

DECEMBER 2011 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

SUMMARY

YEAR TO DATE - TRADE 2011 vs 2010

GROUP:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BOOTS	1,734,911	45.1%	14,567	-63.7%	1,410,236	38.8%	329,714	-33.5%	0	NA	140,956	18.1%	544	547.6%	3,630,928	26.6%	499,744	NA	0	NA	499,744	NA	4,130,672	44.1%
DEBENHAMS	2,349,480	16.9%	163,285	NA	1,616,564	40.1%	580,177	0	8,660	NA	237,581	7.4%	25,485	8.8%	4,980,656	36.3%	599,455	NA	24,636	NA	624,091	NA	5,604,747	53.4%
FENWICK	176,284	-2.0%	627	-2.6%	95,203	1.9%	31,926	(0)	(5,302)	NA	21,060	-15.6%	2,060	-10.1%	321,858	-7.0%	41,876	NA	5,314	NA	47,190	NA	369,048	6.7%
HOUSE OF FRASER	514,524	-2.0%	456	-93.3%	348,293	20.2%	130,082	-17.8%	(8,147)	NA	86,305	-20.6%	12,201	-11.1%	1,083,714	-1.6%	167,833	NA	14,988	NA	182,821	NA	1,266,535	15.0%
INDEPENDENT	151,885	-40.9%	41,934	NA	118,946	-29.4%	75,460	65.6%	38,334	126.1%	29,247	-22.6%	5,459	NA	458,313	-9.8%	80,047	NA	7,438	NA	87,485	NA	545,798	7.5%
JOHN LEWIS	397,577	7.1%	2,461	-19.7%	245,059	8.2%	62,739	(0)	(2,387)	NA	45,735	-6.6%	5,708	-20.2%	756,892	3.6%	96,530	NA	5,194	NA	101,724	NA	858,616	17.6%
SALON	87,152	38.9%	193	NA	62,062	57.1%	13,721	0.2%	0	NA	20,781	63.9%	1,790	117.2%	185,601	44.3%	24,815	NA	366	NA	25,181	NA	210,782	63.9%
SELFRIDGES	122,568	1.4%	1,153	-71.7%	116,802	-1.7%	22,011	-86.0%	14,049	4.6%	46,185	7.7%	5,114	-30.8%	327,882	-29.4%	129,229	NA	12,622	NA	141,851	NA	469,733	1.1%
SWAROVSKI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	164,589	NA	81,600	NA	246,189	NA	246,189	NA
THE FRAGRANCE SHOP	585,420	28.1%	14,203	12.5%	657,137	54.9%	103,140	14.6%	0	NA	65,191	-1.9%	0	NA	1,425,091	35.7%	162,772	NA	0	NA	162,772	NA	1,587,863	51.2%
THE PERFUME SHOP (Inc. Ireland)	2,215,147	7.2%	105,907	341.6%	2,230,731	23.2%	211,550	-36.2%	0	NA	199,538	16.6%	0	NA	4,962,873	12.7%	395,625	NA	957	NA	396,582	NA	5,359,455	21.7%
TOTAL	8,334,948	15.1%	344,786	617.4%	6,901,033	29.3%	1,560,520	-15.0%	45,207	136.9%	892,579	4.6%	58,361	10.0%	18,133,808	19.0%	2,362,515	NA	153,115	NA	2,515,630	NA	20,649,438	35.5%
LIKE ON LIKE	7,424,059	13.1%	309,116	806.3%	6,023,282	26.3%	1,381,566	-18.4%	45,047	178.0%	789,879	4.3%	52,384	6.9%	16,021,770	16.6%	1,940,060	NA	67,386	NA	2,007,446	NA	18,029,216	31.2%

YEAR TO DATE - RETAIL 2011 vs 2010

GROUP:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BOOTS	2,699,623	20.4%	54,500	-35.2%	2,350,910	39.0%	541,594	57.5%	0	NA	246,609	15.1%	496	9.5%	5,893,987	28.7%	307,084	NA	0	NA	307,084	NA	6,201,071	35.4%
DEBENHAMS	3,649,294	19.3%	128,928	296.6%	2,339,386	30.2%	541,038	0	2,606	(0)	360,178	11.3%	31,809	16.7%	7,058,456	22.9%	747,784	NA	11,461	NA	759,245	NA	7,817,701	36.2%
FENWICK	316,667	5.3%	2,143	-80.2%	167,135	8.8%	43,549	0	807	(1)	38,263	3.5%	4,539	-11.8%	573,221	3.6%	50,502	NA	4,911	NA	55,413	NA	628,634	13.6%
HOUSE OF FRASER	979,581	0.2%	2,968	-87.2%	541,291	2.0%	159,895	-13.9%	9,247	-68.2%	149,569	-17.7%	22,359	0.3%	1,864,910	-4.5%	213,239	NA	13,421	NA	226,660	NA	2,091,570	7.1%
INDEPENDENT	358,903	38.8%	23,619	82.1%	224,841	29.1%	48,038	25.5%	86,290	90.9%	67,403	33.7%	7,944	-58.8%	817,038	31.4%	82,558	NA	4,913	NA	87,471	NA	904,509	45.4%
JOHN LEWIS	660,929	12.6%	3,923	-51.4%	420,105	20.4%	90,363	0	3,266	-54.2%	81,768	13.2%	10,506	-0.9%	1,270,860	13.8%	113,173	NA	2,500	NA	115,673	NA	1,386,533	24.2%
SALON	104,919	10.6%	1,211	-84.9%	55,787	16.9%	25,859	38.1%	0	NA	11,702	-28.2%	3,925	28.9%	203,699	7.8%	16,950	NA	0	NA	16,950	NA	220,649	16.8%
SELFRIDGES	250,871	5.9%	3,311	-61.7%	203,140	-3.9%	60,527	-75.1%	43,298	-22.0%	88,486	4.4%	11,486	-11.6%	661,119	-22.5%	230,957	NA	12,821	NA	243,778	NA	904,897	6.0%
SWAROVSKI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	269,705	NA	71,380	NA	341,085	NA	341,085	NA
THE FRAGRANCE SHOP	902,202	35.5%	18,990	22.1%	1,066,586	64.4%	104,010	65.5%	0	NA	124,119	47.2%	0	NA	2,215,907	50.0%	104,431	NA	0	NA	104,431	NA	2,320,338	57.1%
THE PERFUME SHOP (Inc. Ireland)	4,314,190	20.7%	123,929	140.6%	3,965,398	26.1%	376,022	10.1%	0	NA	361,482	10.5%	0	NA	9,141,021	22.9%	397,735	NA	0	NA	397,735	NA	9,538,756	28.2%
TOTAL	14,237,179	18.7%	363,522	42.4%	11,334,579	29.6%	1,990,895	11.8%	145,514	2.2%	1,529,579	9.9%	93,064	-8.0%	29,700,218	21.1%	2,534,118	NA	121,407	NA	2,655,525	NA	32,355,743	31.9%
LIKE ON LIKE	12,875,329	16.6%	330,944	42.7%	9,964,050	25.9%	1,804,526	8.0%	142,432	0.4%	1,352,347	6.3%	83,433	-13.0%	26,554,841	18.2%	2,053,320	NA	49,524	NA	2,102,844	NA	28,657,685	27.5%

DECEMBER 2011

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

SUMMARY

MONTH - TRADE
2011 vs 2010

GROUP:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BOOTS	112,308	45.2%	0	NA	68,895	-46.6%	1,263	-97.0%	0	NA	17,044	-31.7%	0	NA	199,510	-31.5%	1,551	NA	0	NA	1,551	NA	201,061	-31.0%
DEBENHAMS	397,897	-5.0%	97,634	NA	227,182	22.4%	157,642	4	(2,736)	NA	21,074	-31.6%	3,884	-14.2%	902,577	34.2%	50,093	NA	92	NA	50,185	NA	952,762	41.6%
FENWICK	21,730	10.1%	0	NA	12,936	67.7%	6,128	2	(1,736)	NA	3,135	-36.4%	264	30.7%	42,457	19.3%	1,219	NA	112	NA	1,331	NA	43,788	23.0%
HOUSE OF FRASER	23,152	-36.2%	(14)	NA	15,481	128.8%	6,176	0.7%	53	NA	6,104	-10.3%	194	-42.1%	51,146	-9.2%	3,906	NA	535	NA	4,441	NA	55,587	-1.3%
INDEPENDENT	21,389	17.4%	82	-73.9%	14,652	0.1%	2,182	-51.5%	1,091	-73.5%	3,307	-8.8%	849	77.6%	43,552	-5.1%	4,730	NA	487	NA	5,217	NA	48,769	6.3%
JOHN LEWIS	104,937	64.2%	0	NA	71,016	66.9%	11,963	2	0	NA	10,296	46.7%	1,872	54.8%	200,084	67.7%	16,572	NA	1,224	NA	17,796	NA	217,880	82.6%
SALON	16,367	352.3%	0	NA	12,926	NA	3,621	447.8%	0	NA	3,438	NA	196	NA	36,548	572.2%	3,705	NA	168	NA	3,873	NA	40,421	643.4%
SELFRIDGES	11,083	-20.6%	0	NA	21,879	82.5%	3,497	NA	(247)	NA	2,833	35.7%	768	38.6%	39,813	92.3%	(896)	NA	(578)	NA	(1,474)	NA	38,339	85.2%
SWAROVSKI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	23,693	NA	6,005	NA	29,698	NA	29,698	NA
THE FRAGRANCE SHOP	68,897	222.7%	8,533	NA	35,847	NA	13,348	NA	0	NA	1,916	NA	0	NA	128,541	502.2%	1,127	NA	0	NA	1,127	NA	129,668	507.4%
THE PERFUME SHOP (Inc. Ireland)	353,263	-11.1%	60,194	721.9%	380,683	67.8%	84,763	NA	0	NA	21,455	-19.2%	0	NA	900,358	36.0%	46,086	NA	0	NA	46,086	NA	946,444	43.0%
TOTAL	1,131,023	5.7%	166,429	439.9%	861,497	37.8%	290,583	230.1%	(3,575)	NA	90,602	-15.3%	8,027	8.8%	2,544,586	31.9%	151,786	NA	8,045	NA	159,831	NA	2,704,417	40.1%
LIKE ON LIKE	987,145	-1.7%	148,066	381.0%	777,929	30.6%	257,748	215.2%	(3,628)	NA	82,808	-19.9%	7,088	4.1%	2,257,156	23.8%	113,064	NA	1,872	NA	114,936	NA	2,372,092	30.1%

MONTH - RETAIL
2011 vs 2010

GROUP:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BOOTS	1,143,394	12.9%	2,902	-88.2%	728,714	38.2%	112,616	-33.3%	0	NA	71,086	13.8%	128	-37.3%	2,058,840	14.6%	119,315	NA	0	NA	119,315	NA	2,178,155	21.2%
DEBENHAMS	1,196,134	23.5%	8,618	138.7%	801,494	50.3%	152,039	-17.3%	0	NA	108,573	13.8%	9,114	31.2%	2,275,986	27.0%	197,314	NA	3,589	NA	200,903	NA	2,476,889	38.2%
FENWICK	77,134	8.3%	0	NA	51,506	24.3%	10,283	-28.8%	0	NA	11,015	47.5%	1,185	-8.3%	151,123	9.3%	14,309	NA	1,027	NA	15,336	NA	166,459	20.4%
HOUSE OF FRASER	255,405	5.8%	307	-81.3%	153,298	20.2%	39,749	-14.6%	319	-93.2%	35,719	6.7%	4,739	16.4%	489,536	6.3%	52,838	NA	3,404	NA	56,242	NA	545,778	18.5%
INDEPENDENT	87,232	113.5%	570	-35.8%	40,101	111.9%	15,116	66.6%	2,304	-60.7%	9,376	58.8%	1,502	29.4%	156,201	88.9%	23,082	NA	1,810	NA	24,892	NA	181,093	119.0%
JOHN LEWIS	214,077	15.7%	11	-93.3%	138,619	21.0%	25,449	-13.6%	3,082	54.2%	21,665	13.4%	1,874	11.5%	404,777	14.9%	28,649	NA	793	NA	29,442	NA	434,219	23.2%
SALON	25,324	3.7%	32	-98.3%	14,524	18.9%	6,007	-35.2%	0	NA	2,801	-39.1%	1,015	8.3%	49,703	-6.8%	4,694	NA	0	NA	4,694	NA	54,397	2.1%
SELFRIDGES	52,826	-0.2%	0	NA	38,520	-2.6%	10,393	-47.1%	6,125	20.9%	7,622	1.2%	1,728	0.1%	117,214	-8.1%	15,778	NA	1,544	NA	17,322	NA	134,536	5.5%
SWAROVSKI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	62,117	NA	12,375	NA	74,492	NA	74,492	NA
THE FRAGRANCE SHOP	338,290	35.2%	4,880	-31.2%	363,227	49.1%	29,736	-13.1%	0	NA	39,548	46.5%	0	NA	775,681	38.0%	28,226	NA	0	NA	28,226	NA	803,907	43.0%
THE PERFUME SHOP (Inc. Ireland)	1,584,224	21.3%	27,590	101.3%	1,559,208	23.5%	127,678	-25.6%	0	NA	109,441	24.4%	0	NA	3,408,141	20.0%	112,144	NA	0	NA	112,144	NA	3,520,285	23.9%
TOTAL	4,974,040	19.8%	44,910	-19.9%	3,889,211	33.2%	529,066	-23.0%	11,830	-35.9%	416,846	18.8%	21,285	18.1%	9,887,202	20.5%	658,466	NA	24,542	NA	683,008	NA	10,570,210	28.8%
LIKE ON LIKE	4,441,584	16.8%	37,022	-23.7%	3,406,246	30.2%	461,360	-27.1%	8,748	-52.6%	359,183	14.6%	18,772	15.5%	8,732,929	17.2%	541,725	NA	12,117	NA	553,842	NA	9,286,771	24.6%

SUMMARY

DECEMBER 2011 YTD

CLARINS FRAGRANCE GROUP DISTRIBUTION

	<i>TOTAL TRADE</i>	<i>TOTAL RETAIL</i>	<i>NUMBER OF DOORS</i>	<i>% RETAIL BUSINESS</i>	<i>RANKING BUSINESS</i>
BOOTS	4,130,672	6,201,071	270	19.2%	3
DEBENHAMS	5,604,747	7,817,701	148	24.2%	2
FENWICK	369,048	628,634	10	1.9%	9
HOUSE OF FRASER	1,266,535	2,091,570	39	6.5%	5
INDEPENDENT	545,798	904,509	17	2.8%	8
JOHN LEWIS	858,616	1,386,533	29	4.3%	6
SALON	210,782	220,649	16	0.7%	11
SELFRIDGES	469,733	904,897	4	2.8%	7
SWAROVSKI	246,189	341,085	55	1.1%	10
THE FRAGRANCE SHOP	1,587,863	2,320,338	81	7.2%	4
THE PERFUME SHOP (Inc. Ireland)	5,359,455	9,538,756	200	29.5%	1
TOTAL	20,649,438	32,355,743	869		

MIX OF BUSINESS

	TRADE	RETAIL
ANGEL	40.4%	44.0%
INNOCENT	1.7%	1.1%
ALIEN	33.4%	35.0%
WOMANITY	7.6%	6.2%
MIRROR MIRROR	0.2%	0.4%
AURA	11.4%	7.8%
AURA JEWEL	0.7%	0.4%
A*MEN	4.3%	4.7%
ICE*MEN	0.0%	0.0%
COLOGNE	0.3%	0.3%

SUMMARY

DECEMBER 2011 MTH

CLARINS FRAGRANCE GROUP DISTRIBUTION

	<i>TOTAL TRADE</i>	<i>TOTAL RETAIL</i>	<i>NUMBER OF DOORS</i>	<i>% RETAIL BUSINESS</i>	<i>RANKING BUSINESS</i>
BOOTS	201,061	2,178,155	270	20.3%	3
DEBENHAMS	952,762	2,614,551	148	24.4%	2
FENWICK	43,788	166,459	10	1.6%	8
HOUSE OF FRASER	55,587	545,778	39	5.1%	5
INDEPENDENT	48,769	181,093	17	1.7%	7
JOHN LEWIS	217,880	434,219	29	4.1%	6
SALON	40,421	54,397	16	0.5%	11
SELFRIDGES	38,339	134,536	4	1.3%	9
SWAROVSKI	29,698	74,492	55	0.7%	10
THE FRAGRANCE SHOP	129,668	803,907	81	7.5%	4
THE PERFUME SHOP (Inc. Ireland)	946,444	3,520,285	200	32.9%	1
TOTAL	2,704,417	10,707,872	869		

MIX OF BUSINESS

	TRADE	RETAIL
ANGEL	41.8%	47.1%
INNOCENT	6.2%	0.4%
GARDEN OF STARS	0.0%	0.0%
EAU DE STAR	0.0%	0.0%
ALIEN	31.9%	36.8%
WOMANITY	10.7%	5.0%
MIRROR MIRROR	-0.1%	0.1%
AURA	5.6%	6.2%
AURA JEWEL	0.3%	0.2%
A*MEN	3.4%	3.9%
B*MEN	0.0%	0.0%
ICE*MEN	0.0%	0.0%

DECEMBER 2011 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

BOOTS GROUP

YEAR TO DATE - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BOOTS	1,756,929	44.8%	14,567	-63.6%	1,380,145	39.5%	330,712	-32.6%	0	NA	134,244	16.4%	0	NA	3,616,597	27.0%	516,362	NA	0	NA	516,362	NA	4,132,959	45.1%
BOOTS.COM	53,448	86.2%	0	NA	59,510	97.8%	11,604	99.7%	0	NA	6,712	67.9%	544	547.6%	131,818	91.8%	0	NA	0	NA	0	NA	131,818	91.8%
BOOTS GROUP HEAD OFFICE	(74,050)	NA	0	NA	(29,419)	NA	(12,602)	NA	0	NA	0	NA	0	NA	(116,071)	NA	(16,618)	NA	0	NA	(16,618)	NA	(132,689)	NA
BOOTS WAREHOUSE A/C	(1,416)	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(1,416)	NA	0	NA	0	NA	0	NA	(1,416)	NA
TOTAL	1,734,911	45.1%	14,567	-63.7%	1,410,236	38.8%	329,714	-33.5%	0	NA	140,956	18.1%	544	547.6%	3,630,928	26.6%	499,744	NA	0	NA	499,744	NA	4,130,672	44.1%
LIKE ON LIKE	1,734,911	45.1%	14,567	-63.7%	1,410,236	38.8%	329,714	-33.5%	0	NA	140,956	18.1%	544	547.6%	3,630,928	26.6%	499,744	NA	0	NA	499,744	NA	4,130,672	44.1%

YEAR TO DATE - RETAIL
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BOOTS	2,532,459	17.9%	54,485	-35.1%	2,171,030	35.3%	506,519	59.2%	0	NA	235,988	13.3%	0	NA	5,500,587	26.0%	280,170	NA	0	NA	280,170	NA	5,780,757	32.5%
BOOTS.COM	167,164	74.9%	15	-88.6%	179,880	106.9%	35,075	36.4%	0	NA	10,621	76.0%	496	9.5%	393,400	82.2%	26,914	NA	0	NA	26,914	NA	420,314	94.6%
BOOTS GROUP HEAD OFFICE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BOOTS WAREHOUSE A/C	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	2,699,623	20.4%	54,500	-35.2%	2,350,910	39.0%	541,594	57.5%	0	NA	246,609	15.1%	496	9.5%	5,893,987	28.7%	307,084	NA	0	NA	307,084	NA	6,201,071	35.4%
LIKE ON LIKE	2,699,623	20.4%	54,500	-35.2%	2,350,910	39.0%	541,594	57.5%	0	NA	246,609	15.1%	496	9.5%	5,893,987	28.7%	307,084	NA	0	NA	307,084	NA	6,201,071	35.4%

NUMBER OF DOORS

270

DECEMBER 2011

CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

BOOTS GROUP

MONTH - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BOOTS	109,701	50.5%	0	NA	65,872	-47.4%	0	NA	0	NA	15,211	-34.2%	0	NA	190,784	-31.6%	1,551	NA	0	NA	1,551	NA	192,335	-31.0%
BOOTS.COM	4,260	-41.9%	0	NA	8,846	47.1%	1,263	-41.7%	0	NA	1,833	-0.8%	0	NA	16,202	-7.0%	0	NA	0	NA	0	NA	16,202	-7.0%
BOOTS GROUP HEAD OFFICE	(1,653)	NA	0	NA	(5,823)	NA	0	NA	0	NA	0	NA	0	NA	(7,476)	NA	0	NA	0	NA	0	NA	(7,476)	NA
BOOTS WAREHOUSE A/C	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	112,308	45.2%	0	NA	68,895	-46.6%	1,263	-97.0%	0	NA	17,044	-31.7%	0	NA	199,510	-31.5%	1,551	NA	0	NA	1,551	NA	201,061	-31.0%
LIKE ON LIKE	112,308	45.2%	0	NA	68,895	-46.6%	1,263	-97.0%	0	NA	17,044	-31.7%	0	NA	199,510	-31.5%	1,551	NA	0	NA	1,551	NA	201,061	-31.0%

MONTH - RETAIL
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BOOTS	1,075,626	10.4%	2,902	-88.2%	673,859	32.0%	100,862	-35.8%	0	NA	68,394	14.7%	0	NA	1,921,643	11.3%	108,858	NA	0	NA	108,858	NA	2,030,501	17.6%
BOOTS.COM	67,768	74.5%	0	NA	54,855	229.8%	11,754	1.2%	0	NA	2,692	-4.4%	128	-37.3%	137,197	94.8%	10,457	NA	0	NA	10,457	NA	147,654	109.7%
BOOTS GROUP HEAD OFFICE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BOOTS WAREHOUSE A/C	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	1,143,394	12.9%	2,902	-88.2%	728,714	38.2%	112,616	-33.3%	0	NA	71,086	13.8%	128	-37.3%	2,058,840	14.6%	119,315	NA	0	NA	119,315	NA	2,178,155	21.2%
LIKE ON LIKE	1,143,394	12.9%	2,902	-88.2%	728,714	38.2%	112,616	-33.3%	0	NA	71,086	13.8%	128	-37.3%	2,058,840	14.6%	119,315	NA	0	NA	119,315	NA	2,178,155	21.2%

NUMBER OF DOORS 270

DECEMBER 2011 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

DEBENHAMS GROUP

YEAR TO DATE - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BROWNS CHESTER	49,572	3.4%	5,708	568.4%	35,656	11.0%	17,118	58.6%	0	NA	6,472	28.6%	677	-17.9%	115,203	17.0%	10,069	NA	1,094	NA	11,163	NA	126,366	28.3%
DEBENHAMS ABERDEEN	22,799	10.4%	2,013	NA	17,588	15.7%	6,181	55.6%	0	NA	1,921	9.6%	284	-32.4%	50,786	20.3%	4,577	NA	0	NA	4,577	NA	55,363	31.2%
DEBENHAMS ALTRINGHAM	6,989	90.1%	563	NA	2,737	28.0%	1,046	46.3%	0	NA	133	1.5%	0	NA	11,468	68.8%	1,008	NA	0	NA	1,008	NA	12,476	83.7%
DEBENHAMS ASHFORD	6,973	-16.5%	660	NA	4,679	-9.6%	1,121	-11.4%	0	NA	1,190	171.1%	68	100.0%	14,691	-4.6%	2,072	NA	0	NA	2,072	NA	16,763	8.9%
DEBENHAMS AYR	18,868	36.6%	1,372	NA	7,209	9.9%	3,054	43.4%	0	NA	1,467	39.8%	205	201.5%	32,175	34.6%	4,018	NA	0	NA	4,018	NA	36,193	51.4%
DEBENHAMS BANBURY	12,412	34.9%	864	NA	6,327	38.0%	1,622	10.5%	0	NA	667	115.9%	68	100.0%	21,960	39.3%	2,423	NA	0	NA	2,423	NA	24,383	54.7%
DEBENHAMS BANGOR	9,614	24.9%	970	NA	9,816	56.5%	2,988	78.5%	0	NA	861	502.1%	34	-71.4%	24,283	51.5%	3,129	NA	0	NA	3,129	NA	27,412	71.0%
DEBENHAMS BARROW	9,919	0.2%	857	NA	7,062	82.6%	1,926	-5.5%	0	NA	548	34.3%	51	50.0%	20,322	23.9%	1,695	NA	0	NA	1,695	NA	22,017	34.2%
DEBENHAMS BASILDON	37,616	14.1%	4,321	NA	28,212	11.3%	12,066	47.6%	0	NA	4,476	2.5%	501	73.4%	87,192	21.2%	12,432	NA	813	NA	13,245	NA	100,437	39.6%
DEBENHAMS BASINGSTOKE	13,661	44.4%	925	276.0%	6,385	25.7%	1,663	-6.9%	0	NA	1,073	61.6%	85	150.0%	23,778	36.8%	4,076	NA	0	NA	4,076	NA	27,854	60.3%
DEBENHAMS BATH (OPND 09/2010)	6,024	2.9%	653	504.6%	3,961	23.4%	1,600	-43.0%	0	NA	269	-62.8%	153	50.0%	12,660	-1.1%	2,748	NA	0	NA	2,748	NA	15,408	20.4%
DEBENHAMS BEDFORD	13,880	39.2%	887	NA	5,944	-3.8%	2,176	31.2%	0	NA	515	13.2%	51	0.0%	23,453	26.4%	2,064	NA	0	NA	2,064	NA	25,517	37.6%
DEBENHAMS BIRMINGHAM	73,988	12.9%	7,230	NA	57,315	27.0%	22,565	21.6%	4,860	NA	15,214	16.3%	1,197	-20.8%	182,369	31.2%	21,409	NA	1,899	NA	23,308	NA	205,677	48.0%
DEBENHAMS BIRMINGHAM FORT (DESIRE BY)	6,888	50.8%	438	NA	4,745	45.7%	1,511	137.2%	0	NA	191	28.2%	0	NA	13,773	55.9%	1,362	NA	0	NA	1,362	NA	15,135	71.3%
DEBENHAMS BLACKBURN	10,725	-10.6%	838	NA	6,693	41.6%	1,408	-30.2%	0	NA	801	106.4%	0	NA	20,465	6.0%	2,311	NA	0	NA	2,311	NA	22,776	17.9%
DEBENHAMS BLACKPOOL	11,629	11.1%	1,175	NA	8,928	48.6%	2,571	-3.9%	0	NA	1,327	46.0%	154	51.0%	25,784	27.2%	3,051	NA	0	NA	3,051	NA	28,835	42.2%
DEBENHAMS BOLTON	17,531	12.6%	1,405	NA	8,325	36.0%	2,343	-28.0%	0	NA	813	-50.4%	170	233.3%	30,587	13.0%	3,220	NA	0	NA	3,220	NA	33,807	24.8%
DEBENHAMS BOURNEMOUTH	12,457	48.1%	488	NA	5,411	-1.5%	1,410	32.1%	0	NA	836	-2.3%	204	300.0%	20,806	30.2%	2,658	NA	0	NA	2,658	NA	23,464	46.9%
DEBENHAMS BRIGHTON	26,446	-1.9%	3,016	NA	17,869	4.4%	6,947	52.3%	0	NA	4,107	-0.7%	565	-8.3%	58,950	9.8%	6,211	NA	801	NA	7,012	NA	65,962	22.8%
DEBENHAMS BRISTOL	9,509	14.4%	675	658.4%	4,815	54.8%	1,983	34.6%	0	NA	623	70.2%	68	13.3%	17,673	29.3%	3,063	NA	0	NA	3,063	NA	20,736	51.8%
DEBENHAMS BROMLEY	15,328	0.5%	1,153	NA	8,105	20.6%	2,595	3.8%	0	NA	2,308	9.9%	188	-24.5%	29,677	9.0%	3,167	NA	0	NA	3,167	NA	32,844	20.6%
DEBENHAMS BURY (OPND 06/2010)	14,735	66.4%	1,784	896.6%	12,521	164.8%	2,348	40.5%	0	NA	816	-8.8%	223	45.8%	32,427	96.8%	5,006	NA	0	NA	5,006	NA	37,433	127.1%
DEBENHAMS BURY ST. EDMUNDS	15,837	21.0%	1,559	NA	9,544	17.7%	2,434	14.3%	0	NA	1,131	28.2%	172	68.6%	30,677	25.3%	2,821	NA	0	NA	2,821	NA	33,498	36.8%
DEBENHAMS CAMBRIDGE	21,357	-22.2%	2,475	NA	12,876	-20.0%	5,074	-15.5%	0	NA	2,845	-32.1%	308	-14.2%	44,935	-18.5%	5,507	NA	737	NA	6,244	NA	51,179	-7.2%
DEBENHAMS CANTERBURY	6,957	7.8%	460	NA	4,407	29.4%	966	3.1%	0	NA	495	-28.5%	68	33.3%	13,353	14.6%	1,927	NA	0	NA	1,927	NA	15,280	31.1%
DEBENHAMS CARDIFF	54,871	11.2%	5,523	NA	27,124	27.1%	15,077	87.5%	745	NA	4,447	-7.2%	433	-22.4%	108,197	26.7%	8,611	NA	814	NA	9,425	NA	117,622	37.7%
DEBENHAMS CARLISLE	14,704	21.3%	1,372	NA	9,165	20.2%	2,694	8.2%	0	NA	1,216	7.5%	34	100.0%	29,185	22.6%	2,641	NA	0	NA	2,641	NA	31,826	33.7%
DEBENHAMS CARMARTHEN (OPND 03/2010)	6,890	-20.0%	540	303.0%	7,613	34.5%	714	-57.7%	0	NA	395	-41.1%	0	NA	16,152	-4.9%	2,108	NA	0	NA	2,108	NA	18,260	7.5%
DEBENHAMS CHATHAM	9,546	2.6%	690	NA	3,919	-3.3%	835	-53.1%	0	NA	829	15.5%	0	NA	15,819	-1.5%	1,451	NA	0	NA	1,451	NA	17,270	7.6%
DEBENHAMS CHELMSFORD	20,351	11.5%	1,912	992.6%	16,258	89.4%	3,969	29.7%	0	NA	1,255	-14.6%	189	16.7%	43,934	36.7%	4,381	NA	0	NA	4,381	NA	48,315	50.4%
DEBENHAMS CHELTENHAM	5,701	-12.7%	443	NA	3,386	80.9%	1,344	26.7%	0	NA	381	-18.9%	34	-33.3%	11,289	11.6%	1,550	NA	0	NA	1,550	NA	12,839	27.0%
DEBENHAMS CLAPHAM	11,744	-11.3%	693	NA	8,381	51.6%	1,452	-34.3%	0	NA	2,940	63.1%	222	226.5%	25,432	10.7%	2,702	NA	0	NA	2,702	NA	28,134	22.5%
DEBENHAMS COLCHESTER	22,683	23.2%	1,972	NA	14,267	16.0%	4,480	38.8%	0	NA	2,091	-7.5%	85	41.7%	45,578	24.9%	3,568	NA	0	NA	3,568	NA	49,146	34.7%
DEBENHAMS COVENTRY	12,340	30.7%	915	NA	7,305	60.1%	3,590	125.2%	0	NA	1,243	222.9%	138	102.9%	25,531	57.8%	2,631	NA	0	NA	2,631	NA	28,162	74.1%
DEBENHAMS CRAWLEY	8,828	32.6%	353	684.4%	4,182	20.2%	823	-23.7%	0	NA	570	27.5%	85	66.7%	14,841	24.6%	1,654	NA	0	NA	1,654	NA	16,495	38.5%
DEBENHAMS CROYDON	11,786	3.1%	947	NA	5,051	16.7%	1,981	-1.5%	0	NA	2,529	47.7%	103	21.2%	22,397	11.8%	2,952	NA	0	NA	2,952	NA	25,349	26.5%
DEBENHAMS DERBY	16,993	19.4%	1,510	NA	9,972	53.5%	3,080	26.8%	0	NA	1,034	27.3%	153	200.0%	32,742	32.8%	4,200	NA	0	NA	4,200	NA	36,942	49.8%
DEBENHAMS DONCASTER	16,708	4.8%	1,627	NA	10,675	23.3%	3,906	67.2%	0	NA	1,287	1.4%	119	133.3%	34,322	20.7%	4,618	NA	0	NA	4,618	NA	38,940	37.0%
DEBENHAMS DUNDEE	22,968	15.3%	1,787	807.1%	15,267	63.2%	3,583	-7.6%	0	NA	1,384	-7.8%	95	1.1%	45,084	26.7%	3,187	NA	0	NA	3,187	NA	48,271	35.6%
DEBENHAMS DUNFIRMILINE	10,054	30.7%	773	NA	5,754	54.3%	2,436	46.2%	0	NA	530	76.7%	51	50.0%	19,598	42.8%	3,044	NA	0	NA	3,044	NA	22,642	65.0%
DEBENHAMS EAST KILBRIDE	13,409	-9.9%	991	309.5%	8,596	25.1%	3,241	23.5%	0	NA	923	-30.9%	17	-34.6%	27,177	2.2%	5,048	NA	0	NA	5,048	NA	32,225	21.2%
DEBENHAMS EASTBOURNE	8,116	25.0%	315	NA	2,986	1.4%	1,371	28.7%	0	NA	365	-32.8%	102	100.0%	13,255	18.1%	2,309	NA	0	NA	2,309	NA	15,564	38.7%
DEBENHAMS EDINBURGH	9,727	15.4%	683	NA	6,275	63.5%	2,301	42.8%	0	NA	977	19.4%	51	50.0%	20,014	33.4%	1,850	NA	0	NA	1,850	NA	21,864	45.8%
DEBENHAMS ELTHAM	8,604	-7.9%	873	NA	3,979	11.8%	1,010	-37.6%	0	NA	863	60.1%	68	100.0%	15,397	1.2%	1,583	NA	0	NA	1,583	NA	16,980	11.6%
DEBENHAMS EXETER	8,989	15.7%	656	NA	6,133	82.4%	1,204	-16.0%	0	NA	836	113.3%	51	0.0%	17,869	35.8%	2,540	NA	0	NA	2,540	NA	20,409	55.0%
DEBENHAMS FALKIRK (DESIRE BY)	9,379	5.3%	879	NA	5,743	37.1%	1,566	10.3%	0	NA	195	-4.9%	34	0.0%	17,796	19.5%	1,965	NA	0	NA	1,965	NA	19,761	32.7%
DEBENHAMS FAREHAM (OPND 05/2011)	6,682	NA	385	NA	3,229	NA	1,197	NA	0	NA	667	NA	103	NA	12,263	NA	2,085	NA	0	NA	2,085	NA	14,348	NA
DEBENHAMS FARNBOROUGH (OPND 11/2010)	4,883	152.1%	135	NA	2,261	63.2%	947	261.5%	0	NA	327	783.8%	0	NA	8,553	136.2%	793	NA	0	NA	793	NA	9,346	158.1%
DEBENHAMS FOLKSTONE	7,977	-23.0%	812	NA	5,475	15.6%	1,423	4.9%	0	NA	829	54.4%	68	100.0%	16,584	-4.2%	2,111	NA	0	NA	2,111	NA	18,695	8.0%

DECEMBER 2011 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

DEBENHAMS GROUP

YEAR TO DATE - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
DEBENHAMS GATESHEAD	39,650	0.6%	5,286	869.9%	37,801	9.2%	17,861	110.7%	0	NA	4,004	-19.3%	563	71.1%	105,165	17.8%	11,276	NA	994	NA	12,270	NA	117,435	31.5%
DEBENHAMS GLASGOW	46,170	-4.0%	5,459	NA	32,497	27.3%	18,488	84.9%	0	NA	6,874	21.4%	850	20.7%	110,315	18.4%	19,385	NA	1,967	NA	21,352	NA	131,667	41.3%
DEBENHAMS GLOUCESTER	12,668	36.4%	1,003	NA	5,700	64.9%	1,837	15.3%	0	NA	661	48.5%	102	100.0%	21,971	46.9%	2,567	NA	0	NA	2,567	NA	24,538	64.1%
DEBENHAMS GRAVESEND	9,035	22.9%	831	NA	7,549	90.2%	1,189	-23.4%	0	NA	756	158.9%	17	-66.7%	19,377	45.2%	2,096	NA	0	NA	2,096	NA	21,473	61.0%
DEBENHAMS GREAT YARMOUTH	7,108	26.5%	460	NA	2,359	-7.4%	1,737	164.8%	0	NA	383	-34.3%	0	NA	12,047	26.1%	1,243	NA	0	NA	1,243	NA	13,290	39.1%
DEBENHAMS GUILDFORD	9,768	47.3%	747	NA	4,633	41.4%	1,187	3.8%	0	NA	611	-27.5%	0	NA	16,946	40.0%	2,244	NA	0	NA	2,244	NA	19,190	58.6%
DEBENHAMS HANLEY	14,081	-0.3%	1,022	NA	8,041	23.2%	3,115	0.9%	0	NA	671	-39.1%	153	50.0%	27,083	5.4%	2,641	NA	0	NA	2,641	NA	29,724	15.7%
DEBENHAMS HARROGATE	10,490	-6.9%	1,022	NA	4,595	14.4%	2,388	4.5%	0	NA	464	-21.6%	34	-33.3%	18,993	2.6%	1,380	NA	0	NA	1,380	NA	20,373	10.0%
DEBENHAMS HARROW	10,256	-23.0%	1,093	NA	7,070	28.7%	2,094	-11.2%	0	NA	2,340	2.5%	290	89.5%	23,143	-3.9%	4,242	NA	0	NA	4,242	NA	27,385	13.7%
DEBENHAMS HASTINGS	4,493	36.8%	158	NA	3,060	33.2%	1,177	89.2%	0	NA	117	-45.3%	0	NA	9,005	37.8%	728	NA	0	NA	728	NA	9,733	49.0%
DEBENHAMS HEMEL HEMPSTEAD	8,144	22.8%	812	625.0%	5,215	44.7%	1,259	-20.8%	0	NA	781	64.1%	17	-50.0%	16,228	29.1%	2,499	NA	0	NA	2,499	NA	18,727	49.0%
DEBENHAMS HOUNSLOW	4,123	85.6%	158	NA	2,901	17.1%	1,099	78.4%	0	NA	316	-3.7%	170	233.3%	8,767	49.9%	2,031	NA	0	NA	2,031	NA	10,798	84.6%
DEBENHAMS HULL	17,117	30.2%	1,413	NA	9,564	57.8%	2,642	12.0%	0	NA	902	-16.0%	51	50.0%	31,689	37.7%	3,140	NA	0	NA	3,140	NA	34,829	51.3%
DEBENHAMS ILFORD	11,791	-3.5%	1,600	919.1%	10,946	50.3%	2,874	5.7%	0	NA	1,991	-14.9%	239	39.8%	29,441	17.8%	4,502	NA	0	NA	4,502	NA	33,943	35.8%
DEBENHAMS INVERNESS	11,522	27.4%	811	NA	6,115	34.1%	2,589	55.0%	0	NA	591	-19.7%	51	50.0%	21,679	32.8%	3,922	NA	0	NA	3,922	NA	25,601	56.8%
DEBENHAMS IPSWICH	18,044	-2.5%	1,570	926.1%	9,703	17.6%	2,362	-13.9%	0	NA	1,131	-17.6%	155	21.1%	32,965	4.9%	4,157	NA	0	NA	4,157	NA	37,122	18.2%
DEBENHAMS KIDDERMINSTER (DESIRE BY)	10,151	41.3%	736	NA	6,920	49.1%	2,747	56.7%	0	NA	146	-82.0%	17	-50.0%	20,717	40.0%	2,106	NA	0	NA	2,106	NA	22,823	54.2%
DEBENHAMS KINGS LYNN (OPND 11/2010)	4,248	79.9%	158	NA	3,200	181.7%	240	-33.5%	0	NA	270	629.7%	0	NA	8,116	108.4%	1,015	NA	0	NA	1,015	NA	9,131	134.4%
DEBENHAMS KIRKCALDY (DESIRE BY)	11,582	44.3%	836	NA	7,099	85.6%	1,444	0.1%	0	NA	384	86.4%	0	NA	21,345	55.3%	2,402	NA	0	NA	2,402	NA	23,747	72.8%
DEBENHAMS LEEDS (BRIGGATE)	36,031	21.3%	2,426	902.5%	24,706	28.7%	9,220	61.7%	0	NA	4,105	56.0%	482	75.9%	76,970	32.2%	6,449	NA	424	NA	6,873	NA	83,843	44.0%
DEBENHAMS LEEDS (WHITE ROSE)	36,802	-14.6%	3,813	614.0%	35,546	19.7%	10,457	43.0%	0	NA	2,665	-37.3%	466	48.4%	89,749	4.5%	6,887	NA	0	NA	6,887	NA	96,636	12.5%
DEBENHAMS LEICESTER	10,420	-4.8%	1,105	NA	7,580	40.6%	2,590	8.0%	0	NA	1,663	122.3%	120	41.2%	23,478	17.6%	3,256	NA	0	NA	3,256	NA	26,734	33.9%
DEBENHAMS LEITH	10,745	17.0%	736	368.8%	5,653	36.8%	2,291	9.5%	0	NA	664	-18.6%	102	70.0%	20,191	21.9%	2,795	NA	0	NA	2,795	NA	22,986	38.8%
DEBENHAMS LINCOLN	18,354	-13.8%	1,960	NA	12,710	47.8%	4,547	25.2%	0	NA	1,677	24.7%	172	-34.8%	39,420	11.5%	3,404	NA	0	NA	3,404	NA	42,824	21.1%
DEBENHAMS LIVERPOOL	46,178	14.1%	6,046	NA	55,018	22.9%	18,205	55.4%	3,481	NA	4,395	-20.5%	588	-37.3%	133,911	29.1%	13,553	NA	1,523	NA	15,076	NA	148,987	43.6%
DEBENHAMS LIVINGSTON	11,029	64.6%	891	NA	7,603	40.9%	2,549	70.3%	0	NA	991	27.4%	136	300.0%	23,199	55.4%	2,830	NA	0	NA	2,830	NA	26,029	74.4%
DEBENHAMS LLANDUDNO	16,719	5.1%	1,310	NA	13,622	27.0%	2,648	2.1%	0	NA	1,572	77.0%	17	-50.0%	35,879	17.9%	4,324	NA	0	NA	4,324	NA	40,203	32.1%
DEBENHAMS LLANELLI	4,991	4.6%	158	NA	3,770	14.8%	1,860	181.8%	0	NA	248	20.4%	0	NA	11,027	22.0%	1,358	NA	0	NA	1,358	NA	12,385	37.1%
DEBENHAMS LONDON	93,662	-12.2%	12,263	408.0%	62,582	6.3%	28,166	16.6%	0	NA	25,518	7.0%	2,629	-26.9%	224,820	5.8%	34,425	NA	4,241	NA	38,666	NA	263,486	24.0%
DEBENHAMS LUTON	8,405	20.6%	293	NA	4,207	4.6%	747	-43.4%	0	NA	539	0.6%	68	100.0%	14,259	9.7%	1,465	NA	0	NA	1,465	NA	15,724	21.0%
DEBENHAMS MANCHESTER (TRAFFORD PARK)	36,823	-6.2%	4,554	571.7%	36,553	8.3%	18,109	119.4%	0	NA	4,389	-16.6%	808	28.9%	101,236	14.4%	12,426	NA	1,283	NA	13,709	NA	114,945	29.9%
DEBENHAMS MANCHESTER	27,911	22.7%	3,527	NA	26,817	53.9%	12,985	157.4%	0	NA	4,444	65.8%	490	59.6%	76,174	54.4%	7,574	NA	595	NA	8,169	NA	84,343	70.9%
DEBENHAMS MANSFIELD (OPND 11/2010)	4,650	47.1%	255	NA	3,309	124.6%	1,286	165.2%	0	NA	448	326.7%	0	NA	9,948	89.2%	1,130	NA	0	NA	1,130	NA	11,078	110.6%
DEBENHAMS MEADOWHALL	37,629	19.9%	4,467	NA	33,316	41.6%	9,715	55.4%	0	NA	4,632	38.1%	303	-44.4%	90,062	37.4%	9,945	NA	1,395	NA	11,340	NA	101,402	54.7%
DEBENHAMS MERRYHILL	33,095	37.8%	2,524	NA	24,702	60.6%	8,685	92.8%	0	NA	3,846	40.9%	287	-7.7%	73,139	54.2%	6,849	NA	485	NA	7,334	NA	80,473	69.6%
DEBENHAMS MERTHYR TYDFIL (DESIRE BY)	4,658	42.9%	270	NA	6,583	41.3%	1,667	183.0%	0	NA	212	278.6%	0	NA	13,390	54.3%	1,347	NA	0	NA	1,347	NA	14,737	69.8%
DEBENHAMS MIDDLESBOROUGH	25,077	4.3%	2,336	NA	12,913	16.4%	5,392	32.0%	0	NA	1,144	-14.2%	95	120.9%	46,957	14.4%	3,045	NA	0	NA	3,045	NA	50,002	21.8%
DEBENHAMS MILTON KEYNES	23,461	19.2%	2,358	593.5%	16,649	40.7%	4,607	34.6%	0	NA	2,409	-16.2%	266	-42.3%	49,570	27.0%	3,749	NA	0	NA	3,749	NA	53,499	36.6%
DEBENHAMS MONKS CROSS YORK	5,121	70.5%	195	NA	3,272	22.8%	1,088	48.2%	0	NA	79	-47.3%	0	NA	9,755	45.7%	1,238	NA	0	NA	1,238	NA	10,993	64.1%
DEBENHAMS NEWBURY (CLSD 10/2011)	3,240	-54.3%	414	NA	2,000	46.1%	115	-89.0%	0	NA	103	-51.6%	0	NA	5,809	-40.9%	414	NA	0	NA	414	NA	6,223	-36.7%
DEBENHAMS NEWBURY PARKWAY (OPND 10/2)	5,014	NA	135	NA	2,618	NA	834	NA	0	NA	705	NA	69	NA	9,375	NA	1,991	NA	0	NA	1,991	NA	11,366	NA
DEBENHAMS NEWCASTLE (OPND 01/2010)	24,870	3.8%	2,787	498.1%	18,547	-8.7%	9,361	70.8%	0	NA	2,817	-39.9%	318	25.2%	58,700	6.2%	7,594	NA	1,301	NA	8,895	NA	67,595	22.3%
DEBENHAMS NORTHAMPTON (OPND 11/2010)	4,420	166.1%	135	NA	3,109	193.9%	724	97.3%	0	NA	270	629.7%	0	NA	8,658	177.2%	503	NA	0	NA	503	NA	9,161	193.3%
DEBENHAMS NORWICH	21,479	31.9%	1,623	940.4%	8,457	8.1%	3,391	4.2%	0	NA	1,501	-27.5%	222	-6.7%	36,656	22.4%	3,120	NA	0	NA	3,120	NA	39,776	32.9%
DEBENHAMS NOTTINGHAM	14,718	35.0%	1,330	NA	5,814	19.5%	1,974	-10.0%	0	NA	654	-26.3%	188	268.6%	24,678	26.9%	2,005	NA	0	NA	2,005	NA	26,683	37.2%
DEBENHAMS NUNEATON	6,567	41.8%	673	NA	3,225	101.7%	1,037	34.2%	0	NA	97	-58.9%	0	NA	11,599	56.9%	1,587	NA	0	NA	1,587	NA	13,186	78.4%
DEBENHAMS OLDHAM	12,171	35.3%	1,162	NA	5,589	8.2%	1,903	-8.2%	0	NA	671	72.9%	0	NA	21,496	27.4%	2,483	NA	0	NA	2,483	NA	23,979	42.1%
DEBENHAMS ORPINGTON (DESIRE BY)	4,136	1.7%	173	NA	4,435	84.9%	1,013	61.0%	0	NA	348	43.8%	0	NA	10,105	35.1%	1,235	NA	0	NA	1,235	NA	11,340	51.6%
DEBENHAMS OXFORD	9,838	-23.7%	910	NA	4,722	10.4%	1,432	-27.6%	0	NA	1,165	63.6%	86	-27.7%	18,125	-10.6%	3,736	NA	0	NA	3,736	NA	21,861	7.9%
DEBENHAMS PERTH	5,673	51.5%	368	NA	2,064	-3.7%	1,026	33.2%	0	NA	174	-4.4%	0	NA	9,305	30.9%	1,020	NA	0	NA	1,020	NA	10,325	45.3%

DECEMBER 2011 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

DEBENHAMS GROUP

YEAR TO DATE - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
DEBENHAMS PLYMOUTH	22,331	27.1%	1,638	836.0%	6,605	25.6%	1,056	-66.0%	0	NA	703	-29.3%	96	-13.5%	32,429	17.9%	2,880	NA	0	NA	2,880	NA	35,309	28.4%
DEBENHAMS POLLOCK	24,510	21.8%	1,958	451.5%	15,084	11.0%	6,668	91.6%	0	NA	2,237	-9.1%	502	83.9%	50,959	25.2%	8,788	NA	0	NA	8,788	NA	59,747	46.8%
DEBENHAMS PRESTON	17,920	-6.1%	1,875	NA	12,861	31.7%	4,231	23.6%	0	NA	1,490	41.9%	187	22.2%	38,547	14.4%	4,846	NA	0	NA	4,846	NA	43,393	28.7%
DEBENHAMS PORTSMOUTH	28,557	-2.9%	3,763	NA	24,087	31.1%	4,569	-23.3%	0	NA	2,668	29.3%	171	-7.1%	63,636	11.0%	8,658	NA	1,072	NA	9,730	NA	73,366	27.9%
DEBENHAMS READING	10,714	-0.1%	755	748.3%	4,338	12.4%	2,074	8.5%	0	NA	612	-25.8%	171	0.6%	18,650	4.5%	2,781	NA	0	NA	2,781	NA	21,431	20.1%
DEBENHAMS REDDITCH	11,559	-10.0%	1,165	NA	7,616	31.5%	2,483	12.2%	0	NA	766	54.7%	85	66.7%	23,674	9.6%	3,261	NA	0	NA	3,261	NA	26,935	24.7%
DEBENHAMS ROMFORD	46,901	3.2%	5,427	NA	35,465	25.0%	11,299	4.6%	(3,907)	NA	5,609	0.9%	432	-18.2%	101,175	9.7%	11,238	NA	802	NA	12,040	NA	113,215	22.8%
DEBENHAMS SALISBURY	8,005	14.5%	600	NA	3,864	16.1%	542	-59.2%	0	NA	24	-94.1%	17	-50.0%	13,052	6.2%	1,476	NA	0	NA	1,476	NA	14,528	18.2%
DEBENHAMS SCARBOROUGH	14,327	19.1%	1,259	NA	7,666	70.5%	2,121	-9.8%	0	NA	896	31.2%	0	NA	26,269	33.4%	1,996	NA	0	NA	1,996	NA	28,265	43.6%
DEBENHAMS SHEFFIELD	8,456	57.0%	495	NA	4,464	90.1%	1,263	29.4%	0	NA	820	69.4%	85	66.7%	15,583	66.3%	1,597	NA	0	NA	1,597	NA	17,180	83.4%
DEBENHAMS SLOUGH	5,981	20.3%	218	NA	3,046	-8.9%	870	-19.6%	0	NA	353	-1.1%	17	-66.7%	10,485	3.3%	2,243	NA	0	NA	2,243	NA	12,728	25.4%
DEBENHAMS SOUTHAMPTON	11,830	25.4%	816	NA	4,984	66.0%	1,220	-17.3%	0	NA	461	19.4%	68	100.0%	19,379	34.1%	3,069	NA	0	NA	3,069	NA	22,448	55.3%
DEBENHAMS SOUTHEND	32,020	-6.5%	3,670	424.3%	25,172	14.8%	7,570	11.2%	0	NA	4,762	3.4%	354	-36.6%	73,548	5.4%	6,523	NA	603	NA	7,126	NA	80,674	15.6%
DEBENHAMS SOUTHPORT	15,247	1.2%	1,567	844.0%	9,428	12.4%	1,724	-38.5%	0	NA	893	45.7%	138	170.6%	28,997	5.7%	3,003	NA	0	NA	3,003	NA	32,000	16.6%
DEBENHAMS SOUTHSEA	4,902	4.5%	423	NA	2,533	20.6%	605	-34.9%	0	NA	288	-0.3%	0	NA	8,670	6.7%	1,193	NA	0	NA	1,193	NA	9,863	21.4%
DEBENHAMS SOUTHSIELDS	11,672	43.2%	957	NA	11,850	44.2%	2,858	30.9%	0	NA	848	118.0%	17	-66.7%	28,202	47.6%	2,447	NA	0	NA	2,447	NA	30,649	60.4%
DEBENHAMS STAINES	9,201	40.0%	695	NA	4,195	17.5%	944	-37.3%	0	NA	452	11.9%	51	0.0%	15,538	27.2%	1,410	NA	0	NA	1,410	NA	16,948	38.7%
DEBENHAMS STIRLING	17,731	-0.5%	1,638	820.2%	9,624	25.0%	3,070	-5.1%	0	NA	1,077	-46.3%	155	21.1%	33,295	4.4%	5,757	NA	0	NA	5,757	NA	39,052	22.5%
DEBENHAMS STOCKPORT	16,423	5.6%	1,787	NA	9,288	-0.1%	3,489	17.1%	0	NA	1,276	7.8%	171	101.2%	32,434	10.4%	2,584	NA	0	NA	2,584	NA	35,018	19.2%
DEBENHAMS STOCKTON ON TEES	16,161	28.8%	1,329	NA	9,898	32.5%	2,756	24.3%	0	NA	1,148	13.1%	0	NA	31,292	33.4%	2,590	NA	0	NA	2,590	NA	33,882	44.5%
DEBENHAMS STRATFORD	11,181	35.9%	587	NA	3,925	54.2%	915	-36.7%	0	NA	318	43.2%	120	135.3%	17,046	36.2%	1,419	NA	0	NA	1,419	NA	18,465	47.5%
DEBENHAMS SUNDERLAND	48,576	7.1%	6,395	NA	42,759	14.2%	21,329	117.1%	3,481	NA	4,536	4.5%	242	-20.1%	127,318	28.2%	12,702	NA	969	NA	13,671	NA	140,989	42.0%
DEBENHAMS SUTTON	9,269	17.5%	1,086	NA	7,535	56.5%	919	-32.9%	0	NA	889	73.3%	85	66.7%	19,783	33.3%	2,949	NA	0	NA	2,949	NA	22,732	53.2%
DEBENHAMS SWANSEA	16,187	-12.8%	1,525	NA	8,237	37.5%	2,131	-17.3%	0	NA	1,122	9.1%	257	26.0%	29,459	2.9%	3,303	NA	0	NA	3,303	NA	32,762	14.4%
DEBENHAMS SWINDON	8,713	15.8%	653	NA	3,287	49.6%	1,444	30.4%	0	NA	360	-12.0%	119	250.0%	14,576	28.0%	2,118	NA	0	NA	2,118	NA	16,694	46.6%
DEBENHAMS TAUNTON	10,129	24.5%	675	NA	4,342	19.2%	955	-34.1%	0	NA	963	33.0%	17	-75.0%	17,081	21.3%	2,045	NA	0	NA	2,045	NA	19,126	35.8%
DEBENHAMS TELFORD	12,392	1.8%	1,153	NA	7,701	37.8%	2,309	11.8%	0	NA	879	17.0%	51	50.0%	24,485	17.4%	3,824	NA	0	NA	3,824	NA	28,309	35.7%
DEBENHAMS THANET	11,547	44.7%	834	826.7%	4,636	16.3%	2,143	43.8%	0	NA	510	-38.7%	171	101.2%	19,841	36.1%	2,431	NA	0	NA	2,431	NA	22,272	52.8%
DEBENHAMS THURROCK	44,130	2.6%	4,729	668.9%	39,881	18.0%	8,610	-9.4%	0	NA	5,779	-1.3%	386	-37.4%	103,499	9.5%	11,084	NA	824	NA	11,908	NA	115,407	22.0%
DEBENHAMS TORQUAY	11,018	13.4%	845	NA	3,361	27.0%	836	-48.6%	0	NA	304	-20.2%	68	100.0%	16,432	11.6%	2,334	NA	0	NA	2,334	NA	18,766	27.5%
DEBENHAMS TRURO	14,426	48.6%	743	NA	5,430	40.1%	2,257	73.0%	0	NA	266	27.3%	51	50.0%	23,173	52.0%	2,038	NA	0	NA	2,038	NA	25,211	65.4%
DEBENHAMS UXBRIDGE	11,957	26.2%	882	NA	7,802	60.3%	1,194	-6.6%	0	NA	744	10.5%	120	76.5%	22,699	37.1%	3,665	NA	0	NA	3,665	NA	26,364	59.2%
DEBENHAMS WAKEFIELD (OPND 05/2011)	9,744	NA	709	NA	6,396	NA	2,553	NA	0	NA	896	NA	154	NA	20,452	NA	3,634	NA	0	NA	3,634	NA	24,086	NA
DEBENHAMS WALSALL (OPND 11/2010)	8,431	214.9%	558	NA	6,766	380.5%	1,568	221.3%	0	NA	450	NA	209	NA	17,982	290.1%	1,057	NA	0	NA	1,057	NA	19,039	313.0%
DEBENHAMS WALTON (DESIRE BY)	4,316	9.1%	135	NA	3,469	77.5%	959	71.6%	0	NA	462	124.3%	0	NA	9,341	37.4%	1,001	NA	0	NA	1,001	NA	10,342	52.1%
DEBENHAMS WARRINGTON	15,535	14.6%	1,447	NA	8,311	2.6%	2,673	-7.5%	0	NA	891	-1.7%	103	-53.4%	28,960	10.1%	3,875	NA	0	NA	3,875	NA	32,835	24.9%
DEBENHAMS WELWYN GARDEN CITY	5,360	84.2%	218	NA	4,683	98.9%	908	45.0%	0	NA	190	46.2%	0	NA	11,359	84.9%	1,905	NA	0	NA	1,905	NA	13,264	115.9%
DEBENHAMS WESTFIELD	12,014	36.6%	1,165	554.5%	12,006	68.0%	3,795	82.9%	0	NA	1,489	-26.1%	136	-24.9%	30,605	47.7%	3,359	NA	0	NA	3,359	NA	33,964	64.0%
DEBENHAMS WEYMOUTH	7,649	34.7%	293	229.2%	3,342	-15.8%	1,578	84.8%	0	NA	910	329.2%	103	-13.4%	13,875	24.2%	2,540	NA	0	NA	2,540	NA	16,415	46.9%
DEBENHAMS WIGAN	19,925	28.8%	1,547	NA	14,830	21.2%	4,701	48.7%	0	NA	949	-30.9%	0	NA	41,952	29.2%	3,428	NA	0	NA	3,428	NA	45,380	39.7%
DEBENHAMS WIMBLEDON	10,645	15.8%	849	533.6%	7,136	52.1%	1,293	-19.9%	0	NA	1,198	-27.8%	275	19.6%	21,396	21.2%	2,749	NA	0	NA	2,749	NA	24,145	36.7%
DEBENHAMS WINCHESTER	7,134	12.8%	804	NA	3,324	52.0%	583	-34.3%	0	NA	788	229.7%	51	-25.0%	12,684	28.7%	1,622	NA	0	NA	1,622	NA	14,306	45.1%
DEBENHAMS WITNEY	5,462	99.0%	135	200.0%	1,840	6.1%	850	-2.9%	0	NA	548	145.7%	86	405.9%	8,921	54.2%	706	NA	0	NA	706	NA	9,627	66.4%
DEBENHAMS WOKING	6,556	2.3%	460	NA	2,968	-11.4%	1,076	9.6%	0	NA	477	0.2%	68	33.3%	11,605	2.0%	1,766	NA	0	NA	1,766	NA	13,371	17.5%
DEBENHAMS WORCESTER	9,595	38.1%	690	NA	4,982	63.6%	1,293	12.0%	0	NA	356	-2.2%	0	NA	16,916	45.3%	2,370	NA	0	NA	2,370	NA	19,286	65.6%
DEBENHAMS WORKINGTON	9,314	22.6%	616	NA	8,882	65.2%	2,423	75.2%	0	NA	728	-5.0%	34	-33.3%	21,997	41.6%	2,019	NA	0	NA	2,019	NA	24,016	54.6%
DEBENHAMS WORTHING	8,772	-0.4%	718	NA	5,966	60.1%	1,614	-0.1%	0	NA	709	31.3%	85	66.7%	17,864	20.0%	2,322	NA	0	NA	2,322	NA	20,186	35.6%
DEBENHAMS WREXHAM	8,363	37.0%	653	NA	5,938	1.7%	2,507	126.7%	0	NA	1,057	132.3%	68	33.3%	18,586	36.0%	2,011	NA	0	NA	2,011	NA	20,597	50.7%
DEBENHAMS YORK (OPND 11/2010)	8,263	254.0%	390	NA	5,812	181.9%	1,678	174.6%	0	NA	553	189.5%	17	-50.0%	16,713	219.4%	1,156	NA	0	NA	1,156	NA	17,869	241.5%
DEBENHAMS.COM	113,046	83.2%	12,239	NA	70,244	70.1%	32,778	113.7%	0	NA	16,234	173.2%	1,342	557.8%	245,883	91.5%	24,764	NA	0	NA	24,764	NA	270,647	110.7%
DEBENHAMS HEAD OFFICE ACCOUNT	(104,592)	NA	(68,130)	NA	(34,080)	NA	0	NA	0	NA	(12,107)	NA	0	NA	(218,909)	NA	0	NA	0	NA	0	NA	(218,909)	NA
TOTAL	2,349,480	16.9%	163,285	NA	1,616,564	40.1%	580,177	34.9%	8,660	NA	237,581	7.4%	25,485	8.8%	4,980,656	36.3%	599,455	NA	24,636	NA	624,091	NA	5,604,747	53.4%

LIKE ON LIKE	2,124,340	13.0%	142,008	NA	1,464,978	37.1%	522,234	30.8%	8,660	NA	212,361	2.
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CLARINS FRAGRANCE GROUP STORE GROUP REPORT

DEBENHAMS GROUP

YEAR TO DATE - RETAIL
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BROWNS CHESTER	75,818	19.9%	3,804	466.1%	54,679	26.3%	10,988	-10.0%	167	NA	10,079	31.3%	1,102	4.1%	156,694	20.9%	8,762	NA	1,388	NA	10,150	NA	166,844	28.7%
DEBENHAMS ABERDEEN	35,635	18.9%	1,035	NA	26,222	10.8%	5,423	4.4%	0	NA	2,992	3.6%	62	-87.2%	71,369	14.3%	6,580	NA	0	NA	6,580	NA	77,949	24.8%
DEBENHAMS ALTRINGHAM	10,086	110.9%	0	NA	4,289	45.9%	982	25.3%	0	NA	219	7.4%	0	NA	15,576	77.3%	971	NA	0	NA	971	NA	16,547	88.4%
DEBENHAMS ASHFORD	11,515	0.8%	303	NA	6,748	-6.4%	1,742	105.2%	0	NA	1,189	61.5%	0	NA	21,497	4.4%	2,682	NA	0	NA	2,682	NA	24,179	17.5%
DEBENHAMS AYR	25,680	19.1%	686	NA	10,732	10.4%	3,012	30.9%	0	NA	2,382	36.2%	121	NA	42,613	19.3%	5,859	NA	0	NA	5,859	NA	48,472	35.7%
DEBENHAMS BANBURY	17,220	17.0%	617	NA	7,241	22.9%	2,228	61.3%	0	NA	897	-0.1%	0	NA	28,203	22.5%	1,587	NA	0	NA	1,587	NA	29,790	29.4%
DEBENHAMS BANGOR	14,090	7.6%	468	NA	12,525	36.7%	2,340	60.1%	0	NA	699	73.0%	0	NA	30,122	23.6%	3,535	NA	0	NA	3,535	NA	33,657	38.1%
DEBENHAMS BARROW	15,595	9.5%	477	213.8%	9,138	58.8%	1,858	-14.1%	0	NA	841	151.0%	0	NA	27,909	22.0%	1,071	NA	0	NA	1,071	NA	28,980	26.7%
DEBENHAMS BASILDON	50,408	13.5%	2,496	766.7%	40,751	16.9%	6,709	-22.5%	0	NA	5,990	-3.4%	656	48.1%	107,010	11.5%	16,432	NA	661	NA	17,093	NA	124,103	29.3%
DEBENHAMS BASINGSTOKE	17,970	9.0%	460	52.3%	8,033	10.2%	1,437	5.4%	0	NA	1,437	-3.0%	0	NA	29,337	8.1%	5,045	NA	0	NA	5,045	NA	34,382	26.6%
DEBENHAMS BATH (OPND 09/2010)	10,768	98.5%	316	239.8%	6,693	161.1%	2,047	19.4%	0	NA	580	66.2%	92	9.5%	20,496	100.4%	3,189	NA	0	NA	3,189	NA	23,685	131.5%
DEBENHAMS BEDFORD	17,202	9.8%	524	NA	9,006	5.8%	1,922	43.0%	0	NA	715	-20.9%	62	NA	29,431	9.8%	1,574	NA	0	NA	1,574	NA	31,005	15.7%
DEBENHAMS BIRMINGHAM	97,597	9.6%	4,069	296.6%	75,954	20.1%	18,583	-7.6%	1,255	8.0%	18,122	13.1%	2,415	23.7%	218,039	11.7%	26,123	NA	239	NA	26,362	NA	244,401	25.2%
DEBENHAMS BIRMINGHAM FORT (DESIRE BY)	7,669	19.5%	209	17.4%	5,160	12.9%	1,511	179.8%	0	NA	245	-2.4%	0	NA	14,794	22.1%	1,357	NA	0	NA	1,357	NA	16,151	33.3%
DEBENHAMS BLACKBURN	16,215	-9.5%	359	354.4%	9,875	50.2%	2,928	68.9%	0	NA	996	169.9%	0	NA	30,373	13.0%	2,827	NA	0	NA	2,827	NA	33,200	23.5%
DEBENHAMS BLACKPOOL	17,413	16.6%	536	NA	12,596	44.9%	3,914	33.9%	0	NA	1,445	12.2%	151	151.7%	36,055	28.8%	4,380	NA	0	NA	4,380	NA	40,435	44.5%
DEBENHAMS BOLTON	24,601	7.6%	752	851.9%	11,013	29.9%	3,197	18.2%	0	NA	1,760	-1.1%	59	NA	41,382	13.8%	4,234	NA	0	NA	4,234	NA	45,616	25.5%
DEBENHAMS BOURNEMOUTH	16,019	37.2%	52	NA	9,195	29.7%	1,444	31.3%	0	NA	1,010	-19.8%	176	NA	27,896	31.4%	3,415	NA	0	NA	3,415	NA	31,311	47.5%
DEBENHAMS BRIGHTON	41,300	16.8%	1,646	365.0%	30,077	31.5%	7,209	104.0%	0	NA	6,531	9.6%	820	-14.0%	87,628	26.3%	7,711	NA	209	NA	7,920	NA	95,548	37.7%
DEBENHAMS BRISTOL	14,167	6.7%	286	-14.1%	7,043	37.2%	1,977	64.2%	0	NA	850	-14.2%	79	163.3%	24,402	14.9%	3,052	NA	0	NA	3,052	NA	27,454	29.2%
DEBENHAMS BROMLEY	23,323	7.0%	651	NA	11,401	18.3%	2,752	25.5%	0	NA	2,885	-9.5%	143	-39.4%	41,155	9.5%	4,065	NA	0	NA	4,065	NA	45,220	20.3%
DEBENHAMS BURY (OPND 06/2010)	22,093	98.3%	978	266.3%	18,338	210.0%	2,680	7.0%	0	NA	1,190	15.8%	79	-28.2%	45,538	116.4%	7,426	NA	0	NA	7,426	NA	52,784	151.8%
DEBENHAMS BURY ST. EDMUNDS	24,528	24.2%	838	NA	13,753	16.2%	2,113	-16.9%	0	NA	1,599	22.6%	149	27.4%	42,980	19.0%	3,624	NA	0	NA	3,624	NA	46,604	29.1%
DEBENHAMS CAMBRIDGE	32,031	-12.1%	1,483	337.5%	18,469	-16.7%	4,404	-27.8%	0	NA	3,833	-33.7%	471	-9.4%	60,691	-16.6%	5,751	NA	0	NA	5,751	NA	66,442	-8.7%
DEBENHAMS CANTERBURY	10,354	3.0%	221	33.9%	6,579	31.5%	1,039	38.2%	0	NA	894	12.5%	0	NA	19,087	12.4%	1,284	NA	0	NA	1,284	NA	20,371	20.0%
DEBENHAMS CARDIFF	83,325	24.6%	3,113	894.6%	41,994	42.8%	9,109	19.5%	366	NA	6,940	0.9%	656	-19.5%	145,566	28.7%	13,063	NA	3	NA	13,066	NA	158,632	40.2%
DEBENHAMS CARLISLE	23,535	23.3%	669	282.3%	12,962	18.6%	2,126	10.7%	0	NA	1,649	-25.1%	0	NA	40,941	17.6%	3,402	NA	0	NA	3,402	NA	44,343	27.4%
DEBENHAMS CARMARTHEN (OPND 03/2010)	11,425	35.9%	183	-18.7%	10,944	70.7%	1,341	139.9%	0	NA	679	16.1%	0	NA	24,572	50.9%	2,636	NA	0	NA	2,636	NA	27,208	67.0%
DEBENHAMS CHATHAM	14,781	1.5%	316	300.0%	6,056	21.7%	1,990	191.4%	0	NA	1,395	32.4%	0	NA	24,538	13.8%	1,482	NA	0	NA	1,482	NA	26,020	20.7%
DEBENHAMS CHELMSFORD	32,118	8.4%	1,026	50.4%	20,464	31.8%	3,723	35.7%	0	NA	2,071	-26.0%	149	-21.2%	59,551	14.1%	5,156	NA	0	NA	5,156	NA	64,707	24.0%
DEBENHAMS CHELTENHAM	8,718	-2.1%	195	NA	4,551	47.5%	1,423	193.4%	0	NA	741	14.5%	62	NA	15,690	17.2%	895	NA	0	NA	895	NA	16,585	23.9%
DEBENHAMS CLAPHAM	15,377	-7.9%	243	NA	10,381	37.2%	2,203	15.4%	0	NA	4,270	39.6%	144	152.6%	32,618	10.7%	2,122	NA	0	NA	2,122	NA	34,740	17.9%
DEBENHAMS COLCHESTER	34,184	25.3%	1,161	NA	21,208	25.1%	4,399	86.2%	0	NA	3,187	-3.3%	56	86.7%	64,195	27.5%	4,368	NA	0	NA	4,368	NA	68,563	36.2%
DEBENHAMS COVENTRY	18,741	36.9%	404	NA	10,437	69.6%	2,297	26.0%	0	NA	1,763	139.5%	56	-1.8%	33,698	46.3%	2,962	NA	0	NA	2,962	NA	36,660	59.2%
DEBENHAMS CRAWLEY	13,127	36.0%	52	-66.2%	5,811	17.3%	1,387	54.1%	0	NA	589	-42.6%	62	NA	21,028	22.4%	2,085	NA	0	NA	2,085	NA	23,113	34.5%
DEBENHAMS CROYDON	18,102	3.7%	523	562.0%	7,572	20.2%	2,781	62.4%	0	NA	3,465	17.5%	185	112.6%	32,628	11.2%	3,476	NA	0	NA	3,476	NA	36,104	23.0%
DEBENHAMS DERBY	25,973	22.6%	1,038	NA	13,886	52.6%	3,078	19.8%	0	NA	1,353	3.7%	177	NA	45,538	30.5%	6,462	NA	0	NA	6,462	NA	52,000	49.0%
DEBENHAMS DONCASTER	27,297	24.8%	810	NA	15,178	20.5%	3,267	7.5%	0	NA	1,964	11.3%	118	NA	48,634	23.3%	7,472	NA	0	NA	7,472	NA	56,106	42.3%
DEBENHAMS DUNDEE	34,909	11.6%	983	394.0%	20,681	41.1%	4,366	16.6%	0	NA	2,398	16.2%	0	NA	63,337	19.9%	4,018	NA	0	NA	4,018	NA	67,355	27.5%
DEBENHAMS DUNFIRMLINE	15,802	29.1%	668	NA	8,272	51.3%	2,511	2.2%	0	NA	848	33.1%	0	NA	28,101	32.7%	3,691	NA	0	NA	3,691	NA	31,792	50.1%
DEBENHAMS EAST KILBRIDE	22,593	3.6%	455	30.4%	12,623	8.8%	2,750	6.7%	0	NA	1,670	-11.8%	0	NA	40,091	2.8%	7,127	NA	0	NA	7,127	NA	47,218	21.1%
DEBENHAMS EASTBOURNE	10,926	20.3%	52	NA	4,291	22.7%	1,701	44.6%	0	NA	477	21.4%	62	NA	17,509	22.6%	2,040	NA	0	NA	2,040	NA	19,549	36.9%
DEBENHAMS EDINBURGH	14,511	12.2%	290	NA	8,282	32.5%	2,063	61.0%	0	NA	997	-19.0%	0	NA	26,143	18.9%	2,169	NA	0	NA	2,169	NA	28,312	28.8%
DEBENHAMS ELTHAM	14,048	6.3%	537	NA	6,569	33.1%	1,078	11.4%	0	NA	1,705	47.0%	56	NA	23,993	17.2%	1,510	NA	0	NA	1,510	NA	25,503	24.6%
DEBENHAMS EXETER	12,648	10.9%	233	210.7%	7,649	70.7%	1,980	72.0%	0	NA	738	37.7%	0	NA	23,248	29.9%	2,486	NA	0	NA	2,486	NA	25,734	43.8%
DEBENHAMS FALKIRK (DESIRE BY)	14,455	17.0%	475	309.5%	8,184	28.7%	594	-56.8%	0	NA	312	116.7%	0	NA	24,020	16.5%	2,627	NA	0	NA	2,627	NA	26,647	29.3%
DEBENHAMS FAREHAM (OPND 05/2011)	7,853	NA	222	NA	3,779	NA	457	NA	0	NA	561	NA	82	NA	12,954	NA	1,754	NA	0	NA	1,754	NA	14,708	NA
DEBENHAMS FARNBOROUGH (OPND 11/2010)	7,450	267.4%	0	NA	3,958	240.3%	734	261.6%	0	NA	336	479.3%	0	NA	12,478	261.5%	636	NA	0	NA	636	NA	13,114	279.9%
DEBENHAMS FOLKSTONE	14,336	-0.3%	487	NA	7,874	12.2%	2,023	110.7%	0	NA	1,369	93.9%	109	NA	26,198	11.9%	1,845	NA	0	NA	1,845	NA	28,043	19.8%

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	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
DEBENHAMS GATESHEAD	65,524	23.0%	2,906	234.8%	57,645	16.5%	12,975	12.6%	0	NA	6,145	-11.2%	908	124.8%	146,184	17.5%	15,852	NA	907	NA	16,759	NA	162,943	31.0%
DEBENHAMS GLASGOW	72,878	10.7%	3,171	391.6%	41,518	14.1%	12,896	4.7%	0	NA	8,870	11.9%	1,728	58.1%	141,166	10.3%	29,870	NA	1,076	NA	30,946	NA	172,112	34.5%
DEBENHAMS GLOUCESTER	18,899	27.0%	555	NA	7,626	42.8%	1,810	76.6%	0	NA	896	30.4%	124	117.5%	29,910	35.0%	2,585	NA	0	NA	2,585	NA	32,495	46.7%
DEBENHAMS GRAVESEND	14,695	22.8%	383	NA	10,780	78.7%	1,214	-19.9%	0	NA	987	374.5%	0	NA	28,059	41.2%	2,554	NA	0	NA	2,554	NA	30,613	54.1%
DEBENHAMS GREAT YARMOUTH	9,935	24.9%	341	NA	3,752	-10.1%	649	-18.7%	0	NA	268	-68.5%	0	NA	14,945	7.5%	1,250	NA	0	NA	1,250	NA	16,195	16.5%
DEBENHAMS GUILDFORD	13,500	38.8%	477	914.9%	5,849	28.5%	1,328	168.8%	0	NA	1,043	-15.4%	0	NA	22,197	34.3%	2,491	NA	0	NA	2,491	NA	24,688	49.3%
DEBENHAMS HANLEY	20,865	4.2%	468	492.4%	12,236	24.8%	2,773	1.5%	0	NA	1,208	-11.2%	56	-32.5%	37,606	8.0%	3,465	NA	0	NA	3,465	NA	41,071	18.0%
DEBENHAMS HARROGATE	16,574	-8.8%	604	NA	7,460	22.3%	1,576	5.8%	0	NA	863	-9.3%	62	NA	27,155	0.3%	849	NA	0	NA	849	NA	28,004	3.4%
DEBENHAMS HARROW	16,449	-5.4%	537	NA	10,622	34.5%	3,309	78.0%	0	NA	3,652	-2.1%	112	-44.3%	34,681	8.1%	5,570	NA	0	NA	5,570	NA	40,251	25.4%
DEBENHAMS HASTINGS	7,326	40.4%	0	NA	4,315	38.7%	331	-51.6%	0	NA	182	7.1%	0	NA	12,154	24.1%	488	NA	0	NA	488	NA	12,642	29.1%
DEBENHAMS HEMEL HEMPSTEAD	12,986	39.8%	459	NA	7,350	26.5%	1,511	21.7%	0	NA	1,108	51.0%	0	NA	23,414	35.8%	2,547	NA	0	NA	2,547	NA	25,961	50.6%
DEBENHAMS HOUNSLOW	6,264	51.3%	0	NA	4,052	13.1%	1,351	270.1%	0	NA	835	6.4%	115	105.4%	12,633	35.5%	1,638	NA	0	NA	1,638	NA	14,271	53.1%
DEBENHAMS HULL	25,087	34.0%	640	NA	12,957	59.0%	3,168	24.2%	0	NA	1,384	-0.5%	51	NA	43,287	37.1%	3,873	NA	0	NA	3,873	NA	47,160	49.4%
DEBENHAMS ILFORD	20,267	-1.1%	883	97.5%	16,248	37.0%	3,264	44.1%	0	NA	2,938	-35.1%	179	-20.8%	43,779	9.8%	6,198	NA	0	NA	6,198	NA	49,977	25.3%
DEBENHAMS INVERNESS	15,863	15.4%	397	402.5%	8,328	32.5%	2,287	60.3%	0	NA	1,008	20.0%	0	NA	27,883	22.6%	5,838	NA	0	NA	5,838	NA	33,721	48.3%
DEBENHAMS IPSWICH	28,755	11.3%	1,002	550.6%	14,161	13.8%	3,474	74.4%	0	NA	1,842	-10.8%	95	-33.6%	49,329	14.2%	6,144	NA	0	NA	6,144	NA	55,473	28.5%
DEBENHAMS KIDDERMINSTER (DESIRE BY)	14,524	27.6%	383	NA	9,539	39.8%	2,351	28.5%	0	NA	388	-65.8%	0	NA	27,185	26.1%	2,724	NA	0	NA	2,724	NA	29,909	38.7%
DEBENHAMS KINGS LYNN (OPND 11/2010)	5,967	186.5%	0	NA	4,011	255.0%	303	-21.9%	0	NA	224	NA	0	NA	10,505	191.7%	968	NA	0	NA	968	NA	11,473	218.6%
DEBENHAMS KIRCALCADDY (DESIRE BY)	16,971	37.6%	398	NA	9,871	69.1%	1,885	-10.0%	0	NA	126	-57.4%	0	NA	29,251	40.2%	3,217	NA	0	NA	3,217	NA	32,468	55.6%
DEBENHAMS LEEDS (BRIGGATE)	48,382	18.3%	890	-2.9%	34,130	24.2%	7,756	58.9%	0	NA	5,831	48.9%	443	19.4%	97,432	22.2%	7,463	NA	0	NA	7,463	NA	104,895	31.6%
DEBENHAMS LEEDS (WHITE ROSE)	61,022	2.1%	2,086	206.8%	52,695	26.4%	9,297	29.0%	0	NA	4,325	-24.3%	471	10.3%	129,896	11.5%	10,272	NA	0	NA	10,272	NA	140,168	20.3%
DEBENHAMS LEICESTER	15,711	-13.7%	540	NA	9,998	21.5%	2,686	13.3%	0	NA	2,443	43.1%	56	NA	31,459	0.2%	4,008	NA	0	NA	4,008	NA	35,467	13.0%
DEBENHAMS LEITH	14,574	7.2%	301	13.2%	7,486	19.8%	2,044	9.1%	0	NA	1,407	15.0%	62	-50.8%	25,874	10.3%	2,982	NA	0	NA	2,982	NA	28,856	23.0%
DEBENHAMS LINCOLN	31,983	9.9%	1,085	586.7%	14,810	10.0%	4,649	55.4%	0	NA	2,342	24.9%	62	-68.0%	54,931	14.0%	4,200	NA	0	NA	4,200	NA	59,131	22.7%
DEBENHAMS LIVERPOOL	72,347	33.5%	3,111	186.5%	81,819	26.7%	15,472	3.0%	686	NA	6,540	-16.9%	1,005	-24.5%	180,980	24.7%	20,388	NA	973	NA	21,361	NA	202,341	39.5%
DEBENHAMS LIVINGSTON	15,673	43.1%	410	NA	10,161	26.2%	2,051	5.7%	0	NA	1,300	-12.5%	172	NA	29,767	29.0%	3,775	NA	0	NA	3,775	NA	33,542	45.3%
DEBENHAMS LLANDUDNO	25,470	5.9%	543	NA	19,495	28.0%	3,821	58.7%	0	NA	1,873	56.3%	0	NA	51,202	18.1%	6,182	NA	0	NA	6,182	NA	57,384	32.3%
DEBENHAMS LLANELLI	7,640	17.9%	0	NA	5,940	37.1%	843	68.9%	0	NA	232	95.0%	0	NA	14,655	25.4%	1,717	NA	0	NA	1,717	NA	16,372	40.0%
DEBENHAMS LONDON	152,365	14.9%	8,067	164.1%	90,533	4.3%	27,305	22.6%	0	NA	36,218	-2.6%	5,060	6.2%	319,646	10.3%	42,044	NA	2,193	NA	44,237	NA	363,883	25.6%
DEBENHAMS LUTON	11,731	11.6%	177	-46.2%	5,746	2.4%	1,324	82.6%	0	NA	736	-19.6%	0	NA	19,728	7.8%	1,190	NA	0	NA	1,190	NA	20,918	14.3%
DEBENHAMS MANCHESTER (TRAFFORD PARK)	53,907	4.4%	2,662	145.3%	48,047	4.8%	12,560	33.4%	0	NA	6,486	-10.7%	1,290	34.4%	124,952	6.0%	16,264	NA	498	NA	16,762	NA	141,714	20.2%
DEBENHAMS MANCHESTER	43,545	24.4%	1,737	467.6%	38,338	67.8%	9,350	39.6%	0	NA	6,334	40.6%	498	11.2%	99,802	40.3%	9,949	NA	0	NA	9,949	NA	109,751	54.3%
DEBENHAMS MANSFIELD (OPND 11/2010)	8,489	320.7%	52	NA	5,442	260.4%	1,722	333.8%	0	NA	422	125.7%	0	NA	16,127	292.2%	1,134	NA	0	NA	1,134	NA	17,261	319.8%
DEBENHAMS MEADOWHALL	54,796	28.1%	2,404	84.9%	46,047	41.9%	9,114	21.6%	0	NA	7,109	39.1%	522	-28.6%	119,992	32.0%	12,699	NA	428	NA	13,127	NA	133,119	46.4%
DEBENHAMS MERRYHILL	45,475	29.9%	1,173	NA	33,458	59.6%	6,622	2.7%	0	NA	4,872	19.5%	361	-11.7%	91,977	35.9%	9,242	NA	0	NA	9,242	NA	101,219	49.6%
DEBENHAMS MERTHYR TYDFIL (DESIRE BY)	7,904	51.7%	0	NA	10,351	58.1%	2,016	155.5%	0	NA	288	396.6%	0	NA	20,559	62.3%	1,710	NA	0	NA	1,710	NA	22,269	75.8%
DEBENHAMS MIDDLESBOROUGH	40,481	11.9%	1,295	NA	19,485	30.5%	4,897	43.2%	0	NA	2,047	30.4%	54	NA	68,259	19.9%	3,007	NA	0	NA	3,007	NA	71,266	25.2%
DEBENHAMS MILTON KEYNES	36,013	16.8%	1,357	479.9%	26,551	55.4%	5,493	87.3%	0	NA	4,139	7.8%	327	-39.7%	73,905	31.9%	5,175	NA	0	NA	5,175	NA	79,080	41.1%
DEBENHAMS MONKS CROSS YORK	6,984	16.0%	0	NA	4,795	14.9%	1,426	151.1%	0	NA	380	-14.8%	0	NA	13,585	18.3%	1,470	NA	0	NA	1,470	NA	15,055	31.1%
DEBENHAMS NEWBURY (CLSD 10/2011)	5,640	-41.3%	324	5.9%	1,437	-32.6%	0	NA	0	NA	152	-17.8%	0	NA	7,553	-41.7%	508	NA	0	NA	508	NA	8,061	-37.8%
DEBENHAMS NEWBURY PARKWAY (OPND 10/2)	3,427	NA	0	NA	1,309	NA	0	NA	0	NA	195	NA	0	NA	4,931	NA	340	NA	0	NA	340	NA	5,271	NA
DEBENHAMS NEWCASTLE (OPND 01/2010)	37,931	40.8%	1,516	156.1%	28,896	25.5%	6,695	3.1%	0	NA	4,902	14.2%	497	46.6%	80,437	30.2%	8,859	NA	503	NA	9,362	NA	89,799	45.4%
DEBENHAMS NORTHAMPTON (OPND 11/2010)	6,011	299.7%	0	NA	4,392	359.9%	757	68.6%	0	NA	357	NA	0	NA	11,517	292.9%	229	NA	0	NA	229	NA	11,746	300.8%
DEBENHAMS NORWICH	29,528	20.2%	837	440.0%	11,987	6.6%	3,548	34.6%	0	NA	2,351	-16.5%	0	NA	48,251	15.3%	3,976	NA	0	NA	3,976	NA	52,227	24.8%
DEBENHAMS NOTTINGHAM	22,621	21.8%	809	NA	8,213	14.5%	2,423	17.3%	0	NA	1,282	-10.1%	54	-35.7%	35,402	18.5%	1,977	NA	0	NA	1,977	NA	37,379	25.2%
DEBENHAMS NUNEATON	10,052	30.4%	345	106.6%	4,889	103.2%	1,445	112.5%	0	NA	462	252.7%	0	NA	17,193	52.0%	2,408	NA	0	NA	2,408	NA	19,601	73.3%
DEBENHAMS OLDHAM	16,450	4.8%	643	831.9%	8,879	34.2%	2,073	16.0%	0	NA	649	34.4%	0	NA	28,719	13.7%	3,176	NA	0	NA	3,176	NA	31,895	26.3%
DEBENHAMS ORPINGTON (DESIRE BY)	6,377	38.0%	109	NA	6,097	81.1%	859	5.5%	0	NA	529	114.2%	0	NA	13,971	51.3%	673	NA	0	NA	673	NA	14,644	58.6%
DEBENHAMS OXFORD	15,513	-11.1%	455	46.3%	7,512	32.7%	1,821	9.9%	0	NA	1,508	33.0%	0	NA	26,809	0.7%	5,000	NA	0	NA	5,000	NA	31,809	19.5%
DEBENHAMS PERTH	7,596	17.3%	249	NA	3,174	19.7%	831	-22.8%	0	NA	172	-56.2%	0	NA	12,022	10.0%	1,123	NA	0	NA	1,123	NA	13,145	20.2%

DECEMBER 2011 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

DEBENHAMS GROUP

YEAR TO DATE - RETAIL
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
DEBENHAMS PLYMOUTH	30,462	13.6%	992	11.7%	10,369	35.4%	2,203	48.3%	0	NA	1,484	16.5%	0	NA	45,510	17.5%	3,382	NA	0	NA	3,382	NA	48,892	26.3%
DEBENHAMS POLLOCK	37,644	21.5%	1,133	156.3%	20,010	9.4%	5,154	9.8%	0	NA	4,224	25.5%	736	84.9%	68,901	16.9%	14,397	NA	0	NA	14,397	NA	83,298	41.3%
DEBENHAMS PRESTON	29,314	5.5%	1,207	92.2%	18,458	23.4%	3,964	18.8%	0	NA	2,268	15.1%	268	32.7%	55,479	13.2%	7,260	NA	0	NA	7,260	NA	62,739	28.0%
DEBENHAMS PORTSMOUTH	46,499	18.4%	2,216	339.7%	33,963	21.3%	4,498	-8.3%	0	NA	3,422	9.8%	270	-9.7%	90,964	17.9%	10,399	NA	565	NA	10,964	NA	101,928	32.1%
DEBENHAMS READING	17,481	11.9%	377	53.9%	7,155	43.7%	1,895	20.1%	0	NA	1,073	-15.8%	124	-29.9%	28,105	15.6%	3,408	NA	0	NA	3,408	NA	31,513	29.6%
DEBENHAMS REDDITCH	18,276	-0.9%	591	NA	11,401	35.8%	2,790	29.7%	0	NA	1,213	69.7%	56	NA	34,327	15.2%	5,151	NA	0	NA	5,151	NA	39,478	32.4%
DEBENHAMS ROMFORD	66,216	4.5%	3,301	549.8%	46,946	22.4%	8,478	23.0%	0	NA	7,446	-17.2%	908	10.6%	133,304	10.3%	12,037	NA	103	NA	12,140	NA	145,444	20.4%
DEBENHAMS SALISBURY	11,807	17.3%	328	368.6%	5,886	47.8%	1,297	16.3%	0	NA	324	-37.2%	0	NA	19,697	21.0%	953	NA	0	NA	953	NA	20,650	26.9%
DEBENHAMS SCARBOROUGH	19,926	2.0%	645	NA	10,431	57.6%	2,844	28.1%	0	NA	1,256	18.0%	0	NA	35,102	18.9%	1,855	NA	0	NA	1,855	NA	36,957	25.1%
DEBENHAMS SHEFFIELD	11,543	39.2%	196	532.3%	5,816	46.0%	1,753	43.0%	0	NA	890	52.9%	49	NA	20,247	39.9%	987	NA	0	NA	987	NA	21,234	46.7%
DEBENHAMS SLOUGH	8,592	28.2%	233	NA	4,788	20.0%	1,078	161.7%	0	NA	660	-6.0%	0	NA	15,400	25.7%	1,843	NA	0	NA	1,843	NA	17,243	40.7%
DEBENHAMS SOUTHAMPTON	16,260	13.7%	373	NA	6,517	47.9%	2,019	89.6%	0	NA	787	-8.5%	62	17.0%	26,018	24.4%	3,572	NA	0	NA	3,572	NA	29,590	41.4%
DEBENHAMS SOUTHEND	51,386	7.1%	2,187	95.8%	36,233	21.1%	7,321	39.1%	0	NA	7,326	6.0%	520	-28.1%	105,029	12.7%	7,804	NA	139	NA	7,943	NA	112,972	21.3%
DEBENHAMS SOUTHPORT	23,992	15.6%	800	173.0%	13,268	9.1%	3,362	81.1%	0	NA	1,090	19.1%	90	66.7%	42,602	16.7%	3,687	NA	0	NA	3,687	NA	46,289	26.8%
DEBENHAMS SOUTHSEA	7,339	-0.4%	233	NA	3,855	35.1%	1,336	115.8%	0	NA	448	25.8%	0	NA	13,211	16.5%	1,016	NA	0	NA	1,016	NA	14,227	25.5%
DEBENHAMS SOUTHSIELDS	18,021	41.0%	488	NA	13,500	10.5%	3,379	-0.4%	0	NA	1,060	106.2%	0	NA	36,448	25.5%	2,518	NA	0	NA	2,518	NA	38,966	34.2%
DEBENHAMS STAINES	13,258	25.0%	410	772.3%	6,155	26.8%	1,362	21.1%	0	NA	553	-44.9%	0	NA	21,738	21.9%	1,308	NA	0	NA	1,308	NA	23,046	29.3%
DEBENHAMS STIRLING	24,874	-12.3%	905	159.3%	13,493	23.6%	3,132	26.8%	0	NA	1,794	-26.8%	166	NA	44,364	-2.5%	7,030	NA	0	NA	7,030	NA	51,394	13.0%
DEBENHAMS STOCKPORT	26,805	17.3%	1,074	NA	15,418	24.9%	4,598	72.4%	0	NA	1,304	-35.4%	177	52.6%	49,376	22.3%	3,408	NA	0	NA	3,408	NA	52,784	30.7%
DEBENHAMS STOCKTON ON TEES	23,782	22.0%	888	NA	14,355	39.0%	3,315	76.7%	0	NA	1,775	14.6%	0	NA	44,115	29.6%	3,410	NA	0	NA	3,410	NA	47,525	39.6%
DEBENHAMS STRATFORD	14,024	8.1%	246	NA	5,102	31.9%	1,206	-4.6%	0	NA	328	12.3%	121	NA	21,027	13.5%	1,187	NA	0	NA	1,187	NA	22,214	19.9%
DEBENHAMS SUNDERLAND	75,918	23.6%	3,527	768.7%	63,401	16.2%	15,105	3.7%	132	NA	6,524	5.2%	604	33.6%	165,227	18.3%	16,770	NA	837	NA	17,607	NA	182,834	30.9%
DEBENHAMS SUTTON	12,842	8.4%	683	NA	10,941	51.4%	1,446	122.8%	0	NA	1,246	56.9%	62	17.0%	27,220	30.7%	3,275	NA	0	NA	3,275	NA	30,495	46.4%
DEBENHAMS SWANSEA	27,579	3.2%	692	NA	10,169	20.4%	2,280	46.9%	0	NA	1,727	9.2%	367	2.8%	42,814	8.6%	4,237	NA	0	NA	4,237	NA	47,051	19.3%
DEBENHAMS SWINDON	12,410	25.4%	316	NA	4,352	44.2%	1,254	27.1%	0	NA	539	5.5%	0	NA	18,871	30.1%	2,752	NA	0	NA	2,752	NA	21,623	49.0%
DEBENHAMS TAUNTON	13,361	23.3%	316	NA	5,888	13.9%	1,346	42.0%	0	NA	1,246	35.9%	0	NA	22,157	23.1%	2,557	NA	0	NA	2,557	NA	24,714	37.3%
DEBENHAMS TELFORD	18,847	9.5%	665	1.1%	10,449	26.9%	2,354	25.3%	0	NA	1,118	5.9%	0	NA	33,433	13.5%	5,635	NA	0	NA	5,635	NA	39,068	32.7%
DEBENHAMS THANET	14,660	7.2%	428	307.6%	5,633	-2.6%	1,656	32.8%	0	NA	904	-41.3%	59	-47.8%	23,340	3.4%	2,338	NA	0	NA	2,338	NA	25,678	13.7%
DEBENHAMS THURROCK	63,482	14.1%	3,400	367.0%	53,180	8.2%	8,526	-3.0%	0	NA	9,217	12.7%	794	-0.7%	138,714	11.0%	16,278	NA	739	NA	17,017	NA	155,731	24.6%
DEBENHAMS TORQUAY	16,632	21.8%	398	46.3%	5,142	49.4%	1,726	129.2%	0	NA	831	-1.8%	59	NA	24,788	25.5%	2,453	NA	0	NA	2,453	NA	27,241	37.9%
DEBENHAMS TRURO	18,390	15.9%	435	NA	7,452	18.8%	1,621	55.0%	0	NA	294	26.2%	0	NA	28,192	19.9%	2,618	NA	0	NA	2,618	NA	30,810	31.0%
DEBENHAMS UXBRIDGE	15,874	11.2%	393	136.7%	8,969	26.1%	1,616	-4.7%	0	NA	1,202	27.9%	47	-13.0%	28,101	14.3%	5,620	NA	0	NA	5,620	NA	33,721	37.1%
DEBENHAMS WAKEFIELD (OPND 05/2011)	11,154	NA	249	NA	7,397	NA	2,280	NA	0	NA	940	NA	174	NA	22,194	NA	3,485	NA	0	NA	3,485	NA	25,679	NA
DEBENHAMS WALSALL (OPND 11/2010)	10,639	174.4%	233	NA	9,305	548.9%	1,534	129.6%	0	NA	497	714.8%	48	NA	22,256	268.5%	1,341	NA	0	NA	1,341	NA	23,597	290.7%
DEBENHAMS WALTON (DESIRE BY)	6,405	22.4%	0	NA	4,319	39.5%	808	160.6%	0	NA	629	151.6%	0	NA	12,161	35.3%	640	NA	0	NA	640	NA	12,801	42.4%
DEBENHAMS WARRINGTON	22,946	12.4%	743	NA	12,821	27.9%	3,945	7.6%	0	NA	1,195	-5.8%	155	13.1%	41,805	15.6%	5,881	NA	0	NA	5,881	NA	47,686	31.8%
DEBENHAMS WELWYN GARDEN CITY	7,271	66.1%	0	NA	7,348	72.7%	489	-48.4%	0	NA	98	-54.0%	0	NA	15,206	52.0%	2,346	NA	0	NA	2,346	NA	17,552	75.4%
DEBENHAMS WESTFIELD	15,930	18.9%	596	220.4%	15,028	49.6%	3,057	29.3%	0	NA	1,994	-26.1%	108	-56.6%	36,749	23.9%	3,814	NA	0	NA	3,814	NA	40,563	36.7%
DEBENHAMS WEYMOUTH	9,385	4.2%	156	108.0%	5,263	12.8%	1,225	54.1%	0	NA	818	24.1%	62	106.7%	16,909	6.5%	2,125	NA	0	NA	2,125	NA	19,034	19.9%
DEBENHAMS WIGAN	30,148	31.1%	676	4.2%	22,387	33.8%	4,710	17.4%	0	NA	1,535	2.2%	0	NA	59,456	29.2%	5,394	NA	0	NA	5,394	NA	64,850	40.9%
DEBENHAMS WIMBLEDON	14,602	5.6%	639	-8.8%	9,271	33.3%	2,050	83.4%	0	NA	1,816	-7.9%	389	33.7%	28,783	15.1%	1,624	NA	0	NA	1,624	NA	30,407	21.5%
DEBENHAMS WINCHESTER	12,178	42.3%	468	NA	5,093	29.3%	1,173	38.2%	0	NA	916	26.0%	0	NA	19,828	39.2%	1,852	NA	0	NA	1,852	NA	21,680	52.2%
DEBENHAMS WITNEY	5,967	32.0%	0	NA	1,988	-26.9%	846	151.8%	0	NA	488	-8.4%	87	190.0%	9,376	6.8%	317	NA	0	NA	317	NA	9,693	10.4%
DEBENHAMS WOKING	9,277	-0.4%	234	NA	4,482	-7.1%	1,110	38.6%	0	NA	758	-4.3%	0	NA	15,861	-2.9%	1,382	NA	0	NA	1,382	NA	17,243	5.5%
DEBENHAMS WORCESTER	13,657	40.6%	478	NA	6,099	39.1%	1,281	8.2%	0	NA	418	-3.7%	0	NA	21,933	38.6%	2,961	NA	0	NA	2,961	NA	24,894	57.3%
DEBENHAMS WORKINGTON	13,370	25.6%	196	NA	11,034	35.2%	2,673	84.0%	0	NA	869	-23.0%	62	14.8%	28,204	28.2%	2,719	NA	0	NA	2,719	NA	30,923	40.6%
DEBENHAMS WORTHING	14,061	8.2%	415	NA	7,047	27.4%	2,090	103.1%	0	NA	1,102	24.4%	61	NA	24,776	20.2%	2,116	NA	0	NA	2,116	NA	26,892	30.5%
DEBENHAMS WREXHAM	12,453	47.1%	316	NA	9,697	32.3%	2,530	152.0%	0	NA	1,321	87.4%	0	NA	26,317	49.3%	1,856	NA	0	NA	1,856	NA	28,173	59.8%
DEBENHAMS YORK (OPND 11/2010)	11,049	423.9%	52	NA	7,725	305.3%	1,734	580.0%	0	NA	428	128.9%	0	NA	20,988	370.9%	1,403	NA	0	NA	1,403	NA	22,391	402.4%
DEBENHAMS.COM	156,808	93.6%	9,219	305.2%	104,839	112.0%	38,414	105.5%	0	NA	26,076	212.7%	2,149	681.5%	341,611	108.0%	36,102	NA	0	NA	36,102	NA	377,713	130.0%
DEBENHAMS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	3,649,294	19.3%	128,928	296.6%	2,339,386	30.2%	541,038	27.6%	2,606	-8.0%	360,178	11.3%	31,809	16.7%	7,058,456	22.9%	747,784	NA	11,461	NA	759,245	NA	7,817,701	36.2%

LIKE ON LIKE	3,332,590	14.8%	115,584	302
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CLARINS FRAGRANCE GROUP STORE GROUP REPORT

DEBENHAMS GROUP

MONTH - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BROWNS CHESTER	9,400	23.6%	2,050	298.8%	4,549	-24.9%	4,843	487.7%	0	NA	769	-6.8%	88	-59.8%	21,699	35.2%	466	NA	0	NA	466	NA	22,165	38.2%
DEBENHAMS ABERDEEN	2,911	-36.0%	976	NA	2,712	-4.6%	1,740	447.2%	0	NA	71	-65.4%	27	200.0%	8,437	5.9%	716	NA	0	NA	716	NA	9,153	14.9%
DEBENHAMS ALTRINGHAM	1,133	75.7%	218	NA	289	1.0%	32	-70.9%	0	NA	0	NA	0	NA	1,672	52.4%	73	NA	0	NA	73	NA	1,745	59.1%
DEBENHAMS ASHFORD	762	-41.4%	315	NA	466	118.8%	130	47.7%	0	NA	205	138.4%	17	NA	1,895	12.3%	163	NA	0	NA	163	NA	2,058	22.0%
DEBENHAMS AYR	2,558	0.9%	586	NA	1,034	140.5%	998	NA	0	NA	71	-12.3%	0	NA	5,247	68.3%	540	NA	0	NA	540	NA	5,787	85.6%
DEBENHAMS BANBURY	3,491	71.6%	330	NA	1,597	NA	166	39.5%	0	NA	30	-71.4%	17	NA	5,631	133.2%	0	NA	0	NA	0	NA	5,631	133.2%
DEBENHAMS BANGOR	1,120	-20.2%	451	NA	688	-18.0%	1,375	NA	0	NA	69	NA	17	NA	3,720	59.8%	381	NA	0	NA	381	NA	4,101	76.2%
DEBENHAMS BARROW	1,463	-32.0%	330	633.3%	1,129	211.0%	672	NA	0	NA	0	NA	17	NA	3,611	34.4%	144	NA	0	NA	144	NA	3,755	39.7%
DEBENHAMS BASILDON	4,672	-21.3%	1,465	NA	3,074	-10.1%	2,345	617.1%	0	NA	196	-65.4%	61	1.7%	11,813	14.2%	737	NA	0	NA	737	NA	12,550	21.3%
DEBENHAMS BASINGSTOKE	2,602	66.6%	391	334.4%	1,206	96.1%	426	NA	0	NA	58	-38.3%	34	100.0%	4,717	95.7%	421	NA	0	NA	421	NA	5,138	113.2%
DEBENHAMS BATH (OPND 09/2010)	1,496	-32.8%	293	NA	612	-31.5%	790	503.1%	0	NA	0	NA	17	-50.0%	3,208	-2.8%	341	NA	0	NA	341	NA	3,549	7.5%
DEBENHAMS BEDFORD	2,094	14.1%	353	NA	897	-33.1%	1,393	NA	0	NA	19	-76.5%	17	0.0%	4,773	40.6%	222	NA	0	NA	222	NA	4,995	47.2%
DEBENHAMS BIRMINGHAM	8,268	-3.9%	2,771	NA	4,413	-3.5%	3,070	238.9%	0	NA	627	-76.3%	174	-66.3%	19,323	11.1%	174	NA	0	NA	174	NA	19,497	12.1%
DEBENHAMS BIRMINGHAM FORT (DESIRE BY)	1,906	125.0%	173	NA	1,122	328.2%	281	778.1%	0	NA	0	NA	0	NA	3,482	190.9%	0	NA	0	NA	0	NA	3,482	190.9%
DEBENHAMS BLACKBURN	1,025	-60.2%	413	NA	1,108	44.1%	97	49.2%	0	NA	0	NA	0	NA	2,643	-23.8%	212	NA	0	NA	212	NA	2,855	-17.7%
DEBENHAMS BLACKPOOL	1,197	-35.4%	548	NA	1,103	47.9%	264	172.2%	0	NA	236	52.3%	34	NA	3,382	18.7%	343	NA	0	NA	343	NA	3,725	30.7%
DEBENHAMS BOLTON	3,221	61.5%	526	NA	1,418	292.8%	368	271.7%	0	NA	56	-66.5%	34	100.0%	5,623	113.1%	302	NA	0	NA	302	NA	5,925	124.5%
DEBENHAMS BOURNEMOUTH	2,413	85.9%	428	NA	651	6.2%	454	312.7%	0	NA	78	-60.4%	34	100.0%	4,058	81.6%	188	NA	0	NA	188	NA	4,246	90.0%
DEBENHAMS BRIGHTON	4,041	20.9%	1,134	NA	1,917	-4.0%	2,069	207.4%	0	NA	310	-30.5%	86	405.9%	9,557	47.6%	334	NA	0	NA	334	NA	9,891	52.8%
DEBENHAMS BRISTOL	1,867	7.5%	330	NA	949	68.0%	545	213.2%	0	NA	0	NA	0	NA	3,691	47.1%	246	NA	0	NA	246	NA	3,937	56.9%
DEBENHAMS BROMLEY	1,806	-39.9%	526	NA	1,205	24.6%	835	479.9%	0	NA	713	132.2%	0	NA	5,085	14.9%	445	NA	0	NA	445	NA	5,530	25.0%
DEBENHAMS BURY (OPND 06/2010)	2,708	-11.5%	623	NA	1,938	315.0%	141	-29.5%	0	NA	50	-71.3%	86	152.9%	5,546	40.9%	1,079	NA	0	NA	1,079	NA	6,625	68.4%
DEBENHAMS BURY ST. EDMUNDS	2,176	-24.7%	586	NA	987	-23.0%	707	987.7%	0	NA	19	-87.6%	0	NA	4,475	1.2%	172	NA	0	NA	172	NA	4,647	5.1%
DEBENHAMS CAMBRIDGE	2,715	-29.9%	781	NA	742	-41.6%	634	126.4%	0	NA	190	-55.4%	17	-75.0%	5,079	-14.2%	221	NA	0	NA	221	NA	5,300	-10.4%
DEBENHAMS CANTERBURY	1,960	18.1%	195	NA	778	83.5%	88	-27.9%	0	NA	200	69.5%	34	100.0%	3,255	39.0%	123	NA	0	NA	123	NA	3,378	44.3%
DEBENHAMS CARDIFF	8,904	-9.0%	2,050	NA	4,206	24.8%	5,958	NA	(2,736)	NA	324	-54.6%	139	25.2%	18,845	32.0%	671	NA	0	NA	671	NA	19,516	36.7%
DEBENHAMS CARLISLE	2,535	4.0%	586	NA	1,715	45.8%	1,743	NA	0	NA	69	-41.5%	17	0.0%	6,665	71.7%	262	NA	0	NA	262	NA	6,927	78.4%
DEBENHAMS CARMARTHEN (OPND 03/2010)	873	7.9%	330	NA	1,196	36.7%	32	-51.5%	0	NA	19	0.0%	0	NA	2,450	38.5%	172	NA	0	NA	172	NA	2,622	48.2%
DEBENHAMS CHATHAM	1,842	2.2%	330	NA	881	51.6%	108	237.5%	0	NA	39	-80.9%	0	NA	3,200	22.1%	0	NA	0	NA	0	NA	3,200	22.1%
DEBENHAMS CHELMSFORD	3,190	-18.5%	781	NA	1,900	13.4%	2,203	NA	0	NA	21	-88.3%	34	0.0%	8,129	37.6%	490	NA	0	NA	490	NA	8,619	45.9%
DEBENHAMS CHELTENHAM	1,263	-7.7%	233	NA	267	190.2%	394	629.6%	0	NA	19	0.0%	17	NA	2,193	43.0%	0	NA	0	NA	0	NA	2,193	43.0%
DEBENHAMS CLAPHAM	1,236	-43.6%	428	NA	424	-8.6%	(71)	NA	0	NA	156	4.0%	(17)	NA	2,156	-25.1%	0	NA	0	NA	0	NA	2,156	-25.1%
DEBENHAMS COLCHESTER	2,392	-34.2%	841	NA	1,807	-9.1%	2,786	NA	0	NA	44	-70.5%	17	NA	7,887	35.6%	203	NA	0	NA	203	NA	8,090	39.1%
DEBENHAMS COVENTRY	1,461	-48.3%	488	NA	1,162	34.6%	1,682	NA	0	NA	99	421.1%	34	100.0%	4,926	30.7%	0	NA	0	NA	0	NA	4,926	30.7%
DEBENHAMS CRAWLEY	2,525	66.1%	293	551.1%	727	17.1%	154	40.0%	0	NA	14	-79.4%	34	100.0%	3,747	57.4%	286	NA	0	NA	286	NA	4,033	69.4%
DEBENHAMS CROYDON	1,813	-5.3%	413	NA	611	-9.7%	481	395.9%	0	NA	44	-72.7%	0	NA	3,362	16.6%	114	NA	0	NA	114	NA	3,476	20.5%
DEBENHAMS DERBY	3,333	-24.9%	646	NA	1,712	35.0%	890	446.0%	0	NA	211	36.1%	17	NA	6,809	13.0%	548	NA	0	NA	548	NA	7,357	22.1%
DEBENHAMS DONCASTER	3,733	-4.5%	683	NA	2,121	48.8%	1,786	NA	0	NA	200	69.5%	34	100.0%	8,557	52.0%	758	NA	0	NA	758	NA	9,315	65.5%
DEBENHAMS DUNDEE	2,874	-21.1%	841	NA	3,075	95.7%	1,261	540.1%	0	NA	80	-58.1%	17	NA	8,148	44.4%	254	NA	0	NA	254	NA	8,402	48.9%
DEBENHAMS DUNFIRMLINE	1,437	-44.8%	413	NA	678	613.7%	87	-27.5%	0	NA	25	31.6%	17	NA	2,657	-6.4%	230	NA	0	NA	230	NA	2,887	1.7%
DEBENHAMS EAST KILBRIDE	1,987	-30.5%	646	NA	982	176.6%	1,233	600.6%	0	NA	11	-87.8%	0	NA	4,859	38.0%	643	NA	0	NA	643	NA	5,502	56.3%
DEBENHAMS EASTBOURNE	1,158	-29.3%	255	NA	758	130.4%	54	-64.9%	0	NA	0	NA	17	0.0%	2,242	2.8%	294	NA	0	NA	294	NA	2,536	16.3%
DEBENHAMS EDINBURGH	1,377	-23.2%	353	NA	1,015	64.8%	1,148	943.6%	0	NA	74	19.4%	0	NA	3,967	53.7%	229	NA	0	NA	229	NA	4,196	62.6%
DEBENHAMS ELTHAM	1,511	52.6%	255	NA	503	132.9%	394	NA	0	NA	19	-66.1%	17	NA	2,699	108.6%	98	NA	0	NA	98	NA	2,797	116.2%
DEBENHAMS EXETER	1,056	-34.8%	391	NA	745	25.0%	136	-18.6%	0	NA	191	416.2%	34	100.0%	2,553	4.8%	139	NA	0	NA	139	NA	2,692	10.5%
DEBENHAMS FALKIRK (DESIRE BY)	2,342	38.7%	330	NA	589	210.0%	1,228	NA	0	NA	25	-55.4%	17	NA	4,531	129.2%	252	NA	0	NA	252	NA	4,783	141.9%
DEBENHAMS FAREHAM (OPND 05/2011)	709	NA	195	NA	251	NA	32	NA	0	NA	50	NA	17	NA	1,254	NA	0	NA	0	NA	0	NA	1,254	NA
DEBENHAMS FARNBOROUGH (OPND 11/2010)	517	288.7%	135	NA	223	-63.7%	422	270.2%	0	NA	97	NA	0	NA	1,394	61.9%	24	NA	0	NA	24	NA	1,418	64.7%
DEBENHAMS FOLKSTONE	950	-14.9%	293	NA	423	-43.1%	65	51.2%	0	NA	75	-28.6%	34	NA	1,840	-8.4%	66	NA	0	NA	66	NA	1,906	-5.1%

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	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
DEBENHAMS GATESHEAD	6,817	-11.4%	2,148	784.0%	3,855	-25.2%	4,133	196.7%	0	NA	468	-30.0%	113	232.4%	17,534	15.5%	1,156	NA	0	NA	1,156	NA	18,690	23.1%
DEBENHAMS GLASGOW	5,889	-25.7%	2,321	NA	4,373	71.1%	4,658	882.7%	0	NA	891	-6.5%	69	-50.0%	18,201	50.5%	2,468	NA	0	NA	2,468	NA	20,669	70.9%
DEBENHAMS GLOUCESTER	2,386	11.5%	391	NA	1,142	342.6%	850	NA	0	NA	0	NA	0	NA	4,769	84.3%	0	NA	0	NA	0	NA	4,769	84.3%
DEBENHAMS GRAVESEND	901	-8.0%	391	NA	1,682	78.7%	32	-25.6%	0	NA	75	NA	17	NA	3,098	57.8%	196	NA	0	NA	196	NA	3,294	67.8%
DEBENHAMS GREAT YARMOUTH	1,125	25.8%	195	NA	379	NA	1,395	NA	0	NA	19	-85.5%	0	NA	3,113	194.5%	0	NA	0	NA	0	NA	3,113	194.5%
DEBENHAMS GUILDFORD	1,664	39.2%	293	NA	811	104.3%	504	663.6%	0	NA	69	-25.0%	0	NA	3,341	90.9%	144	NA	0	NA	144	NA	3,485	99.1%
DEBENHAMS HANLEY	2,673	-19.9%	488	984.4%	1,513	-23.5%	2,155	NA	0	NA	44	-86.3%	17	-66.7%	6,890	16.7%	262	NA	0	NA	262	NA	7,152	21.2%
DEBENHAMS HARROGATE	1,403	-31.9%	330	NA	684	188.6%	1,677	NA	0	NA	25	-55.4%	34	NA	4,153	73.3%	0	NA	0	NA	0	NA	4,153	73.3%
DEBENHAMS HARROW	1,346	13.7%	466	NA	645	234.2%	514	328.3%	0	NA	33	-77.7%	17	-66.7%	3,021	78.1%	589	NA	0	NA	589	NA	3,610	112.9%
DEBENHAMS HASTINGS	646	-12.2%	158	NA	223	-53.8%	866	NA	0	NA	39	105.3%	0	NA	1,932	52.1%	79	NA	0	NA	79	NA	2,011	58.3%
DEBENHAMS HEMEL HEMPSTEAD	977	-0.9%	293	337.3%	967	92.2%	186	481.3%	0	NA	64	NA	0	NA	2,487	56.6%	245	NA	0	NA	245	NA	2,732	72.0%
DEBENHAMS HOUNSLOW	603	203.0%	158	NA	332	207.4%	32	-70.9%	0	NA	0	NA	34	100.0%	1,159	130.9%	98	NA	0	NA	98	NA	1,257	150.4%
DEBENHAMS HULL	4,054	4.0%	721	NA	2,226	67.4%	544	190.9%	0	NA	74	-56.0%	34	NA	7,653	37.1%	246	NA	0	NA	246	NA	7,899	41.5%
DEBENHAMS ILFORD	1,332	-47.7%	548	NA	989	113.1%	575	480.8%	0	NA	19	-69.4%	17	NA	3,480	9.8%	302	NA	0	NA	302	NA	3,782	19.3%
DEBENHAMS INVERNESS	1,570	-19.4%	451	NA	1,169	NA	1,260	NA	0	NA	0	NA	0	NA	4,450	113.8%	636	NA	0	NA	636	NA	5,086	144.4%
DEBENHAMS IPSWICH	3,043	-28.0%	661	NA	1,351	-10.9%	996	NA	0	NA	80	-64.9%	34	100.0%	6,165	0.8%	540	NA	0	NA	540	NA	6,705	9.6%
DEBENHAMS KIDDERMINSTER (DESIRE BY)	1,857	7.8%	391	NA	927	138.9%	1,288	NA	0	NA	0	NA	0	NA	4,463	95.8%	212	NA	0	NA	212	NA	4,675	105.1%
DEBENHAMS KINGS LYNN (OPND 11/2010)	977	29.9%	158	NA	484	12.6%	32	-83.2%	0	NA	0	NA	0	NA	1,651	20.2%	66	NA	0	NA	66	NA	1,717	25.1%
DEBENHAMS KIRKCALDY (DESIRE BY)	1,823	-7.0%	391	NA	1,595	94.7%	0	NA	0	NA	19	0.0%	0	NA	3,828	33.7%	269	NA	0	NA	269	NA	4,097	43.1%
DEBENHAMS LEEDS (BRIGGATE)	4,847	8.2%	1,389	NA	3,328	2.6%	2,490	NA	0	NA	510	117.9%	216	NA	12,780	55.6%	476	NA	0	NA	476	NA	13,256	61.4%
DEBENHAMS LEEDS (WHITE ROSE)	6,249	16.0%	1,758	623.5%	4,567	17.7%	4,633	NA	0	NA	244	-21.0%	52	20.9%	17,503	73.7%	766	NA	0	NA	766	NA	18,269	81.3%
DEBENHAMS LEICESTER	1,811	-14.7%	428	NA	925	31.6%	1,253	NA	0	NA	218	808.3%	17	NA	4,652	57.7%	528	NA	0	NA	528	NA	5,180	75.7%
DEBENHAMS LEITH	2,992	102.2%	391	NA	483	15.0%	1,237	521.6%	0	NA	28	-75.2%	0	NA	5,131	130.2%	279	NA	0	NA	279	NA	5,410	142.7%
DEBENHAMS LINCOLN	3,124	-23.8%	721	NA	1,494	42.3%	1,396	NA	0	NA	85	-60.5%	17	-50.0%	6,837	24.6%	231	NA	0	NA	231	NA	7,068	28.9%
DEBENHAMS LIVERPOOL	8,092	7.1%	2,576	NA	8,452	-2.9%	4,980	214.0%	0	NA	487	-30.8%	78	-72.8%	24,665	30.7%	971	NA	0	NA	971	NA	25,636	35.8%
DEBENHAMS LIVINGSTON	1,984	19.5%	466	NA	1,466	149.7%	871	NA	0	NA	0	NA	17	NA	4,804	99.7%	531	NA	0	NA	531	NA	5,335	121.7%
DEBENHAMS LLANDUDNO	2,685	-19.3%	683	NA	2,219	-5.1%	636	639.5%	0	NA	125	-3.1%	0	NA	6,348	8.0%	747	NA	0	NA	747	NA	7,095	20.7%
DEBENHAMS LLANELLI	1,327	12.4%	158	NA	988	85.7%	1,500	NA	0	NA	19	-48.6%	0	NA	3,992	117.9%	0	NA	0	NA	0	NA	3,992	117.9%
DEBENHAMS LONDON	11,841	-42.2%	4,529	594.6%	4,689	17.9%	1,506	34.7%	0	NA	1,948	-42.7%	293	-63.9%	24,806	-18.6%	109	NA	0	NA	109	NA	24,915	-18.2%
DEBENHAMS LUTON	1,783	-8.9%	233	NA	768	196.5%	32	0.0%	0	NA	150	100.0%	34	NA	3,000	29.1%	49	NA	0	NA	49	NA	3,049	31.2%
DEBENHAMS MANCHESTER (TRAFFORD PARK)	4,593	-40.7%	1,525	997.1%	3,128	-11.9%	4,723	NA	0	NA	560	-34.3%	78	-35.5%	14,607	14.3%	532	NA	0	NA	532	NA	15,139	18.5%
DEBENHAMS MANCHESTER	4,859	3.5%	1,487	NA	3,971	-3.8%	3,634	810.8%	0	NA	448	5.4%	172	405.9%	14,571	49.8%	834	NA	0	NA	834	NA	15,405	58.4%
DEBENHAMS MANSFIELD (OPND 11/2010)	1,531	NA	195	NA	475	47.5%	110	-48.4%	0	NA	156	NA	0	NA	2,467	266.0%	49	NA	0	NA	49	NA	2,516	273.3%
DEBENHAMS MEADOWHALL	8,693	66.6%	1,893	NA	7,133	179.9%	2,692	349.4%	0	NA	1,007	60.9%	89	4.7%	21,507	135.9%	587	NA	0	NA	587	NA	22,094	142.4%
DEBENHAMS MERRYHILL	7,548	6.0%	1,269	NA	5,758	71.5%	776	21.8%	0	NA	630	53.3%	36	5.9%	16,017	38.1%	508	NA	61	NA	569	NA	16,586	43.0%
DEBENHAMS MERTHYR TYDFIL (DESIRE BY)	1,247	91.3%	270	NA	616	-12.9%	360	500.0%	0	NA	0	NA	0	NA	2,493	73.4%	250	NA	0	NA	250	NA	2,743	90.8%
DEBENHAMS MIDDLESBOROUGH	4,441	-30.7%	879	NA	2,779	-10.4%	3,212	NA	0	NA	35	-75.2%	17	NA	11,363	14.7%	0	NA	0	NA	0	NA	11,363	14.7%
DEBENHAMS MILTON KEYNES	4,215	41.5%	916	559.0%	2,909	28.0%	1,632	NA	0	NA	176	-51.8%	34	-71.4%	9,882	65.8%	483	NA	0	NA	483	NA	10,365	73.9%
DEBENHAMS MONKS CROSS YORK	608	112.6%	195	NA	356	122.5%	552	NA	0	NA	0	NA	0	NA	1,711	209.4%	204	NA	0	NA	204	NA	1,915	246.3%
DEBENHAMS NEWBURY (CLSD 10/2011)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DEBENHAMS NEWBURY PARKWAY (OPND 10/2011)	403	NA	135	NA	587	NA	32	NA	0	NA	0	NA	0	NA	1,157	NA	0	NA	0	NA	0	NA	1,157	NA
DEBENHAMS NEWCASTLE (OPND 01/2010)	4,602	32.7%	1,172	NA	2,786	20.3%	2,692	791.4%	0	NA	827	-27.5%	44	29.4%	12,123	67.0%	221	NA	0	NA	221	NA	12,344	70.0%
DEBENHAMS NORTHAMPTON (OPND 11/2010)	989	310.4%	135	NA	762	159.2%	88	-46.0%	0	NA	0	NA	0	NA	1,974	182.8%	73	NA	0	NA	73	NA	2,047	193.3%
DEBENHAMS NORWICH	4,559	7.2%	744	NA	992	-11.2%	1,450	NA	0	NA	104	-44.7%	17	-75.0%	7,866	37.8%	713	NA	0	NA	713	NA	8,579	50.2%
DEBENHAMS NOTTINGHAM	2,357	-25.8%	451	NA	1,241	73.6%	142	-56.8%	0	NA	75	-65.4%	86	405.9%	4,352	-2.3%	66	NA	0	NA	66	NA	4,418	-0.8%
DEBENHAMS NUNEATON	1,121	63.4%	233	NA	332	96.4%	32	0.0%	0	NA	0	NA	0	NA	1,718	72.0%	49	NA	0	NA	49	NA	1,767	76.9%
DEBENHAMS OLDHAM	1,649	31.5%	391	768.9%	448	-21.7%	431	902.3%	0	NA	0	NA	0	NA	2,919	44.3%	171	NA	0	NA	171	NA	3,090	52.7%
DEBENHAMS ORPINGTON (DESIRE BY)	473	-12.4%	173	NA	356	-29.8%	32	-61.0%	0	NA	0	NA	0	NA	1,034	-11.3%	0	NA	0	NA	0	NA	1,034	-11.3%
DEBENHAMS OXFORD	1,944	-24.9%	391	NA	780	56.0%	477	536.0%	0	NA	11	-89.5%	0	NA	3,603	10.2%	443	NA	0	NA	443	NA	4,046	23.8%
DEBENHAMS PERTH	884	28.1%	158	NA	260	504.7%	82	36.7%	0	NA	0	NA	0	NA	1,384	66.7%	171	NA	0	NA	171	NA	1,555	87.3%

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MONTH - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
DEBENHAMS PLYMOUTH	4,448	32.2%	586	NA	915	101.1%	65	-41.4%	0	NA	132	5.6%	0	NA	6,146	50.0%	171	NA	0	NA	171	NA	6,317	54.2%
DEBENHAMS POLLOCK	3,433	-13.6%	1,014	NA	2,878	49.0%	2,358	800.0%	0	NA	121	-71.1%	113	334.6%	9,917	49.1%	1,634	NA	0	NA	1,634	NA	11,551	73.6%
DEBENHAMS PRESTON	2,391	-34.0%	744	NA	1,263	-35.6%	1,785	NA	0	NA	236	103.4%	17	NA	6,436	10.8%	621	NA	0	NA	621	NA	7,057	21.5%
DEBENHAMS PORTSMOUTH	2,241	-50.4%	1,269	NA	3,157	54.3%	329	89.1%	0	NA	118	-32.6%	17	NA	7,131	2.9%	697	NA	0	NA	697	NA	7,828	13.0%
DEBENHAMS READING	1,525	40.2%	315	NA	758	46.1%	1,260	NA	0	NA	25	-81.5%	34	-33.3%	3,917	107.2%	386	NA	0	NA	386	NA	4,303	127.7%
DEBENHAMS REDDITCH	2,140	-17.9%	488	984.4%	862	-36.3%	482	301.7%	0	NA	88	104.7%	34	NA	4,094	-1.8%	464	NA	0	NA	464	NA	4,558	9.4%
DEBENHAMS ROMFORD	6,401	-28.7%	1,660	NA	3,447	-9.5%	2,639	380.7%	0	NA	487	-41.0%	0	NA	14,634	2.9%	666	NA	0	NA	666	NA	15,300	7.5%
DEBENHAMS SALISBURY	526	-71.6%	255	NA	1,100	NA	87	171.9%	0	NA	0	NA	0	NA	1,968	1.6%	0	NA	0	NA	0	NA	1,968	1.6%
DEBENHAMS SCARBOROUGH	2,468	87.1%	488	NA	515	-10.6%	657	537.9%	0	NA	30	-18.9%	0	NA	4,158	104.3%	98	NA	0	NA	98	NA	4,256	109.1%
DEBENHAMS SHEFFIELD	1,615	-17.6%	270	NA	938	149.5%	54	-55.0%	0	NA	0	NA	17	0.0%	2,894	16.2%	49	NA	0	NA	49	NA	2,943	18.1%
DEBENHAMS SLOUGH	934	22.7%	158	NA	262	144.9%	32	-40.7%	0	NA	25	NA	0	NA	1,411	50.3%	256	NA	0	NA	256	NA	1,667	77.5%
DEBENHAMS SOUTHAMPTON	2,426	-2.5%	391	NA	388	6.3%	65	51.2%	0	NA	19	-84.7%	34	100.0%	3,323	9.4%	398	NA	0	NA	398	NA	3,721	22.5%
DEBENHAMS SOUTHEND	4,183	-23.7%	1,269	833.1%	2,168	-33.7%	1,985	627.1%	0	NA	675	22.3%	27	200.0%	10,307	6.0%	319	NA	0	NA	319	NA	10,626	9.3%
DEBENHAMS SOUTHPORT	2,273	-39.9%	623	NA	1,204	-33.8%	688	817.3%	0	NA	19	-76.5%	52	NA	4,859	-15.6%	360	NA	0	NA	360	NA	5,219	-9.3%
DEBENHAMS SOUTHSEA	1,110	69.7%	158	NA	134	NA	32	0.0%	0	NA	0	NA	0	NA	1,434	103.4%	0	NA	0	NA	0	NA	1,434	103.4%
DEBENHAMS SOUTHSIELDS	904	-61.5%	488	NA	1,968	-1.9%	236	-21.1%	0	NA	44	-65.9%	0	NA	3,640	-24.1%	147	NA	0	NA	147	NA	3,787	-21.1%
DEBENHAMS STAINES	1,229	10.6%	255	NA	729	140.6%	65	-54.2%	0	NA	30	-30.2%	17	0.0%	2,325	43.9%	0	NA	0	NA	0	NA	2,325	43.9%
DEBENHAMS STIRLING	2,217	-38.4%	586	NA	747	-35.7%	935	NA	0	NA	21	-89.7%	69	NA	4,575	-9.2%	845	NA	0	NA	845	NA	5,420	7.6%
DEBENHAMS STOCKPORT	1,468	-52.7%	548	NA	1,235	-31.3%	876	508.3%	0	NA	461	271.8%	0	NA	4,588	-11.5%	0	NA	0	NA	0	NA	4,588	-11.5%
DEBENHAMS STOCKTON ON TEES	2,620	-3.9%	608	NA	1,239	-6.8%	1,499	NA	0	NA	69	-25.0%	0	NA	6,035	41.1%	237	NA	0	NA	237	NA	6,272	46.6%
DEBENHAMS STRATFORD	1,522	0.3%	315	NA	88	-32.8%	54	68.8%	0	NA	103	442.1%	17	0.0%	2,099	22.3%	0	NA	0	NA	0	NA	2,099	22.3%
DEBENHAMS SUNDERLAND	7,159	-8.5%	2,441	NA	4,589	21.5%	3,551	452.3%	0	NA	130	-83.5%	53	-22.1%	17,923	35.9%	642	NA	31	NA	673	NA	18,596	41.0%
DEBENHAMS SUTTON	1,564	19.3%	315	NA	476	-43.6%	104	92.6%	0	NA	59	NA	0	NA	2,518	13.1%	426	NA	0	NA	426	NA	2,944	32.3%
DEBENHAMS SWANSEA	3,093	-33.3%	646	NA	2,524	111.0%	1,281	NA	0	NA	169	19.0%	34	-50.0%	7,747	26.4%	756	NA	0	NA	756	NA	8,503	38.7%
DEBENHAMS SWINDON	684	-46.1%	293	NA	479	15.7%	512	309.6%	0	NA	0	NA	17	NA	1,985	4.7%	147	NA	0	NA	147	NA	2,132	12.5%
DEBENHAMS TAUNTON	1,780	-16.0%	315	NA	829	-20.7%	100	-23.7%	0	NA	14	-85.9%	0	NA	3,038	-11.4%	490	NA	0	NA	490	NA	3,528	2.9%
DEBENHAMS TELFORD	1,929	-36.0%	526	NA	1,671	52.7%	1,294	684.2%	0	NA	158	-12.2%	17	NA	5,595	25.7%	573	NA	0	NA	573	NA	6,168	38.6%
DEBENHAMS THANET	2,217	92.8%	315	600.0%	465	104.8%	1,316	NA	0	NA	0	NA	0	NA	4,313	163.6%	196	NA	0	NA	196	NA	4,509	175.6%
DEBENHAMS THURROCK	10,698	22.1%	1,953	436.5%	6,692	27.7%	997	38.9%	0	NA	207	-81.5%	86	1.2%	20,633	26.7%	1,363	NA	0	NA	1,363	NA	21,996	35.1%
DEBENHAMS TORQUAY	1,410	-8.5%	391	NA	356	24.9%	87	-1.1%	0	NA	0	NA	0	NA	2,244	16.1%	73	NA	0	NA	73	NA	2,317	19.9%
DEBENHAMS TRURO	2,298	14.6%	368	NA	706	-9.0%	1,348	NA	0	NA	0	NA	0	NA	4,720	62.8%	0	NA	0	NA	0	NA	4,720	62.8%
DEBENHAMS UXBRIDGE	928	-61.0%	428	NA	1,089	69.4%	87	-5.4%	0	NA	50	-61.8%	0	NA	2,582	-20.9%	437	NA	0	NA	437	NA	3,019	-7.5%
DEBENHAMS WAKEFIELD (OPND 05/2011)	1,799	NA	391	NA	1,546	NA	97	NA	0	NA	44	NA	34	NA	3,911	NA	0	NA	0	NA	0	NA	3,911	NA
DEBENHAMS WALSALL (OPND 11/2010)	1,962	53.6%	293	NA	927	77.6%	54	-83.0%	0	NA	59	NA	34	NA	3,329	57.3%	98	NA	0	NA	98	NA	3,427	61.9%
DEBENHAMS WALTON (DESIRE BY)	889	67.4%	135	NA	527	421.8%	499	NA	0	NA	0	NA	0	NA	2,050	177.4%	98	NA	0	NA	98	NA	2,148	190.7%
DEBENHAMS WARRINGTON	3,272	29.5%	661	NA	1,395	-45.8%	190	-76.0%	0	NA	119	-40.2%	0	NA	5,637	-9.7%	603	NA	0	NA	603	NA	6,240	0.0%
DEBENHAMS WELWYN GARDEN CITY	642	-5.6%	218	NA	939	54.2%	499	467.0%	0	NA	19	-66.1%	0	NA	2,317	61.7%	638	NA	0	NA	638	NA	2,955	106.2%
DEBENHAMS WESTFIELD	971	-7.3%	488	NA	1,414	824.2%	1,410	416.5%	0	NA	30	-71.7%	17	0.0%	4,330	171.3%	498	NA	0	NA	498	NA	4,828	202.5%
DEBENHAMS WEYMOUTH	232	-82.3%	233	247.8%	223	-73.6%	443	238.2%	0	NA	11	-42.1%	0	NA	1,142	-52.5%	114	NA	0	NA	114	NA	1,256	-47.8%
DEBENHAMS WIGAN	3,211	-8.1%	841	NA	1,789	-32.7%	1,532	669.8%	0	NA	25	-77.3%	0	NA	7,398	13.6%	328	NA	0	NA	328	NA	7,726	18.7%
DEBENHAMS WIMBLEDON	1,509	5.5%	315	NA	618	6.7%	76	-13.6%	0	NA	0	NA	0	NA	2,518	16.0%	163	NA	0	NA	163	NA	2,681	23.5%
DEBENHAMS WINCHESTER	658	-55.2%	270	NA	194	295.9%	32	-78.7%	0	NA	46	142.1%	17	0.0%	1,217	-28.6%	172	NA	0	NA	172	NA	1,389	-18.5%
DEBENHAMS WITNEY	941	30.2%	135	200.0%	196	51.9%	32	0.0%	0	NA	202	NA	0	NA	1,506	62.1%	0	NA	0	NA	0	NA	1,506	62.1%
DEBENHAMS WOKING	1,404	8.7%	195	NA	589	540.2%	60	87.5%	0	NA	100	426.3%	0	NA	2,348	61.7%	204	NA	0	NA	204	NA	2,552	75.8%
DEBENHAMS WORCESTER	1,754	45.8%	330	NA	953	22.8%	416	867.4%	0	NA	25	-80.9%	0	NA	3,478	61.5%	253	NA	0	NA	253	NA	3,731	73.3%
DEBENHAMS WORKINGTON	955	-42.4%	391	NA	1,044	31.5%	87	-50.0%	0	NA	0	NA	0	NA	2,477	-10.5%	284	NA	0	NA	284	NA	2,761	-0.2%
DEBENHAMS WORTHING	1,494	3.0%	293	NA	1,212	195.6%	454	955.8%	0	NA	50	-49.5%	17	0.0%	3,520	74.3%	140	NA	0	NA	140	NA	3,660	81.2%
DEBENHAMS WREXHAM	1,066	-36.2%	293	NA	699	17.5%	1,003	632.1%	0	NA	50	-52.4%	17	0.0%	3,128	23.8%	131	NA	0	NA	131	NA	3,259	29.0%
DEBENHAMS YORK (OPND 11/2010)	1,997	313.5%	330	NA	1,277	107.0%	575	322.8%	0	NA	117	515.8%	17	NA	4,313	243.7%	245	NA	0	NA	245	NA	4,558	263.2%
DEBENHAMS.COM	26,747	55.8%	5,445	NA	10,819	-4.0%	9,274	258.9%	0	NA	1,052	180.5%	86	-15.7%	53,423	69.6%	2,348	NA	0	NA	2,348	NA	55,771	77.1%
DEBENHAMS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	397,897	-5.0%	97,634	NA	227,182	22.4%	157,642	443.6%	(2,736)	NA	21,074	-31.6%	3,884	-14.2%	902,577	34.2%	50,093	NA	92	NA	50,185	NA	952,762	41.6%
LIKE ON LIKE	350,587	-9.6%	87,804	NA	203,299	21.7%	143,271	483.6%	(2,736)	NA	18,603	-36.0%	3,549	-17.9%	804,377	30.4%	45,377	NA	92	NA	45,469	NA	849,846	37.8%

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STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BROWNS CHESTER	21,494	19.6%	20	-88.0%	21,391	61.0%	2,624	-39.3%	0	NA	2,085	7.6%	370	8.8%	47,984	26.2%	2,276	NA	679	NA	2,955	NA	50,939	34.0%
DEBENHAMS ABERDEEN	10,837	8.5%	101	NA	9,370	31.0%	1,199	-42.5%	0	NA	878	-19.5%	0	NA	22,385	9.8%	2,006	NA	0	NA	2,006	NA	24,391	19.7%
DEBENHAMS ALTRINGHAM	3,050	56.7%	0	NA	1,559	84.3%	184	-48.5%	0	NA	93	-45.6%	0	NA	4,886	47.2%	253	NA	0	NA	253	NA	5,139	54.8%
DEBENHAMS ASHFORD	4,360	12.1%	0	NA	2,482	27.7%	309	-20.6%	0	NA	427	49.8%	0	NA	7,578	16.2%	568	NA	0	NA	568	NA	8,146	24.9%
DEBENHAMS AYR	9,055	16.7%	0	NA	3,731	3.5%	931	-16.9%	0	NA	885	103.0%	0	NA	14,602	13.0%	1,034	NA	0	NA	1,034	NA	15,636	21.0%
DEBENHAMS BANBURY	5,498	18.3%	162	NA	2,828	52.0%	564	1.4%	0	NA	382	25.7%	0	NA	9,434	28.0%	230	NA	0	NA	230	NA	9,664	31.1%
DEBENHAMS BANGOR	4,764	37.8%	0	NA	4,346	89.8%	318	-37.3%	0	NA	140	-38.1%	0	NA	9,568	47.7%	791	NA	0	NA	791	NA	10,359	59.9%
DEBENHAMS BARROW	5,336	19.4%	0	NA	3,103	56.0%	555	-34.6%	0	NA	204	8.5%	0	NA	9,198	21.3%	220	NA	0	NA	220	NA	9,418	24.2%
DEBENHAMS BASILDON	14,011	-11.7%	0	NA	13,330	23.0%	1,271	-64.4%	0	NA	1,604	9.6%	238	40.0%	30,454	-4.6%	4,834	NA	261	NA	5,095	NA	35,549	11.3%
DEBENHAMS BASINGSTOKE	6,263	24.4%	0	NA	3,630	109.5%	381	-28.7%	0	NA	437	9.3%	0	NA	10,711	35.5%	1,549	NA	0	NA	1,549	NA	12,260	55.1%
DEBENHAMS BATH (OPND 09/2010)	3,977	27.1%	0	NA	1,623	12.9%	527	-0.9%	0	NA	162	-44.7%	0	NA	6,289	12.9%	1,007	NA	0	NA	1,007	NA	7,296	31.0%
DEBENHAMS BEDFORD	5,119	-9.4%	68	NA	3,441	40.8%	505	-18.4%	0	NA	220	2.3%	62	NA	9,415	5.4%	322	NA	0	NA	322	NA	9,737	9.0%
DEBENHAMS BIRMINGHAM	34,019	15.4%	137	-36.6%	25,305	27.6%	5,738	-24.4%	0	NA	5,584	29.5%	706	13.3%	71,489	14.8%	6,267	NA	136	NA	6,403	NA	77,892	25.1%
DEBENHAMS BIRMINGHAM FORT (DESIRE BY)	2,251	-10.7%	0	NA	1,662	0.0%	363	62.1%	0	NA	0	NA	0	NA	4,276	-6.9%	216	NA	0	NA	216	NA	4,492	-2.2%
DEBENHAMS BLACKBURN	4,733	-9.5%	0	NA	3,078	49.1%	1,284	71.9%	0	NA	240	56.9%	0	NA	9,335	13.9%	665	NA	0	NA	665	NA	10,000	22.0%
DEBENHAMS BLACKPOOL	5,522	18.3%	0	NA	4,204	107.0%	911	-10.2%	0	NA	506	-14.1%	0	NA	11,179	34.4%	712	NA	0	NA	712	NA	11,891	43.0%
DEBENHAMS BOLTON	8,126	25.7%	0	NA	4,064	57.5%	798	-50.1%	0	NA	658	83.8%	0	NA	13,646	24.0%	1,192	NA	0	NA	1,192	NA	14,838	34.8%
DEBENHAMS BOURNEMOUTH	4,514	15.2%	0	NA	3,055	76.0%	329	-41.7%	0	NA	259	-49.0%	59	NA	8,216	22.1%	844	NA	0	NA	844	NA	9,060	34.7%
DEBENHAMS BRIGHTON	11,150	9.3%	0	NA	8,236	42.7%	1,582	37.8%	0	NA	1,781	18.2%	244	25.8%	22,993	22.2%	2,252	NA	0	NA	2,252	NA	25,245	34.1%
DEBENHAMS BRISTOL	4,912	31.9%	0	NA	2,356	49.4%	212	-73.8%	0	NA	278	-6.4%	0	NA	7,758	21.0%	1,253	NA	0	NA	1,253	NA	9,011	40.6%
DEBENHAMS BROMLEY	8,554	18.2%	108	NA	4,703	48.2%	687	-42.1%	0	NA	1,080	-12.4%	81	12.5%	15,213	17.9%	1,785	NA	0	NA	1,785	NA	16,998	31.7%
DEBENHAMS BURY (OPND 06/2010)	6,550	45.0%	0	NA	5,865	99.8%	919	-2.8%	0	NA	626	10.8%	79	-1.3%	14,039	53.4%	1,898	NA	0	NA	1,898	NA	15,937	74.1%
DEBENHAMS BURY ST. EDMUNDS	7,588	13.5%	0	NA	3,569	-8.4%	780	-41.6%	0	NA	437	-36.3%	0	NA	12,374	-2.3%	1,151	NA	0	NA	1,151	NA	13,525	6.8%
DEBENHAMS CAMBRIDGE	8,010	-29.6%	0	NA	4,428	-30.1%	762	-55.9%	0	NA	946	-38.2%	166	191.2%	14,312	-31.9%	2,002	NA	0	NA	2,002	NA	16,314	-22.4%
DEBENHAMS CANTERBURY	4,203	-3.6%	0	NA	2,572	35.5%	358	-22.5%	0	NA	449	20.4%	0	NA	7,582	6.0%	494	NA	0	NA	494	NA	8,076	12.9%
DEBENHAMS CARDIFF	22,522	0.4%	0	NA	14,751	59.4%	2,374	-35.3%	0	NA	1,653	-22.1%	298	56.8%	41,598	10.2%	5,177	NA	0	NA	5,177	NA	46,775	23.9%
DEBENHAMS CARLISLE	7,537	21.1%	0	NA	4,140	39.0%	571	-43.9%	0	NA	790	32.6%	0	NA	13,038	19.9%	1,324	NA	0	NA	1,324	NA	14,362	32.1%
DEBENHAMS CARMARTHEN (OPND 03/2010)	3,800	-6.1%	0	NA	3,538	58.2%	385	33.2%	0	NA	289	109.4%	0	NA	8,012	18.2%	850	NA	0	NA	850	NA	8,862	30.7%
DEBENHAMS CHATHAM	4,777	2.8%	0	NA	1,863	68.4%	410	22.0%	0	NA	327	-7.1%	0	NA	7,377	14.5%	414	NA	0	NA	414	NA	7,791	20.9%
DEBENHAMS CHELMSFORD	9,480	-0.2%	0	NA	7,210	59.2%	1,236	-18.3%	0	NA	715	-20.1%	56	24.4%	18,697	13.5%	1,682	NA	0	NA	1,682	NA	20,379	23.7%
DEBENHAMS CHELTENHAM	2,997	0.7%	0	NA	1,661	91.8%	242	-11.4%	0	NA	244	52.5%	0	NA	5,144	20.3%	403	NA	0	NA	403	NA	5,547	29.8%
DEBENHAMS CLAPHAM	4,533	9.9%	0	NA	2,926	107.8%	121	-85.0%	0	NA	1,000	17.6%	0	NA	8,580	19.4%	555	NA	0	NA	555	NA	9,135	27.1%
DEBENHAMS COLCHESTER	11,226	25.7%	169	NA	7,216	55.6%	1,757	21.8%	0	NA	870	-12.8%	56	NA	21,294	33.0%	1,161	NA	0	NA	1,161	NA	22,455	40.3%
DEBENHAMS COVENTRY	7,230	67.0%	0	NA	4,376	121.6%	893	-12.1%	0	NA	560	165.4%	56	NA	13,115	74.1%	846	NA	0	NA	846	NA	13,961	85.4%
DEBENHAMS CRAWLEY	5,023	55.4%	0	NA	2,081	18.9%	475	-25.1%	0	NA	180	-55.6%	0	NA	7,759	28.8%	666	NA	0	NA	666	NA	8,425	39.9%
DEBENHAMS CROYDON	4,988	10.6%	81	NA	2,793	77.8%	472	-46.6%	0	NA	727	-19.0%	124	NA	9,185	16.8%	794	NA	0	NA	794	NA	9,979	26.9%
DEBENHAMS DERBY	8,570	35.6%	319	NA	5,455	95.4%	679	-59.2%	0	NA	665	49.1%	62	NA	15,750	39.4%	1,290	NA	0	NA	1,290	NA	17,040	50.8%
DEBENHAMS DONCASTER	9,709	42.7%	0	NA	6,365	80.3%	1,217	-20.7%	0	NA	912	69.2%	0	NA	18,203	46.7%	1,191	NA	0	NA	1,191	NA	19,394	56.3%
DEBENHAMS DUNDEE	12,872	25.9%	108	NA	7,574	42.9%	1,311	-36.8%	0	NA	789	5.6%	0	NA	22,654	23.0%	1,708	NA	0	NA	1,708	NA	24,362	32.3%
DEBENHAMS DUNFIRMLINE	5,689	35.6%	355	NA	3,769	157.6%	673	-55.4%	0	NA	376	56.7%	0	NA	10,862	46.6%	676	NA	0	NA	676	NA	11,538	55.8%
DEBENHAMS EAST KILBRIDE	7,935	17.6%	128	NA	5,088	73.2%	1,029	-29.0%	0	NA	830	28.5%	0	NA	15,010	27.4%	1,627	NA	0	NA	1,627	NA	16,637	41.2%
DEBENHAMS EASTBOURNE	3,881	12.2%	0	NA	1,727	131.5%	532	-27.4%	0	NA	201	68.9%	0	NA	6,341	25.4%	412	NA	0	NA	412	NA	6,753	33.5%
DEBENHAMS EDINBURGH	4,142	11.5%	0	NA	3,226	51.8%	396	-21.4%	0	NA	292	-33.9%	0	NA	8,056	17.8%	574	NA	0	NA	574	NA	8,630	26.2%
DEBENHAMS ELTHAM	4,180	5.5%	0	NA	2,595	87.5%	223	-49.5%	0	NA	546	82.0%	0	NA	7,544	23.9%	334	NA	0	NA	334	NA	7,878	29.4%
DEBENHAMS EXETER	4,472	50.8%	0	NA	2,555	66.3%	422	10.2%	0	NA	238	NA	0	NA	7,687	57.4%	464	NA	0	NA	464	NA	8,151	66.9%
DEBENHAMS FALKIRK (DESIRE BY)	4,726	56.8%	0	NA	2,650	30.0%	247	-56.4%	0	NA	195	35.4%	0	NA	7,818	35.6%	850	NA	0	NA	850	NA	8,668	50.4%
DEBENHAMS FAREHAM (OPND 05/2011)	3,488	NA	54	NA	2,005	NA	205	NA	0	NA	494	NA	82	NA	6,328	NA	549	NA	0	NA	549	NA	6,877	NA
DEBENHAMS FARNBOROUGH (OPND 11/2010)	3,007	54.7%	0	NA	1,322	21.6%	108	-46.8%	0	NA	196	237.9%	0	NA	4,633	40.7%	162	NA	0	NA	162	NA	4,795	45.7%
DEBENHAMS FOLKSTONE	4,605	15.4%	0	NA	2,840	78.1%	395	36.2%	0	NA	341	39.2%	50	NA	8,231	34.5%	573	NA	0	NA	573	NA	8,804	43.9%

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	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
DEBENHAMS GATESHEAD	20,792	29.6%	68	-74.1%	19,470	34.9%	3,770	9.0%	0	NA	2,050	-3.6%	375	298.9%	46,525	27.7%	5,212	NA	462	NA	5,674	NA	52,199	43.3%
DEBENHAMS GLASGOW	25,231	13.1%	399	NA	14,421	51.6%	4,360	-19.7%	0	NA	2,673	11.3%	532	76.2%	47,616	17.7%	7,933	NA	484	NA	8,417	NA	56,033	38.5%
DEBENHAMS GLOUCESTER	6,742	34.6%	0	NA	2,777	75.1%	617	36.8%	0	NA	309	8.8%	0	NA	10,445	41.1%	1,203	NA	0	NA	1,203	NA	11,648	57.3%
DEBENHAMS GRAVESEND	4,818	20.7%	0	NA	4,641	97.1%	470	-46.7%	0	NA	286	73.3%	0	NA	10,215	38.2%	385	NA	0	NA	385	NA	10,600	43.4%
DEBENHAMS GREAT YARMOUTH	3,279	16.5%	108	NA	1,356	41.4%	313	-44.5%	0	NA	166	-39.9%	0	NA	5,222	13.2%	165	NA	0	NA	165	NA	5,387	16.8%
DEBENHAMS GUILDFORD	4,631	38.0%	68	NA	1,874	30.7%	322	41.9%	0	NA	326	-3.8%	0	NA	7,221	34.8%	1,079	NA	0	NA	1,079	NA	8,300	54.9%
DEBENHAMS HANLEY	7,432	15.8%	0	NA	5,461	41.5%	537	-51.8%	0	NA	337	-23.9%	0	NA	13,767	14.7%	938	NA	0	NA	938	NA	14,705	22.6%
DEBENHAMS HARROGATE	4,307	0.2%	0	NA	2,443	82.0%	277	-65.8%	0	NA	119	-69.5%	0	NA	7,146	4.5%	143	NA	0	NA	143	NA	7,289	6.6%
DEBENHAMS HARROW	4,437	11.6%	0	NA	3,067	146.0%	441	-40.2%	0	NA	947	34.9%	0	NA	8,892	31.9%	1,252	NA	0	NA	1,252	NA	10,144	50.4%
DEBENHAMS HASTINGS	2,789	66.6%	0	NA	1,601	59.8%	0	NA	0	NA	128	156.0%	0	NA	4,518	46.0%	0	NA	0	NA	0	NA	4,518	46.0%
DEBENHAMS HEMEL HEMPSTEAD	4,454	74.3%	0	NA	2,462	37.2%	487	11.2%	0	NA	526	128.7%	0	NA	7,929	56.8%	834	NA	0	NA	834	NA	8,763	73.3%
DEBENHAMS HOUNSLOW	1,880	76.5%	0	NA	1,237	11.0%	365	22.9%	0	NA	79	11.3%	54	-3.6%	3,615	38.9%	215	NA	0	NA	215	NA	3,830	47.1%
DEBENHAMS HULL	8,566	30.2%	54	NA	4,507	35.1%	899	-27.0%	0	NA	645	43.0%	51	NA	14,722	26.9%	1,177	NA	0	NA	1,177	NA	15,899	37.1%
DEBENHAMS ILFORD	4,565	0.6%	0	NA	3,474	85.9%	564	-54.2%	0	NA	595	-42.9%	0	NA	9,198	4.0%	994	NA	0	NA	994	NA	10,192	15.2%
DEBENHAMS INVERNESS	5,097	12.7%	81	NA	2,431	34.1%	371	-17.6%	0	NA	454	86.8%	0	NA	8,434	20.0%	1,346	NA	0	NA	1,346	NA	9,780	39.1%
DEBENHAMS IPSWICH	9,498	19.0%	122	NA	5,123	42.8%	684	-30.6%	0	NA	939	8.4%	0	NA	16,366	21.2%	1,803	NA	0	NA	1,803	NA	18,169	34.5%
DEBENHAMS KIDDERMINSTER (DESIRE BY)	5,065	20.5%	68	NA	2,846	69.0%	616	-8.5%	0	NA	251	-28.1%	0	NA	8,846	28.0%	465	NA	0	NA	465	NA	9,311	34.8%
DEBENHAMS KINGS LYNN (OPND 11/2010)	1,981	24.4%	0	NA	1,541	76.1%	246	-36.6%	0	NA	91	NA	0	NA	3,859	35.1%	122	NA	0	NA	122	NA	3,981	39.4%
DEBENHAMS KIRKCALDY (DESIRE BY)	6,691	34.2%	0	NA	4,006	63.1%	541	-42.0%	0	NA	61	-69.5%	0	NA	11,299	31.8%	481	NA	0	NA	481	NA	11,780	37.4%
DEBENHAMS LEEDS (BRIGGATE)	16,215	35.7%	0	NA	12,369	35.2%	2,237	3.4%	0	NA	1,972	71.3%	294	191.1%	33,087	34.9%	2,871	NA	0	NA	2,871	NA	35,958	46.7%
DEBENHAMS LEEDS (WHITE ROSE)	18,092	9.8%	81	-46.0%	15,598	24.4%	2,769	-18.1%	0	NA	1,598	19.9%	53	-50.5%	38,191	12.4%	2,594	NA	0	NA	2,594	NA	40,785	20.0%
DEBENHAMS LEICESTER	6,175	20.2%	0	NA	2,998	8.2%	947	-17.9%	0	NA	912	83.1%	56	NA	11,088	15.4%	1,078	NA	0	NA	1,078	NA	12,166	26.6%
DEBENHAMS LEITH	4,804	17.7%	0	NA	2,303	32.2%	819	25.0%	0	NA	450	-1.7%	0	NA	8,376	19.3%	815	NA	0	NA	815	NA	9,191	30.9%
DEBENHAMS LINCOLN	8,960	17.9%	0	NA	5,073	61.3%	762	-54.4%	0	NA	673	-0.1%	0	NA	15,468	18.1%	1,189	NA	0	NA	1,189	NA	16,657	27.2%
DEBENHAMS LIVERPOOL	26,200	48.0%	110	74.6%	31,967	45.2%	4,136	-21.9%	0	NA	2,297	-8.6%	241	-13.3%	64,951	35.7%	5,926	NA	456	NA	6,382	NA	71,333	49.0%
DEBENHAMS LIVINGSTON	5,900	67.8%	54	NA	4,127	128.1%	607	-33.7%	0	NA	540	0.9%	0	NA	11,228	65.7%	274	NA	0	NA	274	NA	11,502	69.7%
DEBENHAMS LLANDUDNO	9,912	40.2%	0	NA	5,925	23.9%	1,086	12.2%	0	NA	428	-0.9%	0	NA	17,351	31.0%	744	NA	0	NA	744	NA	18,095	36.6%
DEBENHAMS LLANELLI	2,894	2.8%	0	NA	2,421	164.9%	444	100.9%	0	NA	98	-17.6%	0	NA	5,857	44.0%	412	NA	0	NA	412	NA	6,269	54.1%
DEBENHAMS LONDON	29,891	16.0%	0	NA	17,728	30.0%	3,103	-48.6%	0	NA	5,905	-20.2%	678	21.7%	57,305	5.2%	7,784	NA	278	NA	8,062	NA	65,367	20.0%
DEBENHAMS LUTON	4,449	22.6%	0	NA	2,085	48.5%	296	-27.5%	0	NA	344	-0.3%	0	NA	7,188	24.2%	172	NA	0	NA	172	NA	7,360	27.2%
DEBENHAMS MANCHESTER (TRAFFORD PARK)	16,948	8.0%	0	NA	15,827	10.5%	3,560	-16.1%	0	NA	1,862	5.6%	459	71.3%	38,656	6.0%	4,127	NA	0	NA	4,127	NA	42,783	17.3%
DEBENHAMS MANCHESTER	15,589	38.8%	27	NA	12,316	71.9%	3,036	-13.9%	0	NA	1,886	76.8%	192	30.6%	33,046	42.8%	3,335	NA	0	NA	3,335	NA	36,381	57.2%
DEBENHAMS MANSFIELD (OPND 11/2010)	3,872	128.4%	0	NA	2,094	68.5%	539	197.8%	0	NA	229	22.5%	0	NA	6,734	103.7%	154	NA	0	NA	154	NA	6,888	108.3%
DEBENHAMS MEADOWHALL	18,631	39.5%	251	143.7%	15,031	60.0%	3,624	32.8%	0	NA	2,275	91.7%	311	41.4%	40,123	48.6%	2,869	NA	50	NA	2,919	NA	43,042	59.4%
DEBENHAMS MERRYHILL	19,919	51.4%	74	NA	12,770	71.0%	1,879	-34.5%	0	NA	2,008	38.2%	147	188.2%	36,797	47.2%	3,709	NA	0	NA	3,709	NA	40,506	62.0%
DEBENHAMS MERTHYR TYDFIL (DESIRE BY)	3,798	117.5%	0	NA	3,846	119.9%	631	176.8%	0	NA	158	172.4%	0	NA	8,433	123.0%	336	NA	0	NA	336	NA	8,769	131.9%
DEBENHAMS MIDDLESBOROUGH	13,453	5.9%	0	NA	7,768	53.9%	1,560	-6.4%	0	NA	542	4.8%	54	NA	23,377	17.3%	1,008	NA	0	NA	1,008	NA	24,385	22.3%
DEBENHAMS MILTON KEYNES	11,709	14.2%	199	NA	10,449	92.8%	1,167	-12.6%	0	NA	1,264	36.2%	54	-71.9%	24,842	36.6%	1,995	NA	0	NA	1,995	NA	26,837	47.6%
DEBENHAMS MONKS CROSS YORK	1,989	-6.5%	0	NA	1,235	-1.2%	549	113.6%	0	NA	124	37.8%	0	NA	3,897	4.6%	386	NA	0	NA	386	NA	4,283	15.0%
DEBENHAMS NEWBURY (CLSD 10/2011)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DEBENHAMS NEWBURY PARKWAY (OPND 10/2)	1,666	NA	0	NA	319	NA	0	NA	0	NA	70	NA	0	NA	2,055	NA	145	NA	0	NA	145	NA	2,200	NA
DEBENHAMS NEWCASTLE (OPND 01/2010)	12,104	67.1%	115	82.5%	9,389	72.2%	2,436	18.9%	0	NA	1,323	16.2%	151	36.0%	25,518	58.9%	2,632	NA	50	NA	2,682	NA	28,200	75.6%
DEBENHAMS NORTHAMPTON (OPND 11/2010)	2,455	105.1%	0	NA	1,888	316.8%	373	31.8%	0	NA	220	NA	0	NA	4,936	155.4%	0	NA	0	NA	0	NA	4,936	155.4%
DEBENHAMS NORWICH	8,574	13.9%	68	NA	3,940	37.4%	419	-67.2%	0	NA	488	-32.7%	0	NA	13,489	8.1%	911	NA	0	NA	911	NA	14,400	15.4%
DEBENHAMS NOTTINGHAM	6,125	13.1%	54	NA	3,038	69.7%	419	-60.1%	0	NA	365	-18.7%	54	-35.7%	10,055	14.4%	754	NA	0	NA	754	NA	10,809	23.0%
DEBENHAMS NUNEATON	3,193	21.9%	0	NA	1,752	74.3%	333	-15.3%	0	NA	95	NA	0	NA	5,373	33.8%	617	NA	0	NA	617	NA	5,990	49.1%
DEBENHAMS OLDHAM	4,447	16.8%	0	NA	2,830	70.7%	565	-45.4%	0	NA	220	3.3%	0	NA	8,062	18.4%	697	NA	0	NA	697	NA	8,759	28.7%
DEBENHAMS ORPINGTON (DESIRE BY)	2,242	105.5%	109	NA	2,309	165.1%	212	-54.6%	0	NA	123	-20.6%	0	NA	4,995	93.3%	308	NA	0	NA	308	NA	5,303	105.2%
DEBENHAMS OXFORD	4,677	13.2%	0	NA	1,711	46.7%	181	-62.5%	0	NA	476	13.6%	0	NA	7,045	13.6%	1,005	NA	0	NA	1,005	NA	8,050	29.8%
DEBENHAMS PERTH	2,684	18.0%	68	NA	1,315	60.8%	258	-37.4%	0	NA	0	NA	0	NA	4,325	23.4%	0	NA	0	NA	0	NA	4,325	23.4%

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STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
DEBENHAMS PLYMOUTH	9,853	30.0%	81	NA	3,889	79.8%	447	-35.5%	0	NA	600	67.1%	0	NA	14,870	37.7%	1,164	NA	0	NA	1,164	NA	16,034	48.5%
DEBENHAMS POLLOCK	12,947	15.8%	311	NA	7,105	41.6%	1,114	-44.7%	0	NA	1,246	-7.4%	369	547.4%	23,092	17.7%	3,382	NA	0	NA	3,382	NA	26,474	34.9%
DEBENHAMS PRESTON	9,082	9.9%	228	NA	6,829	57.2%	903	-41.4%	0	NA	701	33.5%	54	-3.6%	17,797	20.8%	2,421	NA	0	NA	2,421	NA	20,218	37.2%
DEBENHAMS PORTSMOUTH	14,443	22.8%	0	NA	11,771	26.3%	925	-49.4%	0	NA	1,096	55.0%	0	NA	28,235	18.9%	3,043	NA	0	NA	3,043	NA	31,278	31.7%
DEBENHAMS READING	6,375	24.2%	0	NA	2,820	74.3%	779	-14.8%	0	NA	433	-27.1%	0	NA	10,407	26.0%	1,222	NA	0	NA	1,222	NA	11,629	40.8%
DEBENHAMS REDDITCH	6,001	18.2%	0	NA	3,974	94.1%	398	-41.5%	0	NA	422	55.7%	56	NA	10,851	34.4%	1,447	NA	0	NA	1,447	NA	12,298	52.3%
DEBENHAMS ROMFORD	19,055	-10.2%	0	NA	13,660	16.7%	2,452	-19.3%	0	NA	2,309	-25.5%	337	106.7%	37,813	-3.8%	3,434	NA	0	NA	3,434	NA	41,247	4.9%
DEBENHAMS SALISBURY	4,002	-0.7%	0	NA	1,843	66.8%	290	-60.2%	0	NA	65	3.2%	0	NA	6,200	4.6%	137	NA	0	NA	137	NA	6,337	6.9%
DEBENHAMS SCARBOROUGH	5,484	-5.6%	0	NA	2,885	71.9%	540	-31.1%	0	NA	381	56.1%	0	NA	9,290	9.1%	387	NA	0	NA	387	NA	9,677	13.7%
DEBENHAMS SHEFFIELD	4,525	36.7%	0	NA	2,322	65.9%	570	-11.4%	0	NA	294	32.4%	0	NA	7,711	38.3%	170	NA	0	NA	170	NA	7,881	41.3%
DEBENHAMS SLOUGH	3,229	49.2%	196	NA	2,071	87.4%	273	313.6%	0	NA	244	115.9%	0	NA	6,013	72.2%	304	NA	0	NA	304	NA	6,317	80.9%
DEBENHAMS SOUTHAMPTON	5,096	18.4%	0	NA	2,489	81.1%	863	63.1%	0	NA	353	37.9%	62	17.0%	8,863	36.0%	1,053	NA	0	NA	1,053	NA	9,916	52.2%
DEBENHAMS SOUTHEND	17,012	12.0%	0	NA	12,297	28.6%	1,871	-24.9%	0	NA	3,068	43.2%	85	183.3%	34,333	16.2%	2,956	NA	50	NA	3,006	NA	37,339	26.4%
DEBENHAMS SOUTHPORT	7,249	15.4%	0	NA	4,211	13.9%	707	4.3%	0	NA	290	70.6%	0	NA	12,457	15.1%	781	NA	0	NA	781	NA	13,238	22.3%
DEBENHAMS SOUTHSEA	2,196	12.5%	0	NA	1,233	100.2%	410	23.9%	0	NA	0	NA	0	NA	3,839	28.2%	244	NA	0	NA	244	NA	4,083	36.3%
DEBENHAMS SOUTHSIELDS	7,141	40.3%	77	NA	5,350	20.8%	1,088	-35.6%	0	NA	321	-6.1%	0	NA	13,977	21.0%	321	NA	0	NA	321	NA	14,298	23.8%
DEBENHAMS STAINES	4,096	8.0%	0	NA	2,363	121.5%	383	-33.0%	0	NA	343	86.4%	0	NA	7,185	27.9%	650	NA	0	NA	650	NA	7,835	39.5%
DEBENHAMS STIRLING	7,145	-22.4%	0	NA	4,594	38.7%	613	-48.3%	0	NA	552	-38.0%	118	NA	13,022	-10.8%	1,931	NA	0	NA	1,931	NA	14,953	2.4%
DEBENHAMS STOCKPORT	8,955	31.8%	0	NA	6,371	73.4%	1,183	-17.1%	0	NA	568	-22.8%	62	10.7%	17,139	35.1%	791	NA	0	NA	791	NA	17,930	41.3%
DEBENHAMS STOCKTON ON TEES	7,803	29.2%	271	NA	6,124	65.3%	1,193	76.5%	0	NA	589	8.7%	0	NA	15,980	45.1%	1,264	NA	0	NA	1,264	NA	17,244	56.5%
DEBENHAMS STRATFORD	4,627	10.6%	0	NA	1,375	29.2%	368	-44.7%	0	NA	145	51.0%	0	NA	6,515	8.5%	398	NA	0	NA	398	NA	6,913	15.1%
DEBENHAMS SUNDERLAND	21,839	15.6%	0	NA	19,924	25.0%	3,400	-36.8%	0	NA	1,585	-21.1%	196	29.8%	46,944	10.7%	5,027	NA	136	NA	5,163	NA	52,107	22.9%
DEBENHAMS SUTTON	4,506	14.1%	0	NA	3,388	61.5%	302	-22.2%	0	NA	327	83.7%	0	NA	8,523	27.9%	860	NA	0	NA	860	NA	9,383	40.8%
DEBENHAMS SWANSEA	9,599	29.6%	0	NA	3,980	61.1%	697	-11.9%	0	NA	735	60.8%	127	-9.3%	15,138	34.4%	839	NA	0	NA	839	NA	15,977	41.8%
DEBENHAMS SWINDON	3,882	37.6%	0	NA	1,756	17.0%	340	-29.9%	0	NA	315	60.7%	0	NA	6,293	25.8%	549	NA	0	NA	549	NA	6,842	36.8%
DEBENHAMS TAUNTON	4,267	11.0%	0	NA	2,389	19.0%	507	-18.2%	0	NA	280	15.2%	0	NA	7,443	10.0%	656	NA	0	NA	656	NA	8,099	19.7%
DEBENHAMS TELFORD	6,027	3.5%	115	NA	3,728	45.4%	686	-25.4%	0	NA	434	-19.0%	0	NA	10,990	11.6%	1,615	NA	0	NA	1,615	NA	12,605	28.0%
DEBENHAMS THANET	4,280	34.3%	0	NA	1,498	-0.6%	463	-14.6%	0	NA	495	-18.3%	0	NA	6,736	12.2%	322	NA	0	NA	322	NA	7,058	17.6%
DEBENHAMS THURROCK	20,305	10.1%	0	NA	19,698	27.6%	1,851	-51.4%	0	NA	2,761	19.5%	281	420.4%	44,896	11.4%	5,248	NA	547	NA	5,795	NA	50,691	25.8%
DEBENHAMS TORQUAY	4,199	15.8%	0	NA	1,459	158.2%	345	23.7%	0	NA	271	158.1%	59	NA	6,333	38.5%	285	NA	0	NA	285	NA	6,618	44.7%
DEBENHAMS TRURO	5,452	1.8%	122	NA	2,080	-1.8%	306	-44.7%	0	NA	161	2.5%	0	NA	8,121	-0.7%	515	NA	0	NA	515	NA	8,636	5.5%
DEBENHAMS UXBRIDGE	5,478	-8.6%	0	NA	2,970	47.8%	731	-7.7%	0	NA	225	-43.3%	47	NA	9,451	2.8%	1,222	NA	0	NA	1,222	NA	10,673	16.1%
DEBENHAMS WAKEFIELD (OPND 05/2011)	4,468	NA	0	NA	2,960	NA	756	NA	0	NA	599	NA	56	NA	8,839	NA	687	NA	0	NA	687	NA	9,526	NA
DEBENHAMS WALSALL (OPND 11/2010)	4,806	57.4%	0	NA	3,566	219.0%	633	25.8%	0	NA	173	183.6%	0	NA	9,178	93.8%	220	NA	0	NA	220	NA	9,398	98.4%
DEBENHAMS WALTON (DESIRE BY)	2,538	65.2%	0	NA	1,596	50.6%	256	166.7%	0	NA	291	219.8%	0	NA	4,681	68.2%	212	NA	0	NA	212	NA	4,893	75.8%
DEBENHAMS WARRINGTON	8,093	26.8%	61	NA	4,358	30.8%	1,033	-36.4%	0	NA	603	42.2%	0	NA	14,148	19.7%	1,111	NA	0	NA	1,111	NA	15,259	29.1%
DEBENHAMS WELWYN GARDEN CITY	2,842	68.6%	0	NA	2,959	52.4%	93	-78.0%	0	NA	98	-34.7%	0	NA	5,992	42.7%	682	NA	0	NA	682	NA	6,674	58.9%
DEBENHAMS WESTFIELD	4,905	29.6%	0	NA	3,903	113.0%	412	-69.6%	0	NA	632	-20.0%	0	NA	9,852	23.9%	728	NA	0	NA	728	NA	10,580	33.1%
DEBENHAMS WEYMOUTH	3,142	-6.4%	0	NA	1,576	28.3%	386	-20.1%	0	NA	269	31.2%	0	NA	5,373	1.9%	310	NA	0	NA	310	NA	5,683	7.8%
DEBENHAMS WIGAN	10,222	36.6%	61	NA	8,007	33.5%	1,122	-50.5%	0	NA	483	-17.4%	0	NA	19,895	21.4%	1,706	NA	0	NA	1,706	NA	21,601	31.8%
DEBENHAMS WIMBLEDON	5,094	16.1%	81	35.0%	3,218	49.7%	504	-30.4%	0	NA	488	-10.5%	116	118.9%	9,501	20.0%	572	NA	0	NA	572	NA	10,073	27.2%
DEBENHAMS WINCHESTER	3,764	43.1%	0	NA	1,447	120.9%	157	-70.2%	0	NA	68	-64.8%	0	NA	5,436	35.8%	626	NA	0	NA	626	NA	6,062	51.4%
DEBENHAMS WITNEY	1,761	6.0%	0	NA	967	20.9%	225	57.3%	0	NA	315	169.2%	0	NA	3,268	20.1%	0	NA	0	NA	0	NA	3,268	20.1%
DEBENHAMS WOKING	3,371	11.1%	0	NA	2,007	75.0%	430	-9.1%	0	NA	441	149.2%	0	NA	6,249	27.2%	266	NA	0	NA	266	NA	6,515	32.6%
DEBENHAMS WORCESTER	4,799	23.3%	162	NA	2,734	40.2%	451	-13.3%	0	NA	190	-21.8%	0	NA	8,336	26.2%	498	NA	0	NA	498	NA	8,834	33.7%
DEBENHAMS WORKINGTON	4,011	16.4%	0	NA	3,687	46.1%	507	-35.4%	0	NA	526	55.6%	62	14.8%	8,793	23.0%	838	NA	0	NA	838	NA	9,631	34.8%
DEBENHAMS WORTHING	5,187	40.3%	47	NA	3,090	60.1%	375	71.2%	0	NA	379	59.2%	0	NA	9,078	49.2%	409	NA	0	NA	409	NA	9,487	56.0%
DEBENHAMS WREXHAM	4,120	26.1%	0	NA	3,118	52.8%	622	58.7%	0	NA	680	81.3%	0	NA	8,540	40.6%	601	NA	0	NA	601	NA	9,141	50.5%
DEBENHAMS YORK (OPND 11/2010)	3,772	138.7%	0	NA	2,788	95.2%	577	126.3%	0	NA	177	48.7%	0	NA	7,314	116.3%	163	NA	0	NA	163	NA	7,477	121.1%
DEBENHAMS.COM	77,982	120.5%	2,817	NA	40,215	153.9%	21,211	138.6%	0	NA	6,834	112.6%	482	151.0%	149,541	135.5%	8,350	NA	0	NA	8,350	NA	157,891	148.7%
DEBENHAMS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	1,196,134	23.5%	8,618	138.7%	801,494	50.3%	152,039	-17.3%	0	NA	108,573	13.8%	9,114	31.2%	2,275,986	27.0%	197,314	NA	3,589	NA	200,903	NA	2,476,889	38.2%
LIKE ON LIKE	1,062,206	18.0%	5,632	72.0%	722,381	45.0%	123,124	-27.1%	0	NA	97,090	8.4%	8,264	27.5%	2,018,711	21.0%	180,375	NA	3,539	NA	183,914	NA	2,202,625	32.1%

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CLARINS FRAGRANCE GROUP STORE GROUP REPORT

FENWICK GROUP

YEAR TO DATE - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BENTALLS BRACKNELL	6,605	-11.8%	0	NA	2,016	-32.2%	425	-18.0%	0	NA	112	-24.3%	0	NA	9,158	-17.7%	1,120	NA	0	NA	1,120	NA	10,278	-7.6%
BENTALLS KINGSTON	23,217	0.0%	110	-71.4%	14,953	11.2%	2,892	-60.7%	0	NA	2,515	-37.5%	0	NA	43,687	-9.8%	4,666	NA	577	NA	5,243	NA	48,930	1.1%
FENWICK BRENT CROSS	30,850	-0.9%	110	-84.4%	18,230	0.0%	6,902	13.7%	0	NA	4,746	-32.1%	502	-18.4%	61,340	-3.0%	5,746	NA	356	NA	6,102	NA	67,442	6.7%
FENWICK CANTERBURY	20,334	23.2%	106	-66.6%	11,945	32.7%	1,255	-62.0%	0	NA	2,546	3.8%	357	-18.1%	36,543	14.1%	2,993	NA	637	NA	3,630	NA	40,173	25.5%
FENWICK LEICESTER	1,655	-20.1%	0	NA	936	89.1%	234	-77.3%	0	NA	306	15.5%	0	NA	3,131	-17.6%	803	NA	0	NA	803	NA	3,934	3.6%
FENWICK NEWCASTLE	55,272	-25.4%	607	-5.3%	27,160	-29.8%	12,540	0.3%	(2,583)	NA	7,033	-2.7%	626	-0.9%	100,655	-26.5%	15,520	NA	2,338	NA	17,858	NA	118,513	-13.5%
FENWICK TUNBRIDGE WELLS	5,643	-18.6%	50	-47.9%	2,949	-39.4%	96	-92.9%	0	NA	554	-14.1%	151	125.4%	9,443	-32.4%	831	NA	0	NA	831	NA	10,274	-26.4%
FENWICK WINDSOR	3,063	95.1%	0	NA	2,116	96.7%	508	-24.6%	0	NA	115	NA	0	NA	5,802	74.8%	1,628	NA	0	NA	1,628	NA	7,430	123.8%
FENWICK YORK	26,901	-9.0%	0	NA	13,745	1.0%	6,516	-23.8%	(2,719)	NA	2,972	-6.7%	356	-13.0%	47,771	-13.7%	8,569	NA	1,406	NA	9,975	NA	57,746	4.4%
WILLIAMS & GRIFFIN	6,400	41.0%	0	NA	2,724	77.9%	1,101	118.5%	0	NA	382	52.2%	68	-48.9%	10,675	53.4%	0	NA	0	NA	0	NA	10,675	53.4%
FENWICK HEAD OFFICE A/C	(3,656)	NA	(356)	NA	(1,571)	NA	(543)	NA	0	NA	(221)	NA	0	NA	(6,347)	NA	0	NA	0	NA	0	NA	(6,347)	NA
TOTAL	176,284	-2.0%	627	-2.6%	95,203	1.9%	31,926	-23.7%	(5,302)	NA	21,060	-15.6%	2,060	-10.1%	321,858	-7.0%	41,876	NA	5,314	NA	47,190	NA	369,048	6.7%
LIKE ON LIKE	176,284	-2.0%	627	-2.6%	95,203	1.9%	31,926	-23.7%	(5,302)	NA	21,060	-15.6%	2,060	-10.1%	321,858	-7.0%	41,876	NA	5,314	NA	47,190	NA	369,048	6.7%

YEAR TO DATE - RETAIL
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BENTALLS BRACKNELL	12,355	55.1%	134	-87.4%	1,963	-47.0%	1,056	-42.8%	0	NA	302	122.1%	121	NA	15,931	8.3%	443	NA	0	NA	443	NA	16,374	11.3%
BENTALLS KINGSTON	43,541	5.7%	294	-43.4%	25,636	30.5%	3,877	-3.3%	0	NA	6,199	42.3%	246	151.0%	79,793	14.3%	2,888	NA	86	NA	2,974	NA	82,767	18.5%
FENWICK BRENT CROSS	49,774	2.9%	471	-76.4%	32,387	8.5%	7,875	9.1%	0	NA	9,475	-6.7%	1,052	-8.3%	101,034	2.2%	6,611	NA	55	NA	6,666	NA	107,700	8.9%
FENWICK CANTERBURY	32,142	9.2%	329	-78.2%	20,137	33.7%	3,160	-45.8%	0	NA	4,227	-8.1%	668	-36.7%	60,663	5.5%	4,013	NA	490	NA	4,503	NA	65,166	13.3%
FENWICK LEICESTER	3,444	-5.2%	18	-78.0%	695	54.4%	345	-6.3%	0	NA	150	-18.5%	54	31.7%	4,706	-1.1%	183	NA	0	NA	183	NA	4,889	2.8%
FENWICK NEWCASTLE	101,200	0.3%	677	-63.9%	55,274	-0.1%	16,732	36.1%	614	-55.9%	11,090	14.4%	1,018	-33.1%	186,723	1.7%	23,875	NA	2,377	NA	26,252	NA	212,975	16.0%
FENWICK TUNBRIDGE WELLS	11,251	12.1%	146	-81.5%	4,383	-7.8%	1,276	50.1%	0	NA	673	-55.7%	287	-23.3%	18,016	-1.7%	623	NA	0	NA	623	NA	18,639	1.7%
FENWICK WINDSOR	5,305	4.7%	17	NA	1,863	NA	876	NA	0	NA	373	NA	138	NA	8,572	69.2%	622	NA	0	NA	622	NA	9,194	81.5%
FENWICK YORK	49,692	2.3%	0	NA	21,626	-2.0%	6,836	-19.5%	193	-82.8%	5,160	-4.6%	757	7.4%	84,264	-5.7%	10,484	NA	1,903	NA	12,387	NA	96,651	8.1%
WILLIAMS & GRIFFIN	7,963	41.8%	57	-89.0%	3,171	17.1%	1,516	22.0%	0	NA	614	-33.5%	198	-3.4%	13,519	20.6%	760	NA	0	NA	760	NA	14,279	27.3%
FENWICK HEAD OFFICE A/C	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	316,667	5.3%	2,143	-80.2%	167,135	8.8%	43,549	3.3%	807	-69.0%	38,263	3.5%	4,539	-11.8%	573,221	3.6%	50,502	NA	4,911	NA	55,413	NA	628,634	13.6%
LIKE ON LIKE	316,667	5.3%	2,143	-80.2%	167,135	8.8%	43,549	3.3%	807	-69.0%	38,263	3.5%	4,539	-11.8%	573,221	3.6%	50,502	NA	4,911	NA	55,413	NA	628,634	13.6%

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CLARINS FRAGRANCE GROUP STORE GROUP REPORT

FENWICK GROUP

MONTH - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BENTALLS BRACKNELL	2,495	563.6%	0	NA	949	NA	32	NA	0	NA	0	NA	0	NA	3,476	739.6%	0	NA	0	NA	0	NA	3,476	739.6%
BENTALLS KINGSTON	1,931	143.8%	0	NA	1,202	321.8%	170	NA	0	NA	383	-84.3%	0	NA	3,686	2.7%	0	NA	0	NA	0	NA	3,686	2.7%
FENWICK BRENT CROSS	4,676	-2.5%	0	NA	2,625	-13.7%	313	-17.6%	0	NA	960	-30.6%	68	17.2%	8,642	-11.5%	216	NA	0	NA	216	NA	8,858	-9.3%
FENWICK CANTERBURY	1,926	66.0%	0	NA	1,181	41.4%	0	NA	0	NA	323	-3.0%	51	-34.6%	3,481	30.7%	0	NA	60	NA	60	NA	3,541	33.0%
FENWICK LEICESTER	551	22.2%	0	NA	168	NA	64	-61.0%	0	NA	29	NA	0	NA	812	32.0%	(24)	NA	0	NA	(24)	NA	788	28.1%
FENWICK NEWCASTLE	6,732	8.1%	0	NA	4,525	138.7%	396	-71.0%	(1,736)	NA	819	47.6%	0	NA	10,736	4.3%	225	NA	0	NA	225	NA	10,961	6.5%
FENWICK TUNBRIDGE WELLS	18	-96.3%	0	NA	88	-67.4%	32	NA	0	NA	0	NA	0	NA	138	-82.6%	0	NA	0	NA	0	NA	138	-82.6%
FENWICK WINDSOR	782	NA	0	NA	455	NA	146	NA	0	NA	0	NA	0	NA	1,383	NA	0	NA	0	NA	0	NA	1,383	NA
FENWICK YORK	2,012	-56.7%	0	NA	1,089	105.9%	4,538	NA	0	NA	621	502.9%	77	133.3%	8,337	45.2%	802	NA	52	NA	854	NA	9,191	60.1%
WILLIAMS & GRIFFIN	607	-23.6%	0	NA	654	-23.6%	437	NA	0	NA	0	NA	68	106.1%	1,766	3.0%	0	NA	0	NA	0	NA	1,766	3.0%
FENWICK HEAD OFFICE A/C	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	21,730	10.1%	0	NA	12,936	67.7%	6,128	175.0%	(1,736)	NA	3,135	-36.4%	264	30.7%	42,457	19.3%	1,219	NA	112	NA	1,331	NA	43,788	23.0%
LIKE ON LIKE	21,730	10.1%	0	NA	12,936	67.7%	6,128	175.0%	(1,736)	NA	3,135	-36.4%	264	30.7%	42,457	19.3%	1,219	NA	112	NA	1,331	NA	43,788	23.0%

MONTH - RETAIL
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STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BENTALLS BRACKNELL	1,695	-9.5%	0	NA	1,016	1.9%	452	-46.0%	0	NA	189	472.7%	76	NA	3,428	-14.7%	337	NA	0	NA	337	NA	3,765	-6.3%
BENTALLS KINGSTON	12,043	6.4%	0	NA	7,859	15.9%	852	-52.9%	0	NA	1,712	151.0%	0	NA	22,466	9.1%	1,373	NA	86	NA	1,459	NA	23,925	16.2%
FENWICK BRENT CROSS	11,068	9.3%	0	NA	9,128	21.2%	1,146	-45.9%	0	NA	2,685	41.6%	203	-45.7%	24,230	8.2%	1,632	NA	0	NA	1,632	NA	25,862	15.5%
FENWICK CANTERBURY	8,057	34.7%	0	NA	5,270	80.1%	1,032	-56.9%	0	NA	896	-25.1%	193	-26.9%	15,448	16.2%	780	NA	151	NA	931	NA	16,379	23.2%
FENWICK LEICESTER	879	-4.5%	0	NA	439	-2.4%	195	-47.0%	0	NA	81	-56.0%	33	-19.5%	1,627	-20.4%	139	NA	0	NA	139	NA	1,766	-13.6%
FENWICK NEWCASTLE	25,574	2.9%	0	NA	19,219	32.7%	3,686	-10.8%	0	NA	3,499	97.2%	280	-15.7%	52,258	13.9%	6,403	NA	254	NA	6,657	NA	58,915	28.4%
FENWICK TUNBRIDGE WELLS	4,475	35.4%	0	NA	937	-31.9%	599	NA	0	NA	429	25.8%	80	-28.6%	6,520	24.4%	354	NA	0	NA	354	NA	6,874	31.2%
FENWICK WINDSOR	1,087	63.0%	0	NA	651	NA	289	NA	0	NA	120	NA	48	NA	2,195	229.1%	217	NA	0	NA	217	NA	2,412	261.6%
FENWICK YORK	10,348	-0.6%	0	NA	5,842	-2.7%	1,523	-26.8%	0	NA	1,192	18.3%	187	107.8%	19,092	-5.4%	2,692	NA	536	NA	3,228	NA	22,320	10.6%
WILLIAMS & GRIFFIN	1,908	7.6%	0	NA	1,145	32.1%	509	-28.0%	0	NA	212	-40.3%	85	7.6%	3,859	-2.0%	382	NA	0	NA	382	NA	4,241	7.7%
FENWICK HEAD OFFICE A/C	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	77,134	8.3%	0	NA	51,506	24.3%	10,283	-28.8%	0	NA	11,015	47.5%	1,185	-8.3%	151,123	9.3%	14,309	NA	1,027	NA	15,336	NA	166,459	20.4%
LIKE ON LIKE	77,134	8.3%	0	NA	51,506	24.3%	10,283	-28.8%	0	NA	11,015	47.5%	1,185	-8.3%	151,123	9.3%	14,309	NA	1,027	NA	15,336	NA	166,459	20.4%

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	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
ARMY & NAVY CAMBERLEY	4,309	4.6%	27	-71.9%	1,972	8.3%	648	-28.5%	0	NA	599	-10.7%	0	NA	7,555	-0.8%	792	NA	0	NA	792	NA	8,347	9.6%
ARMY & NAVY CHICHESTER	8,453	35.6%	0	NA	3,763	100.4%	963	-12.5%	0	NA	424	-56.6%	0	NA	13,603	31.7%	1,066	NA	0	NA	1,066	NA	14,669	42.1%
ARMY & NAVY GUILDFORD	6,740	-16.4%	14	-94.9%	4,070	-14.6%	2,033	51.2%	0	NA	1,415	75.6%	193	-58.0%	14,465	-8.0%	1,509	NA	0	NA	1,509	NA	15,974	1.6%
ARMY & NAVY VICTORIA	6,762	-3.3%	28	-72.8%	3,833	41.7%	1,411	-8.2%	0	NA	1,822	36.6%	277	-26.1%	14,133	8.3%	1,821	NA	0	NA	1,821	NA	15,954	22.3%
BEATTIES AYLESBURY (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES BIRKENHEAD (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES DUDLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES HUDDERSFIELD (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES NORTHAMPTON	6,292	-19.4%	27	-53.4%	2,813	111.7%	1,290	22.9%	0	NA	888	2.8%	0	NA	11,310	1.9%	1,225	NA	0	NA	1,225	NA	12,535	12.9%
BEATTIES SOLIHULL (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES SUTTON COLDFIELD	10,568	-1.8%	0	NA	5,050	-23.5%	1,964	8.9%	0	NA	1,043	-2.8%	0	NA	18,625	-8.6%	1,454	NA	0	NA	1,454	NA	20,079	-1.5%
BEATTIES TELFORD (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES WOLVERHAMPTON	21,855	-19.4%	28	-82.2%	12,440	-22.7%	5,751	-23.6%	(2,039)	NA	3,928	-6.9%	373	-4.6%	42,336	-23.6%	5,823	NA	990	NA	6,813	NA	49,149	-11.4%
BEATTIES WORCESTER (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BINNS DARLINGTON	12,834	28.3%	0	NA	8,198	38.6%	2,806	101.7%	0	NA	738	-39.3%	0	NA	24,576	32.2%	1,543	NA	0	NA	1,543	NA	26,119	40.5%
BINNS GRIMSBY (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BINNS LINCOLN (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BINNS MIDDLESBOROUGH (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
CAVENDISH HOUSE CHELTENHAM	5,698	56.6%	0	NA	2,121	-5.9%	789	-27.9%	0	NA	342	-42.0%	27	-68.2%	8,977	16.8%	944	NA	0	NA	944	NA	9,921	29.1%
DAVID EVANS CWMBRAN (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DICKINS & JONES EPSOM (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DICKINS & JONES MILTON KEYNES	6,497	-21.1%	28	-79.1%	3,962	-16.4%	1,123	-45.1%	0	NA	1,673	24.0%	0	NA	13,283	-21.4%	1,297	NA	0	NA	1,297	NA	14,580	-13.7%
DICKINS & JONES RICHMOND	4,839	67.3%	28	-68.5%	4,167	293.5%	1,154	31.3%	0	NA	911	-15.6%	155	-9.4%	11,254	82.4%	975	NA	0	NA	975	NA	12,229	98.2%
DINGLES BOURNEMOUTH (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DINGLES EXETER	5,246	8.9%	0	NA	2,349	586.8%	1,107	20.6%	0	NA	558	3.7%	0	NA	9,260	37.2%	880	NA	0	NA	880	NA	10,140	50.3%
DINGLES PLYMOUTH	6,012	2.6%	0	NA	2,710	27.6%	1,305	19.2%	0	NA	672	32.3%	96	NA	10,795	11.8%	1,035	NA	0	NA	1,035	NA	11,830	22.5%
FRASERS EDINBURGH	3,029	-4.5%	28	-79.1%	2,393	86.5%	1,161	22.3%	0	NA	296	-47.5%	164	29.1%	7,071	13.5%	829	NA	0	NA	829	NA	7,900	26.8%
FRASERS GLASGOW	59,388	-21.6%	0	NA	30,715	8.2%	13,987	-39.7%	(353)	NA	10,581	-29.6%	860	-59.9%	115,178	-23.1%	18,791	NA	3,704	NA	22,495	NA	137,673	-8.0%
HAMMONDS HULL (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOUSE OF FRASER BIRMINGHAM	31,442	1.4%	55	-89.1%	21,851	30.3%	7,364	-36.9%	116	-94.8%	6,160	-18.7%	1,057	-10.3%	68,045	-4.0%	12,784	NA	1,831	NA	14,615	NA	82,660	16.6%

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	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
HOUSE OF FRASER BLUEWATER	16,775	-2.0%	14	-91.1%	11,430	7.8%	2,507	-60.4%	0	NA	3,035	13.6%	396	155.5%	34,157	1.5%	5,299	NA	733	NA	6,032	NA	40,189	19.4%
HOUSE OF FRASER BRISTOL	5,983	41.1%	27	-73.8%	3,864	47.3%	1,364	38.1%	0	NA	726	18.4%	68	-42.9%	12,032	38.5%	1,048	NA	0	NA	1,048	NA	13,080	50.6%
HOUSE OF FRASER CARLISLE (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOUSE OF FRASER CROYDON	6,063	11.3%	14	-91.1%	5,806	39.6%	2,062	70.3%	0	NA	1,327	-22.7%	273	18.7%	15,545	20.3%	1,122	NA	0	NA	1,122	NA	16,667	29.0%
HOUSE OF FRASER GATESHEAD	46,721	23.3%	14	-96.2%	28,393	33.9%	11,769	-21.5%	(1,343)	NA	5,601	-15.2%	542	8.0%	91,697	12.4%	11,880	NA	2,548	NA	14,428	NA	106,125	30.1%
HOUSE OF FRASER HIGH WYCOMBE	4,989	21.6%	0	NA	3,204	20.8%	802	-31.2%	0	NA	503	-2.3%	70	16.7%	9,568	12.1%	1,184	NA	0	NA	1,184	NA	10,752	25.9%
HOUSE OF FRASER LEAMINGTON SPA	3,775	10.2%	124	-21.5%	2,604	57.1%	1,202	19.8%	0	NA	444	-42.7%	188	58.0%	8,337	16.8%	1,571	NA	0	NA	1,571	NA	9,908	38.8%
HOUSE OF FRASER LEEDS	7,433	-7.4%	55	-63.8%	6,548	21.4%	1,938	35.5%	0	NA	1,143	-14.7%	257	-20.9%	17,374	4.3%	1,033	NA	0	NA	1,033	NA	18,407	10.5%
HOUSE OF FRASER LONDON (W1)	37,325	18.4%	28	-93.2%	25,844	23.3%	6,426	-41.6%	0	NA	11,003	-10.2%	2,218	29.1%	82,844	11.9%	13,903	NA	1,556	NA	15,459	NA	98,303	32.8%
HOUSE OF FRASER LONDON CITY	10,017	59.3%	0	NA	6,228	66.9%	2,341	98.2%	0	NA	1,493	32.1%	268	29.5%	20,347	60.3%	1,478	NA	0	NA	1,478	NA	21,825	71.9%
HOUSE OF FRASER MAIDSTONE	6,844	-14.2%	0	NA	5,798	26.9%	1,584	-5.1%	0	NA	1,306	132.8%	129	279.4%	15,661	4.5%	1,340	NA	0	NA	1,340	NA	17,001	13.5%
HOUSE OF FRASER MANCHESTER	30,792	2.6%	14	-96.8%	16,304	6.6%	6,204	-41.3%	(4,405)	NA	5,215	-22.1%	949	-1.2%	55,073	-17.9%	8,263	NA	1,275	NA	9,538	NA	64,611	-3.7%
HOUSE OF FRASER MEADOWHALL	27,220	1.3%	95	-72.9%	20,979	78.7%	5,607	-46.2%	(114)	NA	4,540	-0.9%	1,003	67.4%	59,330	2.6%	8,892	NA	1,137	NA	10,029	NA	69,359	19.9%
HOUSE OF FRASER NORWICH	4,139	15.9%	0	NA	3,542	4.4%	1,562	27.1%	0	NA	840	-5.2%	121	-36.3%	10,204	9.8%	1,002	NA	0	NA	1,002	NA	11,206	20.6%
HOUSE OF FRASER NOTTINGHAM	6,739	42.9%	0	NA	2,869	26.1%	794	-49.6%	0	NA	629	-36.9%	102	-55.7%	11,133	12.8%	1,097	NA	0	NA	1,097	NA	12,230	23.9%
HOUSE OF FRASER READING	3,346	18.9%	0	NA	4,160	151.5%	1,210	43.0%	0	NA	545	-6.7%	34	NA	9,295	55.9%	992	NA	0	NA	992	NA	10,287	72.5%
HOUSE OF FRASER THURROCK	16,276	-12.7%	68	-71.4%	13,016	-7.4%	4,142	-29.5%	0	NA	4,446	-5.1%	232	-50.6%	38,180	-5.3%	5,385	NA	499	NA	5,884	NA	44,064	9.3%
HOUSE OF FRASER WHITE CITY	5,522	45.5%	0	NA	5,966	118.7%	752	-67.9%	0	NA	904	-38.8%	0	NA	13,144	27.1%	1,614	NA	0	NA	1,614	NA	14,758	42.7%
HOWELLS CARDIFF	4,778	2.0%	27	-59.1%	2,954	132.4%	1,140	-13.7%	0	NA	728	-18.8%	192	-16.5%	9,819	15.9%	854	NA	0	NA	854	NA	10,673	26.0%
JENNERS BALLOCH (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JENNERS EDINBURGH	19,850	-1.8%	5	-97.9%	9,351	-0.6%	3,903	-27.2%	0	NA	3,133	-16.3%	701	-30.3%	36,943	2.1%	4,856	NA	715	NA	5,571	NA	42,514	17.5%
JOLLYS BATH	3,455	-16.7%	(11)	NA	1,803	170.3%	500	-54.8%	0	NA	525	7.6%	0	NA	6,272	-2.9%	855	NA	0	NA	855	NA	7,127	10.4%
RACKHAMS ALTRINCHAM (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
RACKHAMS CIRENCESTER (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
RACKHAMS LEICESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
RACKHAMS SHREWSBURY (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
RACKHAMS SKIPTON (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOF WEBSTORE (OPND 07/2010)	13,795	-16.8%	123	13.9%	12,972	60.9%	3,051	5.4%	160	-82.4%	1,587	-64.9%	1,256	0.2%	32,944	-4.0%	4,407	NA	0	NA	4,407	NA	37,351	8.8%
HEAD OFFICE ACCOUNT	48,242	14.7%	0	NA	52,317	27.3%	33,875	123.2%	0	NA	8,631	-8.5%	0	NA	143,065	32.7%	36,990	NA	0	NA	36,990	NA	180,055	67.0%
HEAD OFFICE EXPENSE ACCOUNT	(15,519)	NA	(404)	NA	(10,066)	NA	(9,509)	NA	(169)	NA	(4,049)	NA	0	NA	(39,716)	NA	0	NA	0	NA	0	NA	(39,716)	NA
TOTAL	514,524	-2.0%	456	-93.3%	348,293	20.2%	130,082	-17.8%	(8,147)	NA	86,305	-20.6%	12,201	-11.1%	1,083,714	-1.6%	167,833	NA	14,988	NA	182,821	NA	1,266,535	15.0%

LIKE ON LIKE	500,729	3.2%	333	-94.8%	335,321	24.5%	127,031	-18.2%	(8,307)	NA	84,718	-15.6%	10,945	-12.2%	1,050,770	2.3%	163,426	NA	14,988	NA	178,414	NA	1,229,184	19.7%
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CLARINS FRAGRANCE GROUP STORE GROUP REPORT

HOUSE OF FRASER GROUP

YEAR TO DATE - RETAIL
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
ARMY & NAVY CAMBERLEY	8,178	1.9%	73	-78.3%	3,286	-5.7%	695	-1.4%	0	NA	764	-29.6%	0	NA	12,996	-4.9%	728	NA	0	NA	728	NA	13,724	0.4%
ARMY & NAVY CHICHESTER	16,223	9.8%	23	-94.4%	6,128	15.2%	1,882	120.1%	0	NA	1,579	-15.8%	0	NA	25,835	10.9%	911	NA	0	NA	911	NA	26,746	14.8%
ARMY & NAVY GUILDFORD	12,482	-6.6%	25	-96.2%	6,891	-5.9%	1,630	-8.0%	0	NA	2,321	84.8%	254	-66.8%	23,603	-6.7%	2,349	NA	0	NA	2,349	NA	25,952	2.6%
ARMY & NAVY VICTORIA	12,831	-12.5%	49	-89.6%	7,030	18.9%	2,201	2.9%	0	NA	3,125	-3.7%	592	-2.6%	25,828	-4.5%	2,071	NA	0	NA	2,071	NA	27,899	3.2%
BEATTIES AYLESBURY (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES BIRKENHEAD (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES DUDLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES HUDDERSFIELD (CLSD 04/2010)	(83)	NA	0	NA	(50)	NA	0	NA	0	NA	0	NA	0	NA	(133)	NA	0	NA	0	NA	0	NA	(133)	NA
BEATTIES NORTHAMPTON	11,372	-16.4%	23	-92.9%	2,832	-3.3%	1,791	63.4%	0	NA	1,433	16.6%	0	NA	17,451	-9.0%	1,558	NA	0	NA	1,558	NA	19,009	-0.9%
BEATTIES SOLIHULL (CLSD 04/2010)	(40)	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(40)	NA	0	NA	0	NA	0	NA	(40)	NA
BEATTIES SUTTON COLDFIELD	21,106	-0.8%	0	NA	9,654	-15.6%	2,565	-9.9%	0	NA	1,009	-60.1%	(62)	NA	34,272	-11.3%	2,525	NA	0	NA	2,525	NA	36,797	-4.7%
BEATTIES TELFORD (CLSD 04/2010)	(42)	NA	0	NA	0	NA	(45)	NA	0	NA	0	NA	0	NA	(87)	NA	0	NA	0	NA	0	NA	(87)	NA
BEATTIES WOLVERHAMPTON	46,927	-2.5%	8	-98.0%	25,345	-1.0%	6,926	-39.6%	0	NA	5,249	-37.9%	609	-15.2%	85,064	-12.4%	6,769	NA	857	NA	7,626	NA	92,690	-4.5%
BEATTIES WORCESTER (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BINNS DARLINGTON	23,334	6.3%	0	NA	12,582	19.8%	3,837	86.2%	0	NA	1,659	-26.5%	93	304.3%	41,505	11.7%	2,555	NA	0	NA	2,555	NA	44,060	18.6%
BINNS GRIMSBY (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BINNS LINCOLN (CLSD 04/2010)	(65)	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(65)	NA	0	NA	0	NA	0	NA	(65)	NA
BINNS MIDDLESBOROUGH (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	(64)	NA	0	NA	(64)	NA	0	NA	0	NA	0	NA	(64)	NA
CAVENDISH HOUSE CHELTENHAM	10,563	18.6%	90	-60.2%	4,951	50.8%	1,325	7.5%	0	NA	845	-37.2%	141	-50.5%	17,915	17.3%	1,179	NA	0	NA	1,179	NA	19,094	25.0%
DAVID EVANS CWMBRAN (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DICKINS & JONES EPSOM (CLSD 04/2010)	0	NA	0	NA	(38)	NA	0	NA	0	NA	14	-96.0%	0	NA	(24)	NA	0	NA	0	NA	0	NA	(24)	NA
DICKINS & JONES MILTON KEYNES	13,405	-4.1%	0	NA	6,349	-27.8%	1,473	-34.1%	0	NA	2,522	-9.9%	186	-52.1%	23,935	-16.4%	1,119	NA	0	NA	1,119	NA	25,054	-12.5%
DICKINS & JONES RICHMOND	10,839	43.2%	141	-55.5%	5,665	54.5%	1,073	23.9%	0	NA	1,622	-27.7%	183	-53.4%	19,523	29.5%	1,009	NA	0	NA	1,009	NA	20,532	36.2%
DINGLES BOURNEMOUTH (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DINGLES EXETER	8,452	-5.8%	0	NA	3,741	17.6%	1,583	106.9%	0	NA	1,059	3.0%	0	NA	14,835	1.7%	657	NA	0	NA	657	NA	15,492	6.2%
DINGLES PLYMOUTH	12,260	4.3%	16	-94.3%	3,578	-31.7%	1,187	-18.4%	0	NA	978	-18.4%	273	131.4%	18,292	-8.8%	1,488	NA	0	NA	1,488	NA	19,780	-1.4%
FRASERS EDINBURGH	5,999	-7.0%	0	NA	2,884	-0.9%	1,034	14.9%	0	NA	376	-64.7%	221	-26.1%	10,514	-13.2%	453	NA	0	NA	453	NA	10,967	-9.4%
FRASERS GLASGOW	133,726	1.9%	395	-76.8%	58,034	3.5%	21,391	-32.9%	2,872	-77.6%	18,970	-19.9%	2,082	-18.2%	237,470	-8.7%	33,405	NA	4,070	NA	37,475	NA	274,945	5.7%
HAMMONDS HULL (CLSD 04/2010)	(57)	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(57)	NA	0	NA	0	NA	0	NA	(57)	NA
HOUSE OF FRASER BIRMINGHAM	69,225	16.8%	152	-82.9%	38,622	8.1%	15,005	-8.3%	1,922	-37.0%	13,207	4.1%	1,825	18.3%	139,958	8.0%	27,464	NA	1,559	NA	29,023	NA	168,981	30.4%

DECEMBER 2011 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

HOUSE OF FRASER GROUP

YEAR TO DATE - RETAIL
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
HOUSE OF FRASER BLUEWATER	39,024	17.7%	25	-95.7%	23,805	13.6%	5,561	-20.8%	0	NA	4,867	-14.9%	493	-38.3%	73,775	7.4%	11,693	NA	993	NA	12,686	NA	86,461	25.9%
HOUSE OF FRASER BRISTOL	9,441	10.8%	62	-85.7%	6,214	39.1%	1,060	-14.7%	0	NA	1,352	12.5%	100	-59.2%	18,229	13.2%	1,704	NA	0	NA	1,704	NA	19,933	23.7%
HOUSE OF FRASER CARLISLE (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOUSE OF FRASER CROYDON	11,388	12.9%	100	-78.2%	9,226	27.5%	2,433	50.8%	0	NA	2,754	-12.7%	521	2.0%	26,422	14.5%	1,905	NA	0	NA	1,905	NA	28,327	22.8%
HOUSE OF FRASER GATESHEAD	94,458	16.0%	110	-87.1%	53,286	8.4%	16,729	-33.3%	1,732	-42.2%	9,748	-10.8%	846	-8.6%	176,909	3.3%	16,250	NA	2,221	NA	18,471	NA	195,380	14.0%
HOUSE OF FRASER HIGH WYCOMBE	10,188	22.5%	15	-95.4%	4,620	-9.4%	1,265	47.1%	0	NA	916	-28.2%	158	11.3%	17,162	7.1%	1,595	NA	0	NA	1,595	NA	18,757	17.1%
HOUSE OF FRASER LEAMINGTON SPA	8,915	42.8%	238	-63.4%	3,820	-17.8%	1,488	61.2%	0	NA	874	-39.8%	372	20.0%	15,707	10.3%	2,527	NA	0	NA	2,527	NA	18,234	28.1%
HOUSE OF FRASER LEEDS	13,147	-14.1%	108	-79.0%	10,160	9.6%	2,475	15.9%	0	NA	1,573	-45.8%	490	-11.2%	27,953	-8.9%	924	NA	0	NA	924	NA	28,877	-5.9%
HOUSE OF FRASER LONDON (W1)	74,809	13.2%	235	-84.0%	51,828	15.7%	12,532	-25.5%	0	NA	23,731	0.0%	3,718	26.1%	166,853	6.7%	25,490	NA	55	NA	25,545	NA	192,398	23.0%
HOUSE OF FRASER LONDON CITY	14,970	2.0%	105	-78.1%	8,637	-0.7%	2,898	56.9%	0	NA	1,824	9.3%	479	18.3%	28,913	2.7%	2,517	NA	0	NA	2,517	NA	31,430	11.6%
HOUSE OF FRASER MAIDSTONE	13,168	-11.6%	7	-98.8%	9,546	12.4%	2,326	-11.8%	0	NA	2,070	12.0%	251	38.7%	27,368	-4.4%	1,990	NA	0	NA	1,990	NA	29,358	2.6%
HOUSE OF FRASER MANCHESTER	61,884	1.8%	140	-88.1%	32,452	5.3%	11,355	-3.1%	1,044	-60.3%	10,451	-5.6%	1,725	17.7%	119,051	-0.5%	11,923	NA	1,391	NA	13,314	NA	132,365	10.6%
HOUSE OF FRASER MEADOWHALL	56,173	2.2%	88	-87.5%	29,820	6.7%	8,627	-34.2%	1,677	-60.0%	8,245	-4.3%	1,026	26.2%	105,656	-4.2%	17,338	NA	1,210	NA	18,548	NA	124,204	12.6%
HOUSE OF FRASER NORWICH	7,304	0.6%	49	-82.4%	6,166	47.4%	2,355	80.6%	0	NA	1,537	-38.1%	313	14.7%	17,724	8.6%	1,424	NA	0	NA	1,424	NA	19,148	17.3%
HOUSE OF FRASER NOTTINGHAM	11,618	19.5%	66	-85.1%	4,143	7.5%	1,217	1.2%	0	NA	1,165	-19.4%	264	-11.1%	18,473	8.8%	1,459	NA	0	NA	1,459	NA	19,932	17.4%
HOUSE OF FRASER READING	6,580	19.2%	74	-72.1%	6,286	37.0%	1,293	54.3%	0	NA	1,109	-20.2%	296	322.9%	15,638	23.4%	924	NA	0	NA	924	NA	16,562	30.7%
HOUSE OF FRASER THURROCK	33,578	-7.9%	0	NA	25,429	-10.3%	4,988	-12.6%	0	NA	6,183	-32.5%	579	9.5%	70,757	-12.7%	8,104	NA	144	NA	8,248	NA	79,005	-2.6%
HOUSE OF FRASER WHITE CITY	8,337	-16.9%	0	NA	9,933	60.2%	1,379	-43.2%	0	NA	2,440	-14.5%	0	NA	22,089	2.7%	2,378	NA	0	NA	2,378	NA	24,467	13.7%
HOWELLS CARDIFF	10,319	7.8%	63	-85.9%	4,948	22.1%	1,436	13.2%	0	NA	1,342	5.5%	395	18.3%	18,503	9.2%	903	NA	0	NA	903	NA	19,406	14.5%
JENNERS BALLOCH (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JENNERS EDINBURGH	41,293	3.9%	83	-87.3%	18,949	1.2%	6,676	47.9%	0	NA	5,344	-25.5%	1,437	-2.0%	73,782	1.8%	9,017	NA	921	NA	9,938	NA	83,720	15.5%
JOLLYS BATH	6,786	-11.9%	161	-23.0%	2,669	36.6%	719	126.8%	0	NA	916	-14.2%	0	NA	11,251	-5.1%	328	NA	0	NA	328	NA	11,579	-2.3%
RACKHAMS ALTRINCHAM (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
RACKHAMS CIRENCESTER (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
RACKHAMS LEICESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
RACKHAMS SHREWSBURY (CLSD 04/2010)	(16)	NA	0	NA	0	NA	0	NA	0	NA	(46)	NA	0	NA	(62)	NA	0	NA	0	NA	0	NA	(62)	NA
RACKHAMS SKIPTON (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOF WEBSTORE (OPND 07/2010)	29,582	60.9%	244	-52.7%	21,870	46.5%	5,530	21.4%	0	NA	4,506	-13.1%	2,499	58.5%	64,231	42.3%	6,606	NA	0	NA	6,606	NA	70,837	56.9%
HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HEAD OFFICE EXPENSE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	979,581	0.2%	2,968	-87.2%	541,291	2.0%	159,895	-13.9%	9,247	-68.2%	149,569	-17.7%	22,359	0.3%	1,864,910	-4.5%	213,239	NA	13,421	NA	226,660	NA	2,091,570	7.1%

LIKE ON LIKE	950,302	5.1%	2,724	-86.0%	519,509	7.1%	154,410	-14.8%	9,247	-68.2%	145,159	-13.8%	19,860	-2.1%	1,801,211	-0.5%	206,633	NA	13,421	NA	220,054	NA	2,021,265	11.7%
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NUMBER OF DOORS 38

DECEMBER 2011

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

HOUSE OF FRASER GROUP

MONTH - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
ARMY & NAVY CAMBERLEY	535	17.8%	0	NA	127	NA	76	-7.3%	0	NA	25	NA	0	NA	763	42.4%	0	NA	0	NA	0	NA	763	42.4%
ARMY & NAVY CHICHESTER	459	7.5%	0	NA	302	196.1%	149	175.9%	0	NA	0	NA	0	NA	910	39.4%	0	NA	0	NA	0	NA	910	39.4%
ARMY & NAVY GUILDFORD	301	12.3%	0	NA	177	378.4%	72	-16.3%	0	NA	39	62.5%	19	NA	608	46.5%	66	NA	0	NA	66	NA	674	62.4%
ARMY & NAVY VICTORIA	141	-44.7%	0	NA	248	396.0%	99	32.0%	0	NA	0	NA	0	NA	488	16.2%	66	NA	0	NA	66	NA	554	31.9%
BEATTIES AYLESBURY (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES BIRKENHEAD (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES DUDLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES HUDDERSFIELD (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES NORTHAMPTON	556	141.7%	0	NA	282	526.7%	54	0.0%	0	NA	64	NA	0	NA	956	190.6%	56	NA	0	NA	56	NA	1,012	207.6%
BEATTIES SOLIHULL (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES SUTTON COLDFIELD	467	89.8%	0	NA	191	165.3%	108	-22.9%	0	NA	14	-57.6%	0	NA	780	58.9%	111	NA	0	NA	111	NA	891	81.5%
BEATTIES TELFORD (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES WOLVERHAMPTON	1,022	12.7%	0	NA	457	210.9%	379	166.9%	0	NA	413	80.3%	0	NA	2,271	59.4%	26	NA	27	NA	53	NA	2,324	63.1%
BEATTIES WORCESTER (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BINNS DARLINGTON	454	-16.7%	0	NA	366	NA	130	140.7%	0	NA	0	NA	0	NA	950	27.2%	127	NA	0	NA	127	NA	1,077	44.2%
BINNS GRIMSBY (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BINNS LINCOLN (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BINNS MIDDLESBOROUGH (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
CAVENDISH HOUSE CHELTENHAM	204	-20.3%	0	NA	236	NA	54	-38.6%	0	NA	0	NA	0	NA	494	25.7%	0	NA	0	NA	0	NA	494	25.7%
DAVID EVANS CWMBRAN (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DICKINS & JONES EPSOM (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DICKINS & JONES MILTON KEYNES	216	-59.6%	0	NA	455	135.8%	66	-23.3%	0	NA	21	-58.0%	0	NA	758	-12.3%	24	NA	0	NA	24	NA	782	-9.5%
DICKINS & JONES RICHMOND	221	-53.2%	0	NA	88	137.8%	54	-28.0%	0	NA	0	NA	0	NA	363	-37.8%	0	NA	0	NA	0	NA	363	-37.8%
DINGLES BOURNEMOUTH (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DINGLES EXETER	213	-40.7%	0	NA	68	NA	76	-21.6%	0	NA	114	128.0%	0	NA	471	-6.9%	0	NA	0	NA	0	NA	471	-6.9%
DINGLES PLYMOUTH	834	164.8%	0	NA	45	164.7%	54	-38.6%	0	NA	11	NA	0	NA	944	124.8%	0	NA	0	NA	0	NA	944	124.8%
FRASERS EDINBURGH	145	-49.1%	0	NA	175	307.0%	54	-38.6%	0	NA	0	NA	0	NA	374	-10.1%	0	NA	0	NA	0	NA	374	-10.1%
FRASERS GLASGOW	2,717	-67.5%	0	NA	1,509	-3.9%	910	11.1%	0	NA	969	-45.1%	0	NA	6,105	-51.8%	109	NA	183	NA	292	NA	6,397	-49.5%
HAMMONDS HULL (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOUSE OF FRASER BIRMINGHAM	1,301	-42.6%	0	NA	1,549	475.8%	401	-11.5%	0	NA	638	18.1%	19	NA	3,908	10.7%	149	NA	0	NA	149	NA	4,057	15.0%

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HOUSE OF FRASER GROUP

MONTH - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
HOUSE OF FRASER BLUEWATER	902	-13.4%	0	NA	810	368.2%	206	90.7%	0	NA	228	53.0%	0	NA	2,146	45.9%	367	NA	84	NA	451	NA	2,597	76.5%
HOUSE OF FRASER BRISTOL	423	7.6%	0	NA	131	NA	54	-47.6%	0	NA	100	244.8%	0	NA	708	31.4%	0	NA	0	NA	0	NA	708	31.4%
HOUSE OF FRASER CARLISLE (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOUSE OF FRASER CROYDON	428	62.7%	0	NA	302	602.3%	54	-20.6%	0	NA	0	NA	17	NA	801	114.2%	39	NA	0	NA	39	NA	840	124.6%
HOUSE OF FRASER GATESHEAD	977	-56.8%	0	NA	783	176.7%	467	8.4%	0	NA	800	51.8%	0	NA	3,027	-13.6%	74	NA	0	NA	74	NA	3,101	-11.5%
HOUSE OF FRASER HIGH WYCOMBE	267	16.1%	0	NA	88	225.9%	83	3.8%	0	NA	0	NA	19	NA	457	22.8%	0	NA	0	NA	0	NA	457	22.8%
HOUSE OF FRASER LEAMINGTON SPA	435	-14.9%	0	NA	111	26.1%	72	-48.6%	0	NA	25	-50.0%	0	NA	643	-18.5%	74	NA	0	NA	74	NA	717	-9.1%
HOUSE OF FRASER LEEDS	149	-68.5%	0	NA	497	630.9%	54	-28.0%	0	NA	67	-62.4%	0	NA	767	-3.4%	0	NA	0	NA	0	NA	767	-3.4%
HOUSE OF FRASER LONDON (W1)	946	-75.5%	0	NA	908	-41.8%	325	9.8%	0	NA	579	-34.8%	19	NA	2,777	-58.0%	192	NA	0	NA	192	NA	2,969	-55.1%
HOUSE OF FRASER LONDON CITY	198	-78.8%	0	NA	88	-32.3%	54	0.0%	0	NA	0	NA	0	NA	340	-70.2%	0	NA	0	NA	0	NA	340	-70.2%
HOUSE OF FRASER MAIDSTONE	389	47.3%	0	NA	120	0.8%	54	-28.0%	0	NA	32	6.7%	0	NA	595	17.8%	78	NA	0	NA	78	NA	673	33.3%
HOUSE OF FRASER MANCHESTER	1,219	-49.8%	0	NA	1,107	702.2%	524	11.7%	0	NA	458	19.6%	0	NA	3,308	-5.5%	57	NA	210	NA	267	NA	3,575	2.1%
HOUSE OF FRASER MEADOWHALL	1,498	0.7%	0	NA	713	133.0%	460	64.3%	0	NA	713	180.7%	28	211.1%	3,412	46.1%	752	NA	0	NA	752	NA	4,164	78.3%
HOUSE OF FRASER NORWICH	353	53.5%	(14)	NA	465	615.4%	54	-28.0%	0	NA	32	NA	36	NA	926	150.3%	0	NA	0	NA	0	NA	926	150.3%
HOUSE OF FRASER NOTTINGHAM	303	-38.0%	0	NA	45	NA	66	-37.7%	0	NA	0	NA	0	NA	414	-35.8%	16	NA	0	NA	16	NA	430	-33.3%
HOUSE OF FRASER READING	674	193.0%	0	NA	112	NA	76	40.7%	0	NA	0	NA	0	NA	862	141.5%	33	NA	0	NA	33	NA	895	150.7%
HOUSE OF FRASER THURROCK	472	-64.4%	0	NA	309	NA	162	-16.5%	0	NA	217	10.7%	0	NA	1,160	-33.8%	121	NA	0	NA	121	NA	1,281	-26.8%
HOUSE OF FRASER WHITE CITY	265	-15.1%	0	NA	291	242.4%	54	-18.2%	0	NA	0	NA	0	NA	610	31.7%	0	NA	0	NA	0	NA	610	31.7%
HOWELLS CARDIFF	216	-31.9%	0	NA	273	565.9%	54	-37.2%	0	NA	0	NA	9	NA	552	0.7%	0	NA	0	NA	0	NA	552	0.7%
JENNERS BALLOCH (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JENNERS EDINBURGH	889	-33.4%	0	NA	218	-29.7%	220	1.9%	0	NA	246	-47.8%	19	111.1%	1,592	-32.0%	100	NA	31	NA	131	NA	1,723	-26.4%
JOLLYS BATH	530	115.4%	0	NA	79	NA	66	-25.0%	0	NA	78	NA	0	NA	753	125.4%	0	NA	0	NA	0	NA	753	125.4%
RACKHAMS ALTRINCHAM (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
RACKHAMS CIRENCESTER (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
RACKHAMS LEICESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
RACKHAMS SHREWSBURY (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
RACKHAMS SKIPTON (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOF WEBSTORE (OPND 07/2010)	1,833	26.4%	0	NA	1,756	146.6%	281	-52.3%	53	NA	221	-41.7%	9	-88.0%	4,153	29.6%	1,269	NA	0	NA	1,269	NA	5,422	69.2%
HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HEAD OFFICE EXPENSE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	23,152	-36.2%	(14)	NA	15,481	128.8%	6,176	0.7%	53	NA	6,104	-10.3%	194	-42.1%	51,146	-9.2%	3,906	NA	535	NA	4,441	NA	55,587	-1.3%

LIKE ON LIKE	21,319	-38.8%	(14)	NA	13,725	126.7%	5,895	6.3%	0	NA	5,883	-8.4%	185	-28.8%	46,993	-11.6%	2,637	NA	535	NA	3,172	NA	50,165	-5.6%
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HOUSE OF FRASER GROUP

MONTH - RETAIL
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
ARMY & NAVY CAMBERLEY	2,754	13.8%	0	NA	1,581	76.5%	415	97.6%	0	NA	269	-33.1%	0	NA	5,019	26.5%	275	NA	0	NA	275	NA	5,294	33.4%
ARMY & NAVY CHICHESTER	5,579	21.6%	0	NA	2,183	10.5%	671	145.8%	0	NA	481	15.6%	0	NA	8,914	22.5%	253	NA	0	NA	253	NA	9,167	26.0%
ARMY & NAVY GUILDFORD	3,726	-6.1%	0	NA	2,391	31.1%	517	-49.4%	0	NA	417	10.3%	65	-15.6%	7,116	-3.6%	418	NA	0	NA	418	NA	7,534	2.0%
ARMY & NAVY VICTORIA	3,007	-2.7%	0	NA	2,004	52.3%	450	-19.2%	0	NA	474	-19.0%	93	20.8%	6,028	6.0%	323	NA	0	NA	323	NA	6,351	11.7%
BEATTIES AYLESBURY (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES BIRKENHEAD (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES DUDLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES HUDDERSFIELD (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES NORTHAMPTON	2,700	-22.1%	47	-46.6%	1,142	3.3%	386	6.9%	0	NA	481	114.7%	0	NA	4,756	-9.3%	431	NA	0	NA	431	NA	5,187	-1.1%
BEATTIES SOLIHULL (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES SUTTON COLDFIELD	6,181	5.2%	0	NA	3,211	43.3%	826	-18.9%	0	NA	409	-44.3%	0	NA	10,627	7.6%	784	NA	0	NA	784	NA	11,411	15.6%
BEATTIES TELFORD (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEATTIES WOLVERHAMPTON	12,754	18.7%	0	NA	6,376	-0.7%	1,719	-39.4%	0	NA	1,172	-3.1%	31	-59.7%	22,052	3.5%	1,772	NA	268	NA	2,040	NA	24,092	13.0%
BEATTIES WORCESTER (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BINNS DARLINGTON	7,214	-3.5%	0	NA	4,825	36.5%	1,025	37.0%	0	NA	648	1.6%	31	NA	13,743	10.9%	922	NA	0	NA	922	NA	14,665	18.3%
BINNS GRIMSBY (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BINNS LINCOLN (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BINNS MIDDLESBOROUGH (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
CAVENDISH HOUSE CHELTENHAM	3,113	18.0%	41	-48.1%	1,585	74.2%	243	-33.1%	0	NA	242	-11.0%	62	31.9%	5,286	22.7%	363	NA	0	NA	363	NA	5,649	31.1%
DAVID EVANS CWMBRAN (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DICKINS & JONES EPSOM (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DICKINS & JONES MILTON KEYNES	3,684	43.9%	0	NA	2,313	14.7%	306	-13.6%	0	NA	388	-35.4%	62	106.7%	6,753	21.4%	80	NA	0	NA	80	NA	6,833	22.9%
DICKINS & JONES RICHMOND	2,835	19.0%	0	NA	1,434	35.5%	291	-11.3%	0	NA	321	23.9%	0	NA	4,881	18.4%	275	NA	0	NA	275	NA	5,156	25.1%
DINGLES BOURNEMOUTH (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DINGLES EXETER	2,111	-19.8%	0	NA	965	3.9%	304	-20.2%	0	NA	374	104.4%	0	NA	3,754	-10.7%	163	NA	0	NA	163	NA	3,917	-6.8%
DINGLES PLYMOUTH	3,912	9.5%	0	NA	1,621	-16.9%	541	6.9%	0	NA	407	13.1%	28	-6.7%	6,509	1.4%	378	NA	0	NA	378	NA	6,887	7.3%
FRASERS EDINBURGH	1,691	-15.2%	0	NA	703	-5.9%	220	-51.5%	0	NA	0	NA	0	NA	2,614	-30.1%	326	NA	0	NA	326	NA	2,940	-21.3%
FRASERS GLASGOW	38,121	7.2%	26	-63.9%	17,874	14.9%	5,243	-34.7%	319	-85.5%	4,929	-1.4%	477	1.9%	66,989	0.2%	7,875	NA	1,379	NA	9,254	NA	76,243	14.0%
HAMMONDS HULL (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOUSE OF FRASER BIRMINGHAM	15,048	14.7%	0	NA	7,574	5.8%	3,351	4.8%	0	NA	2,938	50.2%	212	-31.6%	29,123	10.9%	6,218	NA	226	NA	6,444	NA	35,567	35.5%

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STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
HOUSE OF FRASER BLUEWATER	12,612	45.0%	0	NA	8,401	16.7%	1,586	13.4%	0	NA	1,529	56.8%	124	3.3%	24,252	31.9%	3,924	NA	242	NA	4,166	NA	28,418	54.5%
HOUSE OF FRASER BRISTOL	2,201	-15.5%	25	4.2%	1,739	58.1%	244	-59.5%	0	NA	280	4.1%	31	-48.3%	4,520	-3.0%	627	NA	0	NA	627	NA	5,147	10.4%
HOUSE OF FRASER CARLISLE (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOUSE OF FRASER CROYDON	3,136	2.0%	0	NA	2,831	34.1%	531	-11.9%	0	NA	659	29.7%	132	46.7%	7,289	14.1%	724	NA	0	NA	724	NA	8,013	25.5%
HOUSE OF FRASER GATESHEAD	22,109	19.7%	22	4.8%	12,510	17.2%	5,154	-10.3%	0	NA	1,882	9.2%	149	-34.1%	41,826	12.8%	3,900	NA	55	NA	3,955	NA	45,781	23.4%
HOUSE OF FRASER HIGH WYCOMBE	2,617	41.7%	0	NA	1,501	5.7%	400	67.4%	0	NA	260	6.6%	96	60.0%	4,874	25.3%	269	NA	0	NA	269	NA	5,143	32.2%
HOUSE OF FRASER LEAMINGTON SPA	2,898	82.8%	0	NA	713	-38.4%	257	-43.6%	0	NA	230	-10.2%	65	8.3%	4,163	17.6%	367	NA	0	NA	367	NA	4,530	28.0%
HOUSE OF FRASER LEEDS	3,452	-16.5%	0	NA	3,201	35.8%	509	-20.6%	0	NA	509	-24.9%	183	-7.1%	7,854	-1.9%	279	NA	0	NA	279	NA	8,133	1.6%
HOUSE OF FRASER LONDON (W1)	9,639	-22.5%	0	NA	8,680	34.1%	2,101	0.3%	0	NA	4,016	19.7%	538	70.8%	24,974	0.5%	4,445	NA	0	NA	4,445	NA	29,419	18.4%
HOUSE OF FRASER LONDON CITY	3,510	-36.1%	0	NA	2,473	-14.7%	474	-53.4%	0	NA	341	-21.2%	31	3.3%	6,829	-30.8%	461	NA	0	NA	461	NA	7,290	-26.1%
HOUSE OF FRASER MAIDSTONE	3,788	-11.7%	0	NA	3,545	24.3%	410	-49.3%	0	NA	550	-10.7%	48	60.0%	8,341	-4.3%	585	NA	0	NA	585	NA	8,926	2.4%
HOUSE OF FRASER MANCHESTER	13,122	-5.7%	25	-71.3%	7,677	19.4%	2,239	-7.2%	0	NA	2,278	0.0%	472	96.7%	25,813	-0.5%	1,981	NA	462	NA	2,443	NA	28,256	8.9%
HOUSE OF FRASER MEADOWHALL	14,242	-2.0%	24	-50.0%	8,713	7.3%	2,379	-16.5%	0	NA	2,716	114.7%	225	16.6%	28,299	0.5%	6,140	NA	581	NA	6,721	NA	35,020	24.3%
HOUSE OF FRASER NORWICH	2,021	6.3%	25	56.3%	2,751	NA	556	28.4%	0	NA	478	-64.5%	96	NA	5,927	39.9%	416	NA	0	NA	416	NA	6,343	49.7%
HOUSE OF FRASER NOTTINGHAM	3,363	4.9%	25	-68.4%	1,343	40.9%	322	-24.1%	0	NA	401	104.6%	110	83.3%	5,564	13.2%	418	NA	0	NA	418	NA	5,982	21.7%
HOUSE OF FRASER READING	2,270	13.7%	25	NA	1,937	58.9%	260	-31.8%	0	NA	406	96.1%	48	NA	4,946	30.1%	132	NA	0	NA	132	NA	5,078	33.5%
HOUSE OF FRASER THURROCK	9,799	-2.1%	0	NA	8,092	-9.9%	1,663	-7.1%	0	NA	1,001	-9.2%	62	3.3%	20,617	-6.3%	1,332	NA	0	NA	1,332	NA	21,949	-0.2%
HOUSE OF FRASER WHITE CITY	2,133	-36.4%	0	NA	3,048	101.3%	402	-57.2%	0	NA	540	12.3%	0	NA	6,123	-2.7%	249	NA	0	NA	249	NA	6,372	1.3%
HOWELLS CARDIFF	3,607	28.1%	0	NA	1,963	98.7%	525	11.2%	0	NA	426	321.8%	189	110.0%	6,710	46.1%	306	NA	0	NA	306	NA	7,016	52.7%
JENNERS BALLOCH (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JENNERS EDINBURGH	9,961	9.5%	0	NA	4,442	9.2%	986	-24.4%	0	NA	1,294	-17.1%	403	16.1%	17,086	4.1%	2,708	NA	191	NA	2,899	NA	19,985	21.8%
JOLLYS BATH	1,796	4.4%	0	NA	542	337.1%	263	NA	0	NA	227	-18.1%	0	NA	2,828	9.7%	128	NA	0	NA	128	NA	2,956	14.7%
RACKHAMS ALTRINCHAM (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
RACKHAMS CIRENCESTER (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
RACKHAMS LEICESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
RACKHAMS SHREWSBURY (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
RACKHAMS SKIPTON (CLSD 04/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HOF WEBSTORE (OPND 07/2010)	12,699	23.8%	22	22.2%	9,414	29.4%	1,980	53.5%	0	NA	1,746	-16.7%	676	4.0%	26,537	22.9%	2,591	NA	0	NA	2,591	NA	29,128	34.9%
HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HEAD OFFICE EXPENSE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	255,405	5.8%	307	-81.3%	153,298	20.2%	39,749	-14.6%	319	-93.2%	35,719	6.7%	4,739	16.4%	489,536	6.3%	52,838	NA	3,404	NA	56,242	NA	545,778	18.5%

LIKE ON LIKE	242,706	5.0%	285	-82.1%	143,884	19.6%	37,769	-16.5%	319	-93.2%	33,973	8.2%	4,063	18.7%	462,999	5.5%	50,247	NA	3,404	NA	53,651	NA	516,650	17.7%
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CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

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2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
ALLDERS CROYDON	42,145	27.3%	852	0.4%	21,092	35.3%	9,766	15.5%	0	NA	12,750	51.4%	1,292	9.4%	87,897	30.0%	5,615	NA	649	NA	6,264	NA	94,161	39.3%
AU CAPRICE GUERNSEY	7,082	33.1%	187	5.1%	3,066	-14.0%	342	-80.8%	0	NA	235	-35.8%	207	15.0%	11,119	-2.0%	1,909	NA	0	NA	1,909	NA	13,028	14.8%
AU CAPRICE JERSEY	9,873	-3.1%	0	NA	5,971	48.4%	1,534	-9.3%	0	NA	1,592	30.3%	191	-27.9%	19,161	10.1%	2,791	NA	0	NA	2,791	NA	21,952	26.1%
BROWNS BEVERLEY (OPND 03/2010)	4,362	14.0%	45	-79.2%	2,648	3.1%	617	-57.2%	0	NA	255	-66.6%	0	NA	7,927	-11.1%	1,571	NA	0	NA	1,571	NA	9,498	6.5%
BROWNS YORK	5,736	11.5%	108	-34.9%	3,831	-11.1%	971	-64.5%	0	NA	394	-63.9%	144	-35.4%	11,184	-18.2%	1,757	NA	0	NA	1,757	NA	12,941	-5.3%
CENTRAL PHARMACY CARDIFF	7,093	-37.6%	337	-18.4%	7,112	-43.6%	1,180	-84.6%	0	NA	1,942	-29.5%	1,199	-31.9%	18,863	-48.4%	4,359	NA	0	NA	4,359	NA	23,222	-36.5%
DE GRUCHY JERSEY	5,268	19.2%	0	NA	2,099	60.8%	504	-49.3%	0	NA	54	58.8%	0	NA	7,925	17.4%	1,907	NA	0	NA	1,907	NA	9,832	45.6%
ELYSIAN EPPING	3,256	-52.4%	0	NA	2,011	-75.7%	1,233	-37.7%	0	NA	684	56.5%	148	190.2%	7,332	-58.3%	1,208	NA	0	NA	1,208	NA	8,540	-51.4%
FRAGRANCE EXPERT FARNHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
FRAGRANCE EXPERT FARNHAM (WEB A/C)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HARRODS	82,624	-50.0%	51,622	NA	89,481	-27.1%	56,449	271.8%	38,334	126.1%	18,331	-25.7%	2,122	65.5%	336,011	-3.1%	53,184	NA	6,789	NA	59,973	NA	395,984	14.1%
HOOPERS HARROGATE (OPND 12/2010)	2,627	12.0%	22	-51.1%	2,623	182.0%	698	55.5%	0	NA	244	-29.7%	0	NA	6,214	50.9%	801	NA	0	NA	801	NA	7,015	70.4%
JARROLDS NORWICH	6,191	14.8%	22	NA	1,994	49.1%	651	26.9%	0	NA	172	-41.5%	0	NA	9,030	19.8%	801	NA	0	NA	801	NA	9,831	30.4%
PEARSONS ENFIELD	8,739	-5.0%	0	NA	5,943	-24.2%	845	-40.6%	0	NA	1,286	-41.9%	34	-85.0%	16,847	-20.2%	1,790	NA	0	NA	1,790	NA	18,637	-11.7%
BEAUTYLASE	(23)	NA	0	NA	0	NA	(327)	NA	0	NA	(86)	NA	0	NA	(436)	NA	0	NA	0	NA	0	NA	(436)	NA
SCENTSATIONS OF TROON (OPND 11/2011)	1,209	NA	0	NA	371	NA	200	NA	0	NA	159	NA	0	NA	1,939	NA	490	NA	0	NA	490	NA	2,429	NA
SLAP IT ON (OPND 12/2011)	2,275	NA	0	NA	1,223	NA	645	NA	0	NA	378	NA	87	NA	4,608	NA	777	NA	0	NA	777	NA	5,385	NA
THE HOUSE OF FRAGRANCE	123	-94.3%	0	NA	290	-59.0%	0	NA	0	NA	54	NA	0	NA	467	-86.4%	626	NA	0	NA	626	NA	1,093	-68.2%
HARRODS HEAD OFFICE ACCOUNT	(36,911)	NA	(11,261)	NA	(31,331)	NA	0	NA	0	NA	(9,281)	NA	0	NA	(88,784)	NA	0	NA	0	NA	0	NA	(88,784)	NA
OTHERS	216	-58.3%	0	NA	522	-12.6%	152	171.4%	0	NA	84	16.7%	35	-32.7%	1,009	-29.6%	461	NA	0	NA	461	NA	1,470	2.5%
TOTAL	151,885	-40.9%	41,934	NA	118,946	-29.4%	75,460	65.6%	38,334	126.1%	29,247	-22.6%	5,459	NA	458,313	-9.8%	80,047	NA	7,438	NA	87,485	NA	545,798	7.5%

LIKE ON LIKE	141,412	-44.1%	41,867	NA	112,081	-32.2%	73,300	67.8%	38,334	126.1%	28,211	-25.4%	5,372	NA	437,625	-12.3%	76,408	NA	7,438	NA	83,846	NA	521,471	4.5%
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STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
ALLDERS CROYDON	65,402	24.9%	1,208	-25.2%	32,757	44.3%	9,311	-9.3%	0	NA	17,857	28.5%	1,564	-19.3%	128,099	24.6%	7,235	NA	745	NA	7,980	NA	136,079	32.4%
AU CAPRICE GUERNSEY	10,696	24.4%	144	-83.2%	4,473	4.9%	1,931	41.4%	0	NA	835	-45.0%	287	-14.6%	18,366	8.4%	1,458	NA	0	NA	1,458	NA	19,824	17.0%
AU CAPRICE JERSEY	16,801	18.3%	195	-86.0%	8,107	17.1%	3,202	36.4%	0	NA	1,628	-34.3%	545	-0.5%	30,478	9.3%	2,840	NA	0	NA	2,840	NA	33,318	19.4%
BROWNS BEVERLEY (OPND 03/2010)	10,294	NA	0	NA	2,855	NA	1,269	NA	0	NA	529	NA	210	NA	15,157	NA	1,635	NA	0	NA	1,635	NA	16,792	NA
BROWNS YORK	11,180	165.3%	0	NA	3,814	282.5%	1,695	NA	0	NA	706	120.6%	290	314.3%	17,685	204.1%	2,359	NA	0	NA	2,359	NA	20,044	244.7%
CENTRAL PHARMACY CARDIFF	23,298	46.4%	27	-98.4%	13,418	66.3%	6,010	797.0%	0	NA	2,504	-6.1%	1,003	69.7%	46,260	56.2%	3,840	NA	0	NA	3,840	NA	50,100	69.2%
DE GRUCHY JERSEY	5,173	-5.0%	25	-92.8%	2,245	-9.5%	1,041	69.5%	0	NA	434	-35.0%	174	2.4%	9,092	-6.5%	780	NA	0	NA	780	NA	9,872	1.5%
ELYSIAN EPPING	1,970	NA	0	NA	1,169	NA	139	NA	0	NA	90	NA	0	NA	3,368	NA	262	NA	0	NA	262	NA	3,630	NA
FRAGRANCE EXPERT FARNHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
FRAGRANCE EXPERT FARNHAM (WEB A/C)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HARRODS	190,019	33.3%	21,944	240.3%	150,762	21.1%	21,319	-1.5%	86,290	90.9%	41,304	46.0%	3,686	-76.3%	515,324	26.5%	60,017	NA	4,168	NA	64,185	NA	579,509	42.3%
HOOPERS HARROGATE (OPND 12/2010)	7,930	NA	0	NA	987	NA	439	NA	0	NA	397	NA	0	NA	9,753	NA	329	NA	0	NA	329	NA	10,082	NA
JARROLDS NORWICH	9,647	-0.5%	0	NA	1,210	-47.7%	538	-16.3%	0	NA	587	22.5%	0	NA	11,982	-10.1%	403	NA	0	NA	403	NA	12,385	-7.0%
PEARSONS ENFIELD	4,438	886.2%	76	-27.6%	1,951	132.3%	1,001	NA	0	NA	418	294.3%	166	403.0%	8,050	424.8%	293	NA	0	NA	293	NA	8,343	443.9%
BEAUTYLASE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SCENTSATIONS OF TROON (OPND 11/2011)	506	NA	0	NA	263	NA	0	NA	0	NA	49	NA	19	NA	837	NA	573	NA	0	NA	573	NA	1,410	NA
SLAP IT ON (OPND 12/2011)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE HOUSE OF FRAGRANCE	1,549	-46.6%	0	NA	830	157.0%	143	-59.7%	0	NA	65	NA	0	NA	2,587	-27.7%	534	NA	0	NA	534	NA	3,121	-12.8%
HARRODS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
OTHERS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	358,903	38.8%	23,619	82.1%	224,841	29.1%	48,038	25.5%	86,290	90.9%	67,403	33.7%	7,944	-58.8%	817,038	31.4%	82,558	NA	4,913	NA	87,471	NA	904,509	45.4%

LIKE ON LIKE	340,173	32.0%	23,619	83.4%	220,736	26.8%	46,330	21.0%	86,290	90.9%	66,428	31.8%	7,715	-60.0%	791,291	27.4%	80,021	NA	4,913	NA	84,934	NA	876,225	41.1%
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STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
ALLDERS CROYDON	5,391	94.3%	82	-69.5%	2,654	14.1%	260	-78.8%	0	NA	675	-47.5%	0	NA	9,062	14.3%	641	NA	111	NA	752	NA	9,814	23.8%
AU CAPRICE GUERNSEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
AU CAPRICE JERSEY	891	263.7%	0	NA	651	NA	342	129.5%	0	NA	89	NA	48	NA	2,021	412.9%	279	NA	0	NA	279	NA	2,300	483.8%
BROWNS BEVERLEY (OPND 03/2010)	93	-50.3%	0	NA	365	40.4%	43	NA	0	NA	0	NA	0	NA	501	-0.4%	0	NA	0	NA	0	NA	501	-0.4%
BROWNS YORK	93	-92.1%	0	NA	60	-93.4%	43	-78.2%	0	NA	0	NA	0	NA	196	-92.3%	331	NA	0	NA	331	NA	527	-79.2%
CENTRAL PHARMACY CARDIFF	2,011	-46.8%	0	NA	4,118	-29.5%	110	-92.9%	0	NA	347	109.0%	426	92.8%	7,012	-39.3%	1,027	NA	0	NA	1,027	NA	8,039	-30.4%
DE GRUCHY JERSEY	873	18.9%	0	NA	359	NA	69	15.0%	0	NA	0	NA	0	NA	1,301	63.9%	77	NA	0	NA	77	NA	1,378	73.6%
ELYSIAN EPPING	278	NA	0	NA	263	NA	65	NA	0	NA	0	NA	0	NA	606	NA	0	NA	0	NA	0	NA	606	NA
FRAGRANCE EXPERT FARNHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
FRAGRANCE EXPERT FARNHAM (WEB A/C)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HARRODS	5,680	16.9%	0	NA	4,125	33.2%	363	-31.1%	1,091	-73.5%	1,488	138.8%	288	203.2%	13,035	-2.1%	594	NA	376	NA	970	NA	14,005	5.2%
HOOPERS HARROGATE (OPND 12/2010)	414	-82.4%	0	NA	367	-60.5%	43	-90.4%	0	NA	11	-96.8%	0	NA	835	-79.7%	0	NA	0	NA	0	NA	835	-79.7%
JARROLDS NORWICH	472	42.2%	0	NA	98	NA	112	NA	0	NA	0	NA	0	NA	682	67.6%	0	NA	0	NA	0	NA	682	67.6%
PEARSONS ENFIELD	2,397	73.9%	0	NA	263	-77.2%	32	-78.4%	0	NA	308	-63.2%	0	NA	3,000	-16.6%	538	NA	0	NA	538	NA	3,538	-1.6%
BEAUTYLASE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SCENTSATIONS OF TROON (OPND 11/2011)	401	NA	0	NA	0	NA	0	NA	0	NA	11	NA	0	NA	412	NA	183	NA	0	NA	183	NA	595	NA
SLAP IT ON (OPND 12/2011)	2,275	NA	0	NA	1,223	NA	645	NA	0	NA	378	NA	87	NA	4,608	NA	777	NA	0	NA	777	NA	5,385	NA
THE HOUSE OF FRAGRANCE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HARRODS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
OTHERS	120	100.0%	0	NA	106	-15.2%	55	96.4%	0	NA	0	NA	0	NA	281	16.1%	283	NA	0	NA	283	NA	564	133.1%
TOTAL	21,389	17.4%	82	-73.9%	14,652	0.1%	2,182	-51.5%	1,091	-73.5%	3,307	-8.8%	849	77.6%	43,552	-5.1%	4,730	NA	487	NA	5,217	NA	48,769	6.3%

LIKE ON LIKE	18,206	16.0%	82	-69.5%	12,697	-5.6%	1,451	-64.2%	1,091	-73.5%	2,907	-9.8%	762	59.4%	37,196	-9.9%	3,770	NA	487	NA	4,257	NA	41,453	0.4%
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STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
ALLDERS CROYDON	19,202	24.3%	61	-84.8%	9,658	50.1%	1,898	-39.0%	0	NA	4,867	70.2%	226	-45.9%	35,912	25.3%	3,073	NA	305	NA	3,378	NA	39,290	37.1%
AU CAPRICE GUERNSEY	2,265	29.4%	20	-87.2%	937	9.5%	273	-61.0%	0	NA	15	-95.7%	0	NA	3,510	-9.8%	292	NA	0	NA	292	NA	3,802	-2.3%
AU CAPRICE JERSEY	3,240	11.6%	0	NA	1,613	13.7%	77	-93.4%	0	NA	288	-50.3%	52	-59.7%	5,270	-18.3%	757	NA	0	NA	757	NA	6,027	-6.5%
BROWNS BEVERLEY (OPND 03/2010)	2,083	NA	0	NA	1,250	NA	556	NA	0	NA	232	NA	93	NA	4,214	NA	417	NA	0	NA	417	NA	4,631	NA
BROWNS YORK	1,819	NA	0	NA	1,091	NA	485	NA	0	NA	202	NA	81	NA	3,678	NA	364	NA	0	NA	364	NA	4,042	NA
CENTRAL PHARMACY CARDIFF	9,049	NA	0	NA	5,429	NA	2,413	NA	0	NA	1,005	NA	402	NA	18,298	NA	1,810	NA	0	NA	1,810	NA	20,108	NA
DE GRUCHY JERSEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
ELYSIAN EPPING	1,970	NA	0	NA	1,169	NA	139	NA	0	NA	90	NA	0	NA	3,368	NA	262	NA	0	NA	262	NA	3,630	NA
FRAGRANCE EXPERT FARNHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
FRAGRANCE EXPERT FARNHAM (WEB A/C)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HARRODS	42,866	157.6%	489	918.8%	16,494	95.4%	8,298	135.5%	2,304	-60.7%	2,346	22.7%	629	28.9%	73,426	98.9%	14,802	NA	1,505	NA	16,307	NA	89,733	143.1%
HOOPERS HARROGATE (OPND 12/2010)	1,902	NA	0	NA	987	NA	439	NA	0	NA	124	NA	0	NA	3,452	NA	329	NA	0	NA	329	NA	3,781	NA
JARROLDS NORWICH	2,330	10.0%	0	NA	1,210	7.1%	538	90.8%	0	NA	158	95.1%	0	NA	4,236	17.3%	403	NA	0	NA	403	NA	4,639	28.5%
PEARSONS ENFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
BEAUTYLASE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SCENTSATIONS OF TROON (OPND 11/2011)	506	NA	0	NA	263	NA	0	NA	0	NA	49	NA	19	NA	837	NA	573	NA	0	NA	573	NA	1,410	NA
SLAP IT ON (OPND 12/2011)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE HOUSE OF FRAGRANCE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HARRODS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
OTHERS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	87,232	113.5%	570	-35.8%	40,101	111.9%	15,116	66.6%	2,304	-60.7%	9,376	58.8%	1,502	29.4%	156,201	88.9%	23,082	NA	1,810	NA	24,892	NA	181,093	119.0%

LIKE ON LIKE	82,741	102.5%	570	-35.8%	37,601	98.7%	14,121	55.6%	2,304	-60.7%	8,971	51.9%	1,390	19.7%	147,698	78.7%	21,763	NA	1,810	NA	23,573	NA	171,271	107.2%
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NUMBER OF DOORS

17

DECEMBER 2011 YTD

CLARINS FRAGRANCE REPORT STORE GROUP REPORT

HARRODS

YEAR TO DATE - TRADE 2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
HARRODS	82,624	-50.1%	51,622	NA	89,481	-27.1%	56,449	271.8%	38,334	126.1%	18,331	-25.7%	2,122	65.5%	338,963	-2.4%	53,184	NA	6,789	NA	59,973	NA	398,936	14.9%
HARRODS HEAD OFFICE ACCOUNT	(36,911)	NA	(11,261)	NA	(31,331)	NA	0	NA	0	NA	(9,281)	NA	0	NA	(88,784)	NA	0	NA	0	NA	0	NA	(88,784)	NA
TOTAL	45,713	-71.3%	40,361	NA	58,150	-44.3%	56,449	271.8%	38,334	126.1%	9,050	-56.4%	2,122	NA	250,179	-14.6%	53,184	NA	6,789	NA	59,973	NA	310,152	5.9%

TOTAL AZZARO																							369	-94.2%
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TOTAL (INCLUDING AZZARO)																							310,521	3.8%
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YEAR TO DATE - RETAIL 2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
HARRODS	190,019	33.3%	21,944	240.3%	150,762	21.1%	21,319	-1.5%	86,290	90.9%	41,304	46.0%	3,686	-76.3%	515,324	26.5%	60,017	NA	4,168	NA	64,185	NA	579,509	42.3%
HARRODS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	190,019	33.3%	21,944	240.3%	150,762	21.1%	21,319	-1.5%	86,290	90.9%	41,304	46.0%	3,686	-76.3%	515,324	26.5%	60,017	NA	4,168	NA	64,185	NA	579,509	42.3%

TOTAL AZZARO																							4,854	-71.3%
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TOTAL (INCLUDING AZZARO)																							584,363	37.8%
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DECEMBER 2011

CLARINS FRAGRANCE REPORT STORE GROUP REPORT

HARRODS

MONTH - TRADE 2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
HARRODS	5,680	16.9%	0	NA	4,125	33.2%	363	-31.1%	1,091	-73.5%	1,488	138.8%	288	203.2%	13,035	-2.1%	594	NA	376	NA	970	NA	14,005	5.2%
HARRODS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	5,680	16.9%	0	NA	4,125	33.2%	363	-31.1%	1,091	-73.5%	1,488	138.8%	288	203.2%	13,035	-2.1%	594	NA	376	NA	970	NA	14,005	5.2%

TOTAL AZZARO																					0		NA
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TOTAL (INCLUDING AZZARO)																					14,005		5.2%
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MONTH - RETAIL 2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
HARRODS	42,866	157.6%	489	918.8%	16,494	95.4%	8,298	135.5%	2,304	-60.7%	2,346	22.7%	629	28.9%	73,426	98.9%	14,802	NA	1,505	NA	16,307	NA	89,733	143.1%
HARRODS HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	42,866	157.6%	489	918.8%	16,494	95.4%	8,298	135.5%	2,304	-60.7%	2,346	22.7%	629	28.9%	73,426	98.9%	14,802	NA	1,505	NA	16,307	NA	89,733	143.1%

TOTAL AZZARO																					0		NA
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TOTAL (INCLUDING AZZARO)																					89,733		136.3%
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DECEMBER 2011 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

JOHN LEWIS PARTNERSHIP

YEAR TO DATE - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
JOHN LEWIS ABERDEEN	5,581	1.8%	0	NA	2,787	-13.2%	1,104	9.2%	0	NA	165	-78.7%	0	NA	9,637	-8.6%	1,514	NA	0	NA	1,514	NA	11,151	5.7%
JOHN LEWIS BLUEWATER	11,391	3.8%	86	32.3%	7,967	17.5%	2,289	75.7%	0	NA	1,330	98.5%	83	NA	23,146	16.9%	2,603	NA	0	NA	2,603	NA	25,749	30.1%
JOHN LEWIS BRENT CROSS	20,289	1.4%	280	32.1%	14,391	-13.0%	4,067	23.7%	0	NA	4,177	38.0%	331	-37.5%	43,535	-0.2%	5,381	NA	546	NA	5,927	NA	49,462	13.4%
JOHN LEWIS BRISTOL	8,252	-6.5%	0	NA	4,783	66.4%	1,116	-26.8%	0	NA	459	-42.6%	83	NA	14,693	4.3%	1,603	NA	0	NA	1,603	NA	16,296	15.7%
JOHN LEWIS CAMBRIDGE	10,566	7.1%	0	NA	8,038	31.5%	1,722	18.3%	0	NA	1,049	23.8%	0	NA	21,375	16.1%	1,648	NA	0	NA	1,648	NA	23,023	25.1%
JOHN LEWIS CARDIFF	5,570	-30.8%	108	0.0%	3,444	20.0%	1,073	19.5%	0	NA	369	-73.1%	83	-49.1%	10,647	-20.9%	1,314	NA	0	NA	1,314	NA	11,961	-11.1%
JOHN LEWIS CHEADLE	19,242	23.1%	130	20.4%	9,841	22.0%	4,158	38.2%	0	NA	1,254	4.6%	248	202.4%	34,873	24.1%	2,998	NA	0	NA	2,998	NA	37,871	34.8%
JOHN LEWIS EDINBURGH	9,640	6.3%	195	124.1%	5,159	19.2%	1,219	6.5%	0	NA	942	-18.6%	0	NA	17,155	8.7%	3,545	NA	0	NA	3,545	NA	20,700	31.1%
JOHN LEWIS GLASGOW	9,310	14.7%	130	400.0%	5,246	-11.6%	1,159	5.2%	0	NA	1,002	-8.7%	83	NA	16,930	4.0%	2,750	NA	0	NA	2,750	NA	19,680	20.9%
JOHN LEWIS HIGH WYCOMBE	3,951	21.2%	0	NA	2,019	24.7%	870	69.3%	0	NA	408	-15.9%	133	1.5%	7,381	19.4%	1,513	NA	0	NA	1,513	NA	8,894	43.8%
JOHN LEWIS KINGSTON	8,819	-22.5%	129	-0.8%	5,265	32.0%	638	-67.3%	0	NA	1,230	2.5%	83	NA	16,164	-13.3%	2,409	NA	0	NA	2,409	NA	18,573	-0.4%
JOHN LEWIS LEICESTER	3,016	-9.6%	0	NA	2,107	-4.2%	934	68.9%	0	NA	371	-48.2%	0	NA	6,428	-9.4%	1,408	NA	0	NA	1,408	NA	7,836	10.4%
JOHN LEWIS LIVERPOOL	51,950	22.8%	130	-45.1%	40,414	12.3%	9,035	-11.1%	(1,042)	NA	4,428	6.7%	298	-76.3%	105,213	11.0%	12,105	NA	1,813	NA	13,918	NA	119,131	25.7%
JOHN LEWIS LONDON	46,195	18.0%	495	-2.6%	32,689	25.7%	10,678	2.9%	(1,345)	NA	10,426	18.8%	1,815	-33.1%	100,953	14.3%	18,442	NA	2,758	NA	21,200	NA	122,153	38.4%
JOHN LEWIS MILTON KEYNES	10,826	22.8%	108	18.7%	5,808	33.4%	1,413	15.2%	0	NA	1,367	-13.9%	50	NA	19,572	21.8%	1,657	NA	0	NA	1,657	NA	21,229	32.1%
JOHN LEWIS NEWCASTLE	12,265	11.9%	173	90.1%	5,435	25.9%	1,586	-11.2%	0	NA	1,051	-9.9%	83	NA	20,593	12.4%	1,714	NA	0	NA	1,714	NA	22,307	21.8%
JOHN LEWIS NORWICH (OPND 11/2011)	3,900	NA	0	NA	1,316	NA	793	NA	0	NA	509	NA	52	NA	6,570	NA	826	NA	0	NA	826	NA	7,396	NA
JOHN LEWIS NOTTINGHAM	12,131	13.5%	108	66.2%	6,393	60.4%	1,464	36.7%	0	NA	1,233	40.3%	83	NA	21,412	28.3%	1,446	NA	0	NA	1,446	NA	22,858	37.0%
JOHN LEWIS PETERBOROUGH	9,105	1.1%	151	NA	4,333	46.3%	1,276	7.9%	0	NA	826	-24.4%	0	NA	15,691	10.2%	1,574	NA	0	NA	1,574	NA	17,265	21.2%
JOHN LEWIS READING	10,377	-16.6%	0	NA	5,288	-7.0%	958	-5.4%	0	NA	1,016	15.6%	83	-15.3%	17,722	-12.2%	1,941	NA	0	NA	1,941	NA	19,663	-2.6%
JOHN LEWIS SHEFFIELD	9,086	2.4%	108	66.2%	4,328	26.1%	1,077	-37.2%	0	NA	1,123	-2.0%	83	NA	15,805	3.8%	1,566	NA	0	NA	1,566	NA	17,371	14.1%
JOHN LEWIS SOLIHULL	9,251	-4.7%	0	NA	4,632	-3.8%	1,092	-24.4%	0	NA	460	-67.9%	165	236.7%	15,600	-11.5%	1,636	NA	0	NA	1,636	NA	17,236	-2.2%
JOHN LEWIS SOUTHAMPTON	15,877	8.2%	0	NA	7,639	-25.4%	1,528	-40.5%	0	NA	1,604	-6.9%	83	NA	26,731	-8.9%	3,080	NA	77	NA	3,157	NA	29,888	1.9%
JOHN LEWIS STRATFORD (OPND 08/2011)	7,617	NA	0	NA	5,440	NA	1,709	NA	0	NA	1,667	NA	0	NA	16,433	NA	1,787	NA	0	NA	1,787	NA	18,220	NA
JOHN LEWIS TRAFFORD PARK	7,965	8.5%	0	NA	4,575	-23.6%	1,106	-52.2%	0	NA	440	-64.6%	0	NA	14,086	-17.4%	2,449	NA	0	NA	2,449	NA	16,535	-3.1%
JOHN LEWIS WATFORD	11,598	-5.6%	0	NA	7,150	6.3%	1,377	20.7%	0	NA	1,057	-19.6%	83	NA	21,265	-1.1%	2,099	NA	0	NA	2,099	NA	23,364	8.6%
JOHN LEWIS WELWYN GARDEN	15,424	8.9%	0	NA	9,355	25.4%	1,373	-39.7%	0	NA	1,334	9.7%	83	NA	27,569	9.8%	2,442	NA	0	NA	2,442	NA	30,011	19.5%
PETER JONES LONDON	9,037	-0.6%	130	-3.0%	3,139	-41.8%	1,254	-3.8%	0	NA	1,361	123.8%	232	NA	15,153	-8.3%	1,368	NA	0	NA	1,368	NA	16,521	0.0%
JOHN LEWIS.COM	44,824	31.3%	0	NA	26,078	-7.4%	4,671	-42.7%	0	NA	3,077	-32.6%	1,388	-29.4%	80,038	2.2%	11,712	NA	0	NA	11,712	NA	91,750	17.1%
JOHN LEWIS DISTRIBUTION CENTRE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JOHN LEWIS HEAD OFFICE A/C	(5,478)	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(5,478)	NA	0	NA	0	NA	0	NA	(5,478)	NA
JOHN LEWIS MAGNA PARK DC (OPND 09/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	397,577	7.1%	2,461	-19.7%	245,059	8.2%	62,739	-11.8%	(2,387)	NA	45,735	-6.6%	5,708	-20.2%	756,892	3.6%	96,530	NA	5,194	NA	101,724	NA	858,616	17.6%
LIKE ON LIKE	341,236	5.8%	2,461	-19.7%	212,225	11.0%	55,566	-3.1%	(2,387)	NA	40,482	0.5%	4,268	-17.7%	653,851	5.3%	82,205	NA	5,194	NA	87,399	NA	741,250	19.4%

NUMBER OF DOORS 29

DECEMBER 2011 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

JOHN LEWIS PARTNERSHIP

YEAR TO DATE - RETAIL
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
JOHN LEWIS ABERDEEN	8,834	8.3%	0	NA	5,154	6.2%	1,553	53.9%	0	NA	764	-13.6%	0	NA	16,305	7.7%	1,870	NA	0	NA	1,870	NA	18,175	20.0%
JOHN LEWIS BLUEWATER	19,976	10.8%	142	-46.8%	13,519	50.0%	2,876	48.2%	0	NA	2,835	84.1%	0	NA	39,348	27.7%	3,592	NA	0	NA	3,592	NA	42,940	39.4%
JOHN LEWIS BRENT CROSS	34,258	1.3%	448	-18.5%	26,669	9.6%	4,324	50.0%	0	NA	6,741	27.0%	994	16.3%	73,434	8.2%	4,656	NA	0	NA	4,656	NA	78,090	15.0%
JOHN LEWIS BRISTOL	13,839	8.3%	0	NA	6,069	20.5%	1,389	-13.3%	0	NA	1,363	18.1%	0	NA	22,660	7.9%	1,225	NA	0	NA	1,225	NA	23,885	13.8%
JOHN LEWIS CAMBRIDGE	17,037	3.6%	0	NA	13,718	21.1%	2,580	27.4%	0	NA	1,384	-6.3%	0	NA	34,719	8.7%	1,612	NA	0	NA	1,612	NA	36,331	13.8%
JOHN LEWIS CARDIFF	10,645	30.4%	134	-36.5%	5,767	14.0%	1,821	140.2%	0	NA	1,472	8.0%	183	-35.6%	20,022	26.4%	1,348	NA	0	NA	1,348	NA	21,370	34.9%
JOHN LEWIS CHEADLE	33,838	2.1%	178	-23.9%	19,003	24.3%	6,155	35.4%	0	NA	2,551	3.2%	425	217.2%	62,150	11.3%	3,870	NA	0	NA	3,870	NA	66,020	18.2%
JOHN LEWIS EDINBURGH	15,717	25.3%	319	11.5%	8,269	1.0%	2,007	29.1%	0	NA	2,031	11.6%	0	NA	28,343	15.9%	3,592	NA	0	NA	3,592	NA	31,935	30.6%
JOHN LEWIS GLASGOW	16,930	20.3%	152	198.0%	9,834	7.4%	1,310	8.8%	0	NA	1,380	-4.1%	0	NA	29,606	14.2%	3,223	NA	0	NA	3,223	NA	32,829	26.6%
JOHN LEWIS HIGH WYCOMBE	5,638	13.2%	0	NA	3,917	18.2%	1,118	192.7%	0	NA	942	23.1%	30	-46.4%	11,645	19.2%	1,568	NA	0	NA	1,568	NA	13,213	35.2%
JOHN LEWIS KINGSTON	16,732	3.8%	204	-32.5%	9,060	55.4%	1,724	86.8%	0	NA	1,713	-12.8%	62	NA	29,495	17.2%	2,445	NA	0	NA	2,445	NA	31,940	27.0%
JOHN LEWIS LEICESTER	5,794	18.3%	0	NA	4,499	20.3%	873	72.5%	0	NA	901	4.6%	134	-41.7%	12,201	15.3%	1,274	NA	0	NA	1,274	NA	13,475	27.3%
JOHN LEWIS LIVERPOOL	83,881	15.5%	187	-64.6%	66,443	12.4%	14,281	-7.7%	(40)	NA	9,052	31.0%	1,334	-21.2%	175,138	9.5%	17,441	NA	527	NA	17,968	NA	193,106	20.7%
JOHN LEWIS LONDON	79,983	6.4%	1,018	-1.7%	55,426	21.9%	14,267	-18.4%	224	-92.5%	17,678	15.1%	3,716	-22.1%	172,312	6.2%	23,807	NA	1,884	NA	25,691	NA	198,003	22.0%
JOHN LEWIS MILTON KEYNES	17,165	41.0%	303	-26.8%	8,926	30.8%	2,141	92.2%	0	NA	1,759	-22.4%	31	NA	30,325	33.0%	1,361	NA	0	NA	1,361	NA	31,686	39.0%
JOHN LEWIS NEWCASTLE	19,855	1.1%	153	-30.8%	10,170	8.2%	2,086	-10.3%	0	NA	1,797	-12.0%	0	NA	34,061	1.2%	1,980	NA	0	NA	1,980	NA	36,041	7.1%
JOHN LEWIS NORWICH (OPND 11/2011)	1,266	NA	0	NA	587	NA	161	NA	0	NA	146	NA	0	NA	2,160	NA	366	NA	0	NA	366	NA	2,526	NA
JOHN LEWIS NOTTINGHAM	18,275	7.0%	122	-55.0%	9,189	45.5%	1,872	80.2%	0	NA	1,732	14.3%	0	NA	31,190	18.6%	1,349	NA	0	NA	1,349	NA	32,539	23.7%
JOHN LEWIS PETERBOROUGH	14,496	-10.6%	228	34.1%	6,434	-0.9%	2,034	60.4%	0	NA	1,545	-20.7%	0	NA	24,737	-5.2%	1,635	NA	0	NA	1,635	NA	26,372	1.1%
JOHN LEWIS READING	18,937	-9.0%	0	NA	9,440	17.7%	904	-46.4%	0	NA	1,841	-3.4%	31	-78.3%	31,153	-5.1%	2,204	NA	0	NA	2,204	NA	33,357	1.6%
JOHN LEWIS SHEFFIELD	15,740	4.4%	137	-20.3%	7,109	6.8%	1,839	-9.6%	0	NA	2,135	6.1%	0	NA	26,960	3.6%	1,671	NA	0	NA	1,671	NA	28,631	10.0%
JOHN LEWIS SOLIHULL	14,837	39.3%	0	NA	8,300	40.8%	1,364	-29.3%	0	NA	1,270	-10.9%	26	-64.9%	25,797	27.8%	2,037	NA	0	NA	2,037	NA	27,834	37.8%
JOHN LEWIS SOUTHAMPTON	27,037	7.2%	0	NA	16,034	15.9%	2,875	8.9%	0	NA	2,675	4.3%	28	NA	48,649	9.0%	3,832	NA	89	NA	3,921	NA	52,570	17.8%
JOHN LEWIS STRATFORD (OPND 08/2011)	8,362	NA	0	NA	7,139	NA	1,324	NA	0	NA	1,313	NA	0	NA	18,138	NA	1,967	NA	0	NA	1,967	NA	20,105	NA
JOHN LEWIS TRAFFORD PARK	12,432	-1.6%	0	NA	9,862	20.1%	1,749	-33.3%	0	NA	1,177	-14.9%	0	NA	25,220	-0.4%	3,356	NA	0	NA	3,356	NA	28,576	12.8%
JOHN LEWIS WATFORD	20,269	13.6%	0	NA	12,619	26.1%	1,654	-16.6%	0	NA	1,954	-5.2%	0	NA	36,496	13.7%	2,211	NA	0	NA	2,211	NA	38,707	20.6%
JOHN LEWIS WELWYN GARDEN	23,923	-3.2%	0	NA	14,471	12.8%	2,524	86.0%	0	NA	2,253	1.3%	0	NA	43,171	5.0%	2,789	NA	0	NA	2,789	NA	45,960	11.8%
PETER JONES LONDON	13,299	16.8%	198	-11.2%	7,499	8.5%	1,635	33.5%	0	NA	1,909	45.2%	240	NA	24,780	17.3%	1,072	NA	0	NA	1,072	NA	25,852	22.3%
JOHN LEWIS.COM	71,934	36.6%	0	NA	44,979	19.0%	9,923	27.3%	3,082	509.1%	7,455	19.7%	3,272	50.0%	140,645	30.2%	13,820	NA	0	NA	13,820	NA	154,465	43.0%
JOHN LEWIS DISTRIBUTION CENTRE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JOHN LEWIS HEAD OFFICE A/C	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JOHN LEWIS MAGNA PARK DC (OPND 09/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	660,929	12.6%	3,923	-51.4%	420,105	20.4%	90,363	11.1%	3,266	-54.2%	81,768	13.2%	10,506	-0.9%	1,270,860	13.8%	113,173	NA	2,500	NA	115,673	NA	1,386,533	24.2%
LIKE ON LIKE	579,367	8.4%	3,923	-51.4%	367,400	18.1%	78,955	7.4%	184	-97.2%	72,854	10.4%	7,234	-14.1%	1,109,917	10.0%	97,020	NA	2,500	NA	99,520	NA	1,209,437	19.9%

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JOHN LEWIS PARTNERSHIP

MONTH - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
JOHN LEWIS ABERDEEN	2,595	90.5%	0	NA	1,308	73.5%	213	587.1%	0	NA	48	-69.6%	0	NA	4,164	80.7%	282	NA	0	NA	282	NA	4,446	92.9%
JOHN LEWIS BLUEWATER	2,500	73.6%	0	NA	2,391	70.9%	370	351.2%	0	NA	360	339.0%	83	NA	5,704	89.9%	204	NA	0	NA	204	NA	5,908	96.7%
JOHN LEWIS BRENT CROSS	4,988	91.3%	0	NA	3,143	360.9%	703	603.0%	0	NA	727	627.0%	0	NA	9,561	159.5%	308	NA	88	NA	396	NA	9,957	170.2%
JOHN LEWIS BRISTOL	3,311	199.1%	0	NA	1,867	810.7%	337	278.7%	0	NA	155	-6.6%	83	NA	5,753	267.1%	400	NA	0	NA	400	NA	6,153	292.7%
JOHN LEWIS CAMBRIDGE	2,996	422.0%	0	NA	1,998	216.1%	368	119.0%	0	NA	277	41.3%	0	NA	5,639	259.2%	226	NA	0	NA	226	NA	5,865	273.6%
JOHN LEWIS CARDIFF	776	-49.5%	0	NA	796	78.5%	129	316.1%	0	NA	0	NA	83	NA	1,784	-16.3%	70	NA	0	NA	70	NA	1,854	-13.0%
JOHN LEWIS CHEADLE	4,111	181.4%	0	NA	3,519	116.7%	1,018	938.8%	0	NA	248	-1.6%	33	NA	8,929	159.9%	469	NA	0	NA	469	NA	9,398	173.6%
JOHN LEWIS EDINBURGH	3,035	120.1%	0	NA	1,724	148.1%	62	-73.5%	0	NA	291	293.2%	0	NA	5,112	114.6%	1,575	NA	0	NA	1,575	NA	6,687	180.7%
JOHN LEWIS GLASGOW	2,933	37.4%	0	NA	2,156	78.2%	340	-15.6%	0	NA	76	-43.3%	83	NA	5,588	44.0%	713	NA	0	NA	713	NA	6,301	62.4%
JOHN LEWIS HIGH WYCOMBE	1,284	168.1%	0	NA	863	619.2%	196	133.3%	0	NA	78	680.0%	0	NA	2,421	226.3%	91	NA	0	NA	91	NA	2,512	238.5%
JOHN LEWIS KINGSTON	3,476	45.7%	0	NA	1,682	140.6%	225	174.4%	0	NA	563	166.8%	83	NA	6,029	78.5%	578	NA	0	NA	578	NA	6,607	95.6%
JOHN LEWIS LEICESTER	500	28.5%	0	NA	474	66.9%	188	506.5%	0	NA	199	NA	0	NA	1,361	93.3%	214	NA	0	NA	214	NA	1,575	123.7%
JOHN LEWIS LIVERPOOL	12,909	15.5%	0	NA	11,152	-4.1%	717	14.5%	0	NA	1,341	-20.2%	0	NA	26,119	3.6%	1,038	NA	235	NA	1,273	NA	27,392	8.6%
JOHN LEWIS LONDON	8,336	81.2%	0	NA	4,284	98.6%	643	106.1%	0	NA	1,479	-4.3%	264	-53.8%	15,006	61.0%	2,162	NA	824	NA	2,986	NA	17,992	93.0%
JOHN LEWIS MILTON KEYNES	2,271	34.5%	0	NA	1,458	55.6%	116	20.8%	0	NA	381	234.2%	50	NA	4,276	50.8%	80	NA	0	NA	80	NA	4,356	53.7%
JOHN LEWIS NEWCASTLE	4,120	233.9%	0	NA	1,781	211.9%	440	98.2%	0	NA	357	224.5%	83	NA	6,781	217.3%	434	NA	0	NA	434	NA	7,215	237.6%
JOHN LEWIS NORWICH (OPND 11/2011)	345	NA	0	NA	315	NA	62	NA	0	NA	0	NA	0	NA	722	NA	0	NA	0	NA	0	NA	722	NA
JOHN LEWIS NOTTINGHAM	3,461	85.1%	0	NA	2,386	261.5%	359	564.8%	0	NA	363	NA	83	NA	6,652	154.6%	315	NA	0	NA	315	NA	6,967	166.6%
JOHN LEWIS PETERBOROUGH	2,660	77.7%	0	NA	1,694	265.1%	267	-10.7%	0	NA	106	960.0%	0	NA	4,727	108.2%	549	NA	0	NA	549	NA	5,276	132.4%
JOHN LEWIS READING	2,367	-11.1%	0	NA	1,727	20.9%	479	347.7%	0	NA	61	-35.1%	83	NA	4,717	9.9%	325	NA	0	NA	325	NA	5,042	17.5%
JOHN LEWIS SHEFFIELD	2,697	132.7%	0	NA	1,136	125.4%	464	213.5%	0	NA	311	257.5%	83	NA	4,691	147.2%	236	NA	0	NA	236	NA	4,927	159.6%
JOHN LEWIS SOLIHULL	2,438	77.3%	0	NA	1,574	159.7%	156	188.9%	0	NA	97	155.3%	165	NA	4,430	113.7%	263	NA	0	NA	263	NA	4,693	126.4%
JOHN LEWIS SOUTHAMPTON	3,035	18.6%	0	NA	1,922	8.8%	610	713.3%	0	NA	310	3.0%	83	NA	5,960	26.8%	462	NA	77	NA	539	NA	6,499	38.3%
JOHN LEWIS STRATFORD (OPND 08/2011)	2,207	NA	0	NA	1,967	NA	396	NA	0	NA	441	NA	0	NA	5,011	NA	340	NA	0	NA	340	NA	5,351	NA
JOHN LEWIS TRAFFORD PARK	2,698	123.2%	0	NA	1,669	22.5%	415	NA	0	NA	104	NA	0	NA	4,886	87.8%	526	NA	0	NA	526	NA	5,412	108.0%
JOHN LEWIS WATFORD	3,805	56.5%	0	NA	2,704	148.1%	432	129.8%	0	NA	214	-15.1%	83	NA	7,238	82.7%	292	NA	0	NA	292	NA	7,530	90.1%
JOHN LEWIS WELWYN GARDEN	3,913	70.1%	0	NA	2,792	204.5%	335	717.1%	0	NA	346	206.2%	83	NA	7,469	121.5%	483	NA	0	NA	483	NA	7,952	135.8%
PETER JONES LONDON	2,651	77.4%	0	NA	1,009	NA	338	990.3%	0	NA	294	338.8%	0	NA	4,292	169.6%	143	NA	0	NA	143	NA	4,435	178.6%
JOHN LEWIS.COM	12,519	27.8%	0	NA	9,525	-1.9%	1,585	110.8%	0	NA	1,069	-0.7%	364	23.8%	25,062	15.9%	3,794	NA	0	NA	3,794	NA	28,856	33.4%
JOHN LEWIS DISTRIBUTION CENTRE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JOHN LEWIS HEAD OFFICE A/C	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JOHN LEWIS MAGNA PARK DC (OPND 09/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	104,937	64.2%	0	NA	71,016	66.9%	11,963	167.7%	0	NA	10,296	46.7%	1,872	54.8%	200,084	67.7%	16,572	NA	1,224	NA	17,796	NA	217,880	82.6%
LIKE ON LIKE	89,866	66.1%	0	NA	59,209	80.3%	9,920	166.9%	0	NA	8,786	47.9%	1,508	64.8%	169,289	73.3%	12,438	NA	1,224	NA	13,662	NA	182,951	87.3%

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STORE GROUP REPORT

JOHN LEWIS PARTNERSHIP

MONTH - RETAIL
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
JOHN LEWIS ABERDEEN	3,755	6.6%	0	NA	2,287	14.4%	452	26.3%	0	NA	138	-57.5%	0	NA	6,632	6.2%	712	NA	0	NA	712	NA	7,344	17.7%
JOHN LEWIS BLUEWATER	6,511	1.1%	0	NA	3,471	23.5%	1,027	39.2%	0	NA	950	107.4%	0	NA	11,959	14.5%	472	NA	0	NA	472	NA	12,431	19.0%
JOHN LEWIS BRENT CROSS	10,156	16.5%	0	NA	7,418	0.8%	1,142	18.5%	0	NA	1,094	28.1%	54	14.9%	19,864	10.1%	1,203	NA	0	NA	1,203	NA	21,067	16.8%
JOHN LEWIS BRISTOL	4,787	3.4%	0	NA	2,320	41.4%	321	-50.8%	0	NA	438	55.3%	0	NA	7,866	9.2%	232	NA	0	NA	232	NA	8,098	12.4%
JOHN LEWIS CAMBRIDGE	5,485	1.1%	0	NA	4,153	15.0%	613	-30.4%	0	NA	476	-10.7%	0	NA	10,727	2.6%	450	NA	0	NA	450	NA	11,177	6.9%
JOHN LEWIS CARDIFF	3,535	19.3%	0	NA	2,331	28.0%	643	276.0%	0	NA	294	27.8%	0	NA	6,803	30.3%	573	NA	0	NA	573	NA	7,376	41.2%
JOHN LEWIS CHEADLE	9,449	9.6%	0	NA	6,044	45.7%	1,399	-6.9%	0	NA	1,055	45.3%	115	NA	18,062	20.4%	981	NA	0	NA	981	NA	19,043	27.0%
JOHN LEWIS EDINBURGH	4,618	-4.2%	0	NA	3,064	-18.1%	455	-36.0%	0	NA	668	94.8%	0	NA	8,805	-8.4%	1,104	NA	0	NA	1,104	NA	9,909	3.1%
JOHN LEWIS GLASGOW	5,219	15.3%	11	NA	3,954	36.1%	598	38.7%	0	NA	226	-17.8%	0	NA	10,008	23.0%	822	NA	0	NA	822	NA	10,830	33.1%
JOHN LEWIS HIGH WYCOMBE	2,086	-8.1%	0	NA	1,090	-17.0%	371	-4.1%	0	NA	210	17.3%	0	NA	3,757	-12.3%	403	NA	0	NA	403	NA	4,160	-2.9%
JOHN LEWIS KINGSTON	5,189	9.6%	0	NA	2,954	22.0%	477	32.5%	0	NA	623	-18.1%	31	NA	9,274	12.4%	730	NA	0	NA	730	NA	10,004	21.2%
JOHN LEWIS LEICESTER	1,715	-18.6%	0	NA	1,256	-14.7%	174	-36.0%	0	NA	265	-22.7%	106	100.0%	3,516	-17.2%	270	NA	0	NA	270	NA	3,786	-10.9%
JOHN LEWIS LIVERPOOL	26,221	19.6%	0	NA	22,314	12.9%	4,116	4.1%	0	NA	2,632	30.8%	333	106.8%	55,616	13.2%	5,263	NA	144	NA	5,407	NA	61,023	24.2%
JOHN LEWIS LONDON	21,066	5.4%	0	NA	13,366	7.4%	2,678	-46.3%	0	NA	2,888	0.1%	452	-32.5%	40,450	-2.8%	4,305	NA	560	NA	4,865	NA	45,315	8.8%
JOHN LEWIS MILTON KEYNES	5,297	31.8%	0	NA	3,068	54.2%	500	-5.5%	0	NA	567	4.0%	31	NA	9,463	33.6%	359	NA	0	NA	359	NA	9,822	38.7%
JOHN LEWIS NEWCASTLE	7,275	24.8%	0	NA	3,815	45.2%	617	-54.1%	0	NA	669	14.8%	0	NA	12,376	19.0%	668	NA	0	NA	668	NA	13,044	25.4%
JOHN LEWIS NORWICH (OPND 11/2011)	1,266	NA	0	NA	587	NA	161	NA	0	NA	146	NA	0	NA	2,160	NA	366	NA	0	NA	366	NA	2,526	NA
JOHN LEWIS NOTTINGHAM	5,955	4.3%	0	NA	2,968	49.1%	344	-6.8%	0	NA	568	28.5%	0	NA	9,835	14.0%	396	NA	0	NA	396	NA	10,231	18.6%
JOHN LEWIS PETERBOROUGH	4,582	-14.0%	0	NA	2,135	-13.0%	699	7.2%	0	NA	278	-43.1%	0	NA	7,694	-13.8%	697	NA	0	NA	697	NA	8,391	-6.0%
JOHN LEWIS READING	5,067	-6.8%	0	NA	2,717	9.6%	236	-55.9%	0	NA	316	-28.2%	0	NA	8,336	-6.8%	580	NA	0	NA	580	NA	8,916	-0.3%
JOHN LEWIS SHEFFIELD	5,130	23.4%	0	NA	2,229	-8.3%	506	-52.0%	0	NA	541	-12.9%	0	NA	8,406	1.7%	464	NA	0	NA	464	NA	8,870	7.3%
JOHN LEWIS SOLIHULL	4,575	4.4%	0	NA	3,123	64.9%	559	-33.1%	0	NA	442	18.2%	26	NA	8,725	16.5%	442	NA	0	NA	442	NA	9,167	22.4%
JOHN LEWIS SOUTHAMPTON	8,092	0.9%	0	NA	4,271	17.4%	719	-36.0%	0	NA	627	-36.2%	31	NA	13,740	-0.2%	749	NA	89	NA	838	NA	14,578	5.9%
JOHN LEWIS STRATFORD (OPND 08/2011)	4,706	NA	0	NA	3,517	NA	578	NA	0	NA	746	NA	0	NA	9,547	NA	1,059	NA	0	NA	1,059	NA	10,606	NA
JOHN LEWIS TRAFFORD PARK	4,240	-2.3%	0	NA	2,759	43.5%	550	-31.8%	0	NA	328	55.5%	0	NA	7,877	8.2%	950	NA	0	NA	950	NA	8,827	21.2%
JOHN LEWIS WATFORD	6,281	27.0%	0	NA	4,136	40.8%	550	-48.2%	0	NA	574	-19.2%	0	NA	11,541	19.5%	475	NA	0	NA	475	NA	12,016	24.4%
JOHN LEWIS WELWYN GARDEN	6,873	-10.9%	0	NA	4,414	1.5%	800	-10.4%	0	NA	575	-32.4%	0	NA	12,662	-8.3%	719	NA	0	NA	719	NA	13,381	-3.1%
PETER JONES LONDON	3,892	11.8%	0	NA	1,865	29.4%	429	-2.3%	0	NA	411	20.9%	88	NA	6,685	17.3%	286	NA	0	NA	286	NA	6,971	22.3%
JOHN LEWIS.COM	31,054	48.1%	0	NA	20,993	23.8%	3,735	8.9%	3,082	NA	2,920	26.1%	607	-0.3%	62,391	40.2%	2,919	NA	0	NA	2,919	NA	65,310	46.8%
JOHN LEWIS DISTRIBUTION CENTRE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JOHN LEWIS HEAD OFFICE A/C	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JOHN LEWIS MAGNA PARK DC (OPND 09/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	214,077	15.7%	11	-93.3%	138,619	21.0%	25,449	-13.6%	3,082	54.2%	21,665	13.4%	1,874	11.5%	404,777	14.9%	28,649	NA	793	NA	29,442	NA	434,219	23.2%
LIKE ON LIKE	177,051	7.9%	11	-93.3%	113,522	16.3%	20,975	-19.4%	0	NA	17,853	6.3%	1,267	18.2%	330,679	7.4%	24,305	NA	793	NA	25,098	NA	355,777	15.6%

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YEAR TO DATE - TRADE
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	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BEAUTY BASE EALING	8,258	6.1%	0	NA	5,542	13.8%	1,396	38.2%	0	NA	2,567	64.0%	154	126.5%	17,917	17.1%	1,936	NA	0	NA	1,936	NA	19,853	29.8%
BEAUTY BASE HOUNSLOW	7,593	4.7%	0	NA	5,339	41.7%	906	-11.4%	0	NA	2,445	37.1%	51	50.0%	16,334	17.9%	2,709	NA	0	NA	2,709	NA	19,043	37.4%
BEAUTY BASE STAINES	6,866	88.2%	0	NA	4,414	76.6%	596	1.0%	0	NA	1,293	140.8%	0	NA	13,169	80.3%	1,365	NA	0	NA	1,365	NA	14,534	99.0%
BEAUTY BASE STRATFORD (OPND 09/2011)	12,132	NA	0	NA	8,987	NA	2,872	NA	0	NA	3,233	NA	337	NA	27,561	NA	2,079	NA	0	NA	2,079	NA	29,640	NA
BEAUTY BASE WESTFIELD	12,656	26.1%	0	NA	12,310	30.5%	2,125	24.7%	0	NA	5,048	29.0%	299	17.3%	32,438	27.2%	3,124	NA	0	NA	3,124	NA	35,562	39.4%
BEAUTY BASE WHITELEYS	8,857	18.9%	0	NA	5,841	34.7%	1,191	14.1%	0	NA	2,517	15.2%	257	37.4%	18,663	22.3%	2,512	NA	0	NA	2,512	NA	21,175	38.7%
COOTES PHARMACY	1,334	145.2%	45	NA	505	-28.9%	276	-48.0%	0	NA	9	-94.2%	0	NA	2,169	10.8%	566	NA	0	NA	566	NA	2,735	39.7%
DAVID FRANK LANCASTER	4,642	-17.4%	45	NA	2,472	-20.9%	695	-31.7%	0	NA	400	614.3%	34	NA	8,199	-16.5%	1,241	NA	0	NA	1,241	NA	9,440	-3.8%
ELEGANCE & BEAUTE GLASGOW	1,948	28.4%	0	NA	1,256	65.5%	243	-52.6%	0	NA	117	-38.1%	52	2.0%	3,616	19.4%	801	NA	0	NA	801	NA	4,417	45.8%
FEELUNIQUE.COM (OPND 12/2011)	5,028	NA	0	NA	6,438	NA	1,730	NA	0	NA	827	NA	144	NA	14,167	NA	2,351	NA	0	NA	2,351	NA	16,518	NA
GARDEN PHARMACY	4,124	11.0%	(47)	NA	1,449	-3.5%	694	-18.5%	0	NA	975	20.7%	274	168.6%	7,469	10.6%	1,192	NA	0	NA	1,192	NA	8,661	28.2%
HEAVEN SCENT BURTON-ON-TRENT	8,962	3.3%	90	100.0%	4,849	-3.7%	262	-91.2%	0	NA	861	82.8%	171	151.5%	15,195	-12.0%	1,403	NA	0	NA	1,403	NA	16,598	-3.9%
JACKIE WALKER LOUGHBOROUGH	2,594	36.0%	126	NA	1,358	11.9%	56	-88.0%	0	NA	39	-58.5%	17	NA	4,190	13.8%	383	NA	0	NA	383	NA	4,573	24.2%
RAGDALE HALL (OPEND 07/2011)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,141	NA	366	NA	2,507	NA	2,507	NA
SPRINGFIELD PHARMACY	102	-96.7%	0	NA	75	-94.1%	54	-95.3%	0	NA	0	NA	0	NA	231	-96.1%	0	NA	0	NA	0	NA	231	-96.1%
THE FEELGOOD CENTRE	(41)	NA	0	NA	(102)	NA	0	NA	0	NA	(39)	NA	0	NA	(191)	NA	0	NA	0	NA	0	NA	(191)	NA
WARMAN FREED	2,097	62.8%	(66)	NA	1,329	37.3%	625	-0.6%	0	NA	489	5.6%	0	NA	4,474	79.2%	1,012	NA	0	NA	1,012	NA	5,486	119.8%
TOTAL	87,152	38.9%	193	NA	62,062	57.1%	13,721	0.2%	0	NA	20,781	63.9%	1,790	117.2%	185,601	44.3%	24,815	NA	366	NA	25,181	NA	210,782	63.9%

LIKE ON LIKE	69,992	11.6%	193	NA	46,637	18.1%	9,119	-33.4%	0	NA	16,721	31.9%	1,309	58.9%	143,873	11.9%	18,244	NA	0	NA	18,244	NA	162,117	26.0%
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SALON GROUP

CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

YEAR TO DATE - RETAIL
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BEAUTY BASE EALING	13,455	5.0%	185	-86.3%	7,219	8.6%	3,513	29.1%	0	NA	1,483	-38.1%	572	6.7%	26,427	-0.2%	2,151	NA	0	NA	2,151	NA	28,578	8.0%
BEAUTY BASE HOUNSLOW	12,751	9.8%	168	-84.4%	6,871	18.7%	3,328	44.1%	0	NA	1,403	-35.9%	543	24.0%	25,064	7.1%	2,100	NA	0	NA	2,100	NA	27,164	16.0%
BEAUTY BASE STAINES	6,033	5.0%	54	-91.1%	3,278	10.4%	1,539	1.5%	0	NA	647	-44.8%	253	5.9%	11,804	-3.6%	992	NA	0	NA	992	NA	12,796	4.5%
BEAUTY BASE STRATFORD (OPND 09/2011)	11,476	NA	0	NA	6,886	NA	3,060	NA	0	NA	1,275	NA	510	NA	23,207	NA	2,294	NA	0	NA	2,294	NA	25,501	NA
BEAUTY BASE WESTFIELD	25,850	20.0%	346	-85.1%	13,957	19.0%	6,761	37.8%	0	NA	2,857	-32.7%	1,100	15.2%	50,871	11.1%	4,150	NA	0	NA	4,150	NA	55,021	20.2%
BEAUTY BASE WHITELEYS	16,363	34.4%	232	-81.8%	8,712	35.2%	4,250	84.0%	0	NA	1,792	-21.6%	694	55.6%	32,043	28.3%	2,622	NA	0	NA	2,622	NA	34,665	38.8%
COOTES PHARMACY	676	2.9%	0	NA	454	44.1%	290	-20.3%	0	NA	235	38.2%	0	NA	1,655	7.0%	0	NA	0	NA	0	NA	1,655	7.0%
DAVID FRANK LANCASTER	8,625	-13.8%	48	-22.6%	4,468	-26.6%	1,026	7.0%	0	NA	505	-1.0%	77	140.6%	15,045	-14.8%	884	NA	0	NA	884	NA	15,929	-9.8%
ELEGANCE & BEAUTE GLASGOW	2,393	143.4%	16	-78.4%	1,228	150.6%	571	41.3%	0	NA	238	20.2%	96	174.3%	4,542	108.0%	429	NA	0	NA	429	NA	4,971	127.6%
FEELUNIQUE.COM (OPND 12/2011)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
GARDEN PHARMACY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HEAVEN SCENT BURTON-ON-TRENT	2,150	-78.2%	40	-95.6%	1,036	-79.7%	478	-79.8%	0	NA	199	-88.8%	80	-73.7%	3,983	-80.5%	0	NA	0	NA	0	NA	3,983	-80.5%
JACKIE WALKER LOUGHBOROUGH	241	-95.4%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	241	-96.4%	0	NA	0	NA	0	NA	241	-96.4%
RAGDALE HALL (OPEND 07/2011)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SPRINGFIELD PHARMACY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE FEELGOOD CENTRE	105	-87.5%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	105	-87.5%	0	NA	0	NA	0	NA	105	-87.5%
WARMAN FREED	4,801	50.3%	122	-25.2%	1,678	29.5%	1,043	171.6%	0	NA	1,068	3.8%	0	NA	8,712	43.6%	1,328	NA	0	NA	1,328	NA	10,040	65.5%
TOTAL	104,919	10.6%	1,211	-84.9%	55,787	16.9%	25,859	38.1%	0	NA	11,702	-28.2%	3,925	28.9%	203,699	7.8%	16,950	NA	0	NA	16,950	NA	220,649	16.8%

LIKE ON LIKE	93,443	-1.5%	1,211	-84.9%	48,901	2.5%	22,799	21.7%	0	NA	10,427	-36.0%	3,415	12.2%	180,492	-4.5%	14,656	NA	0	NA	14,656	NA	195,148	3.3%
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CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

MONTH - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BEAUTY BASE EALING	1,128	403.6%	0	NA	486	NA	166	NA	0	NA	372	NA	0	NA	2,152	860.7%	147	NA	0	NA	147	NA	2,299	926.3%
BEAUTY BASE HOUNSLOW	1,388	NA	0	NA	495	NA	236	NA	0	NA	486	NA	0	NA	2,605	NA	226	NA	0	NA	226	NA	2,831	NA
BEAUTY BASE STAINES	833	NA	0	NA	275	NA	131	NA	0	NA	191	NA	0	NA	1,430	NA	97	NA	0	NA	97	NA	1,527	NA
BEAUTY BASE STRATFORD (OPND 09/2011)	2,528	NA	0	NA	1,633	NA	331	NA	0	NA	449	NA	0	NA	4,941	NA	422	NA	0	NA	422	NA	5,363	NA
BEAUTY BASE WESTFIELD	1,649	NA	0	NA	1,492	NA	479	NA	0	NA	695	NA	0	NA	4,315	NA	114	NA	0	NA	114	NA	4,429	NA
BEAUTY BASE WHITELEYS	1,137	NA	0	NA	579	NA	238	NA	0	NA	42	NA	0	NA	1,996	NA	140	NA	0	NA	140	NA	2,136	NA
COOTES PHARMACY	62	NA	0	NA	60	NA	22	NA	0	NA	0	NA	0	NA	144	NA	0	NA	0	NA	0	NA	144	NA
DAVID FRANK LANCASTER	267	-79.1%	0	NA	286	-69.1%	0	NA	0	NA	89	NA	0	NA	642	-75.7%	0	NA	0	NA	0	NA	642	-75.7%
ELEGANCE & BEAUTE GLASGOW	93	NA	0	NA	60	NA	76	NA	0	NA	0	NA	0	NA	229	NA	0	NA	0	NA	0	NA	229	NA
FEELUNIQUE.COM (OPND 12/2011)	5,028	NA	0	NA	6,438	NA	1,730	NA	0	NA	827	NA	144	NA	14,167	NA	2,351	NA	0	NA	2,351	NA	16,518	NA
GARDEN PHARMACY	367	43.4%	0	NA	60	NA	169	382.9%	0	NA	287	34.7%	52	205.9%	935	79.5%	47	NA	0	NA	47	NA	982	88.5%
HEAVEN SCENT BURTON-ON-TRENT	1,301	16.2%	0	NA	713	NA	0	NA	0	NA	0	NA	0	NA	2,014	79.8%	129	NA	0	NA	129	NA	2,143	91.3%
JACKIE WALKER LOUGHBOROUGH	400	-19.0%	0	NA	116	NA	0	NA	0	NA	0	NA	0	NA	516	4.5%	32	NA	0	NA	32	NA	548	10.9%
RAGDALE HALL (OPEND 07/2011)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	168	NA	168	NA	168	NA
SPRINGFIELD PHARMACY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE FEELGOOD CENTRE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
WARMAN FREED	186	NA	0	NA	233	NA	43	NA	0	NA	0	NA	0	NA	462	NA	0	NA	0	NA	0	NA	462	NA
TOTAL	16,367	352.3%	0	NA	12,926	NA	3,621	447.8%	0	NA	3,438	NA	196	NA	36,548	572.2%	3,705	NA	168	NA	3,873	NA	40,421	643.4%

LIKE ON LIKE	8,811	143.5%	0	NA	4,855	423.7%	1,560	136.0%	0	NA	2,162	915.0%	52	205.9%	17,440	220.8%	932	NA	0	NA	932	NA	18,372	237.9%
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SALON GROUP

CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

MONTH - RETAIL
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
BEAUTY BASE EALING	2,522	-18.2%	0	NA	1,513	0.3%	673	-45.5%	0	NA	280	-54.6%	112	-18.2%	5,100	-25.6%	504	NA	0	NA	504	NA	5,604	-18.2%
BEAUTY BASE HOUNSLOW	3,071	31.4%	0	NA	1,843	61.4%	819	-12.4%	0	NA	341	-27.0%	137	31.7%	6,211	19.6%	614	NA	0	NA	614	NA	6,825	31.4%
BEAUTY BASE STAINES	1,835	-18.6%	0	NA	1,102	0.0%	490	-45.7%	0	NA	204	-54.8%	82	-18.8%	3,713	-25.9%	367	NA	0	NA	367	NA	4,080	-18.6%
BEAUTY BASE STRATFORD (OPND 09/2011)	6,022	NA	0	NA	3,614	NA	1,606	NA	0	NA	669	NA	268	NA	12,179	NA	1,205	NA	0	NA	1,205	NA	13,384	NA
BEAUTY BASE WESTFIELD	5,781	0.5%	0	NA	3,469	23.4%	1,542	-33.0%	0	NA	642	-44.2%	257	0.4%	11,691	-8.5%	1,156	NA	0	NA	1,156	NA	12,847	0.5%
BEAUTY BASE WHITELEYS	3,141	40.7%	0	NA	1,885	72.8%	838	-6.3%	0	NA	349	-21.7%	140	41.4%	6,353	28.1%	628	NA	0	NA	628	NA	6,981	40.7%
COOTES PHARMACY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
DAVID FRANK LANCASTER	1,763	-32.2%	32	3.2%	977	-40.0%	39	-92.6%	0	NA	192	16.4%	19	-40.6%	3,022	-39.3%	220	NA	0	NA	220	NA	3,242	-34.9%
ELEGANCE & BEAUTE GLASGOW	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
FEELUNIQUE.COM (OPND 12/2011)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
GARDEN PHARMACY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
HEAVEN SCENT BURTON-ON-TRENT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
JACKIE WALKER LOUGHBOROUGH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
RAGDALE HALL (OPEND 07/2011)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SPRINGFIELD PHARMACY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE FEELGOOD CENTRE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
WARMAN FREED	1,189	25.7%	0	NA	121	-65.0%	0	NA	0	NA	124	-47.7%	0	NA	1,434	-20.6%	0	NA	0	NA	0	NA	1,434	-20.6%
TOTAL	25,324	3.7%	32	-98.3%	14,524	18.9%	6,007	-35.2%	0	NA	2,801	-39.1%	1,015	8.3%	49,703	-6.8%	4,694	NA	0	NA	4,694	NA	54,397	2.1%

LIKE ON LIKE	19,302	-21.0%	32	-98.3%	10,910	-10.7%	4,401	-52.5%	0	NA	2,132	-53.7%	747	-20.3%	37,524	-29.6%	3,489	NA	0	NA	3,489	NA	41,013	-23.1%
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CLARINS FRAGRANCE GROUP STORE GROUP REPORT

SELFRIDGES GROUP

YEAR TO DATE - TRADE 2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
SELFRIDGES BIRMINGHAM	12,215	-3.7%	143	-18.3%	8,752	-7.3%	1,807	-88.1%	0	NA	2,886	-7.3%	147	-71.7%	25,950	-31.9%	10,894	NA	1,523	NA	12,417	NA	38,367	0.7%
SELFRIDGES EXCHANGE SQ (MANCHESTER)	12,042	-18.0%	345	-20.9%	12,865	-13.0%	1,666	-84.8%	720	NA	1,887	-44.3%	439	-35.7%	29,964	-27.9%	8,627	NA	674	NA	9,301	NA	39,265	-5.5%
SELFRIDGES LONDON	68,296	13.0%	709	-75.1%	69,075	14.8%	12,174	-87.8%	14,313	-20.2%	36,397	26.9%	3,613	-21.7%	204,577	-25.6%	80,019	NA	5,734	NA	85,753	NA	290,330	5.6%
SELFRIDGES TRAFFORD PARK (MANCHESTER)	27,455	-14.1%	178	-74.1%	25,178	-24.2%	5,479	-80.0%	(984)	NA	4,662	-38.6%	790	-47.2%	62,758	-39.4%	19,535	NA	2,229	NA	21,764	NA	84,522	-18.4%
SELFRIDGES.CO.UK (OPND 03/2010)	2,560	36.5%	0	NA	932	-32.9%	885	-76.7%	0	NA	353	124.8%	125	62.3%	4,855	-39.0%	10,154	NA	2,462	NA	12,616	NA	17,471	119.5%
SELFRIDGES HEAD OFFICE ACCOUNT	0	NA	(222)	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(222)	NA	0	NA	0	NA	0	NA	(222)	NA
TOTAL	122,568	1.4%	1,153	-71.7%	116,802	-1.7%	22,011	-86.0%	14,049	4.6%	46,185	7.7%	5,114	-30.8%	327,882	-29.4%	129,229	NA	12,622	NA	141,851	NA	469,733	1.1%
LIKE ON LIKE	120,008	0.9%	1,153	-71.4%	115,870	-1.3%	21,126	-86.3%	14,049	9.7%	45,832	7.3%	4,989	-31.8%	323,027	-29.2%	119,075	NA	10,160	NA	129,235	NA	452,262	-0.9%

YEAR TO DATE - RETAIL 2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
SELFRIDGES BIRMINGHAM	30,104	37.7%	275	-35.3%	17,292	21.6%	4,948	-76.2%	0	NA	5,032	24.2%	340	-58.1%	57,991	-6.9%	21,745	NA	1,360	NA	23,105	NA	81,096	30.2%
SELFRIDGES EXCHANGE SQ (MANCHESTER)	24,929	-4.4%	679	-28.3%	21,798	-14.6%	6,120	-64.5%	574	-15.3%	6,830	21.7%	1,310	17.7%	62,240	-19.4%	18,622	NA	886	NA	19,508	NA	81,748	5.9%
SELFRIDGES LONDON	131,458	4.8%	2,003	-63.5%	109,136	-8.2%	32,534	-79.3%	39,474	-14.0%	67,377	7.1%	7,834	-11.3%	389,816	-25.7%	132,197	NA	8,110	NA	140,307	NA	530,123	1.1%
SELFRIDGES TRAFFORD PARK (MANCHESTER)	62,483	5.7%	354	-75.3%	54,914	8.1%	16,925	-62.7%	3,250	-63.2%	9,247	-18.6%	2,002	-3.1%	149,175	-16.7%	49,331	NA	2,465	NA	51,796	NA	200,971	12.3%
SELFRIDGES.CO.UK (OPND 03/2010)	1,897	-56.4%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,897	-81.9%	9,062	NA	0	NA	9,062	NA	10,959	4.4%
SELFRIDGES HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	250,871	5.9%	3,311	-61.7%	203,140	-3.9%	60,527	-75.1%	43,298	-22.0%	88,486	4.4%	11,486	-11.6%	661,119	-22.5%	230,957	NA	12,821	NA	243,778	NA	904,897	6.0%
LIKE ON LIKE	248,974	7.1%	3,311	-60.1%	203,140	-3.0%	60,527	-74.8%	43,298	-22.0%	88,486	5.4%	11,486	-10.4%	659,222	-21.8%	221,895	NA	12,821	NA	234,716	NA	893,938	6.1%

NUMBER OF DOORS

DECEMBER 2011

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

SELFRIDGES GROUP

MONTH - TRADE 2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
SELFRIDGES BIRMINGHAM	883	-43.9%	0	NA	1,858	39.6%	757	NA	0	NA	378	NA	85	-7.6%	3,961	95.1%	250	NA	155	NA	405	NA	4,366	115.1%
SELFRIDGES EXCHANGE SQ (MANCHESTER)	1,259	1.9%	0	NA	2,953	120.0%	456	NA	432	NA	131	NA	15	NA	5,246	NA	210	NA	0	NA	210	NA	5,456	NA
SELFRIDGES LONDON	5,488	-16.8%	0	NA	11,702	89.4%	1,261	NA	(1,015)	NA	1,936	25.2%	422	-1.4%	19,794	41.8%	(1,401)	NA	(744)	NA	(2,145)	NA	17,649	26.4%
SELFRIDGES TRAFFORD PARK (MANCHESTER)	3,425	-22.4%	0	NA	5,117	64.4%	1,023	276.1%	336	NA	388	-28.4%	246	623.5%	10,535	45.5%	(5)	NA	11	NA	6	NA	10,541	45.5%
SELFRIDGES.CO.UK (OPND 03/2010)	28	-80.8%	0	NA	249	857.7%	0	NA	0	NA	0	NA	0	NA	277	61.0%	50	NA	0	NA	50	NA	327	90.1%
SELFRIDGES HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	11,083	-20.6%	0	NA	21,879	82.5%	3,497	NA	(247)	NA	2,833	35.7%	768	38.6%	39,813	92.3%	(896)	NA	(578)	NA	(1,474)	NA	38,339	85.2%
LIKE ON LIKE	11,055	-20.0%	0	NA	21,630	80.8%	3,497	NA	(247)	NA	2,833	35.7%	768	38.6%	39,536	92.6%	(946)	NA	(578)	NA	(1,524)	NA	38,012	85.1%

MONTH - RETAIL 2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
SELFRIDGES BIRMINGHAM	7,770	17.7%	0	NA	4,854	12.9%	1,109	-25.8%	0	NA	1,131	64.9%	0	NA	14,864	11.0%	2,133	NA	220	NA	2,353	NA	17,217	28.6%
SELFRIDGES EXCHANGE SQ (MANCHESTER)	5,915	-1.8%	0	NA	3,549	-51.3%	1,578	-47.9%	0	NA	658	-19.3%	263	35.6%	11,963	-32.6%	1,182	NA	0	NA	1,182	NA	13,145	-25.9%
SELFRIDGES LONDON	24,117	8.4%	0	NA	16,995	15.6%	4,093	-45.5%	5,453	58.1%	4,806	13.6%	983	28.0%	56,447	5.5%	6,380	NA	562	NA	6,942	NA	63,389	18.5%
SELFRIDGES TRAFFORD PARK (MANCHESTER)	15,024	-12.1%	0	NA	13,122	2.6%	3,613	-50.0%	672	-49.7%	1,027	-36.2%	482	17.3%	33,940	-16.6%	6,083	NA	762	NA	6,845	NA	40,785	0.2%
SELFRIDGES.CO.UK (OPND 03/2010)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SELFRIDGES HEAD OFFICE ACCOUNT	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	52,826	-0.2%	0	NA	38,520	-2.6%	10,393	-47.1%	6,125	20.9%	7,622	1.2%	1,728	0.1%	117,214	-8.1%	15,778	NA	1,544	NA	17,322	NA	134,536	5.5%
LIKE ON LIKE	52,826	1.7%	0	NA	38,520	-1.4%	10,393	-46.0%	6,125	20.9%	7,622	3.8%	1,728	2.6%	117,214	-6.5%	15,778	NA	1,544	NA	17,322	NA	134,536	7.3%

NUMBER OF DOORS

CLARINS FRAGRANCE GROUP

STORE GROUP REPORT

SWAROVSKI GROUP

YEAR TO DATE - TRADE
2011 vs 2010

[illegible]

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

SWAROVSKI GROUP

YEAR TO DATE - RETAIL
2011 vs 2010

STORE	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL			
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%		
SWAROVSKI ABERDEEN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,725	NA	1,566	NA	5,291	NA	5,291	NA
SWAROVSKI BIRMINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	6,970	NA	1,442	NA	8,412	NA	8,412	NA
SWAROVSKI BOLTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,762	NA	1,353	NA	5,115	NA	5,115	NA
SWAROVSKI BRENT CROSS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,594	NA	1,195	NA	4,789	NA	4,789	NA
SWAROVSKI BRIGHTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,581	NA	1,051	NA	4,632	NA	4,632	NA
SWAROVSKI BRISTOL CABOT CIRCUS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,552	NA	1,312	NA	4,864	NA	4,864	NA
SWAROVSKI BRISTOL CRIBBS CAUSEWAY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	5,578	NA	1,662	NA	7,240	NA	7,240	NA
SWAROVSKI BROMLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	5,738	NA	1,298	NA	7,036	NA	7,036	NA
SWAROVSKI BURY ST EDMUNDS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,606	NA	412	NA	4,018	NA	4,018	NA
SWAROVSKI CAMBRIDGE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,459	NA	803	NA	4,262	NA	4,262	NA
SWAROVSKI CANTERBURY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,364	NA	213	NA	1,577	NA	1,577	NA
SWAROVSKI CARDIFF	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	6,291	NA	1,635	NA	7,926	NA	7,926	NA
SWAROVSKI CHICHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	5,885	NA	742	NA	6,627	NA	6,627	NA
SWAROVSKI CROYDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,850	NA	611	NA	4,461	NA	4,461	NA
SWAROVSKI DARTFORD BLUEWATER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	7,171	NA	2,060	NA	9,231	NA	9,231	NA
SWAROVSKI DERBY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,763	NA	1,353	NA	6,116	NA	6,116	NA
SWAROVSKI DONCASTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,589	NA	309	NA	1,898	NA	1,898	NA
SWAROVSKI DUDLEY MERRY HILL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,333	NA	831	NA	4,164	NA	4,164	NA
SWAROVSKI DUNDEE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,480	NA	1,160	NA	5,640	NA	5,640	NA
SWAROVSKI EDINBURGH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,663	NA	1,463	NA	6,126	NA	6,126	NA
SWAROVSKI EXETER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,706	NA	1,484	NA	5,190	NA	5,190	NA
SWAROVSKI GATESHEAD METRO CENTRE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	6,555	NA	2,843	NA	9,398	NA	9,398	NA
SWAROVSKI GLASGOW BRAEHEAD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	8,039	NA	1,401	NA	9,440	NA	9,440	NA
SWAROVSKI GLASGOW BUCHANAN ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	8,947	NA	2,012	NA	10,959	NA	10,959	NA
SWAROVSKI GLASGOW SILVERBURN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	6,696	NA	1,642	NA	8,338	NA	8,338	NA
SWAROVSKI KINGSTON UPON THAMES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,254	NA	666	NA	3,920	NA	3,920	NA
SWAROVSKI LEEDS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,205	NA	556	NA	3,761	NA	3,761	NA
SWAROVSKI LEICESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	9,052	NA	1,924	NA	10,976	NA	10,976	NA
SWAROVSKI LIVINGSTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,794	NA	1,181	NA	5,975	NA	5,975	NA
SWAROVSKI LONDON COVENT GDN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	5,373	NA	1,360	NA	6,733	NA	6,733	NA
SWAROVSKI LONDON CRYSTALLISED LOUNGE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI LONDON KNIGHTSBRIDGE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,991	NA	2,005	NA	5,996	NA	5,996	NA
SWAROVSKI LONDON NEW CHANGE ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,367	NA	844	NA	4,211	NA	4,211	NA
SWAROVSKI LONDON OXFORD ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	7,245	NA	2,500	NA	9,745	NA	9,745	NA
SWAROVSKI LONDON OXFORD ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,531	NA	865	NA	5,396	NA	5,396	NA
SWAROVSKI LONDON OXFORD ST CENTRAL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	15,072	NA	2,862	NA	17,934	NA	17,934	NA
SWAROVSKI LONDON REGENT ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	5,488	NA	1,730	NA	7,218	NA	7,218	NA
SWAROVSKI LONDON WESTFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	7,434	NA	961	NA	8,395	NA	8,395	NA
SWAROVSKI MANCHESTER TRAFFORD PARK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	8,850	NA	2,169	NA	11,019	NA	11,019	NA
SWAROVSKI MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,974	NA	1,044	NA	5,018	NA	5,018	NA
SWAROVSKI MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,202	NA	989	NA	4,191	NA	4,191	NA
SWAROVSKI MILTON KEYNES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,604	NA	1,552	NA	6,156	NA	6,156	NA
SWAROVSKI NEWCASTLE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	5,144	NA	2,384	NA	7,528	NA	7,528	NA
SWAROVSKI NORWICH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,169	NA	1,010	NA	4,179	NA	4,179	NA
SWAROVSKI NOTTINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	7,162	NA	1,937	NA	9,099	NA	9,099	NA
SWAROVSKI OXFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,877	NA	1,181	NA	4,058	NA	4,058	NA
SWAROVSKI READING	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,053	NA	1,256	NA	5,309	NA	5,309	NA
SWAROVSKI ROMFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,385	NA	954	NA	5,339	NA	5,339	NA
SWAROVSKI SHEFFIELD MEADOWHALL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	7,411	NA	2,061	NA	9,472	NA	9,472	NA
SWAROVSKI SOLIHULL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	5,488	NA	1,958	NA	7,446	NA	7,446	NA
SWAROVSKI SOUTHAMPTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	5,917	NA	1,408	NA	7,325	NA	7,325	NA
SWAROVSKI STRATFORD (OPND 09/2011)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,482	NA	529	NA	3,011	NA	3,011	NA
SWAROVSKI WARRINGTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,522	NA	316	NA	1,838	NA	1,838	NA
SWAROVSKI WATFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	3,985	NA	858	NA	4,843	NA	4,843	NA
SWAROVSKI WIMBLEDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,777	NA	467	NA	2,244	NA	2,244	NA
TOTAL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	269,705	NA	71,380	NA	341,085	NA	341,085	NA
LIKE ON LIKE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA

SWAROVSKI GROUP

MONTH - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
SWAROVSKI ABERDEEN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	253	NA	140	NA	393	NA	393	NA
SWAROVSKI BIRMINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	695	NA	126	NA	821	NA	821	NA
SWAROVSKI BOLTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	367	NA	66	NA	433	NA	433	NA
SWAROVSKI BRENT CROSS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	265	NA	23	NA	288	NA	288	NA
SWAROVSKI BRIGHTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	492	NA	129	NA	621	NA	621	NA
SWAROVSKI BRISTOL CABOT CIRCUS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	396	NA	126	NA	522	NA	522	NA
SWAROVSKI BRISTOL CRIBBS CAUSEWAY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	337	NA	129	NA	466	NA	466	NA
SWAROVSKI BROMLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	282	NA	86	NA	368	NA	368	NA
SWAROVSKI BURY ST EDMUNDS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	208	NA	20	NA	228	NA	228	NA
SWAROVSKI CAMBRIDGE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	226	NA	86	NA	312	NA	312	NA
SWAROVSKI CANTERBURY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI CARDIFF	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	441	NA	89	NA	530	NA	530	NA
SWAROVSKI CHICHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	417	NA	46	NA	463	NA	463	NA
SWAROVSKI CROYDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	397	NA	0	NA	397	NA	397	NA
SWAROVSKI DARTFORD BLUEWATER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	640	NA	186	NA	826	NA	826	NA
SWAROVSKI DERBY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	495	NA	106	NA	601	NA	601	NA
SWAROVSKI DONCASTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI DUDLEY MERRY HILL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	226	NA	23	NA	249	NA	249	NA
SWAROVSKI DUNDEE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	209	NA	80	NA	289	NA	289	NA
SWAROVSKI EDINBURGH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	341	NA	46	NA	387	NA	387	NA
SWAROVSKI EXETER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	378	NA	152	NA	530	NA	530	NA
SWAROVSKI GATESHEAD METRO CENTRE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	534	NA	238	NA	772	NA	772	NA
SWAROVSKI GLASGOW BRAEHEAD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	803	NA	106	NA	909	NA	909	NA
SWAROVSKI GLASGOW BUCHANAN ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	868	NA	172	NA	1,040	NA	1,040	NA
SWAROVSKI GLASGOW SILVERBURN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	488	NA	175	NA	663	NA	663	NA
SWAROVSKI KINGSTON UPON THAMES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	258	NA	46	NA	304	NA	304	NA
SWAROVSKI LEEDS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	209	NA	86	NA	295	NA	295	NA
SWAROVSKI LEICESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	933	NA	178	NA	1,111	NA	1,111	NA
SWAROVSKI LIVINGSTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	368	NA	66	NA	434	NA	434	NA
SWAROVSKI LONDON COVENT GDN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	374	NA	112	NA	486	NA	486	NA
SWAROVSKI LONDON CRYSTALLISED LOUNGE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI LONDON KNIGHTSBRIDGE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	135	NA	278	NA	413	NA	413	NA
SWAROVSKI LONDON NEW CHANGE ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	347	NA	66	NA	413	NA	413	NA
SWAROVSKI LONDON OXFORD ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	729	NA	132	NA	861	NA	861	NA
SWAROVSKI LONDON OXFORD ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	279	NA	106	NA	385	NA	385	NA
SWAROVSKI LONDON OXFORD ST CENTRAL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,327	NA	572	NA	1,899	NA	1,899	NA
SWAROVSKI LONDON REGENT ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,379	NA	123	NA	2,502	NA	2,502	NA
SWAROVSKI LONDON WESTFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	513	NA	146	NA	659	NA	659	NA
SWAROVSKI MANCHESTER TRAFFORD PARK	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	514	NA	258	NA	772	NA	772	NA
SWAROVSKI MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	558	NA	66	NA	624	NA	624	NA
SWAROVSKI MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	165	NA	0	NA	165	NA	165	NA
SWAROVSKI MILTON KEYNES	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	226	NA	40	NA	266	NA	266	NA
SWAROVSKI NEWCASTLE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	256	NA	263	NA	519	NA	519	NA
SWAROVSKI NORWICH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	300	NA	66	NA	366	NA	366	NA
SWAROVSKI NOTTINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	478	NA	106	NA	584	NA	584	NA
SWAROVSKI OXFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	327	NA	40	NA	367	NA	367	NA
SWAROVSKI READING	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	317	NA	126	NA	443	NA	443	NA
SWAROVSKI ROMFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	411	NA	80	NA	491	NA	491	NA
SWAROVSKI SHEFFIELD MEADOWHALL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	623	NA	220	NA	843	NA	843	NA
SWAROVSKI SOLIHULL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	505	NA	155	NA	660	NA	660	NA
SWAROVSKI SOUTHAMPTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	512	NA	175	NA	687	NA	687	NA
SWAROVSKI STRATFORD (OPND 09/2011)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	225	NA	60	NA	285	NA	285	NA
SWAROVSKI WARRINGTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI WATFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	453	NA	43	NA	496	NA	496	NA
SWAROVSKI WIMBLEDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	214	NA	46	NA	260	NA	260	NA
TOTAL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	23,693	NA	6,005	NA	29,698	NA	29,698	NA
LIKE ON LIKE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

SWAROVSKI GROUP

MONTH - RETAIL
2011 vs 2010

STORE	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL		
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	
SWAROVSKI ABERDEEN	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	213	NA	1,153	NA	1,153	NA	
SWAROVSKI BIRMINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	460	NA	1,237	NA	1,237	NA	
SWAROVSKI BOLTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	254	NA	640	NA	640	NA	
SWAROVSKI BRENT CROSS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	158	NA	727	NA	727	NA	
SWAROVSKI BRIGHTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	220	NA	976	NA	976	NA	
SWAROVSKI BRISTOL CABOT CIRCUS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	213	NA	700	NA	700	NA	
SWAROVSKI BRISTOL CRIEBBS CAUSEWAY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	268	NA	1,664	NA	1,664	NA	
SWAROVSKI BROMLEY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	254	NA	1,703	NA	1,703	NA	
SWAROVSKI BURY ST EDMUNDS	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,114	NA	1,114	NA	
SWAROVSKI CAMBRIDGE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	151	NA	661	NA	661	NA	
SWAROVSKI CANTERBURY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	
SWAROVSKI CARDIFF	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	371	NA	2,560	NA	2,560	NA	
SWAROVSKI CHICHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	316	NA	1,611	NA	1,611	NA	
SWAROVSKI CROYDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	213	NA	1,509	NA	1,509	NA	
SWAROVSKI DARTFORD BLUEWATER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	666	NA	2,808	NA	2,808	NA	
SWAROVSKI DERBY	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	378	NA	1,943	NA	1,943	NA	
SWAROVSKI DONCASTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	
SWAROVSKI DUDLEY MERRY HILL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	261	NA	1,036	NA	1,036	NA	
SWAROVSKI DUNDEE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	316	NA	1,370	NA	1,370	NA	
SWAROVSKI EDINBURGH	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	151	NA	1,521	NA	1,521	NA	
SWAROVSKI EXETER	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	261	NA	1,023	NA	1,023	NA	
SWAROVSKI GATESHEAD METRO CENTRE	0	NA	0	NA	0	NA	0	NA	0	NA	0	467	0	NA	0	NA	0	NA	467	NA	2,095	NA	2,095	NA	
SWAROVSKI GLASGOW BRAEHEAD	0	NA	0	NA	0	NA	0	NA	0	NA	0	357	0	NA	0	NA	0	NA	357	NA	2,891	NA	2,891	NA	
SWAROVSKI GLASGOW BUCHANAN ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	302	NA	2,734	NA	2,734	NA	2,734	NA
SWAROVSKI GLASGOW SILVERBURN	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	158	NA	2,075	NA	2,075	NA	2,075	NA
SWAROVSKI KINGSTON UPON THAMES	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	144	NA	862	NA	862	NA	862	NA
SWAROVSKI LEEDS	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	144	NA	595	NA	595	NA	595	NA
SWAROVSKI LEICESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	364	NA	2,113	NA	2,113	NA	2,113	NA
SWAROVSKI LIVINGSTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	48	NA	1,741	NA	1,741	NA	1,741	NA
SWAROVSKI LONDON COVENT GDN	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	96	NA	944	NA	944	NA	944	NA
SWAROVSKI LONDON CRYSTALLISED LOUNGE	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI LONDON KNIGHTSBRIDGE	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	158	NA	772	NA	772	NA	772	NA
SWAROVSKI LONDON NEW CHANGE ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	96	NA	450	NA	450	NA	450	NA
SWAROVSKI LONDON OXFORD ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	611	NA	1,998	NA	1,998	NA	1,998	NA
SWAROVSKI LONDON OXFORD ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	48	NA	854	NA	854	NA	854	NA
SWAROVSKI LONDON OXFORD ST CENTRAL	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	398	NA	3,386	NA	3,386	NA	3,386	NA
SWAROVSKI LONDON REGENT ST	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	357	NA	1,212	NA	1,212	NA	1,212	NA
SWAROVSKI LONDON WESTFIELD	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	48	NA	1,830	NA	1,830	NA	1,830	NA
SWAROVSKI MANCHESTER TRAFFORD PARK	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	247	NA	2,195	NA	2,195	NA	2,195	NA
SWAROVSKI MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	371	NA	1,313	NA	1,313	NA	1,313	NA
SWAROVSKI MANCHESTER	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	309	NA	1,095	NA	1,095	NA	1,095	NA
SWAROVSKI MILTON KEYNES MILTON KEYNES	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	158	NA	1,382	NA	1,382	NA	1,382	NA
SWAROVSKI NEWCASTLE	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	474	NA	1,207	NA	1,207	NA	1,207	NA
SWAROVSKI NORWICH	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	55	NA	474	NA	474	NA	474	NA
SWAROVSKI NOTTINGHAM	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	378	NA	2,374	NA	2,374	NA	2,374	NA
SWAROVSKI OXFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	158	NA	776	NA	776	NA	776	NA
SWAROVSKI READING	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	103	NA	879	NA	879	NA	879	NA
SWAROVSKI ROMFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	110	NA	1,310	NA	1,310	NA	1,310	NA
SWAROVSKI SHEFFIELD MEADOWHALL	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	151	NA	2,325	NA	2,325	NA	2,325	NA
SWAROVSKI SOLIHULL	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	433	NA	1,914	NA	1,914	NA	1,914	NA
SWAROVSKI SOUTHAMPTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	96	NA	1,865	NA	1,865	NA	1,865	NA
SWAROVSKI STRATFORD (OPND 09/2011)	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	165	NA	1,539	NA	1,539	NA	1,539	NA
SWAROVSKI WARRINGTON	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
SWAROVSKI WATFORD	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	151	NA	966	NA	966	NA	966	NA
SWAROVSKI WIMBLEDON	0	NA	0	NA	0	NA	0	NA	0	NA	0	0	NA	0	NA	0	NA	96	NA	370	NA	370	NA	370	NA
TOTAL	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	62,117	NA	12,375	NA	74,492	NA	74,492	NA	
LIKE ON LIKE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	

DECEMBER 2011 YTD

THE FRAGRANCE SHOP

CLARINS FRAGRANCE REPORT
STORE GROUP REPORT

YEAR TO DATE - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
THE FRAGRANCE SHOP BUYING LTD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE FRAGRANCE SHOP (DC)	549,047	44.2%	14,203	12.5%	643,360	107.6%	103,140	114.2%	0	NA	65,191	13.9%	0	NA	1,374,941	70.0%	162,772	NA	0	NA	162,772	NA	1,537,713	90.1%
THE FRAGRANCE SHOP (W/H2)	36,373	-60.1%	0	NA	13,777	-88.2%	0	NA	0	NA	0	NA	0	NA	50,150	-80.7%	0	NA	0	NA	0	NA	50,150	-80.7%
TOTAL	585,420	28.1%	14,203	12.5%	657,137	54.9%	103,140	14.6%	0	NA	65,191	-1.9%	0	NA	1,425,091	35.7%	162,772	NA	0	NA	162,772	NA	1,587,863	51.2%

LIKE ON LIKE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
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YEAR TO DATE - RETAIL
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
THE FRAGRANCE SHOP BUYING LTD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE FRAGRANCE SHOP (DC)	902,202	35.5%	18,990	22.1%	1,066,586	64.4%	104,010	65.5%	0	NA	124,119	47.2%	0	NA	2,215,907	50.0%	104,431	NA	0	NA	104,431	NA	2,320,338	57.1%
THE FRAGRANCE SHOP (W/H2)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	902,202	35.5%	18,990	22.1%	1,066,586	64.4%	104,010	65.5%	0	NA	124,119	47.2%	0	NA	2,215,907	50.0%	104,431	NA	0	NA	104,431	NA	2,320,338	57.1%

LIKE ON LIKE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
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NUMBER OF DOORS 81

DECEMBER 2011

CLARINS FRAGRANCE REPORT
STORE GROUP REPORT

THE FRAGRANCE SHOP

MONTH - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
THE FRAGRANCE SHOP BUYING LTD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE FRAGRANCE SHOP (DC)	68,897	222.7%	8,533	NA	35,847	NA	13,348	NA	0	NA	1,916	NA	0	NA	128,541	502.2%	1,127	NA	0	NA	1,127	NA	129,668	507.4%
THE FRAGRANCE SHOP (W/H2)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	68,897	222.7%	8,533	NA	35,847	NA	13,348	NA	0	NA	1,916	NA	0	NA	128,541	502.2%	1,127	NA	0	NA	1,127	NA	129,668	507.4%

LIKE ON LIKE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
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MONTH - RETAIL
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
THE FRAGRANCE SHOP BUYING LTD	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE FRAGRANCE SHOP (DC)	338,290	35.2%	4,880	-31.2%	363,227	49.1%	29,736	-13.1%	0	NA	39,548	46.5%	0	NA	775,681	38.0%	28,226	NA	0	NA	28,226	NA	803,907	43.0%
THE FRAGRANCE SHOP (W/H2)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	338,290	35.2%	4,880	-31.2%	363,227	49.1%	29,736	-13.1%	0	NA	39,548	46.5%	0	NA	775,681	38.0%	28,226	NA	0	NA	28,226	NA	803,907	43.0%

LIKE ON LIKE	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
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NUMBER OF DOORS 81

DECEMBER 2011 YTD

CLARINS FRAGRANCE REPORT STORE GROUP REPORT

THE PERFUME SHOP

YEAR TO DATE - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
THE PERFUME SHOP (Expenses A/C)	(217,633)	NA	(47,314)	NA	(7,434)	NA	0	NA	0	NA	(129)	NA	0	NA	(272,510)	NA	0	NA	0	NA	0	NA	(272,510)	NA
THE PERFUME SHOP (Dunstable)	2,007,353	88.3%	60,194	NA	1,860,916	89.5%	194,163	22.5%	0	NA	129,888	432.4%	0	NA	4,252,514	90.6%	149,161	NA	0	NA	149,161	NA	4,401,675	97.3%
THE PERFUME SHOP (H/O)	(22)	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(22)	NA	0	NA	0	NA	0	NA	(22)	NA
THE PERFUME SHOP	425,449	-66.4%	93,027	286.9%	377,249	-58.7%	17,387	-90.0%	0	NA	69,779	-52.5%	0	NA	982,891	-61.0%	246,464	NA	957	NA	247,421	NA	1,230,312	-51.2%
THE PERFUME SHOP (Cypress House)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	2,215,147	7.2%	105,907	341.6%	2,230,731	23.2%	211,550	-36.2%	0	NA	199,538	16.6%	0	NA	4,962,873	12.7%	395,625	NA	957	NA	396,582	NA	5,359,455	21.7%
LIKE ON LIKE	2,215,147	7.2%	105,907	341.6%	2,230,731	23.2%	211,550	-36.2%	0	NA	199,538	16.6%	0	NA	4,962,873	12.7%	395,625	NA	957	NA	396,582	NA	5,359,455	21.7%

YEAR TO DATE - RETAIL
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
THE PERFUME SHOP (Expenses A/C)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP (Dunstable)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP (H/O)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP	4,314,190	20.7%	123,929	140.6%	3,965,398	26.1%	376,022	10.1%	0	NA	361,482	10.5%	0	NA	9,141,021	22.9%	397,735	NA	0	NA	397,735	NA	9,538,756	28.2%
THE PERFUME SHOP (Cypress House)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	4,314,190	20.7%	123,929	140.6%	3,965,398	26.1%	376,022	10.1%	0	NA	361,482	10.5%	0	NA	9,141,021	22.9%	397,735	NA	0	NA	397,735	NA	9,538,756	28.2%
LIKE ON LIKE	4,314,190	20.7%	123,929	140.6%	3,965,398	26.1%	376,022	10.1%	0	NA	361,482	10.5%	0	NA	9,141,021	22.9%	397,735	NA	0	NA	397,735	NA	9,538,756	28.2%

NUMBER OF DOORS 186

DECEMBER 2011

CLARINS FRAGRANCE REPORT STORE GROUP REPORT

THE PERFUME SHOP

MONTH - TRADE
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
THE PERFUME SHOP (Expenses A/C)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP (Dunstable)	353,263	64.5%	60,194	NA	380,683	364.2%	84,763	NA	0	NA	21,455	NA	0	NA	900,358	203.4%	46,086	NA	0	NA	46,086	NA	946,444	218.9%
THE PERFUME SHOP (H/O)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP (Cypress House)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	353,263	-11.1%	60,194	721.9%	380,683	67.8%	84,763	NA	0	NA	21,455	-19.2%	0	NA	900,358	36.0%	46,086	NA	0	NA	46,086	NA	946,444	43.0%
LIKE ON LIKE	353,263	-11.1%	60,194	721.9%	380,683	67.8%	84,763	NA	0	NA	21,455	-19.2%	0	NA	900,358	36.0%	46,086	NA	0	NA	46,086	NA	946,444	43.0%

MONTH - RETAIL
2011 vs 2010

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%	2011	%
THE PERFUME SHOP (Expenses A/C)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP (Dunstable)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP (H/O)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
THE PERFUME SHOP	1,584,224	21.3%	27,590	101.3%	1,559,208	23.5%	127,678	-25.6%	0	NA	109,441	24.4%	0	NA	3,408,141	20.0%	112,144	NA	0	NA	112,144	NA	3,520,285	23.9%
THE PERFUME SHOP (Cypress House)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
TOTAL	1,584,224	21.3%	27,590	101.3%	1,559,208	23.5%	127,678	-25.6%	0	NA	109,441	24.4%	0	NA	3,408,141	20.0%	112,144	NA	0	NA	112,144	NA	3,520,285	23.9%
LIKE ON LIKE	1,584,224	21.3%	27,590	101.3%	1,559,208	23.5%	127,678	-25.6%	0	NA	109,441	24.4%	0	NA	3,408,141	20.0%	112,144	NA	0	NA	112,144	NA	3,520,285	23.9%

NUMBER OF DOORS

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