14,686	16,896	-13.1%	1,448	1,240	16.8%	396	504	-21.4%	2,295	2,219	3.4%	18,825	20,859	-9.8%
2970	DEBENHAMS GUILDFORD	6,656	6,619	0.6%	391	326	19.9%	23	33	-30.3%	476	569	-16.3%	7,546	7,547	0.0%
3244	DEBENHAMS NEWBURY	5,256	6,283	-16.3%	506	552	-8.3%	107	165	-35.2%	824	903	-8.7%	6,693	7,903	-15.3%
3151	DEBENHAMS READING	5,746	6,453	-11.0%	450	676	-33.4%	280	93	201.1%	595	1,262	-52.9%	7,071	8,484	-16.7%
3020	DEBENHAMS SALISBURY	11,929	12,891	-7.5%	773	820	-5.7%	0	290	NA	1,785	1,706	4.6%	14,487	15,707	-7.8%
3178	DEBENHAMS SLOUGH	4,445	3,643	22.0%	176	212	-17.0%	94	134	-29.9%	289	635	-54.5%	5,004	4,624	8.2%
3146	DEBENHAMS WINCHESTER	13,140	15,945	-17.6%	1,098	1,075	2.1%	156	165	-5.5%	1,629	1,523	7.0%	16,023	18,708	-14.4%
3400	ELPHICKS FARNHAM	6,277	8,618	-27.2%	827	810	2.1%	145	166	-12.7%	1,429	891	60.4%	8,678	10,485	-17.2%
440	HOF CAMBERLEY	6,234	8,069	-22.7%	802	992	-19.2%	378	86	339.5%	1,968	1,832	7.4%	9,382	10,979	-14.5%
4775	HOF EPSOM	7,288	4,348	67.6%	737	616	19.6%	334	60	456.7%	1,490	1,202	24.0%	9,849	6,226	58.2%
390	HOF GUILDFORD	21,983	20,688	6.3%	3,030	1,786	69.7%	2,126	21	NA	2,671	4,202	-36.4%	29,810	26,697	11.7%
5299	HOF READING	5,149	5,151	0.0%	976	729	33.9%	596	135	341.5%	1,206	1,288	-6.4%	7,927	7,303	8.5%
5610	JOHN LEWIS READING	18,010	24,980	-27.9%	1,415	2,014	-29.7%	544	681	-20.1%	1,678	2,529	-33.6%	21,647	30,204	-28.3%
TOTAL		173,747	193,762	-10.3%	16,969	16,556	2.5%	8,270	5,228	58.2%	25,656	27,069	-5.2%	224,642	242,615	-7.4%

NUMBER OF DOORS TRADING

19

**MARCH YTD
AREA 6: CATHERINE
WILKINSON**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
545	R C AUSTINS NEWTON ABBOT	7,850	6,513	20.5%	844	1,029	-18.0%	209	237	-11.8%	1,463	1,464	-0.1%	10,366	9,243	12.1%
1613	BOOTS EXETER	16,286	20,396	-20.2%	1,373	1,636	-16.1%	827	418	97.8%	2,791	3,451	-19.1%	21,277	25,901	-17.9%
1638	BOOTS PLYMOUTH	17,185	26,578	-35.3%	1,851	2,359	-21.5%	972	1,210	-19.7%	2,679	5,591	-52.1%	22,687	35,738	-36.5%
1674	BOOTS TRURO	18,740	20,572	-8.9%	1,665	2,945	-43.5%	887	888	-0.1%	3,366	4,838	-30.4%	24,658	29,243	-15.7%
1679	BOOTS TORQUAY	15,826	13,968	13.3%	1,031	809	27.4%	483	336	43.8%	2,784	2,890	-3.7%	20,124	18,003	11.8%
1691	BOOTS TAUNTON	15,488	18,719	-17.3%	1,420	1,814	-21.7%	1,002	761	31.7%	2,569	2,797	-8.2%	20,479	24,091	-15.0%
1717	BOOTS BARNSTAPLE	12,854	12,581	2.2%	1,553	1,692	-8.2%	527	273	93.0%	2,628	2,563	2.5%	17,562	17,109	2.6%
1729	BOOTS HAYLE	13,541	15,698	-13.7%	1,539	2,269	-32.2%	792	516	53.5%	2,757	4,343	-36.5%	18,629	22,826	-18.4%
3010	DEBENHAMS TAUNTON	22,133	22,272	-0.6%	1,908	2,479	-23.0%	714	688	3.8%	4,133	4,070	1.5%	28,888	29,509	-2.1%
3015	DEBENHAMS PLYMOUTH	9,381	10,265	-8.6%	637	903	-29.5%	132	400	-67.0%	775	1,736	-55.4%	10,925	13,304	-17.9%
3150	BEALES YEOVIL	11,960	3,844	211.1%	683	1,334	-48.8%	581	65	793.8%	1,311	1,699	-22.8%	14,535	6,942	109.4%
3153	DEBENHAMS WEYMOUTH	6,808	8,563	-20.5%	562	981	-42.7%	144	300	-52.0%	1,185	1,734	-31.7%	8,699	11,578	-24.9%
3156	DEBENHAMS TORQUAY	3,746	5,193	-27.9%	454	662	-31.4%	92	79	16.5%	627	962	-34.8%	4,919	6,896	-28.7%
3187	DESIRE BY DEBS TRURO	15,223	17,898	-14.9%	1,182	1,993	-40.7%	586	376	55.9%	2,588	3,553	-27.2%	19,579	23,820	-17.8%
3211	DEBENHAMS EXETER	16,283	20,348	-20.0%	1,426	2,345	-39.2%	250	274	-8.8%	2,152	3,327	-35.3%	20,111	26,294	-23.5%
3935	FIELDS SIDMOUTH	8,714	7,260	20.0%	1,301	1,170	11.2%	272	206	32.0%	1,809	1,402	29.0%	12,096	10,038	20.5%
4410	GOULDS DORCHESTER	12,166	11,029	10.3%	1,755	2,012	-12.8%	152	421	-63.9%	2,989	3,028	-1.3%	17,062	16,490	3.5%
5110	DINGLES EXETER	16,730	16,659	0.4%	2,481	1,641	51.2%	936	525	78.3%	3,986	2,903	37.3%	24,133	21,728	11.1%
5120	DINGLES PLYMOUTH	16,566	10,850	52.7%	1,639	1,584	3.5%	920	164	461.0%	2,240	1,956	14.5%	21,365	14,554	46.8%
5160	HOOPERS TORQUAY	4,017	3,800	5.7%	333	958	-65.2%	183	376	-51.3%	760	1,100	-30.9%	5,293	6,234	-15.1%
5816	JOHN LEWIS EXETER	14,234	15,421	-7.7%	3,306	1,907	73.4%	1,035	588	76.0%	4,460	2,969	50.2%	23,035	20,885	10.3%
TOTAL		275,731	288,427	-4.4%	28,943	34,522	-16.2%	11,696	9,101	28.5%	50,052	58,376	-14.3%	366,422	390,426	-6.1%

NUMBER OF DOORS TRADING

21

**MONTH OF MARCH
AREA 6: CATHERINE
WILKINSON**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
545	R C AUSTINS NEWTON ABBOT	3,483	4,063	-14.3%	220	412	-46.6%	0	112	NA	672	812	-17.2%	4,375	5,399	-19.0%
1613	BOOTS EXETER	6,708	8,670	-22.6%	604	652	-7.4%	296	77	284.4%	1,557	871	78.8%	9,165	10,270	-10.8%
1638	BOOTS PLYMOUTH	5,941	13,950	-57.4%	793	985	-19.5%	277	469	-40.9%	1,132	1,759	-35.6%	8,143	17,163	-52.6%
1674	BOOTS TRURO	7,318	9,755	-25.0%	694	1,302	-46.7%	259	286	-9.4%	1,498	1,919	-21.9%	9,769	13,262	-26.3%
1679	BOOTS TORQUAY	6,153	6,080	1.2%	587	313	87.5%	112	32	250.0%	1,497	880	70.1%	8,349	7,305	14.3%
1691	BOOTS TAUNTON	6,231	9,915	-37.2%	694	803	-13.6%	426	483	-11.8%	1,329	1,001	32.8%	8,680	12,202	-28.9%
1717	BOOTS BARNSTAPLE	4,204	6,710	-37.3%	801	850	-5.8%	198	45	340.0%	1,180	1,085	8.8%	6,383	8,690	-26.5%
1729	BOOTS HAYLE	4,890	6,835	-28.5%	695	1,085	-35.9%	326	193	68.9%	1,141	1,458	-21.7%	7,052	9,571	-26.3%
3010	DEBENHAMS TAUNTON	12,786	11,744	8.9%	1,029	1,120	-8.1%	243	335	-27.5%	2,654	2,027	30.9%	16,712	15,226	9.8%
3015	DEBENHAMS PLYMOUTH	5,504	5,672	-3.0%	231	382	-39.5%	22	193	-88.6%	601	635	-5.4%	6,358	6,882	-7.6%
3150	BEALES YEOVIL	4,227	2,773	52.4%	246	435	-43.4%	189	0	NA	692	734	-5.7%	5,354	3,942	35.8%
3153	DEBENHAMS WEYMOUTH	4,506	4,538	-0.7%	332	452	-26.5%	17	121	-86.0%	605	752	-19.5%	5,460	5,863	-6.9%
3156	DEBENHAMS TORQUAY	2,574	3,045	-15.5%	235	300	-21.7%	0	61	NA	359	378	-5.0%	3,168	3,784	-16.3%
3187	DESIRE BY DEBS TRURO	6,970	9,962	-30.0%	522	928	-43.8%	129	136	-5.1%	1,313	1,791	-26.7%	8,934	12,817	-30.3%
3211	DEBENHAMS EXETER	9,055	10,174	-11.0%	623	752	-17.2%	81	114	-28.9%	1,071	1,423	-24.7%	10,830	12,463	-13.1%
3935	FIELDS SIDMOUTH	3,382	3,458	-2.2%	375	343	9.3%	96	76	26.3%	676	569	18.8%	4,529	4,446	1.9%
4410	GOULDS DORCHESTER	5,525	5,413	2.1%	601	932	-35.5%	26	269	-90.3%	1,072	1,714	-37.5%	7,224	8,328	-13.3%
5110	DINGLES EXETER	5,280	5,884	-10.3%	1,186	900	31.8%	504	241	109.1%	1,907	1,529	24.7%	8,877	8,554	3.8%
5120	DINGLES PLYMOUTH	6,369	3,875	64.4%	852	744	14.5%	316	83	280.7%	869	916	-5.1%	8,406	5,618	49.6%
5160	HOOPERS TORQUAY	2,040	1,598	27.7%	23	393	-94.1%	0	51	NA	292	217	34.6%	2,355	2,259	4.2%
5816	JOHN LEWIS EXETER	7,019	6,561	7.0%	1,148	415	176.6%	528	167	216.2%	1,462	656	122.9%	10,157	7,799	30.2%
TOTAL		120,165	140,675	-14.6%	12,491	14,498	-13.8%	4,045	3,544	14.1%	23,579	23,126	2.0%	160,280	181,843	-11.9%

NUMBER OF DOORS TRADING

21

**MARCH YTD
AREA 7: NATALIE
KYPRIANOU**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
5303	BEATTIES AYLESBURY	11,460	12,415	-7.7%	1,290	1,792	-28.0%	551	138	299.3%	2,693	3,081	-12.6%	15,994	17,426	-8.2%
1776	BOOTS AYLESBURY	15,894	17,624	-9.8%	1,533	1,905	-19.5%	756	880	-14.1%	3,642	3,472	4.9%	21,825	23,881	-8.6%
1584	BOOTS LONDON BRENT CROSS	36,852	41,988	-12.2%	3,066	2,551	20.2%	2,280	2,231	2.2%	3,847	4,070	-5.5%	46,045	50,840	-9.4%
1542	BOOTS MILTON KEYNES	29,117	35,338	-17.6%	2,418	3,165	-23.6%	2,023	1,475	37.2%	3,839	4,542	-15.5%	37,397	44,520	-16.0%
1573	BOOTS OXFORD	21,986	35,693	-38.4%	2,074	3,257	-36.3%	1,088	857	27.0%	3,622	4,542	-20.3%	28,770	44,349	-35.1%
1548	BOOTS WATFORD	23,629	27,260	-13.3%	2,339	2,675	-12.6%	1,009	1,708	-40.9%	3,925	4,362	-10.0%	30,902	36,005	-14.2%
3188	DEBENHAMS HEMEL HEMPSTEAD	23,190	22,358	3.7%	2,466	2,142	15.1%	555	603	-8.0%	3,381	3,877	-12.8%	29,592	28,980	2.1%
2920	DEBENHAMS LUTON	17,310	17,721	-2.3%	941	1,447	-35.0%	562	461	21.9%	1,975	3,461	-42.9%	20,788	23,090	-10.0%
3133	DEBENHAMS MILTON KEYNES	43,564	52,320	-16.7%	2,568	3,948	-35.0%	1,141	1,807	-36.9%	5,439	7,361	-26.1%	52,712	65,436	-19.4%
3091	DEBENHAMS OXFORD	21,994	32,019	-31.3%	1,451	2,515	-42.3%	360	906	-60.3%	3,525	5,405	-34.8%	27,330	40,845	-33.1%
3209	DEBENHAMS WELWYN GARDEN CITY	8,623	10,316	-16.4%	491	1,542	-68.2%	315	254	24.0%	1,688	2,074	-18.6%	11,117	14,186	-21.6%
3233	DESIRE BY DEBS WITNEY	22,937	26,053	-12.0%	2,911	3,300	-11.8%	518	443	16.9%	4,472	6,070	-26.3%	30,838	35,866	-14.0%
3860	FENWICK LONDON BRENT CROSS	30,262	39,464	-23.3%	1,785	2,037	-12.4%	852	2,063	-58.7%	2,586	3,081	-16.1%	35,485	46,645	-23.9%
4760	HOF MILTON KEYNES	12,610	10,144	24.3%	1,071	1,286	-16.7%	1,005	152	561.2%	1,638	1,528	7.2%	16,324	13,110	24.5%
5630	JOHN LEWIS LONDON BRENT CROSS	52,653	57,280	-8.1%	4,818	4,352	10.7%	1,559	2,348	-33.6%	6,026	6,344	-5.0%	65,056	70,324	-7.5%
5655	JOHN LEWIS MILTON KEYNES	50,286	66,321	-24.2%	4,746	7,015	-32.3%	2,222	2,959	-24.9%	7,449	9,074	-17.9%	64,703	85,369	-24.2%
5690	JOHN LEWIS WATFORD	32,025	43,095	-25.7%	4,990	4,286	16.4%	1,623	1,925	-15.7%	5,795	5,841	-0.8%	44,433	55,147	-19.4%
5645	JOHN LEWIS WELWYN GARDEN CITY	62,622	69,499	-9.9%	7,372	6,748	9.2%	3,623	3,087	17.4%	9,051	10,257	-11.8%	82,668	89,591	-7.7%
	TOTAL	517,014	616,908	-16.2%	48,330	55,963	-13.6%	22,042	24,297	-9.3%	74,593	88,442	-15.7%	661,979	785,610	-15.7%
	<u>New Account</u>															
3268	DEBENHAMS STEVENAGE	16,057	0	NA	1,242	0	NA	556	0	NA	1,612	0	NA	19,467	0	NA
5691	JOHN LEWIS OXFORD	9,727	0	NA	1,496	0	NA	804	0	NA	3,155	0	NA	15,182	0	NA
	TOTAL	542,798	616,908	-12.0%	51,068	55,963	-8.7%	23,402	24,297	-3.7%	79,360	88,442	-10.3%	696,628	785,610	-11.3%

NUMBER OF DOORS TRADING

20

**MONTH OF MARCH
AREA 7: NATALIE
KYPRIANOU**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
5303	BEATTIES AYLESBURY	3,413	4,868	-29.9%	592	787	-24.8%	109	56	94.6%	1,021	1,533	-33.4%	5,135	7,244	-29.1%
1776	BOOTS AYLESBURY	6,738	7,766	-13.2%	649	779	-16.7%	260	84	209.5%	1,835	1,331	37.9%	9,482	9,960	-4.8%
1584	BOOTS LONDON BRENT CROSS	18,898	20,585	-8.2%	2,059	1,142	80.3%	1,106	1,116	-0.9%	1,552	1,112	39.6%	23,615	23,955	-1.4%
1542	BOOTS MILTON KEYNES	11,610	18,810	-38.3%	1,152	1,208	-4.6%	923	772	19.6%	1,969	1,742	13.0%	15,654	22,532	-30.5%
1573	BOOTS OXFORD	8,554	19,910	-57.0%	451	1,310	-65.6%	277	276	0.4%	1,009	1,671	-39.6%	10,291	23,167	-55.6%
1548	BOOTS WATFORD	10,066	11,938	-15.7%	1,022	1,228	-16.8%	345	756	-54.4%	1,857	1,243	49.4%	13,290	15,165	-12.4%
3188	DEBENHAMS HEMEL HEMPSTEAD	14,291	10,271	39.1%	1,374	817	68.2%	86	189	-54.5%	1,928	1,502	28.4%	17,679	12,779	38.3%
2920	DEBENHAMS LUTON	10,361	10,502	-1.3%	401	582	-31.1%	219	323	-32.2%	1,047	1,575	-33.5%	12,028	12,982	-7.3%
3133	DEBENHAMS MILTON KEYNES	26,997	25,265	6.9%	1,361	1,781	-23.6%	273	929	-70.6%	2,926	2,970	-1.5%	31,557	30,945	2.0%
3091	DEBENHAMS OXFORD	12,558	15,346	-18.2%	759	907	-16.3%	33	371	-91.1%	2,022	1,816	11.3%	15,372	18,440	-16.6%
3209	DEBENHAMS WELWYN GARDEN CITY	4,526	5,536	-18.2%	241	574	-58.0%	21	200	-89.5%	904	719	25.7%	5,692	7,029	-19.0%
3233	DESIRE BY DEBS WITNEY	14,181	12,488	13.6%	1,507	1,328	13.5%	98	159	-38.4%	2,753	2,472	11.4%	18,539	16,447	12.7%
3860	FENWICK LONDON BRENT CROSS	18,785	19,767	-5.0%	710	1,111	-36.1%	442	482	-8.3%	1,255	1,430	-12.2%	21,192	22,790	-7.0%
4760	HOF MILTON KEYNES	4,630	3,465	33.6%	525	425	23.5%	561	46	NA	546	899	-39.3%	6,262	4,835	29.5%
5630	JOHN LEWIS LONDON BRENT CROSS	19,381	24,362	-20.4%	1,564	1,273	22.9%	250	1,382	-81.9%	1,606	1,869	-14.1%	22,801	28,886	-21.1%
5655	JOHN LEWIS MILTON KEYNES	15,864	23,494	-32.5%	1,351	2,339	-42.2%	558	789	-29.3%	1,370	2,213	-38.1%	19,143	28,835	-33.6%
5690	JOHN LEWIS WATFORD	16,039	15,374	4.3%	1,848	1,433	29.0%	424	544	-22.1%	1,997	1,479	35.0%	20,308	18,830	7.8%
5645	JOHN LEWIS WELWYN GARDEN CITY	21,897	24,905	-12.1%	1,845	1,699	8.6%	678	1,057	-35.9%	1,665	2,945	-43.5%	26,085	30,606	-14.8%
TOTAL		238,789	274,652	-13.1%	19,411	20,723	-6.3%	6,663	9,531	-30.1%	29,262	30,521	-4.1%	294,125	335,427	-12.3%
<u>New Account</u>																
3268	DEBENHAMS STEVENAGE	9,072	0	NA	702	0	NA	190	0	NA	880	0	NA	10,844	0	NA
5691	JOHN LEWIS OXFORD	5,227	0	NA	384	0	NA	120	0	NA	532	0	NA	6,263	0	NA
TOTAL		253,088	274,652	-7.9%	20,497	20,723	-1.1%	6,973	9,531	-26.8%	30,674	30,521	0.5%	311,232	335,427	-7.2%

NUMBER OF DOORS TRADING

20

**MARCH YTD
AREA 9 : KAREN CROWHURST**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1574	BOOTS CHELMSFORD	18,936	20,382	-7.1%	1,993	1,726	15.5%	1,609	1,466	9.8%	3,925	3,280	19.7%	26,463	26,854	-1.5%
1787	BOOTS LONDON BISHOPSGATE	11,484	7,617	50.8%	753	841	-10.5%	1,259	1,097	14.8%	1,914	1,259	52.0%	15,410	10,814	42.5%
1604	BOOTS LONDON CANARY WHARF	40,588	49,235	-17.6%	2,948	3,345	-11.9%	4,100	4,778	-14.2%	5,598	4,549	23.1%	53,234	61,907	-14.0%
1751	BOOTS LONDON CHEAPSIDE	20,844	26,631	-21.7%	1,361	1,665	-18.3%	2,749	2,529	8.7%	2,669	2,610	2.3%	27,623	33,435	-17.4%
1618	BOOTS LONDON LIVERPOOL ST	55,352	65,431	-15.4%	3,684	4,179	-11.8%	6,247	5,802	7.7%	6,888	7,656	-10.0%	72,171	83,068	-13.1%
1807	BOOTS LONDON WESTFIELD STRATFORD	40,102	49,204	-18.5%	3,149	3,041	3.6%	2,612	3,483	-25.0%	4,723	6,793	-30.5%	50,586	62,521	-19.1%
1643	BOOTS LONDON WOOD GREEN	16,724	21,040	-20.5%	899	858	4.8%	1,053	851	23.7%	1,906	1,899	0.4%	20,582	24,648	-16.5%
1634	BOOTS ROMFORD	16,072	13,799	16.5%	1,071	1,265	-15.3%	654	748	-12.6%	2,560	1,960	30.6%	20,357	17,772	14.5%
1796	BOOTS ST ALBANS	27,284	31,843	-14.3%	2,286	2,635	-13.2%	1,753	1,533	14.4%	3,196	4,330	-26.2%	34,519	40,341	-14.4%
1659	BOOTS ST ALBANS COLNEY FIELDS	24,142	31,518	-23.4%	1,836	3,049	-39.8%	1,021	1,902	-46.3%	2,970	5,834	-49.1%	29,969	42,303	-29.2%
3031	DEBENHAMS BOREHAMWOOD	16,128	12,236	31.8%	1,223	1,539	-20.5%	460	609	-24.5%	1,675	1,993	-16.0%	19,486	16,377	19.0%
2955	DEBENHAMS CHELMSFORD	43,534	44,691	-2.6%	2,761	4,247	-35.0%	1,301	354	267.5%	4,334	6,642	-34.7%	51,930	55,934	-7.2%
3176	DEBENHAMS ILFORD	18,032	10,037	79.7%	606	1,266	-52.1%	224	174	28.7%	1,200	1,851	-35.2%	20,062	13,328	50.5%
2855	DEBENHAMS ROMFORD	28,670	28,870	-0.7%	1,044	2,089	-50.0%	561	987	-43.2%	2,504	3,769	-33.6%	32,779	35,715	-8.2%
5291	HOF LONDON CITY	33,953	28,556	18.9%	2,513	1,561	61.0%	3,140	1,543	103.5%	4,150	3,874	7.1%	43,756	35,534	23.1%
8740	JAMES SELBY LONDON HOLLOWAY	12,540	12,897	-2.8%	643	1,994	-67.8%	567	610	-7.0%	2,215	2,400	-7.7%	15,965	17,901	-10.8%
5819	JOHN LEWIS CHELMSFORD	19,828	10,260	93.3%	4,242	2,001	112.0%	1,566	383	308.9%	4,892	2,485	96.9%	30,528	15,129	101.8%
5814	JOHN LEWIS LONDON WESTFIELD STRATFORD	48,296	57,989	-16.7%	4,571	4,450	2.7%	3,474	3,157	10.0%	6,134	7,596	-19.2%	62,475	73,192	-14.6%
7575	PEARSONS ENFIELD	23,181	17,848	29.9%	2,291	1,387	65.2%	1,394	389	258.4%	3,537	4,284	-17.4%	30,403	23,908	27.2%
	TOTAL	515,690	540,084	-4.5%	39,874	43,138	-7.6%	35,744	32,395	10.3%	66,990	75,064	-10.8%	658,298	690,681	-4.7%
	New Account															
4112	INDULGE BEAUTY LONDON STRATFORD WESTFIELD	1,274	0	NA	57	0	NA	217	0	NA	500	0	NA	2,048	0	NA
	TOTAL	516,964	540,084	-4.3%	39,931	43,138	-7.4%	35,961	32,395	11.0%	67,490	75,064	-10.1%	660,346	690,681	-4.4%

NUMBER OF DOORS TRADING

20

**MONTH OF MARCH
AREA 9 : KAREN
CROWHURST**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1574	BOOTS CHELMSFORD	7,682	10,510	-26.9%	857	745	15.0%	722	296	143.9%	1,727	1,011	70.8%	10,988	12,562	-12.5%
1787	BOOTS LONDON BISHOPSGATE	3,559	2,999	18.7%	429	395	8.6%	517	381	35.7%	728	255	185.5%	5,233	4,030	29.9%
1604	BOOTS LONDON CANARY WHARF	19,992	23,225	-13.9%	1,606	1,403	14.5%	2,381	2,118	12.4%	2,950	1,432	106.0%	26,929	28,178	-4.4%
1751	BOOTS LONDON CHEAPSIDE	8,120	14,467	-43.9%	661	735	-10.1%	1,335	817	63.4%	1,214	808	50.2%	11,330	16,827	-32.7%
1618	BOOTS LONDON LIVERPOOL ST	27,866	32,946	-15.4%	1,878	2,254	-16.7%	2,816	2,212	27.3%	3,235	3,098	4.4%	35,795	40,510	-11.6%
1807	BOOTS LONDON WESTFIELD STRATFORD	17,358	27,660	-37.2%	1,543	1,460	5.7%	1,056	1,443	-26.8%	1,924	3,055	-37.0%	21,881	33,618	-34.9%
1643	BOOTS LONDON WOOD GREEN	7,406	10,423	-28.9%	430	384	12.0%	369	461	-20.0%	635	704	-9.8%	8,840	11,972	-26.2%
1634	BOOTS ROMFORD	5,224	6,381	-18.1%	425	584	-27.2%	317	250	26.8%	993	695	42.9%	6,959	7,910	-12.0%
1796	BOOTS ST ALBANS	10,808	13,738	-21.3%	1,017	975	4.3%	613	449	36.5%	1,336	1,313	1.8%	13,774	16,475	-16.4%
1659	BOOTS ST ALBANS COLNEY FIELDS	8,249	14,680	-43.8%	780	1,465	-46.8%	535	528	1.3%	1,638	1,755	-6.7%	11,202	18,428	-39.2%
3031	DEBENHAMS BOREHAMWOOD	9,685	7,041	37.6%	568	629	-9.7%	246	235	4.7%	794	910	-12.7%	11,293	8,815	28.1%
2955	DEBENHAMS CHELMSFORD	26,033	27,096	-3.9%	1,388	1,669	-16.8%	351	122	187.7%	2,457	3,004	-18.2%	30,229	31,891	-5.2%
3176	DEBENHAMS ILFORD	9,544	6,618	44.2%	319	585	-45.5%	46	164	-72.0%	729	808	-9.8%	10,638	8,175	30.1%
2855	DEBENHAMS ROMFORD	16,133	13,640	18.3%	511	738	-30.8%	79	344	-77.0%	1,402	1,375	2.0%	18,125	16,097	12.6%
5291	HOF LONDON CITY	12,631	9,973	26.7%	1,391	812	71.3%	1,282	456	181.1%	2,184	2,625	-16.8%	17,488	13,866	26.1%
8740	JAMES SELBY LONDON HOLLOWAY	5,945	5,966	-0.4%	428	565	-24.2%	177	26	580.8%	701	645	8.7%	7,251	7,202	0.7%
5819	JOHN LEWIS CHELMSFORD	8,918	5,571	60.1%	1,484	613	142.1%	316	63	401.6%	1,112	712	56.2%	11,830	6,959	70.0%
5814	STRATFORD	20,020	17,876	12.0%	1,429	846	68.9%	1,250	676	84.9%	1,150	2,094	-45.1%	23,849	21,492	11.0%
7575	PEARSONS ENFIELD	9,575	9,163	4.5%	722	617	17.0%	528	248	112.9%	1,061	1,592	-33.4%	11,886	11,620	2.3%
	TOTAL	234,748	259,973	-9.7%	17,866	17,474	2.2%	14,936	11,289	32.3%	27,970	27,891	0.3%	295,520	316,627	-6.7%
	New Account															
4112	WESTFIELD	355	0	NA	57	0	NA	145	0	NA	0	0	NA	557	0	NA
	TOTAL	235,103	259,973	-9.6%	17,923	17,474	2.6%	15,081	11,289	33.6%	27,970	27,891	0.3%	296,077	316,627	-6.5%

NUMBER OF DOORS TRADING

20

**MARCH YTD
AREA 10 : ZOE
FREER**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
744	BEALES BEDFORD	4,931	4,043	22.0%	273	943	-71.0%	429	235	82.6%	705	1,372	-48.6%	6,338	6,593	-3.9%
751	BEALES HUNTINGDON ST NEOTS	4,325	7,157	-39.6%	-19	1,159	NA	508	357	42.3%	1,506	2,648	-43.1%	6,320	11,321	-44.2%
1799	BOOTS NORWICH	13,298	12,426	7.0%	1,171	1,007	16.3%	724	402	80.1%	2,318	1,857	24.8%	17,511	15,692	11.6%
1526	BOOTS NOTTINGHAM	35,133	45,108	-22.1%	3,032	3,334	-9.1%	2,114	2,307	-8.4%	5,201	6,739	-22.8%	45,480	57,488	-20.9%
1704	BOOTS NOTTINGHAM RIVERSIDE	16,648	20,105	-17.2%	1,982	2,034	-2.6%	1,041	791	31.6%	3,697	3,533	4.6%	23,368	26,463	-11.7%
1547	BOOTS PETERBOROUGH	23,233	26,338	-11.8%	2,146	3,506	-38.8%	1,010	730	38.4%	5,984	6,205	-3.6%	32,373	36,779	-12.0%
1678	BOOTS PETERBOROUGH HAMPTON	21,594	20,370	6.0%	1,869	1,998	-6.5%	1,240	1,338	-7.3%	3,951	4,373	-9.7%	28,654	28,079	2.0%
2885	DEBENHAMS BEDFORD	14,821	20,458	-27.6%	1,027	1,513	-32.1%	456	377	21.0%	2,279	3,462	-34.2%	18,583	25,810	-28.0%
3033	DEBENHAMS KINGS LYNN	13,127	14,462	-9.2%	929	1,517	-38.8%	341	402	-15.2%	1,920	3,491	-45.0%	16,317	19,872	-17.9%
2875	DEBENHAMS NORWICH	39,247	44,672	-12.1%	2,094	3,078	-32.0%	618	1,115	-44.6%	4,062	5,693	-28.6%	46,021	54,558	-15.6%
2925	DEBENHAMS NOTTINGHAM	16,157	17,255	-6.4%	977	1,457	-32.9%	271	492	-44.9%	2,022	3,741	-46.0%	19,427	22,945	-15.3%
7199	DOWNTOWN SUPERSTORE GRANTHAM	12,716	16,760	-24.1%	2,742	3,256	-15.8%	1,130	1,529	-26.1%	4,155	5,025	-17.3%	20,743	26,570	-21.9%
9101	HILLS SPALDING	9,983	15,808	-36.8%	997	1,617	-38.3%	495	351	41.0%	2,318	2,816	-17.7%	13,793	20,592	-33.0%
5301	HOF NORWICH	17,055	12,770	33.6%	1,452	1,134	28.0%	1,345	562	139.3%	2,330	2,565	-9.2%	22,182	17,031	30.2%
5297	HOF NOTTINGHAM	8,760	7,119	23.1%	539	470	14.7%	567	187	203.2%	610	1,213	-49.7%	10,476	8,989	16.5%
5470	JARROLDS NORWICH	17,857	23,465	-23.9%	1,747	2,823	-38.1%	1,674	1,373	21.9%	2,739	3,568	-23.2%	24,017	31,229	-23.1%
5680	JOHN LEWIS NORWICH	24,345	28,583	-14.8%	4,147	3,628	14.3%	1,093	1,054	3.7%	5,800	5,439	6.6%	35,385	38,704	-8.6%
5615	JOHN LEWIS NOTTINGHAM	32,134	40,718	-21.1%	5,453	5,113	6.6%	2,009	2,080	-3.4%	6,119	6,391	-4.3%	45,715	54,302	-15.8%
5675	ALISON JENSON-GOODALL REGION	27,915	31,311	-10.8%	4,685	4,376	7.1%	838	1,588	-47.2%	6,668	6,914	-3.6%	40,106	44,189	-9.2%
7197	OLDRIDS BOSTON	24,525	21,018	16.7%	2,801	3,324	-15.7%	1,386	648	113.9%	4,620	6,227	-25.8%	33,332	31,217	6.8%
7345	PALMERS GREAT YARMOUTH	4,078	4,559	-10.6%	-170	895	NA	336	117	187.2%	197	1,084	-81.8%	4,441	6,655	-33.3%
TOTAL		381,882	434,505	-12.1%	39,874	48,182	-17.2%	19,625	18,035	8.8%	69,201	84,356	-18.0%	510,582	585,078	-12.7%

NUMBER OF DOORS TRADING

21

**MONTH OF MARCH
AREA 10 : ZOE
FREER**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
744	BEALES BEDFORD	1,649	2,108	-21.8%	47	198	-76.3%	9	16	-43.8%	17	405	-95.8%	1,722	2,727	-36.9%
751	BEALES HUNTINGDON ST NEOTS	728	5,376	-86.5%	-440	718	NA	0	133	NA	-203	1,637	NA	85	7,864	-98.9%
1799	BOOTS NORWICH	4,938	6,813	-27.5%	691	465	48.6%	334	120	178.3%	1,239	657	88.6%	7,202	8,055	-10.6%
1526	BOOTS NOTTINGHAM	16,097	18,576	-13.3%	1,527	1,383	10.4%	991	506	95.8%	2,472	2,244	10.2%	21,087	22,709	-7.1%
1704	BOOTS NOTTINGHAM RIVERSIDE	6,250	9,063	-31.0%	893	688	29.8%	272	197	38.1%	2,119	1,311	61.6%	9,534	11,259	-15.3%
1547	BOOTS PETERBOROUGH	9,114	11,910	-23.5%	1,133	1,547	-26.8%	366	231	58.4%	3,332	2,398	38.9%	13,945	16,086	-13.3%
1678	BOOTS PETERBOROUGH HAMPTON	9,922	9,448	5.0%	1,042	805	29.4%	519	252	106.0%	2,080	1,941	7.2%	13,563	12,446	9.0%
2885	DEBENHAMS BEDFORD	9,785	9,953	-1.7%	478	451	6.0%	89	134	-33.6%	1,398	952	46.8%	11,750	11,490	2.3%
3033	DEBENHAMS KINGS LYNN	7,244	6,918	4.7%	467	670	-30.3%	72	178	-59.6%	911	1,852	-50.8%	8,694	9,618	-9.6%
2875	DEBENHAMS NORWICH	23,040	24,483	-5.9%	1,181	1,565	-24.5%	126	418	-69.9%	2,576	2,160	19.3%	26,923	28,626	-5.9%
2925	DEBENHAMS NOTTINGHAM	8,940	8,047	11.1%	389	592	-34.3%	68	165	-58.8%	926	1,704	-45.7%	10,323	10,508	-1.8%
7199	DOWNTOWN SUPERSTORE GRANTHAM	3,873	8,242	-53.0%	388	1,264	-69.3%	307	629	-51.2%	1,051	2,390	-56.0%	5,619	12,525	-55.1%
9101	HILLS SPALDING	5,551	9,469	-41.4%	402	273	47.3%	211	116	81.9%	830	760	9.2%	6,994	10,618	-34.1%
5301	HOF NORWICH	4,113	5,835	-29.5%	704	863	-18.4%	294	253	16.2%	1,156	1,542	-25.0%	6,267	8,493	-26.2%
5297	HOF NOTTINGHAM	2,920	3,529	-17.3%	258	558	-53.8%	242	126	92.1%	178	713	-75.0%	3,598	4,926	-27.0%
5470	JARROLDS NORWICH	5,820	9,369	-37.9%	548	934	-41.3%	644	238	170.6%	637	1,585	-59.8%	7,649	12,126	-36.9%
5680	JOHN LEWIS NORWICH	10,572	13,571	-22.1%	1,754	1,254	39.9%	481	399	20.6%	1,944	1,784	9.0%	14,751	17,008	-13.3%
5615	JOHN LEWIS NOTTINGHAM	15,534	18,020	-13.8%	2,168	1,513	43.3%	406	663	-38.8%	2,068	1,658	24.7%	20,176	21,854	-7.7%
5675	JOHN LEWIS PETERBOROUGH	13,496	13,328	1.3%	1,991	1,314	51.5%	297	650	-54.3%	1,877	2,284	-17.8%	17,661	17,576	0.5%
7197	OLDRIDS BOSTON	10,269	10,680	-3.8%	961	1,509	-36.3%	504	363	38.8%	1,788	2,610	-31.5%	13,522	15,162	-10.8%
7345	PALMERS GREAT YARMOUTH	3,233	1,737	86.1%	176	301	-41.5%	189	51	270.6%	368	488	-24.6%	3,966	2,577	53.9%
TOTAL		173,088	206,475	-16.2%	16,758	18,865	-11.2%	6,421	5,838	10.0%	28,764	33,075	-13.0%	225,031	264,253	-14.8%

NUMBER OF DOORS TRADING

21

**MARCH YTD
AREA 11 : CLAIRE
CURTIS**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1598	BOOTS COVENTRY	13,823	17,363	-20.4%	1,642	1,905	-13.8%	646	437	47.8%	3,427	4,320	-20.7%	19,538	24,025	-18.7%
1524	BOOTS DERBY	34,729	34,007	2.1%	3,006	4,060	-26.0%	1,932	1,974	-2.1%	6,409	5,537	15.7%	46,076	45,578	1.1%
1636	BOOTS KETTERING	12,591	15,813	-20.4%	1,039	1,512	-31.3%	656	521	25.9%	2,723	3,039	-10.4%	17,009	20,885	-18.6%
1662	BOOTS LEAMINGTON SPA	15,641	19,083	-18.0%	997	1,548	-35.6%	1,245	1,371	-9.2%	1,457	3,011	-51.6%	19,340	25,013	-22.7%
1632	BOOTS LEICESTER	14,589	11,661	25.1%	722	812	-11.1%	1,113	681	63.4%	1,967	1,848	6.4%	18,391	15,002	22.6%
1562	BOOTS LEICESTER FOSSE PARK	48,593	54,039	-10.1%	4,973	4,633	7.3%	2,272	3,080	-26.2%	10,521	9,253	13.7%	66,359	71,005	-6.5%
1698	BOOTS NEWARK	15,090	14,009	7.7%	1,793	1,413	26.9%	874	482	81.3%	2,394	3,033	-21.1%	20,151	18,937	6.4%
1891	BOOTS NORTHAMPTON	12,812	16,064	-20.2%	1,006	697	44.3%	787	547	43.9%	2,530	3,662	-30.9%	17,135	20,970	-18.3%
1761	BOOTS RUGBY	14,326	16,754	-14.5%	1,332	1,874	-28.9%	799	708	12.9%	4,061	2,806	44.7%	20,518	22,142	-7.3%
2911	DEBENHAMS BANBURY	24,513	23,963	2.3%	2,129	2,452	-13.2%	340	277	22.7%	4,220	5,603	-24.7%	31,202	32,295	-3.4%
3100	DEBENHAMS COVENTRY	16,024	21,899	-26.8%	1,183	2,124	-44.3%	404	759	-46.8%	1,979	4,253	-53.5%	19,590	29,035	-32.5%
3212	DEBENHAMS DERBY	17,234	21,147	-18.5%	1,500	2,210	-32.1%	468	541	-13.5%	2,040	4,660	-56.2%	21,242	28,558	-25.6%
3249	DEBENHAMS LEAMINGTON SPA	10,240	10,897	-6.0%	1,270	1,002	26.7%	277	260	6.5%	2,115	1,933	9.4%	13,902	14,092	-1.3%
3105	DEBENHAMS LEICESTER	40,200	36,646	9.7%	1,919	2,842	-32.5%	884	881	0.3%	4,496	5,197	-13.5%	47,499	45,566	4.2%
2941	DEBENHAMS NORTHAMPTON	14,436	11,131	29.7%	1,222	1,078	13.4%	265	229	15.7%	1,587	2,511	-36.8%	17,510	14,949	17.1%
2907	DEBENHAMS NUNEATON	6,827	7,681	-11.1%	583	707	-17.5%	210	164	28.0%	1,154	1,659	-30.4%	8,774	10,211	-14.1%
3263	DEBENHAMS RUGBY	15,685	12,604	24.4%	1,384	1,966	-29.6%	406	577	-29.6%	2,922	4,294	-32.0%	20,397	19,441	4.9%
5260	HOF LEAMINGTON SPA	32,237	20,603	56.5%	2,320	1,337	73.5%	2,087	1,203	73.5%	4,524	2,492	81.5%	41,168	25,635	60.6%
5713	JOHN LEWIS LEICESTER	51,980	49,534	4.9%	6,166	5,714	7.9%	3,503	1,759	99.1%	8,440	7,151	18.0%	70,089	64,158	9.2%
	TOTAL	411,570	414,898	-0.8%	36,186	39,886	-9.3%	19,168	16,451	16.5%	68,966	76,262	-9.6%	535,890	547,497	-2.1%
	Closed Account															
3845	FENWICK LEICESTER	0	672	NA	0	556	NA	0	47	NA	0	177	NA	0	1,452	NA
	TOTAL	411,570	415,570	-1.0%	36,186	40,442	-10.5%	19,168	16,498	16.2%	68,966	76,439	-9.8%	535,890	548,949	-2.4%

NUMBER OF DOORS TRADING

19

**MONTH OF MARCH
AREA 11 : CLAIRE
CURTIS**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1598	BOOTS COVENTRY	5,577	8,567	-34.9%	1,015	570	78.1%	241	178	35.4%	1,714	1,422	20.5%	8,547	10,737	-20.4%
1524	BOOTS DERBY	16,116	17,499	-7.9%	1,551	1,599	-3.0%	846	914	-7.4%	3,338	2,590	28.9%	21,851	22,602	-3.3%
1636	BOOTS KETTERING	3,906	7,961	-50.9%	533	735	-27.5%	221	224	-1.3%	1,305	1,363	-4.3%	5,965	10,283	-42.0%
1662	BOOTS LEAMINGTON SPA	5,450	9,579	-43.1%	533	657	-18.9%	501	515	-2.7%	617	906	-31.9%	7,101	11,657	-39.1%
1632	BOOTS LEICESTER	4,929	6,180	-20.2%	378	255	48.2%	510	234	117.9%	890	438	103.2%	6,707	7,107	-5.6%
1562	BOOTS LEICESTER FOSSE PARK	23,637	25,586	-7.6%	2,642	1,869	41.4%	1,006	885	13.7%	5,926	3,983	48.8%	33,211	32,323	2.7%
1698	BOOTS NEWARK	4,877	6,815	-28.4%	1,074	581	84.9%	254	232	9.5%	1,132	904	25.2%	7,337	8,532	-14.0%
1891	BOOTS NORTHAMPTON	4,106	6,923	-40.7%	425	-47	NA	276	305	-9.5%	1,301	845	54.0%	6,108	8,026	-23.9%
1761	BOOTS RUGBY	4,736	7,848	-39.7%	611	672	-9.1%	287	222	29.3%	2,132	975	118.7%	7,766	9,717	-20.1%
2911	DEBENHAMS BANBURY	15,182	12,242	24.0%	1,155	1,034	11.7%	45	98	-54.1%	2,626	2,355	11.5%	19,008	15,729	20.8%
3100	DEBENHAMS COVENTRY	7,760	11,590	-33.0%	510	1,215	-58.0%	49	326	-85.0%	1,005	1,897	-47.0%	9,324	15,028	-38.0%
3212	DEBENHAMS DERBY	9,315	10,493	-11.2%	813	834	-2.5%	91	289	-68.5%	927	1,677	-44.7%	11,146	13,293	-16.2%
3249	DEBENHAMS LEAMINGTON SPA	5,966	5,769	3.4%	759	462	64.3%	19	59	-67.8%	1,114	805	38.4%	7,858	7,095	10.8%
3105	DEBENHAMS LEICESTER	21,244	20,457	3.8%	913	1,029	-11.3%	349	405	-13.8%	2,380	2,199	8.2%	24,886	24,090	3.3%
2941	DEBENHAMS NORTHAMPTON	7,363	5,559	32.5%	572	515	11.1%	28	73	-61.6%	858	720	19.2%	8,821	6,867	28.5%
2907	DEBENHAMS NUNEATON	3,795	4,048	-6.3%	222	343	-35.3%	46	52	-11.5%	641	634	1.1%	4,704	5,077	-7.3%
3263	DEBENHAMS RUGBY	9,014	6,288	43.4%	886	644	37.6%	161	286	-43.7%	1,600	1,741	-8.1%	11,661	8,959	30.2%
5260	HOF LEAMINGTON SPA	12,052	4,757	153.4%	1,293	592	118.4%	676	296	128.4%	2,481	1,234	101.1%	16,502	6,879	139.9%
5713	JOHN LEWIS LEICESTER	17,949	16,960	5.8%	1,531	1,539	-0.5%	1,302	750	73.6%	1,444	2,005	-28.0%	22,226	21,254	4.6%
	TOTAL	182,974	195,121	-6.2%	17,416	15,098	15.4%	6,908	6,343	8.9%	33,431	28,693	16.5%	240,729	245,255	-1.8%
	Closed Account															
3845	FENWICK LEICESTER	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
	TOTAL	182,974	195,121	-6.2%	17,416	15,098	15.4%	6,908	6,343	8.9%	33,431	28,693	16.5%	240,729	245,255	-1.8%

NUMBER OF DOORS TRADING

19

**MARCH YTD
AREA 12: JAY
MCLAREN**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1576	BOOTS BEXLEY HEATH	14,111	8,904	58.5%	695	650	6.9%	998	383	160.6%	2,951	1,481	99.3%	18,755	11,418	64.3%
1637	BOOTS BURY ST EDMUNDS	20,330	16,236	25.2%	2,278	1,462	55.8%	1,145	857	33.6%	3,273	3,496	-6.4%	27,026	22,051	22.6%
1528	BOOTS CAMBRIDGE	31,674	36,597	-13.5%	2,029	3,388	-40.1%	1,637	1,605	2.0%	4,815	5,419	-11.1%	40,155	47,009	-14.6%
1617	BOOTS CHESHUNT	27,509	35,460	-22.4%	2,357	3,612	-34.7%	1,267	1,038	22.1%	4,229	5,352	-21.0%	35,362	45,462	-22.2%
1666	BOOTS IPSWICH	8,460	12,002	-29.5%	897	1,392	-35.6%	552	618	-10.7%	1,568	2,299	-31.8%	11,477	16,311	-29.6%
1554	BOOTS THURROCK	16,396	24,120	-32.0%	1,687	2,278	-25.9%	1,478	1,331	11.0%	2,912	3,137	-7.2%	22,473	30,866	-27.2%
3172	DEBENHAMS BASILDON	24,995	24,166	3.4%	1,400	1,887	-25.8%	566	686	-17.5%	2,501	3,680	-32.0%	29,462	30,419	-3.1%
3229	DEBENHAMS BURY ST EDMUNDS	19,510	19,422	0.5%	1,656	2,108	-21.4%	554	615	-9.9%	2,274	3,233	-29.7%	23,994	25,378	-5.5%
2860	DEBENHAMS CAMBRIDGE	18,055	15,322	17.8%	856	1,473	-41.9%	287	318	-9.7%	1,844	3,540	-47.9%	21,042	20,653	1.9%
2940	DEBENHAMS COLCHESTER	20,387	19,663	3.7%	1,884	2,278	-17.3%	487	517	-5.8%	3,268	4,215	-22.5%	26,026	26,673	-2.4%
2850	DEBENHAMS IPSWICH	20,713	24,133	-14.2%	1,940	2,104	-7.8%	602	469	28.4%	3,329	4,931	-32.5%	26,584	31,637	-16.0%
2960	DEBENHAMS SOUTHEND	32,984	36,603	-9.9%	1,895	2,797	-32.2%	866	1,385	-37.5%	3,530	4,786	-26.2%	39,275	45,571	-13.8%
3060	DEBENHAMS THURROCK LAKESIDE	51,057	49,434	3.3%	2,997	4,261	-29.7%	830	1,129	-26.5%	5,576	7,525	-25.9%	60,460	62,349	-3.0%
10090	FENWICK COLCHESTER	23,563	31,861	-26.0%	2,149	3,332	-35.5%	1,806	2,445	-26.1%	3,071	4,745	-35.3%	30,589	42,383	-27.8%
5125	HOF THURROCK	21,316	20,772	2.6%	2,105	1,220	72.5%	1,323	1,448	-8.6%	2,740	2,236	22.5%	27,484	25,676	7.0%
8321	JOHN LEWIS CAMBRIDGE	123,371	130,983	-5.8%	9,084	9,851	-7.8%	4,527	5,411	-16.3%	12,808	15,247	-16.0%	149,790	161,492	-7.2%
TOTAL		474,431	505,678	-6.2%	35,909	44,093	-18.6%	18,925	20,255	-6.6%	60,689	75,322	-19.4%	589,954	645,348	-8.6%
<u>New Account</u>																
6944	MORLEYS BEXLEYHEATH	5,370	16,694	-67.8%	353	4,604	-92.3%	239	1,437	-83.4%	1,056	4,009	-73.7%	7,018	26,744	-73.8%
<u>Closed Account</u>																
7437	PALMERS BURY ST EDMUNDS	-181	5,457	NA	-48	1,231	NA	0	271	NA	-166	1,231	NA	-395	8,190	NA
TOTAL		479,620	527,829	-9.1%	36,214	49,928	-27.5%	19,164	21,963	-12.7%	61,579	80,562	-23.6%	596,577	680,282	-12.3%

NUMBER OF DOORS TRADING

17

**MONTH OF MARCH
AREA 12: JAY
MCLAREN**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1576	BOOTS BEXLEY HEATH	4,648	4,569	1.7%	344	241	42.7%	324	95	241.1%	1,288	230	460.0%	6,604	5,135	28.6%
1637	BOOTS BURY ST EDMUNDS	8,014	7,680	4.3%	1,061	695	52.7%	370	149	148.3%	1,500	1,244	20.6%	10,945	9,768	12.0%
1528	BOOTS CAMBRIDGE	11,770	17,569	-33.0%	1,076	1,501	-28.3%	635	456	39.3%	2,315	1,846	25.4%	15,796	21,372	-26.1%
1617	BOOTS CHESHUNT	11,527	17,582	-34.4%	1,274	1,537	-17.1%	633	469	35.0%	2,217	2,475	-10.4%	15,651	22,063	-29.1%
1666	BOOTS IPSWICH	1,230	5,039	-75.6%	266	542	-50.9%	22	183	-88.0%	153	773	-80.2%	1,671	6,537	-74.4%
1554	BOOTS THURROCK	5,424	12,760	-57.5%	843	1,019	-17.3%	375	619	-39.4%	1,385	1,144	21.1%	8,027	15,542	-48.4%
3172	DEBENHAMS BASILDON	13,140	11,933	10.1%	711	795	-10.6%	86	384	-77.6%	1,469	1,387	5.9%	15,406	14,499	6.3%
3229	DEBENHAMS BURY ST EDMUNDS	9,857	8,779	12.3%	867	912	-4.9%	118	289	-59.2%	1,347	1,212	11.1%	12,189	11,192	8.9%
2860	DEBENHAMS CAMBRIDGE	11,354	8,007	41.8%	498	643	-22.6%	56	154	-63.6%	988	1,564	-36.8%	12,896	10,368	24.4%
2940	DEBENHAMS COLCHESTER	11,525	10,040	14.8%	1,083	865	25.2%	26	279	-90.7%	1,805	1,530	18.0%	14,439	12,714	13.6%
2850	DEBENHAMS IPSWICH	12,020	13,784	-12.8%	985	866	13.7%	145	253	-42.7%	2,083	1,982	5.1%	15,233	16,885	-9.8%
2960	DEBENHAMS SOUTHEND	18,789	15,956	17.8%	991	1,081	-8.3%	230	637	-63.9%	2,099	1,817	15.5%	22,109	19,491	13.4%
3060	DEBENHAMS THURROCK LAKESIDE	27,771	29,860	-7.0%	1,420	1,697	-16.3%	54	700	-92.3%	3,045	2,377	28.1%	32,290	34,634	-6.8%
10090	FENWICK COLCHESTER	7,432	16,106	-53.9%	698	1,565	-55.4%	447	881	-49.3%	596	2,172	-72.6%	9,173	20,724	-55.7%
5125	HOF THURROCK	7,611	5,344	42.4%	965	458	110.7%	325	128	153.9%	1,053	1,267	-16.9%	9,954	7,197	38.3%
8321	JOHN LEWIS CAMBRIDGE	46,651	37,169	25.5%	2,371	3,484	-31.9%	811	1,387	-41.5%	3,464	3,980	-13.0%	53,297	46,020	15.8%
TOTAL		208,763	222,177	-6.0%	15,453	17,901	-13.7%	4,657	7,063	-34.1%	26,807	27,000	-0.7%	255,680	274,141	-6.7%
<u>New Account</u>																
6944	MORLEYS BEXLEYHEATH	2,550	16,694	-84.7%	132	4,604	-97.1%	9	1,437	-99.4%	174	4,009	-95.7%	2,865	26,744	-89.3%
<u>Closed Account</u>																
7437	PALMERS BURY ST EDMUNDS	0	2,591	NA	0	453	NA	0	45	NA	0	519	NA	0	3,608	NA
TOTAL		211,313	241,462	-12.5%	15,585	22,958	-32.1%	4,666	8,545	-45.4%	26,981	31,528	-14.4%	258,545	304,493	-15.1%

NUMBER OF DOORS TRADING

17

**MARCH YTD
AREA 14: LOUISA
BALMENT**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%NCR 18:17	COLOUR 2018	COLOUR 2017	%NCR 18:17	MENS 2018	MENS 2017	%NCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%NCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
743	BEALES TONBRIDGE	5,644	6,240	-9.6%	510	1,054	-51.6%	255	547	-53.4%	830	1,888	-56.0%	7,239	9,729	-25.6%
1633	BOOTS CANTERBURY	19,130	24,331	-21.4%	1,481	2,190	-32.4%	1,332	1,194	11.6%	2,958	3,650	-19.0%	24,901	31,365	-20.6%
1581	BOOTS DARTFORD BLUEWATER	39,948	50,423	-20.8%	3,874	3,981	-2.7%	2,722	2,017	35.0%	6,354	6,668	-4.7%	52,898	63,089	-16.2%
1623	BOOTS EASTBOURNE	20,401	22,731	-10.3%	1,419	1,814	-21.8%	764	718	6.4%	2,735	2,458	11.3%	25,319	27,721	-8.7%
1758	BOOTS MAIDSTONE	13,792	14,683	-6.1%	1,161	1,075	8.0%	616	99	522.2%	2,596	2,121	22.4%	18,165	17,978	1.0%
3213	DEBENHAMS ASHFORD	11,236	17,333	-35.2%	1,222	1,718	-28.9%	318	512	-37.9%	2,007	3,738	-46.3%	14,783	23,301	-36.6%
3040	DEBENHAMS CANTERBURY	7,528	11,841	-36.4%	517	961	-46.2%	183	247	-25.9%	1,111	1,425	-22.0%	9,339	14,474	-35.5%
3173	DEBENHAMS CHATHAM	8,404	7,832	7.3%	591	664	-11.0%	148	216	-31.5%	1,395	1,137	22.7%	10,538	9,849	7.0%
3051	DEBENHAMS EASTBOURNE	11,999	10,382	15.6%	712	964	-26.1%	278	72	286.1%	1,285	2,149	-40.2%	14,274	13,567	5.2%
3147	DEBENHAMS FOLKSTONE	9,880	10,550	-6.4%	638	938	-32.0%	300	67	347.8%	1,606	2,722	-41.0%	12,424	14,277	-13.0%
3070	DEBENHAMS HASTINGS	11,439	11,513	-0.6%	1,164	1,164	0.0%	269	145	85.5%	1,786	2,403	-25.7%	14,658	15,225	-3.7%
3186	DEBENHAMS THANET	18,669	20,709	-9.9%	1,822	1,941	-6.1%	775	543	42.7%	2,342	3,755	-37.6%	23,608	26,948	-12.4%
8055	FENWICK CANTERBURY	27,515	40,551	-32.1%	1,418	3,396	-58.2%	2,074	2,398	-13.5%	2,986	4,050	-26.3%	33,993	50,395	-32.5%
3876	FENWICK TUNBRIDGE WELLS	58,665	64,228	-8.7%	6,059	5,629	7.6%	2,198	3,568	-38.4%	7,600	9,586	-20.7%	74,522	83,011	-10.2%
5298	HOF DARTFORD BLUEWATER	29,970	22,029	36.0%	2,708	1,883	43.8%	1,242	1,450	-14.3%	3,168	2,552	24.1%	37,088	27,914	32.9%
415	HOF MAIDSTONE	24,069	19,004	26.7%	2,211	2,133	3.7%	1,147	688	66.7%	3,308	3,181	4.0%	30,735	25,006	22.9%
10000	HOOPERS TUNBRIDGE WELLS	19,676	14,328	37.3%	3,670	958	283.1%	1,709	1,313	30.2%	4,015	1,171	242.9%	29,070	17,770	63.6%
5707	JOHN LEWIS DARTFORD BLUEWATER	65,989	72,087	-8.5%	5,357	6,607	-18.9%	2,999	3,693	-18.8%	7,613	10,123	-24.8%	81,958	92,510	-11.4%
TOTAL		403,954	440,795	-8.4%	36,534	39,070	-6.5%	19,329	19,487	-0.8%	55,695	64,777	-14.0%	515,512	564,129	-8.6%

NUMBER OF DOORS TRADING

18

**MONTH OF MARCH
AREA 14: LOUISA
BALMENT**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
743	BEALES TONBRIDGE	757	1,080	-29.9%	-19	223	NA	0	78	NA	-17	142	NA	721	1,523	-52.7%
1633	BOOTS CANTERBURY	6,675	11,747	-43.2%	639	940	-32.0%	373	489	-23.7%	1,300	1,333	-2.5%	8,987	14,509	-38.1%
1581	BOOTS DARTFORD BLUEWATER	18,894	22,263	-15.1%	2,030	1,483	36.9%	1,184	730	62.2%	2,436	2,189	11.3%	24,544	26,665	-8.0%
1623	BOOTS EASTBOURNE	8,843	9,866	-10.4%	720	816	-11.8%	198	253	-21.7%	1,361	807	68.6%	11,122	11,742	-5.3%
1758	BOOTS MAIDSTONE	4,394	6,806	-35.4%	571	562	1.6%	247	35	605.7%	1,282	573	123.7%	6,494	7,976	-18.6%
3213	DEBENHAMS ASHFORD	6,858	9,885	-30.6%	566	682	-17.0%	133	287	-53.7%	1,002	1,529	-34.5%	8,559	12,383	-30.9%
3040	DEBENHAMS CANTERBURY	4,762	6,508	-26.8%	198	390	-49.2%	55	117	-53.0%	566	519	9.1%	5,581	7,534	-25.9%
3173	DEBENHAMS CHATHAM	5,138	4,507	14.0%	219	257	-14.8%	0	123	NA	849	458	85.4%	6,206	5,345	16.1%
3051	DEBENHAMS EASTBOURNE	6,841	4,889	39.9%	322	467	-31.0%	77	43	79.1%	667	855	-22.0%	7,907	6,254	26.4%
3147	DEBENHAMS FOLKSTONE	4,308	5,661	-23.9%	95	360	-73.6%	69	0	NA	827	1,036	-20.2%	5,299	7,057	-24.9%
3070	DEBENHAMS HASTINGS	6,405	5,274	21.4%	624	421	48.2%	46	83	-44.6%	1,042	864	20.6%	8,117	6,642	22.2%
3186	DEBENHAMS THANET	10,707	9,516	12.5%	949	659	44.0%	428	263	62.7%	1,271	1,472	-13.7%	13,355	11,910	12.1%
8055	FENWICK CANTERBURY	10,116	10,872	-7.0%	522	739	-29.4%	309	324	-4.6%	690	1,093	-36.9%	11,637	13,028	-10.7%
3876	FENWICK TUNBRIDGE WELLS	30,130	52,482	-42.6%	2,110	2,540	-16.9%	395	2,128	-81.4%	2,663	5,490	-51.5%	35,298	62,640	-43.6%
5298	HOF DARTFORD BLUEWATER	10,527	7,154	47.1%	1,230	834	47.5%	160	320	-50.0%	1,415	1,477	-4.2%	13,332	9,785	36.2%
415	HOF MAIDSTONE	6,859	6,018	14.0%	1,074	908	18.3%	221	257	-14.0%	1,382	1,672	-17.3%	9,536	8,855	7.7%
10000	HOOPERS TUNBRIDGE WELLS	5,493	4,658	17.9%	1,223	-176	NA	285	316	-9.8%	1,484	41	NA	8,485	4,839	75.3%
5707	JOHN LEWIS DARTFORD BLUEWATER	28,912	21,435	34.9%	1,906	1,449	31.5%	799	909	-12.1%	2,053	1,687	21.7%	33,670	25,480	32.1%
TOTAL		176,619	200,621	-12.0%	14,979	13,554	10.5%	4,979	6,755	-26.3%	22,273	23,237	-4.1%	218,850	244,167	-10.4%

NUMBER OF DOORS TRADING

18

**MARCH YTD
AREA 16: JIN
MUDHAR**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1116	BEATTIES TELFORD	6,960	5,699	22.1%	895	957	-6.5%	574	248	131.5%	709	1,557	-54.5%	9,138	8,461	8.0%
5308	BEATTIES WOLVERHAMPTON	16,684	11,422	46.1%	810	1,067	-24.1%	1,166	713	63.5%	1,740	1,593	9.2%	20,400	14,795	37.9%
1107	BEATTIES WORCESTER	8,970	6,370	40.8%	569	645	-11.8%	346	275	25.8%	591	1,136	-48.0%	10,476	8,426	24.3%
1518	BOOTS CHELTENHAM	21,127	28,576	-26.1%	2,569	2,252	14.1%	1,021	1,230	-17.0%	4,275	4,169	2.5%	28,992	36,227	-20.0%
1516	BOOTS DUDLEY MERRYHILL	24,352	26,367	-7.6%	2,581	2,521	2.4%	1,388	964	44.0%	4,140	4,963	-16.6%	32,461	34,815	-6.8%
1641	BOOTS GLOUCESTER	11,790	9,134	29.1%	785	829	-5.3%	635	391	62.4%	2,227	2,409	-7.6%	15,437	12,763	21.0%
1889	BOOTS SHREWSBURY	13,352	9,054	47.5%	1,149	914	25.7%	469	305	53.8%	2,723	1,194	128.1%	17,693	11,467	54.3%
1707	BOOTS STRATFORD UPON AVON	16,770	14,802	13.3%	1,352	1,027	31.6%	908	602	50.8%	3,222	2,164	48.9%	22,252	18,595	19.7%
1612	BOOTS WOLVERHAMPTON	14,742	13,682	7.7%	1,548	1,486	4.2%	1,245	339	267.3%	2,122	2,021	5.0%	19,657	17,528	12.1%
1642	BOOTS WORCESTER	21,548	28,371	-24.0%	2,511	2,495	0.6%	1,453	2,056	-29.3%	4,015	3,975	1.0%	29,527	36,897	-20.0%
5230	CAVENDISH HOUSE CHELTENHAM	49,686	42,544	16.8%	4,795	4,322	10.9%	2,546	1,061	140.0%	7,456	5,867	27.1%	64,483	53,794	19.9%
3035	DEBENHAMS DUDLEY MERRYHILL	26,637	27,727	-3.9%	1,643	2,852	-42.4%	505	954	-47.1%	3,386	5,160	-34.4%	32,171	36,693	-12.3%
2880	DEBENHAMS GLOUCESTER	8,133	14,770	-44.9%	491	1,238	-60.3%	201	250	-19.6%	659	2,849	-76.9%	9,484	19,107	-50.4%
3253	DEBENHAMS HEREFORD	8,789	10,108	-13.0%	1,191	1,128	5.6%	191	268	-28.7%	1,692	3,070	-44.9%	11,863	14,574	-18.6%
3162	DEBENHAMS REDDITCH	13,111	13,901	-5.7%	1,383	1,546	-10.5%	399	484	-17.6%	1,957	2,949	-33.6%	16,850	18,880	-10.8%
3087	DEBENHAMS STRATFORD UPON AVON	16,451	21,740	-24.3%	1,286	2,269	-43.3%	343	652	-47.4%	1,974	3,955	-50.1%	20,054	28,616	-29.9%
2985	DEBENHAMS TELFORD	23,416	22,165	5.6%	1,347	1,970	-31.6%	792	405	95.6%	2,081	3,141	-33.7%	27,636	27,681	-0.2%
3120	DEBENHAMS WALSALL	3,619	5,609	-35.5%	207	452	-54.2%	73	61	19.7%	565	731	-22.7%	4,464	6,853	-34.9%
3086	DEBENHAMS WORCESTER	5,297	4,571	15.9%	420	510	-17.6%	126	159	-20.8%	850	1,013	-16.1%	6,693	6,253	7.0%
3231	DESIRE BY DEBS KIDDERMINSTER	12,379	15,249	-18.8%	971	1,436	-32.4%	406	423	-4.0%	1,640	3,460	-52.6%	15,396	20,568	-25.1%
5275	RACKHAMS SHREWSBURY	17,051	14,636	16.5%	1,789	1,257	42.3%	456	600	-24.0%	2,505	2,350	6.6%	21,801	18,843	15.7%
TOTAL		340,864	346,497	-1.6%	30,292	33,173	-8.7%	15,243	12,440	22.5%	50,529	59,726	-15.4%	436,928	451,836	-3.3%

NUMBER OF DOORS TRADING

21

**MONTH OF MARCH
AREA 16: JIN
MUDHAR**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1116	BEATTIES TELFORD	2,697	2,319	16.3%	387	343	12.8%	300	52	476.9%	341	807	-57.7%	3,725	3,521	5.8%
5308	BEATTIES WOLVERHAMPTON	6,242	3,688	69.3%	414	368	12.5%	581	192	202.6%	614	797	-23.0%	7,851	5,045	55.6%
1107	BEATTIES WORCESTER	2,913	2,263	28.7%	227	412	-44.9%	194	79	145.6%	285	732	-61.1%	3,619	3,486	3.8%
1518	BOOTS CHELTENHAM	7,100	11,895	-40.3%	816	1,052	-22.4%	155	416	-62.7%	1,326	1,560	-15.0%	9,397	14,923	-37.0%
1516	BOOTS DUDLEY MERRYHILL	11,136	11,946	-6.8%	1,406	1,158	21.4%	646	23	NA	2,082	1,472	41.4%	15,270	14,599	4.6%
1641	BOOTS GLOUCESTER	3,516	4,325	-18.7%	427	261	63.6%	244	179	36.3%	980	852	15.0%	5,167	5,617	-8.0%
1889	BOOTS SHREWSBURY	4,715	4,376	7.7%	554	384	44.3%	197	166	18.7%	1,265	264	379.2%	6,731	5,190	29.7%
1707	BOOTS STRATFORD UPON AVON	5,424	6,885	-21.2%	584	513	13.8%	254	108	135.2%	1,324	973	36.1%	7,586	8,479	-10.5%
1612	BOOTS WOLVERHAMPTON	4,490	5,804	-22.6%	652	624	4.5%	496	116	327.6%	826	751	10.0%	6,464	7,295	-11.4%
1642	BOOTS WORCESTER	8,750	10,246	-14.6%	1,051	1,267	-17.0%	486	255	90.6%	1,537	1,270	21.0%	11,824	13,038	-9.3%
5230	CAVENDISH HOUSE CHELTENHAM	16,140	15,734	2.6%	2,326	1,868	24.5%	608	421	44.4%	3,061	2,816	8.7%	22,135	20,839	6.2%
3035	DEBENHAMS DUDLEY MERRYHILL	14,872	13,816	7.6%	749	1,182	-36.6%	76	279	-72.8%	1,893	2,164	-12.5%	17,590	17,441	0.9%
2880	DEBENHAMS GLOUCESTER	3,935	6,863	-42.7%	125	503	-75.1%	75	106	-29.2%	149	1,189	-87.5%	4,284	8,661	-50.5%
3253	DEBENHAMS HEREFORD	4,697	5,757	-18.4%	562	574	-2.1%	17	76	-77.6%	990	1,267	-21.9%	6,266	7,674	-18.3%
3162	DEBENHAMS REDDITCH	6,972	6,920	0.8%	627	688	-8.9%	33	218	-84.9%	1,069	1,133	-5.6%	8,701	8,959	-2.9%
3087	DEBENHAMS STRATFORD UPON AVON	8,616	11,054	-22.1%	499	881	-43.4%	23	338	-93.2%	983	1,435	-31.5%	10,121	13,708	-26.2%
2985	DEBENHAMS TELFORD	12,476	11,638	7.2%	608	818	-25.7%	280	198	41.4%	1,065	1,458	-27.0%	14,429	14,112	2.2%
3120	DEBENHAMS WALSALL	1,505	2,900	-48.1%	58	150	-61.3%	0	44	NA	321	327	-1.8%	1,884	3,421	-44.9%
3086	DEBENHAMS WORCESTER	3,113	2,165	43.8%	159	176	-9.7%	53	41	29.3%	478	395	21.0%	3,803	2,777	36.9%
3231	DESIRE BY DEBS KIDDERMINSTER	7,089	7,320	-3.2%	501	544	-7.9%	163	156	4.5%	1,091	1,410	-22.6%	8,844	9,430	-6.2%
5275	RACKHAMS SHREWSBURY	5,885	4,992	17.9%	745	819	-9.0%	83	110	-24.5%	1,185	1,145	3.5%	7,898	7,066	11.8%
TOTAL		142,283	152,906	-6.9%	13,477	14,585	-7.6%	4,964	3,573	38.9%	22,865	24,217	-5.6%	183,589	195,281	-6.0%

NUMBER OF DOORS TRADING

21

**MARCH YTD
AREA 17: FIONA
KOYL**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1743	BOOTS BATH	22,505	30,625	-26.5%	2,452	3,218	-23.8%	783	1,060	-26.1%	4,205	4,851	-13.3%	29,945	39,754	-24.7%
1522	BOOTS BRISTOL	15,185	17,862	-15.0%	1,135	1,371	-17.2%	1,199	1,202	-0.2%	2,061	2,279	-9.6%	19,580	22,714	-13.8%
1597	BOOTS BRISTOL CRIBBS CAUSEWAY	36,882	52,456	-29.7%	4,082	4,874	-16.2%	1,611	1,419	13.5%	8,768	9,895	-11.4%	51,343	68,644	-25.2%
1509	BOOTS CARDIFF	23,202	22,001	5.5%	1,955	2,263	-13.6%	1,894	892	112.3%	5,197	4,367	19.0%	32,248	29,523	9.2%
1724	BOOTS LLANTRISANT	13,834	16,860	-17.9%	1,488	2,083	-28.6%	520	287	81.2%	2,902	4,286	-32.3%	18,744	23,516	-20.3%
1529	BOOTS SWANSEA	12,150	18,955	-35.9%	774	1,248	-38.0%	578	1,095	-47.2%	2,281	3,578	-36.2%	15,783	24,876	-36.6%
1596	BOOTS SWINDON	17,696	24,503	-27.8%	927	2,648	-65.0%	810	962	-15.8%	2,213	4,395	-49.6%	21,646	32,508	-33.4%
2761	DAVID EVANS CWMBRAN	8,942	7,969	12.2%	1,310	1,475	-11.2%	552	356	55.1%	2,960	3,220	-8.1%	13,764	13,020	5.7%
3238	DEBENHAMS BATH	19,447	21,139	-8.0%	1,646	2,315	-28.9%	642	917	-30.0%	3,052	3,987	-23.5%	24,787	28,358	-12.6%
2870	DEBENHAMS BRISTOL	14,472	16,622	-12.9%	571	1,451	-60.6%	306	206	48.5%	1,740	2,845	-38.8%	17,089	21,124	-19.1%
2840	DEBENHAMS CARDIFF	21,616	23,499	-8.0%	1,070	2,603	-58.9%	376	524	-28.2%	2,499	4,613	-45.8%	25,561	31,239	-18.2%
3080	DEBENHAMS SWINDON	10,136	7,309	38.7%	858	1,196	-28.3%	340	190	78.9%	1,593	1,658	-3.9%	12,927	10,353	24.9%
3201	DESIRE BY DEBS MERTHYR TYDFIL	8,295	9,627	-13.8%	1,271	1,164	9.2%	222	94	136.2%	2,148	3,272	-34.4%	11,936	14,157	-15.7%
5312	HOF BRISTOL CABOT CIRCUS	20,400	18,752	8.8%	1,396	1,570	-11.1%	1,415	897	57.7%	2,663	2,782	-4.3%	25,874	24,001	7.8%
5155	HOWELLS CARDIFF	15,477	16,296	-5.0%	1,425	1,235	15.4%	940	602	56.1%	1,443	2,382	-39.4%	19,285	20,515	-6.0%
5670	JOHN LEWIS BRISTOL CRIBBS CAUSEWAY	56,342	63,429	-11.2%	6,964	6,652	4.7%	2,127	1,909	11.4%	8,928	9,245	-3.4%	74,361	81,235	-8.5%
5716	JOHN LEWIS CARDIFF	16,070	16,424	-2.2%	3,127	1,673	86.9%	599	503	19.1%	4,683	3,276	42.9%	24,479	21,876	11.9%
405	JOLLYS BATH	27,623	26,332	4.9%	2,936	3,129	-6.2%	1,020	718	42.1%	4,393	3,955	11.1%	35,972	34,134	5.4%
5280	RACKHAMS CIRENCESTER	24,806	21,175	17.1%	3,455	2,249	53.6%	663	214	209.8%	4,489	3,700	21.3%	33,413	27,338	22.2%
TOTAL		385,080	431,835	-10.8%	38,842	44,417	-12.6%	16,597	14,047	18.2%	68,218	78,586	-13.2%	508,737	568,885	-10.6%

NUMBER OF DOORS TRADING

19

**MONTH OF MARCH
AREA 17: FIONA
KOYL**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1743	BOOTS BATH	8,508	12,561	-32.3%	1,258	1,577	-20.2%	254	337	-24.6%	1,938	1,614	20.1%	11,958	16,089	-25.7%
1522	BOOTS BRISTOL	5,989	7,719	-22.4%	399	403	-1.0%	575	356	61.5%	930	785	18.5%	7,893	9,263	-14.8%
1597	BOOTS BRISTOL CRIBBS CAUSEWAY	17,351	23,822	-27.2%	2,366	2,534	-6.6%	554	653	-15.2%	4,507	4,621	-2.5%	24,778	31,630	-21.7%
1509	BOOTS CARDIFF	8,279	11,610	-28.7%	1,124	913	23.1%	879	238	269.3%	2,157	1,605	34.4%	12,439	14,366	-13.4%
1724	BOOTS LLANTRISANT	5,133	9,309	-44.9%	767	975	-21.3%	104	204	-49.0%	1,576	1,748	-9.8%	7,580	12,236	-38.1%
1529	BOOTS SWANSEA	3,536	8,610	-58.9%	296	554	-46.6%	126	387	-67.4%	853	1,064	-19.8%	4,811	10,615	-54.7%
1596	BOOTS SWINDON	6,084	11,366	-46.5%	538	968	-44.4%	375	326	15.0%	1,118	1,553	-28.0%	8,115	14,213	-42.9%
2761	DAVID EVANS CWMBRAN	3,736	2,799	33.5%	625	446	40.1%	344	56	514.3%	2,066	1,342	53.9%	6,771	4,643	45.8%
3238	DEBENHAMS BATH	10,361	9,113	13.7%	861	956	-9.9%	126	450	-72.0%	1,561	1,515	3.0%	12,909	12,034	7.3%
2870	DEBENHAMS BRISTOL	8,243	9,503	-13.3%	203	528	-61.6%	96	96	0.0%	815	1,296	-37.1%	9,357	11,423	-18.1%
2840	DEBENHAMS CARDIFF	10,525	12,754	-17.5%	444	1,023	-56.6%	70	277	-74.7%	1,270	1,528	-16.9%	12,309	15,582	-21.0%
3080	DEBENHAMS SWINDON	5,497	4,265	28.9%	404	407	-0.7%	171	86	98.8%	823	666	23.6%	6,895	5,424	27.1%
3201	DESIRE BY DEBS MERTHYR TYDFIL	3,886	5,988	-35.1%	614	457	34.4%	89	9	888.9%	1,290	1,070	20.6%	5,879	7,524	-21.9%
5312	HOF BRISTOL CABOT CIRCUS	5,807	5,441	6.7%	649	737	-11.9%	588	302	94.7%	1,314	1,873	-29.8%	8,358	8,353	0.1%
5155	HOWELLS CARDIFF	4,557	5,634	-19.1%	854	570	49.8%	356	276	29.0%	481	1,480	-67.5%	6,248	7,960	-21.5%
5670	JOHN LEWIS BRISTOL CRIBBS CAUSEWAY	19,222	23,299	-17.5%	2,244	2,473	-9.3%	435	736	-40.9%	1,954	2,692	-27.4%	23,855	29,200	-18.3%
5716	JOHN LEWIS CARDIFF	7,740	6,031	28.3%	1,265	547	131.3%	159	189	-15.9%	1,056	1,001	5.5%	10,220	7,768	31.6%
405	JOLLYS BATH	8,864	8,126	9.1%	1,188	1,194	-0.5%	310	101	206.9%	1,809	2,032	-11.0%	12,171	11,453	6.3%
5280	RACKHAMS CIRENCESTER	8,569	6,604	29.8%	1,249	902	38.5%	226	76	197.4%	1,706	1,851	-7.8%	11,750	9,433	24.6%
	TOTAL	151,887	184,554	-17.7%	17,348	18,164	-4.5%	5,837	5,155	13.2%	29,224	31,336	-6.7%	204,296	239,209	-14.6%

NUMBER OF DOORS TRADING

19

**MARCH YTD
AREA 18: PENNY
PERRY**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
737	BEALES KENDAL	7,474	6,504	14.9%	708	1,449	-51.1%	510	446	14.3%	1,831	1,823	0.4%	10,523	10,222	2.9%
1549	BOOTS BOLTON	8,282	6,612	25.3%	304	661	-54.0%	521	172	202.9%	1,372	1,283	6.9%	10,479	8,728	20.1%
1694	BOOTS BOLTON HORWICH	26,353	35,537	-25.8%	2,332	3,572	-34.7%	1,213	1,133	7.1%	5,144	6,957	-26.1%	35,042	47,199	-25.8%
1538	BOOTS DOUGLAS	26,971	27,194	-0.8%	2,069	1,730	19.6%	1,261	1,353	-6.8%	5,014	4,716	6.3%	35,315	34,993	0.9%
1583	BOOTS LIVERPOOL	24,500	32,901	-25.5%	1,839	1,588	15.8%	795	1,101	-27.8%	3,578	3,750	-4.6%	30,712	39,340	-21.9%
1629	BOOTS LIVERPOOL SPEKE	30,144	33,905	-11.1%	2,562	2,283	12.2%	2,430	1,834	32.5%	4,777	4,886	-2.2%	39,913	42,908	-7.0%
1708	BOOTS LIVERPOOL AINTREE PARK	19,380	22,718	-14.7%	1,968	2,780	-29.2%	1,292	1,130	14.3%	4,621	4,992	-7.4%	27,261	31,620	-13.8%
1556	BOOTS ROCHDALE	12,009	9,366	28.2%	806	928	-13.1%	465	700	-33.6%	2,197	1,864	17.9%	15,477	12,858	20.4%
1644	BOOTS STOCKPORT	21,534	26,806	-19.7%	1,881	2,248	-16.3%	764	1,077	-29.1%	4,651	3,894	19.4%	28,830	34,025	-15.3%
1802	BOOTS WARRINGTON	21,452	23,254	-7.7%	1,806	2,360	-23.5%	906	1,205	-24.8%	5,229	5,138	1.8%	29,393	31,957	-8.0%
3047	DEBENHAMS BARROW	8,226	9,866	-16.6%	728	879	-17.2%	412	279	47.7%	1,180	2,610	-54.8%	10,546	13,634	-22.6%
3005	DEBENHAMS BOLTON	11,549	12,194	-5.3%	825	1,238	-33.4%	576	569	1.2%	1,068	1,914	-44.2%	14,018	15,915	-11.9%
3237	DEBENHAMS BURY	23,721	24,509	-3.2%	2,131	2,503	-14.9%	824	1,264	-34.8%	3,511	4,900	-28.3%	30,187	33,176	-9.0%
3217	DEBENHAMS LIVERPOOL	43,622	47,129	-7.4%	3,148	3,716	-15.3%	1,367	2,058	-33.6%	5,313	6,901	-23.0%	53,450	59,804	-10.6%
3136	DEBENHAMS OLDHAM	14,640	11,672	25.4%	1,317	1,530	-13.9%	593	181	227.6%	2,268	3,286	-31.0%	18,818	16,669	12.9%
2895	DEBENHAMS STOCKPORT	8,922	8,371	6.6%	822	819	0.4%	286	203	40.9%	1,237	2,190	-43.5%	11,267	11,583	-2.7%
3204	DEBENHAMS WARRINGTON	21,516	23,178	-7.2%	1,248	2,369	-47.3%	771	925	-16.6%	2,628	5,307	-50.5%	26,163	31,779	-17.7%
3203	DEBENHAMS WIGAN	21,958	20,742	5.9%	1,856	1,805	2.8%	536	1,099	-51.2%	3,014	4,067	-25.9%	27,364	27,713	-1.3%
3196	DEBENHAMS WORKINGTON	11,549	13,649	-15.4%	1,201	1,710	-29.8%	355	676	-47.5%	2,064	2,718	-24.1%	15,169	18,753	-19.1%
5712	JOHN LEWIS LIVERPOOL	65,818	80,638	-18.4%	6,854	5,298	29.4%	4,321	5,417	-20.2%	9,416	9,689	-2.8%	86,409	101,042	-14.5%
TOTAL		429,620	476,745	-9.9%	36,405	41,466	-12.2%	20,198	22,822	-11.5%	70,113	82,885	-15.4%	556,336	623,918	-10.8%

NUMBER OF DOORS TRADING

20

**MONTH OF MARCH
AREA 18: PENNY
PERRY**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
737	BEALES KENDAL	2,528	4,221	-40.1%	35	718	-95.1%	0	142	NA	83	673	-87.7%	2,646	5,754	-54.0%
1549	BOOTS BOLTON	1,381	3,625	-61.9%	101	339	-70.2%	121	59	105.1%	322	467	-31.0%	1,925	4,490	-57.1%
1694	BOOTS BOLTON HORWICH	12,638	15,883	-20.4%	1,110	1,638	-32.2%	437	373	17.2%	2,873	2,262	27.0%	17,058	20,156	-15.4%
1538	BOOTS DOUGLAS	11,689	13,140	-11.0%	1,099	893	23.1%	445	381	16.8%	2,709	1,610	68.3%	15,942	16,024	-0.5%
1583	BOOTS LIVERPOOL	11,585	17,100	-32.3%	999	748	33.6%	213	342	-37.7%	1,961	1,640	19.6%	14,758	19,830	-25.6%
1629	BOOTS LIVERPOOL SPEKE	14,227	15,912	-10.6%	1,380	907	52.1%	1,046	335	212.2%	2,736	1,910	43.2%	19,389	19,064	1.7%
1708	BOOTS LIVERPOOL AINTREE PARK	8,531	12,074	-29.3%	965	1,214	-20.5%	483	267	80.9%	2,623	2,159	21.5%	12,602	15,714	-19.8%
1556	BOOTS ROCHDALE	3,533	4,730	-25.3%	301	533	-43.5%	135	39	246.2%	795	667	19.2%	4,764	5,969	-20.2%
1644	BOOTS STOCKPORT	9,268	13,398	-30.8%	1,073	917	17.0%	257	206	24.8%	2,084	1,507	38.3%	12,682	16,028	-20.9%
1802	BOOTS WARRINGTON	8,861	12,237	-27.6%	920	1,117	-17.6%	302	321	-5.9%	3,056	1,878	62.7%	13,139	15,553	-15.5%
3047	DEBENHAMS BARROW	4,384	5,540	-20.9%	314	382	-17.8%	82	127	-35.4%	489	1,214	-59.7%	5,269	7,263	-27.5%
3005	DEBENHAMS BOLTON	5,863	5,286	10.9%	464	577	-19.6%	157	199	-21.1%	719	598	20.2%	7,203	6,660	8.2%
3237	DEBENHAMS BURY	12,229	12,845	-4.8%	1,077	1,168	-7.8%	221	463	-52.3%	2,141	2,251	-4.9%	15,668	16,727	-6.3%
3217	DEBENHAMS LIVERPOOL	25,111	25,201	-0.4%	1,995	1,855	7.5%	248	846	-70.7%	3,312	2,305	43.7%	30,666	30,207	1.5%
3136	DEBENHAMS OLDHAM	8,643	7,473	15.7%	591	759	-22.1%	192	129	48.8%	1,312	1,504	-12.8%	10,738	9,865	8.8%
2895	DEBENHAMS STOCKPORT	5,119	4,268	19.9%	480	292	64.4%	26	119	-78.2%	610	668	-8.7%	6,235	5,347	16.6%
3204	DEBENHAMS WARRINGTON	10,441	10,920	-4.4%	796	1,013	-21.4%	299	302	-1.0%	1,576	2,372	-33.6%	13,112	14,607	-10.2%
3203	DEBENHAMS WIGAN	10,950	8,922	22.7%	895	591	51.4%	79	48	64.6%	1,807	1,427	26.6%	13,731	10,988	25.0%
3196	DEBENHAMS WORKINGTON	6,948	8,732	-20.4%	624	729	-14.4%	26	302	-91.4%	1,239	1,176	5.4%	8,837	10,939	-19.2%
5712	JOHN LEWIS LIVERPOOL	28,832	24,386	18.2%	2,172	1,021	112.7%	1,653	1,171	41.2%	2,547	2,374	7.3%	35,204	28,952	21.6%
TOTAL		202,761	225,893	-10.2%	17,391	17,411	-0.1%	6,422	6,171	4.1%	34,994	30,662	14.1%	261,568	280,137	-6.6%

NUMBER OF DOORS TRADING

20

**MARCH YTD
AREA 19: MARIE
HOLLAND**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
5309	BEATTIES BIRKENHEAD	13,656	10,722	27.4%	1,641	806	103.6%	1,125	140	703.6%	2,781	2,981	-6.7%	19,203	14,649	31.1%
1552	BOOTS CHESTER	20,469	29,147	-29.8%	2,308	2,667	-13.5%	956	875	9.3%	5,335	5,781	-7.7%	29,068	38,470	-24.4%
1668	BOOTS CHESTER BROUGHTON PARK	19,024	23,814	-20.1%	2,447	2,927	-16.4%	923	940	-1.8%	5,294	6,104	-13.3%	27,688	33,785	-18.0%
1699	BOOTS ELLESMERE PORT	18,945	17,236	9.9%	1,625	1,815	-10.5%	1,132	983	15.2%	4,849	3,890	24.7%	26,551	23,924	11.0%
1511	BOOTS MANCHESTER	37,466	42,710	-12.3%	3,418	3,206	6.6%	1,981	2,614	-24.2%	6,360	5,700	11.6%	49,225	54,230	-9.2%
1572	BOOTS MANCHESTER TRAFFORD PARK	37,741	45,741	-17.5%	2,865	3,898	-26.5%	2,248	2,689	-16.4%	5,663	8,544	-33.7%	48,517	60,872	-20.3%
2830	BROWNS CHESTER	55,996	55,519	0.9%	3,698	6,044	-38.8%	1,488	1,828	-18.6%	7,854	10,851	-27.6%	69,036	74,242	-7.0%
3214	DEBENHAMS BANGOR	10,585	15,205	-30.4%	926	1,244	-25.6%	301	478	-37.0%	1,272	2,850	-55.4%	13,084	19,777	-33.8%
3261	DEBENHAMS ELLESMERE PORT CHESIRE OAKS	18,400	16,393	12.2%	1,727	1,672	3.3%	702	582	20.6%	4,256	3,587	18.7%	25,085	22,234	12.8%
3199	DEBENHAMS LLANDUDNO	18,344	24,291	-24.5%	1,533	1,687	-9.1%	572	622	-8.0%	2,880	3,898	-26.1%	23,329	30,498	-23.5%
2930	DEBENHAMS MANCHESTER	25,025	30,457	-17.8%	1,425	2,509	-43.2%	384	1,426	-73.1%	3,530	4,335	-18.6%	30,364	38,727	-21.6%
2952	DEBENHAMS MANCHESTER TRAFFORD PARK	33,257	36,988	-10.1%	2,048	3,522	-41.9%	838	1,515	-44.7%	4,378	5,688	-23.0%	40,521	47,713	-15.1%
3224	DEBENHAMS WREXHAM	13,564	15,626	-13.2%	1,284	1,501	-14.5%	-26	323	NA	2,776	3,094	-10.3%	17,598	20,544	-14.3%
5235	HOF MANCHESTER	48,509	39,488	22.8%	4,171	2,951	41.3%	3,520	1,167	201.6%	7,910	4,928	60.5%	64,110	48,534	32.1%
5709	JOHN LEWIS MANCHESTER TRAFFORD PARK	24,642	23,356	5.5%	4,033	3,403	18.5%	1,570	1,173	33.8%	5,516	3,925	40.5%	35,761	31,857	12.3%
8671	SELFRIDGES MANCHESTER EXCHANGE SQUARE	30,924	15,954	93.8%	1,441	1,570	-8.2%	2,814	1,750	60.8%	1,856	2,479	-25.1%	37,035	21,753	70.3%
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	24,930	31,769	-21.5%	953	3,422	-72.2%	2,210	1,567	41.0%	2,630	3,401	-22.7%	30,723	40,159	-23.5%
TOTAL		451,477	474,416	-4.8%	37,543	44,844	-16.3%	22,738	20,672	10.0%	75,140	82,036	-8.4%	586,898	621,968	-5.6%

NUMBER OF DOORS TRADING

17

**MONTH OF MARCH
AREA 19: MARIE
HOLLAND**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
5309	BEATTIES BIRKENHEAD	5,979	3,723	60.6%	982	379	159.1%	610	38	NA	1,016	1,681	-39.6%	8,587	5,821	47.5%
1552	BOOTS CHESTER	6,715	12,500	-46.3%	1,052	1,418	-25.8%	264	454	-41.9%	2,546	1,813	40.4%	10,577	16,185	-34.6%
1668	BOOTS CHESTER BROUGHTON PARK	6,761	10,371	-34.8%	1,369	1,188	15.2%	416	264	57.6%	2,871	2,077	38.2%	11,417	13,900	-17.9%
1699	BOOTS ELLESMERE PORT	7,696	8,848	-13.0%	936	853	9.7%	459	371	23.7%	2,571	1,088	136.3%	11,662	11,160	4.5%
1511	BOOTS MANCHESTER	17,961	18,524	-3.0%	1,754	1,380	27.1%	815	1,169	-30.3%	3,162	2,321	36.2%	23,692	23,394	1.3%
1572	BOOTS MANCHESTER TRAFFORD PARK	19,169	20,094	-4.6%	1,517	1,494	1.5%	755	1,101	-31.4%	2,301	3,217	-28.5%	23,742	25,906	-8.4%
2830	BROWNS CHESTER	31,345	30,951	1.3%	1,791	2,846	-37.1%	467	684	-31.7%	4,171	4,850	-14.0%	37,774	39,331	-4.0%
3214	DEBENHAMS BANGOR	5,745	7,959	-27.8%	483	607	-20.4%	79	211	-62.6%	628	1,056	-40.5%	6,935	9,833	-29.5%
3261	DEBENHAMS ELLESMERE PORT CHESIRE OAKS	8,723	10,043	-13.1%	899	785	14.5%	273	226	20.8%	2,812	1,702	65.2%	12,707	12,756	-0.4%
3199	DEBENHAMS LLANDUDNO	10,726	12,007	-10.7%	782	653	19.8%	154	178	-13.5%	1,660	1,369	21.3%	13,322	14,207	-6.2%
2930	DEBENHAMS MANCHESTER	13,821	15,602	-11.4%	738	1,082	-31.8%	38	535	-92.9%	2,001	1,615	23.9%	16,598	18,834	-11.9%
2952	DEBENHAMS MANCHESTER TRAFFORD PARK	17,029	17,137	-0.6%	1,039	1,357	-23.4%	261	787	-66.8%	2,587	2,583	0.2%	20,916	21,864	-4.3%
3224	DEBENHAMS WREXHAM	7,148	8,085	-11.6%	697	584	19.3%	-278	153	NA	1,548	1,157	33.8%	9,115	9,979	-8.7%
5235	HOF MANCHESTER	20,083	16,404	22.4%	1,785	1,521	17.4%	1,354	383	253.5%	3,845	2,922	31.6%	27,067	21,230	27.5%
5709	JOHN LEWIS MANCHESTER TRAFFORD PARK	11,787	8,134	44.9%	1,508	780	93.3%	946	165	473.3%	1,824	561	225.1%	16,065	9,640	66.6%
8671	SELFRIDGES MANCHESTER EXCHANGE SQUARE	20,330	6,256	225.0%	980	1,012	-3.2%	1,888	955	97.7%	495	1,235	-59.9%	23,693	9,458	150.5%
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	13,191	11,604	13.7%	448	2,470	-81.9%	430	412	4.4%	822	1,771	-53.6%	14,891	16,257	-8.4%
TOTAL		224,209	218,242	2.7%	18,760	20,409	-8.1%	8,931	8,086	10.5%	36,860	33,018	11.6%	288,760	279,755	3.2%

NUMBER OF DOORS TRADING

17

**MARCH YTD
AREA 20: JANE
CABLE**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
748	BEALES KEIGHLEY	3,841	2,773	38.5%	491	599	-18.0%	364	72	405.6%	1,158	1,294	-10.5%	5,854	4,738	23.6%
1616	BEALES SOUTHPORT	6,539	2,844	129.9%	1,101	821	34.1%	334	13	NA	1,721	902	90.8%	9,695	4,580	111.7%
1539	BOOTS BLACKPOOL	10,689	12,273	-12.9%	982	1,742	-43.6%	508	880	-42.3%	2,083	3,233	-35.6%	14,262	18,128	-21.3%
1732	BOOTS HARROGATE	26,933	27,874	-3.4%	3,215	2,594	23.9%	1,331	1,139	16.9%	4,735	4,491	5.4%	36,214	36,098	0.3%
1793	BOOTS LANCASTER	26,039	31,415	-17.1%	2,985	3,860	-22.7%	1,998	1,389	43.8%	6,853	6,311	8.6%	37,875	42,975	-11.9%
1553	BOOTS PRESTON	16,255	18,407	-11.7%	1,760	2,482	-29.1%	1,385	1,058	30.9%	3,388	3,343	1.3%	22,788	25,290	-9.9%
1677	BOOTS PRESTON DEEPPDALE	28,930	30,785	-6.0%	4,036	5,068	-20.4%	1,475	1,198	23.1%	8,667	8,398	3.2%	43,108	45,449	-5.2%
1614	BOOTS SOUTHPORT	17,690	24,530	-27.9%	2,171	3,586	-39.5%	717	1,142	-37.2%	3,825	5,575	-31.4%	24,403	34,833	-29.9%
2965	DEBENHAMS BLACKBURN	19,673	19,881	-1.0%	1,625	1,773	-8.3%	633	812	-22.0%	3,196	4,794	-33.3%	25,127	27,260	-7.8%
3219	DEBENHAMS BLACKPOOL	13,164	10,877	21.0%	1,261	1,475	-14.5%	481	220	118.6%	2,077	3,086	-32.7%	16,983	15,658	8.5%
3148	DEBENHAMS HARROGATE	9,439	12,609	-25.1%	774	1,409	-45.1%	271	237	14.3%	1,147	1,926	-40.4%	11,631	16,181	-28.1%
3095	DEBENHAMS PRESTON	29,514	33,174	-11.0%	2,343	2,992	-21.7%	852	1,085	-21.5%	3,674	6,966	-47.3%	36,383	44,217	-17.7%
3142	DEBENHAMS SOUTHPORT	7,598	7,812	-2.7%	577	749	-23.0%	288	283	1.8%	1,072	1,199	-10.6%	9,535	10,043	-5.1%
3206	DESIRE BY DEBS ALTRINCHAM	14,327	16,372	-12.5%	1,352	1,554	-13.0%	676	706	-4.2%	1,750	2,818	-37.9%	18,105	21,450	-15.6%
5015	HOOPERS HARROGATE	13,356	13,339	0.1%	1,849	1,583	16.8%	847	1,160	-27.0%	3,140	1,995	57.4%	19,192	18,077	6.2%
3900	HOOPERS WILMSLOW	24,578	22,202	10.7%	2,292	3,348	-31.5%	1,666	1,601	4.1%	3,148	3,656	-13.9%	31,684	30,807	2.8%
5636	JOHN LEWIS CHEADLE	78,633	102,243	-23.1%	8,697	8,676	0.2%	4,198	3,253	29.1%	11,519	12,806	-10.0%	103,047	126,978	-18.8%
5245	RACKHAMS ALTRINCHAM	12,692	10,166	24.8%	1,426	1,121	27.2%	339	412	-17.7%	2,395	2,080	15.1%	16,852	13,779	22.3%
5262	RACKHAMS SKIPTON	18,611	19,300	-3.6%	2,342	2,452	-4.5%	860	473	81.8%	3,158	3,728	-15.3%	24,971	25,953	-3.8%
9578	STRINGERS LYTHAM	15,068	11,948	26.1%	3,079	2,533	21.6%	1,249	638	95.8%	4,069	2,882	41.2%	23,465	18,001	30.4%
TOTAL		393,569	430,824	-8.6%	44,358	50,417	-12.0%	20,472	17,771	15.2%	72,775	81,483	-10.7%	531,174	580,495	-8.5%
New Account																
1873	BOOTS WILMSLOW HANDFORTH DEAN	16,741	56,436	-70.3%	1,360	6,819	-80.1%	604	5,983	-89.9%	3,310	6,567	-49.6%	22,015	75,805	-71.0%
TOTAL		410,310	487,260	-15.8%	45,718	57,236	-20.1%	21,076	23,754	-11.3%	76,085	88,050	-13.6%	553,189	656,300	-15.7%

NUMBER OF DOORS TRADING

21

**MONTH OF MARCH
AREA 20: JANE
CABLE**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
748	BEALES KEIGHLEY	757	1,710	-55.7%	0	311	NA	0	41	NA	0	655	NA	757	2,717	-72.1%
1616	BEALES SOUTHPORT	1,846	1,784	3.5%	115	408	-71.8%	23	0	NA	241	304	-20.7%	2,225	2,496	-10.9%
1539	BOOTS BLACKPOOL	3,359	5,969	-43.7%	592	817	-27.5%	116	242	-52.1%	1,045	959	9.0%	5,112	7,987	-36.0%
1732	BOOTS HARROGATE	12,377	13,633	-9.2%	1,746	1,223	42.8%	370	579	-36.1%	2,201	1,610	36.7%	16,694	17,045	-2.1%
1793	BOOTS LANCASTER	11,472	14,736	-22.1%	1,523	1,654	-7.9%	989	445	122.2%	3,426	2,117	61.8%	17,410	18,952	-8.1%
1553	BOOTS PRESTON	6,426	9,763	-34.2%	816	976	-16.4%	471	328	43.6%	1,692	960	76.3%	9,405	12,027	-21.8%
1677	BOOTS PRESTON DEEPDALE	15,161	14,417	5.2%	2,350	2,236	5.1%	619	343	80.5%	4,233	2,902	45.9%	22,363	19,898	12.4%
1614	BOOTS SOUTHPORT	6,669	11,814	-43.6%	1,083	1,500	-27.8%	140	428	-67.3%	2,035	1,940	4.9%	9,927	15,682	-36.7%
2965	DEBENHAMS BLACKBURN	11,237	11,541	-2.6%	772	785	-1.7%	168	353	-52.4%	1,644	2,119	-22.4%	13,821	14,798	-6.6%
3219	DEBENHAMS BLACKPOOL	7,744	5,794	33.7%	663	551	20.3%	183	127	44.1%	1,086	1,044	4.0%	9,676	7,516	28.7%
3148	DEBENHAMS HARROGATE	5,570	6,387	-12.8%	306	472	-35.2%	160	109	46.8%	642	705	-8.9%	6,678	7,673	-13.0%
3095	DEBENHAMS PRESTON	18,528	18,544	-0.1%	1,350	1,223	10.4%	79	458	-82.8%	2,012	2,909	-30.8%	21,969	23,134	-5.0%
3142	DEBENHAMS SOUTHPORT	4,546	3,972	14.5%	311	263	18.3%	90	83	8.4%	597	346	72.5%	5,544	4,664	18.9%
3206	DESIRE BY DEBS ALTRINCHAM	8,087	9,225	-12.3%	668	673	-0.7%	294	267	10.1%	971	927	4.7%	10,020	11,092	-9.7%
5015	HOOPERS HARROGATE	5,527	5,343	3.4%	489	474	3.2%	118	675	-82.5%	1,163	612	90.0%	7,297	7,104	2.7%
3900	HOOPERS WILMSLOW	10,444	8,798	18.7%	873	1,210	-27.9%	619	479	29.2%	1,035	1,204	-14.0%	12,971	11,691	10.9%
5636	JOHN LEWIS CHEADLE	31,743	39,702	-20.0%	2,654	2,958	-10.3%	1,069	1,416	-24.5%	2,968	4,041	-26.6%	38,434	48,117	-20.1%
5245	RACKHAMS ALTRINCHAM	5,679	4,341	30.8%	629	446	41.0%	113	0	NA	1,170	1,107	5.7%	7,591	5,894	28.8%
5262	RACKHAMS SKIPTON	6,526	7,461	-12.5%	1,213	1,265	-4.1%	266	140	90.0%	1,473	1,874	-21.4%	9,478	10,740	-11.8%
9578	STRINGERS LYTHAM	5,851	4,403	32.9%	921	562	63.9%	297	161	84.5%	1,185	894	32.6%	8,254	6,020	37.1%
	TOTAL	179,549	199,337	-9.9%	19,074	20,007	-4.7%	6,184	6,674	-7.3%	30,819	29,229	5.4%	235,626	255,247	-7.7%
	New Account															
1873	BOOTS WILMSLOW HANDFORTH DEAN	6,035	56,436	-89.3%	677	6,819	-90.1%	151	5,983	-97.5%	1,465	6,567	-77.7%	8,328	75,805	-89.0%
	TOTAL	185,584	255,773	-27.4%	19,751	26,826	-26.4%	6,335	12,657	-49.9%	32,284	35,796	-9.8%	243,954	331,052	-26.3%

NUMBER OF DOORS TRADING

21

**MARCH YTD
AREA 21: LESLEY
PERCY**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1108	BEATTIES SOLIHULL	10,996	7,994	37.6%	1,233	766	61.0%	792	430	84.2%	2,180	1,594	36.8%	15,201	10,784	41.0%
5304	BEATTIES SUTTON COLDFIELD	28,987	23,486	23.4%	2,901	1,528	89.9%	1,795	361	397.2%	5,617	3,419	64.3%	39,300	28,794	36.5%
1558	BOOTS BIRMINGHAM FORT	11,120	13,356	-16.7%	740	1,186	-37.6%	991	882	12.4%	2,140	3,145	-32.0%	14,991	18,569	-19.3%
1513	BOOTS BIRMINGHAM HIGH STREET	18,166	22,516	-19.3%	1,083	1,320	-18.0%	843	-1,776	NA	2,133	2,116	0.8%	22,225	24,176	-8.1%
1664	BOOTS SOLIHULL	26,173	35,319	-25.9%	2,746	2,788	-1.5%	1,344	1,395	-3.7%	5,252	5,656	-7.1%	35,515	45,158	-21.4%
1631	BOOTS STAFFORD	20,231	21,358	-5.3%	2,306	3,473	-33.6%	986	745	32.3%	3,912	5,380	-27.3%	27,435	30,956	-11.4%
1783	BOOTS STOKE-ON-TRENT FESTIVAL PARK	18,032	20,936	-13.9%	1,522	2,357	-35.4%	1,300	1,284	1.2%	4,667	4,470	4.4%	25,521	29,047	-12.1%
1669	BOOTS STOKE-ON-TRENT HANLEY	11,196	11,106	0.8%	988	1,023	-3.4%	390	572	-31.8%	2,153	2,131	1.0%	14,727	14,832	-0.7%
1672	BOOTS TAMWORTH	22,191	21,275	4.3%	2,532	3,269	-22.5%	1,122	1,409	-20.4%	4,744	5,714	-17.0%	30,589	31,667	-3.4%
3169	DEBENHAMS BIRMINGHAM	35,290	32,655	8.1%	2,189	2,251	-2.8%	882	1,004	-12.2%	2,825	4,067	-30.5%	41,186	39,977	3.0%
3248	DEBENHAMS LICHFIELD	18,168	22,686	-19.9%	1,976	2,284	-13.5%	581	1,022	-43.2%	3,408	4,033	-15.5%	24,133	30,025	-19.6%
2954	DEBENHAMS STOKE-ON-TRENT	19,701	19,285	2.2%	1,457	1,926	-24.4%	428	357	19.9%	2,512	3,510	-28.4%	24,098	25,078	-3.9%
5240	HOF BIRMINGHAM	26,991	23,914	12.9%	2,145	1,644	30.5%	1,887	806	134.1%	3,516	3,355	4.8%	34,539	29,719	16.2%
5817	JOHN LEWIS BIRMINGHAM	30,987	35,976	-13.9%	4,635	3,406	36.1%	2,593	2,041	27.0%	5,912	5,433	8.8%	44,127	46,856	-5.8%
5701	JOHN LEWIS SOLIHULL	45,256	45,848	-1.3%	5,735	4,469	28.3%	1,771	2,181	-18.8%	7,075	7,308	-3.2%	59,837	59,806	0.1%
8672	SELFRIDGES BIRMINGHAM	33,463	23,001	45.5%	1,944	2,146	-9.4%	2,894	1,260	129.7%	2,750	2,829	-2.8%	41,051	29,236	40.4%
TOTAL		376,948	380,711	-1.0%	36,132	35,836	0.8%	20,599	13,973	47.4%	60,796	64,160	-5.2%	494,475	494,680	0.0%

NUMBER OF DOORS TRADING

16

**MONTH OF MARCH
AREA 21: LESLEY
PERCY**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1108	BEATTIES SOLIHULL	4,556	3,539	28.7%	656	497	32.0%	529	128	313.3%	1,388	1,001	38.7%	7,129	5,165	38.0%
5304	BEATTIES SUTTON COLDFIELD	9,376	7,921	18.4%	1,479	760	94.6%	410	180	127.8%	2,827	2,073	36.4%	14,092	10,934	28.9%
1558	BOOTS BIRMINGHAM FORT	3,665	5,613	-34.7%	303	392	-22.7%	561	166	238.0%	1,019	1,117	-8.8%	5,548	7,288	-23.9%
1513	BOOTS BIRMINGHAM HIGH STREET	7,498	12,747	-41.2%	493	496	-0.6%	261	-2,038	NA	931	544	71.1%	9,183	11,749	-21.8%
1664	BOOTS SOLIHULL	9,645	17,091	-43.6%	1,334	1,482	-10.0%	526	705	-25.4%	2,563	2,207	16.1%	14,068	21,485	-34.5%
1631	BOOTS STAFFORD	7,383	10,656	-30.7%	1,346	1,534	-12.3%	381	110	246.4%	2,104	1,754	20.0%	11,214	14,054	-20.2%
1783	BOOTS STOKE-ON-TRENT FESTIVAL PARK	7,215	7,530	-4.2%	855	944	-9.4%	570	603	-5.5%	2,534	1,278	98.3%	11,174	10,355	7.9%
1669	BOOTS STOKE-ON-TRENT HANLEY	3,104	4,506	-31.1%	446	470	-5.1%	78	99	-21.2%	1,068	910	17.4%	4,696	5,985	-21.5%
1672	BOOTS TAMWORTH	9,535	10,442	-8.7%	1,318	1,402	-6.0%	289	463	-37.6%	2,519	2,268	11.1%	13,661	14,575	-6.3%
3169	DEBENHAMS BIRMINGHAM	17,993	16,273	10.6%	990	883	12.1%	181	291	-37.8%	1,358	1,658	-18.1%	20,522	19,105	7.4%
3248	DEBENHAMS LICHFIELD	9,865	12,790	-22.9%	791	1,060	-25.4%	199	423	-53.0%	1,785	1,512	18.1%	12,640	15,785	-19.9%
2954	DEBENHAMS STOKE-ON-TRENT	9,437	9,875	-4.4%	546	779	-29.9%	123	114	7.9%	1,292	1,281	0.9%	11,398	12,049	-5.4%
5240	HOF BIRMINGHAM	8,762	9,400	-6.8%	969	863	12.3%	781	241	224.1%	1,532	1,881	-18.6%	12,044	12,385	-2.8%
5817	JOHN LEWIS BIRMINGHAM	14,543	15,021	-3.2%	1,536	717	114.2%	1,023	731	39.9%	1,848	1,538	20.2%	18,950	18,007	5.2%
5701	JOHN LEWIS SOLIHULL	16,462	18,355	-10.3%	2,051	1,596	28.5%	254	770	-67.0%	1,869	2,231	-16.2%	20,636	22,952	-10.1%
8672	SELFRIDGES BIRMINGHAM	18,286	7,750	135.9%	996	1,450	-31.3%	1,052	617	70.5%	852	1,575	-45.9%	21,186	11,392	86.0%
TOTAL		157,325	169,509	-7.2%	16,109	15,325	5.1%	7,218	3,603	100.3%	27,489	24,828	10.7%	208,141	213,265	-2.4%

NUMBER OF DOORS TRADING

16

**MARCH YTD
AREA 23: JO
HENDERSON**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
615	BARKERS NORTH ALLERTON	22,418	29,161	-23.1%	2,913	3,906	-25.4%	1,116	1,060	5.3%	5,000	5,945	-15.9%	31,447	40,072	-21.5%
5307	BEATTIES HUDDERSFIELD	14,737	11,738	25.5%	1,032	1,281	-19.4%	892	293	204.4%	1,717	2,149	-20.1%	18,378	15,461	18.9%
1533	BOOTS BRADFORD CHARLES STREET MALL	10,037	6,456	55.5%	349	1,810	-80.7%	604	236	155.9%	1,633	1,404	16.3%	12,623	9,906	27.4%
1682	BOOTS HUDDERSFIELD	15,529	22,969	-32.4%	1,604	2,510	-36.1%	921	388	137.4%	3,381	3,872	-12.7%	21,435	29,739	-27.9%
1536	BOOTS LEEDS	25,665	48,550	-47.1%	2,327	2,726	-14.6%	2,912	2,117	37.6%	4,390	5,228	-16.0%	35,294	58,621	-39.8%
1601	BOOTS LEEDS BIRSTALL	10,383	11,182	-7.1%	867	1,306	-33.6%	618	705	-12.3%	1,729	2,243	-22.9%	13,597	15,436	-11.9%
1527	BOOTS SHEFFIELD MEADOWHALL	31,492	34,697	-9.2%	3,166	3,720	-14.9%	2,067	2,144	-3.6%	6,414	6,496	-1.3%	43,139	47,057	-8.3%
1706	BOOTS YORK CONEY STREET	23,809	31,272	-23.9%	2,240	2,598	-13.8%	1,274	1,336	-4.6%	4,688	6,064	-22.7%	32,011	41,270	-22.4%
1619	BOOTS YORK MONKS CROSS	17,396	20,520	-15.2%	1,380	1,888	-26.9%	888	642	38.3%	3,722	4,645	-19.9%	23,386	27,695	-15.6%
1655	BROWNS YORK	12,214	18,735	-34.8%	997	2,300	-56.7%	1,142	803	42.2%	2,078	1,704	21.9%	16,431	23,542	-30.2%
3262	DEBENHAMS BRADFORD	16,375	16,248	0.8%	958	1,462	-34.5%	523	696	-24.9%	1,939	2,833	-31.6%	19,795	21,239	-6.8%
2953	DEBENHAMS LEEDS BRIGGATE	24,245	39,775	-39.0%	1,514	3,173	-52.3%	858	1,225	-30.0%	3,024	5,696	-46.9%	29,641	49,869	-40.6%
2829	DEBENHAMS LEEDS WHITE ROSE	48,545	59,190	-18.0%	3,475	5,037	-31.0%	1,131	1,111	1.8%	6,496	11,641	-44.2%	59,647	76,979	-22.5%
3055	DEBENHAMS SHEFFIELD MEADOWHALL	78,208	79,451	-1.6%	5,962	8,067	-26.1%	1,709	2,119	-19.3%	9,503	12,108	-21.5%	95,382	101,745	-6.3%
3870	FENWICK YORK	12,211	16,215	-24.7%	474	1,499	-68.4%	1,016	1,293	-21.4%	2,133	2,208	-3.4%	15,834	21,215	-25.4%
8600	HOF LEEDS	16,059	14,116	13.8%	1,317	1,637	-19.5%	1,213	666	82.1%	3,072	2,353	30.6%	21,661	18,772	15.4%
5270	HOF SHEFFIELD MEADOWHALL	25,825	18,107	42.6%	2,278	1,989	14.5%	1,282	959	33.7%	4,065	3,057	33.0%	33,450	24,112	38.7%
5818	JOHN LEWIS LEEDS	16,955	16,687	1.6%	1,967	1,918	2.6%	1,399	950	47.3%	3,049	2,916	4.6%	23,370	22,471	4.0%
8322	JOHN LEWIS YORK	19,865	21,734	-8.6%	3,966	2,672	48.4%	1,248	1,297	-3.8%	5,329	3,318	60.6%	30,408	29,021	4.8%
TOTAL		441,968	516,803	-14.5%	38,786	51,499	-24.7%	22,813	20,040	13.8%	73,362	85,880	-14.6%	576,929	674,222	-14.4%

NUMBER OF DOORS TRADING

19

**MONTH OF MARCH
AREA 23: JO
HENDERSON**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
615	BARKERS NORTH ALLERTON	9,799	13,553	-27.7%	724	1,337	-45.8%	83	274	-69.7%	1,902	2,031	-6.4%	12,508	17,195	-27.3%
5307	BEATTIES HUDDERSFIELD	5,177	3,788	36.7%	554	565	-1.9%	348	90	286.7%	642	909	-29.4%	6,721	5,352	25.6%
1533	BOOTS BRADFORD CHARLES STREET MALL	2,772	4,159	-33.3%	140	1,610	-91.3%	95	127	-25.2%	616	639	-3.6%	3,623	6,535	-44.6%
1682	BOOTS HUDDERSFIELD	6,296	10,713	-41.2%	835	1,101	-24.2%	334	77	333.8%	1,700	1,320	28.8%	9,165	13,211	-30.6%
1536	BOOTS LEEDS	10,037	32,888	-69.5%	1,056	1,300	-18.8%	1,378	966	42.7%	1,715	2,388	-28.2%	14,186	37,542	-62.2%
1601	BOOTS LEEDS BIRSTALL	2,860	5,437	-47.4%	297	386	-23.1%	124	129	-3.9%	719	790	-9.0%	4,000	6,742	-40.7%
1527	BOOTS SHEFFIELD MEADOWHALL	12,785	16,320	-21.7%	1,462	1,722	-15.1%	1,225	761	61.0%	3,177	2,699	17.7%	18,649	21,502	-13.3%
1706	BOOTS YORK CONEY STREET	9,865	13,461	-26.7%	1,207	350	244.9%	643	201	219.9%	2,471	1,714	44.2%	14,186	15,726	-9.8%
1619	BOOTS YORK MONKS CROSS	6,639	9,478	-30.0%	745	967	-23.0%	198	213	-7.0%	1,866	1,511	23.5%	9,448	12,169	-22.4%
1655	BROWNS YORK	5,463	10,533	-48.1%	123	1,167	-89.5%	174	231	-24.7%	494	1,312	-62.3%	6,254	13,243	-52.8%
3262	DEBENHAMS BRADFORD	9,347	7,407	26.2%	493	584	-15.6%	236	347	-32.0%	1,064	1,105	-3.7%	11,140	9,443	18.0%
2953	DEBENHAMS LEEDS BRIGGATE	12,777	21,060	-39.3%	775	1,364	-43.2%	160	606	-73.6%	1,582	2,397	-34.0%	15,294	25,427	-39.9%
2829	DEBENHAMS LEEDS WHITE ROSE	28,044	34,701	-19.2%	1,821	2,327	-21.7%	280	603	-53.6%	3,913	4,635	-15.6%	34,058	42,266	-19.4%
3055	DEBENHAMS SHEFFIELD MEADOWHALL	45,543	43,411	4.9%	3,158	3,861	-18.2%	312	1,012	-69.2%	5,069	5,718	-11.4%	54,082	54,002	0.1%
3870	FENWICK YORK	4,331	7,968	-45.6%	-540	208	NA	0	131	NA	259	863	-70.0%	4,050	9,170	-55.8%
8600	HOF LEEDS	6,587	5,673	16.1%	580	800	-27.5%	361	79	357.0%	1,693	1,339	26.4%	9,221	7,891	16.9%
5270	HOF SHEFFIELD MEADOWHALL	9,685	6,315	53.4%	948	1,185	-20.0%	422	445	-5.2%	1,373	1,702	-19.3%	12,428	9,647	28.8%
5818	JOHN LEWIS LEEDS	8,747	10,014	-12.7%	590	436	35.3%	765	624	22.6%	828	979	-15.4%	10,930	12,053	-9.3%
8322	JOHN LEWIS YORK	10,450	8,905	17.3%	1,551	776	99.9%	658	418	57.4%	1,851	756	144.8%	14,510	10,855	33.7%
TOTAL		207,204	265,784	-22.0%	16,519	22,046	-25.1%	7,796	7,334	6.3%	32,934	34,807	-5.4%	264,453	329,971	-19.9%

NUMBER OF DOORS TRADING

19

**MARCH YTD
AREA 24: HAYLEY
POVEY**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
747	BEALES HEXHAM	5,130	3,406	50.6%	485	522	-7.1%	232	205	13.2%	1,085	873	24.3%	6,932	5,006	38.5%
1250	BINNS DARLINGTON	22,016	20,130	9.4%	1,455	1,210	20.2%	1,168	1,245	-6.2%	2,845	3,736	-23.8%	27,484	26,321	4.4%
1255	BINNS MIDDLESBROUGH	5,049	4,717	7.0%	187	406	-53.9%	207	196	5.6%	224	978	-77.1%	5,667	6,297	-10.0%
1673	BOOTS DURHAM	15,379	15,780	-2.5%	1,041	2,222	-53.2%	760	554	37.2%	2,428	3,122	-22.2%	19,608	21,678	-9.5%
1523	BOOTS GATESHEAD METROCENTRE	36,772	40,495	-9.2%	4,022	3,716	8.2%	1,728	588	193.9%	8,596	7,770	10.6%	51,118	52,569	-2.8%
1639	BOOTS MIDDLESBROUGH	12,547	10,461	19.9%	688	1,073	-35.9%	775	276	180.8%	2,223	1,927	15.4%	16,233	13,737	18.2%
1517	BOOTS NEWCASTLE	46,423	50,998	-9.0%	3,545	4,812	-26.3%	3,284	2,515	30.6%	8,837	8,326	6.1%	62,089	66,651	-6.8%
1779	BOOTS NORTH SHIELDS	21,100	23,319	-9.5%	1,824	2,013	-9.4%	1,407	625	125.1%	4,419	4,300	2.8%	28,750	30,257	-5.0%
3132	DEBENHAMS CARLISLE	14,303	17,952	-20.3%	1,160	1,378	-15.8%	449	404	11.1%	2,031	3,793	-46.5%	17,943	23,527	-23.7%
3067	DEBENHAMS GATESHEAD METROCENTRE	22,580	26,510	-14.8%	1,598	1,739	-8.1%	607	792	-23.4%	3,097	4,640	-33.3%	27,882	33,681	-17.2%
2831	DEBENHAMS MIDDLESBROUGH	12,985	13,859	-6.3%	600	914	-34.4%	258	437	-41.0%	1,222	2,412	-49.3%	15,065	17,622	-14.5%
3236	DEBENHAMS NEWCASTLE UPON TYNE	12,056	21,338	-43.5%	681	1,318	-48.3%	460	726	-36.6%	1,787	2,346	-23.8%	14,984	25,728	-41.8%
3159	DEBENHAMS STOCKTON-ON-TEES	6,389	6,778	-5.7%	443	809	-45.2%	96	232	-58.6%	1,002	1,775	-43.5%	7,930	9,594	-17.3%
3131	DEBENHAMS SUNDERLAND	18,564	19,430	-4.5%	934	1,381	-32.4%	626	730	-14.2%	2,639	2,692	-2.0%	22,763	24,233	-6.1%
3189	DESIRE BY DEBS SOUTHSHIELDS	10,436	9,154	14.0%	891	1,135	-21.5%	214	127	68.5%	1,996	2,072	-3.7%	13,537	12,488	8.4%
3865	FENWICK NEWCASTLE	26,252	30,778	-14.7%	2,354	2,863	-17.8%	2,270	2,400	-5.4%	4,304	5,040	-14.6%	35,180	41,081	-14.4%
1275	HOF CARLISLE	21,340	18,217	17.1%	2,650	1,400	89.3%	1,158	1,552	-25.4%	3,472	3,313	4.8%	28,620	24,482	16.9%
5200	HOF GATESHEAD METROCENTRE	27,783	20,843	33.3%	2,616	2,060	27.0%	1,479	601	146.1%	4,967	3,377	47.1%	36,845	26,881	37.1%
5600	JOHN LEWIS NEWCASTLE	60,980	75,150	-18.9%	6,114	6,361	-3.9%	2,418	3,213	-24.7%	9,541	11,636	-18.0%	79,053	96,360	-18.0%
TOTAL		398,084	429,315	-7.3%	33,288	37,332	-10.8%	19,596	17,418	12.5%	66,715	74,128	-10.0%	517,683	558,193	-7.3%

NUMBER OF DOORS TRADING

19

**MONTH OF MARCH
AREA 24: HAYLEY
POVEY**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
747	BEALES HEXHAM	757	1,683	-55.0%	0	211	NA	0	0	NA	0	233	NA	757	2,127	-64.4%
1250	BINNS DARLINGTON	6,604	9,577	-31.0%	436	628	-30.6%	338	198	70.7%	722	2,115	-65.9%	8,100	12,518	-35.3%
1255	BINNS MIDDLESBROUGH	1,545	2,048	-24.6%	91	215	-57.7%	49	24	104.2%	15	574	-97.4%	1,700	2,861	-40.6%
1673	BOOTS DURHAM	6,464	8,644	-25.2%	546	1,161	-53.0%	288	233	23.6%	1,105	1,103	0.2%	8,403	11,141	-24.6%
1523	BOOTS GATESHEAD METROCENTRE	17,782	20,476	-13.2%	1,968	1,587	24.0%	685	312	119.6%	4,414	2,648	66.7%	24,849	25,023	-0.7%
1639	BOOTS MIDDLESBROUGH	3,693	5,084	-27.4%	279	443	-37.0%	309	153	102.0%	957	702	36.3%	5,238	6,382	-17.9%
1517	BOOTS NEWCASTLE	25,213	33,691	-25.2%	1,916	2,484	-22.9%	1,481	1,274	16.2%	4,767	4,633	2.9%	33,377	42,082	-20.7%
1779	BOOTS NORTH SHIELDS	8,154	11,980	-31.9%	1,062	964	10.2%	542	270	100.7%	2,349	1,984	18.4%	12,107	15,198	-20.3%
3132	DEBENHAMS CARLISLE	7,330	8,990	-18.5%	522	506	3.2%	43	199	-78.4%	1,014	1,304	-22.2%	8,909	10,999	-19.0%
3067	DEBENHAMS GATESHEAD METROCENTRE	8,936	11,818	-24.4%	831	706	17.7%	237	385	-38.4%	1,857	1,858	-0.1%	11,861	14,767	-19.7%
2831	DEBENHAMS MIDDLESBROUGH	7,110	6,492	9.5%	262	369	-29.0%	17	76	-77.6%	498	1,074	-53.6%	7,887	8,011	-1.5%
3236	DEBENHAMS NEWCASTLE UPON TYNE	6,313	12,659	-50.1%	347	530	-34.5%	139	279	-50.2%	828	736	12.5%	7,627	14,204	-46.3%
3159	DEBENHAMS STOCKTON-ON-TEES	4,085	3,759	8.7%	186	389	-52.2%	0	120	NA	445	760	-41.4%	4,716	5,028	-6.2%
3131	DEBENHAMS SUNDERLAND	10,155	9,946	2.1%	386	585	-34.0%	216	250	-13.6%	1,610	1,091	47.6%	12,367	11,872	4.2%
3189	DESIRE BY DEBS SOUTHSHIELDS	5,570	4,882	14.1%	484	451	7.3%	46	79	-41.8%	1,087	894	21.6%	7,187	6,306	14.0%
3865	FENWICK NEWCASTLE	6,680	15,900	-58.0%	201	1,626	-87.6%	0	308	NA	659	2,180	-69.8%	7,540	20,014	-62.3%
1275	HOF CARLISLE	8,386	6,964	20.4%	1,059	733	44.5%	521	191	172.8%	1,987	1,632	21.8%	11,953	9,520	25.6%
5200	HOF GATESHEAD METROCENTRE	11,894	8,789	35.3%	1,274	1,038	22.7%	802	175	358.3%	2,373	2,174	9.2%	16,343	12,176	34.2%
5600	JOHN LEWIS NEWCASTLE	19,339	33,627	-42.5%	1,386	2,058	-32.7%	404	1,295	-68.8%	1,608	3,944	-59.2%	22,737	40,924	-44.4%
TOTAL		166,010	217,009	-23.5%	13,236	16,684	-20.7%	6,117	5,821	5.1%	28,295	31,639	-10.6%	213,658	271,153	-21.2%

NUMBER OF DOORS TRADING

19

**MARCH YTD
AREA 25: EMILY
CANNON**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1260	BINNS GRIMSBY	22,886	19,218	19.1%	2,363	1,978	19.5%	750	434	72.8%	3,354	3,154	6.3%	29,353	24,784	18.4%
1265	BINNS LINCOLN	16,124	13,641	18.2%	1,708	1,141	49.7%	1,385	509	172.1%	3,378	2,120	59.3%	22,595	17,411	29.8%
1692	BOOTS CHESTERFIELD	12,679	10,489	20.9%	1,231	1,021	20.6%	778	767	1.4%	2,695	1,844	46.1%	17,383	14,121	23.1%
1594	BOOTS DONCASTER	11,734	10,746	9.2%	994	1,082	-8.1%	789	517	52.6%	1,646	2,550	-35.5%	15,163	14,895	1.8%
1667	BOOTS HULL	10,924	11,093	-1.5%	671	1,070	-37.3%	453	449	0.9%	2,203	2,669	-17.5%	14,251	15,281	-6.7%
1657	BOOTS LINCOLN	18,940	23,640	-19.9%	1,689	2,385	-29.2%	1,333	704	89.3%	3,658	4,711	-22.4%	25,620	31,440	-18.5%
1701	BOOTS ROTHERHAM	11,548	7,320	57.8%	666	1,421	-53.1%	570	429	32.9%	2,348	2,692	-12.8%	15,132	11,862	27.6%
1671	BOOTS SHEFFIELD	14,676	16,295	-9.9%	745	1,631	-54.3%	437	319	37.0%	2,477	2,655	-6.7%	18,335	20,900	-12.3%
1754	BROWNS BEVERLEY	12,740	17,958	-29.1%	1,295	2,328	-44.4%	1,116	530	110.6%	2,143	3,451	-37.9%	17,294	24,267	-28.7%
1797	BROWNS GAINSBOROUGH	9,125	7,362	23.9%	1,210	1,393	-13.1%	1,061	595	78.3%	2,401	2,068	16.1%	13,797	11,418	20.8%
3264	DEBENHAMS BEVERLEY	7,004	6,567	6.7%	471	881	-46.5%	219	361	-39.3%	1,184	1,679	-29.5%	8,878	9,488	-6.4%
3247	DEBENHAMS CHESTERFIELD	14,812	17,122	-13.5%	2,087	2,412	-13.5%	400	635	-37.0%	3,256	4,351	-25.2%	20,555	24,520	-16.2%
3194	DEBENHAMS DONCASTER	11,699	13,530	-13.5%	926	1,296	-28.5%	271	337	-19.6%	1,521	2,111	-27.9%	14,417	17,274	-16.5%
3130	DEBENHAMS HULL	9,177	11,344	-19.1%	434	929	-53.3%	333	254	31.1%	956	1,971	-51.5%	10,900	14,498	-24.8%
3143	DEBENHAMS LINCOLN	18,630	23,230	-19.8%	1,571	2,157	-27.2%	884	471	87.7%	3,725	3,587	3.8%	24,810	29,445	-15.7%
2838	DEBENHAMS MANSFIELD	18,436	17,419	5.8%	1,482	1,647	-10.0%	322	437	-26.3%	1,775	3,280	-45.9%	22,015	22,783	-3.4%
2916	DEBENHAMS SCARBOROUGH	11,632	13,191	-11.8%	1,293	1,488	-13.1%	347	409	-15.2%	1,976	2,805	-29.6%	15,248	17,893	-14.8%
2945	DEBENHAMS SHEFFIELD	9,726	8,157	19.2%	689	845	-18.5%	286	282	1.4%	1,154	1,175	-1.8%	11,855	10,459	13.3%
3242	DEBENHAMS WAKEFIELD	17,857	19,575	-8.8%	1,190	1,625	-26.8%	462	742	-37.7%	2,145	3,971	-46.0%	21,654	25,913	-16.4%
4850	HARVEYS HALIFAX	10,866	8,688	25.1%	1,369	1,500	-8.7%	389	520	-25.2%	1,772	1,891	-6.3%	14,396	12,599	14.3%
1225	HOF HULL	14,037	10,041	39.8%	1,465	1,033	41.8%	1,098	344	219.2%	3,429	2,255	52.1%	20,029	13,673	46.5%
5605	JOHN LEWIS SHEFFIELD	31,900	32,584	-2.1%	4,650	2,820	64.9%	2,137	2,044	4.5%	6,222	4,830	28.8%	44,909	42,278	6.2%
TOTAL		317,152	319,210	-0.6%	30,199	34,083	-11.4%	15,820	12,089	30.9%	55,418	61,820	-10.4%	418,589	427,202	-2.0%

NUMBER OF DOORS TRADING

22

**MONTH OF MARCH
AREA 25: EMILY
CANNON**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1260	BINNS GRIMSBY	8,982	6,402	40.3%	1,171	847	38.3%	300	23	NA	1,078	1,785	-39.6%	11,531	9,057	27.3%
1265	BINNS LINCOLN	6,068	5,444	11.5%	759	571	32.9%	726	202	259.4%	1,876	1,284	46.1%	9,429	7,501	25.7%
1692	BOOTS CHESTERFIELD	4,205	4,287	-1.9%	690	387	78.3%	190	41	363.4%	1,532	475	222.5%	6,617	5,190	27.5%
1594	BOOTS DONCASTER	4,073	4,954	-17.8%	458	432	6.0%	318	147	116.3%	608	717	-15.2%	5,457	6,250	-12.7%
1667	BOOTS HULL	3,632	5,778	-37.1%	374	687	-45.6%	138	191	-27.7%	1,029	911	13.0%	5,173	7,567	-31.6%
1657	BOOTS LINCOLN	7,590	11,089	-31.6%	888	1,228	-27.7%	517	142	264.1%	1,866	1,599	16.7%	10,861	14,058	-22.7%
1701	BOOTS ROTHERHAM	3,299	3,877	-14.9%	363	632	-42.6%	144	139	3.6%	970	1,076	-9.9%	4,776	5,724	-16.6%
1671	BOOTS SHEFFIELD	5,518	7,485	-26.3%	348	644	-46.0%	121	135	-10.4%	1,052	896	17.4%	7,039	9,160	-23.2%
1754	BROWNS BEVERLEY	8,209	8,060	1.8%	447	484	-7.6%	453	119	280.7%	827	1,139	-27.4%	9,936	9,802	1.4%
1797	BROWNS GAINSBOROUGH	4,512	3,319	35.9%	511	467	9.4%	181	308	-41.2%	810	719	12.7%	6,014	4,813	25.0%
3264	DEBENHAMS BEVERLEY	3,504	3,897	-10.1%	237	443	-46.5%	74	76	-2.6%	618	464	33.2%	4,433	4,880	-9.2%
3247	DEBENHAMS CHESTERFIELD	6,903	9,462	-27.0%	1,126	1,212	-7.1%	73	279	-73.8%	1,598	1,909	-16.3%	9,700	12,862	-24.6%
3194	DEBENHAMS DONCASTER	6,610	6,319	4.6%	456	613	-25.6%	42	77	-45.5%	777	833	-6.7%	7,885	7,842	0.5%
3130	DEBENHAMS HULL	5,180	5,360	-3.4%	140	472	-70.3%	125	96	30.2%	403	713	-43.5%	5,848	6,641	-11.9%
3143	DEBENHAMS LINCOLN	9,736	10,790	-9.8%	807	900	-10.3%	237	117	102.6%	2,489	1,584	57.1%	13,269	13,391	-0.9%
2838	DEBENHAMS MANSFIELD	11,507	9,617	19.7%	759	699	8.6%	57	239	-76.2%	761	1,324	-42.5%	13,084	11,879	10.1%
2916	DEBENHAMS SCARBOROUGH	7,443	8,647	-13.9%	467	592	-21.1%	99	170	-41.8%	1,168	1,251	-6.6%	9,177	10,660	-13.9%
2945	DEBENHAMS SHEFFIELD	5,282	4,045	30.6%	308	312	-1.3%	118	46	156.5%	526	296	77.7%	6,234	4,699	32.7%
3242	DEBENHAMS WAKEFIELD	9,254	10,961	-15.6%	644	610	5.6%	126	296	-57.4%	1,157	1,651	-29.9%	11,181	13,518	-17.3%
4850	HARVEYS HALIFAX	6,273	4,362	43.8%	461	577	-20.1%	103	302	-65.9%	813	858	-5.2%	7,650	6,099	25.4%
1225	HOF HULL	4,932	2,717	81.5%	648	524	23.7%	256	52	392.3%	1,907	1,116	70.9%	7,743	4,409	75.6%
5605	JOHN LEWIS SHEFFIELD	14,224	12,955	9.8%	1,697	652	160.3%	521	516	1.0%	2,294	1,372	67.2%	18,736	15,495	20.9%
TOTAL		146,936	149,827	-1.9%	13,759	13,985	-1.6%	4,919	3,713	32.5%	26,159	23,972	9.1%	191,773	191,497	0.1%

NUMBER OF DOORS TRADING

22

**MARCH YTD
AREA 26: NOELEEN
SINNOTT**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1647	BOOTS AYR	12,200	27,952	-56.4%	590	10,931	-94.6%	529	2,684	-80.3%	1,494	14,282	-89.5%	14,813	55,849	-73.5%
1514	BOOTS GLASGOW ST ENOCHS	14,434	15,785	-8.6%	1,185	865	37.0%	1,030	1,014	1.6%	2,050	2,694	-23.9%	18,699	20,358	-8.1%
1569	BOOTS GLASGOW SAUCHIEHALL STREET	11,848	13,551	-12.6%	872	619	40.9%	1,073	1,260	-14.8%	1,676	1,694	-1.1%	15,469	17,124	-9.7%
1599	BOOTS GLASGOW BRAEHEAD	34,111	36,918	-7.6%	2,606	3,671	-29.0%	1,680	644	160.9%	6,234	5,437	14.7%	44,631	46,670	-4.4%
1661	BOOTS GLASGOW FORT	23,146	19,701	17.5%	2,124	1,853	14.6%	1,853	1,160	59.7%	4,351	4,290	1.4%	31,474	27,004	16.6%
1702	BOOTS GLASGOW POLLOCK	17,109	20,442	-16.3%	1,255	1,511	-16.9%	840	1,488	-43.5%	2,646	2,858	-7.4%	21,850	26,299	-16.9%
1756	BOOTS GLASGOW BUCHANAN GALLERIES	19,562	25,470	-23.2%	1,098	2,050	-46.4%	659	893	-26.2%	2,879	3,669	-21.5%	24,198	32,082	-24.6%
3191	DEBENHAMS AYR	11,677	13,523	-13.7%	1,053	1,350	-22.0%	555	325	70.8%	1,701	2,901	-41.4%	14,986	18,099	-17.2%
3246	DEBENHAMS DUMFRIES	9,107	11,374	-19.9%	774	940	-17.7%	325	168	93.5%	1,444	1,983	-27.2%	11,650	14,465	-19.5%
3167	DEBENHAMS EAST KILBRIDE	13,472	13,848	-2.7%	751	1,124	-33.2%	689	714	-3.5%	1,506	1,994	-24.5%	16,418	17,680	-7.1%
3125	DEBENHAMS GLASGOW	31,328	38,526	-18.7%	1,191	2,818	-57.7%	1,147	1,495	-23.3%	3,367	4,970	-32.3%	37,033	47,809	-22.5%
3208	SILVERBURN	39,407	45,702	-13.8%	2,100	2,508	-16.3%	913	1,509	-39.5%	3,374	6,774	-50.2%	45,794	56,493	-18.9%
3168	DEBENHAMS INVERNESS	27,284	31,491	-13.4%	2,069	1,855	11.5%	786	619	27.0%	3,105	4,130	-24.8%	33,244	38,095	-12.7%
2837	DEBENHAMS STIRLING	33,808	37,309	-9.4%	1,719	2,713	-36.6%	934	1,445	-35.4%	3,442	5,683	-39.4%	39,903	47,150	-15.4%
3197	DESIRE BY DEBS FALKIRK	8,079	9,962	-18.9%	792	985	-19.6%	191	73	161.6%	1,645	2,207	-25.5%	10,707	13,227	-19.1%
5185	FRASERS GLASGOW	103,229	69,870	47.7%	7,173	4,421	62.2%	4,746	1,635	190.3%	13,442	8,755	53.5%	128,590	84,681	51.9%
5151	HOURSTONS AYR	3,602	4,113	-12.4%	269	696	-61.4%	145	59	145.8%	880	387	127.4%	4,896	5,255	-6.8%
5127	JENNERS BALLOCH	9,078	9,201	-1.3%	2,395	1,973	21.4%	420	390	7.7%	2,568	2,540	1.1%	14,461	14,104	2.5%
5708	JOHN LEWIS GLASGOW	46,632	62,523	-25.4%	5,531	5,572	-0.7%	2,517	2,830	-11.1%	7,686	8,829	-12.9%	62,366	79,754	-21.8%
TOTAL		469,113	507,261	-7.5%	35,547	48,455	-26.6%	21,032	20,405	3.1%	65,490	86,077	-23.9%	591,182	662,198	-10.7%

NUMBER OF DOORS TRADING

19

**MONTH OF MARCH
AREA 26: NOELEEN
SINNOTT**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1647	BOOTS AYR	3,563	2,374	50.1%	345	319	8.2%	197	0	NA	651	110	491.8%	4,756	2,803	69.7%
1514	BOOTS GLASGOW ST ENOCHS	4,795	8,061	-40.5%	583	410	42.2%	384	269	42.8%	935	1,218	-23.2%	6,697	9,958	-32.7%
1569	BOOTS GLASGOW SAUCHIEHALL STREET	4,022	6,867	-41.4%	503	217	131.8%	624	353	76.8%	370	474	-21.9%	5,519	7,911	-30.2%
1599	BOOTS GLASGOW BRAEHEAD	16,863	17,784	-5.2%	1,428	1,502	-4.9%	733	134	447.0%	3,248	2,753	18.0%	22,272	22,173	0.4%
1661	BOOTS GLASGOW FORT	8,400	10,556	-20.4%	1,002	849	18.0%	848	388	118.6%	2,120	1,637	29.5%	12,370	13,430	-7.9%
1702	BOOTS GLASGOW POLLOCK	7,738	10,895	-29.0%	696	653	6.6%	188	467	-59.7%	1,278	892	43.3%	9,900	12,907	-23.3%
1756	BOOTS GLASGOW BUCHANAN GALLERIES	8,899	11,150	-20.2%	441	837	-47.3%	228	395	-42.3%	1,539	1,449	6.2%	11,107	13,831	-19.7%
3191	DEBENHAMS AYR	7,230	7,272	-0.6%	473	565	-16.3%	270	160	68.8%	850	1,146	-25.8%	8,823	9,143	-3.5%
3246	DEBENHAMS DUMFRIES	5,263	6,289	-16.3%	361	513	-29.6%	131	50	162.0%	696	707	-1.6%	6,451	7,559	-14.7%
3167	DEBENHAMS EAST KILBRIDE	6,630	6,623	0.1%	355	437	-18.8%	96	223	-57.0%	783	716	9.4%	7,864	7,999	-1.7%
3125	DEBENHAMS GLASGOW	16,396	16,883	-2.9%	503	873	-42.4%	341	556	-38.7%	1,603	1,578	1.6%	18,843	19,890	-5.3%
3208	SILVERBURN	20,769	24,427	-15.0%	1,242	1,044	19.0%	257	421	-39.0%	2,120	2,507	-15.4%	24,388	28,399	-14.1%
3168	DEBENHAMS INVERNESS	14,908	19,074	-21.8%	1,056	625	69.0%	283	381	-25.7%	1,936	1,682	15.1%	18,183	21,762	-16.4%
2837	DEBENHAMS STIRLING	19,434	19,306	0.7%	817	1,137	-28.1%	364	631	-42.3%	2,240	2,372	-5.6%	22,855	23,446	-2.5%
3197	DESIRE BY DEBS FALKIRK	4,680	5,793	-19.2%	230	456	-49.6%	56	35	60.0%	940	973	-3.4%	5,906	7,257	-18.6%
5185	FRASERS GLASGOW	40,598	30,391	33.6%	3,000	2,654	13.0%	1,984	559	254.9%	6,089	4,822	26.3%	51,671	38,426	34.5%
5151	HOURSTONS AYR	1,391	1,268	9.7%	86	78	10.3%	0	0	NA	224	44	409.1%	1,701	1,390	22.4%
5127	JENNERS BALLOCH	3,161	3,992	-20.8%	1,071	650	64.8%	122	41	197.6%	999	1,276	-21.7%	5,353	5,959	-10.2%
5708	JOHN LEWIS GLASGOW	13,455	22,851	-41.1%	1,495	1,285	16.3%	394	628	-37.3%	2,016	1,903	5.9%	17,360	26,667	-34.9%
TOTAL		208,195	231,856	-10.2%	15,687	15,104	3.9%	7,500	5,691	31.8%	30,637	28,259	8.4%	262,019	280,910	-6.7%

NUMBER OF DOORS TRADING

19

**MARCH YTD
AREA 27: IZZY
SMITH**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%/NCR 18:17	COLOUR 2018	COLOUR 2017	%/NCR 18:17	MENS 2018	MENS 2017	%/NCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%/NCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1568	BOOTS ABERDEEN	26,314	39,952	-34.1%	3,308	3,330	-0.7%	2,329	2,417	-3.6%	6,377	6,129	4.0%	38,328	51,828	-26.0%
1777	BOOTS ABERDEEN GARTHDEE ROAD	19,906	20,630	-3.5%	1,300	1,484	-12.4%	1,300	1,614	-19.5%	2,736	2,558	7.0%	25,242	26,286	-4.0%
1627	BOOTS DUNDEE	10,825	8,119	33.3%	837	804	4.1%	686	312	119.9%	1,908	1,578	20.9%	14,256	10,813	31.8%
1654	BOOTS EDINBURGH	21,646	31,417	-31.1%	1,601	2,937	-45.5%	1,554	1,722	-9.8%	3,526	5,176	-31.9%	28,327	41,252	-31.3%
1681	BOOTS EDINBURGH NEWCRAIGHALL	24,309	28,925	-16.0%	2,204	2,399	-8.1%	1,336	843	58.5%	4,825	4,089	18.0%	32,674	36,256	-9.9%
1759	BOOTS EDINBURGH GYLE PARK	28,791	29,361	-1.9%	1,623	3,000	-45.9%	775	1,202	-35.5%	5,722	5,948	-3.8%	36,911	39,511	-6.6%
1716	BOOTS LIVINGSTON	13,857	11,922	16.2%	1,294	1,511	-14.4%	670	513	30.6%	2,391	2,671	-10.5%	18,212	16,617	9.6%
2995	DEBENHAMS ABERDEEN	20,415	22,613	-9.7%	1,072	1,551	-30.9%	929	644	44.3%	2,656	3,448	-23.0%	25,072	28,256	-11.3%
3154	DEBENHAMS DUNDEE	33,440	36,753	-9.0%	1,867	2,630	-29.0%	714	1,417	-49.6%	4,018	5,340	-24.8%	40,039	46,140	-13.2%
3218	DEBENHAMS DUNFIRMLINE	14,553	18,120	-19.7%	1,072	1,219	-12.1%	359	280	28.2%	1,504	3,181	-52.7%	17,488	22,800	-23.3%
3075	DEBENHAMS EDINBURGH	10,286	15,166	-32.2%	695	1,120	-37.9%	275	229	20.1%	1,724	2,174	-20.7%	12,980	18,689	-30.5%
3158	DEBENHAMS EDINBURGH LEITH	10,914	12,671	-13.9%	1,140	1,392	-18.1%	298	857	-65.2%	1,349	1,769	-23.7%	13,701	16,689	-17.9%
3223	DEBENHAMS LIVINGSTON	10,029	12,543	-20.0%	1,269	1,091	16.3%	495	536	-7.6%	2,227	2,554	-12.8%	14,020	16,724	-16.2%
3161	DEBENHAMS PERTH	14,478	20,575	-29.6%	981	1,168	-16.0%	492	543	-9.4%	1,477	2,837	-47.9%	17,428	25,123	-30.6%
3202	DESIRE BY DEBS KIRCALDY	10,169	10,194	-0.2%	837	1,051	-20.4%	326	477	-31.7%	1,880	1,616	16.3%	13,212	13,338	-0.9%
5205	FRASERS EDINBURGH	16,984	16,513	2.9%	1,423	1,180	20.6%	1,442	977	47.6%	2,532	2,274	11.3%	22,381	20,944	6.9%
5126	JENNERS EDINBURGH	53,874	38,365	40.4%	5,160	2,200	134.5%	2,614	744	251.3%	8,153	4,552	79.1%	69,801	45,861	52.2%
5695	JOHN LEWIS ABERDEEN	19,718	22,673	-13.0%	3,540	2,609	35.7%	1,642	1,067	53.9%	4,420	3,145	40.5%	29,320	29,494	-0.6%
5635	JOHN LEWIS EDINBURGH	51,895	65,176	-20.4%	6,320	5,204	21.4%	2,117	1,592	33.0%	7,831	7,922	-1.1%	68,163	79,894	-14.7%
TOTAL		412,403	461,688	-10.7%	37,543	37,880	-0.9%	20,353	17,986	13.2%	67,256	68,961	-2.5%	537,555	586,515	-8.3%

NUMBER OF DOORS TRADING

19

**MONTH OF MARCH
AREA 27: IZZY
SMITH**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1568	BOOTS ABERDEEN	10,578	17,963	-41.1%	1,980	1,492	32.7%	1,263	743	70.0%	3,269	2,068	58.1%	17,090	22,266	-23.2%
1777	BOOTS ABERDEEN GARTHDEE ROAD	9,486	10,166	-6.7%	608	494	23.1%	632	520	21.5%	1,202	606	98.3%	11,928	11,786	1.2%
1627	BOOTS DUNDEE	3,089	3,687	-16.2%	515	405	27.2%	313	123	154.5%	868	510	70.2%	4,785	4,725	1.3%
1654	BOOTS EDINBURGH	9,693	15,569	-37.7%	839	1,163	-27.9%	799	500	59.8%	1,629	1,586	2.7%	12,960	18,818	-31.1%
1681	BOOTS EDINBURGH NEWCRAIGHALL	9,159	11,962	-23.4%	1,113	904	23.1%	492	292	68.5%	2,491	1,515	64.4%	13,255	14,673	-9.7%
1759	BOOTS EDINBURGH GYLE PARK	10,848	14,321	-24.3%	643	1,185	-45.7%	194	316	-38.6%	2,413	2,169	11.2%	14,098	17,991	-21.6%
1716	BOOTS LIVINGSTON	3,897	5,313	-26.7%	595	720	-17.4%	259	115	125.2%	1,110	1,088	2.0%	5,861	7,236	-19.0%
2995	DEBENHAMS ABERDEEN	11,287	12,736	-11.4%	521	632	-17.6%	292	360	-18.9%	1,565	992	57.8%	13,665	14,720	-7.2%
3154	DEBENHAMS DUNDEE	18,327	19,552	-6.3%	771	1,028	-25.0%	255	485	-47.4%	2,162	1,470	47.1%	21,515	22,535	-4.5%
3218	DEBENHAMS DUNFIRMLINE	7,726	9,525	-18.9%	483	514	-6.0%	108	88	22.7%	660	1,337	-50.6%	8,977	11,464	-21.7%
3075	DEBENHAMS EDINBURGH	5,575	7,381	-24.5%	270	531	-49.2%	38	58	-34.5%	984	792	24.2%	6,867	8,762	-21.6%
3158	DEBENHAMS EDINBURGH LEITH	6,120	5,883	4.0%	514	555	-7.4%	17	318	-94.7%	688	573	20.1%	7,339	7,329	0.1%
3223	DEBENHAMS LIVINGSTON	3,650	5,389	-32.3%	582	435	33.8%	94	197	-52.3%	1,273	936	36.0%	5,599	6,957	-19.5%
3161	DEBENHAMS PERTH	7,538	10,181	-26.0%	451	573	-21.3%	122	214	-43.0%	846	1,217	-30.5%	8,957	12,185	-26.5%
3202	DESIRE BY DEBS KIRCALDY	6,326	6,212	1.8%	499	616	-19.0%	47	219	-78.5%	1,035	806	28.4%	7,907	7,853	0.7%
5205	FRASERS EDINBURGH	5,572	5,777	-3.5%	561	622	-9.8%	563	207	172.0%	1,368	1,381	-0.9%	8,064	7,987	1.0%
5126	JENNERS EDINBURGH	17,410	15,478	12.5%	2,515	1,196	110.3%	915	138	563.0%	3,350	2,901	15.5%	24,190	19,713	22.7%
5695	JOHN LEWIS ABERDEEN	8,831	8,865	-0.4%	1,264	468	170.1%	686	271	153.1%	1,446	555	160.5%	12,227	10,159	20.4%
5635	JOHN LEWIS EDINBURGH	16,117	22,860	-29.5%	1,638	1,808	-9.4%	298	504	-40.9%	1,003	2,509	-60.0%	19,056	27,681	-31.2%
TOTAL		171,229	208,820	-18.0%	16,362	15,341	6.7%	7,387	5,668	30.3%	29,362	25,011	17.4%	224,340	254,840	-12.0%

NUMBER OF DOORS TRADING

19

**MARCH YTD
AREA 33: KATIE
GREENWOOD**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1731	BOOTS CRANLEIGH	11,107	9,757	13.8%	1,081	1,182	-8.5%	404	179	125.7%	1,798	1,563	15.0%	14,390	12,681	13.5%
1723	BOOTS EAST GRINSTEAD	16,422	11,383	44.3%	1,092	1,414	-22.8%	547	152	259.9%	2,338	2,184	7.1%	20,399	15,133	34.8%
1727	BOOTS HOVE	11,213	8,411	33.3%	557	735	-24.2%	585	274	113.5%	1,404	1,333	5.3%	13,759	10,753	28.0%
1557	BOOTS JERSEY	30,495	31,889	-4.4%	2,083	1,951	6.8%	1,807	2,188	-17.4%	3,893	3,457	12.6%	38,278	39,485	-3.1%
2585	CREASEYS GUERNSEY	19,476	26,757	-27.2%	1,135	2,743	-58.6%	2,094	1,353	54.8%	2,795	5,086	-45.0%	25,500	35,939	-29.0%
55	DE GRUCHY JERSEY	8,757	4,659	88.0%	1,693	744	127.6%	522	1,066	-51.0%	1,227	992	23.7%	12,199	7,461	63.5%
5128	FEELUNIQUE - WEST JERSEY ST BRELADE	5,067	3,675	37.9%	1,024	815	25.6%	97	141	-31.2%	1,518	577	163.1%	7,706	5,208	48.0%
3849	FEELUNIQUE GUERNSEY ST PETER	2,829	4,835	-41.5%	98	673	-85.4%	455	429	6.1%	632	543	16.4%	4,014	6,480	-38.1%
125	FEELUNIQUE JERSEY ST HELIER	9,867	10,723	-8.0%	392	788	-50.3%	716	851	-15.9%	833	809	3.0%	11,808	13,171	-10.3%
3848	FEELUNIQUE.COM NORTHAMPTON	83,911	44,216	89.8%	5,685	7,875	-27.8%	2,946	694	324.5%	10,354	10,811	-4.2%	102,896	63,596	61.8%
9770	VOISINS JERSEY	26,784	25,934	3.3%	1,122	2,849	-60.6%	1,359	1,715	-20.8%	1,783	4,993	-64.3%	31,048	35,491	-12.5%
TOTAL		225,928	182,239	24.0%	15,962	21,769	-26.7%	11,532	9,042	27.5%	28,575	32,348	-11.7%	281,997	245,398	14.9%

NUMBER OF DOORS TRADING

10

**MONTH OF MARCH
AREA 33: KATIE
GREENWOOD**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1731	BOOTS CRANLEIGH	3,350	4,331	-22.7%	474	482	-1.7%	55	93	-40.9%	703	640	9.8%	4,582	5,546	-17.4%
1723	BOOTS EAST GRINSTEAD	6,735	4,811	40.0%	614	671	-8.5%	91	24	279.2%	1,014	621	63.3%	8,454	6,127	38.0%
1727	BOOTS HOVE	3,818	3,711	2.9%	236	303	-22.1%	120	125	-4.0%	462	384	20.3%	4,636	4,523	2.5%
1557	BOOTS JERSEY	13,420	16,381	-18.1%	1,124	829	35.6%	708	730	-3.0%	1,910	1,227	55.7%	17,162	19,167	-10.5%
2585	CREASEYS GUERNSEY	9,180	14,296	-35.8%	523	1,231	-57.5%	504	424	18.9%	852	2,532	-66.4%	11,059	18,483	-40.2%
55	DE GRUCHY JERSEY	8,267	694	NA	1,358	166	718.1%	973	116	738.8%	1,311	71	NA	11,909	1,047	NA
5128	FEELUNIQUE - WEST JERSEY ST BRELADE	2,994	1,318	127.2%	665	293	127.0%	0	109	NA	688	300	129.3%	4,347	2,020	115.2%
3849	FEELUNIQUE GUERNSEY ST PETER	440	2,233	-80.3%	0	419	NA	0	96	NA	0	273	NA	440	3,021	-85.4%
125	FEELUNIQUE JERSEY ST HELIER	435	5,781	-92.5%	55	554	-90.1%	0	292	NA	106	442	-76.0%	596	7,069	-91.6%
3848	FEELUNIQUE.COM NORTHAMPTON	35,448	19,616	80.7%	1,313	2,546	-48.4%	502	53	847.2%	2,821	2,547	10.8%	40,084	24,762	61.9%
9770	VOISINS JERSEY	6,193	9,352	-33.8%	325	1,169	-72.2%	426	123	246.3%	349	1,545	-77.4%	7,293	12,189	-40.2%
TOTAL		90,280	82,524	9.4%	6,687	8,663	-22.8%	3,379	2,185	54.6%	10,216	10,582	-3.5%	110,562	103,954	6.4%

NUMBER OF DOORS TRADING

10

**MARCH YTD
AREA 51: ANGELA
MULLAN**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1846	BOOTS ARMAGH	9,910	8,929	11.0%	485	1,015	-52.2%	340	183	85.8%	2,092	2,926	-28.5%	12,827	13,053	-1.7%
1847	BOOTS BALLYMENA	10,402	13,878	-25.0%	1,354	1,838	-26.3%	352	779	-54.8%	4,206	5,399	-22.1%	16,314	21,894	-25.5%
1848	BOOTS BANBRIDGE	7,307	3,141	132.6%	264	485	-45.6%	354	127	178.7%	1,375	1,159	18.6%	9,300	4,912	89.3%
1852	BOOTS BANGOR BLOOMFIELD SC	12,847	11,742	9.4%	858	1,444	-40.6%	413	531	-22.2%	3,336	3,474	-4.0%	17,454	17,191	1.5%
1849	BOOTS BANGOR MAIN STREET	8,315	5,643	47.4%	387	636	-39.2%	385	167	130.5%	1,742	1,961	-11.2%	10,829	8,407	28.8%
1854	BOOTS BELFAST BOUCHER RD	12,291	9,121	34.8%	690	1,005	-31.3%	560	553	1.3%	3,381	4,407	-23.3%	16,922	15,086	12.2%
1856	BOOTS BELFAST DONEGALL PLACE	30,596	31,230	-2.0%	1,949	3,365	-42.1%	1,474	939	57.0%	6,626	7,237	-8.4%	40,645	42,771	-5.0%
1857	BOOTS COLERAINE	17,582	18,741	-6.2%	1,793	2,287	-21.6%	776	530	46.4%	3,983	4,696	-15.2%	24,134	26,254	-8.1%
1858	BOOTS COOKSTOWN	10,002	6,276	59.4%	539	636	-15.3%	551	65	747.7%	2,268	2,074	9.4%	13,360	9,051	47.6%
1859	BOOTS HOLYWOOD	8,691	6,324	37.4%	667	1,214	-45.1%	413	219	88.6%	1,752	2,135	-17.9%	11,523	9,892	16.5%
1861	BOOTS LISBURN SPRUCEFIELD SC	24,453	32,574	-24.9%	2,989	4,694	-36.3%	1,207	1,199	0.7%	8,112	9,224	-12.1%	36,761	47,691	-22.9%
1864	BOOTS LONDONDERRY	10,657	13,001	-18.0%	737	305	141.6%	575	336	71.1%	3,021	2,801	7.9%	14,990	16,443	-8.8%
1866	BOOTS LURGAN	7,167	2,515	185.0%	280	404	-30.7%	372	180	106.7%	1,021	683	49.5%	8,840	3,782	133.7%
1867	BOOTS MOIRA	7,774	3,695	110.4%	334	703	-52.5%	359	89	303.4%	1,122	866	29.6%	9,589	5,353	79.1%
1868	BOOTS NEWRY	8,765	6,823	28.5%	372	714	-47.9%	452	72	527.8%	1,712	1,625	5.4%	11,301	9,234	22.4%
1871	BOOTS OMAGH	13,913	20,436	-31.9%	1,185	2,251	-47.4%	578	629	-8.1%	3,871	6,129	-36.8%	19,547	29,445	-33.6%
1872	BOOTS PORTADOWN	10,038	8,210	22.3%	660	1,025	-35.6%	493	403	22.3%	1,780	2,395	-25.7%	12,971	12,033	7.8%
3254	DEBENHAMS BALLYMENA	5,671	8,253	-31.3%	804	1,691	-52.5%	125	351	-64.4%	1,947	3,230	-39.7%	8,547	13,525	-36.8%
3256	DEBENHAMS BELFAST	25,039	26,012	-3.7%	580	1,678	-65.4%	550	461	19.3%	3,180	4,952	-35.8%	29,349	33,103	-11.3%
3257	DEBENHAMS CRAIGAVON	22,518	27,061	-16.8%	1,650	1,678	-1.7%	800	747	7.1%	4,477	7,600	-41.1%	29,445	37,086	-20.6%
3258	DEBENHAMS LONDONDERRY	16,678	18,391	-9.3%	1,175	1,255	-6.4%	330	544	-39.3%	2,488	3,125	-20.4%	20,671	23,315	-11.3%
3259	DEBENHAMS NEWRY	15,368	19,636	-21.7%	1,236	1,275	-3.1%	338	976	-65.4%	2,842	3,412	-16.7%	19,784	25,299	-21.8%
6786	MENARYS COOKSTOWN	3,730	5,063	-26.3%	522	768	-32.0%	167	223	-25.1%	1,103	1,531	-28.0%	5,522	7,585	-27.2%
6787	MENARYS LISBURN	3,324	4,895	-32.1%	167	489	-65.8%	336	265	26.8%	657	1,761	-62.7%	4,484	7,410	-39.5%
6784	MENARYS BANGOR	4,712	6,588	-28.5%	959	1,051	-8.8%	337	333	1.2%	1,431	2,820	-49.3%	7,439	10,792	-31.1%
TOTAL		307,750	318,178	-3.3%	22,636	33,906	-33.2%	12,637	10,901	15.9%	69,525	87,622	-20.7%	412,548	450,607	-8.4%
Closed Account																
1888	BOOTS DUNGANNON	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
1862	BOOTS LISBURN MARKET SQ	0	1,893	NA	0	178	NA	0	139	NA	0	442	NA	0	2,652	NA
TOTAL		307,750	320,071	-3.8%	22,636	34,084	-33.6%	12,637	11,040	14.5%	69,525	88,064	-21.1%	412,548	453,259	-9.0%

NUMBER OF DOORS TRADING

25

**MONTH OF MARCH
AREA 51: ANGELA
MULLAN**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%NCR 18:17	COLOUR 2018	COLOUR 2017	%NCR 18:17	MENS 2018	MENS 2017	%NCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%NCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1846	BOOTS ARMAGH	2,420	4,398	-45.0%	256	591	-56.7%	32	9	255.6%	880	1,017	-13.5%	3,588	6,015	-40.3%
1847	BOOTS BALLYMENA	3,208	6,967	-54.0%	837	743	12.7%	68	96	-29.2%	2,301	1,543	49.1%	6,414	9,349	-31.4%
1848	BOOTS BANBRIDGE	799	2,037	-60.8%	37	217	-82.9%	31	18	72.2%	420	289	45.3%	1,287	2,561	-49.7%
1852	BOOTS BANGOR BLOOMFIELD SC	4,182	6,096	-31.4%	446	785	-43.2%	137	107	28.0%	1,574	1,783	-11.7%	6,339	8,771	-27.7%
1849	BOOTS BANGOR MAIN STREET	1,744	3,303	-47.2%	146	331	-55.9%	33	56	-41.1%	594	972	-38.9%	2,517	4,662	-46.0%
1854	BOOTS BELFAST BOUCHER RD	4,584	4,066	12.7%	350	581	-39.8%	179	89	101.1%	1,522	1,742	-12.6%	6,635	6,478	2.4%
1856	BOOTS BELFAST DONEGALL PLACE	15,133	17,286	-12.5%	953	1,432	-33.4%	669	332	101.5%	3,267	2,835	15.2%	20,022	21,885	-8.5%
1857	BOOTS COLERAINE	8,303	8,826	-5.9%	1,234	753	63.9%	258	95	171.6%	2,620	1,575	66.3%	12,415	11,249	10.4%
1858	BOOTS COOKSTOWN	2,677	3,217	-16.8%	183	291	-37.1%	151	54	179.6%	950	597	59.1%	3,961	4,159	-4.8%
1859	BOOTS HOLYWOOD	1,921	3,556	-46.0%	342	379	-9.8%	85	48	77.1%	749	585	28.0%	3,097	4,568	-32.2%
1861	BOOTS LISBURN SPRUCEFIELD SC	11,859	15,630	-24.1%	1,591	2,237	-28.9%	441	213	107.0%	4,480	4,012	11.7%	18,371	22,092	-16.8%
1864	BOOTS LONDONDERRY	3,409	5,992	-43.1%	328	-185	NA	179	161	11.2%	1,508	1,032	46.1%	5,424	7,000	-22.5%
1866	BOOTS LURGAN	833	1,871	-55.5%	91	208	-56.3%	48	0	NA	169	218	-22.5%	1,141	2,297	-50.3%
1867	BOOTS MOIRA	1,125	2,523	-55.4%	154	380	-59.5%	30	0	NA	313	374	-16.3%	1,622	3,277	-50.5%
1868	BOOTS NEWRY	1,712	3,175	-46.1%	145	324	-55.2%	138	0	NA	715	661	8.2%	2,710	4,160	-34.9%
1871	BOOTS OMAGH	5,454	9,936	-45.1%	697	1,045	-33.3%	66	164	-59.8%	1,969	2,095	-6.0%	8,186	13,240	-38.2%
1872	BOOTS PORTADOWN	3,050	4,269	-28.6%	302	563	-46.4%	74	275	-73.1%	627	945	-33.7%	4,053	6,052	-33.0%
3254	DEBENHAMS BALLYMENA	4,156	4,937	-15.8%	462	686	-32.7%	55	125	-56.0%	1,261	1,399	-9.9%	5,934	7,147	-17.0%
3256	DEBENHAMS BELFAST	13,319	13,775	-3.3%	662	900	-26.4%	184	175	5.1%	1,967	1,898	3.6%	16,132	16,748	-3.7%
3257	DEBENHAMS CRAIGAVON	12,440	13,617	-8.6%	833	649	28.4%	496	153	224.2%	3,079	3,219	-4.3%	16,848	17,638	-4.5%
3258	DEBENHAMS LONDONDERRY	11,246	8,863	26.9%	520	606	-14.2%	103	188	-45.2%	1,500	1,184	26.7%	13,369	10,841	23.3%
3259	DEBENHAMS NEWRY	9,026	10,538	-14.3%	624	585	6.7%	149	259	-42.5%	1,779	1,380	28.9%	11,578	12,762	-9.3%
6786	MENARYS COOKSTOWN	674	1,694	-60.2%	84	293	-71.3%	0	82	NA	58	218	-73.4%	816	2,287	-64.3%
6787	MENARYS LISBURN	92	1,411	-93.5%	36	246	-85.4%	0	97	NA	63	678	-90.7%	191	2,432	-92.1%
6784	MENARYS BANGOR	906	2,641	-65.7%	307	739	-58.5%	0	158	NA	414	1,081	-61.7%	1,627	4,619	-64.8%
TOTAL		124,272	160,624	-22.6%	11,620	15,379	-24.4%	3,606	2,954	22.1%	34,779	33,332	4.3%	174,277	212,289	-17.9%
<u>Closed Account</u>																
1888	BOOTS DUNGANNON	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
1862	BOOTS LISBURN MARKET SQ	0	981	NA	0	-7	NA	0	0	NA	0	-29	NA	0	945	NA
TOTAL		124,272	161,605	-23.1%	11,620	15,372	-24.4%	3,606	2,954	22.1%	34,779	33,303	4.4%	174,277	213,234	-18.3%

NUMBER OF DOORS TRADING

25

**MARCH YTD
AREA 52: CARLA
TAYLOR**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
5273	HOF BELFAST	24,816	24,312	2.1%	2,823	1,896	48.9%	1,663	783	112.4%	5,243	4,571	14.7%	34,545	31,562	9.5%
	TOTAL	24,816	24,312	2.1%	2,823	1,896	48.9%	1,663	783	112.4%	5,243	4,571	14.7%	34,545	31,562	9.5%

NUMBER OF DOORS TRADING

1

**MONTH OF MARCH
AREA 52: CARLA
TAYLOR**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%NCR 18:17	COLOUR 2018	COLOUR 2017	%NCR 18:17	MENS 2018	MENS 2017	%NCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%NCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
5273	HOF BELFAST	9,070	6,029	50.4%	1,247	1,018	22.5%	384	263	46.0%	2,072	2,510	-17.5%	12,773	9,820	30.1%
TOTAL		9,070	6,029	50.4%	1,247	1,018	22.5%	384	263	46.0%	2,072	2,510	-17.5%	12,773	9,820	30.1%

NUMBER OF DOORS TRADING

1

**MARCH YTD
SALON AREA**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
749	BEALES PETERBOROUGH	4,269	4,338	-1.6%	349	429	-18.6%	254	192	32.3%	1,256	620	102.6%	6,128	5,579	9.8%
1749	BOOTS ANDOVER	14,696	8,903	65.1%	1,195	1,346	-11.2%	821	135	508.1%	2,867	2,531	13.3%	19,579	12,915	51.6%
1709	BOOTS BLANDFORD FORUM	10,492	9,310	12.7%	765	1,350	-43.3%	550	543	1.3%	1,863	2,743	-32.1%	13,670	13,946	-2.0%
1726	BOOTS CHIPPENHAM	12,434	8,652	43.7%	679	939	-27.7%	534	225	137.3%	1,759	2,490	-29.4%	15,406	12,306	25.2%
1721	BOOTS FRODSHAM	7,856	4,033	94.8%	512	919	-44.3%	357	103	246.6%	1,353	1,274	6.2%	10,078	6,329	59.2%
1728	BOOTS HELENSBURGH	10,408	6,433	61.8%	843	762	10.6%	716	180	297.8%	1,800	1,542	16.7%	13,767	8,917	54.4%
1719	BOOTS HOLT	8,841	5,767	53.3%	663	747	-11.2%	455	162	180.9%	1,155	929	24.3%	11,114	7,605	46.1%
1804	BOOTS NEWPORT	19,650	12,680	55.0%	2,082	1,514	37.5%	590	385	53.2%	4,498	2,107	113.5%	26,820	16,686	60.7%
1734	BOOTS RUISLIP	9,532	4,567	108.7%	679	753	-9.8%	647	150	331.3%	1,190	1,039	14.5%	12,048	6,509	85.1%
8222	ROOMES UPMINSTER	10,570	8,878	19.1%	1,140	1,091	4.5%	1,191	1,178	1.1%	1,436	1,128	27.3%	14,337	12,275	16.8%
TOTAL		108,748	73,561	47.8%	8,907	9,850	-9.6%	6,115	3,253	88.0%	19,177	16,403	16.9%	142,947	103,067	38.7%

NUMBER OF DOORS TRADING

10

**MONTH OF MARCH
SALON AREA**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
749	BEALES PETERBOROUGH	1,061	2,940	-63.9%	51	278	-81.7%	0	59	NA	77	303	-74.6%	1,189	3,580	-66.8%
1749	BOOTS ANDOVER	3,156	3,604	-12.4%	392	609	-35.6%	80	13	515.4%	791	1,045	-24.3%	4,419	5,271	-16.2%
1709	BOOTS BLANDFORD FORUM	2,945	3,925	-25.0%	371	501	-25.9%	140	69	102.9%	496	521	-4.8%	3,952	5,016	-21.2%
1726	BOOTS CHIPPENHAM	3,606	4,060	-11.2%	317	387	-18.1%	141	123	14.6%	566	595	-4.9%	4,630	5,165	-10.4%
1721	BOOTS FRODSHAM	1,394	2,970	-53.1%	301	320	-5.9%	41	19	115.8%	476	342	39.2%	2,212	3,651	-39.4%
1728	BOOTS HELENSBURGH	2,895	3,413	-15.2%	393	402	-2.2%	163	58	181.0%	706	652	8.3%	4,157	4,525	-8.1%
1719	BOOTS HOLT	2,408	3,256	-26.0%	351	469	-25.2%	71	153	-53.6%	431	251	71.7%	3,261	4,129	-21.0%
1804	BOOTS NEWPORT	6,834	6,279	8.8%	1,103	742	48.7%	211	161	31.1%	1,836	671	173.6%	9,984	7,853	27.1%
1734	BOOTS RUISLIP	2,363	2,521	-6.3%	360	348	3.4%	154	33	366.7%	351	411	-14.6%	3,228	3,313	-2.6%
8222	ROOMES UPMINSTER	4,081	4,751	-14.1%	295	494	-40.3%	385	402	-4.2%	215	476	-54.8%	4,976	6,123	-18.7%
TOTAL		30,743	37,719	-18.5%	3,934	4,550	-13.5%	1,386	1,090	27.2%	5,945	5,267	12.9%	42,008	48,626	-13.6%

NUMBER OF DOORS TRADING

10

MARCH YTD INTERNET ACCOUNTS

CLARINS (UK) LTD STORES PERFORMANCE REPORT 2018 vs 2017

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1621	BOOTS.COM NOTTINGHAM	211,252	195,344	8.1%	10,474	11,572	-9.5%	10,490	3,298	218.1%	37,312	35,217	5.9%	269,528	245,431	9.8%
1949	CENTRAL PHARMACY ECOM CARDIFF	223,958	214,459	4.4%	10,427	16,217	-35.7%	10,185	8,586	18.6%	16,704	24,479	-31.8%	261,274	263,741	-0.9%
10675	CLARINS.CO.UK	1,059,341	888,454	19.2%	90,540	91,332	-0.9%	41,342	24,747	67.1%	86,686	99,028	-12.5%	1,277,909	1,103,561	15.8%
3093	DEBENHAMS.COM SHERBURN	280,020	148,802	88.2%	12,168	9,641	26.2%	3,459	2,116	63.5%	28,577	20,008	42.8%	324,224	180,567	79.6%
5314	HOF.CO.UK MILTON KEYNES	147,678	65,033	127.1%	10,113	7,344	37.7%	5,525	786	602.9%	14,999	7,483	100.4%	178,315	80,646	121.1%
8683	SELFRIDGES.COM BIRMINGHAM	105,462	40,318	161.6%	6,502	10,430	-37.7%	2,197	481	356.8%	3,399	2,133	59.4%	117,560	53,362	120.3%
TOTAL		2,027,711	1,552,410	30.6%	140,224	146,536	-4.3%	73,198	40,014	82.9%	187,677	188,348	-0.4%	2,428,810	1,927,308	26.0%
<u>OTHER / NON SEPERATED RETAIL ACCOUNTS</u>																
47550	HARRODS.COM LONDON	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
4711	HARVEYNICHOLS.COM	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
5813	JOHN LEWIS.COM MAGNA PARK	537,293	446,134	20.4%	44,367	33,439	32.7%	28,890	13,454	114.7%	67,504	50,832	32.8%	678,054	543,859	24.7%
TOTAL		2,565,004	1,998,544	28.3%	184,591	179,975	2.6%	102,088	53,468	90.9%	255,181	239,180	6.7%	3,106,864	2,471,167	25.7%

NUMBER OF DOORS TRADING

9

**MONTH OF MARCH
INTERNET
ACCOUNTS**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1621	BOOTS.COM NOTTINGHAM	135,940	99,395	36.8%	6,348	6,366	-0.3%	1,517	1,485	2.2%	22,074	15,159	45.6%	165,879	122,405	35.5%
1949	CENTRAL PHARMACY ECOM CARDIFF	89,299	64,555	38.3%	4,526	6,787	-33.3%	2,686	2,781	-3.4%	5,142	7,836	-34.4%	101,653	81,959	24.0%
10675	CLARINS.CO.UK	416,581	354,544	17.5%	23,306	29,019	-19.7%	10,978	8,366	31.2%	33,037	34,697	-4.8%	483,901	426,626	13.4%
3093	DEBENHAMS.COM SHERBURN	169,323	68,751	146.3%	7,943	5,592	42.0%	514	1,398	-63.2%	19,400	12,102	60.3%	197,180	87,843	124.5%
5314	HOF.CO.UK MILTON KEYNES	76,674	22,786	236.5%	5,828	3,901	49.4%	2,866	298	861.7%	7,406	4,085	81.3%	92,774	31,070	198.6%
8683	SELFRIDGES.COM BIRMINGHAM	65,928	18,532	255.8%	2,302	2,589	-11.1%	925	418	121.3%	644	1,282	-49.8%	69,799	22,821	205.9%
TOTAL		953,745	628,563	51.7%	50,253	54,254	-7.4%	19,486	14,746	32.1%	87,703	75,161	16.7%	1,111,186	772,724	43.8%
<u>OTHER / NON SEPERATED RETAIL ACCOUNTS</u>																
47550	HARRODS.COM LONDON	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
4711	HARVEYNICHOLS.COM	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
5813	JOHN LEWIS.COM MAGNA PARK	238,525	360,094	-33.8%	11,918	17,824	-33.1%	5,059	10,320	-51.0%	13,117	26,410	-50.3%	268,619	414,648	-35.2%
TOTAL		1,192,270	988,657	20.6%	62,171	72,078	-13.7%	24,545	25,066	-2.1%	100,820	101,571	-0.7%	1,379,805	1,187,372	16.2%

NUMBER OF DOORS TRADING

9

**MARCH YTD
HEAD OFFICE ACCOUNT**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1541	BOOTS HEAD OFFICE ACCOUNT	-164,388	-61,473	NA	-17,664	-26,868	NA	-17,619	-2,036	NA	-3,252	-11,428	NA	-202,923	-101,805	NA
1512	BOOTS HEAD OFFICE ACCOUNT	0	-17	NA	0	0	NA	0	0	NA	0	0	NA	0	-17	NA
1651	BOOTS HEAD OFFICE ACCOUNT	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
1893	BOOTS HEAD OFFICE ACCOUNT BURTON ON TRENT	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
10462	CLARINS FOR ME	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
3141	DEBENHAMS HEAD OFFICE ACCOUNT	-124,536	-195,246	NA	-11,789	-16,598	NA	-33,011	-28,659	NA	0	0	NA	-169,336	-240,503	NA
3846	FEELUNIQUE HO JERSEY ST HELIER	0	-184	NA	0	-4	NA	0	0	NA	0	0	NA	0	-188	NA
3881	FENWICK HEAD OFFICE ACCOUNT	-12,564	-13,385	NA	-1,220	-986	NA	-2,352	-1,944	NA	0	0	NA	-16,136	-16,315	NA
4781	HARRODS HEAD OFFICE ACCOUNT	-364	-908	NA	-10	-374	NA	-365	-406	NA	0	0	NA	-739	-1,688	NA
4708	HNI HEAD OFFICE ACCOUNT	0	-1,587	NA	0	-81	NA	0	-316	NA	0	0	NA	0	-1,984	NA
4709	HNI HEAD OFFICE ACCOUNT DC	0	-121	NA	0	-133	NA	0	0	NA	0	0	NA	0	-254	NA
5286	HOF HEAD OFFICE ACCOUNT	-11,833	-33,229	NA	-1,092	-4,334	NA	-5,213	-4,371	NA	0	0	NA	-18,138	-41,934	NA
5272	HOF HEAD OFFICE ACCOUNT	-7,560	0	NA	0	0	NA	0	0	NA	0	0	NA	-7,560	0	NA
734	J E BEALE HEAD OFFICE ACCOUNT	0	-5,557	NA	0	-455	NA	0	-988	NA	0	0	NA	0	-7,000	NA
5706	JLP HEAD OFFICE ACCOUNT	-50,586	-32,196	NA	-7,037	-3,981	NA	-20,272	-8,828	NA	0	0	NA	-77,895	-45,005	NA
10390	KENNETH GREEN ASSOCIATES	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
10275	MARKETING/DISPLAY	930	0	NA	354	0	NA	426	0	NA	0	0	NA	1,710	0	NA
8681	SELFRIDGES HEAD OFFICE ACCOUNT	-1,360	-2,750	NA	0	-533	NA	-7	-429	NA	0	0	NA	-1,367	-3,712	NA
10385	STAFF SALES	38,882	32,584	19.3%	2,699	2,470	9.3%	3,688	2,662	38.5%	4,062	4,096	-0.8%	49,331	41,812	18.0%
10370	STAFF SALES	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
10360	STAFF SALES DIRECT HARLOW	501	-24	NA	0	0	NA	0	0	NA	0	0	NA	501	-24	NA
10389	WESTEX STAFF SALES	145	72	101.4%	97	44	120.5%	33	35	-5.7%	29	32	-9.4%	304	183	66.1%
	TOTAL GB	-332,733	-314,021	NA	-35,662	-51,833	NA	-74,692	-45,280	NA	839	-7,300	NA	-442,248	-418,434	NA
2166	CLARINS NORTHERN IRELAND	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
2167	CLARINS SOUTHERN IRELAND	26,754	41,595	-35.7%	2,005	2,825	-29.0%	0	0	NA	3,181	2,060	54.4%	31,940	46,480	-31.3%
6758	MCKAY HEAD OFFICE BELFAST	0	-538	NA	0	-24	NA	0	-52	NA	0	0	NA	0	-614	NA
	TOTAL NI	26,754	41,057	-34.8%	2,005	2,801	-28.4%	0	-52	NA	3,181	2,060	54.4%	31,940	45,866	-30.4%
	TOTAL	-305,979	-272,964	NA	-33,657	-49,032	NA	-74,692	-45,332	NA	4,020	-5,240	NA	-410,308	-372,568	NA

**MONTH OF MARCH
HEAD OFFICE ACCOUNT**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
1541	BOOTS HEAD OFFICE ACCOUNT	-149,083	-9,471	NA	-15,207	-2,845	NA	-16,645	-411	NA	-44	-3,275	NA	-180,979	-16,002	NA
1512	BOOTS HEAD OFFICE ACCOUNT	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
1651	BOOTS HEAD OFFICE ACCOUNT	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
1893	BOOTS HEAD OFFICE ACCOUNT BURTON ON TRENT	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
10462	CLARINS FOR ME	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
3141	DEBENHAMS HEAD OFFICE ACCOUNT	-1,279	0	NA	0	0	NA	0	0	NA	0	0	NA	-1,279	0	NA
3846	FEELUNIQUE HO JERSEY ST HELIER	0	-184	NA	0	-4	NA	0	0	NA	0	0	NA	0	-188	NA
3881	FENWICK HEAD OFFICE ACCOUNT	-866	-968	NA	-26	0	NA	-324	0	NA	0	0	NA	-1,216	-968	NA
4781	HARRODS HEAD OFFICE ACCOUNT	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
4708	HNI HEAD OFFICE ACCOUNT	0	-1,587	NA	0	-81	NA	0	-316	NA	0	0	NA	0	-1,984	NA
4709	HNI HEAD OFFICE ACCOUNT DC	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
5286	HOF HEAD OFFICE ACCOUNT	0	-974	NA	0	0	NA	0	0	NA	0	0	NA	0	-974	NA
5272	HOF HEAD OFFICE ACCOUNT	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
734	J E BEALE HEAD OFFICE ACCOUNT	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
5706	JLP HEAD OFFICE ACCOUNT	-50,586	-32,196	NA	-7,037	-3,981	NA	-20,272	-8,828	NA	0	0	NA	-77,895	-45,005	NA
10390	KENNETH GREEN ASSOCIATES	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
10275	MARKETING/DISPLAY	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
8681	SELFRIDGES HEAD OFFICE ACCOUNT	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
10385	STAFF SALES	17,144	15,927	7.6%	1,218	1,234	-1.3%	1,751	1,110	57.7%	1,680	1,846	-9.0%	21,793	20,117	8.3%
10370	STAFF SALES	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
10360	STAFF SALES DIRECT HARLOW	33	0	NA	0	0	NA	0	0	NA	0	0	NA	33	0	NA
10389	WESTEX STAFF SALES	32	0	NA	12	0	NA	0	0	NA	29	0	NA	73	0	NA
	TOTAL GB	-184,605	-29,453	NA	-21,040	-5,677	NA	-35,490	-8,445	NA	1,665	-1,429	NA	-239,470	-45,004	NA
2166	CLARINS NORTHERN IRELAND	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
2167	CLARINS SOUTHERN IRELAND	19,022	31,983	-40.5%	1,668	2,330	-28.4%	0	0	NA	2,953	1,165	153.5%	23,643	35,478	-33.4%
6758	MCKAY HEAD OFFICE BELFAST	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
	TOTAL NI	19,022	31,983	-40.5%	1,668	2,330	-28.4%	0	0	NA	2,953	1,165	153.5%	23,643	35,478	-33.4%
	TOTAL	-165,583	2,530	NA	-19,372	-3,347	NA	-35,490	-8,445	NA	4,618	-264	NA	-215,827	-9,526	NA

**MARCH YTD
AREA:
CA**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%NCR 18:17	COLOUR 2018	COLOUR 2017	%NCR 18:17	MENS 2018	MENS 2017	%NCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%NCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
	Sharon Thumwood															
45	ACORN PHARMACY BERKHAMPSTEAD	12,009	13,543	-11.3%	1,747	2,190	-20.2%	750	753	-0.4%	1,742	2,109	-17.4%	16,248	18,595	-12.6%
624	BAKERS & LARNERS OF HOLT HOLT	10,188	7,042	44.7%	1,434	1,223	17.3%	186	395	-52.9%	1,247	1,536	-18.8%	13,055	10,196	28.0%
1658	BROOK HOUSE PHARMACY CHIGWELL	4,697	6,333	-25.8%	832	1,664	-50.0%	474	605	-21.7%	1,206	1,377	-12.4%	7,209	9,979	-27.8%
6255	LISTERS CHEMIST BUSHEY HEATH	4,700	3,234	45.3%	955	1,214	-21.3%	494	192	157.3%	774	729	6.2%	6,923	5,369	28.9%
9699	RIVERSIDE RICKMANSWORTH	7,702	5,511	39.8%	1,197	1,269	-5.7%	422	245	72.2%	1,508	1,467	2.8%	10,829	8,492	27.5%
9100	SPRINGFIELD CHEMIST HARPENDEN	6,009	7,643	-21.4%	955	2,307	-58.6%	502	420	19.5%	1,070	3,067	-65.1%	8,536	13,437	-36.5%
7080	THE NEW PHARMACY BRENTWOOD	10,408	8,975	16.0%	1,298	1,332	-2.6%	1,009	460	119.3%	1,089	1,913	-43.1%	13,804	12,680	8.9%
	Total Area 32	55,713	52,281	6.6%	8,418	11,199	-24.8%	3,837	3,070	25.0%	8,636	12,198	-29.2%	76,604	78,748	-2.7%
	Katie Greenwood															
8705	KAMSONS PHARMACY UCKFIELD	7,585	8,735	-13.2%	1,178	1,504	-21.7%	225	191	17.8%	1,619	1,370	18.2%	10,607	11,800	-10.1%
7441	PAYDENS SEVENOAKS	11,625	9,145	27.1%	1,349	1,324	1.9%	479	266	80.1%	2,117	1,482	42.8%	15,570	12,217	27.4%
9736	VITALTONE PHARMACY CATERHAM	13,185	4,822	173.4%	1,193	1,117	6.8%	1,506	178	746.1%	1,599	1,808	-11.6%	17,483	7,925	120.6%
	Total Area 33	32,395	22,702	42.7%	3,720	3,945	-5.7%	2,210	635	248.0%	5,335	4,660	14.5%	43,660	31,942	36.7%
	Kathleen Parsons															
10	ABBAY PHARMACY SHERBORNE	5,850	5,169	13.2%	995	1,389	-28.4%	506	515	-1.7%	1,410	1,247	13.1%	8,761	8,320	5.3%
620	BANBURYS DEPT BARNSTAPLE	5,929	4,560	30.0%	740	867	-14.6%	291	243	19.8%	1,723	1,051	63.9%	8,683	6,721	29.2%
2030	CHAVE & JACKSON HEREFORD	11,830	9,255	27.8%	1,573	1,739	-9.5%	595	373	59.5%	1,733	2,613	-33.7%	15,731	13,980	12.5%
2749	DAY LEWIS PETERSFIELD	6,418	10,042	-36.1%	1,089	1,888	-42.3%	118	454	-74.0%	1,721	2,796	-38.4%	9,346	15,180	-38.4%
6688	MALVERN PHARMACY MALVERN	7,208	7,417	-2.8%	1,315	1,165	12.9%	362	159	127.7%	1,540	2,237	-31.2%	10,425	10,978	-5.0%
	Total Area 34	37,235	36,443	2.2%	5,712	7,048	-19.0%	1,872	1,744	7.3%	8,127	9,944	-18.3%	52,946	55,179	-4.0%
	Valerie Clarke															
101	ALLENS PHARMACY SOUTH WOODFORD	8,074	5,968	35.3%	722	928	-22.2%	452	162	179.0%	963	971	-0.8%	10,211	8,029	27.2%
285	ANGIES PINNER	7,483	8,684	-13.8%	1,400	811	72.6%	517	600	-13.8%	906	777	16.6%	10,306	10,872	-5.2%
1041	BEAUTY BASE LONDON WESTFIELD WHITE CITY	1,955	3,406	-42.6%	156	659	-76.3%	289	549	-47.4%	582	908	-35.9%	2,982	5,522	-46.0%
1921	CAMPBELLS CHEMIST LONDON CHISWICK	11,537	10,569	9.2%	1,050	1,880	-44.1%	999	625	59.8%	1,646	1,675	-1.7%	15,232	14,749	3.3%
1834	CARE CHEMIST LONDON MILL HILL	4,449	4,933	-9.8%	257	1,207	-78.7%	150	506	-70.4%	332	895	-62.9%	5,188	7,541	-31.2%
9540	HILLCREST PHARMACY LONDON	6,547	6,692	-2.2%	1,476	1,332	10.8%	811	512	58.4%	937	999	-6.2%	9,771	9,535	2.5%
6020	LANDYS CHEMIST LONDON TEMPLE FORTUNE	64,244	40,163	60.0%	1,250	596	109.7%	2,988	3,654	-18.2%	2,544	740	243.8%	71,026	45,153	57.3%
7266	NVS PHARMACY LONDON	32,113	41,048	-21.8%	983	855	15.0%	3,265	4,115	-20.7%	2,452	3,043	-19.4%	38,813	49,061	-20.9%
7521	PETTERS PHARMACY LONDON CROUCHEND	9,074	9,794	-7.4%	1,448	2,332	-37.9%	798	745	7.1%	2,025	2,490	-18.7%	13,345	15,361	-13.1%
8026	RITZ PHARMACY LONDON	2,606	2,445	6.6%	292	581	-49.7%	373	131	184.7%	-114	533	NA	3,157	3,690	-14.4%
8523	SHARMANS NORTHWOOD	2,352	7,729	-69.6%	82	779	-89.5%	145	496	-70.8%	412	926	-55.5%	2,991	9,930	-69.9%
9883	WANSTEAD PHARMACY LONDON WANSTEAD	3,390	2,683	26.4%	424	781	-45.7%	564	70	705.7%	1,044	540	93.3%	5,422	4,074	33.1%
9860	WARMAN & FREED LONDON	2,927	4,261	-31.3%	478	546	-12.5%	628	679	-7.5%	843	863	-2.3%	4,876	6,349	-23.2%
	Total Area 37	156,751	148,375	5.6%	10,018	13,287	-24.6%	11,979	12,844	-6.7%	14,572	15,360	-5.1%	193,320	189,866	1.8%
	Julia Czersovski															
2480	COLLINS & JERVIE AMERSHAM	4,286	4,057	5.6%	1,340	1,100	21.8%	474	324	46.3%	1,362	1,817	-25.0%	7,462	7,298	2.2%
2747	DAY LEWIS PHARMACY OAKHAM	12,855	16,049	-19.9%	1,683	2,495	-32.5%	847	470	80.2%	2,312	2,713	-14.8%	17,697	21,727	-18.5%
5030	HEALTH & BEAUTY GERRARDS CROSS	6,441	8,018	-19.7%	539	832	-35.2%	804	348	131.0%	954	1,307	-27.0%	8,738	10,505	-16.8%
4887	HENLEY PHARMACY HENLEY	9,307	8,429	10.4%	566	-1,228	NA	310	280	10.7%	1,068	1,221	-12.5%	11,251	8,702	29.3%
6697	MARLOW PHARMACY MARLOW	2,492	1,748	42.6%	727	740	-1.8%	113	133	-15.0%	131	715	-81.7%	3,463	3,336	3.8%
9830	TOUCHWOOD PHARMACY NORTHAMPTON	3,888	4,310	-9.8%	906	989	-8.4%	253	60	321.7%	942	491	91.9%	5,989	5,850	2.4%
	Total Area 38	39,269	42,611	-7.8%	5,761	4,928	16.9%	2,801	1,615	73.4%	6,769	8,264	-18.1%	54,600	57,418	-4.9%
	Sam Williams															
4625	BARRY BLADON HALE	9,304	6,304	47.6%	1,080	1,098	-1.6%	714	508	40.6%	1,325	986	34.4%	12,423	8,896	39.6%
1094	BENNETTS ASHBOURNE	6,937	5,503	26.1%	743	1,043	-28.8%	567	325	74.5%	1,016	1,061	-4.2%	9,263	7,932	16.8%
1695	BRATT AND EVANS NORTHWICH	7,301	8,137	-10.3%	524	912	-42.5%	519	255	103.5%	1,433	2,168	-33.9%	9,777	11,472	-14.8%
1652	BROWN & FRANCIS LUDLOW	6,065	7,271	-16.6%	734	1,758	-58.2%	255	75	240.0%	860	2,034	-57.7%	7,914	11,138	-28.9%
4985	HEAVEN SCENT BURTON ON TRENT	6,353	9,244	-31.3%	219	822	-73.4%	485	630	-23.0%	-73	1,187	NA	6,984	11,883	-41.2%
5355	J H HURST RIPLEY	5,575	3,535	57.7%	1,210	1,473	-17.9%	691	133	419.5%	2,536	2,007	26.4%	10,012	7,148	40.1%
5720	J T LLOYDS BURNLEY	6,834	8,545	-20.0%	1,303	1,305	-0.2%	411	395	4.1%	2,703	2,994	-9.7%	11,251	13,239	-15.0%
6742	ROWLANDS PHARMACY LIVERPOOL	6,043	4,785	26.3%	991	1,104	-10.2%	629	210	199.5%	1,715	1,205	42.3%	9,378	7,304	28.4%
	Total Area 40	54,412	53,324	2.0%	6,804	9,515	-28.5%	4,271	2,531	68.7%	11,515	13,642	-15.6%	77,002	79,012	-2.5%
	Debbie Ramage															
3362	ELEGANCE & BEAUTE GLASGOW	6,322	7,068	-10.6%	985	1,194	-17.5%	473	180	162.8%	1,619	1,923	-15.8%	9,399	10,365	-9.3%
4467	GORDONS CHEMIST OBAN	6,650	9,165	-27.4%	1,149	2,011	-42.9%	282	472	-40.3%	1,420	2,157	-34.2%	9,501	13,805	-31.2%
635	R. BARBOURS DUMFRIES	4,108	2,569	59.9%	578	837	-30.9%	81	0	NA	945	843	12.1%	5,712	4,249	34.4%
8295	RUTHERFORDS MORPETH	13,378	15,312	-12.6%	1,519	2,728	-44.3%	375	734	-48.9%	1,896	3,451	-45.1%	17,168	22,225	-22.8%
	Total Area 41	30,458	34,114	-10.7%	4,231	6,770	-37.5%	1,211	1,386	-12.6%	5,880	8,374	-29.8%	41,780	50,644	-17.5%
TOTAL		406,233	389,850	4.2%	44,664	56,692	-21.2%	28,181	23,825	18.3%	60,834	72,442	-16.0%	539,912	542,809	-0.5%

NUMBER OF DOORS TRADING

46

MONTH OF MARCH

AREA:

CA

CLARINS (UK) LTD

STORES PERFORMANCE REPORT

2018 vs 2017

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18-17	COLOUR 2018	COLOUR 2017	%INCR 18-17	MENS 2018	MENS 2017	%INCR 18-17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18-17	TRADE 2018	TRADE 2017	% Incr 18-17
	Sharon Thumwood															
45	ACORN PHARMACY BERKHAMSTEAD	5,494	6,492	-15.4%	571	964	-40.8%	123	319	-61.4%	552	945	-41.6%	6,740	8,720	-22.7%
624	BAKERS & LARNERS OF HOLT HOLT	5,837	3,499	66.8%	899	708	27.0%	26	121	-78.5%	618	923	-33.0%	7,380	5,251	40.5%
1658	BROOK HOUSE PHARMACY CHIGWELL	4,800	2,145	123.8%	844	530	59.2%	426	61	598.4%	1,160	604	92.1%	7,230	3,340	116.5%
6255	LISTERS CHEMIST BUSHEY HEATH	3,168	2,776	14.1%	558	1,091	-48.9%	293	192	52.6%	240	649	-63.0%	4,259	4,708	-9.5%
9699	RIVERSIDE RICKMANSWORTH	4,641	2,673	73.6%	499	395	26.3%	112	106	5.7%	649	597	8.7%	5,901	3,771	56.5%
9100	SPRINGFIELD CHEMIST HARPENDEN	3,079	4,080	-24.5%	375	824	-54.5%	252	164	53.7%	332	1,341	-75.2%	4,038	6,409	-37.0%
7080	THE NEW PHARMACY BRENTWOOD	5,897	5,196	13.5%	291	349	-16.6%	239	133	79.7%	564	631	-10.6%	6,991	6,309	10.8%
	Total Area 32	32,916	26,861	22.5%	4,037	4,861	-17.0%	1,471	1,096	34.2%	4,115	5,690	-27.7%	42,539	38,508	10.5%
	Katie Greenwood															
8705	KAMSONS PHARMACY UCKFIELD	3,680	4,983	-26.1%	402	713	-43.6%	31	66	-53.0%	403	743	-45.8%	4,516	6,505	-30.6%
7441	PAYDENS SEVENOAKS	5,683	3,958	43.6%	492	284	73.2%	244	26	838.5%	733	294	149.3%	7,152	4,562	56.8%
9736	VITALTONE PHARMACY CATERHAM	5,684	2,675	112.5%	422	399	5.8%	156	94	66.0%	954	502	90.0%	7,216	3,670	96.6%
	Total Area 33	15,047	11,616	29.5%	1,316	1,396	-5.7%	431	186	131.7%	2,090	1,539	35.8%	18,884	14,737	28.1%
	Kathleen Parsons															
10	ABBAY PHARMACY SHERBORNE	4,908	2,620	87.3%	788	265	197.4%	378	200	89.0%	920	196	369.4%	6,994	3,281	113.2%
620	BANBURYS DEPT BARNSTAPLE	3,022	1,898	59.2%	343	439	-21.9%	16	24	-33.3%	574	337	70.3%	3,955	2,698	46.6%
2030	CHAVE & JACKSON HEREFORD	3,988	4,844	-17.7%	684	827	-17.3%	172	59	191.5%	698	1,048	-33.4%	5,542	6,778	-18.2%
2749	DAY LEWIS PETERSFIELD	4,254	4,348	-2.2%	283	694	-59.2%	0	32	NA	492	816	-39.7%	5,029	5,890	-14.6%
6688	MALVERN PHARMACY MALVERN	4,912	3,301	48.8%	543	450	20.7%	200	90	122.2%	715	689	3.8%	6,370	4,530	40.6%
	Total Area 34	21,084	17,011	23.9%	2,641	2,675	-1.3%	766	405	89.1%	3,399	3,086	10.1%	27,890	23,177	20.3%
	Valerie Clarke															
101	ALLENS PHARMACY SOUTH WOODFORD	2,122	2,859	-25.8%	151	347	-56.5%	0	130	NA	199	141	41.1%	2,472	3,477	-28.9%
285	ANGIES PINNER	4,574	2,462	85.8%	488	250	95.2%	124	120	3.3%	395	218	81.2%	5,581	3,050	83.0%
1041	BEAUTY BASE LONDON WESTFIELD WHITE CITY	1,303	2,346	-44.5%	0	366	NA	0	468	NA	15	645	-97.7%	1,318	3,825	-65.5%
1921	CAMPBELL'S CHEMIST LONDON CHISWICK	6,496	5,420	19.9%	665	713	-6.7%	435	258	68.6%	578	574	0.7%	8,174	6,965	17.4%
1834	CARE CHEMIST LONDON MILL HILL	2,817	3,369	-16.4%	104	832	-87.5%	17	334	-94.9%	198	629	-68.5%	3,136	5,164	-39.3%
9540	HILLCREST PHARMACY LONDON	3,311	2,462	34.5%	685	378	81.2%	268	66	306.1%	315	340	-7.4%	4,579	3,246	41.1%
6020	LANDYS CHEMIST LONDON TEMPLE FORTUNE	26,577	15,927	66.9%	346	189	83.1%	776	1,408	-44.9%	1,127	220	412.3%	28,826	17,744	62.5%
7266	NVS PHARMACY LONDON	14,065	21,288	-33.9%	342	190	80.0%	981	2,011	-51.2%	705	1,395	-49.5%	16,093	24,884	-35.3%
7521	PETTERS PHARMACY LONDON CROUCHEND	6,189	5,221	18.5%	846	927	-8.7%	303	189	60.3%	868	1,116	-22.2%	8,206	7,453	10.1%
8026	RITZ PHARMACY LONDON	870	1,845	-52.8%	-73	372	NA	-40	131	NA	-444	453	NA	313	2,801	-88.8%
8523	SHARMANS NORTHWOOD	1,563	2,311	-32.4%	0	0	NA	0	0	NA	0	55	NA	1,563	2,366	-33.9%
9883	WANSTEAD PHARMACY LONDON WANSTEAD	1,372	1,749	-21.6%	99	572	-82.7%	170	70	142.9%	0	460	NA	1,641	2,851	-42.4%
9860	WARMAN & FREED LONDON	1,071	1,357	-21.1%	244	67	264.2%	13	290	-95.5%	118	421	-72.0%	1,446	2,135	-32.3%
	Total Area 37	72,330	68,616	5.4%	3,897	5,203	-25.1%	3,047	5,475	-44.3%	4,074	6,667	-38.9%	83,348	85,961	-3.0%
	Julia Czersovski															
2480	COLLINS & JERVIE AMERSHAM	2,524	1,479	70.7%	606	154	293.5%	70	95	-26.3%	410	431	-4.9%	3,610	2,159	67.2%
2747	DAY LEWIS PHARMACY OAKHAM	4,609	6,943	-33.6%	413	1,163	-64.5%	-17	160	NA	529	1,284	-58.8%	5,534	9,550	-42.1%
5030	HEALTH & BEAUTY GERRARDS CROSS	3,944	3,837	2.8%	236	390	-39.5%	190	214	-11.2%	254	437	-41.9%	4,624	4,878	-5.2%
4887	HENLEY PHARMACY HENLEY	4,174	4,336	-3.7%	174	544	-68.0%	109	278	-60.8%	391	432	-9.5%	4,848	5,590	-13.3%
6697	MARLOW PHARMACY MARLOW	2,116	1,206	75.5%	665	398	67.1%	-32	133	NA	-163	216	NA	2,586	1,953	32.4%
9830	TOUCHWOOD PHARMACY NORTHAMPTON	2,274	1,061	114.3%	158	245	-35.5%	43	60	-28.3%	420	249	68.7%	2,895	1,615	79.3%
	Total Area 38	19,641	18,862	4.1%	2,252	2,894	-22.2%	363	940	-61.4%	1,841	3,049	-39.6%	24,097	25,745	-6.4%
	Sam Williams															
4625	BARRY BLADON HALE	3,925	4,283	-8.4%	461	612	-24.7%	223	347	-35.7%	207	360	-42.5%	4,816	5,602	-14.0%
1094	BENNETTS ASHBOURNE	2,777	3,044	-8.8%	386	600	-35.7%	72	118	-39.0%	279	606	-54.0%	3,514	4,368	-19.6%
1695	BRATT AND EVANS NORTHWICH	3,157	2,939	7.4%	136	251	-45.8%	76	56	35.7%	386	839	-54.0%	3,755	4,085	-8.1%
1652	BROWN & FRANCIS LUDLOW	4,729	4,990	-5.2%	431	855	-49.6%	88	41	114.6%	512	900	-43.1%	5,760	6,786	-15.1%
4985	HEAVEN SCENT BURTON ON TRENT	2,088	3,136	-33.4%	0	45	NA	99	225	-56.0%	44	390	-88.7%	2,231	3,796	-41.2%
5355	J H HURST RIPLEY	3,311	1,101	200.7%	583	494	18.0%	298	-31	NA	1,221	701	74.2%	5,413	2,265	139.0%
5720	J T LLOYDS BURNLEY	3,448	4,473	-22.9%	478	561	-14.8%	201	252	-20.2%	1,556	1,415	10.0%	5,683	6,701	-15.2%
6742	ROWLANDS PHARMACY LIVERPOOL	3,445	2,553	34.9%	560	503	11.3%	288	93	209.7%	476	730	-34.8%	4,769	3,879	22.9%
	Total Area 40	26,880	26,519	1.4%	3,035	3,921	-22.6%	1,345	1,101	22.2%	4,681	5,941	-21.2%	35,941	37,482	-4.1%
	Debbie Ramage															
3362	ELEGANCE & BEAUTE GLASGOW	3,000	4,573	-34.4%	299	536	-44.2%	177	32	453.1%	634	761	-16.7%	4,110	5,902	-30.4%
4467	GORDONS CHEMIST OBAN	2,313	5,153	-55.1%	527	948	-44.4%	106	84	26.2%	427	1,030	-58.5%	3,373	7,215	-53.3%
635	R. BARBOURS DUMFRIES	3,069	2,313	32.7%	261	276	-5.4%	0	8	NA	425	393	8.1%	3,755	2,990	25.6%
8295	RUTHERFORDS MORPETH	8,726	8,081	8.0%	854	987	-13.5%	36	182	-80.2%	724	1,439	-49.7%	10,340	10,689	-3.3%
	Total Area 41	17,108	20,120	-15.0%	1,941	2,747	-29.3%	319	306	4.2%	2,210	3,623	-39.0%	21,578	26,796	-19.5%
	TOTAL	205,006	189,605	8.1%	19,119	23,697	-19.3%	7,742	9,509	-18.6%	22,410	29,595	-24.3%	254,277	252,406	0.7%

MARCH YTD

CLARINS (UK) LTD STORES PERFORMANCE REPORT

NORTHERN IRELAND CA

2018 vs 2017

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
	Angela Mullan															
1768	CAMERONS BALLYMENA	3,279	2,881	13.8%	419	544	-23.0%	261	182	43.4%	1,094	1,026	6.6%	5,053	4,633	9.1%
8528	LLOYDS PHARMACY BALLYMENA	1,163	1,287	-9.6%	136	136	0.0%	102	102	0.0%	357	408	-12.5%	1,758	1,933	-9.1%
8529	LLOYDS PHARMACY LONDONDERRY	1,487	1,243	19.6%	362	514	-29.6%	63	120	-47.5%	574	832	-31.0%	2,486	2,709	-8.2%
6753	MCFARLANES PHARMACY PLUS LARNE	5,212	4,151	25.6%	483	443	9.0%	220	97	126.8%	1,908	1,624	17.5%	7,823	6,315	23.9%
6754	MOORES OF COLERAINE COLERAINE	5,376	3,152	70.6%	427	545	-21.7%	384	65	490.8%	1,272	1,039	22.4%	7,459	4,801	55.4%
	Total Area 51	16,517	12,714	29.9%	1,827	2,182	-16.3%	1,030	566	82.0%	5,205	4,929	5.6%	24,579	20,391	20.5%
	Carla Taylor															
1882	CLEAR PHARMACY ANTRIM	1,443	1,983	-27.2%	410	163	151.5%	175	168	4.2%	454	702	-35.3%	2,482	3,016	-17.7%
1884	CLEAR PHARMACY NEWTOWNABBEY	8,337	5,937	40.4%	901	860	4.8%	782	255	206.7%	2,508	2,757	-9.0%	12,528	9,809	27.7%
3474	ERNE PHARMACY ENNISKILLEN	4,513	4,565	-1.1%	511	808	-36.8%	240	0	NA	1,277	1,735	-26.4%	6,541	7,108	-8.0%
4426	GORDONS CHEMIST ANTRIM	3,162	5,939	-46.8%	83	1,396	-94.1%	171	125	36.8%	516	2,848	-81.9%	3,932	10,308	-61.9%
4428	GORDONS CHEMIST BALLYMONEY	5,937	5,146	15.4%	887	1,040	-14.7%	266	312	-14.7%	1,827	1,808	1.1%	8,917	8,306	7.4%
4429	GORDONS CHEMIST BALLYNAHINCH	3,344	2,935	13.9%	480	546	-12.1%	376	304	23.7%	1,167	1,299	-10.2%	5,367	5,084	5.6%
4431	GORDONS CHEMIST BANBRIDGE	7,981	7,811	2.2%	1,003	1,222	-17.9%	536	263	103.8%	2,111	1,388	52.1%	11,631	10,684	8.9%
4459	GORDONS CHEMIST BANGOR SPRINGHILL SC	4,401	3,293	33.6%	860	735	17.0%	313	13	NA	694	915	-24.2%	6,268	4,956	26.5%
4432	GORDONS CHEMIST DONAGHADEE	3,933	3,848	2.2%	1,708	1,087	57.1%	301	163	84.7%	2,473	2,008	23.2%	8,415	7,106	18.4%
4433	GORDONS CHEMIST DOWNPATRICK	7,522	10,108	-25.6%	922	1,657	-44.4%	214	419	-48.9%	3,142	3,051	3.0%	11,800	15,235	-22.5%
4452	GORDONS CHEMIST DUNGANNON	6,486	0	NA	963	0	NA	580	0	NA	2,097	0	NA	10,126	0	NA
4434	GORDONS CHEMIST ENNISKILLEN	9,802	8,054	21.7%	930	1,214	-23.4%	229	181	26.5%	2,252	2,499	-9.9%	13,213	11,948	10.6%
4436	GORDONS CHEMIST KILKEEL	4,737	3,403	39.2%	317	830	-61.8%	174	19	815.8%	745	1,217	-38.8%	5,973	5,469	9.2%
4438	GORDONS CHEMIST LISBURN	4,147	2,174	90.8%	456	431	5.8%	48	28	71.4%	587	845	-30.5%	5,238	3,478	50.6%
4439	GORDONS CHEMIST LONDONDERRY	2,432	3,354	-27.5%	369	733	-49.7%	144	54	166.7%	808	841	-3.9%	3,753	4,982	-24.7%
4441	GORDONS CHEMIST LURGAN	4,662	3,080	51.4%	460	531	-13.4%	211	44	379.5%	1,210	1,155	4.8%	6,543	4,810	36.0%
4442	GORDONS CHEMIST NEWCASTLE	6,864	7,738	-11.3%	1,555	1,275	22.0%	581	484	20.0%	2,201	2,120	3.8%	11,201	11,617	-3.6%
4446	GORDONS CHEMIST OMAGH	4,683	4,028	16.3%	156	319	-51.1%	274	132	107.6%	547	1,027	-46.7%	5,660	5,506	2.8%
4481	GORDONS CHEMIST WAREHOUSE BANBRIDGE	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
4448	GORDONS CHEMIST WARRENPOINT	5,909	5,981	-1.2%	815	1,194	-31.7%	496	376	31.9%	1,262	1,626	-22.4%	8,482	9,177	-7.6%
6739	MCKAY PHM NEWTOWNARDS	2,713	4,444	-39.0%	780	574	35.9%	118	0	NA	1,332	1,801	-26.0%	4,943	6,819	-27.5%
6746	MCKAY PHM TEMPLEPATRICK	7,505	5,339	40.6%	758	888	-14.6%	197	204	-3.4%	1,699	2,154	-21.1%	10,159	8,585	18.3%
6773	MEDICARE DUNDONALD	520	362	43.6%	31	58	-46.6%	48	0	NA	-198	27	NA	401	447	-10.3%
6772	MEDICARE CARRICKFERGUS	3,392	2,557	32.7%	664	799	-16.9%	368	49	651.0%	1,574	1,118	40.8%	5,998	4,523	32.6%
6781	MEDICARE LIMAVADY	4,196	3,482	20.5%	422	737	-42.7%	445	201	121.4%	280	698	-59.9%	5,343	5,118	4.4%
6779	MEDICARE FORRESTSIDE BELFAST	16,209	17,682	-8.3%	854	3,075	-72.2%	1,110	925	20.0%	4,624	8,778	-47.3%	22,797	30,460	-25.2%
6782	MEDICARE HEALTH & BEAUTY STRABANE	5,081	5,563	-8.7%	166	565	-70.6%	336	153	119.6%	637	1,859	-65.7%	6,220	8,140	-23.6%
6771	MEDICARE KINGS SQ BELFAST	2,756	3,062	-10.0%	497	1,144	-56.6%	327	176	85.8%	1,026	2,043	-49.8%	4,606	6,425	-28.3%
6783	MEDICARE OSBORNE BELFAST	3,399	6,392	-46.8%	237	1,120	-78.8%	231	218	6.0%	464	1,134	-59.1%	4,331	8,864	-51.1%
	Total Area 52	146,066	138,260	5.6%	18,195	25,001	-27.2%	9,291	5,266	76.4%	39,316	49,453	-20.5%	212,868	217,980	-2.3%
	TOTAL	162,583	150,974	7.7%	20,022	27,183	-26.3%	10,321	5,832	77.0%	44,521	54,382	-18.1%	237,447	238,371	-0.4%

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2018 vs 2017

MONTH - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%NCR 18:17	COLOUR 2018	COLOUR 2017	%NCR 18:17	MENS 2018	MENS 2017	%NCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%NCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
	Angela Mullan															
1768	CAMERONS BALLYMENA	904	1,014	-10.8%	182	236	-22.9%	26	98	-73.5%	324	442	-26.7%	1,436	1,790	-19.8%
8528	LLOYDS PHARMACY BALLYMENA	0	938	NA	0	12	NA	0	24	NA	0	120	NA	0	1,094	NA
8529	LLOYDS PHARMACY LONDONDERRY	0	207	NA	0	45	NA	0	0	NA	0	217	NA	0	469	NA
6753	MCFARLANES PHARMACY PLUS LARNE	2,322	713	225.7%	205	305	-32.8%	25	0	NA	783	773	1.3%	3,335	1,791	86.2%
6754	MOORES OF COLERAINE COLERAINE	1,449	615	135.6%	157	244	-35.7%	0	0	NA	406	482	-15.8%	2,012	1,341	50.0%
	Total Area 51	4,675	3,487	34.1%	544	842	-35.4%	51	122	-58.2%	1,513	2,034	-25.6%	6,783	6,485	4.6%
	Carla Taylor															
1882	CLEAR PHARMACY ANTRIM	322	594	-45.8%	272	163	66.9%	18	62	-71.0%	163	294	-44.6%	775	1,113	-30.4%
1884	CLEAR PHARMACY NEWTOWNABBEY	1,821	702	159.4%	228	210	8.6%	264	-24	NA	678	28	NA	2,991	916	226.5%
3474	ERNE PHARMACY ENNISKILLEN	1,158	2,311	-49.9%	239	441	-45.8%	24	0	NA	499	602	-17.1%	1,920	3,354	-42.8%
4426	GORDONS CHEMIST ANTRIM	385	2,672	-85.6%	112	877	-87.2%	77	43	79.1%	498	1,573	-68.3%	1,072	5,165	-79.2%
4428	GORDONS CHEMIST BALLYMONEY	1,973	2,044	-3.5%	422	761	-44.5%	158	40	295.0%	740	1,072	-31.0%	3,293	3,917	-15.9%
4429	GORDONS CHEMIST BALLYNAHINCH	1,127	1,164	-3.2%	190	186	2.2%	63	17	270.6%	560	739	-24.2%	1,940	2,106	-7.9%
4431	GORDONS CHEMIST BANBRIDGE	1,921	3,004	-36.1%	175	428	-59.1%	19	49	-61.2%	559	358	56.1%	2,674	3,839	-30.3%
4459	GORDONS CHEMIST BANGOR SPRINGHILL SC	1,006	1,795	-44.0%	346	431	-19.7%	50	13	284.6%	243	373	-34.9%	1,645	2,612	-37.0%
4432	GORDONS CHEMIST DONAGHADEE	1,022	1,872	-45.4%	257	375	-31.5%	114	-3	NA	1,442	816	76.7%	2,835	3,060	-7.4%
4433	GORDONS CHEMIST DOWNPATRICK	1,479	4,149	-64.4%	315	853	-63.1%	67	113	-40.7%	1,147	1,337	-14.2%	3,008	6,452	-53.4%
4452	GORDONS CHEMIST DUNGANNON	597	0	NA	219	0	NA	-5	0	NA	428	0	NA	1,239	0	NA
4434	GORDONS CHEMIST ENNISKILLEN	2,569	2,829	-9.2%	211	579	-63.6%	9	0	NA	432	1,145	-62.3%	3,221	4,553	-29.3%
4436	GORDONS CHEMIST KILKEEL	2,014	1,409	42.9%	256	298	-14.1%	126	-16	NA	684	318	115.1%	3,080	2,009	53.3%
4438	GORDONS CHEMIST LISBURN	877	547	60.3%	178	78	128.2%	0	-24	NA	186	62	200.0%	1,241	663	87.2%
4439	GORDONS CHEMIST LONDONDERRY	-190	1,690	NA	115	354	-67.5%	51	0	NA	184	343	-46.4%	160	2,387	-93.3%
4441	GORDONS CHEMIST LURGAN	833	1,270	-34.4%	173	271	-36.2%	152	-30	NA	285	484	-41.1%	1,443	1,995	-27.7%
4442	GORDONS CHEMIST NEWCASTLE	1,836	2,841	-35.4%	368	734	-49.9%	258	-32	NA	777	784	-0.9%	3,239	4,327	-25.1%
4446	GORDONS CHEMIST OMAGH	264	2,146	-87.7%	0	174	NA	0	18	NA	0	530	NA	264	2,868	-90.8%
4481	GORDONS CHEMIST WAREHOUSE BANBRIDGE	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
4448	GORDONS CHEMIST WARRENPOINT	2,007	3,599	-44.2%	430	762	-43.6%	284	280	1.4%	681	893	-23.7%	3,402	5,534	-38.5%
6739	MCKAY PHM NEWTOWNARDS	909	1,850	-50.9%	367	-79	NA	0	0	NA	298	933	-68.1%	1,574	2,704	-41.8%
6746	MCKAY PHM TEMPLEPATRICK	2,986	1,816	64.4%	157	488	-67.8%	17	41	-58.5%	618	494	25.1%	3,778	2,839	33.1%
6773	MEDICARE DUNDONALD	-96	134	NA	0	58	NA	0	0	NA	-297	27	NA	-393	219	NA
6772	MEDICARE CARRICKFERGUS	900	434	107.4%	276	117	135.9%	53	0	NA	708	71	897.2%	1,937	622	211.4%
6781	MEDICARE LIMAVADY	276	1,460	-81.1%	231	399	-42.1%	9	33	-72.7%	-213	279	NA	303	2,171	-86.0%
6779	MEDICARE FORRESTSIDE BELFAST	3,813	7,570	-49.6%	222	2,086	-89.4%	334	168	98.8%	1,596	4,344	-63.3%	5,965	14,168	-57.9%
6782	MEDICARE HEALTH & BEAUTY STRABANE	333	2,685	-87.6%	0	394	NA	45	141	-68.1%	264	983	-73.1%	642	4,203	-84.7%
6771	MEDICARE KINGS SQ BELFAST	178	1,886	-90.6%	196	507	-61.3%	17	62	-72.6%	270	940	-71.3%	661	3,395	-80.5%
6783	MEDICARE OSBORNE BELFAST	826	4,347	-81.0%	33	592	-94.4%	55	8	587.5%	151	598	-74.7%	1,065	5,545	-80.8%
	Total Area 52	33,146	58,820	-43.6%	5,988	12,537	-52.2%	2,259	959	135.6%	13,581	20,420	-33.5%	54,974	92,736	-40.7%
	TOTAL	37,821	62,307	-39.3%	6,532	13,379	-51.2%	2,310	1,081	113.7%	15,094	22,454	-32.8%	61,757	99,221	-37.8%

NUMBER OF DOORS TRADING