

DECEMBER 2012 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

SUMMARY

YEAR TO DATE - TRADE 2012 vs 2011

GROUP:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
BOOTS	1,993,034	14.3%	(43)	NA	2,184,779	54.9%	63,018	-80.9%	0	NA	134,081	-4.9%	255	-53.1%	0	NA	4,375,124	20.2%	206,398	-58.7%	0	NA	206,398	-58.7%	4,581,522	10.7%
DEBENHAMS	2,097,305	-10.7%	(33,123)	NA	2,074,320	28.3%	452,097	-22.1%	(7,855)	NA	302,887	27.5%	18,761	-26.4%	6,822	NA	4,911,200	-1.4%	586,588	-2.1%	17,189	-30.2%	603,777	-3.3%	5,514,977	-1.6%
FENWICK	163,846	-7.1%	0	NA	117,764	23.7%	18,731	-41.3%	0	NA	25,610	21.6%	2,028	-1.6%	1,590	NA	329,569	2.4%	32,573	-22.2%	3,397	-36.1%	35,970	-23.8%	365,539	-1.0%
HOUSE OF FRASER	499,882	-2.8%	(440)	NA	368,097	5.7%	60,450	-53.5%	(16,732)	NA	124,389	44.1%	13,320	9.2%	6,063	NA	1,055,029	-2.6%	136,532	-18.7%	8,260	-44.9%	144,792	-20.8%	1,199,821	-5.3%
INDEPENDENT	244,640	61.1%	(12,424)	NA	166,236	39.8%	51,587	-31.6%	38,206	-0.3%	46,914	60.4%	7,423	36.0%	720	NA	543,284	18.5%	96,554	20.6%	15,705	111.1%	112,259	28.3%	655,543	20.1%
JOHN LEWIS	430,807	8.4%	0	NA	309,920	26.5%	29,982	-52.2%	0	NA	50,366	10.1%	8,355	46.4%	0	NA	829,430	9.6%	40,180	-58.4%	169	-96.7%	40,349	-60.3%	869,779	1.3%
SALON	105,978	21.6%	(57)	NA	93,962	51.4%	9,973	-27.3%	0	NA	29,237	40.7%	5,964	233.2%	0	NA	244,856	31.9%	10,358	-58.3%	0	NA	10,358	-58.9%	255,214	21.1%
SELFRIDGES	108,124	-11.8%	0	NA	170,560	46.0%	13,270	-39.7%	16,272	15.8%	69,520	50.5%	5,898	15.3%	870	NA	384,514	17.3%	47,710	-63.1%	6,506	-48.5%	54,216	-61.8%	438,730	-6.6%
SWAROVSKI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	128,035	-22.2%	24,296	-70.2%	152,331	-38.1%	152,331	-38.1%
THE FRAGRANCE SHOP	639,811	14.4%	(7,925)	NA	878,652	35.4%	(1,313)	NA	0	NA	121,809	89.2%	0	NA	0	NA	1,631,034	17.3%	17,707	-89.1%	0	NA	17,707	-89.1%	1,648,741	6.2%
THE PERFUME SHOP (Inc. Ireland)	2,183,022	-1.5%	(35,713)	NA	2,448,870	9.8%	99,754	-52.8%	(152)	NA	220,855	10.7%	0	NA	0	NA	4,916,636	-0.9%	85,645	-78.4%	0	NA	85,645	-78.4%	5,002,281	-6.7%
MUGLERSTORE.CO.UK (OPND 06/2012)	37,100	NA	4,819	NA	28,554	NA	7,987	NA	800	NA	54,138	NA	4,215	NA	4,769	NA	142,382	NA	0	NA	0	NA	0	NA	142,382	NA
TOTAL	8,503,549	2.2%	(84,906)	NA	8,841,714	28.3%	805,536	-48.4%	30,539	-32.4%	1,179,806	32.3%	66,219	13.5%	20,834	NA	19,363,058	6.9%	1,388,280	-41.2%	75,522	-50.7%	1,463,802	-41.8%	20,826,860	1.0%
LIKE ON LIKE	7,597,082	-0.8%	(81,994)	NA	7,769,867	25.6%	767,220	-46.5%	29,739	-34.2%	962,518	19.5%	54,631	-2.7%	16,065	NA	17,114,895	3.7%	1,205,801	-40.0%	51,329	-27.2%	1,257,130	-39.6%	18,372,025	-1.2%

YEAR TO DATE - RETAIL 2012 vs 2011

GROUP:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
BOOTS	3,409,006	26.3%	2,300	-95.8%	3,150,996	34.0%	340,425	-37.1%	0	NA	203,788	-17.4%	0	NA	0	NA	7,106,515	20.6%	495,197	61.3%	0	NA	495,197	61.3%	7,601,712	22.6%
DEBENHAMS	3,789,443	3.8%	75,960	-41.1%	3,050,464	30.4%	797,017	47.3%	404	(1)	388,338	7.8%	26,146	-17.8%	861	NA	8,128,674	15.2%	622,784	-16.7%	5,190	-54.7%	627,974	-17.3%	8,756,648	12.0%
FENWICK	304,861	-4.0%	39	-98.2%	175,578	4.6%	44,494	2.0%	0	NA	40,158	4.9%	3,530	-22.5%	1,729	NA	570,389	-0.8%	48,443	-4.2%	2,241	-54.4%	50,684	-8.6%	621,073	-1.5%
HOUSE OF FRASER	912,706	-6.9%	794	-73.2%	613,870	13.5%	149,899	-6.3%	2,785	-69.9%	181,831	21.2%	22,355	0.0%	3,934	NA	1,888,174	1.2%	173,577	-18.6%	7,257	-46.1%	180,834	-20.2%	2,069,008	-1.1%
INDEPENDENT	335,909	-6.8%	21,025	-11.0%	173,929	-23.0%	94,460	94.9%	61,484	-28.7%	47,493	-29.7%	6,455	-19.4%	3,001	NA	743,756	-9.3%	88,900	7.3%	2,332	-52.5%	91,232	3.9%	834,988	-8.0%
JOHN LEWIS	734,867	11.2%	89	-97.7%	522,326	24.3%	77,488	-14.2%	0	NA	92,278	12.9%	15,594	48.4%	0	NA	1,442,642	13.5%	86,861	-23.2%	3,508	40.3%	90,369	-21.9%	1,533,011	10.6%
SALON	184,247	75.4%	68	-94.4%	136,504	144.5%	37,586	45.1%	0	NA	25,902	121.3%	11,440	191.5%	3,774	NA	399,521	95.9%	29,429	73.6%	0	NA	29,429	73.6%	428,950	94.2%
SELFRIDGES	231,776	-8.7%	78	-97.6%	333,352	62.7%	49,558	-19.0%	34,520	-20.3%	99,470	12.0%	10,487	-9.5%	1,318	NA	760,559	14.0%	96,641	-58.6%	5,646	-56.0%	102,287	-58.4%	862,846	-5.5%
SWAROVSKI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	176,568	-34.5%	27,228	-61.9%	203,796	-40.3%	203,796	-40.3%
THE FRAGRANCE SHOP	1,111,622	23.2%	12,944	-31.8%	1,438,152	34.8%	123,775	19.0%	0	NA	158,464	27.7%	6	NA	0	NA	2,844,963	28.4%	98,789	-5.4%	1,602	NA	100,391	-3.9%	2,945,354	26.9%
THE PERFUME SHOP (Inc. Ireland)	4,068,982	-5.7%	35,031	-71.7%	4,221,316	6.5%	346,319	-7.9%	0	NA	373,383	3.3%	0	NA	0	NA	9,045,031	-1.1%	210,105	-47.2%	3,530	NA	213,635	-46.3%	9,258,666	-2.9%
MUGLERSTORE.CO.UK (OPND 06/2012)	43,862	NA	5,323	NA	33,820	NA	9,487	NA	960	NA	63,756	NA	5,045	NA	4,926	NA	167,179	NA	0	NA	0	NA	0	NA	167,179	NA
TOTAL	15,127,281	6.2%	153,651	-57.7%	13,850,307	22.2%	2,070,508	3.9%	100,153	-31.2%	1,674,861	9.4%	101,058	8.4%	19,543	NA	33,097,403	11.4%	2,127,294	-16.1%	58,534	-51.8%	2,185,828	-17.8%	35,283,231	9.0%
LIKE ON LIKE	13,756,483	4.0%	134,661	-60.7%	12,210,377	19.6%	1,905,847	1.8%	99,193	-31.8%	1,422,026	2.8%	87,046	-4.2%	10,843	NA	29,626,517	8.6%	1,822,897	-15.0%	29,520	-40.2%	1,852,417	-15.5%	31,478,934	6.8%

DECEMBER 2012 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

SUMMARY

MONTH - TRADE
2012 vs 2011

GROUP:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
BOOTS	285,463	151.1%	0	NA	69,737	1.2%	48,536	NA	0	NA	30,197	77.2%	57	NA	0	NA	433,990	116.0%	11,190	621.5%	0	NA	11,190	621.5%	445,180	119.9%
DEBENHAMS	435,183	9.4%	0	NA	458,873	102.0%	111,997	-29.0%	0	NA	35,461	68.3%	2,558	-34.1%	0	NA	1,044,072	15.7%	89,122	77.9%	846	819.6%	89,968	79.3%	1,134,040	19.0%
FENWICK	8,378	-61.4%	0	NA	8,218	-36.5%	1,463	-76.1%	0	NA	880	-71.9%	153	-42.0%	338	NA	19,430	-54.2%	333	-72.7%	0	NA	333	-75.0%	19,763	-54.9%
HOUSE OF FRASER	56,896	145.7%	0	NA	29,960	93.5%	4,731	-23.4%	747	NA	7,834	28.3%	2,336	NA	0	NA	102,504	100.4%	3,916	0.3%	329	-38.5%	4,245	-4.4%	106,749	92.0%
INDEPENDENT	20,980	-1.9%	0	NA	14,010	-4.4%	1,676	-23.2%	2,090	91.6%	2,325	-29.7%	161	-81.0%	0	NA	41,242	-5.3%	2,072	-56.2%	138	-71.7%	2,210	-57.6%	43,452	-10.9%
JOHN LEWIS	87,964	-16.2%	0	NA	56,316	-20.7%	4,109	-65.7%	0	NA	5,989	-41.8%	1,241	-33.7%	0	NA	155,619	-22.2%	4,094	-75.3%	0	NA	4,094	-77.0%	159,713	-26.7%
SALON	15,890	-2.9%	0	NA	8,684	-32.8%	811	-77.6%	0	NA	1,932	-43.8%	52	-73.5%	0	NA	27,369	-25.1%	290	-92.2%	0	NA	290	-92.5%	27,659	-31.6%
SELFRIDGES	14,432	30.2%	0	NA	13,053	-40.3%	1,215	-65.3%	816	NA	2,473	-12.7%	1,466	90.9%	0	NA	33,455	-16.0%	1,691	NA	230	NA	1,921	NA	35,376	-7.7%
SWAROVSKI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,410	-94.0%	124	-97.9%	1,534	-94.8%	1,534	-94.8%
THE FRAGRANCE SHOP	100,685	46.1%	0	NA	132,907	270.8%	5,182	-61.2%	0	NA	15,755	722.3%	0	NA	0	NA	254,529	98.0%	0	NA	0	NA	0	NA	254,529	96.3%
THE PERFUME SHOP (Inc. Ireland)	263,679	-25.4%	0	NA	341,087	-10.4%	8,338	-90.2%	0	NA	16,545	-22.9%	0	NA	0	NA	629,649	-30.1%	(10,820)	NA	0	NA	(10,820)	NA	618,829	-34.6%
MUGLERSTORE.CO.UK (OPND 06/2012)	11,033	NA	1,512	NA	9,267	NA	2,400	NA	240	NA	11,611	NA	1,287	NA	1,715	NA	39,065	NA	0	NA	0	NA	0	NA	39,065	NA
TOTAL	1,300,583	14.9%	1,512	-99.1%	1,142,112	32.6%	190,458	-34.5%	3,893	NA	131,002	44.6%	9,311	16.0%	2,053	NA	2,780,924	9.2%	103,298	-31.9%	1,667	-79.3%	104,965	-34.3%	2,885,889	6.7%
LIKE ON LIKE	1,166,177	11.9%	0	NA	982,904	21.5%	179,944	-34.2%	3,653	NA	100,708	17.4%	7,990	3.2%	338	NA	2,441,714	2.9%	99,924	-18.3%	1,543	-12.4%	101,467	-18.2%	2,543,181	1.9%

MONTH - RETAIL
2012 vs 2011

GROUP:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINIATURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
BOOTS	1,669,287	46.0%	0	NA	1,475,152	102.4%	63,789	-43.4%	0	NA	46,170	-35.1%	0	NA	0	NA	3,254,398	58.1%	95,091	-20.3%	0	NA	95,091	-20.3%	3,349,489	53.8%
DEBENHAMS	1,351,421	13.0%	0	NA	1,140,983	42.4%	225,981	48.6%	290	NA	143,524	32.2%	7,635	-16.2%	0	NA	2,869,834	26.1%	194,019	-1.7%	1,463	-59.2%	195,482	-2.7%	3,065,316	23.8%
FENWICK	88,542	14.8%	0	NA	55,795	8.3%	10,956	6.5%	0	NA	10,739	-2.5%	949	-19.9%	551	NA	167,532	10.9%	9,457	-33.9%	490	-52.3%	9,947	-35.1%	177,479	6.6%
HOUSE OF FRASER	280,777	9.9%	0	NA	201,925	32.1%	39,949	0.5%	1,259	294.7%	51,389	42.3%	6,261	32.1%	2,716	NA	584,276	19.4%	52,446	-0.6%	1,628	-52.9%	54,074	-3.9%	638,350	17.0%
INDEPENDENT	109,139	22.9%	0	NA	36,980	-9.9%	21,649	39.4%	3,840	66.7%	9,853	3.2%	866	-44.9%	2,691	NA	185,018	16.1%	19,359	-17.2%	96	-94.7%	19,455	-22.8%	204,473	10.8%
JOHN LEWIS	252,285	17.8%	0	NA	160,543	15.8%	22,964	-9.8%	0	NA	28,746	32.7%	2,649	41.4%	0	NA	467,187	15.4%	22,322	-22.1%	999	26.0%	23,321	-20.8%	490,508	13.0%
SALON	43,812	73.0%	0	NA	36,643	152.3%	8,386	39.6%	0	NA	5,317	89.8%	2,042	101.2%	0	NA	96,200	93.5%	5,780	23.1%	0	NA	5,780	23.1%	101,980	87.5%
SELFRIDGES	52,418	-3.8%	0	NA	51,254	29.6%	12,606	16.8%	3,446	-43.7%	16,809	115.8%	1,490	-17.0%	365	NA	138,388	14.8%	11,614	-31.0%	435	-71.8%	12,049	-34.5%	150,437	8.3%
SWAROVSKI	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	33,573	-46.0%	4,216	-65.9%	37,789	-49.3%	37,789	-49.3%
THE FRAGRANCE SHOP	421,405	24.6%	242	-95.0%	480,966	32.4%	22,580	-24.1%	0	NA	44,225	11.8%	0	NA	0	NA	969,418	25.0%	13,816	-51.1%	0	NA	13,816	-51.1%	983,234	22.3%
THE PERFUME SHOP (Inc. Ireland)	1,484,990	-6.3%	580	-97.9%	1,459,299	-6.4%	86,891	-31.9%	0	NA	98,071	-10.4%	0	NA	0	NA	3,129,831	-8.2%	0	NA	0	NA	0	NA	3,129,831	-11.1%
MUGLERSTORE.CO.UK (OPND 06/2012)	13,240	NA	1,814	NA	11,120	NA	2,880	NA	288	NA	13,933	NA	1,544	NA	2,058	NA	46,877	NA	0	NA	0	NA	0	NA	46,877	NA
TOTAL	5,767,316	15.9%	2,636	-94.1%	5,110,660	31.4%	518,631	-2.1%	9,123	-22.9%	468,776	12.3%	23,436	9.4%	8,381	NA	11,908,959	20.4%	457,477	-30.7%	9,327	-62.1%	466,804	-31.8%	12,375,763	17.0%
LIKE ON LIKE	5,255,834	14.3%	580	-98.5%	4,558,276	30.1%	484,157	-2.2%	8,835	-25.3%	402,381	8.6%	20,295	-2.3%	6,323	NA	10,736,681	18.8%	402,418	-28.4%	5,111	-57.1%	407,529	-29.0%	11,144,210	15.9%

SUMMARY

DECEMBER 2012 YTD

CLARINS FRAGRANCE GROUP DISTRIBUTION

	TOTAL TRADE	TOTAL RETAIL	NUMBER OF DOORS	% RETAIL BUSINESS	RANKING BUSINESS
BOOTS	4,581,522	7,601,712	270	21.5%	3
DEBENHAMS	5,514,977	8,756,648	149	24.8%	2
FENWICK	365,539	621,073	10	1.8%	9
HOUSE OF FRASER	1,199,821	2,069,008	37	5.9%	5
INDEPENDENT	655,543	834,988	33	2.4%	8
JOHN LEWIS	869,779	1,533,011	29	4.3%	6
SALON	255,214	428,950	16	1.2%	10
SELFRIDGES	438,730	862,846	4	2.4%	7
SWAROVSKI	152,331	203,796	59	0.6%	11
THE FRAGRANCE SHOP	1,648,741	2,945,354	116	8.3%	4
THE PERFUME SHOP (Inc. Ireland)	5,002,281	9,258,666	200	26.2%	1
MUGLERSTORE.CO.UK (OPND 06/2012)	142,382	167,179		0.5%	12
TOTAL	20,826,860	35,283,231	923		

MIX OF BUSINESS

	TRADE	RETAIL
ANGEL	40.8%	42.9%
INNOCENT	-0.4%	0.4%
ALIEN	42.5%	39.3%
WOMANITY	3.9%	5.9%
MIRROR MIRROR	0.1%	0.3%
AURA	6.7%	6.0%
AURA JEWEL	0.4%	0.2%
A*MEN	5.7%	4.7%
COLOGNE	0.3%	0.3%

SUMMARY

DECEMBER 2012 YTD MTH

CLARINS FRAGRANCE GROUP DISTRIBUTION

	TOTAL TRADE	TOTAL RETAIL	NUMBER OF DOORS	% RETAIL BUSINESS	RANKING BUSINESS
BOOTS	445,180	3,349,489	270	27.1%	1
DEBENHAMS	1,134,040	3,065,316	149	24.8%	3
FENWICK	19,763	177,479	10	1.4%	8
HOUSE OF FRASER	106,749	638,350	37	5.2%	5
INDEPENDENT	43,452	204,473	33	1.7%	7
JOHN LEWIS	159,713	490,508	29	4.0%	6
SALON	27,659	101,980	16	0.8%	10
SELFRIDGES	35,376	150,437	4	1.2%	9
SWAROVSKI	1,534	37,789	59	0.3%	12
THE FRAGRANCE SHOP	254,529	983,234	116	7.9%	4
THE PERFUME SHOP (Inc. Ireland)	618,829	3,129,831	200	25.3%	2
MUGLERSTORE.CO.UK (OPND 06/2012)	39,065	46,877		0.4%	11
TOTAL	2,885,889	12,375,763	923		

MIX OF BUSINESS

	TRADE	RETAIL
ANGEL	45.1%	46.6%
INNOCENT	0.1%	0.0%
ALIEN	39.6%	41.3%
WOMANITY	6.6%	4.2%
MIRROR MIRROR	0.1%	0.1%
AURA	3.6%	3.7%
AURA JEWEL	0.1%	0.1%
A*MEN	4.5%	3.8%
COLOGNE	0.3%	0.2%

DECEMBER 2012 YTD

CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

BOOTS GROUP

YEAR TO DATE - TRADE
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
BOOTS	1,201,122	-31.9%	(43)	NA	1,682,322	21.9%	107,162	-67.6%	0	NA	120,017	-10.6%	0	NA	0	NA	3,110,580	-14.2%	120,587	-76.6%	0	NA	120,587	-76.6%	3,231,167	-22.0%
BOOTS.COM	75,722	41.7%	0	NA	68,464	15.0%	7,965	-31.4%	0	NA	14,064	109.5%	255	-53.1%	0	NA	166,470	26.3%	0	NA	0	NA	0	NA	166,470	26.3%
BOOTS GROUP HEAD OFFICE	(49,487)	NA	0	NA	(6,301)	NA	(52,109)	NA	0	NA	0	NA	0	NA	0	NA	(107,897)	NA	(37,367)	NA	0	NA	(37,367)	NA	(145,264)	NA
BOOTS WAREHOUSE A/C	765,677	NA	0	NA	440,294	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,205,971	NA	123,178	NA	0	NA	123,178	NA	1,329,149	NA
TOTAL	1,993,034	14.3%	(43)	NA	2,184,779	54.9%	63,018	-80.9%	0	NA	134,081	-4.9%	255	-53.1%	0	NA	4,375,124	20.2%	206,398	-58.7%	0	NA	206,398	-58.7%	4,581,522	10.7%
LIKE ON LIKE	1,993,034	14.3%	(43)	NA	2,184,779	54.9%	63,018	-80.9%	0	NA	134,081	-4.9%	255	-53.1%	0	NA	4,375,124	20.2%	206,398	-58.7%	0	NA	206,398	-58.7%	4,581,522	10.7%

YEAR TO DATE - RETAIL
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
BOOTS	3,191,576	26.0%	2,300	-95.8%	2,957,079	36.2%	323,216	-36.2%	0	NA	203,788	-13.6%	0	NA	0	NA	6,677,959	21.4%	460,487	64.4%	0	NA	460,487	64.4%	7,138,446	23.5%
BOOTS.COM	217,430	30.1%	0	NA	193,917	7.8%	17,209	-50.9%	0	NA	0	NA	0	NA	0	NA	428,556	8.9%	34,710	29.0%	0	NA	34,710	29.0%	463,266	10.2%
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	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	0	NA
TOTAL	3,409,006	26.3%	2,300	-95.8%	3,150,996	34.0%	340,425	-37.1%	0	NA	203,788	-17.4%	0	NA	0	NA	7,106,515	20.6%	495,197	61.3%	0	NA	495,197	61.3%	7,601,712	22.6%
LIKE ON LIKE	3,409,006	26.3%	2,300	-95.8%	3,150,996	34.0%	340,425	-37.1%	0	NA	203,788	-17.4%	0	NA	0	NA	7,106,515	20.6%	495,197	61.3%	0	NA	495,197	61.3%	7,601,712	22.6%

NUMBER OF DOORS

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CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

BOOTS GROUP

MONTH - TRADE
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
BOOTS	221,966	99.8%	0	NA	223,394	239.1%	47,610	NA	0	NA	28,377	86.6%	0	NA	0	NA	521,347	171.3%	11,190	621.5%	0	NA	11,190	621.5%	532,537	174.9%
BOOTS.COM	10,275	141.2%	0	NA	7,220	-18.4%	926	-26.7%	0	NA	1,820	-0.7%	57	NA	0	NA	20,298	25.3%	0	NA	0	NA	0	NA	20,298	25.3%
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	0	NA
BOOTS WAREHOUSE A/C	53,222	NA	0	NA	(160,877)	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(107,655)	NA	0	NA	0	NA	0	NA	(107,655)	NA
TOTAL	285,463	151.1%	0	NA	69,737	1.2%	48,536	NA	0	NA	30,197	77.2%	57	NA	0	NA	433,990	116.0%	11,190	621.5%	0	NA	11,190	621.5%	445,180	119.9%
LIKE ON LIKE	285,463	151.1%	0	NA	69,737	1.2%	48,536	NA	0	NA	30,197	77.2%	57	NA	0	NA	433,990	116.0%	11,190	621.5%	0	NA	11,190	621.5%	445,180	119.9%

MONTH - RETAIL
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
BOOTS	1,561,599	45.2%	0	NA	1,382,199	105.1%	58,550	-42.0%	0	NA	46,170	-32.5%	0	NA	0	NA	3,048,518	58.6%	82,410	-24.3%	0	NA	82,410	-24.3%	3,130,928	54.2%
BOOTS.COM	107,688	58.9%	0	NA	92,953	69.5%	5,239	-55.4%	0	NA	0	NA	0	NA	0	NA	205,880	50.1%	12,681	21.3%	0	NA	12,681	21.3%	218,561	48.0%
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	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	0	NA
TOTAL	1,669,287	46.0%	0	NA	1,475,152	102.4%	63,789	-43.4%	0	NA	46,170	-35.1%	0	NA	0	NA	3,254,398	58.1%	95,091	-20.3%	0	NA	95,091	-20.3%	3,349,489	53.8%
LIKE ON LIKE	1,669,287	46.0%	0	NA	1,475,152	102.4%	63,789	-43.4%	0	NA	46,170	-35.1%	0	NA	0	NA	3,254,398	58.1%	95,091	-20.3%	0	NA	95,091	-20.3%	3,349,489	53.8%

NUMBER OF DOORS

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DECEMBER 2012 YTD

**CLARINS FRAGRANCE GROUP
STORE GROUP REPORT**

FENWICK GROUP

**YEAR TO DATE - TRADE
2012 vs 2011**

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
BENTALLS BRACKNELL	6,193	-6.2%	0	NA	3,913	94.1%	285	-32.9%	0	NA	166	48.2%	0	NA	0	NA	10,557	15.3%	308	-72.5%	0	NA	308	-72.5%	10,865	5.7%
BENTALLS KINGSTON	22,616	-2.6%	0	NA	19,627	31.3%	1,729	-40.2%	0	NA	3,650	45.1%	26	NA	169	NA	47,817	9.5%	4,207	-9.8%	577	0.0%	4,784	-8.8%	52,601	7.5%
FENWICK BRENT CROSS	23,837	-22.7%	0	NA	21,918	20.2%	1,464	-78.8%	0	NA	4,888	3.0%	568	13.1%	271	NA	52,946	-13.7%	3,653	-36.4%	357	0.3%	4,010	-34.3%	56,956	-15.5%
FENWICK CANTERBURY	15,858	-22.0%	0	NA	13,554	13.5%	1,442	14.9%	0	NA	2,739	7.6%	417	16.8%	102	NA	34,112	-6.7%	2,186	-27.0%	380	-40.3%	2,566	-29.3%	36,678	-8.7%
FENWICK LEICESTER	2,071	25.1%	0	NA	880	-6.0%	235	0.4%	0	NA	391	27.8%	0	NA	0	NA	3,577	14.2%	375	-53.3%	0	NA	375	-53.3%	3,952	0.5%
FENWICK NEWCASTLE	58,194	5.3%	0	NA	36,202	33.3%	14,298	14.0%	0	NA	10,039	42.7%	473	-24.4%	879	NA	120,085	19.3%	18,036	16.2%	1,647	-29.6%	19,683	10.2%	139,768	17.9%
FENWICK TUNBRIDGE WELLS	7,614	34.9%	0	NA	3,498	18.6%	21	-78.1%	0	NA	537	-3.1%	188	24.5%	0	NA	11,858	25.6%	310	-62.7%	0	NA	310	-62.7%	12,168	18.4%
FENWICK WINDSOR	3,104	1.3%	0	NA	2,227	5.2%	122	-76.0%	0	NA	157	36.5%	0	NA	0	NA	5,610	-3.3%	623	-61.7%	0	NA	623	-61.7%	6,233	-16.1%
FENWICK YORK	21,539	-19.9%	0	NA	13,405	-2.5%	2,755	-57.7%	0	NA	2,578	-13.3%	271	-23.9%	169	NA	40,717	-14.8%	3,792	-55.7%	436	-69.0%	4,228	-57.6%	44,945	-22.2%
WILLIAMS & GRIFFIN	5,074	-20.7%	0	NA	3,125	14.7%	169	-84.7%	0	NA	609	59.4%	85	25.0%	0	NA	9,062	-15.1%	240	NA	0	NA	240	NA	9,302	-12.9%
FENWICK HEAD OFFICE A/C	(2,254)	NA	0	NA	(585)	NA	(3,789)	NA	0	NA	(144)	NA	0	NA	0	NA	(6,772)	NA	(1,157)	NA	0	NA	(1,157)	NA	(7,929)	NA
TOTAL	163,846	-7.1%	0	NA	117,764	23.7%	18,731	-41.3%	0	NA	25,610	21.6%	2,028	-1.6%	1,590	NA	329,569	2.4%	32,573	-22.2%	3,397	-36.1%	35,970	-23.8%	365,539	-1.0%
LIKE ON LIKE	163,846	-7.1%	0	NA	117,764	23.7%	18,731	-41.3%	0	NA	25,610	21.6%	2,028	-1.6%	1,590	NA	329,569	2.4%	32,573	-22.2%	3,397	-36.1%	35,970	-23.8%	365,539	-1.0%

**YEAR TO DATE - RETAIL
2012 vs 2011**

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		OTHERS		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
BENTALLS BRACKNELL	17,260	39.7%	0	NA	462	-76.5%	205	-80.6%	0	NA	86	-71.5%	34	-71.9%	0	NA	18,047	13.3%	154	-65.2%	0	NA	154	-65.2%	18,201	11.2%
BENTALLS KINGSTON	42,206	-3.1%	0	NA	30,581	19.3%	5,177	33.5%	0	NA	7,204	16.2%	48	-80.5%	186	NA	85,402	7.0%	5,084	76.0%	455	429.1%	5,539	86.2%	90,941	9.9%
FENWICK BRENT CROSS	49,400	-0.8%	39	-91.7%	36,582	13.0%	6,524	-17.2%	0	NA	8,868	-6.4%	886	-15.8%	334	NA	102,633	1.6%	6,187	-6.4%	0	NA	6,187	-7.2%	108,820	1.0%
FENWICK CANTERBURY	32,282	0.4%	0	NA	21,236	5.5%	2,852	-9.7%	0	NA	4,898	15.9%	519	-22.3%	0	NA	61,787	1.9%	2,926	-27.1%	390	-20.4%	3,316	-26.4%	65,103	-0.1%
FENWICK LEICESTER	1,980	-42.5%	0	NA	1,188	70.9%	528	53.0%	0	NA	220	46.7%	88	63.0%	0	NA	4,004	-14.9%	396	116.4%	0	NA	396	116.4%	4,400	-10.0%
FENWICK NEWCASTLE	106,405	5.1%	0	NA	55,047	-0.4%	18,575	11.0%	0	NA	12,479	12.5%	760	-25.3%	1,023	NA	194,289	4.1%	25,481	6.7%	1,156	-51.4%	26,637	1.5%	220,926	3.7%
FENWICK TUNBRIDGE WELLS	8,600	-23.6%	0	NA	5,729	30.7%	912	-28.5%	0	NA	1,483	120.4%	290	1.0%	0	NA	17,014	-5.6%	1,015	62.9%	0	NA	1,015	62.9%	18,029	-3.3%
FENWICK WINDSOR	5,673	1.0%	0	NA	2,714	32.3%	1,224	27.5%	0	NA	551	35.0%	199	30.9%	0	NA	10,361	12.5%	950	38.7%	0	NA	950	38.7%	11,311	14.3%
FENWICK YORK	32,522	-34.6%	0	NA	18,689	-13.6%	8,236	20.5%	0	NA	3,789	-26.6%	582	-23.1%	186	NA	64,004	-24.0%	6,206	-40.8%	240	-87.4%	6,446	-48.0%	70,450	-27.1%
WILLIAMS & GRIFFIN	8,533	-0.1%	0	NA	3,350	-7.7%	261	-82.8%	0	NA	580	-5.5%	124	-37.4%	0	NA	12,848	-11.7%	44	-94.2%	0	NA	44	-94.2%	12,892	-15.8%
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	0	NA
TOTAL	304,861	-4.0%	39	-98.2%	175,578	4.6%	44,494	2.0%	0	NA	40,158	4.9%	3,530	-22.5%	1,729	NA	570,389	-0.8%	48,443	-4.2%	2,241	-54.4%	50,684	-8.6%	621,073	-1.5%
LIKE ON LIKE	304,861	-4.0%	39	-98.2%	175,578	4.6%	44,494	2.0%	0	NA	40,158	4.9%	3,530	-22.5%	1,729	NA	570,389	-0.8%	48,443	-4.2%	2,241	-54.4%	50,684	-8.6%	621,073	-1.5%

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CLARINS FRAGRANCE GROUP STORE GROUP REPORT

FENWICK GROUP

MONTH - TRADE
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
BENTALLS BRACKNELL	710	-71.5%	0	NA	212	-77.7%	0	NA	0	NA	0	NA	0	NA	0	NA	922	-73.5%	0	NA	0	NA	0	NA	922	-73.5%
BENTALLS KINGSTON	1,185	-38.6%	0	NA	1,163	-3.2%	0	NA	0	NA	0	NA	0	NA	0	NA	2,348	-36.3%	0	NA	0	NA	0	NA	2,348	-36.3%
FENWICK BRENT CROSS	2,991	-36.0%	0	NA	4,385	67.0%	87	-72.2%	0	NA	83	-91.4%	68	0.0%	0	NA	7,614	-11.9%	0	NA	0	NA	0	NA	7,614	-14.0%
FENWICK CANTERBURY	30	-98.4%	0	NA	569	-51.8%	0	NA	0	NA	123	-61.9%	0	NA	0	NA	722	-79.3%	297	NA	0	NA	297	395.0%	1,019	-71.2%
FENWICK LEICESTER	379	-31.2%	0	NA	241	43.5%	49	-23.4%	0	NA	43	48.3%	0	NA	0	NA	712	-12.3%	12	NA	0	NA	12	NA	724	-8.1%
FENWICK NEWCASTLE	1,533	-77.2%	0	NA	696	-84.6%	1,221	208.3%	0	NA	631	-23.0%	85	NA	338	NA	4,504	-58.0%	0	NA	0	NA	0	NA	4,504	-58.9%
FENWICK TUNBRIDGE WELLS	781	NA	0	NA	403	358.0%	0	NA	0	NA	0	NA	0	NA	0	NA	1,184	758.0%	0	NA	0	NA	0	NA	1,184	758.0%
FENWICK WINDSOR	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	8.3%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA
FENWICK YORK	368	-81.7%	0	NA	160	-85.3%	106	-97.7%	0	NA	0	NA	0	NA	0	NA	634	-92.4%	24	-97.0%	0	NA	24	-97.2%	658	-92.8%
WILLIAMS & GRIFFIN	401	-33.9%	0	NA	389	-40.5%	0	NA	0	NA	0	NA	0	NA	0	NA	790	-55.3%	0	NA	0	NA	0	NA	790	-55.3%
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	0	NA
TOTAL	8,378	-61.4%	0	NA	8,218	-36.5%	1,463	-76.1%	0	NA	880	-71.9%	153	-42.0%	338	NA	19,430	-54.2%	333	-72.7%	0	NA	333	-75.0%	19,763	-54.9%
LIKE ON LIKE	8,378	-61.4%	0	NA	8,218	-36.5%	1,463	-76.1%	0	NA	880	-71.9%	153	-42.0%	338	NA	19,430	-54.2%	333	-72.7%	0	NA	333	-75.0%	19,763	-54.9%

MONTH - RETAIL
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
BENTALLS BRACKNELL	5,602	230.5%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	5,602	63.4%	0	NA	0	NA	0	NA	5,602	48.8%
BENTALLS KINGSTON	13,317	10.6%	0	NA	9,159	16.5%	923	8.3%	0	NA	2,165	26.5%	0	NA	31	NA	25,595	13.9%	1,032	-24.8%	0	NA	1,032	-29.3%	26,627	11.3%
FENWICK BRENT CROSS	12,964	17.1%	0	NA	11,447	25.4%	901	-21.4%	0	NA	2,244	-16.4%	110	-45.8%	241	NA	27,907	15.2%	959	-41.2%	0	NA	959	-41.2%	28,866	11.6%
FENWICK CANTERBURY	10,670	32.4%	0	NA	7,359	39.6%	962	-6.8%	0	NA	1,795	100.3%	141	-26.9%	0	NA	20,927	35.5%	1,052	34.9%	48	-68.2%	1,100	18.2%	22,027	34.5%
FENWICK 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	0	NA
FENWICK NEWCASTLE	35,837	40.1%	0	NA	20,057	4.4%	5,406	46.7%	0	NA	2,924	-16.4%	253	-9.6%	279	NA	64,756	23.9%	4,693	-26.7%	394	55.1%	5,087	-23.6%	69,843	18.5%
FENWICK TUNBRIDGE WELLS	1,969	-56.0%	0	NA	1,880	100.6%	514	-14.2%	0	NA	514	19.8%	183	128.8%	0	NA	5,060	-22.4%	348	-1.7%	0	NA	348	-1.7%	5,408	-21.3%
FENWICK WINDSOR	1,176	8.2%	0	NA	706	8.4%	314	8.7%	0	NA	131	9.2%	52	8.3%	0	NA	2,379	8.4%	235	8.3%	0	NA	235	8.3%	2,614	8.4%
FENWICK YORK	7,007	-32.3%	0	NA	5,187	-11.2%	1,936	27.1%	0	NA	966	-19.0%	210	12.3%	0	NA	15,306	-19.8%	1,138	-57.7%	48	-91.0%	1,186	-63.3%	16,492	-26.1%
WILLIAMS & GRIFFIN	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
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	0	NA
TOTAL	88,542	14.8%	0	NA	55,795	8.3%	10,956	6.5%	0	NA	10,739	-2.5%	949	-19.9%	551	NA	167,532	10.9%	9,457	-33.9%	490	-52.3%	9,947	-35.1%	177,479	6.6%
LIKE ON LIKE	88,542	14.8%	0	NA	55,795	8.3%	10,956	6.5%	0	NA	10,739	-2.5%	949	-19.9%	551	NA	167,532	10.9%	9,457	-33.9%	490	-52.3%	9,947	-35.1%	177,479	6.6%

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YEAR TO DATE - TRADE
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
ALLDERS CROYDON	7,027	-83.3%	164	-80.8%	5,163	-75.5%	(2,455)	NA	0	NA	1,593	-87.5%	31	-97.6%	0	NA	11,523	-86.9%	1,811	-67.7%	(103)	NA	1,708	-72.7%	13,231	-85.9%
AU CAPRICE GUERNSEY	7,055	-0.4%	0	NA	3,264	6.5%	282	-17.5%	0	NA	913	288.5%	80	-61.4%	0	NA	11,594	4.3%	896	-53.1%	0	NA	896	-53.1%	12,490	-4.1%
AU CAPRICE JERSEY	11,106	12.5%	0	NA	5,552	-7.0%	821	-46.5%	0	NA	1,800	13.1%	471	146.6%	0	NA	19,750	3.1%	1,182	-57.6%	0	NA	1,182	-57.6%	20,932	-4.6%
AUSTINS OF NEWTON ABBOT (OPND 09/2012)	2,142	NA	0	NA	1,417	NA	599	NA	0	NA	526	NA	104	NA	0	NA	4,788	NA	854	NA	0	NA	854	NA	5,642	NA
BANBURYS DEPT STORE (OPND 03/2012)	7,802	NA	0	NA	3,512	NA	917	NA	0	NA	839	NA	148	NA	0	NA	13,218	NA	1,021	NA	0	NA	1,021	NA	14,239	NA
BROWNS BEVERLEY	5,522	26.6%	0	NA	3,457	30.6%	227	-63.2%	0	NA	495	94.1%	0	NA	0	NA	9,701	22.4%	369	-76.5%	0	NA	369	-76.5%	10,070	6.0%
BROWNS GAINSBOROUGH (OPND 08/2012)	2,900	NA	0	NA	1,721	NA	110	NA	0	NA	449	NA	0	NA	0	NA	5,180	NA	0	NA	0	NA	0	NA	5,180	NA
BROWNS YORK	5,781	0.8%	27	-75.0%	4,189	9.3%	589	-39.3%	0	NA	1,020	158.9%	193	34.0%	0	NA	11,799	5.5%	1,302	-25.9%	0	NA	1,302	-25.9%	13,101	1.2%
CAMP HOPSON NEWBURY (OPND 06/2012)	2,395	NA	0	NA	1,697	NA	706	NA	0	NA	662	NA	0	NA	0	NA	5,460	NA	825	NA	0	NA	825	NA	6,285	NA
CAMPBELLS CHEMIST (OPND 11/2012)	1,832	NA	0	NA	1,038	NA	478	NA	0	NA	390	NA	61	NA	0	NA	3,799	NA	469	NA	0	NA	469	NA	4,268	NA
CENTRAL PHARMACY CARDIFF	40,804	475.3%	0	NA	44,669	528.1%	5,494	365.6%	0	NA	6,793	249.8%	3,276	173.2%	0	NA	101,036	435.6%	3,957	-9.2%	0	NA	3,957	-9.2%	104,993	352.1%
DE GRUCHY JERSEY	4,564	-13.4%	0	NA	1,779	-15.2%	389	-22.8%	0	NA	401	642.6%	0	NA	0	NA	7,133	-10.0%	586	-69.3%	0	NA	586	-69.3%	7,719	-21.5%
DEAN & SMEDLEY PHARMACY (OPND 11/2012)	2,060	NA	0	NA	1,200	NA	444	NA	0	NA	575	NA	0	NA	0	NA	4,279	NA	0	NA	0	NA	0	NA	4,279	NA
DOWNTOWN SUPERSTORE GRANTHAM (OPND 09/2012)	4,688	NA	0	NA	4,402	NA	534	NA	0	NA	539	NA	45	NA	0	NA	10,208	NA	645	NA	0	NA	645	NA	10,853	NA
ELYSIAN EPPING	3,635	11.6%	0	NA	2,361	17.4%	442	-64.2%	0	NA	473	-30.8%	0	NA	0	NA	6,911	-5.7%	1,004	-16.9%	0	NA	1,004	-16.9%	7,915	-7.3%
ERINS PERFUMES (OPND 12/2012)	2,848	NA	0	NA	1,725	NA	947	NA	0	NA	555	NA	0	NA	0	NA	6,075	NA	324	NA	0	NA	324	NA	6,399	NA
HARRODS	104,151	26.1%	(857)	NA	58,120	-35.0%	60,753	7.6%	36,209	-5.5%	20,923	14.1%	1,912	-9.9%	720	NA	281,931	-16.1%	83,483	57.0%	15,600	129.8%	99,083	65.2%	381,014	-3.8%
HOOPERS HARROGATE	3,374	28.4%	0	NA	2,312	-11.9%	404	-42.1%	0	NA	284	16.4%	0	NA	0	NA	6,374	2.6%	245	-69.4%	0	NA	245	-69.4%	6,619	-5.6%
HOOPERS WILMSLOW (OPND 05/2012)	4,483	NA	0	NA	2,780	NA	826	NA	0	NA	819	NA	209	NA	0	NA	9,117	NA	0	NA	0	NA	0	NA	9,117	NA
JAMES LEIGH LTD BARKING (OPND 08/2012)	3,503	NA	0	NA	2,740	NA	599	NA	0	NA	1,226	NA	148	NA	0	NA	8,216	NA	1,094	NA	0	NA	1,094	NA	9,310	NA
JARROLD NORWICH	7,058	14.0%	0	NA	2,261	13.4%	380	-41.6%	0	NA	407	136.6%	0	NA	0	NA	10,088	11.7%	467	-41.7%	0	NA	467	-41.7%	10,555	7.4%
JR TAYLOR ST ANNES (OPND 11/2012)	1,763	NA	0	NA	1,054	NA	395	NA	0	NA	323	NA	0	NA	0	NA	3,535	NA	508	NA	0	NA	508	NA	4,043	NA
LANDYS CHEMIST LONDON (OPND 10/2012)	1,833	NA	0	NA	1,138	NA	461	NA	0	NA	391	NA	70	NA	0	NA	3,893	NA	521	NA	0	NA	521	NA	4,414	NA
MORLEYS OF BRIXTON (OPND 11/2012)	2,765	NA	0	NA	1,760	NA	706	NA	0	NA	662	NA	0	NA	0	NA	5,893	NA	682	NA	0	NA	682	NA	6,575	NA
OLDRIDS BOSTON (OPND 02/2012)	8,589	NA	0	NA	8,484	NA	1,735	NA	0	NA	2,258	NA	311	NA	0	NA	21,377	NA	1,072	NA	0	NA	1,072	NA	22,449	NA
PEARSONS ENFIELD	6,293	-28.0%	0	NA	6,989	17.6%	905	7.1%	0	NA	1,806	40.4%	0	NA	0	NA	15,993	-5.1%	1,260	-29.6%	0	NA	1,260	-29.6%	17,253	-7.4%
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	0	NA
SCENT BOSTON (OPND (10/2012)	1,199	NA	0	NA	1,043	NA	222	NA	0	NA	462	NA	0	NA	0	NA	2,926	NA	469	NA	0	NA	469	NA	3,395	NA
SCENTSATIONS OF TROON (OPND 11/2011)	1,875	55.1%	0	NA	1,193	221.6%	71	-64.5%	0	NA	183	15.1%	0	NA	0	NA	3,322	71.3%	1,015	107.1%	0	NA	1,015	107.1%	4,337	78.6%
SLAP IT ON (OPND 12/2011)	2,712	19.2%	0	NA	1,836	50.1%	110	-82.9%	0	NA	493	30.4%	137	57.5%	0	NA	5,288	14.8%	244	-68.6%	0	NA	244	-68.6%	5,532	2.7%
THE HOUSE OF FRAGRANCE	0	NA	0	NA	0	NA	(92)	NA	0	NA	0	NA	0	NA	0	NA	(92)	NA	0	NA	0	NA	0	NA	(92)	NA
THE ROYAL PERFUMERY WIGAN (OPND 08/2012)	3,768	NA	0	NA	3,167	NA	439	NA	0	NA	597	NA	71	NA	0	NA	8,042	NA	821	NA	0	NA	821	NA	8,863	NA
TOTNES PERFUMERY (OPND 01/2012)	2,726	NA	0	NA	1,414	NA	561	NA	0	NA	284	NA	17	NA	0	NA	5,002	NA	861	NA	0	NA	861	NA	5,863	NA
VITALTONE PHARMACY CATERHAM (OPND 03/2012)	1,848	NA	0	NA	1,175	NA	519	NA	0	NA	593	NA	104	NA	0	NA	4,239	NA	786	NA	0	NA	786	NA	5,025	NA
HARRODS HEAD OFFICE ACCOUNT	(25,559)	NA	(11,758)	NA	(19,038)	NA	(28,192)	NA	0	NA	(2,985)	NA	0	NA	0	NA	(87,532)	NA	(12,801)	NA	0	NA	(12,801)	NA	(100,333)	NA
OTHERS	98	-54.6%	0	NA	662	26.8%	261	71.7%	1,997	NA	165	96.4%	35	0.0%	0	NA	3,218	218.9%	582	26.2%	208	NA	790	71.4%	4,008	172.7%
TOTAL	244,640	61.1%	(12,424)	NA	166,236	39.8%	51,587	-31.6%	38,206	-0.3%	46,914	60.4%	7,423	36.0%	720	NA	543,284	18.5%	96,554	20.6%	15,705	111.1%	112,259	28.3%	655,543	20.1%

LIKE ON LIKE	173,882	63.6%	(12,588)	NA	116,577	21.1%	42,663	-34.2%	38,206	-0.3%	32,495	103.6%	5,967	46.3%	720	NA	397,904	9.4%	82,532	12.8%	15,808	132.8%	98,340	23.0%	496,244	11.8%
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STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
ALLDERS CROYDON	22,759	-65.2%	146	-87.9%	12,344	-62.3%	3,511	-62.3%	0	NA	5,493	-69.2%	896	-42.7%	0	NA	45,149	-64.8%	4,072	-43.7%	103	-86.2%	4,175	-47.7%	49,324	-63.8%
AU CAPRICE GUERNSEY	10,274	-3.9%	20	-86.1%	5,281	18.1%	934	-51.6%	0	NA	1,070	28.1%	126	-56.1%	0	NA	17,705	-3.6%	1,300	-10.8%	0	NA	1,300	-10.8%	19,005	-4.1%
AU CAPRICE JERSEY	16,828	0.2%	0	NA	10,153	25.2%	1,550	-51.6%	0	NA	2,567	57.7%	750	37.6%	0	NA	31,848	4.5%	1,486	-47.7%	0	NA	1,486	-47.7%	33,334	0.0%
AUSTINS OF NEWTON ABBOT (OPND 09/2012)	1,564	NA	0	NA	570	NA	0	NA	0	NA	178	NA	0	NA	0	NA	2,312	NA	62	NA	0	NA	62	NA	2,374	NA
BANBURY'S DEPT STORE (OPND 03/2012)	7,950	NA	0	NA	3,883	NA	350	NA	0	NA	450	NA	0	NA	0	NA	12,633	NA	500	NA	0	NA	500	NA	13,133	NA
BROWNS BEVERLEY	15,641	51.9%	0	NA	673	-76.4%	300	-76.4%	0	NA	124	-76.6%	30	-85.7%	0	NA	16,768	10.6%	245	-85.0%	0	NA	245	-85.0%	17,013	1.3%
BROWNS GAINSBOROUGH (OPND 08/2012)	5,979	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	5,979	NA	0	NA	0	NA	0	NA	5,979	NA
BROWNS YORK	15,143	35.4%	0	NA	560	-85.3%	249	-85.3%	0	NA	105	-85.1%	19	-93.4%	0	NA	16,076	-9.1%	208	-91.2%	0	NA	208	-91.2%	16,284	-18.8%
CAMP HOPSON NEWBURY (OPND 06/2012)	1,954	NA	0	NA	1,338	NA	297	NA	0	NA	158	NA	0	NA	0	NA	3,747	NA	0	NA	0	NA	0	NA	3,747	NA
CAMPBELLS CHEMIST (OPND 11/2012)	956	NA	0	NA	547	NA	243	NA	0	NA	101	NA	41	NA	0	NA	1,888	NA	182	NA	0	NA	182	NA	2,070	NA
CENTRAL PHARMACY CARDIFF	4,688	-79.9%	0	NA	2,814	-79.0%	1,251	-79.2%	0	NA	521	-79.2%	209	-79.2%	0	NA	9,483	-79.5%	938	-75.6%	0	NA	938	-75.6%	10,421	-79.2%
DE GRUCHY JERSEY	5,811	-13.7%	0	NA	2,895	-9.0%	1,286	-11.8%	0	NA	536	-11.8%	214	-11.9%	0	NA	10,742	-12.3%	965	-11.6%	0	NA	965	-11.6%	11,707	-12.3%
DEAN & SMEDLEY PHARMACY (OPND 11/2012)	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
DOWNTOWN SUPERSTORE GRANTHAM (OPND 05/2012)	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
ELYSIAN EPPING	4,906	149.0%	0	NA	4,615	294.8%	1,083	679.1%	0	NA	1,093	NA	0	NA	0	NA	11,697	247.3%	1,876	616.0%	0	NA	1,876	616.0%	13,573	273.9%
ERINS PERFUMES (OPND 12/2012)	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
HARRODS	159,611	-16.0%	20,859	-4.9%	106,320	-29.5%	76,281	257.8%	61,484	-28.7%	29,986	-27.4%	3,336	-9.5%	3,001	NA	460,878	-10.6%	69,866	16.4%	2,229	-46.5%	72,095	12.3%	532,973	-8.0%
HOOPERS HARROGATE	12,281	54.9%	0	NA	0	NA	0	NA	0	NA	170	-57.2%	0	NA	0	NA	12,451	27.7%	0	NA	0	NA	0	NA	12,451	23.5%
HOOPERS WILMSLOW (OPND 05/2012)	6,354	NA	0	NA	0	NA	0	NA	0	NA	516	NA	0	NA	0	NA	6,870	NA	0	NA	0	NA	0	NA	6,870	NA
JAMES LEIGH LTD (OPND 08/2012)	3,704	NA	0	NA	3,042	NA	836	NA	0	NA	1,388	NA	0	NA	0	NA	8,970	NA	1,282	NA	0	NA	1,282	NA	10,252	NA
JARROLD'S NORWICH	11,446	18.6%	0	NA	1,903	57.3%	845	57.1%	0	NA	489	-16.7%	141	NA	0	NA	14,824	23.7%	634	57.3%	0	NA	634	57.3%	15,458	24.8%
JR TAYLOR ST ANNES (OPND 11/2012)	981	NA	0	NA	778	NA	80	NA	0	NA	19	NA	0	NA	0	NA	1,858	NA	406	NA	0	NA	406	NA	2,264	NA
LANDY'S CHEMIST LONDON (OPND 10/2012)	501	NA	0	NA	111	NA	119	NA	0	NA	110	NA	0	NA	0	NA	841	NA	93	NA	0	NA	93	NA	934	NA
MORLEYS OF BRIXTON (OPND 11/2012)	3,008	NA	0	NA	1,609	NA	715	NA	0	NA	298	NA	119	NA	0	NA	5,749	NA	536	NA	0	NA	536	NA	6,285	NA
OLDRID'S BOSTON (OPND 02/2012)	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
PEARSONS ENFIELD	12,604	184.0%	0	NA	7,920	305.9%	3,076	207.3%	0	NA	1,282	206.7%	511	207.8%	0	NA	25,393	215.4%	2,306	687.0%	0	NA	2,306	687.0%	27,699	232.0%
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	0	NA
SCENT BOSTON (OPND 10/2012)	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
SCENTSATIONS OF TROON (OPND 11/2011)	4,058	702.0%	0	NA	196	-25.5%	87	NA	0	NA	36	-26.5%	15	-21.1%	0	NA	4,392	424.7%	725	26.5%	0	NA	725	26.5%	5,117	262.9%
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	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	0	NA
THE ROYAL PERFUMERY (OPND 01/2012)	3,108	NA	0	NA	4,704	NA	471	NA	0	NA	536	NA	17	NA	0	NA	8,836	NA	230	NA	0	NA	230	NA	9,066	NA
TOTNES PERFUMERY (01/2012)	2,023	NA	0	NA	775	NA	523	NA	0	NA	41	NA	0	NA	0	NA	3,362	NA	319	NA	0	NA	319	NA	3,681	NA
VITALTONE PHARMACY CATERHAM (OPND 03/2012)	1,777	NA	0	NA	898	NA	373	NA	0	NA	226	NA	31	NA	0	NA	3,305	NA	669	NA	0	NA	669	NA	3,974	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	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	0	NA
TOTAL	335,909	-6.8%	21,025	-11.0%	173,929	-23.0%	94,460	94.9%	61,484	-28.7%	47,493	-29.7%	6,455	-19.4%	3,001	NA	743,756	-9.3%	88,900	7.3%	2,332	-52.5%	91,232	3.9%	834,988	-8.0%

LIKE ON LIKE	269,233	-8.6%	20,879	-6.8%	143,134	-25.7%	86,855	121.9%	61,484	-28.7%	37,943	-23.6%	5,336	-17.0%	3,001	NA	627,865	-9.2%	79,824	6.3%	2,229	-46.5%	82,053	3.6%	709,918	-7.9%
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MONTH - TRADE
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
ALLDERS CROYDON	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
AU CAPRICE GUERNSEY	270	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	270	NA	0	NA	0	NA	0	NA	270	NA
AU CAPRICE JERSEY	1,830	105.4%	0	NA	133	-79.6%	19	-94.4%	0	NA	22	-75.3%	48	0.0%	0	NA	2,052	1.5%	0	NA	0	NA	0	NA	2,052	-10.8%
AUSTINS OF NEWTON ABBOT (OPND 09/2012)	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
BANBURY'S DEPT STORE (OPND 03/2012)	839	NA	0	NA	210	NA	65	NA	0	NA	0	NA	0	NA	0	NA	1,114	NA	0	NA	0	NA	0	NA	1,114	NA
BROWNS BEVERLEY	680	631.2%	0	NA	34	-90.7%	0	NA	0	NA	0	NA	0	NA	0	NA	714	42.5%	0	NA	0	NA	0	NA	714	42.5%
BROWNS GAINSBOROUGH (OPND 08/2012)	285	NA	0	NA	260	NA	0	NA	0	NA	0	NA	0	NA	0	NA	545	NA	0	NA	0	NA	0	NA	545	NA
BROWNS YORK	111	19.4%	0	NA	338	463.3%	0	NA	0	NA	0	NA	0	NA	0	NA	449	129.1%	0	NA	0	NA	0	NA	449	-14.8%
CAMP HOPSON NEWBURY (OPND 06/2012)	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
CAMPBELLS CHEMIST (OPND 11/2012)	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
CENTRAL PHARMACY CARDIFF	5,427	169.9%	0	NA	7,420	80.2%	49	-55.5%	0	NA	472	36.0%	26	-93.9%	0	NA	13,394	91.0%	527	-48.7%	0	NA	527	-48.7%	13,921	73.2%
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	0	NA
DEAN & SMEDLEY PHARMACY (OPND 11/2012)	269	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	269	NA	0	NA	0	NA	0	NA	269	NA
DOWNTOWN SUPERSTORE GRANTHAM (OPND 09/2012)	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
ELYSIAN EPPING	317	14.0%	0	NA	196	-25.5%	0	NA	0	NA	86	NA	0	NA	0	NA	599	-1.2%	283	NA	0	NA	283	NA	882	45.5%
ERINS PERFUMES (OPND 12/2012)	2,848	NA	0	NA	1,725	NA	947	NA	0	NA	555	NA	0	NA	0	NA	6,075	NA	324	NA	0	NA	324	NA	6,399	NA
HARRODS	3,726	-34.4%	0	NA	962	-76.7%	228	-37.2%	198	-81.9%	333	-77.6%	53	-81.6%	0	NA	5,500	-57.8%	27	-95.5%	0	NA	27	-97.2%	5,527	-60.5%
HOOPERS HARROGATE	124	-70.0%	0	NA	70	-80.9%	0	NA	0	NA	21	90.9%	0	NA	0	NA	215	-74.3%	0	NA	0	NA	0	NA	215	-74.3%
HOOPERS WILMSLOW (OPND 05/2012)	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
JAMES LEIGH LTD (OPND 08/2012)	581	NA	0	NA	257	NA	0	NA	0	NA	384	NA	0	NA	0	NA	1,222	NA	174	NA	0	NA	174	NA	1,396	NA
JARROLD'S NORWICH	0	NA	0	NA	(215)	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(215)	NA	0	NA	0	NA	0	NA	(215)	NA
JR TAYLOR ST ANNES (OPND 11/2012)	147	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	147	NA	0	NA	0	NA	0	NA	147	NA
LANDYS CHEMIST LONDON (OPND 10/2012)	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
MORLEYS OF BRIXTON (OPND 11/2012)	0	NA	0	NA	0	NA	43	NA	0	NA	0	NA	0	NA	0	NA	43	NA	28	NA	0	NA	28	NA	71	NA
OLDRID'S BOSTON (OPND 02/2012)	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
PEARSONS ENFIELD	652	-72.8%	0	NA	454	72.6%	56	75.0%	0	NA	0	NA	0	NA	0	NA	1,162	-61.3%	0	NA	0	NA	0	NA	1,162	-67.2%
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	0	NA
SCENT BOSTON (OPND 10/2012)	52	NA	0	NA	174	NA	0	NA	0	NA	189	NA	0	NA	0	NA	415	NA	107	NA	0	NA	107	NA	522	NA
SCENTSATIONS OF TROON (OPND 11/2011)	652	62.6%	0	NA	251	NA	0	NA	0	NA	0	NA	0	NA	0	NA	903	119.2%	57	-68.9%	0	NA	57	-68.9%	960	61.3%
SLAP IT ON (OPND 12/2011)	1,102	-51.6%	0	NA	982	-19.7%	110	-82.9%	0	NA	263	-30.4%	34	-60.9%	0	NA	2,491	-45.9%	244	-68.6%	0	NA	244	-68.6%	2,735	-49.2%
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	0	NA
THE ROYAL PERFUMERY (OPND 01/2012)	1,024	NA	0	NA	557	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,581	NA	0	NA	0	NA	0	NA	1,581	NA
TOTNES PERFUMERY (01/2012)	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
VITALTONE PHARMACY CATERHAM (OPND 03/2012)	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
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	0	NA
OTHERS	44	-63.3%	0	NA	202	90.6%	159	189.1%	1,892	NA	0	NA	0	NA	0	NA	2,297	717.4%	301	6.4%	138	NA	439	55.1%	2,736	385.1%
TOTAL	20,980	-1.9%	0	NA	14,010	-4.4%	1,676	-23.2%	2,090	91.6%	2,325	-29.7%	161	-81.0%	0	NA	41,242	-5.3%	2,072	-56.2%	138	-71.7%	2,210	-57.6%	43,452	-10.9%

LIKE ON LIKE	13,181	-1.1%	0	NA	9,594	-11.0%	511	-60.0%	2,090	91.6%	934	-58.4%	127	-83.3%	0	NA	26,437	-10.3%	1,138	-63.6%	138	-63.3%	1,276	-63.6%	27,713	-16.0%
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NUMBER OF DOORS 33

DECEMBER 2012 YTD

INDEPENDENT GROUP

CLARINS FRAGRANCE GROUP
STORE GROUP REPORT

MONTH - RETAIL
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
ALLDERS CROYDON	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
AU CAPRICE GUERNSEY	2,282	0.8%	0	NA	1,250	33.4%	188	-31.1%	0	NA	31	106.7%	0	NA	0	NA	3,751	6.9%	247	-15.4%	0	NA	247	-15.4%	3,998	5.2%
AU CAPRICE JERSEY	3,821	17.9%	0	NA	1,661	3.0%	224	190.9%	0	NA	295	2.4%	50	-3.8%	0	NA	6,051	14.8%	246	-67.5%	0	NA	246	-67.5%	6,297	4.5%
AUSTINS OF NEWTON ABBOT (OPND 09/2012)	1,299	NA	0	NA	352	NA	0	NA	0	NA	103	NA	0	NA	0	NA	1,754	NA	62	NA	0	NA	62	NA	1,816	NA
BANBURY'S DEPT STORE (OPND 03/2012)	7,100	NA	0	NA	3,883	NA	350	NA	0	NA	450	NA	0	NA	0	NA	11,783	NA	500	NA	0	NA	500	NA	12,283	NA
BROWNS BEVERLEY	4,175	100.4%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,175	-0.9%	0	NA	0	NA	0	NA	4,175	-9.8%
BROWNS GAINSBOROUGH (OPND 08/2012)	2,958	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	2,958	NA	0	NA	0	NA	0	NA	2,958	NA
BROWNS YORK	4,629	154.5%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,629	25.9%	0	NA	0	NA	0	NA	4,629	14.5%
CAMP HOPSON NEWBURY (OPND 06/2012)	974	NA	0	NA	340	NA	102	NA	0	NA	70	NA	0	NA	0	NA	1,486	NA	0	NA	0	NA	0	NA	1,486	NA
CAMPBELLS CHEMIST (OPND 11/2012)	956	NA	0	NA	547	NA	243	NA	0	NA	101	NA	41	NA	0	NA	1,888	NA	182	NA	0	NA	182	NA	2,070	NA
CENTRAL PHARMACY CARDIFF	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
DE GRUCHY JERSEY	1,143	-26.9%	0	NA	686	-26.8%	305	-26.9%	0	NA	127	-27.0%	51	-26.1%	0	NA	2,312	-26.8%	229	-26.6%	0	NA	229	-26.6%	2,541	-26.8%
DEAN & SMEDLEY PHARMACY (OPND 11/2012)	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
DOWNTOWN SUPERSTORE GRANTHAM (OPND 09/2012)	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
ELYSIAN EPPING	1,450	-26.4%	0	NA	1,152	-1.5%	337	142.4%	0	NA	377	318.9%	0	NA	0	NA	3,316	-1.5%	365	39.3%	0	NA	365	39.3%	3,681	1.4%
ERINS PERFUMES (OPND 12/2012)	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
HARRODS	56,410	31.6%	0	NA	15,448	-6.3%	16,672	100.9%	3,840	66.7%	5,694	142.7%	319	-49.3%	2,691	NA	101,074	37.7%	14,078	-4.9%	96	-93.6%	14,174	-13.1%	115,248	28.4%
HOOPERS HARROGATE	3,855	102.7%	0	NA	0	NA	0	NA	0	NA	97	-21.8%	0	NA	0	NA	3,952	14.5%	0	NA	0	NA	0	NA	3,952	4.5%
HOOPERS WILMSLOW (OPND 05/2012)	2,559	NA	0	NA	0	NA	0	NA	0	NA	462	NA	0	NA	0	NA	3,021	NA	0	NA	0	NA	0	NA	3,021	NA
JAMES LEIGH LTD (OPND 08/2012)	2,303	NA	0	NA	1,927	NA	453	NA	0	NA	738	NA	0	NA	0	NA	5,421	NA	777	NA	0	NA	777	NA	6,198	NA
JARROLDS NORWICH	2,266	-2.7%	0	NA	1,359	12.3%	604	12.3%	0	NA	252	59.5%	101	NA	0	NA	4,582	8.2%	453	12.4%	0	NA	453	12.4%	5,035	8.5%
JR TAYLOR ST ANNES (OPND 11/2012)	981	NA	0	NA	778	NA	80	NA	0	NA	19	NA	0	NA	0	NA	1,858	NA	406	NA	0	NA	406	NA	2,264	NA
LANDY'S CHEMIST LONDON (OPND 10/2012)	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
MORLEYS OF BRIXTON (OPND 11/2012)	2,681	NA	0	NA	1,609	NA	715	NA	0	NA	298	NA	119	NA	0	NA	5,422	NA	536	NA	0	NA	536	NA	5,958	NA
OLDRIDS BOSTON (OPND 02/2012)	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
PEARSONS ENFIELD	3,081	NA	0	NA	1,848	NA	822	NA	0	NA	342	NA	137	NA	0	NA	6,230	NA	616	NA	0	NA	616	NA	6,846	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	0	NA
SCENT BOSTON (OPND 10/2012)	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
SCENTSATIONS OF TROON (OPND 11/2011)	1,221	141.3%	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	1,221	45.9%	90	-84.3%	0	NA	90	-84.3%	1,311	-7.0%
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	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	0	NA
THE ROYAL PERFUMERY (OPND 01/2012)	1,820	NA	0	NA	3,540	NA	240	NA	0	NA	280	NA	17	NA	0	NA	5,897	NA	230	NA	0	NA	230	NA	6,127	NA
TOTNES PERFUMERY (01/2012)	352	NA	0	NA	195	NA	43	NA	0	NA	0	NA	0	NA	0	NA	590	NA	45	NA	0	NA	45	NA	635	NA
VITALTONE PHARMACY CATERHAM (OPND 09/2012)	823	NA	0	NA	405	NA	271	NA	0	NA	117	NA	31	NA	0	NA	1,647	NA	297	NA	0	NA	297	NA	1,944	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	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	0	NA
TOTAL	109,139	22.9%	0	NA	36,980	-9.9%	21,649	39.4%	3,840	66.7%	9,853	3.2%	866	-44.9%	2,691	NA	185,018	16.1%	19,359	-17.2%	96	-94.7%	19,455	-22.8%	204,473	10.8%

LIKE ON LIKE	83,112	20.3%	0	NA	23,404	-24.8%	19,152	40.5%	3,840	66.7%	7,215	55.7%	658	-50.4%	2,691	NA	140,072	14.2%	16,234	-17.8%	96	-93.6%	16,330	-23.2%	156,402	8.7%
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NUMBER OF DOORS 33

HARRODS

YEAR TO DATE - TRADE
2012 vs 2011

TOTAL AZZARO					0	NA
TOTAL (INCLUDING AZZARO)					280,681	-9.6%

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
HARRODS	159,611	-16.0%	20,859	-4.9%	106,320	-29.5%	76,281	257.8%	61,484	-28.7%	29,986	-27.4%	3,336	-9.5%	3,001	NA	460,878	-10.6%	69,866	16.4%	2,229	-46.5%	72,095	12.3%	532,973	-8.0%
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	0	NA
TOTAL	159,611	-16.0%	20,859	-4.9%	106,320	-29.5%	76,281	257.8%	61,484	-28.7%	29,986	-27.4%	3,336	-9.5%	3,001	NA	460,878	-10.6%	69,866	16.4%	2,229	-46.5%	72,095	12.3%	532,973	-8.0%

TOTAL AZZARO					0	NA
TOTAL (INCLUDING AZZARO)					532,973	-8.8%

HARRODS

MONTH - TRADE
2012 vs 2011

TOTAL AZZARO					0	NA
TOTAL (INCLUDING AZZARO)					5,527	-60.5%

TOTAL AZZARO					0	NA
TOTAL (INCLUDING AZZARO)					115,248	28.4%

DECEMBER 2012 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

JOHN LEWIS PARTNERSHIP

YEAR TO DATE - TRADE
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
JOHN LEWIS ABERDEEN	5,044	-9.6%	0	NA	3,500	25.6%	321	-70.9%	0	NA	141	-14.5%	50	NA	0	NA	9,056	-6.0%	414	-72.7%	0	NA	414	-72.7%	9,470	-15.1%
JOHN LEWIS BLUEWATER	10,822	-5.0%	0	NA	8,767	10.0%	263	-88.5%	0	NA	979	-26.4%	(1)	NA	0	NA	20,830	-10.0%	974	-62.6%	0	NA	974	-62.6%	21,804	-15.3%
JOHN LEWIS BRENT CROSS	17,847	-12.0%	0	NA	18,365	27.6%	499	-87.7%	0	NA	3,136	-24.9%	513	55.0%	0	NA	40,360	-7.3%	1,446	-73.1%	0	NA	1,446	-75.6%	41,806	-15.5%
JOHN LEWIS BRISTOL	6,649	-19.4%	0	NA	3,250	-32.1%	330	-70.4%	0	NA	590	28.5%	0	NA	0	NA	10,819	-26.4%	201	-87.5%	0	NA	201	-87.5%	11,020	-32.4%
JOHN LEWIS CAMBRIDGE	9,717	-8.0%	0	NA	8,420	4.8%	508	-70.5%	0	NA	602	-42.6%	33	NA	0	NA	19,280	-9.8%	810	-50.8%	0	NA	810	-50.8%	20,090	-12.7%
JOHN LEWIS CARDIFF	6,243	12.1%	0	NA	3,956	14.9%	233	-78.3%	0	NA	584	58.3%	0	NA	0	NA	11,016	3.5%	254	-80.7%	0	NA	254	-80.7%	11,270	-5.8%
JOHN LEWIS CHEADLE	23,003	19.5%	0	NA	13,904	41.3%	1,360	-67.3%	0	NA	1,319	5.2%	678	173.4%	0	NA	40,264	15.5%	935	-68.8%	0	NA	935	-68.8%	41,199	8.8%
JOHN LEWIS EDINBURGH	7,333	-23.9%	0	NA	4,060	-21.3%	797	-34.6%	0	NA	700	-25.7%	66	NA	0	NA	12,956	-24.5%	530	-85.0%	0	NA	530	-85.0%	13,486	-34.9%
JOHN LEWIS EXETER (OPND 09/2012)	5,024	NA	0	NA	4,121	NA	819	NA	0	NA	1,087	NA	203	NA	0	NA	11,254	NA	0	NA	0	NA	0	NA	11,254	NA
JOHN LEWIS GLASGOW	9,022	-3.1%	0	NA	5,747	9.6%	195	-83.2%	0	NA	615	-38.6%	0	NA	0	NA	15,579	-8.0%	304	-88.9%	0	NA	304	-88.9%	15,883	-19.3%
JOHN LEWIS HIGH WYCOMBE	3,862	-2.3%	0	NA	2,886	42.9%	238	-72.6%	0	NA	437	7.1%	50	-62.4%	0	NA	7,473	1.2%	423	-72.0%	0	NA	423	-72.0%	7,896	-11.2%
JOHN LEWIS KINGSTON	8,611	-2.4%	0	NA	6,955	32.1%	535	-16.1%	0	NA	769	-37.5%	83	0.0%	0	NA	16,953	4.9%	687	-71.5%	0	NA	687	-71.5%	17,640	-5.0%
JOHN LEWIS LEICESTER	3,609	19.7%	0	NA	3,186	51.2%	207	-77.8%	0	NA	289	-22.1%	0	NA	0	NA	7,291	13.4%	99	-93.0%	0	NA	99	-93.0%	7,390	-5.7%
JOHN LEWIS LIVERPOOL	37,790	-27.3%	0	NA	43,182	6.8%	3,857	-57.3%	0	NA	6,113	38.1%	1,108	271.8%	0	NA	92,050	-12.5%	7,955	-34.3%	110	-93.9%	8,065	-42.1%	100,115	-16.0%
JOHN LEWIS LONDON	39,872	-13.7%	0	NA	33,006	1.0%	2,097	-80.4%	0	NA	11,293	8.3%	2,662	46.7%	0	NA	88,930	-11.9%	5,778	-68.7%	59	-97.9%	5,837	-72.5%	94,767	-22.4%
JOHN LEWIS MILTON KEYNES	9,287	-14.2%	0	NA	5,703	-1.8%	590	-58.2%	0	NA	318	-76.7%	50	0.0%	0	NA	15,948	-18.5%	168	-89.9%	0	NA	168	-89.9%	16,116	-24.1%
JOHN LEWIS NEWCASTLE	8,772	-28.5%	0	NA	5,830	7.3%	571	-64.0%	0	NA	673	-36.0%	0	NA	0	NA	15,846	-23.1%	748	-56.4%	0	NA	748	-56.4%	16,594	-25.6%
JOHN LEWIS NORWICH (OPND 11/2011)	1,702	-56.4%	0	NA	2,218	68.5%	21	-97.4%	0	NA	104	-79.6%	0	NA	0	NA	4,045	-38.4%	228	-72.4%	0	NA	228	-72.4%	4,273	-42.2%
JOHN LEWIS NOTTINGHAM	11,221	-7.5%	0	NA	5,527	-13.5%	470	-67.9%	0	NA	668	-45.8%	0	NA	0	NA	17,886	-16.5%	284	-80.4%	0	NA	284	-80.4%	18,170	-20.5%
JOHN LEWIS PETERBOROUGH	9,321	2.4%	0	NA	4,372	0.9%	431	-66.2%	0	NA	649	-21.4%	50	NA	0	NA	14,823	-5.5%	101	-93.6%	0	NA	101	-93.6%	14,924	-13.6%
JOHN LEWIS READING	10,825	4.3%	0	NA	6,512	23.1%	401	-58.1%	0	NA	526	-48.2%	0	NA	0	NA	18,264	3.1%	514	-73.5%	0	NA	514	-73.5%	18,778	-4.5%
JOHN LEWIS SHEFFIELD	9,238	1.7%	0	NA	6,136	41.8%	563	-47.7%	0	NA	676	-39.8%	0	NA	0	NA	16,613	5.1%	400	-74.5%	0	NA	400	-74.5%	17,013	-2.1%
JOHN LEWIS SOLIHULL	9,231	-0.2%	0	NA	5,794	25.1%	572	-47.6%	0	NA	484	5.2%	0	NA	0	NA	16,081	3.1%	388	-76.3%	0	NA	388	-76.3%	16,469	-4.4%
JOHN LEWIS SOUTHAMPTON	15,664	-1.3%	0	NA	11,198	46.6%	424	-72.3%	0	NA	879	-45.2%	0	NA	0	NA	28,165	5.4%	1,047	-66.0%	0	NA	1,047	-66.8%	29,212	-2.3%
JOHN LEWIS STRATFORD (OPND 08/2011)	6,172	-19.0%	0	NA	6,031	10.9%	343	-79.9%	0	NA	1,632	-2.1%	50	NA	0	NA	14,228	-13.4%	876	-51.0%	0	NA	876	-51.0%	15,104	-17.1%
JOHN LEWIS TRAFFORD PARK	7,223	-9.3%	0	NA	6,308	37.9%	565	-48.9%	0	NA	439	-0.2%	33	NA	0	NA	14,568	3.4%	1,013	-58.6%	0	NA	1,013	-58.6%	15,581	-5.8%
JOHN LEWIS WATFORD	9,934	-14.3%	0	NA	7,986	11.7%	584	-57.6%	0	NA	687	-35.0%	0	NA	0	NA	19,191	-9.8%	565	-73.1%	0	NA	565	-73.1%	19,756	-15.4%
JOHN LEWIS WELWYN GARDEN	12,675	-17.8%	0	NA	8,805	-5.9%	625	-54.5%	0	NA	1,027	-23.0%	17	-79.5%	0	NA	23,149	-16.0%	483	-80.2%	0	NA	483	-80.2%	23,632	-21.3%
PETER JONES LONDON	8,385	-7.2%	0	NA	5,753	83.3%	165	-86.8%	0	NA	1,020	-25.1%	199	-14.2%	0	NA	15,522	2.4%	304	-77.8%	0	NA	304	-77.8%	15,826	-4.2%
JOHN LEWIS.COM	53,455	19.3%	0	NA	39,280	50.6%	5,228	11.9%	0	NA	5,738	86.5%	2,511	80.9%	0	NA	106,212	32.7%	3,876	-66.9%	0	NA	3,876	-66.9%	110,088	20.0%
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	0	NA
JOHN LEWIS HEAD OFFICE A/C	(6,383)	NA	0	NA	(233)	NA	(1,265)	NA	0	NA	(131)	NA	0	NA	0	NA	(8,012)	NA	(1,081)	NA	0	NA	(1,081)	NA	(9,093)	NA
JOHN LEWIS MAGNA PARK DC (OPND 09/2010)	59,637	NA	0	NA	19,395	NA	7,435	NA	0	NA	6,323	NA	0	NA	0	NA	92,790	NA	9,456	NA	0	NA	9,456	NA	102,246	NA
TOTAL	430,807	8.4%	0	NA	309,920	26.5%	29,982	-52.2%	0	NA	50,366	10.1%	8,355	46.4%	0	NA	829,430	9.6%	40,180	-58.4%	169	-96.7%	40,349	-60.3%	869,779	1.3%

LIKE ON LIKE	358,272	-7.2%	0	NA	278,155	16.7%	21,364	-64.5%	0	NA	41,220	-5.4%	8,102	43.2%	0	NA	707,113	-3.6%	29,620	-68.5%	169	-96.7%	29,789	-69.9%	736,902	-11.5%
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NUMBER OF DOORS

29

DECEMBER 2012 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

JOHN LEWIS PARTNERSHIP

YEAR TO DATE - RETAIL
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
JOHN LEWIS ABERDEEN	12,902	46.0%	0	NA	6,404	24.3%	1,421	-8.5%	0	NA	548	-28.3%	0	NA	0	NA	21,275	30.5%	1,096	-41.4%	0	NA	1,096	-41.4%	22,371	23.1%
JOHN LEWIS BLUEWATER	19,060	-4.6%	0	NA	14,878	10.1%	1,065	-63.0%	0	NA	2,382	-16.0%	175	NA	0	NA	37,560	-4.5%	1,117	-68.9%	213	NA	1,330	-63.0%	38,890	-9.4%
JOHN LEWIS BRENT CROSS	37,128	8.4%	0	NA	31,804	19.3%	4,165	-3.7%	0	NA	5,898	-12.5%	824	-17.1%	0	NA	79,819	8.7%	5,582	19.9%	103	NA	5,685	22.1%	85,504	9.5%
JOHN LEWIS BRISTOL	14,678	6.1%	0	NA	7,803	28.6%	1,629	17.3%	0	NA	1,350	-1.0%	155	NA	0	NA	25,615	13.0%	770	-37.1%	0	NA	770	-37.1%	26,385	10.5%
JOHN LEWIS CAMBRIDGE	17,220	1.1%	0	NA	14,701	7.2%	2,160	-16.3%	0	NA	1,895	36.9%	62	NA	0	NA	36,038	3.8%	1,907	18.3%	48	NA	1,955	21.3%	37,993	4.6%
JOHN LEWIS CARDIFF	12,950	21.7%	50	-62.7%	7,819	35.6%	966	-47.0%	0	NA	1,932	31.3%	163	-10.9%	0	NA	23,880	19.3%	754	-44.1%	0	NA	754	-44.1%	24,634	15.3%
JOHN LEWIS CHEADLE	40,316	19.1%	0	NA	22,374	17.7%	4,322	-29.8%	0	NA	2,875	12.7%	1,209	184.5%	0	NA	71,096	14.4%	2,066	-46.6%	185	NA	2,251	-41.8%	73,347	11.1%
JOHN LEWIS EDINBURGH	17,286	10.0%	0	NA	9,434	14.1%	1,937	-3.5%	0	NA	2,163	6.5%	124	NA	0	NA	30,944	9.2%	2,242	-37.6%	84	NA	2,326	-35.2%	33,270	4.2%
JOHN LEWIS EXETER (OPND 09/2012)	3,171	NA	0	NA	1,653	NA	244	NA	0	NA	406	NA	0	NA	0	NA	5,474	NA	40	NA	0	NA	40	NA	5,514	NA
JOHN LEWIS GLASGOW	19,406	14.6%	0	NA	8,997	-8.5%	924	-29.5%	0	NA	1,253	-9.2%	152	NA	0	NA	30,732	3.8%	1,525	-52.7%	0	NA	1,525	-52.7%	32,257	-1.7%
JOHN LEWIS HIGH WYCOMBE	7,088	25.7%	0	NA	5,084	29.8%	849	-24.1%	0	NA	1,020	8.3%	121	303.3%	0	NA	14,162	21.6%	1,259	-19.7%	0	NA	1,259	-19.7%	15,421	16.7%
JOHN LEWIS KINGSTON	15,366	-8.2%	39	-80.9%	10,736	18.5%	1,912	10.9%	0	NA	1,879	9.7%	271	337.1%	0	NA	30,203	2.4%	1,489	-39.1%	134	NA	1,623	-33.6%	31,826	-0.4%
JOHN LEWIS LEICESTER	7,904	36.4%	0	NA	6,309	40.2%	779	-10.8%	0	NA	1,003	11.3%	87	-35.1%	0	NA	16,082	31.8%	612	-52.0%	0	NA	612	-52.0%	16,694	23.9%
JOHN LEWIS LIVERPOOL	78,547	-6.4%	0	NA	80,389	21.0%	12,052	-15.6%	0	NA	10,948	20.9%	1,750	31.2%	0	NA	183,686	4.9%	17,006	-2.5%	677	28.5%	17,683	-1.6%	201,369	4.3%
JOHN LEWIS LONDON	76,652	-4.2%	0	NA	59,974	8.2%	8,535	-40.2%	0	NA	19,381	9.6%	4,362	17.4%	0	NA	168,904	-2.0%	19,781	-16.9%	1,242	-34.1%	21,023	-18.2%	189,927	-4.1%
JOHN LEWIS MILTON KEYNES	18,470	7.6%	0	NA	9,424	5.6%	1,528	-28.6%	0	NA	1,464	-16.8%	142	358.1%	0	NA	31,028	2.3%	1,245	-8.5%	0	NA	1,245	-8.5%	32,273	1.9%
JOHN LEWIS NEWCASTLE	20,393	2.7%	0	NA	11,628	14.3%	2,162	3.6%	0	NA	1,741	-3.1%	152	NA	0	NA	36,076	5.9%	1,593	-19.5%	0	NA	1,593	-19.5%	37,669	4.5%
JOHN LEWIS NORWICH (OPND 11/2011)	4,600	263.3%	0	NA	3,647	521.3%	775	381.4%	0	NA	475	225.3%	88	NA	0	NA	9,585	343.8%	661	80.6%	0	NA	661	80.6%	10,246	305.6%
JOHN LEWIS NOTTINGHAM	20,076	9.9%	0	NA	9,877	7.5%	1,209	-35.4%	0	NA	1,874	8.2%	152	NA	0	NA	33,188	6.4%	1,067	-20.9%	0	NA	1,067	-20.9%	34,255	5.3%
JOHN LEWIS PETERBOROUGH	17,475	20.6%	0	NA	9,360	45.5%	1,328	-34.7%	0	NA	1,188	-23.1%	90	NA	0	NA	29,441	19.0%	214	-86.9%	0	NA	214	-86.9%	29,655	12.4%
JOHN LEWIS READING	21,216	12.0%	0	NA	12,537	32.8%	1,508	66.8%	0	NA	1,508	-18.1%	150	383.9%	0	NA	36,919	18.5%	1,112	-49.5%	43	NA	1,155	-47.6%	38,074	14.1%
JOHN LEWIS SHEFFIELD	17,903	13.7%	0	NA	9,611	35.2%	1,933	5.1%	0	NA	1,843	-13.7%	150	NA	0	NA	31,440	16.6%	1,152	-31.1%	0	NA	1,152	-31.1%	32,592	13.8%
JOHN LEWIS SOLIHULL	17,710	19.4%	0	NA	9,104	9.7%	1,362	-0.1%	0	NA	1,238	-2.5%	265	919.2%	0	NA	29,679	15.0%	752	-63.1%	0	NA	752	-63.1%	30,431	9.3%
JOHN LEWIS SOUTHAMPTON	30,771	13.8%	0	NA	19,887	24.0%	2,439	-15.2%	0	NA	2,423	-9.4%	115	310.7%	0	NA	55,635	14.4%	3,024	-21.1%	127	42.7%	3,151	-19.6%	58,786	11.8%
JOHN LEWIS STRATFORD (OPND 08/2011)	13,270	58.7%	0	NA	11,242	57.5%	1,974	49.1%	0	NA	2,917	122.2%	93	NA	0	NA	29,496	62.6%	2,207	12.2%	81	NA	2,288	16.3%	31,784	58.1%
JOHN LEWIS TRAFFORD PARK	15,561	25.2%	0	NA	12,803	29.8%	2,458	40.5%	0	NA	1,597	35.7%	62	NA	0	NA	32,481	28.8%	1,930	-42.5%	48	NA	1,978	-41.1%	34,459	20.6%
JOHN LEWIS WATFORD	20,556	1.4%	0	NA	15,010	18.9%	2,006	21.3%	0	NA	1,734	-11.3%	152	NA	0	NA	39,458	8.1%	1,642	-25.7%	(5)	NA	1,637	-26.0%	41,095	6.2%
JOHN LEWIS WELWYN GARDEN	23,493	-1.8%	0	NA	16,583	14.6%	2,167	-14.1%	0	NA	1,876	-16.7%	183	NA	0	NA	44,302	2.6%	1,485	-46.8%	43	NA	1,528	-45.2%	45,830	-0.3%
PETER JONES LONDON	16,509	24.1%	0	NA	10,823	44.3%	1,049	-35.8%	0	NA	2,446	28.1%	382	59.2%	0	NA	31,209	25.9%	971	-9.4%	0	NA	971	-9.4%	32,180	24.5%
JOHN LEWIS.COM	97,190	35.1%	0	NA	72,431	61.0%	10,630	7.1%	0	NA	13,021	74.7%	3,963	21.1%	0	NA	197,235	40.2%	10,560	-23.6%	485	NA	11,045	-20.1%	208,280	34.8%
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	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	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	0	NA
TOTAL	734,867	11.2%	89	-97.7%	522,326	24.3%	77,488	-14.2%	0	NA	92,278	12.9%	15,594	48.4%	0	NA	1,442,642	13.5%	86,861	-23.2%	3,508	40.3%	90,369	-21.9%	1,533,011	10.6%
LIKE ON LIKE	713,826	9.6%	89	-97.7%	505,784	22.7%	74,495	-16.2%	0	NA	88,480	10.2%	15,413	46.7%	0	NA	1,398,087	11.8%	83,953	-24.3%	3,427	37.1%	87,380	-22.9%	1,485,467	8.9%

NUMBER OF DOORS

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DECEMBER 2012 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

JOHN LEWIS PARTNERSHIP

MONTH - TRADE
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
JOHN LEWIS ABERDEEN	1,189	-54.2%	0	NA	370	-71.7%	0	NA	0	NA	0	NA	0	NA	0	NA	1,559	-62.6%	138	-51.1%	0	NA	138	-51.1%	1,697	-61.8%
JOHN LEWIS BLUEWATER	2,340	-6.4%	0	NA	1,377	-42.4%	42	-88.6%	0	NA	78	-78.3%	0	NA	0	NA	3,837	-32.7%	23	-88.7%	0	NA	23	-88.7%	3,860	-34.7%
JOHN LEWIS BRENT CROSS	3,541	-29.0%	0	NA	3,248	3.3%	0	NA	0	NA	234	-67.8%	0	NA	0	NA	7,023	-26.5%	261	-15.3%	0	NA	261	-34.1%	7,284	-26.8%
JOHN LEWIS BRISTOL	1,434	-56.7%	0	NA	1,287	-31.1%	69	-79.5%	0	NA	26	-83.2%	0	NA	0	NA	2,816	-51.1%	38	-90.5%	0	NA	38	-90.5%	2,854	-53.6%
JOHN LEWIS CAMBRIDGE	2,242	-25.2%	0	NA	1,009	-49.5%	135	-63.3%	0	NA	159	-42.6%	0	NA	0	NA	3,545	-37.1%	108	-52.2%	0	NA	108	-52.2%	3,653	-37.7%
JOHN LEWIS CARDIFF	1,246	60.6%	0	NA	736	-7.5%	21	-83.7%	0	NA	154	NA	0	NA	0	NA	2,157	20.9%	38	-45.7%	0	NA	38	-45.7%	2,195	18.4%
JOHN LEWIS CHEADLE	4,974	21.0%	0	NA	2,333	-33.7%	262	-74.3%	0	NA	238	-4.0%	33	0.0%	0	NA	7,840	-12.2%	170	-63.8%	0	NA	170	-63.8%	8,010	-14.8%
JOHN LEWIS EDINBURGH	1,641	-45.9%	0	NA	527	-69.4%	109	75.8%	0	NA	101	-65.3%	0	NA	0	NA	2,378	-53.5%	180	-88.6%	0	NA	180	-88.6%	2,558	-61.7%
JOHN LEWIS EXETER (OPND 09/2012)	275	NA	0	NA	461	NA	0	NA	0	NA	0	NA	0	NA	0	NA	736	NA	0	NA	0	NA	0	NA	736	NA
JOHN LEWIS GLASGOW	1,581	-46.1%	0	NA	1,299	-39.7%	33	-90.3%	0	NA	0	NA	0	NA	0	NA	2,913	-47.9%	23	-96.8%	0	NA	23	-96.8%	2,936	-53.4%
JOHN LEWIS HIGH WYCOMBE	1,158	-9.8%	0	NA	477	-44.7%	48	-75.5%	0	NA	34	-56.4%	0	NA	0	NA	1,717	-29.1%	63	-30.8%	0	NA	63	-30.8%	1,780	-29.1%
JOHN LEWIS KINGSTON	2,479	-28.7%	0	NA	1,435	-14.7%	54	-76.0%	0	NA	115	-79.6%	0	NA	0	NA	4,083	-32.3%	38	-93.4%	0	NA	38	-93.4%	4,121	-37.6%
JOHN LEWIS LEICESTER	883	76.6%	0	NA	753	58.9%	27	-85.6%	0	NA	31	-84.4%	0	NA	0	NA	1,694	24.5%	23	-89.3%	0	NA	23	-89.3%	1,717	9.0%
JOHN LEWIS LIVERPOOL	11,207	-13.2%	0	NA	11,490	3.0%	654	-8.8%	0	NA	999	-25.5%	149	NA	0	NA	24,499	-6.2%	833	-19.7%	0	NA	833	-34.6%	25,332	-7.5%
JOHN LEWIS LONDON	7,120	-14.6%	0	NA	3,201	-25.3%	125	-80.6%	0	NA	1,040	-29.7%	331	25.4%	0	NA	11,817	-21.3%	303	-86.0%	0	NA	303	-89.9%	12,120	-32.6%
JOHN LEWIS MILTON KEYNES	2,372	4.4%	0	NA	1,585	8.7%	21	-81.9%	0	NA	45	-88.2%	0	NA	0	NA	4,023	-5.9%	69	-13.8%	0	NA	69	-13.8%	4,092	-6.1%
JOHN LEWIS NEWCASTLE	2,535	-38.5%	0	NA	1,632	-8.4%	164	-62.7%	0	NA	232	-35.0%	0	NA	0	NA	4,563	-32.7%	94	-78.3%	0	NA	94	-78.3%	4,657	-35.5%
JOHN LEWIS NORWICH (OPND 11/2011)	481	39.4%	0	NA	338	7.3%	0	NA	0	NA	42	NA	0	NA	0	NA	861	19.3%	0	NA	0	NA	0	NA	861	19.3%
JOHN LEWIS NOTTINGHAM	1,577	-54.4%	0	NA	441	-81.5%	143	-60.2%	0	NA	34	-90.6%	0	NA	0	NA	2,195	-67.0%	0	NA	0	NA	0	NA	2,195	-68.5%
JOHN LEWIS PETERBOROUGH	1,777	-33.2%	0	NA	917	-45.9%	75	-71.9%	0	NA	118	11.3%	0	NA	0	NA	2,887	-38.9%	0	NA	0	NA	0	NA	2,887	-45.3%
JOHN LEWIS READING	2,028	-14.3%	0	NA	1,358	-21.4%	27	-94.4%	0	NA	73	19.7%	0	NA	0	NA	3,486	-26.1%	110	-66.2%	0	NA	110	-66.2%	3,596	-28.7%
JOHN LEWIS SHEFFIELD	2,067	-23.4%	0	NA	861	-24.2%	33	-92.9%	0	NA	(47)	NA	0	NA	0	NA	2,914	-37.9%	63	-73.3%	0	NA	63	-73.3%	2,977	-39.6%
JOHN LEWIS SOLIHULL	1,705	-30.1%	0	NA	757	-51.9%	21	-86.5%	0	NA	174	79.4%	0	NA	0	NA	2,657	-40.0%	0	NA	0	NA	0	NA	2,657	-43.4%
JOHN LEWIS SOUTHAMPTON	1,951	-35.7%	0	NA	1,036	-46.1%	62	-89.8%	0	NA	140	-54.8%	0	NA	0	NA	3,189	-46.5%	15	-96.8%	0	NA	15	-97.2%	3,204	-50.7%
JOHN LEWIS STRATFORD (OPND 08/2011)	794	-64.0%	0	NA	1,072	-45.5%	0	NA	0	NA	26	-94.1%	0	NA	0	NA	1,892	-62.2%	105	-69.1%	0	NA	105	-69.1%	1,997	-62.7%
JOHN LEWIS TRAFFORD PARK	1,889	-30.0%	0	NA	899	-46.1%	67	-83.9%	0	NA	97	-6.7%	0	NA	0	NA	2,952	-39.6%	141	-73.2%	0	NA	141	-73.2%	3,093	-42.8%
JOHN LEWIS WATFORD	1,232	-67.6%	0	NA	1,330	-50.8%	142	-67.1%	0	NA	115	-46.3%	0	NA	0	NA	2,819	-61.1%	73	-75.0%	0	NA	73	-75.0%	2,892	-61.6%
JOHN LEWIS WELWYN GARDEN	2,085	-46.7%	0	NA	1,218	-56.4%	48	-85.7%	0	NA	239	-30.9%	0	NA	0	NA	3,590	-51.9%	31	-93.6%	0	NA	31	-93.6%	3,621	-54.5%
PETER JONES LONDON	1,814	-31.6%	0	NA	1,002	-0.7%	21	-93.8%	0	NA	222	-24.5%	83	NA	0	NA	3,142	-26.8%	0	NA	0	NA	0	NA	3,142	-29.2%
JOHN LEWIS.COM	20,347	62.5%	0	NA	11,867	24.6%	1,706	7.6%	0	NA	1,270	18.8%	645	77.2%	0	NA	35,835	43.0%	1,154	-69.6%	0	NA	1,154	-69.6%	36,989	28.2%
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	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	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	0	NA
TOTAL	87,964	-16.2%	0	NA	56,316	-20.7%	4,109	-65.7%	0	NA	5,989	-41.8%	1,241	-33.7%	0	NA	155,619	-22.2%	4,094	-75.3%	0	NA	4,094	-77.0%	159,713	-26.7%

LIKE ON LIKE	86,414	-15.6%	0	NA	54,445	-20.8%	4,109	-64.3%	0	NA	5,921	-39.9%	1,241	-33.7%	0	NA	152,130	-21.7%	3,989	-75.4%	0	NA	3,989	-77.1%	156,119	-26.3%
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NUMBER OF DOORS 29

DECEMBER 2012 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

JOHN LEWIS PARTNERSHIP

MONTH - RETAIL
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
JOHN LEWIS ABERDEEN	4,196	11.7%	0	NA	1,757	-23.2%	457	1.1%	0	NA	104	-24.6%	0	NA	0	NA	6,514	-1.8%	460	-35.4%	0	NA	460	-35.4%	6,974	-5.0%
JOHN LEWIS BLUEWATER	6,594	1.3%	0	NA	4,615	33.0%	252	-75.5%	0	NA	546	-42.5%	0	NA	0	NA	12,007	0.4%	441	-6.6%	213	NA	654	38.6%	12,661	1.9%
JOHN LEWIS BRENT CROSS	10,633	4.7%	0	NA	9,528	28.4%	921	-19.4%	0	NA	1,184	8.2%	109	101.9%	0	NA	22,375	12.6%	858	-28.7%	0	NA	858	-28.7%	23,233	10.3%
JOHN LEWIS BRISTOL	5,157	7.7%	0	NA	2,572	10.9%	585	82.2%	0	NA	504	15.1%	0	NA	0	NA	8,818	12.1%	153	-34.1%	0	NA	153	-34.1%	8,971	10.8%
JOHN LEWIS CAMBRIDGE	6,091	11.0%	0	NA	4,764	14.7%	665	8.5%	0	NA	583	22.5%	0	NA	0	NA	12,103	12.8%	542	20.4%	0	NA	542	20.4%	12,645	13.1%
JOHN LEWIS CARDIFF	4,681	32.4%	0	NA	2,347	0.7%	418	-35.0%	0	NA	592	101.4%	8	NA	0	NA	8,046	18.3%	142	-75.2%	0	NA	142	-75.2%	8,188	11.0%
JOHN LEWIS CHEADLE	11,901	25.9%	0	NA	5,852	-3.2%	780	-44.2%	0	NA	762	-27.8%	278	141.7%	0	NA	19,573	8.4%	594	-39.4%	41	NA	635	-35.3%	20,208	6.1%
JOHN LEWIS EDINBURGH	5,034	9.0%	0	NA	2,806	-8.4%	533	17.1%	0	NA	734	9.9%	0	NA	0	NA	9,107	3.4%	781	-29.3%	41	NA	822	-25.5%	9,929	0.2%
JOHN LEWIS EXETER (OPND 09/2012)	2,227	NA	0	NA	1,049	NA	89	NA	0	NA	171	NA	0	NA	0	NA	3,536	NA	0	NA	0	NA	0	NA	3,536	NA
JOHN LEWIS GLASGOW	7,090	35.8%	0	NA	2,424	-38.7%	432	-27.8%	0	NA	395	74.8%	0	NA	0	NA	10,341	3.3%	670	-18.5%	0	NA	670	-18.5%	11,011	1.7%
JOHN LEWIS HIGH WYCOMBE	2,748	31.7%	0	NA	1,504	38.0%	278	-25.1%	0	NA	133	-36.7%	0	NA	0	NA	4,663	24.1%	204	-49.4%	0	NA	204	-49.4%	4,867	17.0%
JOHN LEWIS KINGSTON	4,433	-14.6%	0	NA	2,839	-3.9%	485	1.7%	0	NA	329	-47.2%	0	NA	0	NA	8,086	-12.8%	377	-48.4%	86	NA	463	-36.6%	8,549	-14.5%
JOHN LEWIS LEICESTER	3,149	83.6%	0	NA	2,027	61.4%	300	72.4%	0	NA	276	4.2%	0	NA	0	NA	5,752	63.6%	235	-13.0%	0	NA	235	-13.0%	5,987	58.1%
JOHN LEWIS LIVERPOOL	25,466	-2.9%	0	NA	27,380	22.7%	3,174	-22.9%	0	NA	3,873	47.2%	442	32.7%	0	NA	60,335	8.5%	3,571	-32.1%	73	-49.3%	3,644	-32.6%	63,979	4.8%
JOHN LEWIS LONDON	24,068	14.3%	0	NA	15,057	12.7%	1,809	-32.4%	0	NA	5,718	98.0%	579	28.1%	0	NA	47,231	16.8%	4,672	8.5%	72	-87.1%	4,744	-2.5%	51,975	14.7%
JOHN LEWIS MILTON KEYNES	6,340	19.7%	0	NA	3,165	3.2%	272	-45.6%	0	NA	412	-27.3%	0	NA	0	NA	10,189	7.7%	604	68.2%	0	NA	604	68.2%	10,793	9.9%
JOHN LEWIS NEWCASTLE	6,900	-5.2%	0	NA	3,381	-11.4%	768	24.5%	0	NA	556	-16.9%	28	NA	0	NA	11,633	-6.0%	277	-58.5%	0	NA	277	-58.5%	11,910	-8.7%
JOHN LEWIS NORWICH (OPND 11/2011)	1,827	44.3%	0	NA	1,013	72.6%	371	130.4%	0	NA	212	45.2%	0	NA	0	NA	3,423	58.5%	84	-77.0%	0	NA	84	-77.0%	3,507	38.8%
JOHN LEWIS NOTTINGHAM	7,362	23.6%	0	NA	2,751	-7.3%	456	32.6%	0	NA	460	-19.0%	0	NA	0	NA	11,029	12.1%	286	-27.8%	0	NA	286	-27.8%	11,315	10.6%
JOHN LEWIS PETERBOROUGH	6,159	34.4%	0	NA	3,048	42.8%	332	-52.5%	0	NA	294	5.8%	0	NA	0	NA	9,833	27.8%	110	-84.2%	0	NA	110	-84.2%	9,943	18.5%
JOHN LEWIS READING	7,458	47.2%	0	NA	3,107	14.4%	646	173.7%	0	NA	331	4.7%	0	NA	0	NA	11,542	38.5%	304	-47.6%	43	NA	347	-40.2%	11,889	33.3%
JOHN LEWIS SHEFFIELD	5,515	7.5%	0	NA	3,028	35.8%	502	-0.8%	0	NA	457	-15.5%	0	NA	0	NA	9,502	13.0%	303	-34.7%	0	NA	303	-34.7%	9,805	10.5%
JOHN LEWIS SOLIHULL	5,063	10.7%	0	NA	2,830	-9.4%	206	-63.1%	0	NA	333	-24.7%	0	NA	0	NA	8,432	-3.4%	227	-48.6%	0	NA	227	-48.6%	8,659	-5.5%
JOHN LEWIS SOUTHAMPTON	9,981	23.3%	0	NA	5,698	33.4%	774	7.6%	0	NA	874	39.4%	56	80.6%	0	NA	17,383	26.5%	764	2.0%	84	-5.6%	848	1.2%	18,231	25.1%
JOHN LEWIS STRATFORD (OPND 08/2011)	4,922	4.6%	0	NA	3,965	12.7%	734	27.0%	0	NA	700	-6.2%	0	NA	0	NA	10,321	8.1%	695	-34.4%	0	NA	695	-34.4%	11,016	3.9%
JOHN LEWIS TRAFFORD PARK	5,478	29.2%	0	NA	3,221	16.7%	988	79.6%	0	NA	429	30.8%	0	NA	0	NA	10,116	28.4%	347	-63.5%	0	NA	347	-63.5%	10,463	18.5%
JOHN LEWIS WATFORD	6,110	-2.7%	0	NA	4,824	16.6%	623	13.3%	0	NA	580	1.0%	0	NA	0	NA	12,137	5.2%	390	-17.9%	43	NA	433	-8.8%	12,570	4.6%
JOHN LEWIS WELWYN GARDEN	6,018	-12.4%	0	NA	4,736	7.3%	526	-34.3%	0	NA	580	0.9%	0	NA	0	NA	11,860	-6.3%	345	-52.0%	43	NA	388	-46.0%	12,248	-8.5%
PETER JONES LONDON	4,700	20.8%	0	NA	2,617	40.3%	306	-28.7%	0	NA	759	84.7%	78	-11.4%	0	NA	8,460	26.6%	53	-81.5%	0	NA	53	-81.5%	8,513	22.1%
JOHN LEWIS.COM	44,984	44.9%	0	NA	26,638	26.9%	4,282	14.6%	0	NA	5,865	100.9%	1,071	76.4%	0	NA	82,840	32.8%	3,833	31.3%	260	NA	4,093	40.2%	86,933	33.1%
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	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	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	0	NA
TOTAL	252,285	17.8%	0	NA	160,543	15.8%	22,964	-9.8%	0	NA	28,746	32.7%	2,649	41.4%	0	NA	467,187	15.4%	22,322	-22.1%	999	26.0%	23,321	-20.8%	490,508	13.0%
LIKE ON LIKE	243,309	16.9%	0	NA	154,516	14.9%	21,770	-11.9%	0	NA	27,663	33.2%	2,649	41.4%	0	NA	449,907	14.5%	21,543	-20.9%	999	26.0%	22,542	-19.5%	472,449	12.2%

NUMBER OF DOORS

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DECEMBER 2012 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

SALON GROUP

YEAR TO DATE - TRADE
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
BEAUTY BASE EALING	4,561	-44.8%	0	NA	4,356	-21.4%	358	-74.4%	0	NA	2,030	-20.9%	0	NA	0	NA	11,305	-36.9%	422	-78.2%	0	NA	422	-78.2%	11,727	-40.9%
BEAUTY BASE HOUNSLOW	6,124	-19.3%	0	NA	5,134	-3.8%	513	-43.4%	0	NA	2,229	-8.8%	68	33.3%	0	NA	14,068	-13.9%	550	-79.7%	0	NA	550	-79.7%	14,618	-23.2%
BEAUTY BASE STAINES	1,981	-71.1%	0	NA	3,007	-31.9%	136	-77.2%	0	NA	375	-71.0%	0	NA	0	NA	5,499	-58.2%	289	-78.8%	0	NA	289	-78.8%	5,788	-60.2%
BEAUTY BASE STRATFORD (OPND 09/2011)	9,259	-23.7%	0	NA	9,045	0.6%	610	-78.8%	0	NA	4,601	42.3%	206	-38.9%	0	NA	23,721	-13.9%	675	-67.5%	0	NA	675	-67.5%	24,396	-17.7%
BEAUTY BASE WESTFIELD	9,829	-22.3%	0	NA	11,200	-9.0%	700	-67.1%	0	NA	5,147	2.0%	69	-76.9%	0	NA	26,945	-16.9%	865	-72.3%	0	NA	865	-72.3%	27,810	-21.8%
BEAUTY BASE WHITELEYS	5,575	-37.1%	0	NA	4,913	-15.9%	314	-73.6%	0	NA	2,075	-17.6%	222	-13.6%	0	NA	13,099	-29.8%	422	-83.2%	0	NA	422	-83.2%	13,521	-36.1%
COOTES PHARMACY	2,342	75.6%	0	NA	1,026	103.2%	290	5.1%	0	NA	750	NA	0	NA	0	NA	4,408	103.2%	235	-58.5%	0	NA	235	-58.5%	4,643	69.8%
DAVID FRANK LANCASTER	3,818	-17.8%	0	NA	923	-62.7%	88	-87.3%	0	NA	27	-93.3%	0	NA	0	NA	4,856	-40.8%	329	-73.5%	0	NA	329	-73.5%	5,185	-45.1%
ELEGANCE & BEAUTE GLASGOW (OPND 09/2012)	1,755	-9.9%	0	NA	1,427	13.6%	124	-49.0%	0	NA	107	-8.5%	0	NA	0	NA	3,413	-5.6%	613	-23.5%	0	NA	613	-23.5%	4,026	-8.9%
FEELUNIQUE.COM (OPND 12/2011)	42,497	745.2%	0	NA	44,046	584.2%	5,847	238.0%	0	NA	9,215	NA	4,996	NA	0	NA	106,601	652.5%	3,174	35.0%	0	NA	3,174	35.0%	109,775	564.6%
GARDEN PHARMACY	4,074	-1.2%	0	NA	1,647	13.7%	189	-72.8%	0	NA	953	-2.3%	378	38.0%	0	NA	7,241	-3.1%	572	-52.0%	0	NA	572	-52.0%	7,813	-9.8%
HEAVEN SCENT BURTON-ON-TRENT	9,726	8.5%	14	-84.4%	4,376	-9.8%	504	92.4%	0	NA	479	-44.4%	28	-83.6%	0	NA	15,127	-0.4%	824	-41.3%	0	NA	824	-41.3%	15,951	-3.9%
THE CUTTING COMPANY LOUGHBOROUGH	2,187	-15.7%	0	NA	1,728	27.2%	110	96.4%	0	NA	375	861.5%	17	0.0%	0	NA	4,417	5.4%	288	-24.8%	0	NA	288	-24.8%	4,705	2.9%
RAGDALE HALL (OPEND 07/2011)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	760	-64.5%	0	NA	760	-69.7%	760	-69.7%
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	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	0	NA
WARMAN FREED	2,250	7.3%	(71)	NA	1,134	-14.7%	190	-69.6%	0	NA	874	78.7%	(20)	NA	0	NA	4,156	-7.1%	340	-66.4%	0	NA	340	-66.4%	4,496	-18.0%
TOTAL	105,978	21.6%	(57)	NA	93,962	51.4%	9,973	-27.3%	0	NA	29,237	40.7%	5,964	233.2%	0	NA	244,856	31.9%	10,358	-58.3%	0	NA	10,358	-58.9%	255,214	21.1%

LIKE ON LIKE	54,222	-22.5%	(57)	NA	40,871	-12.4%	3,516	-61.4%	0	NA	15,421	-7.8%	762	-41.8%	0	NA	114,534	-20.4%	5,749	-68.5%	0	NA	5,749	-68.5%	120,283	-25.8%
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NUMBER OF DOORS 16

DECEMBER 2012 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

SALON GROUP

YEAR TO DATE - RETAIL
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
BEAUTY BASE EALING	11,428	-15.1%	0	NA	6,857	-5.0%	3,048	-13.2%	0	NA	1,270	-14.4%	506	-11.5%	0	NA	23,109	-12.6%	2,285	6.2%	0	NA	2,285	6.2%	25,394	-11.1%
BEAUTY BASE HOUNSLOW	12,183	-4.5%	0	NA	7,307	6.3%	3,246	-2.5%	0	NA	1,353	-3.6%	542	-0.2%	0	NA	24,631	-1.7%	2,436	16.0%	0	NA	2,436	16.0%	27,067	-0.4%
BEAUTY BASE STAINES	6,124	1.5%	0	NA	3,673	12.1%	1,634	6.2%	0	NA	679	4.9%	272	7.5%	0	NA	12,382	4.9%	1,221	23.1%	0	NA	1,221	23.1%	13,603	6.3%
BEAUTY BASE STRATFORD (OPND 09/2011)	27,036	135.6%	0	NA	16,223	135.6%	7,209	135.6%	0	NA	3,004	135.6%	1,203	135.9%	0	NA	54,675	135.6%	5,406	135.7%	0	NA	5,406	135.7%	60,081	135.6%
BEAUTY BASE WESTFIELD	26,666	3.2%	0	NA	16,000	14.6%	7,113	5.2%	0	NA	2,964	3.7%	1,184	7.6%	0	NA	53,927	6.0%	5,332	28.5%	0	NA	5,332	28.5%	59,259	7.7%
BEAUTY BASE WHITELEYS	12,952	-20.8%	0	NA	7,771	-10.8%	3,455	-18.7%	0	NA	1,440	-19.6%	575	-17.1%	0	NA	26,193	-18.3%	2,591	-1.2%	0	NA	2,591	-1.2%	28,784	-17.0%
COOTES PHARMACY	1,684	110.8%	0	NA	456	-9.3%	210	-38.2%	0	NA	720	206.4%	0	NA	0	NA	3,070	63.6%	280	NA	0	NA	280	NA	3,350	78.5%
DAVID FRANK LANCASTER	5,807	-32.7%	0	NA	1,589	-64.4%	807	-21.3%	0	NA	209	-58.6%	0	NA	0	NA	8,412	-44.1%	302	-65.8%	0	NA	302	-65.8%	8,714	-45.3%
ELEGANCE & BEAUTE GLASGOW (OPND 09/2012)	3,611	50.9%	0	NA	338	-72.5%	150	-73.7%	0	NA	62	-73.9%	27	-71.9%	0	NA	4,188	-7.8%	755	76.0%	0	NA	755	76.0%	4,943	-0.6%
FEELUNIQUE.COM (OPND 12/2011)	54,031	NA	0	NA	67,484	NA	7,371	NA	0	NA	11,491	NA	6,192	NA	3,774	NA	150,343	NA	6,028	NA	0	NA	6,028	NA	156,371	NA
GARDEN PHARMACY	6,398	NA	0	NA	2,633	NA	578	NA	0	NA	1,401	NA	496	NA	0	NA	11,506	NA	728	NA	0	NA	728	NA	12,234	NA
HEAVEN SCENT BURTON-ON-TRENT	6,782	215.4%	0	NA	4,068	292.7%	1,808	278.2%	0	NA	753	278.4%	301	276.3%	0	NA	13,712	244.3%	1,356	NA	0	NA	1,356	NA	15,068	278.3%
THE CUTTING COMPANY LOUGHBOROUGH	4,979	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	4,979	NA	0	NA	0	NA	0	NA	4,979	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	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	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	0	NA
WARMAN FREED	4,566	-4.9%	68	-44.3%	2,105	25.4%	957	-8.2%	0	NA	556	-47.9%	142	NA	0	NA	8,394	-3.7%	709	-46.6%	0	NA	709	-46.6%	9,103	-9.3%
TOTAL	184,247	75.4%	68	-94.4%	136,504	144.5%	37,586	45.1%	0	NA	25,902	121.3%	11,440	191.5%	3,774	NA	399,521	95.9%	29,429	73.6%	0	NA	29,429	73.6%	428,950	94.2%

LIKE ON LIKE	103,180	10.3%	68	-94.4%	52,797	7.9%	23,006	0.7%	0	NA	11,407	9.4%	4,045	18.4%	0	NA	194,503	7.6%	17,995	22.8%	0	NA	17,995	22.8%	212,498	8.8%
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NUMBER OF DOORS 17

DECEMBER 2012 YTD

CLARINS FRAGRANCE GROUP STORE GROUP REPORT

SALON GROUP

MONTH - TRADE
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
BEAUTY BASE EALING	862	-23.6%	0	NA	986	102.9%	0	NA	0	NA	54	-85.5%	0	NA	0	NA	1,902	-11.6%	0	NA	0	NA	0	NA	1,902	-17.3%
BEAUTY BASE HOUNSLOW	1,262	-9.1%	0	NA	881	78.0%	0	NA	0	NA	60	-87.7%	0	NA	0	NA	2,203	-15.4%	0	NA	0	NA	0	NA	2,203	-22.2%
BEAUTY BASE STAINES	1,004	20.5%	0	NA	347	26.2%	0	NA	0	NA	15	-92.1%	0	NA	0	NA	1,366	-4.5%	0	NA	0	NA	0	NA	1,366	-10.5%
BEAUTY BASE STRATFORD (OPND 09/2011)	1,680	-33.5%	0	NA	1,155	-29.3%	0	NA	0	NA	103	-77.1%	0	NA	0	NA	2,938	-40.5%	0	NA	0	NA	0	NA	2,938	-45.2%
BEAUTY BASE WESTFIELD	1,694	2.7%	0	NA	1,543	3.4%	0	NA	0	NA	238	-65.8%	0	NA	0	NA	3,475	-19.5%	0	NA	0	NA	0	NA	3,475	-21.5%
BEAUTY BASE WHITELEYS	627	-44.9%	0	NA	601	3.8%	0	NA	0	NA	110	161.9%	0	NA	0	NA	1,338	-33.0%	0	NA	0	NA	0	NA	1,338	-37.4%
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	0	NA
DAVID FRANK LANCASTER	1,314	392.1%	0	NA	395	38.1%	66	NA	0	NA	27	-69.7%	0	NA	0	NA	1,802	180.7%	82	NA	0	NA	82	NA	1,884	193.5%
ELEGANCE & BEAUTE GLASGOW (OND 09/2012)	244	162.4%	0	NA	215	258.3%	0	NA	0	NA	0	NA	0	NA	0	NA	459	100.4%	0	NA	0	NA	0	NA	459	100.4%
FEELUNIQUE.COM (OPND 12/2011)	4,578	-8.9%	0	NA	1,428	-77.8%	662	-61.7%	0	NA	1,056	27.7%	0	NA	0	NA	7,724	-45.5%	208	-91.2%	0	NA	208	-91.2%	7,932	-52.0%
GARDEN PHARMACY	522	42.2%	0	NA	181	201.7%	18	-89.3%	0	NA	117	-59.2%	52	0.0%	0	NA	890	-4.8%	0	NA	0	NA	0	NA	890	-9.4%
HEAVEN SCENT BURTON-ON-TRENT	1,837	41.2%	0	NA	891	25.0%	65	NA	0	NA	32	NA	0	NA	0	NA	2,825	40.3%	0	NA	0	NA	0	NA	2,825	31.8%
THE CUTTING COMPANY LOUGHBOROUGH	0	NA	0	NA	(111)	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(111)	NA	0	NA	0	NA	0	NA	(111)	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	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	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	0	NA
WARMAN FREED	266	43.0%	0	NA	172	-26.2%	0	NA	0	NA	120	NA	0	NA	0	NA	558	20.8%	0	NA	0	NA	0	NA	558	20.8%
TOTAL	15,890	-2.9%	0	NA	8,684	-32.8%	811	-77.6%	0	NA	1,932	-43.8%	52	-73.5%	0	NA	27,369	-25.1%	290	-92.2%	0	NA	290	-92.5%	27,659	-31.6%

LIKE ON LIKE	9,632	9.3%	0	NA	6,101	25.7%	149	-90.4%	0	NA	773	-64.2%	52	0.0%	0	NA	16,707	-4.2%	82	-91.2%	0	NA	82	-91.2%	16,789	-8.6%
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2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
BEAUTY BASE EALING	3,201	26.9%	0	NA	1,921	27.0%	854	26.9%	0	NA	356	27.1%	141	25.9%	0	NA	6,473	26.9%	640	27.0%	0	NA	640	27.0%	7,113	26.9%
BEAUTY BASE HOUNSLOW	3,213	4.6%	0	NA	1,928	4.6%	857	4.6%	0	NA	357	4.7%	143	4.4%	0	NA	6,498	4.6%	642	4.6%	0	NA	642	4.6%	7,140	4.6%
BEAUTY BASE STAINES	2,104	14.7%	0	NA	1,263	14.6%	561	14.5%	0	NA	234	14.7%	94	14.6%	0	NA	4,256	14.6%	420	14.4%	0	NA	420	14.4%	4,676	14.6%
BEAUTY BASE STRATFORD (OPND 09/2011)	5,555	-7.8%	0	NA	3,333	-7.8%	1,481	-7.8%	0	NA	617	-7.8%	247	-7.8%	0	NA	11,233	-7.8%	1,111	-7.8%	0	NA	1,111	-7.8%	12,344	-7.8%
BEAUTY BASE WESTFIELD	6,928	19.8%	0	NA	4,157	19.8%	1,848	19.8%	0	NA	770	19.9%	307	19.5%	0	NA	14,010	19.8%	1,386	19.9%	0	NA	1,386	19.9%	15,396	19.8%
BEAUTY BASE WHITELEYS	2,241	-28.7%	0	NA	1,345	-28.6%	598	-28.6%	0	NA	249	-28.7%	100	-28.6%	0	NA	4,533	-28.6%	448	-28.7%	0	NA	448	-28.7%	4,981	-28.6%
COOTES PHARMACY	350	NA	0	NA	156	NA	150	NA	0	NA	195	NA	0	NA	0	NA	851	NA	140	NA	0	NA	140	NA	991	NA
DAVID FRANK LANCASTER	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
ELEGANCE & BEAUTE GLASGOW (OPND 09/2012)	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
FEELUNIQUE.COM (OPND 12/2011)	17,855	NA	0	NA	21,363	NA	1,505	NA	0	NA	2,219	NA	969	NA	0	NA	43,911	NA	744	NA	0	NA	744	NA	44,655	NA
GARDEN PHARMACY	1,448	NA	0	NA	627	NA	288	NA	0	NA	218	NA	0	NA	0	NA	2,581	NA	66	NA	0	NA	66	NA	2,647	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	0	NA
THE CUTTING COMPANY 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	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	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	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	0	NA
WARMAN FREED	917	-22.9%	0	NA	550	354.5%	244	NA	0	NA	102	-17.7%	41	NA	0	NA	1,854	29.3%	183	NA	0	NA	183	NA	2,037	42.1%
TOTAL	43,812	73.0%	0	NA	36,643	152.3%	8,386	39.6%	0	NA	5,317	89.8%	2,042	101.2%	0	NA	96,200	93.5%	5,780	23.1%	0	NA	5,780	23.1%	101,980	87.5%
LIKE ON LIKE	20,402	5.7%	0	NA	11,947	9.5%	5,400	22.7%	0	NA	2,481	16.4%	826	10.6%	0	NA	41,056	9.4%	3,925	12.5%	0	NA	3,925	12.5%	44,981	9.7%

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2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
SELFRIDGES BIRMINGHAM	11,529	-5.6%	0	NA	20,998	139.9%	1,223	-32.3%	0	NA	6,154	113.2%	217	47.6%	47	NA	40,168	54.8%	4,012	-63.2%	949	-37.7%	4,961	-60.0%	45,129	17.6%
SELFRIDGES EXCHANGE SQ (MANCHESTER)	8,631	-28.3%	0	NA	17,100	32.9%	1,906	14.4%	0	NA	9,486	402.7%	233	-46.9%	47	NA	37,403	24.8%	2,362	-72.6%	317	-53.0%	2,679	-71.2%	40,082	2.1%
SELFRIDGES LONDON	60,225	-11.8%	0	NA	84,168	21.9%	8,096	-33.5%	15,456	8.0%	40,320	10.8%	4,485	24.1%	636	NA	213,386	4.3%	28,673	-64.2%	2,584	-54.9%	31,257	-63.5%	244,643	-15.7%
SELFRIDGES TRAFFORD PARK (MANCHESTER)	25,721	-6.3%	0	NA	49,055	94.8%	2,807	-48.8%	288	NA	10,926	134.4%	854	8.1%	93	NA	89,744	43.0%	11,524	-41.0%	1,903	-14.6%	13,427	-38.3%	103,171	22.1%
SELFRIDGES.CO.UK	2,693	5.2%	0	NA	6,326	578.8%	896	1.2%	528	NA	2,792	690.9%	109	-12.8%	47	NA	13,391	175.8%	2,241	-77.9%	753	-69.4%	2,994	-76.3%	16,385	-6.2%
SELFRIDGES HEAD OFFICE ACCOUNT	(675)	NA	0	NA	(7,087)	NA	(1,658)	NA	0	NA	(158)	NA	0	NA	0	NA	(9,578)	NA	(1,102)	NA	0	NA	(1,102)	NA	(10,680)	NA
TOTAL	108,124	-11.8%	0	NA	170,560	46.0%	13,270	-39.7%	16,272	15.8%	69,520	50.5%	5,898	15.3%	870	NA	384,514	17.3%	47,710	-63.1%	6,506	-48.5%	54,216	-61.8%	438,730	-6.6%
LIKE ON LIKE	108,124	-11.8%	0	NA	170,560	46.0%	13,270	-39.7%	16,272	15.8%	69,520	50.5%	5,898	15.3%	870	NA	384,514	17.3%	47,710	-63.1%	6,506	-48.5%	54,216	-61.8%	438,730	-6.6%

YEAR TO DATE - RETAIL

2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
SELFRIDGES BIRMINGHAM	20,078	-33.3%	0	NA	33,702	94.9%	3,746	-24.3%	0	NA	16,398	225.9%	589	73.2%	186	NA	74,699	28.8%	9,008	-58.6%	1,122	-17.5%	10,130	-56.2%	84,829	4.6%
SELFRIDGES EXCHANGE SQ (MANCHESTER)	25,143	0.9%	0	NA	24,450	12.2%	5,922	-3.2%	0	NA	4,992	-26.9%	742	-43.4%	31	NA	61,280	-1.5%	4,675	-74.9%	0	NA	4,675	-76.0%	65,955	-19.3%
SELFRIDGES LONDON	122,240	-7.0%	0	NA	165,831	51.9%	26,549	-18.4%	32,610	-17.4%	56,684	-15.9%	7,129	-9.0%	762	NA	411,805	5.6%	52,716	-60.1%	3,858	-52.4%	56,574	-59.7%	468,379	-11.6%
SELFRIDGES TRAFFORD PARK (MANCHESTER)	56,761	-9.2%	78	-78.0%	104,987	91.2%	11,450	-32.3%	1,910	-41.2%	20,585	122.6%	1,762	-12.0%	339	NA	197,872	32.6%	28,640	-41.9%	666	-73.0%	29,306	-43.4%	227,178	13.0%
SELFRIDGES.CO.UK	7,554	56.1%	0	NA	4,382	151.0%	1,891	180.6%	0	NA	811	182.6%	265	145.4%	0	NA	14,903	94.7%	1,602	-86.0%	0	NA	1,602	-86.0%	16,505	-13.6%
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	0	NA
TOTAL	231,776	-8.7%	78	-97.6%	333,352	62.7%	49,558	-19.0%	34,520	-20.3%	99,470	12.0%	10,487	-9.5%	1,318	NA	760,559	14.0%	96,641	-58.6%	5,646	-56.0%	102,287	-58.4%	862,846	-5.5%
LIKE ON LIKE	231,776	-8.7%	78	-97.6%	333,352	62.7%	49,558	-19.0%	34,520	-20.3%	99,470	12.0%	10,487	-9.5%	1,318	NA	760,559	14.0%	96,641	-58.6%	5,646	-56.0%	102,287	-58.4%	862,846	-5.5%

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MONTH - TRADE

2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
SELFRIDGES BIRMINGHAM	1,904	115.6%	0	NA	3,139	68.9%	160	-78.9%	0	NA	316	-16.4%	62	-27.1%	0	NA	5,581	40.9%	150	-40.0%	55	-64.5%	205	-49.4%	5,786	32.5%
SELFRIDGES EXCHANGE SQ (MANCHESTER)	636	-49.5%	0	NA	985	-66.6%	170	-62.7%	0	NA	212	61.8%	0	NA	0	NA	2,003	-61.8%	312	48.6%	0	NA	312	48.6%	2,315	-57.6%
SELFRIDGES LONDON	8,020	46.1%	0	NA	4,956	-57.6%	459	-63.6%	480	NA	1,774	-8.4%	1,139	169.9%	0	NA	16,828	-15.0%	674	NA	55	NA	729	NA	17,557	-0.5%
SELFRIDGES TRAFFORD PARK (MANCHESTER)	3,408	-0.5%	0	NA	3,577	-30.1%	341	-66.7%	96	-71.4%	171	-55.9%	234	-4.9%	0	NA	7,827	-25.7%	291	NA	0	NA	291	NA	8,118	-23.0%
SELFRIDGES.CO.UK	464	NA	0	NA	396	59.0%	85	NA	240	NA	0	NA	31	NA	0	NA	1,216	339.0%	264	428.0%	120	NA	384	668.0%	1,600	389.3%
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	0	NA
TOTAL	14,432	30.2%	0	NA	13,053	-40.3%	1,215	-65.3%	816	NA	2,473	-12.7%	1,466	90.9%	0	NA	33,455	-16.0%	1,691	NA	230	NA	1,921	NA	35,376	-7.7%
LIKE ON LIKE	14,432	30.2%	0	NA	13,053	-40.3%	1,215	-65.3%	816	NA	2,473	-12.7%	1,466	90.9%	0	NA	33,455	-16.0%	1,691	NA	230	NA	1,921	NA	35,376	-7.7%

MONTH - RETAIL

2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
SELFRIDGES BIRMINGHAM	5,089	-34.5%	0	NA	7,668	58.0%	876	-21.0%	0	NA	2,880	154.6%	155	NA	0	NA	16,668	12.1%	1,050	-50.8%	133	-39.5%	1,183	-49.7%	17,851	3.7%
SELFRIDGES EXCHANGE SQ (MANCHESTER)	5,646	-4.5%	0	NA	8,532	140.4%	1,144	-27.5%	0	NA	1,657	151.8%	0	NA	31	NA	17,010	42.2%	726	-38.6%	0	NA	726	-38.6%	17,736	34.9%
SELFRIDGES LONDON	24,331	0.9%	0	NA	16,860	-0.8%	6,313	54.2%	3,446	-36.8%	8,856	84.3%	734	-25.3%	210	NA	60,750	7.6%	4,224	-33.8%	151	-73.1%	4,375	-37.0%	65,125	2.7%
SELFRIDGES TRAFFORD PARK (MANCHESTER)	13,308	-11.4%	0	NA	15,766	20.1%	3,194	-11.6%	0	NA	2,967	188.9%	420	-12.9%	124	NA	35,779	5.4%	4,804	-21.0%	151	-80.2%	4,955	-27.6%	40,734	-0.1%
SELFRIDGES.CO.UK	4,044	141.4%	0	NA	2,428	133.7%	1,079	168.4%	0	NA	449	167.3%	181	170.1%	0	NA	8,181	144.1%	810	-23.7%	0	NA	810	-23.7%	8,991	103.8%
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	0	NA
TOTAL	52,418	-3.8%	0	NA	51,254	29.6%	12,606	16.8%	3,446	-43.7%	16,809	115.8%	1,490	-17.0%	365	NA	138,388	14.8%	11,614	-31.0%	435	-71.8%	12,049	-34.5%	150,437	8.3%
LIKE ON LIKE	52,418	-3.8%	0	NA	51,254	29.6%	12,606	16.8%	3,446	-43.7%	16,809	115.8%	1,490	-17.0%	365	NA	138,388	14.8%	11,614	-31.0%	435	-71.8%	12,049	-34.5%	150,437	8.3%

NUMBER OF DOORS

DECEMBER 2012 YTD

THE FRAGRANCE SHOP

CLARINS FRAGRANCE REPORT STORE GROUP REPORT

YEAR TO DATE - TRADE
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
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	0	NA
THE FRAGRANCE SHOP (DC)	668,029	21.7%	(7,925)	NA	878,652	36.6%	3,577	-96.5%	0	NA	121,809	86.8%	0	NA	0	NA	1,664,142	21.0%	22,343	-86.3%	0	NA	22,343	-86.3%	1,686,485	9.7%
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	0	NA
THE FRAGRANCE SHOP EXPENSE BUYING A/C	(28,218)	NA	0	NA	0	NA	(4,890)	NA	0	NA	0	NA	0	NA	0	NA	(33,108)	NA	(4,636)	NA	0	NA	(4,636)	NA	(37,744)	NA
TOTAL	639,811	14.4%	(7,925)	NA	878,652	35.4%	(1,313)	NA	0	NA	121,809	89.2%	0	NA	0	NA	1,631,034	17.3%	17,707	-89.1%	0	NA	17,707	-89.1%	1,648,741	6.2%
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	0	NA

YEAR TO DATE - RETAIL
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
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	0	NA
THE FRAGRANCE SHOP (DC)	1,111,622	23.2%	12,944	-31.8%	1,438,152	34.8%	123,775	19.0%	0	NA	158,464	27.7%	6	NA	0	NA	2,844,963	28.4%	98,789	-5.4%	1,602	NA	100,391	-3.9%	2,945,354	26.9%
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	0	NA
THE FRAGRANCE SHOP EXPENSE BUYING 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	0	NA
TOTAL	1,111,622	23.2%	12,944	-31.8%	1,438,152	34.8%	123,775	19.0%	0	NA	158,464	27.7%	6	NA	0	NA	2,844,963	28.4%	98,789	-5.4%	1,602	NA	100,391	-3.9%	2,945,354	26.9%
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

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DECEMBER 2012 YTD

THE FRAGRANCE SHOP

CLARINS FRAGRANCE REPORT STORE GROUP REPORT

MONTH - TRADE
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
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	0	NA
THE FRAGRANCE SHOP (DC)	100,685	46.1%	0	NA	132,907	270.8%	5,182	-61.2%	0	NA	15,755	722.3%	0	NA	0	NA	254,529	98.0%	0	NA	0	NA	0	NA	254,529	96.3%
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	0	NA
THE FRAGRANCE SHOP EXPENSE BUYING 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	0	NA
TOTAL	100,685	46.1%	0	NA	132,907	270.8%	5,182	-61.2%	0	NA	15,755	722.3%	0	NA	0	NA	254,529	98.0%	0	NA	0	NA	0	NA	254,529	96.3%
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

MONTH - RETAIL
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
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	0	NA
THE FRAGRANCE SHOP (DC)	421,405	24.6%	242	-95.0%	480,966	32.4%	22,580	-24.1%	0	NA	44,225	11.8%	0	NA	0	NA	969,418	25.0%	13,816	-51.1%	0	NA	13,816	-51.1%	983,234	22.3%
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	0	NA
THE FRAGRANCE SHOP EXPENSE BUYING 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	0	NA
TOTAL	421,405	24.6%	242	-95.0%	480,966	32.4%	22,580	-24.1%	0	NA	44,225	11.8%	0	NA	0	NA	969,418	25.0%	13,816	-51.1%	0	NA	13,816	-51.1%	983,234	22.3%
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

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CLARINS FRAGRANCE REPORT
STORE GROUP REPORT

THE PERFUME SHOP

YEAR TO DATE - TRADE
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
THE PERFUME SHOP (Expenses A/C)	(327,692)	NA	(35,656)	NA	(13,161)	NA	(29,113)	NA	0	NA	(125)	NA	0	NA	0	NA	(405,747)	NA	(32,319)	NA	0	NA	(32,319)	NA	(438,066)	NA
THE PERFUME SHOP (Dunstable)	2,510,714	25.1%	(57)	NA	2,462,031	32.3%	128,867	-33.6%	(152)	NA	220,980	70.1%	0	NA	0	NA	5,322,383	25.2%	117,964	-20.9%	0	NA	117,964	-20.9%	5,440,347	23.6%
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	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	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	0	NA
TOTAL	2,183,022	-1.5%	(35,713)	NA	2,448,870	9.8%	99,754	-52.8%	(152)	NA	220,855	10.7%	0	NA	0	NA	4,916,636	-0.9%	85,645	-78.4%	0	NA	85,645	-78.4%	5,002,281	-6.7%
LIKE ON LIKE	2,183,022	-1.5%	(35,713)	NA	2,448,870	9.8%	99,754	-52.8%	(152)	NA	220,855	10.7%	0	NA	0	NA	4,916,636	-0.9%	85,645	-78.4%	0	NA	85,645	-78.4%	5,002,281	-6.7%

YEAR TO DATE - RETAIL
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
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	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	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	0	NA
THE PERFUME SHOP	4,068,982	-5.7%	35,031	-71.7%	4,221,316	6.5%	346,319	-7.9%	0	NA	373,383	3.3%	0	NA	0	NA	9,045,031	-1.1%	210,105	-47.2%	3,530	NA	213,635	-46.3%	9,258,666	-2.9%
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	0	NA
TOTAL	4,068,982	-5.7%	35,031	-71.7%	4,221,316	6.5%	346,319	-7.9%	0	NA	373,383	3.3%	0	NA	0	NA	9,045,031	-1.1%	210,105	-47.2%	3,530	NA	213,635	-46.3%	9,258,666	-2.9%
LIKE ON LIKE	4,068,982	-5.7%	35,031	-71.7%	4,221,316	6.5%	346,319	-7.9%	0	NA	373,383	3.3%	0	NA	0	NA	9,045,031	-1.1%	210,105	-47.2%	3,530	NA	213,635	-46.3%	9,258,666	-2.9%

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CLARINS FRAGRANCE REPORT STORE GROUP REPORT

THE PERFUME SHOP

MONTH - TRADE
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
THE PERFUME SHOP (Expenses A/C)	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	0	NA	(10,820)	NA	0	NA	(10,820)	NA	(10,820)	NA
THE PERFUME SHOP (Dunstable)	263,679	-25.4%	0	NA	341,087	-10.4%	8,338	-90.2%	0	NA	16,545	-22.9%	0	NA	0	NA	629,649	-30.1%	0	NA	0	NA	0	NA	629,649	-33.5%
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	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	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	0	NA
TOTAL	263,679	-25.4%	0	NA	341,087	-10.4%	8,338	-90.2%	0	NA	16,545	-22.9%	0	NA	0	NA	629,649	-30.1%	(10,820)	NA	0	NA	(10,820)	NA	618,829	-34.6%
LIKE ON LIKE	263,679	-25.4%	0	NA	341,087	-10.4%	8,338	-90.2%	0	NA	16,545	-22.9%	0	NA	0	NA	629,649	-30.1%	(10,820)	NA	0	NA	(10,820)	NA	618,829	-34.6%

MONTH - RETAIL
2012 vs 2011

STORE:	ANGEL		INNOCENT		ALIEN		WOMANITY		MIRROR		A*MEN		COLOGNE		MINITURES		TMP TOTAL		AURA		AURA JEWEL		SWAROVSKI TOTAL		CFG TOTAL	
	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%	2012	%
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	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	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	0	NA
THE PERFUME SHOP	1,484,990	-6.3%	580	-97.9%	1,459,299	-6.4%	86,891	-31.9%	0	NA	98,071	-10.4%	0	NA	0	NA	3,129,831	-8.2%	0	NA	0	NA	0	NA	3,129,831	-11.1%
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	0	NA
TOTAL	1,484,990	-6.3%	580	-97.9%	1,459,299	-6.4%	86,891	-31.9%	0	NA	98,071	-10.4%	0	NA	0	NA	3,129,831	-8.2%	0	NA	0	NA	0	NA	3,129,831	-11.1%
LIKE ON LIKE	1,484,990	-6.3%	580	-97.9%	1,459,299	-6.4%	86,891	-31.9%	0	NA	98,071	-10.4%	0	NA	0	NA	3,129,831	-8.2%	0	NA	0	NA	0	NA	3,129,831	-11.1%

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