

DECEMBER 2013 YTD

CLARINS FRAGRANCE GROUP  
STORE GROUP REPORT

SUMMARY

YEAR TO DATE - TRADE  
2013 vs 2012

| GROUP:                           | ANGEL     |        | INNOCENT |        | ALIEN     |        | WOMANITY |        | MIRROR |        | A*MEN   |        | COLOGNE |        | MINITURES |        | TMP TOTAL  |        | AURA     |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL  |        |
|----------------------------------|-----------|--------|----------|--------|-----------|--------|----------|--------|--------|--------|---------|--------|---------|--------|-----------|--------|------------|--------|----------|--------|------------|--------|-----------------|--------|------------|--------|
|                                  | 2013      | %      | 2013     | %      | 2013      | %      | 2013     | %      | 2013   | %      | 2013    | %      | 2013    | %      | 2013      | %      | 2013       | %      | 2013     | %      | 2013       | %      | 2013            | %      | 2013       | %      |
| BOOTS                            | 2,504,330 | 25.7%  | (456)    | NA     | 2,469,774 | 13.0%  | 99,353   | 57.7%  | 0      | NA     | 74,153  | -44.7% | 250     | -2.0%  | 716       | NA     | 5,148,120  | 17.7%  | (34,446) | NA     | 0          | NA     | (34,446)        | NA     | 5,113,674  | 11.6%  |
| DEBENHAMS                        | 2,015,159 | -3.9%  | (78)     | NA     | 1,879,388 | -9.4%  | (7,335)  | NA     | 0      | NA     | 159,932 | -47.2% | 19,561  | 4.3%   | (69)      | NA     | 4,066,558  | -17.2% | 226,295  | -61.4% | 14,005     | -18.5% | 240,300         | -60.2% | 4,306,858  | -21.9% |
| FENWICK                          | 171,785   | 4.8%   | (15)     | NA     | 123,825   | 5.1%   | 10,776   | -42.5% | 0      | NA     | 20,493  | -20.0% | 1,786   | -11.9% | 0         | NA     | 328,650    | -0.3%  | 16,021   | -50.8% | 902        | -73.4% | 16,923          | -53.0% | 345,573    | -5.5%  |
| HOUSE OF FRASER                  | 441,423   | -11.7% | (48)     | NA     | 328,426   | -10.8% | 41,298   | -31.7% | (801)  | NA     | 62,806  | -49.5% | 13,159  | -1.2%  | (212)     | NA     | 886,051    | -16.0% | 26,018   | -80.9% | 1,343      | -83.7% | 27,361          | -81.1% | 913,412    | -23.9% |
| INDEPENDENT                      | 311,937   | 27.5%  | (933)    | NA     | 267,897   | 61.2%  | 88,550   | 71.7%  | 16,187 | -57.6% | 53,830  | 14.7%  | 8,089   | 9.0%   | 0         | NA     | 745,557    | 37.2%  | 11,213   | -88.4% | (13,047)   | NA     | (1,834)         | NA     | 743,723    | 13.5%  |
| JOHN LEWIS                       | 475,502   | 10.4%  | (26)     | NA     | 366,913   | 18.4%  | 27,472   | -8.4%  | 0      | NA     | 47,155  | -6.4%  | 2,149   | -74.3% | 0         | NA     | 919,165    | 10.8%  | 18,706   | -53.4% | (505)      | NA     | 18,201          | -54.9% | 937,366    | 7.8%   |
| SALON                            | 72,510    | -31.6% | (12)     | NA     | 66,809    | -28.9% | 2,738    | -72.5% | 0      | NA     | 16,274  | -44.3% | 1,070   | -82.1% | 0         | NA     | 159,389    | -34.9% | 6,246    | -39.7% | (53)       | NA     | 6,193           | -40.2% | 165,582    | -35.1% |
| SELFRIDGES                       | 112,745   | 4.3%   | 0        | NA     | 130,547   | -23.5% | 9,110    | -31.3% | 22,848 | 40.4%  | 29,657  | -57.3% | 5,157   | -12.6% | 0         | NA     | 310,064    | -19.4% | 22,805   | -52.2% | (1,738)    | NA     | 21,067          | -61.1% | 331,131    | -24.5% |
| SWAROVSKI                        | 0         | NA     | 0        | NA     | 0         | NA     | 0        | NA     | 0      | NA     | 0       | NA     | 0       | NA     | 0         | NA     | 0          | NA     | 44,262   | -65.4% | 466        | -98.1% | 44,728          | -70.6% | 44,728     | -70.6% |
| THE FRAGRANCE SHOP               | 743,231   | 16.2%  | 0        | NA     | 1,049,054 | 19.4%  | 35,414   | NA     | 0      | NA     | 51,777  | -57.5% | 0       | NA     | 0         | NA     | 1,879,476  | 15.2%  | (1,605)  | NA     | 0          | NA     | (1,605)         | NA     | 1,877,871  | 13.9%  |
| THE PERFUME SHOP (Inc. Ireland)  | 2,237,761 | 2.5%   | 26,227   | NA     | 2,563,971 | 4.7%   | 131,218  | 31.5%  | 0      | NA     | 208,331 | -5.7%  | 0       | NA     | 0         | NA     | 5,167,508  | 5.1%   | 91,235   | 6.5%   | 0          | NA     | 91,235          | 6.5%   | 5,258,743  | 5.1%   |
| MUGLERSTORE.CO.UK (OPND 06/2012) | 79,590    | 114.5% | 13,184   | 173.6% | 61,374    | 114.9% | 16,636   | 108.3% | 400    | -50.0% | 52,792  | -2.5%  | 9,152   | 117.1% | 11,542    | 142.0% | 244,670    | 71.8%  | 0        | NA     | 0          | NA     | 0               | NA     | 244,670    | 71.8%  |
| TOTAL                            | 9,165,973 | 7.8%   | 37,843   | NA     | 9,307,978 | 5.3%   | 455,230  | -43.5% | 38,634 | 26.5%  | 777,200 | -34.1% | 60,373  | -8.8%  | 11,977    | -42.5% | 19,855,208 | 2.5%   | 426,750  | -69.3% | 1,373      | -98.2% | 428,123         | -70.8% | 20,283,331 | -2.6%  |

|              |           |      |        |    |           |      |         |        |        |       |         |        |        |       |     |        |            |      |         |        |     |        |         |        |            |       |
|--------------|-----------|------|--------|----|-----------|------|---------|--------|--------|-------|---------|--------|--------|-------|-----|--------|------------|------|---------|--------|-----|--------|---------|--------|------------|-------|
| LIKE ON LIKE | 8,965,022 | 8.1% | 24,659 | NA | 9,136,890 | 5.2% | 432,114 | -44.3% | 38,234 | 28.6% | 710,382 | -35.0% | 50,259 | -7.9% | 435 | -97.3% | 19,357,995 | 2.6% | 406,642 | -70.1% | 792 | -98.9% | 407,434 | -71.6% | 19,765,429 | -2.6% |
|--------------|-----------|------|--------|----|-----------|------|---------|--------|--------|-------|---------|--------|--------|-------|-----|--------|------------|------|---------|--------|-----|--------|---------|--------|------------|-------|

YEAR TO DATE - RETAIL  
2013 vs 2012

| GROUP:                           | ANGEL      |        | INNOCENT |        | ALIEN      |        | WOMANITY  |        | MIRROR |        | A*MEN     |        | COLOGNE |        | MINITURES |        | TMP TOTAL  |        | AURA      |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL  |        |
|----------------------------------|------------|--------|----------|--------|------------|--------|-----------|--------|--------|--------|-----------|--------|---------|--------|-----------|--------|------------|--------|-----------|--------|------------|--------|-----------------|--------|------------|--------|
|                                  | 2013       | %      | 2013     | %      | 2013       | %      | 2013      | %      | 2013   | %      | 2013      | %      | 2013    | %      | 2013      | %      | 2013       | %      | 2013      | %      | 2013       | %      | 2013            | %      | 2013       | %      |
| BOOTS                            | 3,863,735  | 13.3%  | 294      | -87.2% | 3,970,678  | 26.0%  | 192,517   | -43.4% | 0      | NA     | 144,237   | -29.2% | 0       | NA     | 0         | NA     | 8,171,461  | 15.0%  | 112,727   | -77.2% | 0          | NA     | 112,727         | -77.2% | 8,284,188  | 9.0%   |
| DEBENHAMS                        | 3,677,522  | -3.3%  | 0        | NA     | 3,277,435  | 7.0%   | 518,711   | -35.1% | 1,199  | 2      | 386,111   | -0.8%  | 34,784  | 32.4%  | 0         | NA     | 7,895,762  | -3.2%  | 703,549   | 12.8%  | 2,141      | -58.7% | 705,690         | 12.2%  | 8,601,452  | -2.1%  |
| FENWICK                          | 292,817    | -4.3%  | 0        | NA     | 202,062    | 14.7%  | 28,622    | -35.8% | 0      | NA     | 38,405    | -4.6%  | 2,595   | -26.5% | 0         | NA     | 564,501    | -1.4%  | 40,485    | -16.8% | 730        | -67.4% | 41,215          | -19.0% | 605,716    | -2.8%  |
| HOUSE OF FRASER                  | 845,156    | -7.4%  | 27       | -96.6% | 592,521    | -3.5%  | 116,812   | -22.1% | 850    | -69.5% | 150,933   | -17.0% | 25,879  | 15.8%  | 707       | -82.0% | 1,732,885  | -8.2%  | 129,230   | -25.5% | 1,939      | -73.3% | 131,169         | -27.5% | 1,864,054  | -9.9%  |
| INDEPENDENT                      | 539,628    | 29.4%  | 184      | -99.1% | 332,045    | 33.6%  | 87,488    | -16.5% | 45,986 | -25.2% | 69,924    | 23.0%  | 5,366   | -23.0% | 0         | NA     | 1,080,621  | 17.5%  | 86,494    | -9.8%  | 0          | NA     | 86,494          | -12.0% | 1,167,115  | 14.6%  |
| JOHN LEWIS                       | 752,848    | 2.4%   | 0        | NA     | 584,012    | 11.8%  | 55,819    | -28.0% | 249    | NA     | 79,846    | -13.5% | 6,022   | -61.4% | 0         | NA     | 1,478,796  | 2.5%   | 48,604    | -44.0% | 192        | -94.5% | 48,796          | -46.0% | 1,527,592  | -0.4%  |
| SALON                            | 142,179    | -25.6% | 0        | NA     | 100,138    | -28.6% | 16,595    | -57.0% | 0      | NA     | 15,155    | -42.8% | 1,478   | -87.3% | 0         | NA     | 275,545    | -33.1% | 18,601    | -39.0% | 0          | NA     | 18,601          | -39.0% | 294,146    | -33.5% |
| SELFRIDGES                       | 225,252    | -4.6%  | 0        | NA     | 264,477    | -20.7% | 28,744    | -42.0% | 45,687 | 32.3%  | 89,585    | -9.9%  | 10,672  | 1.8%   | 40        | -97.0% | 664,457    | -13.1% | 42,450    | -56.1% | 274        | -95.1% | 42,724          | -58.2% | 707,181    | -18.5% |
| SWAROVSKI                        | 0          | NA     | 0        | NA     | 0          | NA     | 0         | NA     | 0      | NA     | 0         | NA     | 0       | NA     | 0         | NA     | 0          | NA     | 149,528   | -13.9% | 48,073     | 79.5%  | 197,601         | -1.4%  | 197,601    | -1.4%  |
| THE FRAGRANCE SHOP               | 1,262,455  | 13.6%  | 2,802    | -78.4% | 1,704,844  | 18.5%  | 69,301    | -44.0% | 0      | NA     | 159,922   | 0.9%   | 14      | 133.3% | 0         | NA     | 3,199,338  | 12.5%  | 46,933    | -52.5% | 0          | NA     | 46,933          | -53.2% | 3,246,271  | 10.2%  |
| THE PERFUME SHOP (Inc. Ireland)  | 4,096,841  | 0.7%   | 50,773   | 44.9%  | 4,778,439  | 13.2%  | 242,438   | -30.0% | 0      | NA     | 373,806   | 0.1%   | 0       | NA     | 0         | NA     | 9,542,297  | 5.5%   | 172,122   | -32.5% | 0          | NA     | 172,122         | -33.4% | 9,714,419  | 4.4%   |
| MUGLERSTORE.CO.UK (OPND 06/2012) | 95,200     | 117.0% | 15,774   | 196.3% | 73,527     | 117.4% | 19,872    | 109.5% | 480    | -50.0% | 63,250    | -0.8%  | 10,924  | 116.5% | 13,605    | 176.2% | 292,632    | 75.0%  | 0         | NA     | 0          | NA     | 0               | NA     | 292,632    | 75.0%  |
| TOTAL                            | 15,793,633 | 3.7%   | 69,854   | -54.5% | 15,880,178 | 13.9%  | 1,376,919 | -33.9% | 94,451 | -5.7%  | 1,571,174 | -6.8%  | 97,734  | -4.1%  | 14,352    | -26.6% | 34,898,295 | 4.7%   | 1,550,723 | -28.8% | 53,349     | -8.2%  | 1,604,072       | -28.3% | 36,502,367 | 2.7%   |

|              |            |      |        |        |            |       |           |        |        |       |           |       |        |       |     |        |            |      |           |        |        |       |           |        |            |      |
|--------------|------------|------|--------|--------|------------|-------|-----------|--------|--------|-------|-----------|-------|--------|-------|-----|--------|------------|------|-----------|--------|--------|-------|-----------|--------|------------|------|
| LIKE ON LIKE | 15,471,874 | 3.2% | 53,896 | -63.6% | 15,702,414 | 14.1% | 1,342,160 | -34.5% | 93,971 | -5.3% | 1,493,927 | -6.1% | 85,342 | -3.5% | 747 | -93.1% | 34,244,331 | 4.6% | 1,523,718 | -29.3% | 52,641 | -9.2% | 1,576,359 | -28.8% | 35,820,690 | 2.5% |
|--------------|------------|------|--------|--------|------------|-------|-----------|--------|--------|-------|-----------|-------|--------|-------|-----|--------|------------|------|-----------|--------|--------|-------|-----------|--------|------------|------|

DECEMBER 2013

# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

## SUMMARY

### MONTH - TRADE 2013 vs 2012

| GROUP:                           | ANGEL   |        | INNOCENT |       | ALIEN     |        | WOMANITY |        | MIRROR |    | A*MEN   |        | COLOGNE |        | MINIATURES |       | TMP TOTAL |        | AURA    |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|----------------------------------|---------|--------|----------|-------|-----------|--------|----------|--------|--------|----|---------|--------|---------|--------|------------|-------|-----------|--------|---------|--------|------------|--------|-----------------|--------|-----------|--------|
|                                  | 2013    | %      | 2013     | %     | 2013      | %      | 2013     | %      | 2013   | %  | 2013    | %      | 2013    | %      | 2013       | %     | 2013      | %      | 2013    | %      | 2013       | %      | 2013            | %      | 2013      | %      |
| BOOTS                            | 248,117 | -13.1% | 0        | NA    | 354,912   | 408.9% | 31,111   | -35.9% | 0      | NA | 17,093  | -43.4% | 0       | NA     | 0          | NA    | 651,233   | 50.1%  | 0       | NA     | 0          | NA     | 0               | NA     | 651,233   | 46.3%  |
| DEBENHAMS                        | 176,103 | -59.5% | 0        | NA    | 236,471   | -48.5% | 12,475   | -88.9% | 0      | NA | 22,773  | -35.8% | 2,145   | -16.1% | 0          | NA    | 449,967   | -56.9% | 72,729  | -18.4% | 0          | NA     | 72,729          | -19.2% | 522,696   | -53.9% |
| FENWICK                          | 17,490  | 108.8% | 0        | NA    | 13,525    | 64.6%  | 1,695    | 15.9%  | 0      | NA | 3,290   | 273.9% | 441     | 188.2% | 0          | NA    | 36,441    | 87.6%  | 4,647   | NA     | 734        | NA     | 5,381           | NA     | 41,822    | 111.6% |
| HOUSE OF FRASER                  | 15,937  | -72.0% | 0        | NA    | 11,494    | -61.6% | 1,616    | -65.8% | 0      | NA | 6,819   | -13.0% | 566     | -75.8% | 0          | NA    | 36,432    | -64.5% | 4,311   | 10.1%  | 199        | -39.5% | 4,510           | 6.2%   | 40,942    | -61.6% |
| INDEPENDENT                      | 33,722  | 60.7%  | 0        | NA    | 42,786    | 205.4% | 62,919   | NA     | 0      | NA | 13,524  | 481.7% | 1,174   | 629.2% | 0          | NA    | 154,125   | 273.7% | 1,117   | -46.1% | 0          | NA     | 1,117           | -49.5% | 155,242   | 257.3% |
| JOHN LEWIS                       | 52,537  | -40.3% | 0        | NA    | 68,692    | 22.0%  | 2,302    | -44.0% | 0      | NA | 3,039   | -49.3% | 0       | NA     | 0          | NA    | 126,570   | -18.7% | 815     | -80.1% | 0          | NA     | 815             | -80.1% | 127,385   | -20.2% |
| SALON                            | 7,339   | -53.8% | 0        | NA    | 7,921     | -8.8%  | 22       | -97.3% | 0      | NA | 2,093   | 8.3%   | 207     | 298.1% | 0          | NA    | 17,582    | -35.8% | 57      | -80.3% | 0          | NA     | 57              | -80.3% | 17,639    | -36.2% |
| SELFRIDGES                       | 7,431   | -48.5% | 0        | NA    | 9,450     | -27.6% | 1,653    | 36.0%  | 0      | NA | 1,517   | -38.7% | 404     | -72.4% | 0          | NA    | 20,455    | -38.9% | 487     | -71.2% | 0          | NA     | 487             | -74.6% | 20,942    | -40.8% |
| SWAROVSKI                        | 0       | NA     | 0        | NA    | 0         | NA     | 0        | NA     | 0      | NA | 0       | NA     | 0       | NA     | 0          | NA    | 0         | NA     | 7,906   | 460.7% | 0          | NA     | 7,906           | 415.4% | 7,906     | 415.4% |
| THE FRAGRANCE SHOP               | 48,927  | -51.4% | 0        | NA    | 73,239    | -44.9% | 1,731    | -66.6% | 0      | NA | 1,510   | -90.4% | 0       | NA     | 0          | NA    | 125,407   | -50.7% | 0       | NA     | 0          | NA     | 0               | NA     | 125,407   | -50.7% |
| THE PERFUME SHOP (Inc. Ireland)  | 288,938 | 9.6%   | 0        | NA    | 334,683   | -1.9%  | 8,423    | 1.0%   | 0      | NA | 23,150  | 39.9%  | 0       | NA     | 0          | NA    | 655,194   | 4.1%   | 70,532  | NA     | 0          | NA     | 70,532          | NA     | 725,726   | 17.3%  |
| MUGLERSTORE.CO.UK (OPND 06/2012) | 21,138  | 91.6%  | 2,934    | 94.0% | 14,422    | 55.6%  | 3,397    | 41.5%  | 0      | NA | 12,648  | 8.9%   | 1,799   | 39.8%  | 2,275      | 32.7% | 58,613    | 50.0%  | 0       | NA     | 0          | NA     | 0               | NA     | 58,613    | 50.0%  |
| TOTAL                            | 917,679 | -29.4% | 2,934    | 94.0% | 1,167,595 | 2.2%   | 127,344  | -33.1% | 0      | NA | 107,456 | -18.0% | 6,736   | -27.7% | 2,275      | 10.8% | 2,332,019 | -16.1% | 162,601 | 57.4%  | 933        | -44.0% | 163,534         | 55.8%  | 2,495,553 | -13.5% |
| LIKE ON LIKE                     | 883,092 | -30.6% | 0        | NA    | 1,139,987 | 1.4%   | 123,246  | -33.7% | 0      | NA | 93,362  | -20.1% | 4,594   | -42.2% | 0          | NA    | 2,244,281 | -17.3% | 161,035 | 58.6%  | 933        | -39.5% | 161,968         | 57.1%  | 2,406,249 | -14.5% |

### MONTH - RETAIL 2013 vs 2012

| GROUP:                           | ANGEL     |        | INNOCENT |       | ALIEN     |        | WOMANITY |        | MIRROR |        | A*MEN   |        | COLOGNE |        | MINIATURES |        | TMP TOTAL  |        | AURA    |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL  |        |
|----------------------------------|-----------|--------|----------|-------|-----------|--------|----------|--------|--------|--------|---------|--------|---------|--------|------------|--------|------------|--------|---------|--------|------------|--------|-----------------|--------|------------|--------|
|                                  | 2013      | %      | 2013     | %     | 2013      | %      | 2013     | %      | 2013   | %      | 2013    | %      | 2013    | %      | 2013       | %      | 2013       | %      | 2013    | %      | 2013       | %      | 2013            | %      | 2013       | %      |
| BOOTS                            | 2,088,944 | 39.4%  | 0        | NA    | 1,834,039 | 44.2%  | 58,945   | 7.5%   | 0      | NA     | 34,814  | -9.8%  | 0       | NA     | 0          | NA     | 4,016,742  | 40.2%  | 7,729   | -90.5% | 0          | NA     | 7,729           | -90.5% | 4,024,471  | 36.6%  |
| DEBENHAMS                        | 1,118,106 | -2.9%  | 0        | NA    | 978,018   | 5.2%   | 77,625   | -62.2% | 90     | (1)    | 99,196  | -18.6% | 8,284   | 30.1%  | 0          | NA     | 2,281,319  | -5.5%  | 119,197 | -29.2% | 871        | -33.1% | 120,068         | -29.2% | 2,401,387  | -7.1%  |
| FENWICK                          | 81,004    | 5.4%   | 0        | NA    | 58,166    | 20.8%  | 6,092    | -36.7% | 0      | NA     | 10,105  | 7.5%   | 411     | -50.2% | 0          | NA     | 155,778    | 7.1%   | 7,994   | -4.4%  | 243        | -50.4% | 8,237           | -6.9%  | 164,015    | 6.3%   |
| HOUSE OF FRASER                  | 218,642   | -8.3%  | 0        | NA    | 144,263   | -13.7% | 28,563   | -14.7% | 0      | NA     | 39,291  | -2.9%  | 4,859   | -1.0%  | 393        | -82.5% | 436,011    | -10.6% | 18,588  | -58.5% | 335        | -74.2% | 18,923          | -59.0% | 454,934    | -14.8% |
| INDEPENDENT                      | 178,478   | 40.1%  | 0        | NA    | 96,574    | 71.7%  | 28,234   | 16.0%  | 480    | -85.3% | 18,097  | 57.8%  | 920     | 7.4%   | 0          | NA     | 322,783    | 42.7%  | 17,073  | -16.7% | 0          | NA     | 17,073          | -17.1% | 339,856    | 37.7%  |
| JOHN LEWIS                       | 212,737   | -1.4%  | 0        | NA    | 159,729   | 19.3%  | 12,950   | -29.1% | 0      | NA     | 20,777  | -11.3% | 122     | -94.3% | 0          | NA     | 406,315    | 3.3%   | 9,629   | -49.3% | 0          | NA     | 9,629           | -50.9% | 415,944    | 0.7%   |
| SALON                            | 29,715    | -39.1% | 0        | NA    | 24,899    | -36.6% | 3,882    | -57.5% | 0      | NA     | 3,481   | -39.1% | 173     | -92.1% | 0          | NA     | 62,150     | -40.9% | 4,510   | -30.5% | 0          | NA     | 4,510           | -30.5% | 66,660     | -40.3% |
| SELFRIDGES                       | 52,732    | 15.2%  | 0        | NA    | 49,744    | 16.3%  | 4,454    | -60.4% | 1,238  | -59.7% | 6,566   | -54.9% | 917     | -28.9% | 0          | NA     | 115,651    | -2.7%  | 9,351   | -7.9%  | 0          | NA     | 9,351           | -11.0% | 125,002    | -3.4%  |
| SWAROVSKI                        | 0         | NA     | 0        | NA    | 0         | NA     | 0        | NA     | 0      | NA     | 0       | NA     | 0       | NA     | 0          | NA     | 0          | NA     | 43,102  | 52.7%  | 1,897      | -42.7% | 44,999          | 42.7%  | 44,999     | 42.7%  |
| THE FRAGRANCE SHOP               | 443,421   | 5.2%   | 0        | NA    | 522,156   | 8.6%   | 19,395   | -14.1% | 0      | NA     | 34,154  | -22.8% | 0       | NA     | 0          | NA     | 1,019,126  | 5.1%   | 8,624   | -37.6% | 0          | NA     | 8,624           | -37.6% | 1,027,750  | 4.5%   |
| THE PERFUME SHOP (Inc. Ireland)  | 1,450,582 | -2.3%  | 0        | NA    | 1,800,915 | 23.4%  | 80,656   | -7.2%  | 0      | NA     | 110,640 | 12.8%  | 0       | NA     | 0          | NA     | 3,442,793  | 10.0%  | 29,933  | -33.3% | 0          | NA     | 29,933          | -33.3% | 3,472,726  | 9.4%   |
| MUGLERSTORE.CO.UK (OPND 06/2012) | 25,366    | 91.6%  | 3,521    | 94.1% | 17,306    | 55.6%  | 4,076    | 41.5%  | 0      | NA     | 15,178  | 8.9%   | 2,159   | 39.8%  | 2,730      | 32.7%  | 70,336     | 50.0%  | 0       | NA     | 0          | NA     | 0               | NA     | 70,336     | 50.0%  |
| TOTAL                            | 5,899,727 | 10.8%  | 3,521    | 33.6% | 5,685,809 | 22.5%  | 324,872  | -32.1% | 1,808  | -77.4% | 392,299 | -7.0%  | 17,845  | -11.2% | 3,123      | -59.0% | 12,329,004 | 13.1%  | 275,730 | -38.2% | 3,346      | -55.1% | 279,076         | -38.5% | 12,608,080 | 11.0%  |
| LIKE ON LIKE                     | 5,803,781 | 10.5%  | 0        | NA    | 5,636,130 | 22.9%  | 317,348  | -32.5% | 1,808  | -76.6% | 373,089 | -7.1%  | 15,373  | -10.8% | 393        | -92.9% | 12,147,922 | 13.1%  | 268,235 | -39.2% | 3,181      | -57.3% | 271,416         | -39.5% | 12,419,338 | 11.0%  |

## SUMMARY

DECEMBER 2013 YTD

### CLARINS FRAGRANCE GROUP DISTRIBUTION

|                                  | <i>TOTAL<br/>TRADE</i> | <i>TOTAL<br/>RETAIL</i> | <i>NUMBER<br/>OF DOORS</i> | <i>% RETAIL<br/>BUSINESS</i> | <i>RANKING<br/>BUSINESS</i> |
|----------------------------------|------------------------|-------------------------|----------------------------|------------------------------|-----------------------------|
| BOOTS                            | 5,113,674              | 8,284,188               | 294                        | 22.7%                        | 3                           |
| DEBENHAMS                        | 4,306,858              | 8,601,452               | 152                        | 23.6%                        | 2                           |
| FENWICK                          | 345,573                | 605,716                 | 10                         | 1.7%                         | 9                           |
| HOUSE OF FRASER                  | 913,412                | 1,864,054               | 32                         | 5.1%                         | 5                           |
| INDEPENDENT                      | 743,723                | 1,167,115               | 34                         | 3.2%                         | 7                           |
| JOHN LEWIS                       | 937,366                | 1,527,592               | 29                         | 4.2%                         | 6                           |
| SALON                            | 165,582                | 294,146                 | 15                         | 0.8%                         | 10                          |
| SELFRIDGES                       | 331,131                | 707,181                 | 4                          | 1.9%                         | 8                           |
| SWAROVSKI                        | 44,728                 | 197,601                 | 61                         | 0.5%                         | 12                          |
| THE FRAGRANCE SHOP               | 1,877,871              | 3,246,271               | 119                        | 8.9%                         | 4                           |
| THE PERFUME SHOP (Inc. Ireland)  | 5,258,743              | 9,714,419               | 209                        | 26.6%                        | 1                           |
| MUGLERSTORE.CO.UK (OPND 06/2012) | 244,670                | 292,632                 |                            | 0.8%                         | 11                          |
| <b>TOTAL</b>                     | <b>20,283,331</b>      | <b>36,502,367</b>       | <b>959</b>                 |                              |                             |

### MIX OF BUSINESS

|               | <b>TRADE</b> | <b>RETAIL</b> |
|---------------|--------------|---------------|
| ANGEL         | 45.2%        | 43.3%         |
| INNOCENT      | 0.2%         | 0.2%          |
| ALIEN         | 45.9%        | 43.5%         |
| WOMANITY      | 2.2%         | 3.8%          |
| MIRROR MIRROR | 0.2%         | 0.3%          |
| AURA          | 2.1%         | 4.2%          |
| AURA JEWEL    | 0.0%         | 0.1%          |
| A*MEN         | 3.8%         | 4.3%          |
| COLOGNE       | 0.3%         | 0.3%          |

## SUMMARY

DECEMBER 2013 MTH

### CLARINS FRAGRANCE GROUP DISTRIBUTION

|                                  | TOTAL<br>TRADE   | TOTAL<br>RETAIL   | NUMBER<br>OF DOORS | % RETAIL<br>BUSINESS | RANKING<br>BUSINESS |
|----------------------------------|------------------|-------------------|--------------------|----------------------|---------------------|
| BOOTS                            | 651,233          | 4,024,471         | 294                | 31.9%                | 1                   |
| DEBENHAMS                        | 522,696          | 2,401,387         | 152                | 19.0%                | 3                   |
| FENWICK                          | 41,822           | 164,015           | 10                 | 1.3%                 | 8                   |
| HOUSE OF FRASER                  | 40,942           | 454,934           | 32                 | 3.6%                 | 5                   |
| INDEPENDENT                      | 155,242          | 339,856           | 34                 | 2.7%                 | 7                   |
| JOHN LEWIS                       | 127,385          | 415,944           | 29                 | 3.3%                 | 6                   |
| SALON                            | 17,639           | 66,660            | 15                 | 0.5%                 | 11                  |
| SELFRIDGES                       | 20,942           | 125,002           | 4                  | 1.0%                 | 9                   |
| SWAROVSKI                        | 7,906            | 44,999            | 61                 | 0.4%                 | 12                  |
| THE FRAGRANCE SHOP               | 125,407          | 1,027,750         | 119                | 8.2%                 | 4                   |
| THE PERFUME SHOP (Inc. Ireland)  | 725,726          | 3,472,726         | 209                | 27.5%                | 2                   |
| MUGLERSTORE.CO.UK (OPND 06/2012) | 58,613           | 70,336            |                    | 0.6%                 | 10                  |
| <b>TOTAL</b>                     | <b>2,495,553</b> | <b>12,608,080</b> | <b>959</b>         |                      |                     |

### MIX OF BUSINESS

|               | TRADE | RETAIL |
|---------------|-------|--------|
| ANGEL         | 36.8% | 46.8%  |
| INNOCENT      | 0.1%  | 0.0%   |
| ALIEN         | 46.8% | 45.1%  |
| WOMANITY      | 5.1%  | 2.6%   |
| MIRROR MIRROR | 0.0%  | 0.0%   |
| AURA          | 6.5%  | 2.2%   |
| AURA JEWEL    | 0.0%  | 0.0%   |
| A*MEN         | 4.3%  | 3.1%   |
| COLOGNE       | 0.3%  | 0.1%   |

DECEMBER 2013 YTD

CLARINS FRAGRANCE GROUP  
STORE GROUP REPORT

BOOTS GROUP

YEAR TO DATE - TRADE  
2013 vs 2012

| STORE:                  | ANGEL     |        | INNOCENT |    | ALIEN     |       | WOMANITY |        | MIRROR |    | A*MEN  |        | COLOGNE |       | MINITURES |    | TMP TOTAL |       | AURA     |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |       |
|-------------------------|-----------|--------|----------|----|-----------|-------|----------|--------|--------|----|--------|--------|---------|-------|-----------|----|-----------|-------|----------|--------|------------|----|-----------------|--------|-----------|-------|
|                         | 2013      | %      | 2013     | %  | 2013      | %     | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %     | 2013      | %  | 2013      | %     | 2013     | %      | 2013       | %  | 2013            | %      | 2013      | %     |
| BOOTS                   | 1,402,245 | 16.7%  | 0        | NA | 1,753,161 | 4.2%  | 91,819   | -14.3% | 0      | NA | 61,753 | -48.5% | 0       | NA    | 716       | NA | 3,309,694 | 6.4%  | 4,183    | -96.5% | 0          | NA | 4,183           | -96.5% | 3,313,877 | 2.6%  |
| BOOTS.COM               | 65,825    | -13.1% | 0        | NA | 68,380    | -0.1% | 7,641    | -4.1%  | 0      | NA | 12,400 | -11.8% | 250     | -2.0% | 0         | NA | 154,496   | -7.2% | 0        | NA     | 0          | NA | 0               | NA     | 154,496   | -7.2% |
| BOOTS GROUP HEAD OFFICE | (53,068)  | NA     | (456)    | NA | (3,607)   | NA    | (107)    | NA     | 0      | NA | 0      | NA     | 0       | NA    | 0         | NA | (57,238)  | NA    | (38,629) | NA     | 0          | NA | (38,629)        | NA     | (95,867)  | NA    |
| BOOTS WAREHOUSE A/C     | 1,089,328 | 42.3%  | 0        | NA | 651,840   | 48.0% | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA    | 0         | NA | 1,741,168 | 44.4% | 0        | NA     | 0          | NA | 0               | NA     | 1,741,168 | 31.0% |
| TOTAL                   | 2,504,330 | 25.7%  | (456)    | NA | 2,469,774 | 13.0% | 99,353   | 57.7%  | 0      | NA | 74,153 | -44.7% | 250     | -2.0% | 716       | NA | 5,148,120 | 17.7% | (34,446) | NA     | 0          | NA | (34,446)        | NA     | 5,113,674 | 11.6% |
| LIKE ON LIKE            | 2,504,330 | 25.7%  | (456)    | NA | 2,469,774 | 13.0% | 99,353   | 57.7%  | 0      | NA | 74,153 | -44.7% | 250     | -2.0% | 716       | NA | 5,148,120 | 17.7% | (34,446) | NA     | 0          | NA | (34,446)        | NA     | 5,113,674 | 11.6% |

YEAR TO DATE - RETAIL  
2013 vs 2012

| STORE:                  | ANGEL     |       | INNOCENT |        | ALIEN     |        | WOMANITY |        | MIRROR |    | A*MEN   |        | COLOGNE |    | MINITURES |    | TMP TOTAL |        | AURA    |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|-------------------------|-----------|-------|----------|--------|-----------|--------|----------|--------|--------|----|---------|--------|---------|----|-----------|----|-----------|--------|---------|--------|------------|----|-----------------|--------|-----------|--------|
|                         | 2013      | %     | 2013     | %      | 2013      | %      | 2013     | %      | 2013   | %  | 2013    | %      | 2013    | %  | 2013      | %  | 2013      | %      | 2013    | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| BOOTS                   | 3,463,272 | 8.5%  | 294      | -87.2% | 3,485,528 | 17.9%  | 177,651  | -45.0% | 0      | NA | 115,523 | -43.3% | 0       | NA | 0         | NA | 7,242,268 | 8.5%   | 100,684 | -78.1% | 0          | NA | 100,684         | -78.1% | 7,342,952 | 2.9%   |
| BOOTS.COM               | 400,463   | 84.2% | 0        | NA     | 485,150   | 150.2% | 14,866   | -13.6% | 0      | NA | 28,714  | NA     | 0       | NA | 0         | NA | 929,193   | 116.8% | 12,043  | -65.3% | 0          | NA | 12,043          | -65.3% | 941,236   | 103.2% |
| 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                   | 3,863,735 | 13.3% | 294      | -87.2% | 3,970,678 | 26.0%  | 192,517  | -43.4% | 0      | NA | 144,237 | -29.2% | 0       | NA | 0         | NA | 8,171,461 | 15.0%  | 112,727 | -77.2% | 0          | NA | 112,727         | -77.2% | 8,284,188 | 9.0%   |
| LIKE ON LIKE            | 3,863,735 | 13.3% | 294      | -87.2% | 3,970,678 | 26.0%  | 192,517  | -43.4% | 0      | NA | 144,237 | -29.2% | 0       | NA | 0         | NA | 8,171,461 | 15.0%  | 112,727 | -77.2% | 0          | NA | 112,727         | -77.2% | 8,284,188 | 9.0%   |

NUMBER OF DOORS 294

DECEMBER 2013

CLARINS FRAGRANCE GROUP  
STORE GROUP REPORT

BOOTS GROUP

MONTH - TRADE  
2013 vs 2012

| STORE:                  | ANGEL   |        | INNOCENT |    | ALIEN   |        | WOMANITY |        | MIRROR |    | A*MEN  |        | COLOGNE |    | MINITURES |    | TMP TOTAL |       | AURA |    | AURA JEWEL |    | SWAROVSKI TOTAL |    | CFG TOTAL |       |
|-------------------------|---------|--------|----------|----|---------|--------|----------|--------|--------|----|--------|--------|---------|----|-----------|----|-----------|-------|------|----|------------|----|-----------------|----|-----------|-------|
|                         | 2013    | %      | 2013     | %  | 2013    | %      | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %  | 2013      | %  | 2013      | %     | 2013 | %  | 2013       | %  | 2013            | %  | 2013      | %     |
| BOOTS                   | 190,786 | -14.0% | 0        | NA | 311,590 | 39.5%  | 28,562   | -40.0% | 0      | NA | 16,083 | -43.3% | 0       | NA | 0         | NA | 547,021   | 4.9%  | 0    | NA | 0          | NA | 0               | NA | 547,021   | 2.7%  |
| BOOTS.COM               | 13,865  | 34.9%  | 0        | NA | 15,182  | 110.3% | 2,549    | 175.3% | 0      | NA | 1,010  | -44.5% | 0       | NA | 0         | NA | 32,606    | 60.6% | 0    | NA | 0          | NA | 0               | NA | 32,606    | 60.6% |
| BOOTS GROUP HEAD OFFICE | 0       | NA     | 0        | NA | 0       | NA     | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA | 0         | NA | 0         | NA    | 0    | NA | 0          | NA | 0               | NA | 0         | NA    |
| BOOTS WAREHOUSE A/C     | 43,466  | -18.3% | 0        | NA | 28,140  | NA     | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA | 0         | NA | 71,606    | NA    | 0    | NA | 0          | NA | 0               | NA | 71,606    | NA    |
| TOTAL                   | 248,117 | -13.1% | 0        | NA | 354,912 | 408.9% | 31,111   | -35.9% | 0      | NA | 17,093 | -43.4% | 0       | NA | 0         | NA | 651,233   | 50.1% | 0    | NA | 0          | NA | 0               | NA | 651,233   | 46.3% |
| LIKE ON LIKE            | 248,117 | -13.1% | 0        | NA | 354,912 | 408.9% | 31,111   | -35.9% | 0      | NA | 17,093 | -43.4% | 0       | NA | 0         | NA | 651,233   | 50.1% | 0    | NA | 0          | NA | 0               | NA | 651,233   | 46.3% |

MONTH - RETAIL  
2013 vs 2012

| STORE:                  | ANGEL     |        | INNOCENT |    | ALIEN     |        | WOMANITY |       | MIRROR |    | A*MEN  |        | COLOGNE |    | MINITURES |    | TMP TOTAL |        | AURA  |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|-------------------------|-----------|--------|----------|----|-----------|--------|----------|-------|--------|----|--------|--------|---------|----|-----------|----|-----------|--------|-------|--------|------------|----|-----------------|--------|-----------|--------|
|                         | 2013      | %      | 2013     | %  | 2013      | %      | 2013     | %     | 2013   | %  | 2013   | %      | 2013    | %  | 2013      | %  | 2013      | %      | 2013  | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| BOOTS                   | 1,861,357 | 32.2%  | 0        | NA | 1,588,026 | 32.3%  | 53,706   | 6.3%  | 0      | NA | 24,543 | -36.4% | 0       | NA | 0         | NA | 3,527,632 | 30.8%  | 2,752 | -96.1% | 0          | NA | 2,752           | -96.1% | 3,530,384 | 27.5%  |
| BOOTS.COM               | 227,587   | 150.4% | 0        | NA | 246,013   | 243.9% | 5,239    | 21.0% | 0      | NA | 10,271 | NA     | 0       | NA | 0         | NA | 489,110   | 193.3% | 4,977 | -54.1% | 0          | NA | 4,977           | -54.1% | 494,087   | 178.2% |
| 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                   | 2,088,944 | 39.4%  | 0        | NA | 1,834,039 | 44.2%  | 58,945   | 7.5%  | 0      | NA | 34,814 | -9.8%  | 0       | NA | 0         | NA | 4,016,742 | 40.2%  | 7,729 | -90.5% | 0          | NA | 7,729           | -90.5% | 4,024,471 | 36.6%  |
| LIKE ON LIKE            | 2,088,944 | 39.4%  | 0        | NA | 1,834,039 | 44.2%  | 58,945   | 7.5%  | 0      | NA | 34,814 | -9.8%  | 0       | NA | 0         | NA | 4,016,742 | 40.2%  | 7,729 | -90.5% | 0          | NA | 7,729           | -90.5% | 4,024,471 | 36.6%  |

NUMBER OF DOORS

294

DECEMBER 2013 YTD

# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

DEBENHAMS GROUP

YEAR TO DATE - TRADE  
2013 vs 2012

| STORE:                                | ANGEL  |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |    | A*MEN |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA   |          | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|---------------------------------------|--------|--------|----------|----|--------|--------|----------|--------|--------|----|-------|--------|---------|--------|-----------|----|-----------|--------|--------|----------|------------|--------|-----------------|--------|-----------|--------|
|                                       | 2013   | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %  | 2013  | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013   | %        | 2013       | %      | 2013            | %      | 2013      | %      |
| BROWNS CHESTER                        | 31,256 | -20.1% | 0        | NA | 29,596 | -19.8% | 3,988    | -73.8% | 0      | NA | 2,269 | -60.5% | 331     | -47.6% | 0         | NA | 67,440    | -30.9% | 6,346  | -49.0%   | (27)       | NA     | 6,319           | -49.9% | 73,759    | -33.1% |
| DEBENHAMS ABERDEEN                    | 21,759 | 16.8%  | 0        | NA | 19,074 | -14.7% | 1,978    | -55.5% | 0      | NA | 1,400 | -50.3% | 85      | 400.0% | 0         | NA | 44,296    | -8.2%  | 4,085  | -41.1%   | 252        | 5.0%   | 4,337           | -39.5% | 48,633    | -12.3% |
| DEBENHAMS ALTRINGHAM                  | 5,183  | 0.3%   | 0        | NA | 2,164  | -48.5% | 108      | -89.8% | 0      | NA | 57    | -89.3% | 0       | NA     | 0         | NA | 7,512     | -31.5% | 628    | 81.5%    | 84         | NA     | 712             | 105.8% | 8,224     | -27.3% |
| DEBENHAMS ASHFORD                     | 6,294  | -7.1%  | 0        | NA | 5,620  | 15.5%  | 936      | -62.6% | 0      | NA | 574   | 26.4%  | 51      | 50.0%  | 0         | NA | 13,475    | -7.9%  | 1,320  | 92.4%    | 84         | NA     | 1,404           | 104.7% | 14,879    | -2.8%  |
| DEBENHAMS AYR                         | 15,032 | 2.3%   | 0        | NA | 11,884 | 39.9%  | 1,090    | -72.8% | 0      | NA | 714   | -39.2% | 51      | NA     | 0         | NA | 28,771    | 1.4%   | 1,562  | -56.1%   | 84         | NA     | 1,646           | -53.8% | 30,417    | -4.7%  |
| DEBENHAMS BANBURY                     | 10,081 | 20.5%  | 0        | NA | 6,633  | 23.7%  | 557      | -59.7% | 0      | NA | 534   | -38.7% | 154     | 202.0% | 0         | NA | 17,959    | 12.0%  | 797    | -4.6%    | 84         | NA     | 881             | 5.5%   | 18,840    | 11.7%  |
| DEBENHAMS BANGOR                      | 7,158  | -7.1%  | 0        | NA | 9,224  | -4.6%  | 1,057    | -82.2% | 0      | NA | 251   | -45.8% | 34      | 0.0%   | 0         | NA | 17,724    | -25.5% | 866    | -58.4%   | 84         | NA     | 950             | -54.3% | 18,674    | -27.8% |
| DEBENHAMS BARROW                      | 9,736  | 11.2%  | 0        | NA | 7,841  | -4.8%  | 755      | -51.0% | 0      | NA | 417   | -41.5% | 51      | 50.0%  | 0         | NA | 18,800    | -2.5%  | 1,484  | 193.3%   | 84         | NA     | 1,568           | 209.9% | 20,368    | 3.0%   |
| DEBENHAMS BASILDON                    | 23,903 | -11.7% | 0        | NA | 21,209 | -19.3% | 2,000    | -61.4% | 0      | NA | 2,256 | -58.9% | 51      | -72.9% | 0         | NA | 49,419    | -23.0% | 6,964  | -45.1%   | 27         | -83.1% | 6,991           | -45.6% | 56,410    | -26.7% |
| DEBENHAMS BASINGSTOKE                 | 9,386  | 6.9%   | 0        | NA | 7,872  | -13.6% | 522      | -60.5% | 0      | NA | 574   | -56.2% | 85      | -38.0% | 0         | NA | 18,439    | -10.8% | 1,622  | -27.1%   | 84         | NA     | 1,706           | -23.3% | 20,145    | -12.0% |
| DEBENHAMS BATH                        | 7,086  | 1.4%   | 0        | NA | 6,288  | -1.1%  | 1,031    | -25.2% | 0      | NA | 613   | -9.5%  | 34      | -33.3% | 0         | NA | 15,052    | -2.6%  | 805    | -10.7%   | 168        | NA     | 973             | 8.0%   | 16,025    | -2.0%  |
| DEBENHAMS BEDFORD                     | 10,138 | 7.7%   | 0        | NA | 7,575  | -5.7%  | 571      | -59.5% | 0      | NA | 376   | -45.3% | 120     | 135.3% | 0         | NA | 18,780    | -4.2%  | 821    | 7.6%     | 168        | NA     | 989             | 29.6%  | 19,769    | -2.9%  |
| DEBENHAMS BIRMINGHAM                  | 54,323 | -8.1%  | 0        | NA | 51,881 | -13.2% | 8,569    | -66.7% | 0      | NA | 6,668 | -59.3% | 901     | 15.8%  | 0         | NA | 122,342   | -22.9% | 12,796 | -60.0%   | 0          | NA     | 12,796          | -64.1% | 135,138   | -30.5% |
| DEBENHAMS BIRMINGHAM FORT (DESIRE BY) | 3,260  | 34.5%  | 0        | NA | 2,737  | -41.1% | 492      | -72.9% | 0      | NA | 116   | -26.1% | 0       | NA     | 0         | NA | 6,605     | -27.0% | 1,109  | 33.8%    | 168        | NA     | 1,277           | 54.0%  | 7,882     | -20.2% |
| DEBENHAMS BLACKBURN                   | 13,142 | 38.5%  | 0        | NA | 11,926 | 37.7%  | 1,744    | -37.8% | 0      | NA | 608   | 27.7%  | 51      | NA     | 0         | NA | 27,471    | 28.2%  | 2,127  | 5.2%     | 168        | NA     | 2,295           | 13.6%  | 29,766    | 26.9%  |
| DEBENHAMS BLACKPOOL                   | 10,962 | -5.6%  | 0        | NA | 10,449 | 3.9%   | 1,137    | -68.1% | 0      | NA | 732   | -9.1%  | 68      | -63.8% | 0         | NA | 23,348    | -11.0% | 1,266  | -15.3%   | 168        | NA     | 1,434           | -4.0%  | 24,782    | -10.6% |
| DEBENHAMS BOLTON                      | 12,413 | -5.7%  | 0        | NA | 7,793  | -25.1% | 1,381    | -52.1% | 0      | NA | 790   | -29.8% | 51      | -73.0% | 0         | NA | 22,428    | -19.3% | 2,345  | -31.5%   | 84         | NA     | 2,429           | -29.0% | 24,857    | -20.3% |
| DEBENHAMS BOURNEMOUTH                 | 10,762 | 35.8%  | 0        | NA | 8,647  | 21.2%  | 1,110    | -38.5% | 0      | NA | 719   | -26.0% | 102     | -46.0% | 0         | NA | 21,340    | 18.4%  | 1,989  | -19.6%   | 84         | NA     | 2,073           | -16.2% | 23,413    | 14.2%  |
| DEBENHAMS BRIGHTON                    | 22,423 | -2.1%  | 0        | NA | 21,857 | -9.7%  | 1,992    | -55.0% | 0      | NA | 3,408 | -3.3%  | 292     | 54.5%  | 0         | NA | 49,972    | -9.5%  | 4,429  | -3.3%    | 58         | -63.8% | 4,487           | -5.3%  | 54,459    | -9.2%  |
| DEBENHAMS BRISTOL                     | 8,413  | 3.7%   | 0        | NA | 6,757  | -2.7%  | 844      | -46.3% | 0      | NA | 730   | 2.0%   | 51      | 0.0%   | 0         | NA | 16,795    | -3.5%  | 1,743  | 4.1%     | 84         | NA     | 1,827           | 9.1%   | 18,622    | -2.4%  |
| DEBENHAMS BROMLEY                     | 12,344 | -5.1%  | 0        | NA | 8,489  | -22.1% | 985      | -84.0% | 0      | NA | 1,221 | 26.8%  | 154     | -30.3% | 0         | NA | 23,193    | -25.8% | 2,300  | -9.7%    | 84         | NA     | 2,384           | -6.4%  | 25,577    | -24.3% |
| DEBENHAMS BURY                        | 16,517 | 11.2%  | 0        | NA | 13,759 | -11.4% | 1,239    | -48.5% | 0      | NA | 675   | -12.0% | 68      | -20.0% | 0         | NA | 32,258    | -4.1%  | 1,380  | -67.6%   | 141        | NA     | 1,521           | -64.3% | 33,779    | -10.9% |
| DEBENHAMS BURY ST. EDMUNDS            | 12,655 | -18.1% | 0        | NA | 8,030  | -9.3%  | 867      | -75.8% | 0      | NA | 673   | -29.5% | 120     | 73.9%  | 0         | NA | 22,345    | -22.7% | 1,740  | -22.5%   | 53         | NA     | 1,793           | -20.2% | 24,138    | -22.5% |
| DEBENHAMS CAMBRIDGE                   | 17,121 | 4.5%   | 0        | NA | 12,719 | 10.6%  | 1,311    | -59.2% | 0      | NA | 1,161 | -36.6% | 170     | 10.4%  | 0         | NA | 32,482    | -1.8%  | 3,409  | -45.1%   | 0          | NA     | 3,409           | -46.5% | 35,891    | -9.0%  |
| DEBENHAMS CANTERBURY                  | 6,537  | 3.6%   | 0        | NA | 3,774  | -13.0% | 384      | -79.4% | 0      | NA | 435   | -19.4% | 0       | NA     | 0         | NA | 11,130    | -15.3% | 995    | 40.7%    | 168        | NA     | 1,163           | 64.5%  | 12,293    | -11.2% |
| DEBENHAMS CARDIFF                     | 33,634 | -12.4% | 0        | NA | 26,628 | -14.7% | 2,764    | -75.5% | 0      | NA | 1,852 | -72.9% | 364     | 23.4%  | 0         | NA | 65,242    | -25.4% | 7,939  | -40.7%   | 54         | -75.6% | 7,993           | -41.3% | 73,235    | -27.5% |
| DEBENHAMS CARLISLE                    | 10,900 | -14.9% | 0        | NA | 9,444  | -2.2%  | 1,059    | -51.6% | 0      | NA | 351   | -71.5% | 34      | -60.0% | 0         | NA | 21,788    | -16.1% | 1,811  | -22.9%   | 168        | NA     | 1,979           | -15.7% | 23,767    | -16.1% |
| DEBENHAMS CARMARTHEN                  | 5,754  | -19.8% | 0        | NA | 6,287  | -24.3% | 344      | -73.4% | 0      | NA | 495   | -11.9% | 51      | 0.0%   | 0         | NA | 12,931    | -25.6% | 1,278  | 10.4%    | 168        | NA     | 1,446           | 24.9%  | 14,377    | -22.5% |
| DEBENHAMS CHATHAM                     | 9,361  | 8.9%   | 0        | NA | 5,631  | -3.4%  | 582      | -13.6% | 0      | NA | 854   | 115.1% | 0       | NA     | 0         | NA | 16,428    | 6.0%   | 976    | 115.5%   | 168        | NA     | 1,144           | 152.5% | 17,572    | 10.2%  |
| DEBENHAMS CHELMSFORD                  | 17,392 | 5.5%   | 0        | NA | 16,834 | 48.9%  | 1,252    | -59.2% | 0      | NA | 1,120 | -27.1% | 103     | -14.9% | 0         | NA | 36,701    | 12.8%  | 2,406  | -17.5%   | 168        | NA     | 2,574           | -11.7% | 39,275    | 10.8%  |
| DEBENHAMS CHELTENHAM                  | 3,517  | -40.4% | 0        | NA | 2,635  | -41.0% | 208      | -43.0% | 0      | NA | 197   | -39.0% | 0       | NA     | 0         | NA | 6,557     | -41.0% | 1,055  | 83.2%    | 168        | NA     | 1,223           | 112.3% | 7,780     | -33.4% |
| DEBENHAMS CHESTERFIELD (OPND 08/2012) | 6,146  | 13.5%  | 0        | NA | 5,348  | 7.6%   | 974      | -27.7% | 0      | NA | 208   | -54.9% | 0       | NA     | 0         | NA | 12,676    | 2.5%   | 1,003  | 78.8%    | 84         | NA     | 1,087           | 93.8%  | 13,763    | 6.5%   |
| DEBENHAMS CLAPHAM                     | 9,661  | 19.4%  | 0        | NA | 5,398  | -26.7% | 1,089    | -38.0% | 0      | NA | 1,533 | -26.0% | 172     | 68.6%  | 0         | NA | 17,853    | -7.9%  | 1,206  | 13.8%    | 84         | NA     | 1,290           | 21.7%  | 19,143    | -6.4%  |
| DEBENHAMS COLCHESTER                  | 23,419 | 17.7%  | 0        | NA | 21,292 | -0.6%  | 1,879    | -65.9% | 0      | NA | 2,019 | -34.8% | 102     | -48.7% | 0         | NA | 48,711    | -2.8%  | 3,602  | 17.5%    | 168        | -33.3% | 3,770           | 13.7%  | 52,481    | -1.8%  |
| DEBENHAMS COVENTRY                    | 12,044 | -10.1% | (14)     | NA | 10,052 | -28.8% | 1,080    | -71.8% | 0      | NA | 946   | -51.7% | 153     | 27.5%  | 0         | NA | 24,261    | -27.4% | 1,941  | 8.0%     | 115        | NA     | 2,056           | 14.4%  | 26,317    | -25.3% |
| DEBENHAMS CRAWLEY                     | 5,599  | -4.9%  | 0        | NA | 4,687  | 11.0%  | 586      | -60.4% | 0      | NA | 355   | -40.1% | 86      | -27.7% | 0         | NA | 11,313    | -8.0%  | 2,714  | 123.7%   | 168        | NA     | 2,882           | 137.6% | 14,195    | 5.0%   |
| DEBENHAMS CROYDON                     | 16,178 | 13.6%  | 0        | NA | 6,468  | -24.7% | 703      | -70.3% | 0      | NA | 2,305 | -26.8% | 206     | -24.8% | 0         | NA | 25,860    | -9.7%  | 1,712  | -15.2%   | 84         | NA     | 1,796           | -11.0% | 27,656    | -9.8%  |
| DEBENHAMS DERBY                       | 10,665 | -22.5% | 0        | NA | 9,168  | -1.9%  | 1,330    | -60.6% | 0      | NA | 536   | -42.9% | 119     | -46.6% | 0         | NA | 21,818    | -21.1% | 2,130  | -8.5%    | 84         | NA     | 2,214           | -4.9%  | 24,032    | -19.8% |
| DEBENHAMS DONCASTER                   | 17,725 | 7.0%   | 0        | NA | 12,473 | -22.6% | 912      | -72.8% | 0      | NA | 961   | 15.4%  | 69      | 102.9% | 0         | NA | 32,140    | -12.9% | 1,978  | -39.4%   | 84         | NA     | 2,062           | -36.8% | 34,202    | -14.8% |
| DEBENHAMS DUMFRIES (OPND 05/2012)     | 3,228  | -48.5% | 0        | NA | 4,340  | 3.1%   | 203      | -83.6% | 0      | NA | 289   | -64.4% | 0       | NA     | 0         | NA | 8,060     | -36.0% | 1,863  | -28.3%   | 84         | NA     | 1,947           | -25.1% | 10,007    | -34.1% |
| DEBENHAMS DUNDEE                      | 21,341 | -7.6%  | 0        | NA | 17,348 | 1.2%   | 1,610    | -56.6% | 0      | NA | 1,438 | -35.4% | 137     | 98.6%  | 0         | NA | 41,874    | -9.4%  | 3,770  | 16.0%    | 0          | NA     | 3,770           | 7.7%   | 45,644    | -8.2%  |
| DEBENHAMS DUNFIRMLINE                 | 7,053  | -18.2% | 0        | NA | 5,898  | 1.1%   | 1,041    | -67.0% | 0      | NA | 605   | 2.0%   | 0       | NA     | 0         | NA | 14,597    | -20.2% | 1,477  | -33.0%   | 168        | NA     | 1,645           | -25.4% | 16,242    | -20.8% |
| DEBENHAMS EAST KILBRIDE               | 13,836 | -4.6%  | 0        | NA | 8,048  | -25.1% | 1,199    | -60.0% | 0      | NA | 932   | 36.7%  | 51      | -40.0% | 0         | NA | 24,066    | -17.0% | 2,415  | -42.9%   | 84         | NA     | 2,499           | -40.9% | 26,565    | -20.1% |
| DEBENHAMS EASTBOURNE                  | 3,331  | -54.0% | 0        | NA | 4,360  | 36.5%  | 865      | -58.0% | 0      | NA | 345   | -25.3% | 51      | 0.0%   | 0         | NA | 8,952     | -31.2% | 881    | -22.0%   | 84         | NA     | 965             | -14.6% | 9,917     | -29.8% |
| DEBENHAMS EDINBURGH                   | 6,228  | -29.8% | 0        | NA | 4,266  | -50.5% | 212      | -86.5% | 0      | NA | 531   | 19.6%  | 85      | 150.0% | 0         | NA | 11,322    | -42.1% | 1,410  | -32.2%   | 84         | NA     | 1,494           | -28.2% | 12,816    | -40.7% |
| DEBENHAMS ELTHAM                      | 7,816  | -4.3%  | 0        | NA | 3,873  | -44.0% | 213      | -67.6% | 0      | NA | 408   | -48.6% | 0       | NA     | 0         | NA | 12,310    | -25.7% | 1,988  | 161.6%</ |            |        |                 |        |           |        |

DECEMBER 2013 YTD

# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

DEBENHAMS GROUP

YEAR TO DATE - TRADE  
2013 vs 2012

| STORE:                                  | ANGEL  |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |    | A*MEN |        | COLOGNE |        | MINITURES |    | TMP TOTAL | AURA   |        | AURA JEWEL |      | SWAROVSKI TOTAL |        | CFG TOTAL |         |        |
|-----------------------------------------|--------|--------|----------|----|--------|--------|----------|--------|--------|----|-------|--------|---------|--------|-----------|----|-----------|--------|--------|------------|------|-----------------|--------|-----------|---------|--------|
|                                         | 2013   | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %  | 2013  | %      | 2013    | %      | 2013      | %  |           | 2013   | %      | 2013       | %    | 2013            | %      | 2013      | %       |        |
| DEBENHAMS GATESHEAD                     | 43,689 | 24.7%  | 0        | NA | 47,712 | -7.2%  | 5,721    | -64.2% | 0      | NA | 2,732 | -56.4% | 360     | 75.6%  | 0         | NA | 100,214   | -8.3%  | 11,714 | -36.6%     | 61   | -61.9%          | 11,775 | -36.8%    | 111,989 | -12.5% |
| DEBENHAMS GLASGOW                       | 39,243 | -16.3% | 0        | NA | 31,150 | 0.2%   | 6,166    | -61.8% | 0      | NA | 2,988 | -67.0% | 479     | -28.8% | 0         | NA | 80,026    | -23.2% | 13,740 | -43.4%     | 66   | -90.0%          | 13,806 | -44.7%    | 93,832  | -27.4% |
| DEBENHAMS GLOUCESTER                    | 10,175 | -2.5%  | 0        | NA | 5,775  | -26.3% | 1,037    | -51.9% | 0      | NA | 202   | -82.2% | 68      | 33.3%  | 0         | NA | 17,257    | -20.1% | 1,345  | -43.1%     | 84   | NA              | 1,429  | -39.6%    | 18,686  | -22.1% |
| DEBENHAMS GRAVESEND                     | 8,805  | 1.5%   | 0        | NA | 6,114  | -10.8% | 810      | -53.2% | 0      | NA | 155   | -79.4% | 0       | NA     | 0         | NA | 15,884    | -11.8% | 898    | -15.2%     | 84   | NA              | 982    | -7.3%     | 16,866  | -11.6% |
| DEBENHAMS GREAT YARMOUTH                | 6,152  | 10.3%  | 0        | NA | 4,183  | 3.3%   | 359      | -67.3% | 0      | NA | 121   | -74.8% | 0       | NA     | 0         | NA | 10,815    | -3.5%  | 927    | 80.7%      | 168  | NA              | 1,095  | 113.5%    | 11,910  | 1.6%   |
| DEBENHAMS GUILDFORD                     | 6,049  | -22.7% | 0        | NA | 4,875  | -20.5% | 472      | -65.9% | 0      | NA | 115   | -88.3% | 0       | NA     | 0         | NA | 11,511    | -29.6% | 1,767  | 65.0%      | 168  | NA              | 1,935  | 80.7%     | 13,446  | -22.8% |
| DEBENHAMS HANLEY                        | 12,378 | -3.0%  | 0        | NA | 11,039 | -16.9% | 1,283    | -56.1% | 0      | NA | 745   | -36.1% | 68      | -50.4% | 0         | NA | 25,513    | -15.7% | 2,164  | 5.0%       | 168  | NA              | 2,332  | 13.1%     | 27,845  | -13.9% |
| DEBENHAMS HARROGATE                     | 10,059 | -19.3% | 0        | NA | 4,979  | -21.9% | 515      | -75.8% | 0      | NA | 526   | -17.4% | 68      | -20.0% | 0         | NA | 16,147    | -25.6% | 944    | 18.9%      | 84   | NA              | 1,028  | 29.5%     | 17,175  | -23.6% |
| DEBENHAMS HARROW                        | 8,753  | 3.3%   | 0        | NA | 10,287 | 56.7%  | 1,718    | -65.3% | 0      | NA | 1,039 | -59.3% | 51      | 0.0%   | 0         | NA | 21,848    | -3.3%  | 2,602  | -5.3%      | 84   | NA              | 2,686  | -2.3%     | 24,534  | -3.2%  |
| DEBENHAMS HASTINGS                      | 4,880  | 24.7%  | 0        | NA | 5,053  | 25.4%  | 141      | -63.6% | 0      | NA | 339   | 25.6%  | 0       | NA     | 0         | NA | 10,413    | 21.1%  | 1,076  | 374.0%     | 168  | NA              | 1,244  | 448.0%    | 11,657  | 32.1%  |
| DEBENHAMS HAVERFORDWEST (OPND 10/2013)  | 3,721  | NA     | 0        | NA | 3,319  | NA     | 99       | NA     | 0      | NA | 348   | NA     | 69      | NA     | 0         | NA | 7,556     | NA     | 49     | NA         | 0    | NA              | 49     | NA        | 7,605   | NA     |
| DEBENHAMS HEMEL HEMPSTEAD               | 7,344  | -4.2%  | 0        | NA | 5,339  | -11.8% | 470      | -62.0% | 0      | NA | 459   | -54.3% | 0       | NA     | 0         | NA | 13,612    | -15.1% | 1,021  | -25.7%     | 84   | NA              | 1,105  | -19.6%    | 14,717  | -15.5% |
| DEBENHAMS HOUNSLOW                      | 2,502  | -33.1% | 0        | NA | 2,883  | -26.3% | 689      | -45.1% | 0      | NA | 310   | 22.5%  | 0       | NA     | 0         | NA | 6,384     | -30.6% | 842    | -11.9%     | 168  | NA              | 1,010  | 5.6%      | 7,394   | -27.1% |
| DEBENHAMS HULL                          | 16,156 | -12.5% | 0        | NA | 14,189 | -3.1%  | 1,756    | -59.6% | 0      | NA | 1,028 | -16.0% | 17      | -87.7% | 0         | NA | 33,146    | -14.6% | 1,507  | -52.9%     | 84   | NA              | 1,591  | -50.3%    | 34,737  | -17.3% |
| DEBENHAMS ILFORD                        | 10,829 | 6.6%   | 0        | NA | 6,414  | -20.7% | 1,407    | -36.2% | 0      | NA | 991   | -51.8% | 51      | -25.0% | 0         | NA | 19,692    | -12.8% | 3,179  | 12.6%      | 84   | NA              | 3,263  | 15.6%     | 22,955  | -9.6%  |
| DEBENHAMS INVERNESS                     | 8,981  | 12.3%  | 0        | NA | 4,993  | 3.2%   | 948      | -48.3% | 0      | NA | 431   | -61.7% | 102     | 18.6%  | 0         | NA | 15,455    | -2.7%  | 2,735  | -29.7%     | 84   | NA              | 2,819  | -27.6%    | 18,274  | -7.6%  |
| DEBENHAMS IPSWICH                       | 15,062 | -5.6%  | 0        | NA | 12,286 | 11.6%  | 1,255    | -59.0% | 0      | NA | 824   | -24.7% | 171     | 4.9%   | 0         | NA | 29,598    | -5.4%  | 2,365  | -19.2%     | 168  | NA              | 2,533  | -13.5%    | 32,131  | -6.1%  |
| DEBENHAMS KIDDERMINSTER (DESIRE BY)     | 7,515  | -13.8% | 0        | NA | 6,613  | 12.2%  | 296      | -82.1% | 0      | NA | 53    | -89.8% | 0       | NA     | 0         | NA | 14,477    | -13.9% | 1,698  | 64.2%      | 168  | NA              | 1,866  | 80.5%     | 16,343  | -8.5%  |
| DEBENHAMS KINGS LYNN                    | 5,166  | 29.0%  | 0        | NA | 3,715  | 40.1%  | 508      | -43.7% | 0      | NA | 220   | -23.3% | 0       | NA     | 0         | NA | 9,609     | 22.5%  | 1,150  | 58.4%      | 145  | NA              | 1,295  | 78.4%     | 10,904  | 27.2%  |
| DEBENHAMS KIRKCALDY (DESIRE BY)         | 7,450  | -34.6% | 0        | NA | 6,077  | -27.2% | 1,201    | -32.4% | 0      | NA | 431   | 9.7%   | 34      | -50.0% | 0         | NA | 15,193    | -30.8% | 860    | -41.4%     | 84   | NA              | 944    | -35.7%    | 16,137  | -31.1% |
| DEBENHAMS LEAMINGTON SPA (OPND 09/2013) | 5,249  | NA     | 0        | NA | 5,567  | NA     | 230      | NA     | 0      | NA | 419   | NA     | 69      | NA     | 0         | NA | 11,534    | NA     | 49     | NA         | 0    | NA              | 49     | NA        | 11,583  | NA     |
| DEBENHAMS LEEDS (BRIGGATE)              | 32,031 | -3.1%  | 0        | NA | 28,818 | -16.8% | 3,031    | -71.6% | 0      | NA | 2,160 | -66.7% | 223     | 44.8%  | 0         | NA | 66,263    | -22.0% | 4,712  | -43.8%     | 0    | NA              | 4,712  | -44.8%    | 70,975  | -24.1% |
| DEBENHAMS LEEDS (WHITE ROSE)            | 42,456 | 20.9%  | (22)     | NA | 39,517 | -9.0%  | 3,807    | -66.0% | 0      | NA | 3,032 | -27.5% | 361     | 163.5% | 0         | NA | 89,151    | -5.2%  | 6,931  | 7.5%       | 115  | NA              | 7,046  | 9.3%      | 96,197  | -4.3%  |
| DEBENHAMS LEICESTER                     | 6,583  | -28.7% | 0        | NA | 8,863  | 20.7%  | 862      | -66.7% | 0      | NA | 913   | -23.9% | 171     | 402.9% | 0         | NA | 17,392    | -14.7% | 1,101  | -19.8%     | 84   | NA              | 1,185  | -13.7%    | 18,577  | -14.7% |
| DEBENHAMS LEITH                         | 6,584  | -9.2%  | 0        | NA | 4,912  | -14.7% | 890      | -58.6% | 0      | NA | 376   | -70.8% | 85      | 0.0%   | 0         | NA | 12,847    | -22.3% | 1,467  | -1.3%      | 84   | NA              | 1,551  | 4.4%      | 14,398  | -20.1% |
| DEBENHAMS LICHFIELD (OPND 05/2013)      | 8,085  | NA     | 0        | NA | 8,575  | NA     | 616      | NA     | 0      | NA | 535   | NA     | 222     | NA     | 0         | NA | 18,033    | NA     | 171    | NA         | 0    | NA              | 171    | NA        | 18,204  | NA     |
| DEBENHAMS LINCOLN                       | 17,374 | 0.5%   | 0        | NA | 11,369 | 21.2%  | 1,077    | -73.2% | 0      | NA | 1,034 | -19.2% | 119     | 128.8% | 0         | NA | 30,973    | -3.3%  | 1,619  | -18.8%     | 84   | NA              | 1,703  | -14.6%    | 32,676  | -3.9%  |
| DEBENHAMS LIVERPOOL                     | 39,531 | -5.9%  | 0        | NA | 57,693 | -17.9% | 8,533    | -54.4% | 0      | NA | 4,148 | -35.3% | 503     | 35.2%  | 0         | NA | 110,408   | -20.1% | 11,034 | -43.7%     | 88   | -77.8%          | 11,122 | -44.3%    | 121,530 | -23.2% |
| DEBENHAMS LIVINGSTON                    | 6,838  | -21.2% | 0        | NA | 8,077  | -3.9%  | 824      | -78.7% | 0      | NA | 693   | -49.6% | 34      | -67.0% | 0         | NA | 16,466    | -26.6% | 3,150  | 43.6%      | 168  | NA              | 3,318  | 51.2%     | 19,784  | -19.7% |
| DEBENHAMS LLANDUDNO                     | 15,322 | 15.9%  | 0        | NA | 14,097 | -6.5%  | 1,335    | -37.0% | 0      | NA | 880   | 30.4%  | 102     | 20.0%  | 0         | NA | 31,736    | 1.8%   | 1,886  | -23.4%     | 53   | NA              | 1,939  | -21.2%    | 33,675  | 0.1%   |
| DEBENHAMS LLANELLI                      | 5,542  | 17.4%  | 0        | NA | 5,173  | -1.4%  | 263      | -87.6% | 0      | NA | 197   | -31.6% | 0       | NA     | 0         | NA | 11,175    | -9.8%  | 1,972  | 94.7%      | 84   | NA              | 2,056  | 103.0%    | 13,231  | -1.2%  |
| DEBENHAMS LONDON                        | 89,346 | 6.6%   | 0        | NA | 63,470 | -16.5% | 9,590    | -64.9% | 0      | NA | 8,011 | -79.6% | 1,464   | -30.8% | 0         | NA | 171,881   | -25.2% | 16,974 | -58.2%     | 0    | NA              | 16,974 | -62.1%    | 188,855 | -31.2% |
| DEBENHAMS LUTON                         | 9,531  | 55.8%  | 0        | NA | 5,996  | 17.4%  | 941      | -29.1% | 0      | NA | 827   | 11.5%  | 68      | -43.3% | 0         | NA | 17,363    | 29.4%  | 1,003  | 7.0%       | 53   | NA              | 1,056  | 12.7%     | 18,419  | 28.3%  |
| DEBENHAMS MANCHESTER (TRAFFORD PARK)    | 34,638 | 2.6%   | 0        | NA | 35,351 | -17.1% | 6,884    | -55.3% | 0      | NA | 3,811 | -40.2% | 379     | 7.1%   | 0         | NA | 81,063    | -18.1% | 11,212 | -41.8%     | (63) | NA              | 11,149 | -46.8%    | 92,212  | -23.1% |
| DEBENHAMS MANCHESTER                    | 33,817 | -6.9%  | 0        | NA | 35,384 | -10.1% | 5,652    | -62.1% | 0      | NA | 3,553 | -62.7% | 447     | 84.7%  | 0         | NA | 78,853    | -21.7% | 8,612  | -35.8%     | 61   | -61.9%          | 8,673  | -36.1%    | 87,526  | -23.4% |
| DEBENHAMS MANSFIELD                     | 7,829  | 12.4%  | 0        | NA | 6,092  | -18.3% | 745      | -63.4% | 0      | NA | 305   | 70.4%  | 34      | NA     | 0         | NA | 15,005    | -9.8%  | 1,679  | 207.5%     | 0    | NA              | 1,679  | 207.5%    | 16,684  | -2.9%  |
| DEBENHAMS MEADOWHALL                    | 29,863 | -5.3%  | 0        | NA | 32,950 | 0.4%   | 3,308    | -58.8% | 0      | NA | 2,981 | -48.1% | 398     | 65.1%  | 0         | NA | 69,500    | -11.8% | 5,269  | -54.6%     | 31   | -80.6%          | 5,300  | -55.0%    | 74,800  | -17.4% |
| DEBENHAMS MERRYHILL                     | 28,644 | -7.4%  | 0        | NA | 29,741 | -21.4% | 3,562    | -60.8% | 0      | NA | 2,364 | -57.2% | 303     | 326.8% | 0         | NA | 64,614    | -22.6% | 4,996  | -49.3%     | 57   | -68.2%          | 5,053  | -49.6%    | 69,667  | -25.5% |
| DEBENHAMS MERTHYR TYDFIL (DESIRE BY)    | 5,920  | -1.4%  | 0        | NA | 8,688  | -24.0% | 784      | -72.2% | 0      | NA | 426   | 56.6%  | 0       | NA     | 0         | NA | 15,818    | -22.9% | 743    | -48.0%     | 0    | NA              | 743    | -48.0%    | 16,561  | -24.6% |
| DEBENHAMS MIDDLESBOROUGH                | 23,645 | -14.1% | 0        | NA | 19,376 | 12.9%  | 2,484    | -57.5% | 0      | NA | 755   | -81.5% | 69      | -18.8% | 0         | NA | 46,329    | -15.9% | 3,580  | 39.0%      | 0    | NA              | 3,580  | 26.6%     | 49,909  | -13.8% |
| DEBENHAMS MILTON KEYNES                 | 20,626 | -13.9% | 0        | NA | 18,424 | -16.7% | 1,140    | -72.2% | 0      | NA | 2,992 | -11.6% | 206     | 39.2%  | 0         | NA | 43,388    | -19.2% | 2,882  | -42.4%     | 0    | NA              | 2,882  | -46.8%    | 46,270  | -21.7% |
| DEBENHAMS MONKS CROSS YORK              | 4,056  | 0.8%   | 0        | NA | 4,837  | -0.6%  | 119      | -88.3% | 0      | NA | 360   | 101.1% | 0       | NA     | 0         | NA | 9,372     | -7.0%  | 873    | 32.5%      | 168  | NA              | 1,041  | 58.0%     | 10,413  | -3.1%  |
| DEBENHAMS NEWBURY (CLSD 10/2011)        | 0      | NA     | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 0         | NA     | 0      | NA         | 0    | NA              | 0      | NA        | 0       | NA     |
| DEBENHAMS NEWBURY PARKWAY               | 6,305  | 13.2%  | 0        | NA | 3,349  | 12.2%  | 65       | -91.2% | 0      | NA | 293   | 83.1%  | 68      | NA     | 0         | NA | 10,080    | 6.3%   | 1,302  | 51.0%      | 84   | NA              | 1,386  | 60.8%     | 11,466  | 10.8%  |
| DEBENHAMS NEWCASTLE                     | 17,568 | -19.7% | 0        | NA | 20,875 | -19.6% | 3,272    | -71.6% | 0      | NA | 2,675 | -30.6% | 224     | 18.5%  | 0         | NA | 44,614    | -29.7% | 5,237  | -44.1%     | 0    | NA              | 5,237  | -45.1%    | 49,851  | -31.7% |
| DEBENHAMS NORTHAMPTON                   | 4,899  | 58.5%  | 0        | NA | 1,666  | -46.8% | 108      | -85.6% | 0      | NA | 197   | -33.2% | 0       | NA     | 0         | NA | 6,870     | -5.4%  | 669    | 32.7%      | 84   | NA              | 753    | 49.4%     | 7,6,7   |        |



DECEMBER 2013 YTD

CLARINS FRAGRANCE GROUP  
STORE GROUP REPORT

DEBENHAMS GROUP

YEAR TO DATE - TRADE  
2013 vs 2012

| STORE:                       | ANGEL  |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |    | A*MEN |        | COLOGNE |        | MINUTURES |    | TMP TOTAL |        | AURA   |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|------------------------------|--------|--------|----------|----|--------|--------|----------|--------|--------|----|-------|--------|---------|--------|-----------|----|-----------|--------|--------|--------|------------|--------|-----------------|--------|-----------|--------|
|                              | 2013   | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %  | 2013  | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013   | %      | 2013       | %      | 2013            | %      | 2013      | %      |
| DEBENHAMS PLYMOUTH           | 14,669 | -9.4%  | 0        | NA | 8,101  | -7.1%  | 1,006    | -70.1% | 0      | NA | 952   | 3.7%   | 188     | 172.5% | 0         | NA | 24,916    | -14.9% | 2,005  | -16.7% | 84         | NA     | 2,089           | -13.2% | 27,005    | -14.7% |
| DEBENHAMS POLLOCK            | 27,061 | 4.7%   | 0        | NA | 21,239 | -3.2%  | 3,345    | -61.1% | 0      | NA | 2,330 | -46.7% | 293     | -6.1%  | 0         | NA | 54,268    | -11.1% | 9,742  | -39.2% | 0          | NA     | 9,742           | -40.7% | 64,010    | -17.4% |
| DEBENHAMS PRESTON            | 15,312 | -7.9%  | 0        | NA | 12,903 | -16.8% | 1,602    | -63.3% | 0      | NA | 992   | -61.2% | 102     | -14.3% | 0         | NA | 30,911    | -21.1% | 2,592  | -50.4% | 84         | NA     | 2,676           | -48.8% | 33,587    | -24.4% |
| DEBENHAMS PORTSMOUTH         | 27,845 | 7.8%   | 0        | NA | 22,706 | -11.0% | 1,539    | -63.5% | 0      | NA | 2,638 | 28.7%  | 119     | 15.5%  | 0         | NA | 54,847    | -5.0%  | 4,471  | -24.0% | 0          | NA     | 4,471           | -26.1% | 59,318    | -7.0%  |
| DEBENHAMS READING            | 10,378 | -7.8%  | 0        | NA | 7,440  | 0.2%   | 1,017    | -59.8% | 0      | NA | 1,249 | 35.9%  | 119     | 0.0%   | 0         | NA | 20,203    | -9.2%  | 1,326  | -47.1% | 84         | NA     | 1,410           | -43.8% | 21,613    | -12.7% |
| DEBENHAMS REDDITCH           | 10,717 | -1.1%  | 0        | NA | 8,260  | -7.5%  | 911      | -50.5% | 0      | NA | 756   | -6.8%  | 85      | 25.0%  | 0         | NA | 20,729    | -7.8%  | 2,115  | -3.9%  | 84         | NA     | 2,199           | -0.1%  | 22,928    | -7.1%  |
| DEBENHAMS ROMFORD            | 33,382 | -20.5% | 0        | NA | 30,222 | -20.4% | 2,252    | -68.8% | 0      | NA | 3,887 | -48.3% | 235     | -58.6% | 0         | NA | 69,978    | -26.8% | 10,143 | -19.7% | 0          | NA     | 10,143          | -21.2% | 80,121    | -26.1% |
| DEBENHAMS SALISBURY          | 8,364  | 8.1%   | 0        | NA | 4,749  | -12.3% | 606      | -47.5% | 0      | NA | 317   | 17.0%  | 68      | 100.0% | 0         | NA | 14,104    | -3.5%  | 704    | 91.8%  | 168        | NA     | 872             | 137.6% | 14,976    | 0.0%   |
| DEBENHAMS SCARBOROUGH        | 10,795 | -12.5% | 0        | NA | 9,416  | -2.8%  | 1,792    | -37.4% | 0      | NA | 493   | -23.4% | 68      | 0.0%   | 0         | NA | 22,564    | -11.9% | 2,097  | 105.8% | 84         | NA     | 2,181           | 114.0% | 24,745    | -7.0%  |
| DEBENHAMS SHEFFIELD          | 5,517  | 17.2%  | 0        | NA | 5,760  | 35.1%  | 856      | -49.1% | 0      | NA | 705   | -3.2%  | 34      | -50.0% | 0         | NA | 12,872    | 12.4%  | 1,081  | 77.5%  | 84         | NA     | 1,165           | 91.3%  | 14,037    | 16.4%  |
| DEBENHAMS SLOUGH             | 4,858  | -4.6%  | 0        | NA | 4,099  | 0.5%   | 152      | -87.0% | 0      | NA | 574   | -1.9%  | 0       | NA     | 0         | NA | 9,683     | -11.8% | 738    | -12.2% | 84         | NA     | 822             | -2.3%  | 10,505    | -11.1% |
| DEBENHAMS SOUTHAMPTON        | 9,201  | -8.4%  | 0        | NA | 7,132  | -14.3% | 929      | -52.4% | 0      | NA | 621   | -21.1% | 51      | -25.0% | 0         | NA | 17,934    | -15.2% | 2,246  | -20.5% | 84         | NA     | 2,330           | -17.6% | 20,264    | -15.4% |
| DEBENHAMS SOUTHEND           | 32,255 | 9.0%   | 0        | NA | 24,849 | -1.3%  | 3,082    | -67.6% | 0      | NA | 3,513 | -49.4% | 207     | -24.5% | 0         | NA | 63,906    | -11.1% | 4,094  | -55.8% | 0          | NA     | 4,094           | -56.5% | 68,000    | -16.3% |
| DEBENHAMS SOUTHPORT          | 11,988 | 13.7%  | 0        | NA | 7,729  | -11.7% | 1,112    | -48.5% | 0      | NA | 545   | -31.3% | 86      | 26.5%  | 0         | NA | 21,460    | -3.8%  | 1,573  | -12.1% | 84         | NA     | 1,657           | -7.4%  | 23,117    | -4.1%  |
| DEBENHAMS SOUTHSEA           | 4,839  | 0.8%   | 0        | NA | 2,457  | -28.6% | 324      | -65.0% | 0      | NA | 595   | 41.7%  | 0       | NA     | 0         | NA | 8,215     | -14.3% | 452    | 5.4%   | 168        | NA     | 620             | 44.5%  | 8,835     | -11.8% |
| DEBENHAMS SOUTHSIELDS        | 12,478 | 18.0%  | 0        | NA | 9,499  | 6.2%   | 1,483    | -66.8% | 0      | NA | 718   | 40.8%  | 17      | -50.0% | 0         | NA | 24,195    | -1.3%  | 1,695  | -14.9% | 84         | NA     | 1,779           | -10.7% | 25,974    | -2.0%  |
| DEBENHAMS STAINES            | 6,818  | -2.0%  | 0        | NA | 3,937  | -33.5% | 876      | -37.0% | 0      | NA | 119   | -86.4% | 17      | -66.7% | 0         | NA | 11,767    | -22.5% | 1,990  | 126.1% | 84         | NA     | 2,074           | 135.7% | 13,841    | -13.8% |
| DEBENHAMS STIRLING           | 14,673 | 12.8%  | 0        | NA | 9,577  | -2.8%  | 1,131    | -46.8% | 0      | NA | 345   | -61.0% | 103     | NA     | 0         | NA | 25,829    | -0.2%  | 2,336  | 14.3%  | 84         | NA     | 2,420           | 18.4%  | 28,249    | 1.2%   |
| DEBENHAMS STOCKPORT          | 15,941 | 1.1%   | 0        | NA | 12,062 | 10.3%  | 1,038    | -62.9% | 0      | NA | 686   | 14.5%  | 119     | 75.0%  | 0         | NA | 29,846    | -1.1%  | 1,214  | -51.8% | 168        | NA     | 1,382           | -45.2% | 31,228    | -4.5%  |
| DEBENHAMS STOCKTON ON TEES   | 12,853 | 3.2%   | 0        | NA | 11,652 | -6.8%  | 1,172    | -71.7% | 0      | NA | 904   | 17.3%  | 17      | -66.7% | 0         | NA | 26,598    | -11.1% | 2,416  | 19.9%  | 168        | NA     | 2,584           | 28.2%  | 29,182    | -8.6%  |
| DEBENHAMS STRATFORD          | 6,712  | 0.8%   | 0        | NA | 4,557  | -28.6% | 318      | -68.1% | 0      | NA | 218   | -51.6% | 0       | NA     | 0         | NA | 11,805    | -19.0% | 939    | 106.8% | 84         | NA     | 1,023           | 125.3% | 12,828    | -14.7% |
| DEBENHAMS SUNDERLAND         | 43,662 | -0.9%  | 0        | NA | 38,808 | -16.5% | 6,543    | -64.2% | 0      | NA | 2,023 | -69.3% | 276     | 51.6%  | 0         | NA | 91,312    | -18.8% | 9,262  | -40.0% | 57         | -79.8% | 9,319           | -40.7% | 100,631   | -21.5% |
| DEBENHAMS SUTTON             | 8,477  | -4.4%  | 0        | NA | 6,843  | -24.6% | 584      | -54.7% | 0      | NA | 309   | -61.9% | 103     | -13.4% | 0         | NA | 16,316    | -19.1% | 2,332  | -53.4% | 84         | NA     | 2,416           | -51.7% | 18,732    | -25.6% |
| DEBENHAMS SWANSEA            | 12,999 | -6.0%  | 0        | NA | 10,297 | -2.7%  | 1,139    | -44.7% | 0      | NA | 1,006 | 28.5%  | 136     | NA     | 0         | NA | 25,577    | -6.2%  | 2,511  | 81.8%  | 84         | NA     | 2,595           | 87.9%  | 28,172    | -1.6%  |
| DEBENHAMS SWINDON            | 5,560  | -27.2% | 0        | NA | 3,340  | 16.5%  | 433      | -67.2% | 0      | NA | 113   | -69.6% | 68      | 100.0% | 0         | NA | 9,514     | -22.2% | 1,547  | 37.1%  | 84         | NA     | 1,631           | 44.6%  | 11,145    | -16.6% |
| DEBENHAMS TALUNTON           | 6,230  | -24.8% | 0        | NA | 3,265  | -45.8% | 356      | -73.9% | 0      | NA | 212   | -38.2% | 0       | NA     | 0         | NA | 10,063    | -37.3% | 1,894  | 7.0%   | 168        | NA     | 2,062           | 16.5%  | 12,125    | -31.9% |
| DEBENHAMS TELFORD            | 9,927  | -9.3%  | 0        | NA | 7,734  | -6.8%  | 768      | -49.8% | 0      | NA | 1,292 | 36.7%  | 34      | -75.0% | 0         | NA | 19,755    | -9.6%  | 1,981  | -8.3%  | 84         | NA     | 2,065           | -4.4%  | 21,820    | -9.1%  |
| DEBENHAMS THANET             | 8,967  | 18.6%  | 0        | NA | 3,875  | -3.2%  | 1,086    | -42.6% | 0      | NA | 720   | 6.2%   | 0       | NA     | 0         | NA | 14,648    | 1.5%   | 1,055  | 5.6%   | 84         | NA     | 1,139           | 14.0%  | 15,787    | 2.3%   |
| DEBENHAMS THURROCK           | 36,952 | -0.8%  | 0        | NA | 35,635 | -13.0% | 4,206    | -55.0% | 0      | NA | 3,709 | -49.1% | 535     | 11.9%  | 0         | NA | 81,037    | -15.3% | 7,199  | -48.6% | 27         | -83.1% | 7,226           | -49.0% | 88,263    | -19.7% |
| DEBENHAMS TORQUAY            | 7,343  | -1.3%  | 0        | NA | 3,049  | -3.8%  | 334      | -74.5% | 0      | NA | 542   | -14.6% | 68      | 0.0%   | 0         | NA | 11,336    | -10.1% | 1,143  | 14.3%  | 84         | NA     | 1,227           | 22.7%  | 12,563    | -7.7%  |
| DEBENHAMS TRURO              | 11,062 | -6.0%  | 0        | NA | 4,392  | -31.6% | 444      | -71.0% | 0      | NA | 856   | 98.1%  | 51      | -25.0% | 0         | NA | 16,805    | -16.8% | 778    | -7.8%  | 84         | NA     | 862             | 2.1%   | 17,667    | -16.0% |
| DEBENHAMS UXBRIDGE           | 8,809  | 5.9%   | 0        | NA | 6,873  | -27.0% | 735      | -37.0% | 0      | NA | 967   | 38.1%  | 51      | -25.0% | 0         | NA | 17,435    | -11.4% | 1,190  | -46.6% | 84         | NA     | 1,274           | -42.8% | 18,709    | -14.6% |
| DEBENHAMS WAKEFIELD          | 7,963  | -7.4%  | 0        | NA | 8,357  | -23.1% | 877      | -59.4% | 0      | NA | 772   | 6.3%   | 34      | -60.0% | 0         | NA | 18,003    | -19.8% | 1,640  | -5.2%  | 168        | NA     | 1,808           | 4.5%   | 19,811    | -18.0% |
| DEBENHAMS WALSALL            | 5,614  | -23.2% | 0        | NA | 6,559  | -7.0%  | 757      | -50.5% | 0      | NA | 387   | 25.2%  | 0       | NA     | 0         | NA | 13,317    | -17.9% | 1,032  | 0.8%   | 84         | NA     | 1,116           | 9.0%   | 14,433    | -16.3% |
| DEBENHAMS WALTON (DESIRE BY) | 3,912  | 7.0%   | 0        | NA | 2,757  | -39.7% | 305      | -74.4% | 0      | NA | 86    | -83.1% | 0       | NA     | 0         | NA | 7,060     | -28.9% | 595    | 162.1% | 57         | 111.1% | 652             | 156.7% | 7,712     | -24.3% |
| DEBENHAMS WARRINGTON         | 12,253 | -2.2%  | 0        | NA | 12,543 | 24.1%  | 1,635    | -49.2% | 0      | NA | 340   | -73.2% | 34      | -50.0% | 0         | NA | 26,805    | -1.4%  | 2,538  | 7.8%   | 84         | NA     | 2,622           | 11.4%  | 29,427    | -0.4%  |
| DEBENHAMS WELWYN GARDEN CITY | 3,472  | -22.3% | (42)     | NA | 5,130  | -5.4%  | 108      | -90.8% | 0      | NA | 109   | -67.5% | 0       | NA     | 0         | NA | 8,777     | -23.0% | 890    | 111.4% | 168        | NA     | 1,058           | 151.3% | 9,835     | -16.8% |
| DEBENHAMS WESTFIELD          | 8,099  | -9.3%  | 0        | NA | 10,579 | 22.3%  | 1,003    | -61.8% | 0      | NA | 1,075 | -19.4% | 173     | -32.7% | 0         | NA | 20,929    | -4.0%  | 1,680  | -5.2%  | 84         | NA     | 1,764           | -0.5%  | 22,693    | -3.7%  |
| DEBENHAMS WEYMOUTH           | 8,235  | 32.0%  | 0        | NA | 4,027  | -39.3% | 734      | -23.9% | 0      | NA | 23    | -94.0% | 17      | 0.0%   | 0         | NA | 13,036    | -8.4%  | 1,139  | 63.9%  | 0          | NA     | 1,139           | 63.9%  | 14,175    | -5.1%  |
| DEBENHAMS WIGAN              | 15,202 | 12.7%  | 0        | NA | 12,303 | -12.3% | 1,594    | -73.2% | 0      | NA | 349   | -64.0% | 68      | 0.0%   | 0         | NA | 29,516    | -14.4% | 2,605  | -15.7% | 84         | NA     | 2,689           | -12.9% | 32,205    | -14.3% |
| DEBENHAMS WIMBLEDON          | 8,788  | 36.4%  | 0        | NA | 5,177  | -12.5% | 923      | -49.4% | 0      | NA | 1,123 | 84.1%  | 154     | -18.1% | 0         | NA | 16,165    | 8.4%   | 1,716  | 44.4%  | 168        | NA     | 1,884           | 58.6%  | 18,049    | 12.1%  |
| DEBENHAMS WINCHESTER         | 6,023  | -14.4% | 0        | NA | 4,450  | 2.1%   | 455      | -64.3% | 0      | NA | 202   | -49.9% | 85      | 400.0% | 0         | NA | 11,215    | -14.3% | 1,433  | 72.2%  | 84         | NA     | 1,517           | 82.3%  | 12,732    | -8.6%  |
| DEBENHAMS WITNEY             | 1,846  | 17.0%  | 0        | NA | 2,323  | 19.7%  | 119      | -85.5% | 0      | NA | 69    | -70.5% | 0       | NA     | 0         | NA | 4,357     | -4.7%  | 1,060  | 15.1%  | 84         | NA     | 1,144           | 24.2%  | 5,501     | 0.1%   |
| DEBENHAMS WOKING             | 6,082  | 2.1%   | 0        | NA | 4,862  | 25.3%  | 421      | -61.4% | 0      | NA | 299   | -64.0% | 0       | NA     | 0         | NA | 11,664    | -1.1%  | 1,010  | 64.2%  | 168        | NA     | 1,178           | 91.5%  | 12,842    | 3.5%   |
| DEBENHAMS WORCESTER          | 8,727  | 8.5%   | 0        | NA | 6,333  | -4.8%  | 472      | -70.2% | 0      | NA | 20    |        |         |        |           |    |           |        |        |        |            |        |                 |        |           |        |

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| STORE:                                | ANGEL  |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |    | A*MEN  |        | COLOGNE |        | MINITURES |    | TMP TOTAL | AURA   |        | AURA JEWEL |     | SWAROVSKI TOTAL |        | CFG TOTAL |         |        |
|---------------------------------------|--------|--------|----------|----|--------|--------|----------|--------|--------|----|--------|--------|---------|--------|-----------|----|-----------|--------|--------|------------|-----|-----------------|--------|-----------|---------|--------|
|                                       | 2013   | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %      | 2013      | %  |           | 2013   | %      | 2013       | %   | 2013            | %      | 2013      | %       |        |
| BROWNS CHESTER                        | 59,880 | -12.3% | 0        | NA | 54,323 | -6.3%  | 12,834   | -35.7% | 0      | NA | 6,132  | -27.5% | 686     | -37.4% | 0         | NA | 133,855   | -15.1% | 12,229 | 10.2%      | 0   | NA              | 12,229 | 6.2%      | 146,084 | -13.6% |
| DEBENHAMS ABERDEEN                    | 37,023 | 8.3%   | 0        | NA | 33,649 | -2.5%  | 4,563    | -31.1% | 0      | NA | 3,924  | 10.1%  | 225     | -31.0% | 0         | NA | 79,384    | -0.7%  | 7,300  | -17.8%     | 48  | 0.0%            | 7,348  | -17.7%    | 86,732  | -2.4%  |
| DEBENHAMS ALTRINGHAM                  | 8,959  | -3.1%  | 0        | NA | 4,596  | 4.1%   | 329      | -75.1% | 0      | NA | 246    | -60.3% | 0       | NA     | 0         | NA | 14,130    | -10.5% | 927    | 306.6%     | 0   | NA              | 927    | 306.6%    | 15,057  | -6.0%  |
| DEBENHAMS ASHFORD                     | 11,359 | -3.4%  | 0        | NA | 8,744  | 23.1%  | 2,010    | -17.1% | 0      | NA | 846    | -13.8% | 62      | 121.4% | 0         | NA | 23,021    | 1.9%   | 2,002  | 321.5%     | 0   | NA              | 2,002  | 321.5%    | 25,023  | 8.5%   |
| DEBENHAMS AYR                         | 27,384 | 9.4%   | 0        | NA | 19,773 | 54.8%  | 1,682    | -68.8% | 0      | NA | 1,229  | -22.4% | 59      | -4.8%  | 0         | NA | 50,127    | 10.5%  | 2,858  | -25.6%     | 0   | NA              | 2,858  | -25.6%    | 52,985  | 7.7%   |
| DEBENHAMS BANBURY                     | 18,143 | 2.4%   | 0        | NA | 10,625 | 27.8%  | 749      | -56.8% | 26     | NA | 1,101  | 88.5%  | 169     | 503.6% | 0         | NA | 30,813    | 7.8%   | 1,208  | 42.0%      | 0   | NA              | 1,208  | 42.0%     | 32,021  | 8.8%   |
| DEBENHAMS BANGOR                      | 13,578 | 3.9%   | 0        | NA | 17,140 | 1.3%   | 2,841    | -40.4% | 0      | NA | 440    | -27.4% | 88      | 183.9% | 0         | NA | 34,087    | -4.8%  | 1,057  | -35.7%     | 0   | NA              | 1,057  | -35.7%    | 35,144  | -6.1%  |
| DEBENHAMS BARROW                      | 16,350 | 1.4%   | 0        | NA | 15,682 | 28.3%  | 2,018    | 2.0%   | 0      | NA | 988    | 52.9%  | 90      | NA     | 0         | NA | 35,128    | 12.4%  | 2,117  | 231.3%     | 0   | NA              | 2,117  | 231.3%    | 37,245  | 16.8%  |
| DEBENHAMS BASILDON                    | 45,086 | -12.7% | 0        | NA | 37,227 | -12.4% | 6,343    | -49.7% | 0      | NA | 4,772  | -36.3% | 146     | -65.5% | 0         | NA | 93,574    | -18.9% | 13,698 | 6.1%       | 347 | 122.4%          | 14,045 | 7.5%      | 107,619 | -16.2% |
| DEBENHAMS BASINGSTOKE                 | 17,001 | 2.8%   | 0        | NA | 15,466 | 25.9%  | 1,042    | -45.4% | 0      | NA | 1,326  | 36.1%  | 180     | 480.6% | 0         | NA | 35,015    | 9.1%   | 2,367  | 11.2%      | 0   | NA              | 2,367  | 11.2%     | 37,382  | 9.3%   |
| DEBENHAMS BATH                        | 11,487 | -1.1%  | 0        | NA | 9,630  | 3.5%   | 2,292    | 4.0%   | 0      | NA | 1,307  | 107.8% | 123     | 296.8% | 0         | NA | 24,839    | 3.3%   | 1,499  | 97.5%      | 0   | NA              | 1,499  | 97.5%     | 26,338  | 6.2%   |
| DEBENHAMS BEDFORD                     | 17,283 | -3.9%  | 0        | NA | 14,147 | 24.5%  | 1,271    | -42.3% | 0      | NA | 929    | 221.5% | 180     | 592.3% | 0         | NA | 33,810    | 5.2%   | 1,502  | 94.1%      | 0   | NA              | 1,502  | 94.1%     | 35,312  | 7.3%   |
| DEBENHAMS BIRMINGHAM                  | 94,633 | -4.6%  | 0        | NA | 87,453 | -3.6%  | 21,274   | -37.2% | 0      | NA | 17,076 | -37.0% | 1,700   | 39.7%  | 0         | NA | 222,136   | -12.7% | 26,212 | -28.0%     | 0   | NA              | 26,212 | -28.1%    | 248,348 | -14.6% |
| DEBENHAMS BIRMINGHAM FORT (DESIRE BY) | 4,502  | -13.1% | 0        | NA | 4,212  | -28.2% | 837      | -52.8% | 0      | NA | 146    | 60.4%  | 0       | NA     | 0         | NA | 9,697     | -25.6% | 1,124  | 28.9%      | 0   | NA              | 1,124  | 28.9%     | 10,821  | -22.2% |
| DEBENHAMS BLACKBURN                   | 21,566 | 26.2%  | 0        | NA | 21,234 | 64.6%  | 3,194    | 24.2%  | 0      | NA | 1,438  | 159.6% | 152     | NA     | 0         | NA | 47,584    | 42.4%  | 2,851  | 3.8%       | 0   | NA              | 2,851  | 3.8%      | 50,435  | 39.5%  |
| DEBENHAMS BLACKPOOL                   | 18,727 | -6.9%  | 0        | NA | 18,307 | 10.8%  | 1,709    | -62.2% | 0      | NA | 1,319  | 32.8%  | 87      | -68.8% | 0         | NA | 40,149    | -6.4%  | 1,734  | 7.4%       | 0   | NA              | 1,734  | 7.4%      | 41,883  | -5.9%  |
| DEBENHAMS BOLTON                      | 20,971 | -9.2%  | 0        | NA | 13,886 | -6.8%  | 2,511    | -45.3% | 44     | NA | 1,181  | 9.1%   | 90      | -61.4% | 0         | NA | 38,683    | -12.8% | 3,315  | -22.5%     | 0   | NA              | 3,315  | -22.5%    | 41,998  | -13.7% |
| DEBENHAMS BOURNEMOUTH                 | 16,662 | 9.5%   | 0        | NA | 14,728 | 26.6%  | 1,970    | -6.4%  | 0      | NA | 1,454  | 50.4%  | 267     | 132.2% | 0         | NA | 34,631    | 15.3%  | 3,392  | 34.6%      | 0   | NA              | 3,392  | 34.6%     | 38,023  | 16.8%  |
| DEBENHAMS BRIGHTON                    | 39,872 | 2.1%   | 0        | NA | 37,099 | 5.0%   | 4,971    | -28.7% | 0      | NA | 6,319  | 14.3%  | 512     | 24.6%  | 0         | NA | 88,773    | 0.6%   | 6,862  | 17.9%      | 0   | NA              | 6,862  | 17.9%     | 95,635  | 1.5%   |
| DEBENHAMS BRISTOL                     | 14,307 | 4.7%   | 0        | NA | 11,095 | 9.9%   | 1,218    | -45.9% | 0      | NA | 1,050  | 2.0%   | 62      | 121.4% | 0         | NA | 27,732    | 1.3%   | 2,592  | 13.1%      | 0   | NA              | 2,592  | 13.1%     | 30,324  | 2.2%   |
| DEBENHAMS BROMLEY                     | 21,944 | 3.6%   | 0        | NA | 16,867 | 24.1%  | 2,067    | -67.9% | 0      | NA | 1,944  | -3.2%  | 248     | -4.2%  | 0         | NA | 43,070    | -2.4%  | 3,145  | 8.2%       | 0   | NA              | 3,145  | 8.2%      | 46,215  | -1.8%  |
| DEBENHAMS BURY                        | 25,197 | -0.2%  | 0        | NA | 24,107 | 10.6%  | 1,793    | -45.8% | 0      | NA | 1,003  | 8.5%   | 79      | -25.5% | 0         | NA | 52,179    | 0.5%   | 1,705  | -69.9%     | 0   | NA              | 1,705  | -69.9%    | 53,884  | -6.4%  |
| DEBENHAMS BURY ST. EDMUNDS            | 23,386 | -3.5%  | 0        | NA | 14,557 | -1.3%  | 2,524    | -36.0% | 0      | NA | 1,452  | 118.3% | 211     | 142.5% | 0         | NA | 42,130    | -4.7%  | 2,964  | 93.7%      | 0   | NA              | 2,964  | 93.7%     | 45,094  | -1.4%  |
| DEBENHAMS CAMBRIDGE                   | 28,103 | -6.6%  | 0        | NA | 22,160 | 8.0%   | 3,678    | -31.3% | 0      | NA | 3,190  | -1.4%  | 301     | -10.9% | 0         | NA | 57,432    | -3.6%  | 6,111  | -7.1%      | 0   | NA              | 6,111  | -8.5%     | 63,543  | -4.1%  |
| DEBENHAMS CANTERBURY                  | 10,517 | 2.2%   | 0        | NA | 6,787  | 52.0%  | 1,181    | -29.9% | 0      | NA | 964    | 154.4% | 0       | NA     | 0         | NA | 19,449    | 14.5%  | 1,887  | 287.5%     | 0   | NA              | 1,887  | 287.5%    | 21,336  | 22.1%  |
| DEBENHAMS CARDIFF                     | 59,976 | -12.1% | 0        | NA | 45,072 | -4.5%  | 9,519    | -48.9% | 0      | NA | 7,980  | -7.8%  | 737     | 69.0%  | 0         | NA | 123,284   | -15.0% | 12,962 | -0.4%      | 43  | -68.4%          | 13,005 | -1.1%     | 136,289 | -13.8% |
| DEBENHAMS CARLISLE                    | 20,353 | -5.0%  | 0        | NA | 17,352 | 18.6%  | 2,061    | -44.8% | 0      | NA | 1,006  | -9.5%  | 124     | NA     | 0         | NA | 40,896    | -1.2%  | 3,071  | 62.0%      | 0   | NA              | 3,071  | 62.0%     | 43,967  | 1.6%   |
| DEBENHAMS CARMARTHEN                  | 10,509 | -25.8% | 0        | NA | 11,796 | -7.4%  | 1,146    | -23.3% | 0      | NA | 970    | 91.3%  | 147     | NA     | 0         | NA | 24,568    | -15.8% | 1,518  | 46.5%      | 0   | NA              | 1,518  | 46.5%     | 26,086  | -13.7% |
| DEBENHAMS CHATHAM                     | 15,550 | 4.3%   | 0        | NA | 10,141 | 19.3%  | 821      | -31.1% | 0      | NA | 1,196  | 161.7% | 31      | 0.0%   | 0         | NA | 27,739    | 9.3%   | 1,349  | 237.3%     | 0   | NA              | 1,349  | 237.3%    | 29,088  | 12.8%  |
| DEBENHAMS CHELMSFORD                  | 29,830 | 3.2%   | 0        | NA | 24,386 | 5.8%   | 2,728    | -36.7% | 0      | NA | 2,167  | 51.8%  | 206     | 77.6%  | 0         | NA | 59,317    | 0.1%   | 3,629  | -1.2%      | 0   | NA              | 3,629  | -1.2%     | 62,946  | 0.0%   |
| DEBENHAMS CHELTENHAM                  | 6,989  | -12.1% | 0        | NA | 6,051  | 30.5%  | 304      | -77.7% | 0      | NA | 450    | 19.0%  | 56      | NA     | 0         | NA | 13,850    | -4.6%  | 1,372  | 138.2%     | 0   | NA              | 1,372  | 138.2%    | 15,222  | 0.8%   |
| DEBENHAMS CHESTERFIELD (OPND 08/2012) | 12,003 | 141.2% | 0        | NA | 10,592 | 104.8% | 2,218    | 228.6% | 0      | NA | 509    | 194.2% | 57      | -36.7% | 0         | NA | 25,379    | 128.9% | 1,489  | NA         | 0   | NA              | 1,489  | NA        | 26,868  | 141.4% |
| DEBENHAMS CLAPHAM                     | 14,977 | -9.5%  | 0        | NA | 9,971  | -0.9%  | 2,083    | 22.3%  | 0      | NA | 2,510  | -7.4%  | 304     | NA     | 0         | NA | 29,845    | -4.9%  | 1,969  | 42.1%      | 0   | NA              | 1,969  | 42.1%     | 31,814  | -2.9%  |
| DEBENHAMS COLCHESTER                  | 38,424 | 10.0%  | 0        | NA | 37,081 | 11.5%  | 4,603    | -28.6% | 33     | NA | 4,830  | 28.6%  | 160     | 5.3%   | 0         | NA | 85,131    | 7.5%   | 5,120  | 42.3%      | 50  | NA              | 5,170  | 43.7%     | 90,301  | 9.1%   |
| DEBENHAMS COVENTRY                    | 20,910 | 5.2%   | 0        | NA | 20,505 | 11.6%  | 2,987    | -39.7% | 0      | NA | 2,229  | 14.0%  | 206     | 3.0%   | 0         | NA | 46,837    | 2.3%   | 2,364  | 9.3%       | 0   | NA              | 2,364  | 9.3%      | 49,201  | 2.7%   |
| DEBENHAMS CRAWLEY                     | 10,476 | 2.8%   | 0        | NA | 6,760  | 14.4%  | 1,540    | 72.6%  | 0      | NA | 723    | 28.2%  | 217     | 600.0% | 0         | NA | 19,716    | 10.7%  | 2,702  | 94.4%      | 0   | NA              | 2,702  | 94.4%     | 22,418  | 16.8%  |
| DEBENHAMS CROYDON                     | 27,721 | 9.3%   | 0        | NA | 13,140 | 10.9%  | 991      | -71.1% | 0      | NA | 4,164  | -6.7%  | 363     | 27.8%  | 0         | NA | 46,379    | 1.4%   | 2,921  | 3.7%       | 0   | NA              | 2,921  | 3.7%      | 49,300  | 1.6%   |
| DEBENHAMS DERBY                       | 20,788 | -10.2% | 0        | NA | 13,894 | -9.7%  | 2,512    | -42.2% | 0      | NA | 755    | -36.6% | 239     | 165.6% | 0         | NA | 38,188    | -14.0% | 3,091  | 39.2%      | 0   | NA              | 3,091  | 39.2%     | 41,279  | -11.5% |
| DEBENHAMS DONCASTER                   | 29,864 | 17.8%  | 0        | NA | 24,250 | 13.2%  | 1,542    | -71.8% | 0      | NA | 1,393  | 29.6%  | 118     | 353.8% | 0         | NA | 57,167    | 6.0%   | 2,714  | -28.5%     | 0   | NA              | 2,714  | -28.5%    | 59,881  | 3.7%   |
| DEBENHAMS DUMFRIES (OPND 05/2012)     | 7,436  | 106.0% | 0        | NA | 7,268  | 112.8% | 945      | 314.5% | 0      | NA | 599    | 70.7%  | 0       | NA     | 0         | NA | 16,248    | 113.0% | 2,735  | 625.5%     | 0   | NA              | 2,735  | 625.5%    | 18,983  | 137.1% |
| DEBENHAMS DUNDEE                      | 35,442 | -4.4%  | 0        | NA | 29,877 | 10.3%  | 4,281    | -7.3%  | 0      | NA | 3,616  | 75.0%  | 192     | 128.6% | 0         | NA | 73,408    | 2.5%   | 6,794  | 166.1%     | 44  | 175.0%          | 6,838  | 166.2%    | 80,246  | 8.1%   |
| DEBENHAMS DUNFIRMLINE                 | 13,710 | -5.6%  | 0        | NA | 9,409  | 4.6%   | 1,883    | -48.7% | 0      | NA | 964    | 27.9%  | 0       | NA     | 0         | NA | 25,966    | -7.3%  | 3,082  | 68.5%      | 0   | NA              | 3,082  | 68.5%     | 29,048  | -2.6%  |
| DEBENHAMS EAST KILBRIDE               | 22,566 | -7.1%  | 0        | NA | 15,437 | 15.8%  | 1,931    | -61.6% | 0      | NA | 1,364  | 18.5%  | 155     | 400.0% | 0         | NA | 41,453    | -6.5%  | 3,378  | -41.1%     | 0   | NA              | 3,378  | -41.1%    | 44,831  | -10.5% |
| DEBENHAMS EASTBOURNE                  | 8,186  | -26.1% | 0        | NA | 6,143  | 37.1%  | 1,842    | 12.2%  | 0      | NA | 569    | 70.9%  | 93      | NA     | 0         | NA |           |        |        |            |     |                 |        |           |         |        |

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|-----------------------------------------|---------|--------|----------|----|---------|--------|----------|--------|--------|----|--------|--------|---------|--------|-----------|----|-----------|--------|--------|--------|------------|--------|-----------------|--------|-----------|--------|
|                                         | 2013    | %      | 2013     | %  | 2013    | %      | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013   | %      | 2013       | %      | 2013            | %      | 2013      | %      |
| DEBENHAMS GATESHEAD                     | 67,959  | 9.2%   | 0        | NA | 79,351  | -0.9%  | 12,822   | -46.8% | 0      | NA | 7,291  | -17.1% | 621     | 37.7%  | 0         | NA | 168,044   | -5.4%  | 22,642 | 13.7%  | 255        | 147.6% | 22,897          | 14.3%  | 190,941   | -3.4%  |
| DEBENHAMS GLASGOW                       | 73,540  | -6.7%  | 0        | NA | 53,070  | 0.3%   | 16,146   | -31.0% | 29     | NA | 9,942  | -20.8% | 775     | -33.0% | 0         | NA | 153,502   | -10.0% | 26,960 | 3.7%   | 0          | NA     | 26,960          | 3.7%   | 180,462   | -8.2%  |
| DEBENHAMS GLOUCESTER                    | 17,451  | -9.4%  | 0        | NA | 11,247  | -1.6%  | 1,928    | -31.3% | 0      | NA | 337    | -72.0% | 150     | 383.9% | 0         | NA | 31,113    | -11.3% | 2,196  | -12.9% | 0          | NA     | 2,196           | -12.9% | 33,309    | -11.4% |
| DEBENHAMS GRAVESEND                     | 15,294  | 9.7%   | 0        | NA | 11,987  | 15.5%  | 1,880    | 7.1%   | 0      | NA | 856    | 14.7%  | 0       | NA     | 0         | NA | 30,017    | 10.4%  | 1,615  | 194.7% | 0          | NA     | 1,615           | 194.7% | 31,632    | 14.0%  |
| DEBENHAMS GREAT YARMOUTH                | 10,864  | 20.4%  | 0        | NA | 6,334   | 23.5%  | 697      | -66.1% | 0      | NA | 226    | -59.2% | 0       | NA     | 0         | NA | 18,121    | 7.3%   | 1,066  | 105.0% | 0          | NA     | 1,066           | 105.0% | 19,187    | 10.2%  |
| DEBENHAMS GUILDFORD                     | 11,104  | -15.0% | 0        | NA | 8,777   | 1.9%   | 1,480    | -5.9%  | 0      | NA | 583    | -27.7% | 0       | NA     | 0         | NA | 21,944    | -9.5%  | 2,379  | 99.4%  | 0          | NA     | 2,379           | 99.4%  | 24,323    | -4.4%  |
| DEBENHAMS HANLEY                        | 21,120  | -7.5%  | 0        | NA | 21,504  | 31.7%  | 2,232    | -55.2% | 90     | NA | 1,443  | 4.9%   | 172     | 42.1%  | 0         | NA | 46,561    | 1.1%   | 3,054  | 29.1%  | 0          | NA     | 3,054           | 29.1%  | 49,615    | 2.4%   |
| DEBENHAMS HARROGATE                     | 17,242  | -9.8%  | 0        | NA | 8,005   | -9.8%  | 1,544    | -53.9% | 0      | NA | 1,245  | 177.9% | 187     | NA     | 0         | NA | 28,223    | -12.1% | 1,405  | 100.4% | 0          | NA     | 1,405           | 100.4% | 29,628    | -9.7%  |
| DEBENHAMS HARROW                        | 14,688  | 4.1%   | 0        | NA | 15,507  | 40.5%  | 3,801    | -28.4% | 0      | NA | 2,834  | -2.6%  | 62      | -55.1% | 0         | NA | 36,892    | 8.8%   | 4,088  | 39.5%  | 0          | NA     | 4,088           | 39.5%  | 40,980    | 11.2%  |
| DEBENHAMS HASTINGS                      | 7,574   | 10.6%  | 0        | NA | 7,604   | 29.7%  | 268      | -76.4% | 0      | NA | 625    | 83.3%  | 0       | NA     | 0         | NA | 16,071    | 12.2%  | 1,484  | 661.0% | 0          | NA     | 1,484           | 661.0% | 17,555    | 20.9%  |
| DEBENHAMS HAVERFORDWEST (OPND 10/2013)  | 3,434   | NA     | 0        | NA | 2,988   | NA     | 43       | NA     | 0      | NA | 319    | NA     | 0       | NA     | 0         | NA | 6,784     | NA     | 11     | NA     | 0          | NA     | 11              | NA     | 6,795     | NA     |
| DEBENHAMS HEMEL HEMPSTEAD               | 13,149  | 5.7%   | 0        | NA | 10,578  | 13.6%  | 1,300    | -24.9% | 0      | NA | 882    | -31.3% | 62      | 10.7%  | 0         | NA | 25,971    | 3.7%   | 1,788  | 1.8%   | 0          | NA     | 1,788           | 1.8%   | 27,759    | 3.6%   |
| DEBENHAMS HOUNSLOW                      | 4,727   | -0.3%  | 0        | NA | 4,416   | -10.8% | 1,349    | 25.7%  | 0      | NA | 482    | 315.5% | 28      | 12.0%  | 0         | NA | 11,002    | -0.4%  | 1,460  | 55.5%  | 0          | NA     | 1,460           | 55.5%  | 12,462    | 4.0%   |
| DEBENHAMS HULL                          | 29,244  | -1.1%  | 0        | NA | 27,136  | 33.2%  | 3,259    | -35.9% | 0      | NA | 1,872  | 13.6%  | 59      | -51.2% | 0         | NA | 61,570    | 7.3%   | 2,847  | -15.9% | 0          | NA     | 2,847           | -15.9% | 64,417    | 6.0%   |
| DEBENHAMS ILFORD                        | 18,076  | 4.1%   | 0        | NA | 11,815  | 1.4%   | 3,245    | 13.9%  | 0      | NA | 2,386  | 7.0%   | 144     | NA     | 0         | NA | 35,666    | 3.1%   | 4,755  | 67.1%  | 0          | NA     | 4,755           | 67.1%  | 40,421    | 8.0%   |
| DEBENHAMS INVERNESS                     | 16,894  | 19.6%  | 0        | NA | 9,153   | 15.7%  | 1,457    | -45.5% | 0      | NA | 1,060  | -4.7%  | 115     | 105.4% | 0         | NA | 28,679    | 9.3%   | 4,650  | 23.2%  | 0          | NA     | 4,650           | 23.2%  | 33,329    | 11.1%  |
| DEBENHAMS IPSWICH                       | 26,174  | -9.1%  | 0        | NA | 22,671  | 34.1%  | 2,772    | -20.2% | 0      | NA | 1,777  | 60.8%  | 292     | 371.0% | 0         | NA | 53,686    | 5.7%   | 3,139  | -12.0% | 0          | NA     | 3,139           | -12.0% | 56,825    | 4.5%   |
| DEBENHAMS KIDDERMINSTER (DESIRE BY)     | 14,166  | -11.3% | 0        | NA | 11,008  | 14.0%  | 607      | -80.2% | 0      | NA | 313    | 12.2%  | 31      | NA     | 0         | NA | 26,125    | -10.8% | 2,022  | 58.5%  | 0          | NA     | 2,022           | 58.5%  | 28,147    | -7.9%  |
| DEBENHAMS KINGS LYNN                    | 8,302   | 6.6%   | 0        | NA | 5,917   | 50.8%  | 631      | -37.5% | 0      | NA | 198    | -53.0% | 0       | NA     | 0         | NA | 15,048    | 13.5%  | 1,287  | 101.7% | 0          | NA     | 1,287           | 101.7% | 16,335    | 17.5%  |
| DEBENHAMS KIRCALCADDY (DESIRE BY)       | 15,475  | -9.1%  | 0        | NA | 11,418  | -0.8%  | 2,433    | 61.7%  | 0      | NA | 554    | 59.7%  | 28      | -67.8% | 0         | NA | 29,908    | -3.0%  | 1,418  | -19.8% | 0          | NA     | 1,418           | -19.8% | 31,326    | -3.9%  |
| DEBENHAMS LEAMINGTON SPA (OPND 09/2013) | 2,946   | NA     | 0        | NA | 2,659   | NA     | 50       | NA     | 0      | NA | 378    | NA     | 26      | NA     | 0         | NA | 6,059     | NA     | 25     | NA     | 0          | NA     | 25              | NA     | 6,084     | NA     |
| DEBENHAMS LEEDS (BRIGGATE)              | 56,079  | -2.1%  | 0        | NA | 53,513  | 1.9%   | 7,844    | -51.6% | 0      | NA | 7,081  | -13.8% | 418     | -11.1% | 0         | NA | 124,935   | -7.5%  | 7,816  | -11.1% | 0          | NA     | 7,816           | -11.1% | 132,751   | -7.7%  |
| DEBENHAMS LEEDS (WHITE ROSE)            | 65,461  | 3.8%   | 0        | NA | 68,604  | 0.9%   | 8,611    | -48.7% | 0      | NA | 5,919  | 2.5%   | 484     | 74.7%  | 0         | NA | 149,079   | -4.0%  | 9,625  | 36.7%  | 44         | NA     | 9,669           | 37.3%  | 158,748   | -2.2%  |
| DEBENHAMS LEICESTER                     | 12,004  | -25.9% | 0        | NA | 15,133  | 36.9%  | 1,489    | -61.7% | 0      | NA | 1,549  | 12.2%  | 234     | 333.3% | 0         | NA | 30,409    | -7.6%  | 1,606  | -5.9%  | 0          | NA     | 1,606           | -5.9%  | 32,015    | -7.5%  |
| DEBENHAMS LEITH                         | 12,484  | -12.2% | 0        | NA | 8,074   | -7.2%  | 1,504    | -53.7% | 0      | NA | 626    | -34.9% | 205     | 561.3% | 0         | NA | 22,893    | -16.8% | 2,058  | 16.8%  | 0          | NA     | 2,058           | 16.8%  | 24,951    | -14.8% |
| DEBENHAMS LICHFIELD (OPND 05/2013)      | 10,885  | NA     | 0        | NA | 11,454  | NA     | 711      | NA     | 0      | NA | 532    | NA     | 324     | NA     | 0         | NA | 23,906    | NA     | 124    | NA     | 0          | NA     | 124             | NA     | 24,030    | NA     |
| DEBENHAMS LINCOLN                       | 29,576  | -3.9%  | 0        | NA | 19,225  | 7.4%   | 1,668    | -74.6% | 0      | NA | 2,066  | 11.4%  | 304     | 84.2%  | 0         | NA | 52,839    | -8.8%  | 2,283  | -1.9%  | 0          | NA     | 2,283           | -1.9%  | 55,122    | -8.5%  |
| DEBENHAMS LIVERPOOL                     | 67,863  | -1.9%  | 0        | NA | 95,147  | -10.0% | 18,439   | -31.1% | 20     | NA | 8,335  | -15.5% | 894     | 16.9%  | 0         | NA | 190,698   | -11.1% | 21,802 | 22.3%  | 245        | -52.6% | 22,047          | 20.2%  | 212,745   | -8.6%  |
| DEBENHAMS LIVINGSTON                    | 12,738  | -17.2% | 0        | NA | 13,704  | 12.4%  | 1,188    | -78.9% | 0      | NA | 1,257  | -20.2% | 51      | 0.0%   | 0         | NA | 28,938    | -17.8% | 4,398  | 71.2%  | 0          | NA     | 4,398           | 71.2%  | 33,336    | -11.7% |
| DEBENHAMS LLANDUDNO                     | 24,650  | -5.4%  | 0        | NA | 26,657  | 6.0%   | 2,087    | -41.0% | 0      | NA | 1,371  | -6.2%  | 85      | -28.6% | 0         | NA | 54,850    | -3.7%  | 2,575  | -14.5% | 0          | NA     | 2,575           | -14.5% | 57,425    | -4.2%  |
| DEBENHAMS LLANELLI                      | 8,197   | 9.4%   | 0        | NA | 8,779   | 43.1%  | 768      | -69.9% | 0      | NA | 377    | 134.2% | 0       | NA     | 0         | NA | 18,121    | 9.9%   | 2,464  | 216.7% | 0          | NA     | 2,464           | 216.7% | 20,585    | 19.3%  |
| DEBENHAMS LONDON                        | 127,506 | -13.3% | 0        | NA | 101,533 | -7.2%  | 26,817   | -26.8% | 0      | NA | 39,468 | -16.0% | 2,321   | -45.0% | 0         | NA | 297,645   | -14.5% | 39,395 | -12.4% | 288        | -61.9% | 39,683          | -13.3% | 337,328   | -14.3% |
| DEBENHAMS LUTON                         | 13,759  | 21.3%  | 0        | NA | 9,882   | 41.6%  | 1,801    | 34.2%  | 0      | NA | 1,147  | 30.8%  | 149     | 10.4%  | 0         | NA | 26,738    | 28.0%  | 1,364  | 44.8%  | 0          | NA     | 1,364           | 44.8%  | 28,102    | 28.8%  |
| DEBENHAMS MANCHESTER (TRAFFORD PARK)    | 52,900  | -17.8% | 0        | NA | 60,418  | -9.8%  | 12,716   | -48.9% | 0      | NA | 7,561  | -14.5% | 681     | -13.4% | 0         | NA | 134,276   | -19.7% | 18,897 | -25.3% | 0          | NA     | 18,897          | -26.1% | 153,173   | -20.6% |
| DEBENHAMS MANCHESTER                    | 56,758  | -4.5%  | 0        | NA | 64,066  | 5.0%   | 11,283   | -50.1% | 0      | NA | 11,022 | -8.5%  | 780     | 24.4%  | 0         | NA | 143,909   | -8.4%  | 14,475 | -4.8%  | 0          | NA     | 14,475          | -5.4%  | 158,384   | -8.1%  |
| DEBENHAMS MANSFIELD                     | 11,408  | 5.1%   | 0        | NA | 10,003  | -1.4%  | 1,557    | -5.0%  | 0      | NA | 481    | 21.8%  | 0       | NA     | 0         | NA | 23,449    | 1.0%   | 1,919  | 312.7% | 0          | NA     | 1,919           | 312.7% | 25,368    | 7.1%   |
| DEBENHAMS MEADOWHALL                    | 49,503  | -11.2% | 0        | NA | 54,680  | 3.2%   | 7,185    | -42.2% | 0      | NA | 7,161  | -7.9%  | 661     | 66.5%  | 0         | NA | 119,190   | -9.0%  | 10,774 | -7.7%  | 0          | NA     | 10,774          | -10.1% | 129,964   | -9.1%  |
| DEBENHAMS MERRYHILL                     | 53,651  | -1.4%  | 0        | NA | 57,499  | 0.2%   | 8,597    | -30.4% | 0      | NA | 6,999  | -3.2%  | 590     | 204.1% | 0         | NA | 127,336   | -4.0%  | 9,159  | -8.6%  | 48         | NA     | 9,207           | -8.1%  | 136,543   | -4.3%  |
| DEBENHAMS MERTHYR TYDFIL (DESIRE BY)    | 11,035  | 32.6%  | 0        | NA | 17,339  | 15.1%  | 1,345    | -58.4% | 0      | NA | 385    | 90.6%  | 0       | NA     | 0         | NA | 30,104    | 11.2%  | 1,438  | 15.0%  | 0          | NA     | 1,438           | 15.0%  | 31,542    | 11.4%  |
| DEBENHAMS MIDDLESBOROUGH                | 41,792  | -1.8%  | 0        | NA | 34,503  | 30.1%  | 5,569    | -31.9% | 0      | NA | 4,099  | 54.9%  | 180     | 318.6% | 0         | NA | 86,143    | 6.7%   | 4,717  | 26.9%  | 0          | NA     | 4,717           | 26.9%  | 90,860    | 7.6%   |
| DEBENHAMS MILTON KEYNES                 | 34,059  | -10.3% | 0        | NA | 32,629  | 2.3%   | 3,451    | -33.6% | 0      | NA | 5,467  | 2.0%   | 354     | -17.9% | 0         | NA | 75,960    | -7.0%  | 4,310  | -8.2%  | 0          | NA     | 4,310           | -8.2%  | 80,270    | -7.0%  |
| DEBENHAMS MONKS CROSS YORK              | 7,374   | -2.7%  | 0        | NA | 9,122   | 33.2%  | 192      | -87.9% | 0      | NA | 445    | 45.4%  | 0       | NA     | 0         | NA | 17,133    | 3.9%   | 1,383  | 235.7% | 0          | NA     | 1,383           | 235.7% | 18,516    | 9.5%   |
| DEBENHAMS NEWBURY (CLSD 10/2011)        | 0       | NA     | 0        | NA | 0       | NA     | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 0         | NA     | 0      | NA     | 0          | NA     | 0               | NA     | 0         | NA     |
| DEBENHAMS NEWBURY PARKWAY               | 10,219  | -4.9%  | 0        | NA | 6,232   | 18.9%  | 664      | 238.8% | 0      | NA | 589    | 205.2% | 118     | 353.8% | 0         | NA | 17,822    | 7.8%   | 2,036  | 209.9% | 0          | NA     | 2,036           | 209.9% | 19,858    | 15     |

DECEMBER 2013 YTD

CLARINS FRAGRANCE GROUP  
STORE GROUP REPORT

DEBENHAMS GROUP

YEAR TO DATE - RETAIL  
2013 vs 2012

| STORE:                       | ANGEL  |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |    | A*MEN  |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA   |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|------------------------------|--------|--------|----------|----|--------|--------|----------|--------|--------|----|--------|--------|---------|--------|-----------|----|-----------|--------|--------|--------|------------|--------|-----------------|--------|-----------|--------|
|                              | 2013   | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013   | %      | 2013       | %      | 2013            | %      | 2013      | %      |
| DEBENHAMS PLYMOUTH           | 26,946 | -6.9%  | 0        | NA | 12,738 | -2.1%  | 2,914    | -20.2% | 0      | NA | 1,503  | -7.3%  | 364     | 349.4% | 0         | NA | 44,465    | -6.9%  | 3,130  | 17.8%  | 0          | NA     | 3,130           | 17.8%  | 47,595    | -5.6%  |
| DEBENHAMS POLLOCK            | 46,383 | 11.7%  | 0        | NA | 39,591 | 16.9%  | 7,274    | -36.5% | 0      | NA | 5,920  | 28.7%  | 476     | 36.4%  | 0         | NA | 99,644    | 7.7%   | 18,425 | 31.3%  | 55         | -94.8% | 18,480          | 22.5%  | 118,124   | 9.8%   |
| DEBENHAMS PRESTON            | 27,121 | -6.8%  | 0        | NA | 23,014 | 3.3%   | 4,065    | -26.0% | 0      | NA | 2,748  | 3.1%   | 235     | 94.2%  | 0         | NA | 57,183    | -4.8%  | 5,099  | 21.4%  | 0          | NA     | 5,099           | 21.4%  | 62,282    | -3.1%  |
| DEBENHAMS PORTSMOUTH         | 47,185 | 1.2%   | 0        | NA | 40,795 | 1.1%   | 5,015    | -26.7% | 0      | NA | 4,842  | 23.2%  | 260     | -13.6% | 0         | NA | 98,097    | -1.1%  | 7,334  | -15.8% | 0          | NA     | 7,334           | -15.8% | 105,431   | -2.3%  |
| DEBENHAMS READING            | 17,415 | 1.7%   | 0        | NA | 13,166 | 28.7%  | 2,028    | -34.4% | 0      | NA | 1,646  | 102.5% | 180     | 63.6%  | 0         | NA | 34,435    | 8.8%   | 2,531  | 109.3% | 0          | NA     | 2,531           | 109.3% | 36,966    | 12.5%  |
| DEBENHAMS REDDITCH           | 19,091 | 1.1%   | 0        | NA | 15,124 | 7.2%   | 1,934    | -21.6% | 0      | NA | 1,337  | 75.9%  | 144     | 166.7% | 0         | NA | 37,630    | 2.5%   | 3,004  | 82.6%  | 0          | NA     | 3,004           | 82.6%  | 40,634    | 6.0%   |
| DEBENHAMS ROMFORD            | 67,147 | -7.5%  | 0        | NA | 52,384 | -0.6%  | 7,930    | -36.9% | 0      | NA | 11,574 | 12.5%  | 842     | 122.8% | 0         | NA | 139,877   | -6.7%  | 16,234 | 6.4%   | 0          | NA     | 16,234          | 6.4%   | 156,111   | -5.5%  |
| DEBENHAMS SALISBURY          | 14,140 | 1.4%   | 0        | NA | 8,859  | 26.4%  | 1,280    | 110.9% | 0      | NA | 561    | 39.6%  | 155     | 150.0% | 0         | NA | 24,995    | 12.2%  | 710    | 33.5%  | 0          | NA     | 710             | 33.5%  | 25,705    | 12.7%  |
| DEBENHAMS SCARBOROUGH        | 20,533 | -1.5%  | 0        | NA | 17,336 | 13.6%  | 2,793    | -29.0% | 0      | NA | 1,024  | 139.3% | 113     | 264.5% | 0         | NA | 41,799    | 2.1%   | 2,976  | 93.2%  | 0          | NA     | 2,976           | 93.2%  | 44,775    | 5.4%   |
| DEBENHAMS SHEFFIELD          | 9,504  | -0.9%  | 0        | NA | 8,900  | 46.3%  | 1,438    | -2.4%  | 0      | NA | 1,073  | 0.5%   | 26      | -7.1%  | 0         | NA | 20,941    | 13.3%  | 1,380  | 41.0%  | 0          | NA     | 1,380           | 41.0%  | 22,321    | 14.7%  |
| DEBENHAMS SLOUGH             | 7,597  | -15.8% | 0        | NA | 6,240  | 7.6%   | 1,027    | -20.9% | 0      | NA | 888    | 46.1%  | 90      | NA     | 0         | NA | 15,842    | -5.3%  | 1,309  | -2.0%  | 0          | NA     | 1,309           | -2.0%  | 17,151    | -5.0%  |
| DEBENHAMS SOUTHAMPTON        | 16,762 | -8.6%  | 0        | NA | 13,815 | 34.0%  | 1,777    | -10.7% | 0      | NA | 1,628  | 199.8% | 142     | 407.1% | 0         | NA | 34,124    | 8.1%   | 3,646  | 9.7%   | 0          | NA     | 3,646           | 9.7%   | 37,770    | 8.3%   |
| DEBENHAMS SOUTHEND           | 51,857 | -3.2%  | 0        | NA | 40,363 | 3.9%   | 7,664    | -37.7% | 0      | NA | 6,955  | -11.4% | 385     | -32.2% | 0         | NA | 107,224   | -5.4%  | 8,913  | -3.7%  | 0          | NA     | 8,913           | -4.2%  | 116,137   | -5.3%  |
| DEBENHAMS SOUTHPORT          | 19,368 | -1.9%  | 0        | NA | 13,819 | -5.2%  | 1,972    | -23.4% | 0      | NA | 952    | 1.0%   | 124     | -28.7% | 0         | NA | 36,235    | -6.0%  | 2,258  | 28.7%  | 0          | NA     | 2,258           | 28.7%  | 38,493    | -4.5%  |
| DEBENHAMS SOUTHSEA           | 8,324  | 1.9%   | 0        | NA | 4,921  | 20.2%  | 668      | -25.8% | 0      | NA | 1,017  | 143.9% | 0       | NA     | 0         | NA | 14,930    | 8.8%   | 754    | 72.9%  | 0          | NA     | 754             | 72.9%  | 15,684    | 10.8%  |
| DEBENHAMS SOUTHSIDES         | 19,416 | 7.1%   | 0        | NA | 17,858 | 9.5%   | 2,482    | -51.6% | 0      | NA | 1,007  | 60.9%  | 59      | 90.3%  | 0         | NA | 40,822    | 0.6%   | 2,640  | -2.8%  | 0          | NA     | 2,640           | -2.8%  | 43,462    | 0.4%   |
| DEBENHAMS STAINES            | 10,129 | -22.2% | 0        | NA | 7,505  | -3.0%  | 1,423    | -12.1% | 33     | NA | 500    | -5.8%  | 62      | NA     | 0         | NA | 19,652    | -15.0% | 2,239  | 151.9% | 0          | NA     | 2,239           | 151.9% | 21,891    | -8.8%  |
| DEBENHAMS STIRLING           | 22,397 | -14.1% | 0        | NA | 16,467 | 5.8%   | 2,372    | -47.0% | 26     | NA | 1,032  | -18.9% | 178     | NA     | 0         | NA | 42,472    | -11.4% | 3,412  | 17.5%  | 0          | NA     | 3,412           | 17.5%  | 45,884    | -9.7%  |
| DEBENHAMS STOCKPORT          | 22,431 | -13.7% | 0        | NA | 16,302 | -5.0%  | 1,728    | -60.1% | 0      | NA | 835    | -29.7% | 206     | 564.5% | 0         | NA | 41,502    | -15.6% | 1,720  | -37.2% | 0          | NA     | 1,720           | -37.2% | 43,222    | -16.7% |
| DEBENHAMS STOCKTON ON TEES   | 21,816 | -7.8%  | 0        | NA | 22,274 | 18.1%  | 1,861    | -70.5% | 0      | NA | 1,474  | 33.6%  | 31      | NA     | 0         | NA | 47,456    | -5.7%  | 3,547  | 35.5%  | 0          | NA     | 3,547           | 35.5%  | 51,003    | -3.7%  |
| DEBENHAMS STRATFORD          | 11,904 | -16.2% | 0        | NA | 9,345  | 7.7%   | 871      | -6.5%  | 0      | NA | 614    | 141.7% | 0       | NA     | 0         | NA | 22,734    | -7.1%  | 1,279  | 539.5% | 0          | NA     | 1,279           | 539.5% | 24,013    | -2.7%  |
| DEBENHAMS SUNDERLAND         | 76,345 | -2.1%  | 0        | NA | 66,794 | -14.2% | 16,527   | -35.4% | 0      | NA | 6,508  | -37.7% | 504     | 10.8%  | 0         | NA | 166,678   | -14.5% | 15,551 | -11.8% | 29         | -95.5% | 15,580          | -14.8% | 182,258   | -14.6% |
| DEBENHAMS SUTTON             | 14,605 | -2.4%  | 0        | NA | 12,789 | -1.5%  | 1,285    | -21.8% | 287    | NA | 815    | -8.3%  | 242     | NA     | 0         | NA | 30,023    | -2.4%  | 4,765  | 9.1%   | 0          | NA     | 4,765           | 9.1%   | 34,788    | -0.9%  |
| DEBENHAMS SWANSEA            | 22,349 | -8.6%  | 0        | NA | 18,936 | 34.1%  | 1,969    | -42.7% | 38     | NA | 1,605  | 101.6% | 240     | 106.9% | 0         | NA | 45,137    | 3.8%   | 2,530  | 64.1%  | 0          | NA     | 2,530           | 64.1%  | 47,667    | 5.9%   |
| DEBENHAMS SWINDON            | 10,066 | -19.7% | 0        | NA | 4,848  | 24.3%  | 1,263    | -4.7%  | 0      | NA | 541    | 141.5% | 183     | NA     | 0         | NA | 16,901    | -7.4%  | 2,170  | 284.8% | 0          | NA     | 2,170           | 284.8% | 19,071    | 1.4%   |
| DEBENHAMS TAUNTON            | 11,191 | -26.2% | 0        | NA | 6,570  | -5.8%  | 872      | -25.7% | 0      | NA | 437    | -36.6% | 53      | NA     | 0         | NA | 19,123    | -21.2% | 2,415  | 64.8%  | 0          | NA     | 2,415           | 64.8%  | 21,538    | -16.3% |
| DEBENHAMS TELFORD            | 18,074 | -7.1%  | 0        | NA | 14,480 | 15.9%  | 1,502    | -44.4% | 0      | NA | 1,923  | 67.5%  | 59      | -4.8%  | 0         | NA | 36,038    | -0.6%  | 3,321  | 67.0%  | 0          | NA     | 3,321           | 67.0%  | 39,359    | 3.0%   |
| DEBENHAMS THANET             | 14,481 | -7.2%  | 0        | NA | 7,227  | 22.8%  | 1,985    | -30.6% | 71     | NA | 977    | 16.6%  | 307     | NA     | 0         | NA | 25,048    | -1.7%  | 1,386  | 172.3% | 0          | NA     | 1,386           | 172.3% | 26,434    | 1.7%   |
| DEBENHAMS THURROCK           | 60,764 | -13.4% | 0        | NA | 63,444 | -2.9%  | 10,140   | -24.8% | 0      | NA | 8,628  | -18.5% | 963     | 17.3%  | 0         | NA | 143,939   | -11.2% | 12,658 | -16.7% | 493        | 254.7% | 13,151          | -14.2% | 157,090   | -11.5% |
| DEBENHAMS TORQUAY            | 13,828 | -5.0%  | 0        | NA | 5,075  | 10.3%  | 953      | -2.7%  | 0      | NA | 893    | 14.6%  | 87      | 234.6% | 0         | NA | 20,836    | -2.1%  | 1,679  | 56.2%  | 0          | NA     | 1,679           | 56.2%  | 22,515    | 0.7%   |
| DEBENHAMS TRURO              | 19,267 | -7.5%  | 0        | NA | 9,202  | 4.7%   | 757      | -67.1% | 0      | NA | 1,301  | 451.3% | 53      | -10.2% | 0         | NA | 30,580    | -5.7%  | 1,410  | 92.9%  | 0          | NA     | 1,410           | 92.9%  | 31,990    | -3.5%  |
| DEBENHAMS UXBRIDGE           | 13,550 | -6.2%  | 0        | NA | 14,911 | 7.9%   | 1,127    | -18.2% | 0      | NA | 1,390  | 53.1%  | 118     | 90.3%  | 0         | NA | 31,096    | 0.3%   | 1,485  | -46.1% | 0          | NA     | 1,485           | -46.1% | 32,581    | -3.5%  |
| DEBENHAMS WAKEFIELD          | 13,421 | -7.0%  | 0        | NA | 15,300 | -0.3%  | 1,563    | -46.5% | 71     | NA | 1,335  | 77.1%  | 59      | -4.8%  | 0         | NA | 31,749    | -6.1%  | 2,617  | 22.7%  | 0          | NA     | 2,617           | 22.7%  | 34,366    | -4.4%  |
| DEBENHAMS WALSALL            | 9,871  | -9.2%  | 0        | NA | 10,413 | -2.2%  | 1,493    | -19.3% | 0      | NA | 660    | 82.8%  | 59      | -4.8%  | 0         | NA | 22,496    | -6.4%  | 1,209  | 64.3%  | 0          | NA     | 1,209           | 64.3%  | 23,705    | -4.3%  |
| DEBENHAMS WALTON (DESIRE BY) | 7,149  | 19.8%  | 0        | NA | 5,401  | -12.2% | 768      | -39.8% | 0      | NA | 403    | -20.0% | 0       | NA     | 0         | NA | 13,721    | -2.0%  | 840    | 409.1% | 0          | NA     | 840             | 409.1% | 14,561    | 2.8%   |
| DEBENHAMS WARRINGTON         | 20,224 | -10.8% | 0        | NA | 20,683 | 26.9%  | 3,359    | -8.5%  | 0      | NA | 941    | -27.3% | 90      | -3.2%  | 0         | NA | 45,297    | 1.6%   | 3,247  | 10.3%  | 0          | NA     | 3,247           | 10.3%  | 48,544    | 2.1%   |
| DEBENHAMS WELWYN GARDEN CITY | 5,393  | -7.0%  | 0        | NA | 7,889  | 9.4%   | 401      | -69.2% | 0      | NA | 188    | -36.3% | 0       | NA     | 0         | NA | 13,871    | -6.2%  | 1,458  | 229.1% | 0          | NA     | 1,458           | 229.1% | 15,329    | 0.7%   |
| DEBENHAMS WESTFIELD          | 13,349 | -11.9% | 0        | NA | 13,936 | 1.7%   | 2,068    | -44.1% | 0      | NA | 1,497  | -35.6% | 245     | -15.2% | 0         | NA | 31,095    | -12.6% | 1,649  | -16.3% | 0          | NA     | 1,649           | -16.3% | 32,744    | -12.8% |
| DEBENHAMS WEYMOUTH           | 12,604 | 11.1%  | 0        | NA | 8,745  | 30.1%  | 1,647    | 46.8%  | 0      | NA | 664    | 138.0% | 59      | 110.7% | 0         | NA | 23,719    | 20.5%  | 1,882  | 30.1%  | 0          | NA     | 1,882           | 30.1%  | 25,601    | 21.1%  |
| DEBENHAMS WIGAN              | 24,502 | -6.9%  | 0        | NA | 22,022 | -1.0%  | 3,617    | -52.1% | 0      | NA | 796    | -18.4% | 67      | -25.6% | 0         | NA | 51,004    | -11.9% | 3,535  | 6.9%   | 0          | NA     | 3,535           | 6.9%   | 54,539    | -10.9% |
| DEBENHAMS WIMBLEDON          | 14,363 | 1.5%   | 0        | NA | 10,011 | 4.0%   | 1,541    | 1.2%   | 314    | NA | 1,829  | 28.7%  | 211     | 77.3%  | 0         | NA | 28,269    | 4.4%   | 3,090  | 76.2%  | 0          | NA     | 3,090           | 76.2%  | 31,359    | 8.7%   |
| DEBENHAMS WINCHESTER         | 11,000 | -6.3%  | 0        | NA | 7,561  | 5.3%   | 1,001    | 7.5%   | 0      | NA | 590    | 48.6%  | 93      | 66.1%  | 0         | NA | 20,245    | -1.2%  | 1,881  | 235.9% | 0          | NA     | 1,881           | 235.9% | 22,126    | 5.1%   |
| DEBENHAMS WITNEY             | 4,378  | 10.4%  | 0        | NA | 3,086  | -0.7%  | 576      | 11.8%  | 0      | NA | 471    | 67.6%  | 62      | NA     | 0         | NA | 8,573     | 7.3%   | 1,034  | 35.2%  | 0          | NA     | 1,034           | 35.2%  | 9,607     | 9.7%   |
| DEBENHAMS WOKING             | 10,080 | -8.1%  | 0        | NA | 7,237  | 29.8%  | 1,003    | -13.9% | 0      | NA | 794    | 139.9% | 0       | NA     | 0         | NA | 19,114    | 5.0%   | 1,416  | 67.8%  | 0          | NA     | 1,416           | 67.8%  | 20,530    | 7.8%   |

DECEMBER 2013

# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

DEBENHAMS GROUP

MONTH - TRADE  
2013 vs 2012

| STORE:                                | ANGEL |        | INNOCENT |    | ALIEN |        | WOMANITY |        | MIRROR |    | A*MEN |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA  |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|---------------------------------------|-------|--------|----------|----|-------|--------|----------|--------|--------|----|-------|--------|---------|--------|-----------|----|-----------|--------|-------|--------|------------|----|-----------------|--------|-----------|--------|
|                                       | 2013  | %      | 2013     | %  | 2013  | %      | 2013     | %      | 2013   | %  | 2013  | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013  | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| BROWNS CHESTER                        | 988   | -87.7% | 0        | NA | 1,886 | -65.5% | 198      | -93.4% | 0      | NA | 727   | -39.6% | 17      | -89.0% | 0         | NA | 3,816     | -78.7% | 1,461 | -0.4%  | 0          | NA | 1,461           | -0.4%  | 5,277     | -72.7% |
| DEBENHAMS ABERDEEN                    | 1,940 | -62.2% | 0        | NA | 2,924 | -44.3% | 28       | -98.2% | 0      | NA | 217   | -35.4% | 0       | NA     | 0         | NA | 5,109     | -58.4% | 1,068 | -18.0% | 0          | NA | 1,068           | -22.7% | 6,177     | -54.7% |
| DEBENHAMS ALTRINGHAM                  | 298   | -79.3% | 0        | NA | 162   | -89.7% | 0        | NA     | 0      | NA | 22    | -80.7% | 0       | NA     | 0         | NA | 482       | -85.5% | 73    | -8.8%  | 0          | NA | 73              | -8.8%  | 555       | -83.7% |
| DEBENHAMS ASHFORD                     | 657   | -42.0% | 0        | NA | 321   | -71.4% | 12       | -94.3% | 0      | NA | 15    | -65.1% | 0       | NA     | 0         | NA | 1,005     | -59.9% | 253   | NA     | 0          | NA | 253             | NA     | 1,258     | -49.8% |
| DEBENHAMS AYR                         | 1,017 | -76.0% | 0        | NA | 1,234 | -37.5% | 22       | -95.7% | 0      | NA | 142   | -0.7%  | 0       | NA     | 0         | NA | 2,415     | -64.8% | 204   | -76.0% | 0          | NA | 204             | -76.0% | 2,619     | -66.0% |
| DEBENHAMS BANBURY                     | 711   | -60.3% | 0        | NA | 360   | -73.7% | 68       | -70.3% | 0      | NA | 22    | -86.5% | 34      | NA     | 0         | NA | 1,195     | -66.3% | 122   | 52.5%  | 0          | NA | 122             | 52.5%  | 1,317     | -63.7% |
| DEBENHAMS BANGOR                      | 549   | -67.2% | 0        | NA | 509   | -75.2% | 28       | -96.2% | 0      | NA | 43    | -58.3% | 0       | NA     | 0         | NA | 1,129     | -75.3% | 98    | -43.4% | 0          | NA | 98              | -43.4% | 1,227     | -74.2% |
| DEBENHAMS BARROW                      | 692   | -66.9% | 0        | NA | 891   | -73.8% | 22       | -94.5% | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 1,605     | -73.0% | 171   | 59.8%  | 0          | NA | 171             | 59.8%  | 1,776     | -70.7% |
| DEBENHAMS BASILDON                    | 1,056 | -73.1% | 0        | NA | 1,412 | -71.3% | 77       | -90.0% | 0      | NA | 109   | -79.8% | 17      | -50.0% | 0         | NA | 2,671     | -73.8% | 1,629 | 38.9%  | 0          | NA | 1,629           | 38.9%  | 4,300     | -62.2% |
| DEBENHAMS BASINGSTOKE                 | 935   | -53.8% | 0        | NA | 1,119 | -50.0% | 0        | NA     | 0      | NA | 36    | -69.7% | 0       | NA     | 0         | NA | 2,090     | -54.4% | 261   | -33.6% | 0          | NA | 261             | -33.6% | 2,351     | -52.8% |
| DEBENHAMS BATH                        | 815   | -37.5% | 0        | NA | 951   | -45.0% | 72       | -85.5% | 0      | NA | 108   | -26.5% | 0       | NA     | 0         | NA | 1,946     | -47.3% | 147   | -8.1%  | 0          | NA | 147             | -8.1%  | 2,093     | -45.7% |
| DEBENHAMS BEDFORD                     | 477   | -70.6% | 0        | NA | 980   | -25.6% | 28       | -87.8% | 0      | NA | 43    | -77.4% | 0       | NA     | 0         | NA | 1,528     | -54.5% | 147   | 83.8%  | 0          | NA | 147             | 83.8%  | 1,675     | -51.3% |
| DEBENHAMS BIRMINGHAM                  | 4,331 | -60.2% | 0        | NA | 4,282 | -59.2% | 189      | -95.0% | 0      | NA | 15    | -97.6% | 86      | -54.5% | 0         | NA | 8,903     | -65.8% | 2,233 | -41.6% | 0          | NA | 2,233           | -41.6% | 11,136    | -62.7% |
| DEBENHAMS BIRMINGHAM FORT (DESIRE BY) | 79    | -86.6% | 0        | NA | 53    | -95.9% | 0        | NA     | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 132       | -94.0% | 98    | -13.3% | 0          | NA | 98              | -13.3% | 230       | -90.1% |
| DEBENHAMS BLACKBURN                   | 1,174 | -37.5% | 0        | NA | 1,460 | -32.3% | 127      | -74.4% | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 2,761     | -40.1% | 323   | -36.0% | 0          | NA | 323             | -36.0% | 3,084     | -39.7% |
| DEBENHAMS BLACKPOOL                   | 494   | -82.9% | 0        | NA | 356   | -80.8% | 182      | -64.7% | 0      | NA | 98    | -54.8% | 0       | NA     | 0         | NA | 1,130     | -79.4% | 196   | 22.5%  | 0          | NA | 196             | 22.5%  | 1,326     | -76.5% |
| DEBENHAMS BOLTON                      | 596   | -75.7% | 0        | NA | 669   | -76.1% | 154      | -78.2% | 0      | NA | 130   | -20.2% | 0       | NA     | 0         | NA | 1,549     | -74.7% | 473   | -15.2% | 0          | NA | 473             | -15.2% | 2,022     | -69.7% |
| DEBENHAMS BOURNEMOUTH                 | 877   | -55.6% | 0        | NA | 664   | -45.4% | 139      | -39.3% | 0      | NA | 22    | -80.7% | 0       | NA     | 0         | NA | 1,702     | -52.6% | 293   | 37.6%  | 0          | NA | 293             | 37.6%  | 1,995     | -47.5% |
| DEBENHAMS BRIGHTON                    | 979   | -70.3% | 0        | NA | 2,484 | -55.2% | 62       | -94.9% | 0      | NA | 105   | -65.3% | 0       | NA     | 0         | NA | 3,630     | -64.9% | 905   | 16.0%  | 0          | NA | 905             | 16.0%  | 4,535     | -59.3% |
| DEBENHAMS BRISTOL                     | 900   | -34.9% | 0        | NA | 811   | -60.4% | 12       | -97.5% | 0      | NA | 65    | -65.8% | 0       | NA     | 0         | NA | 1,788     | -56.3% | 332   | 24.3%  | 0          | NA | 332             | 24.3%  | 2,120     | -51.4% |
| DEBENHAMS BROMLEY                     | 1,190 | -58.7% | 0        | NA | 2,300 | -38.6% | 0        | NA     | 0      | NA | 179   | -5.8%  | 0       | NA     | 0         | NA | 3,669     | -52.6% | 342   | -17.2% | 0          | NA | 342             | -17.2% | 4,011     | -50.8% |
| DEBENHAMS BURY                        | 1,775 | -53.7% | 0        | NA | 2,086 | -47.9% | 266      | -39.3% | 0      | NA | 212   | -20.3% | 0       | NA     | 0         | NA | 4,339     | -49.2% | 122   | -86.1% | 0          | NA | 122             | -86.1% | 4,461     | -52.7% |
| DEBENHAMS BURY ST. EDMUNDS            | 1,163 | -71.1% | 0        | NA | 724   | -54.6% | 0        | NA     | 0      | NA | 136   | -16.6% | 0       | NA     | 0         | NA | 2,023     | -66.5% | 293   | 37.6%  | 0          | NA | 293             | 37.6%  | 2,316     | -62.9% |
| DEBENHAMS CANBRIE                     | 682   | -69.7% | 0        | NA | 1,004 | -23.9% | 0        | NA     | 0      | NA | 107   | -72.2% | 0       | NA     | 0         | NA | 1,793     | -64.0% | 652   | 1.9%   | 0          | NA | 652             | 1.9%   | 2,445     | -56.5% |
| DEBENHAMS CANTERBURY                  | 1,361 | 7.6%   | 0        | NA | 953   | -35.3% | 28       | -86.6% | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 2,342     | -22.4% | 196   | NA     | 0          | NA | 196             | NA     | 2,538     | -15.9% |
| DEBENHAMS CARDIFF                     | 2,738 | -65.5% | 0        | NA | 4,404 | -37.8% | 210      | -89.5% | 0      | NA | 361   | -53.4% | 138     | 711.8% | 0         | NA | 7,851     | -55.9% | 1,302 | -44.9% | 0          | NA | 1,302           | -46.3% | 9,153     | -54.8% |
| DEBENHAMS CARLISLE                    | 618   | -75.1% | 0        | NA | 1,178 | -63.5% | 56       | -88.7% | 0      | NA | 87    | -46.6% | 0       | NA     | 0         | NA | 1,939     | -69.5% | 220   | -31.3% | 0          | NA | 220             | -31.3% | 2,159     | -67.7% |
| DEBENHAMS CARMARTHEN                  | 473   | -65.7% | 0        | NA | 605   | -65.0% | 0        | NA     | 0      | NA | 43    | NA     | 0       | NA     | 0         | NA | 1,121     | -66.0% | 122   | 14.0%  | 0          | NA | 122             | 14.0%  | 1,243     | -63.5% |
| DEBENHAMS CHATHAM                     | 840   | -46.6% | 0        | NA | 844   | -57.8% | 83       | -60.3% | 0      | NA | 213   | 51.1%  | 0       | NA     | 0         | NA | 1,980     | -49.5% | 122   | NA     | 0          | NA | 122             | NA     | 2,102     | -46.4% |
| DEBENHAMS CHELMSFORD                  | 799   | -77.5% | 0        | NA | 1,471 | -18.0% | 96       | -78.1% | 0      | NA | 296   | 88.5%  | 0       | NA     | 0         | NA | 2,662     | -55.3% | 220   | -44.7% | 0          | NA | 220             | -44.7% | 2,882     | -54.6% |
| DEBENHAMS CHELTENHAM                  | 152   | -90.0% | 0        | NA | 494   | -71.0% | 22       | -88.4% | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 668       | -80.9% | 98    | 22.5%  | 0          | NA | 98              | 22.5%  | 766       | -78.6% |
| DEBENHAMS CHESTERFIELD (OPND 08/2012) | 766   | -19.3% | 0        | NA | 736   | -27.3% | 22       | -90.4% | 0      | NA | 71    | NA     | 0       | NA     | 0         | NA | 1,595     | -27.2% | 147   | 512.5% | 0          | NA | 147             | 512.5% | 1,742     | -21.4% |
| DEBENHAMS CLAPHAM                     | 829   | -45.6% | 0        | NA | 279   | -82.4% | 0        | NA     | 0      | NA | 216   | 72.8%  | 17      | 0.0%   | 0         | NA | 1,341     | -61.0% | 122   | -49.2% | 0          | NA | 122             | -49.2% | 1,463     | -60.2% |
| DEBENHAMS COLCHESTER                  | 1,314 | -66.1% | 0        | NA | 2,955 | -50.3% | 77       | -90.8% | 0      | NA | 142   | -47.4% | 17      | 0.0%   | 0         | NA | 4,505     | -58.8% | 1,014 | 153.5% | 0          | NA | 1,014           | 153.5% | 5,519     | -51.3% |
| DEBENHAMS COVENTRY                    | 768   | -73.2% | 0        | NA | 1,675 | -58.6% | 56       | -91.1% | 0      | NA | 152   | -57.4% | 34      | NA     | 0         | NA | 2,685     | -66.0% | 274   | -44.0% | 0          | NA | 274             | -44.0% | 2,959     | -64.7% |
| DEBENHAMS CRAWLEY                     | 674   | -47.3% | 0        | NA | 863   | -30.6% | 0        | NA     | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 1,537     | -45.4% | 220   | 3.3%   | 0          | NA | 220             | 3.3%   | 1,757     | -42.0% |
| DEBENHAMS CROYDON                     | 512   | -85.7% | 0        | NA | 1,095 | -53.8% | 65       | -85.8% | 0      | NA | 291   | 21.8%  | 0       | NA     | 0         | NA | 1,963     | -70.4% | 33    | -92.7% | 0          | NA | 33              | -92.7% | 1,996     | -71.8% |
| DEBENHAMS DERBY                       | 938   | -76.4% | 0        | NA | 1,420 | -49.7% | 56       | -87.8% | 0      | NA | 108   | -43.2% | 34      | NA     | 0         | NA | 2,556     | -65.7% | 356   | 167.7% | 0          | NA | 356             | 167.7% | 2,912     | -61.6% |
| DEBENHAMS DONCASTER                   | 1,822 | -55.3% | 0        | NA | 1,669 | -68.4% | 99       | -89.2% | 0      | NA | 139   | -46.7% | 0       | NA     | 0         | NA | 3,729     | -64.6% | 300   | -59.8% | 0          | NA | 300             | -59.8% | 4,029     | -64.3% |
| DEBENHAMS DUMFRIES (OPND 05/2012)     | 86    | -90.0% | 0        | NA | 191   | -74.4% | 0        | NA     | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 277       | -82.8% | 196   | 47.4%  | 0          | NA | 196             | 47.4%  | 473       | -72.8% |
| DEBENHAMS DUNDEE                      | 1,288 | -68.6% | 0        | NA | 2,437 | -19.6% | 40       | -94.7% | 0      | NA | 338   | 3.4%   | 52      | NA     | 0         | NA | 4,155     | -49.4% | 912   | 162.8% | 0          | NA | 912             | 162.8% | 5,067     | -40.8% |
| DEBENHAMS DUNFIRMILINE                | 786   | -66.4% | 0        | NA | 625   | -64.1% | 28       | -87.8% | 0      | NA | 148   | -39.3% | 0       | NA     | 0         | NA | 1,587     | -65.2% | 171   | -28.8% | 0          | NA | 171             | -28.8% | 1,758     | -63.3% |
| DEBENHAMS EAST KILBRIDE               | 1,554 | -56.2% | 0        | NA | 1,050 | -73.5% | 83       | -87.9% | 0      | NA | 264   | 24.5%  | 0       | NA     | 0         | NA | 2,951     | -65.0% | 342   | -66.8% | 0          | NA | 342             | -66.8% | 3,293     | -65.2% |
| DEBENHAMS EASTBOURNE                  | 204   | -91.8% | 0        | NA | 726   | -45.9% | 0        | NA     | 0      | NA | 22    | -84.4% | 0       | NA     | 0         | NA | 952       | -77.1% | 147   | -31.0% | 0          | NA | 147             | -31.0% | 1,099     | -74.9% |
| DEBENHAMS EDINBURGH                   | 747   | -73.8% | 0        | NA | 404   | -84.7% | 0        | NA     | 0      | NA | 23    | -64.6% | 0       | NA     | 0         | NA | 1,174     | -80.0% | 234   | -12.4% | 0          | NA | 234             | -12.4% | 1,408     | -77.1% |
| DEBENHAMS ELTHAM                      | 837   | -49.4% | 0        | NA | 291   | -81.3% | 49       | NA     | 0      | NA | 130   | -25.3% | 0       | NA     | 0         | NA | 1,307     | -53.1% | 196   | NA     | 0          | NA | 196             | NA     | 1,503     | -43.9% |
| DEBENHAMS EXETER                      | 256   | -83.6% | 0        | NA | 446   | -58.5% | 43       | -82.7% | 0      | NA | 36    | -26.5% | 0       | NA     | 0         | NA | 781       | -73.4% | 161   | -24.4% | 0          | NA | 161             | -24.4% | 942       | -70.1% |
| DEBENHAMS FALKIRK (DESIRE BY)         | 404   | -74.1% | 0        | NA | 648   | -71.8% | 49       | -81.7% | 0      | NA | 87    | -55.6% | 0       | NA     | 0         | NA | 1,188     | -72.5% | 196   | 24.1%  | 0          | NA | 196             | 24.1%  | 1,384     | -69.1% |
| DEBENHAMS FAREHAM                     | 588   | -75.0% | 0        | NA | 436   | -79.8% | 0        | NA     | 0      | NA | 163   | 10.9%  | 0       | NA     | 0         | NA | 1,187     | -75.6% | 244   | 83.5%  | 0          | NA | 244             | 83.5%  | 1,431     | -71.4% |
| DEBENHAMS FARNBOROUGH                 | 822   | 2.5%   | 0        | NA | 309   | -62.4% | 0        | NA     | 0      | NA | 43    | -39.4% | 0       | NA     | 0         | NA | 1,174     | -37.7% | 122   | 14.0%  | 0          | NA | 122             | 14.0%  | 1,296     | -34.9% |
| DEBENHAMS FOLKSTONE                   | 833   | -50.1% | 0        | NA | 618   | -49.8% | 0        | NA     | 0      | NA | 158   | 7.5%   | 0       | NA     | 0         | NA | 1,609     | -51.7% | 122   | -8.3%  | 0          | NA | 122             | -8.3%  | 1,731     | -50.1% |

DECEMBER 2013

# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

DEBENHAMS GROUP

MONTH - TRADE  
2013 vs 2012

| STORE:                                  | ANGEL  |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |    | A*MEN |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA  |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|-----------------------------------------|--------|--------|----------|----|--------|--------|----------|--------|--------|----|-------|--------|---------|--------|-----------|----|-----------|--------|-------|--------|------------|----|-----------------|--------|-----------|--------|
|                                         | 2013   | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %  | 2013  | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013  | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| DEBENHAMS GATESHEAD                     | 3,353  | -47.6% | 0        | NA | 7,229  | -32.1% | 380      | -88.8% | 0      | NA | 687   | 155.4% | 103     | 505.9% | 0         | NA | 11,752    | -43.3% | 2,937 | 4.9%   | 0          | NA | 2,937           | 4.9%   | 14,689    | -37.6% |
| DEBENHAMS GLASGOW                       | 2,418  | -71.9% | 0        | NA | 5,408  | -23.2% | 304      | -93.2% | 0      | NA | 536   | -31.8% | 86      | -16.5% | 0         | NA | 8,752     | -58.4% | 2,966 | -19.4% | 0          | NA | 2,966           | -19.4% | 11,718    | -52.6% |
| DEBENHAMS GLOUCESTER                    | 349    | -85.4% | 0        | NA | 620    | -74.8% | 0        | NA     | 0      | NA | 22    | -89.9% | 17      | 0.0%   | 0         | NA | 1,008     | -80.8% | 196   | -38.8% | 0          | NA | 196             | -38.8% | 1,204     | -78.4% |
| DEBENHAMS GRAVESEND                     | 520    | -61.8% | 0        | NA | 552    | -46.3% | 0        | NA     | 0      | NA | 65    | -65.8% | 0       | NA     | 0         | NA | 1,137     | -60.1% | 147   | NA     | 0          | NA | 147             | NA     | 1,284     | -54.9% |
| DEBENHAMS GREAT YARMOUTH                | 660    | -55.8% | 0        | NA | 510    | -55.3% | 43       | -77.4% | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 1,213     | -58.8% | 131   | -20.1% | 0          | NA | 131             | -20.1% | 1,344     | -56.7% |
| DEBENHAMS GUILDFORD                     | 670    | -65.1% | 0        | NA | 652    | -64.2% | 0        | NA     | 0      | NA | 65    | -61.3% | 0       | NA     | 0         | NA | 1,387     | -66.3% | 171   | 59.8%  | 0          | NA | 171             | 59.8%  | 1,558     | -63.1% |
| DEBENHAMS HANLEY                        | 1,095  | -69.3% | 0        | NA | 2,108  | -59.9% | 83       | -92.0% | 0      | NA | 127   | -67.3% | 34      | NA     | 0         | NA | 3,447     | -66.3% | 415   | 25.0%  | 0          | NA | 415             | 25.0%  | 3,862     | -63.5% |
| DEBENHAMS HARROGATE                     | 1,159  | -63.8% | 0        | NA | 532    | -65.3% | 56       | -80.5% | 0      | NA | 43    | -73.6% | 17      | 0.0%   | 0         | NA | 1,807     | -65.3% | 98    | -47.6% | 0          | NA | 98              | -47.6% | 1,905     | -64.7% |
| DEBENHAMS HARROW                        | 902    | -28.4% | 0        | NA | 539    | -41.2% | 99       | -63.1% | 0      | NA | 173   | 51.8%  | 0       | NA     | 0         | NA | 1,713     | -33.1% | 382   | 138.8% | 0          | NA | 382             | 138.8% | 2,095     | -22.9% |
| DEBENHAMS HASTINGS                      | 398    | -59.3% | 0        | NA | 517    | -59.3% | 0        | NA     | 0      | NA | 87    | 690.9% | 0       | NA     | 0         | NA | 1,002     | -52.0% | 162   | 102.5% | 0          | NA | 162             | 102.5% | 1,164     | -46.3% |
| DEBENHAMS HAVERFORDWEST (OPND 10/2013)  | 72     | NA     | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 72        | NA     | 49    | NA     | 0          | NA | 49              | NA     | 121       | NA     |
| DEBENHAMS HEMEL HEMPSTEAD               | 707    | -53.9% | 0        | NA | 554    | -67.7% | 77       | -66.4% | 0      | NA | 15    | -86.8% | 0       | NA     | 0         | NA | 1,353     | -62.9% | 220   | -17.6% | 0          | NA | 220             | -17.6% | 1,573     | -59.8% |
| DEBENHAMS HOUNSLOW                      | 354    | -63.9% | 0        | NA | 376    | -63.7% | 0        | NA     | 0      | NA | 43    | 59.3%  | 0       | NA     | 0         | NA | 773       | -65.4% | 122   | 14.0%  | 0          | NA | 122             | 14.0%  | 895       | -61.8% |
| DEBENHAMS HULL                          | 1,119  | -76.4% | 0        | NA | 3,340  | -32.1% | 177      | -84.2% | 0      | NA | 237   | -12.9% | 0       | NA     | 0         | NA | 4,873     | -56.1% | 337   | -42.6% | 0          | NA | 337             | -42.6% | 5,210     | -55.4% |
| DEBENHAMS ILFORD                        | 480    | -69.9% | 0        | NA | 112    | -92.8% | 83       | -56.3% | 0      | NA | 108   | -51.6% | 0       | NA     | 0         | NA | 783       | -78.1% | 499   | 53.1%  | 0          | NA | 499             | 53.1%  | 1,282     | -67.1% |
| DEBENHAMS INVERNESS                     | 685    | -45.9% | 0        | NA | 956    | -53.3% | 28       | -88.7% | 0      | NA | 108   | -50.2% | 0       | NA     | 0         | NA | 1,777     | -53.0% | 478   | -17.0% | 0          | NA | 478             | -17.0% | 2,255     | -48.2% |
| DEBENHAMS IPSWICH                       | 787    | -79.7% | 0        | NA | 1,237  | -57.8% | 83       | -81.1% | 0      | NA | 136   | -35.8% | 34      | NA     | 0         | NA | 2,277     | -69.4% | 244   | -46.6% | 0          | NA | 244             | -46.6% | 2,521     | -68.1% |
| DEBENHAMS KIDDERMINSTER (DESIRE BY)     | 693    | -67.1% | 0        | NA | 714    | -51.0% | 28       | -88.7% | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 1,435     | -63.7% | 171   | 8.2%   | 0          | NA | 171             | 8.2%   | 1,606     | -60.9% |
| DEBENHAMS KINGS LYNN                    | 646    | -44.5% | 0        | NA | 962    | -8.7%  | 167      | -12.1% | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 1,775     | -28.4% | 98    | -8.4%  | 0          | NA | 98              | -8.4%  | 1,873     | -27.5% |
| DEBENHAMS KIRCALCODY (DESIRE BY)        | 388    | -84.7% | 0        | NA | 924    | -61.9% | 28       | -88.7% | 0      | NA | 36    | -75.5% | 0       | NA     | 0         | NA | 1,376     | -74.4% | 122   | -56.3% | 0          | NA | 122             | -56.3% | 1,498     | -73.5% |
| DEBENHAMS LEAMINGTON SPA (OPND 09/2013) | 138    | NA     | 0        | NA | 43     | NA     | 0        | NA     | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 181       | NA     | 49    | NA     | 0          | NA | 49              | NA     | 230       | NA     |
| DEBENHAMS LEEDS (BRIGGATE)              | 3,016  | -56.0% | 0        | NA | 2,946  | -56.0% | 50       | -97.2% | 0      | NA | 385   | -35.2% | 34      | 0.0%   | 0         | NA | 6,431     | -59.8% | 901   | 7.9%   | 0          | NA | 901             | 7.9%   | 7,332     | -56.5% |
| DEBENHAMS LEEDS (WHITE ROSE)            | 3,651  | -48.8% | 0        | NA | 4,634  | -42.4% | 77       | -95.6% | 0      | NA | 504   | -18.8% | 103     | 505.9% | 0         | NA | 8,969     | -49.0% | 1,122 | -27.2% | 0          | NA | 1,122           | -27.2% | 10,091    | -47.2% |
| DEBENHAMS LEICESTER                     | 824    | -52.9% | 0        | NA | 1,194  | -50.7% | 28       | -93.9% | 0      | NA | 167   | 18.4%  | 69      | 305.9% | 0         | NA | 2,282     | -52.3% | 122   | -51.4% | 0          | NA | 122             | -51.4% | 2,404     | -52.3% |
| DEBENHAMS LEITH                         | 194    | -85.7% | 0        | NA | 294    | -81.6% | 0        | NA     | 0      | NA | 43    | -65.6% | 0       | NA     | 0         | NA | 531       | -85.1% | 171   | -8.6%  | 0          | NA | 171             | -8.6%  | 702       | -81.3% |
| DEBENHAMS LICHFIELD (OPND 05/2013)      | 421    | NA     | 0        | NA | 758    | NA     | 105      | NA     | 0      | NA | 0     | NA     | 69      | NA     | 0         | NA | 1,353     | NA     | 49    | NA     | 0          | NA | 49              | NA     | 1,402     | NA     |
| DEBENHAMS LINCOLN                       | 1,298  | -66.8% | 0        | NA | 1,121  | -57.3% | 0        | NA     | 0      | NA | 136   | -34.0% | 0       | NA     | 0         | NA | 2,555     | -64.9% | 244   | -34.6% | 0          | NA | 244             | -34.6% | 2,799     | -63.4% |
| DEBENHAMS LIVERPOOL                     | 2,085  | -79.6% | 0        | NA | 11,299 | -36.8% | 703      | -85.5% | 0      | NA | 767   | -24.1% | 86      | -28.9% | 0         | NA | 14,940    | -56.1% | 2,388 | -9.3%  | 0          | NA | 2,388           | -11.1% | 17,328    | -52.8% |
| DEBENHAMS LIVINGSTON                    | 576    | -76.5% | 0        | NA | 1,989  | -38.0% | 83       | -89.1% | 0      | NA | 161   | -15.3% | 0       | NA     | 0         | NA | 2,809     | -57.5% | 554   | 48.5%  | 0          | NA | 554             | 48.5%  | 3,363     | -51.8% |
| DEBENHAMS LLANDUDNO                     | 985    | -64.0% | 0        | NA | 1,295  | -60.6% | 56       | -73.2% | 0      | NA | 71    | -63.8% | 34      | 100.0% | 0         | NA | 2,441     | -62.1% | 261   | -34.4% | 0          | NA | 261             | -34.4% | 2,702     | -60.5% |
| DEBENHAMS LLANELLI                      | 831    | -6.8%  | 0        | NA | 416    | -71.5% | 44       | -78.9% | 0      | NA | 87    | NA     | 0       | NA     | 0         | NA | 1,378     | -46.2% | 253   | 18.8%  | 0          | NA | 253             | 18.8%  | 1,631     | -41.2% |
| DEBENHAMS LONDON                        | 16,890 | 109.3% | 0        | NA | 4,146  | -18.5% | 300      | -93.8% | 0      | NA | 0     | NA     | 189     | 21.9%  | 0         | NA | 21,525    | 10.8%  | 2,789 | -28.9% | 0          | NA | 2,789           | -28.9% | 24,314    | 4.2%   |
| DEBENHAMS LUTON                         | 599    | -62.3% | 0        | NA | 541    | -67.5% | 0        | NA     | 0      | NA | 66    | 200.0% | 17      | 0.0%   | 0         | NA | 1,223     | -65.5% | 98    | -54.0% | 0          | NA | 98              | -54.0% | 1,321     | -64.8% |
| DEBENHAMS MANCHESTER (TRAFFORD PARK)    | 3,852  | -37.4% | 0        | NA | 4,394  | -52.8% | 217      | -94.0% | 0      | NA | 312   | -66.0% | 17      | -80.2% | 0         | NA | 8,792     | -56.2% | 1,871 | -48.9% | 0          | NA | 1,871           | -48.9% | 10,663    | -55.1% |
| DEBENHAMS MANCHESTER                    | 3,211  | -50.8% | 0        | NA | 3,050  | -63.7% | 254      | -88.3% | 0      | NA | 772   | 44.8%  | 52      | 205.9% | 0         | NA | 7,339     | -58.4% | 1,803 | -8.1%  | 0          | NA | 1,803           | -8.1%  | 9,142     | -53.4% |
| DEBENHAMS MANSFIELD                     | 384    | -80.6% | 0        | NA | 881    | -62.4% | 0        | NA     | 0      | NA | 65    | -33.7% | 0       | NA     | 0         | NA | 1,330     | -73.0% | 171   | 30.5%  | 0          | NA | 171             | 30.5%  | 1,501     | -70.3% |
| DEBENHAMS MEADOWHALL                    | 2,281  | -65.9% | 0        | NA | 5,555  | -32.6% | 327      | -86.6% | 0      | NA | 454   | -29.6% | 121     | 40.7%  | 0         | NA | 8,738     | -51.7% | 1,322 | -0.9%  | 0          | NA | 1,322           | -0.9%  | 10,060    | -48.2% |
| DEBENHAMS MERRYHILL                     | 1,987  | -73.1% | 0        | NA | 4,282  | -59.1% | 183      | -90.9% | 0      | NA | 442   | -40.0% | 0       | NA     | 0         | NA | 6,894     | -66.6% | 1,012 | -43.8% | 0          | NA | 1,012           | -46.2% | 7,906     | -64.8% |
| DEBENHAMS MERTHYR TYDFIL (DESIRE BY)    | 765    | -55.4% | 0        | NA | 1,579  | -46.8% | 28       | -96.0% | 0      | NA | 190   | 341.9% | 0       | NA     | 0         | NA | 2,562     | -52.9% | 73    | -8.8%  | 0          | NA | 73              | -8.8%  | 2,635     | -52.2% |
| DEBENHAMS MIDDLESBOROUGH                | 2,336  | -58.2% | 0        | NA | 3,936  | -23.8% | 303      | -84.5% | 0      | NA | 35    | -94.3% | 0       | NA     | 0         | NA | 6,610     | -50.4% | 889   | 28.3%  | 0          | NA | 889             | -5.9%  | 7,499     | -47.4% |
| DEBENHAMS MILTON KEYNES                 | 1,247  | -71.4% | 0        | NA | 1,883  | -60.7% | 83       | -93.0% | 0      | NA | 33    | -92.8% | 17      | NA     | 0         | NA | 3,263     | -69.8% | 533   | -5.2%  | 0          | NA | 533             | -5.2%  | 3,796     | -66.6% |
| DEBENHAMS MONKS CROSS YORK              | 337    | -55.9% | 0        | NA | 851    | -43.0% | 0        | NA     | 0      | NA | 136   | 518.2% | 0       | NA     | 0         | NA | 1,324     | -46.4% | 122   | 14.0%  | 0          | NA | 122             | 14.0%  | 1,446     | -43.8% |
| DEBENHAMS NEWBURY (CLSD 10/2011)        | 0      | NA     | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 0         | NA     | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| DEBENHAMS NEWBURY PARKWAY               | 414    | -51.4% | 0        | NA | 458    | -62.4% | 0        | NA     | 0      | NA | 0     | NA     | 17      | NA     | 0         | NA | 889       | -60.7% | 147   | -8.1%  | 0          | NA | 147             | -8.1%  | 1,036     | -57.2% |
| DEBENHAMS NEWCASTLE                     | 1,460  | -75.8% | 0        | NA | 4,522  | -32.9% | 254      | -87.4% | 0      | NA | 522   | 416.8% | 69      | 102.9% | 0         | NA | 6,827     | -54.2% | 1,299 | 5.9%   | 0          | NA | 1,299           | 5.9%   | 8,126     | -49.7% |
| DEBENHAMS NORTHAMPTON                   | 698    | -12.0% | 0        | NA | 194    | -79.5% | 0        | NA     | 0      | NA | 43    | 95.5%  | 0       | NA     | 0         | NA | 935       | -52.1% | 98    | NA     | 0          | NA | 98              | NA     | 1,033     | -47.1% |
| DEBENHAMS NORWICH                       | 1,751  | -66.8% | 0        | NA | 1,454  | -67.7% | 71       | -85.1% | 0      | NA | 315   | -9.2%  | 17      | 0.0%   | 0         | NA | 3,608     | -66.0% | 244   | -30.9% | 0          | NA | 244             | -30.9% | 3,852     | -64.9% |
| DEBENHAMS NOTTINGHAM                    | 1,318  | -63.7% | 0        | NA | 1,366  | -60.0% | 0        | NA     | 0      | NA | 87    | -59.9% | 0       | NA     | 0         | NA | 2,771     | -62.9% | 155   | -27.2% | 0          | NA | 155             | -27.2% | 2,926     | -61.9% |
| DEBENHAMS NUNEATON                      | 614    | -46.7% | 0        | NA | 928    | 30.9%  | 0        | NA     | 0      | NA | 87    | -46.6% | 0       | NA     | 0         | NA | 1,629     | -29.5% | 227   | 24.7%  | 0          | NA | 227             | 24.7%  | 1,856     | -25.6% |
| DEBENHAMS OLDHAM                        | 872    | -46.5% | 0        | NA | 999    | -55.6% | 0        | NA     | 0      | NA | 173   | 6.1%   | 17      | NA     | 0         | NA | 2,061     | -54.6% | 171   | -8.6%  | 0          | NA | 171             | -8.6%  | 2,232     | -52.8% |
| DEBENHAMS ORPINGTON (DESIRE BY)         | 168    | -48.5% | 0        | NA | 332    | -35.4% | 0        | NA     | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 500       | -54.5% | 130   | 62.5%  | 0          | NA | 130             | 62.5%  | 630       | -46.5% |
| DEBENHAMS OXFORD                        | 766    | -68.4% | 0        | NA | 386    | -76.8% | 129      | -32.1% | 0      | NA | 87    | -57.8% | 0       | NA     | 0         | NA | 1,368     | -69.6% | 147   | 10.5%  | 0          | NA | 147             | 10.5%  | 1,515     | -67.3% |
| DEBENHAMS PERTH                         | 322    | -75.5% | 0        | NA | 211    | -79.0% | 0        | NA     | 0      | NA | 22    | -55.1% | 0       | NA     | 0         | NA | 555       | -78.6% | 122   | 8.0%   | 0          | NA | 122             | 8.0%   | 677       | -75.0% |

DECEMBER 2013

# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

DEBENHAMS GROUP

MONTH - TRADE  
2013 vs 2012

| STORE:                        | ANGEL   |        | INNOCENT |    | ALIEN   |        | WOMANITY |        | MIRROR |    | A*MEN  |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA   |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|-------------------------------|---------|--------|----------|----|---------|--------|----------|--------|--------|----|--------|--------|---------|--------|-----------|----|-----------|--------|--------|--------|------------|----|-----------------|--------|-----------|--------|
|                               | 2013    | %      | 2013     | %  | 2013    | %      | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013   | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| DEBENHAMS PLYMOUTH            | 1,482   | -55.4% | 0        | NA | 1,179   | -58.6% | 0        | NA     | 0      | NA | 153    | -46.7% | 34      | NA     | 0         | NA | 2,848     | -59.2% | 244    | -34.6% | 0          | NA | 244             | -34.6% | 3,092     | -57.9% |
| DEBENHAMS POLLOCK             | 1,876   | -68.4% | 0        | NA | 3,518   | -25.3% | 161      | -92.7% | 0      | NA | 581    | 272.4% | 52      | 205.9% | 0         | NA | 6,188     | -52.5% | 1,944  | -47.7% | 0          | NA | 1,944           | -51.8% | 8,132     | -52.3% |
| DEBENHAMS PRESTON             | 1,423   | -50.1% | 0        | NA | 1,803   | -55.2% | 244      | -67.4% | 0      | NA | 215    | -4.4%  | 34      | 100.0% | 0         | NA | 3,719     | -52.8% | 415    | -10.6% | 0          | NA | 415             | -10.6% | 4,134     | -50.4% |
| DEBENHAMS PORTSMOUTH          | 1,815   | -55.4% | 0        | NA | 2,393   | -55.2% | 114      | -92.3% | 0      | NA | 484    | 36.0%  | 34      | NA     | 0         | NA | 4,840     | -57.0% | 991    | -6.7%  | 0          | NA | 991             | -6.7%  | 5,831     | -52.7% |
| DEBENHAMS READING             | 703     | -76.4% | 0        | NA | 665     | -72.7% | 56       | -82.2% | 0      | NA | 307    | 62.4%  | 0       | NA     | 0         | NA | 1,731     | -70.8% | 220    | 17.6%  | 0          | NA | 220             | 17.6%  | 1,951     | -68.1% |
| DEBENHAMS REDDITCH            | 1,064   | -58.2% | 0        | NA | 829     | -65.5% | 28       | -86.6% | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 1,921     | -63.8% | 269    | 27.5%  | 0          | NA | 269             | 27.5%  | 2,190     | -60.3% |
| DEBENHAMS ROMFORD             | 1,726   | -83.7% | 0        | NA | 1,880   | -66.0% | 211      | -90.9% | 0      | NA | 243    | -82.8% | 52      | -84.9% | 0         | NA | 4,112     | -79.6% | 1,371  | -47.6% | 0          | NA | 1,371           | -47.6% | 5,483     | -76.0% |
| DEBENHAMS SALISBURY           | 1,296   | -42.2% | 0        | NA | 237     | -86.0% | 49       | -78.6% | 0      | NA | 12     | -91.2% | 0       | NA     | 0         | NA | 1,594     | -62.9% | 49     | NA     | 0          | NA | 49              | NA     | 1,643     | -61.8% |
| DEBENHAMS SCARBOROUGH         | 864     | -64.8% | 0        | NA | 593     | -75.4% | 105      | -78.9% | 0      | NA | 71     | -56.4% | 34      | NA     | 0         | NA | 1,667     | -69.8% | 293    | 56.7%  | 0          | NA | 293             | 56.7%  | 1,960     | -65.7% |
| DEBENHAMS SHEFFIELD           | 693     | -39.5% | 0        | NA | 1,555   | 2.2%   | 83       | -69.0% | 0      | NA | 158    | 7.5%   | 0       | NA     | 0         | NA | 2,489     | -19.3% | 122    | 52.5%  | 0          | NA | 122             | 52.5%  | 2,611     | -17.5% |
| DEBENHAMS SLOUGH              | 275     | -63.7% | 0        | NA | 36      | -91.9% | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 311       | -78.6% | 98     | -8.4%  | 0          | NA | 98              | -8.4%  | 409       | -73.8% |
| DEBENHAMS SOUTHAMPTON         | 430     | -82.8% | 0        | NA | 814     | -58.7% | 56       | -79.1% | 0      | NA | 27     | -87.3% | 0       | NA     | 0         | NA | 1,327     | -73.3% | 342    | -18.4% | 0          | NA | 342             | -18.4% | 1,669     | -69.0% |
| DEBENHAMS SOUTHEND            | 1,367   | -64.0% | 0        | NA | 2,704   | -41.7% | 242      | -81.6% | 0      | NA | 437    | -34.6% | 0       | NA     | 0         | NA | 4,750     | -54.4% | 836    | -40.4% | 0          | NA | 836             | -40.4% | 5,586     | -52.8% |
| DEBENHAMS SOUTHPORT           | 727     | -41.7% | 0        | NA | 467     | -70.8% | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 1,194     | -63.2% | 278    | -25.1% | 0          | NA | 278             | -25.1% | 1,472     | -59.2% |
| DEBENHAMS SOUTHSEA            | 357     | -63.8% | 0        | NA | 287     | -68.8% | 28       | -85.3% | 0      | NA | 147    | 241.9% | 0       | NA     | 0         | NA | 819       | -61.7% | 49     | -38.8% | 0          | NA | 49              | -38.8% | 868       | -60.9% |
| DEBENHAMS SOUTHSHIELDS        | 1,107   | -56.5% | 0        | NA | 823     | -70.4% | 177      | -74.2% | 0      | NA | 280    | 185.7% | 0       | NA     | 0         | NA | 2,387     | -61.0% | 220    | -8.3%  | 0          | NA | 220             | -8.3%  | 2,607     | -59.0% |
| DEBENHAMS STAINES             | 684     | -58.3% | 0        | NA | 653     | -62.3% | 0        | NA     | 0      | NA | 43     | -72.8% | 0       | NA     | 0         | NA | 1,380     | -63.6% | 171    | -19.7% | 0          | NA | 171             | -19.7% | 1,551     | -61.3% |
| DEBENHAMS STIRLING            | 1,392   | -51.0% | 0        | NA | 1,715   | -40.2% | 22       | NA     | 0      | NA | 49     | -77.9% | 0       | NA     | 0         | NA | 3,178     | -46.4% | 383    | 6.7%   | 0          | NA | 383             | 6.7%   | 3,561     | -43.4% |
| DEBENHAMS STOCKPORT           | 1,380   | -55.6% | 0        | NA | 706     | -67.5% | 99       | -80.8% | 0      | NA | 22     | -92.4% | 17      | NA     | 0         | NA | 2,224     | -63.5% | 122    | -80.2% | 0          | NA | 122             | -80.2% | 2,346     | -65.0% |
| DEBENHAMS STOCKTON ON TEES    | 887     | -74.1% | 0        | NA | 1,283   | -56.7% | 205      | -71.7% | 0      | NA | 112    | -57.1% | 0       | NA     | 0         | NA | 2,487     | -66.3% | 370    | 27.1%  | 0          | NA | 370             | 27.1%  | 2,857     | -62.7% |
| DEBENHAMS STRATFORD           | 422     | -64.5% | 0        | NA | 331     | -78.1% | 28       | -85.3% | 0      | NA | 27     | -77.3% | 0       | NA     | 0         | NA | 808       | -73.2% | 188    | 135.0% | 0          | NA | 188             | 135.0% | 996       | -67.8% |
| DEBENHAMS SUNDERLAND          | 3,013   | -60.3% | 0        | NA | 4,076   | -50.5% | 412      | -84.7% | 0      | NA | 509    | -23.7% | 34      | 100.0% | 0         | NA | 8,044     | -58.1% | 1,515  | -41.8% | 0          | NA | 1,515           | -41.8% | 9,559     | -56.2% |
| DEBENHAMS SUTTON              | 157     | -88.2% | 0        | NA | 485     | -81.4% | 22       | -91.1% | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 664       | -84.6% | 552    | 59.1%  | 0          | NA | 552             | 59.1%  | 1,216     | -73.8% |
| DEBENHAMS SWANSEA             | 1,043   | -71.4% | 0        | NA | 1,436   | -62.6% | 98       | -60.5% | 0      | NA | 202    | 23.9%  | 0       | NA     | 0         | NA | 2,779     | -64.8% | 253    | 15.5%  | 0          | NA | 253             | 15.5%  | 3,032     | -62.6% |
| DEBENHAMS SWINDON             | 339     | -82.3% | 0        | NA | 556     | -35.2% | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 895       | -75.1% | 220    | 37.5%  | 0          | NA | 220             | 37.5%  | 1,115     | -70.3% |
| DEBENHAMS TAUNTON             | 826     | -63.8% | 0        | NA | 1,102   | -54.7% | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 1,928     | -61.8% | 244    | -0.8%  | 0          | NA | 244             | -0.8%  | 2,172     | -59.0% |
| DEBENHAMS TELFORD             | 602     | -79.8% | 0        | NA | 1,299   | -50.5% | 83       | -81.1% | 0      | NA | 356    | -2.2%  | 0       | NA     | 0         | NA | 2,340     | -63.7% | 318    | 8.5%   | 0          | NA | 318             | 8.5%   | 2,658     | -60.5% |
| DEBENHAMS THANET              | 722     | -47.7% | 0        | NA | 754     | -33.3% | 68       | -67.5% | 0      | NA | 158    | -16.8% | 0       | NA     | 0         | NA | 1,702     | -45.4% | 147    | -60.6% | 0          | NA | 147             | -60.6% | 1,849     | -47.0% |
| DEBENHAMS THURROCK            | 6,618   | 28.4%  | 0        | NA | 6,729   | -30.1% | 478      | -78.4% | 0      | NA | 391    | -19.4% | 121     | NA     | 0         | NA | 14,337    | -18.0% | 1,266  | -27.0% | 0          | NA | 1,266           | -27.0% | 15,603    | -18.8% |
| DEBENHAMS TORQUAY             | 313     | -79.3% | 0        | NA | 573     | -31.8% | 0        | NA     | 0      | NA | 141    | -33.5% | 0       | NA     | 0         | NA | 1,027     | -62.7% | 174    | 117.5% | 0          | NA | 174             | 117.5% | 1,201     | -57.7% |
| DEBENHAMS TRURO               | 1,027   | -66.5% | 0        | NA | 595     | -71.7% | 0        | NA     | 0      | NA | 180    | 51.3%  | 0       | NA     | 0         | NA | 1,802     | -67.2% | 122    | NA     | 0          | NA | 122             | NA     | 1,924     | -65.0% |
| DEBENHAMS UXBRIDGE            | 217     | -89.9% | 0        | NA | 607     | -84.6% | 22       | -91.8% | 0      | NA | 147    | -22.6% | 0       | NA     | 0         | NA | 993       | -84.9% | 98     | -73.6% | 0          | NA | 98              | -73.6% | 1,091     | -84.2% |
| DEBENHAMS WAKEFIELD           | 670     | -67.6% | 0        | NA | 1,703   | -43.7% | 83       | -82.6% | 0      | NA | 136    | -16.6% | 0       | NA     | 0         | NA | 2,592     | -54.8% | 220    | -17.6% | 0          | NA | 220             | -17.6% | 2,812     | -53.1% |
| DEBENHAMS WALSALL             | 859     | -50.3% | 0        | NA | 923     | -37.9% | 44       | -84.9% | 0      | NA | 22     | 0.0%   | 0       | NA     | 0         | NA | 1,848     | -47.6% | 163    | 24.4%  | 0          | NA | 163             | 24.4%  | 2,011     | -45.1% |
| DEBENHAMS WALTON (DESIRE BY)  | 102     | -88.4% | 0        | NA | 293     | -82.3% | 0        | NA     | 0      | NA | 22     | NA     | 0       | NA     | 0         | NA | 417       | -84.7% | 73     | NA     | 0          | NA | 73              | NA     | 490       | -82.1% |
| DEBENHAMS WARRINGTON          | 1,817   | -36.6% | 0        | NA | 1,165   | -53.1% | 111      | -75.8% | 0      | NA | 65     | -77.4% | 0       | NA     | 0         | NA | 3,158     | -48.2% | 220    | -69.4% | 0          | NA | 220             | -69.4% | 3,378     | -50.4% |
| DEBENHAMS WELWYN GARDEN CITY  | 506     | -51.1% | 0        | NA | 592     | -44.4% | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 1,098     | -52.9% | 147    | 41.3%  | 0          | NA | 147             | 41.3%  | 1,245     | -48.8% |
| DEBENHAMS WESTFIELD           | 1,293   | -39.9% | 0        | NA | 3,849   | 30.5%  | 0        | NA     | 0      | NA | 103    | -20.2% | 0       | NA     | 0         | NA | 5,245     | -8.0%  | 171    | -59.1% | 0          | NA | 171             | -59.1% | 5,416     | -11.5% |
| DEBENHAMS WEYMOUTH            | 428     | -58.5% | 0        | NA | 192     | -90.0% | 0        | NA     | 0      | NA | 0      | NA     | 17      | 0.0%   | 0         | NA | 637       | -80.1% | 244    | 52.5%  | 0          | NA | 244             | 52.5%  | 881       | -73.8% |
| DEBENHAMS WIGAN               | 689     | -66.4% | 0        | NA | 1,847   | -38.3% | 111      | -78.5% | 0      | NA | 106    | -50.0% | 17      | NA     | 0         | NA | 2,770     | -52.0% | 375    | -46.4% | 0          | NA | 375             | -46.4% | 3,145     | -51.4% |
| DEBENHAMS WIMBLEDON           | 238     | -80.7% | 0        | NA | 128     | -90.9% | 18       | -92.1% | 0      | NA | 101    | 359.1% | 17      | 0.0%   | 0         | NA | 502       | -82.8% | 448    | 86.7%  | 0          | NA | 448             | 86.7%  | 950       | -69.9% |
| DEBENHAMS WINCHESTER          | 314     | -74.7% | 0        | NA | 430     | -55.8% | 83       | -66.5% | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 827       | -67.3% | 171    | 28.6%  | 0          | NA | 171             | 28.6%  | 998       | -62.5% |
| DEBENHAMS WITNEY              | 240     | 79.1%  | 0        | NA | 160     | -81.7% | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 400       | -66.6% | 98     | -13.3% | 0          | NA | 98              | -13.3% | 498       | -62.0% |
| DEBENHAMS WORKING             | 807     | -26.0% | 0        | NA | 647     | -45.9% | 28       | -85.3% | 0      | NA | 87     | 222.2% | 0       | NA     | 0         | NA | 1,569     | -37.3% | 122    | 52.5%  | 0          | NA | 122             | 52.5%  | 1,691     | -34.6% |
| DEBENHAMS WORCESTER           | 1,014   | -48.8% | 0        | NA | 823     | -58.9% | 0        | NA     | 0      | NA | 108    | -43.2% | 0       | NA     | 0         | NA | 1,945     | -55.4% | 147    | -21.4% | 0          | NA | 147             | -21.4% | 2,092     | -54.0% |
| DEBENHAMS WORKINGTON          | 269     | -85.7% | 0        | NA | 724     | -69.4% | 99       | -63.1% | 0      | NA | 65     | 51.2%  | 0       | NA     | 0         | NA | 1,157     | -74.6% | 253    | 136.4% | 0          | NA | 253             | 136.4% | 1,410     | -69.8% |
| DEBENHAMS WORTHING            | 477     | -79.8% | 0        | NA | 501     | -60.9% | 78       | -58.9% | 0      | NA | 130    | -31.6% | 17      | NA     | 0         | NA | 1,203     | -70.1% | 351    | 31.5%  | 0          | NA | 351             | 31.5%  | 1,554     | -63.7% |
| DEBENHAMS WREXHAM             | 604     | -51.8% | 0        | NA | 1,132   | -37.7% | 0        | NA     | 0      | NA | 43     | -77.4% | 0       | NA     | 0         | NA | 1,779     | -49.3% | 73     | -31.8% | 0          | NA | 73              | -31.8% | 1,852     | -48.8% |
| DEBENHAMS YORK                | 728     | -56.5% | 0        | NA | 1,639   | -42.9% | 0        | NA     | 0      | NA | 152    | -30.0% | 0       | NA     | 0         | NA | 2,519     | -49.7% | 147    | -11.4% | 0          | NA | 147             | -11.4% | 2,666     | -48.5% |
| DEBENHAMS.COM                 | 7,071   | -32.6% | 0        | NA | 22,797  | 75.4%  | 950      | -88.4% | 0      | NA | 1,447  | 6.3%   | 0       | NA     | 0         | NA | 32,265    | -2.9%  | 6,255  | -20.4% | 0          | NA | 6,255           | -20.4% | 38,520    | -6.2%  |
| DEBENHAMS HEAD OFFICE ACCOUNT | 0       | NA     | 0        | NA | 0       | NA     | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 0         | NA     | 0      | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| TOTAL                         | 176,103 | -59.5% | 0        | NA | 236,471 | -48.5% | 12,475   | -88.9% | 0      | NA | 22,773 | -35.8% | 2,145   | -16.1% | 0         | NA | 449,967   | -56.9% | 72,729 | -18.4% | 0          | NA | 72,729          | -19.2% | 522,696   | -53.9% |
| LIKE ON LIKE                  | 174,620 | -59.7% | 0        | NA | 234,743 | -48.6% | 12,348   | -89.0% | 0      | NA | 22,702 | -36.0% | 2,076   | -18.8% | 0         | NA | 446,489   | -57.1% | 72,239 | -18.8% | 0          | NA | 72,239          | -19.6% | 518,728   | -54.1% |

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# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

DEBENHAMS GROUP

MONTH - RETAIL  
2013 vs 2012

| STORE:                                | ANGEL  |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |    | A*MEN |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA  |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|---------------------------------------|--------|--------|----------|----|--------|--------|----------|--------|--------|----|-------|--------|---------|--------|-----------|----|-----------|--------|-------|--------|------------|----|-----------------|--------|-----------|--------|
|                                       | 2013   | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %  | 2013  | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013  | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| BROWNS CHESTER                        | 15,451 | -15.6% | 0        | NA | 15,170 | -19.5% | 1,722    | -47.2% | 0      | NA | 1,392 | -42.4% | 107     | -42.8% | 0         | NA | 33,842    | -21.3% | 1,332 | -41.1% | 0          | NA | 1,332           | -41.1% | 35,174    | -22.3% |
| DEBENHAMS ABERDEEN                    | 12,953 | 28.5%  | 0        | NA | 10,047 | -8.2%  | 1,247    | -15.0% | 0      | NA | 1,498 | 36.3%  | 59      | NA     | 0         | NA | 25,804    | 9.4%   | 1,733 | -41.4% | 0          | NA | 1,733           | -41.4% | 27,537    | 3.7%   |
| DEBENHAMS ALTRINGHAM                  | 1,898  | -27.0% | 0        | NA | 1,066  | -27.9% | 68       | -88.5% | 0      | NA | 123   | -64.0% | 0       | NA     | 0         | NA | 3,155     | -37.1% | 96    | 24.7%  | 0          | NA | 96              | 24.7%  | 3,251     | -36.1% |
| DEBENHAMS ASHFORD                     | 3,851  | 6.0%   | 0        | NA | 2,654  | 20.5%  | 237      | -25.0% | 0      | NA | 253   | -25.8% | 0       | NA     | 0         | NA | 6,995     | 7.3%   | 329   | 81.8%  | 0          | NA | 329             | 81.8%  | 7,324     | 9.3%   |
| DEBENHAMS AYR                         | 8,460  | 36.4%  | 0        | NA | 5,770  | 48.3%  | 341      | -74.7% | 0      | NA | 614   | 50.1%  | 31      | -50.0% | 0         | NA | 15,216    | 27.7%  | 536   | -31.2% | 0          | NA | 536             | -31.2% | 15,752    | 24.1%  |
| DEBENHAMS BANBURY                     | 5,990  | 14.3%  | 0        | NA | 3,035  | -1.3%  | 344      | -47.5% | 0      | NA | 273   | -18.8% | 0       | NA     | 0         | NA | 9,642     | 3.3%   | 308   | NA     | 0          | NA | 308             | NA     | 9,950     | 6.3%   |
| DEBENHAMS BANGOR                      | 4,168  | 9.4%   | 0        | NA | 5,591  | 3.0%   | 364      | -53.5% | 0      | NA | 86    | -80.6% | 57      | 83.9%  | 0         | NA | 10,266    | -2.2%  | 44    | -92.7% | 0          | NA | 44              | -92.7% | 10,310    | -7.1%  |
| DEBENHAMS BARROW                      | 5,665  | -5.2%  | 0        | NA | 4,907  | 2.0%   | 663      | 3.6%   | 0      | NA | 248   | -25.1% | 0       | NA     | 0         | NA | 11,483    | -2.3%  | 164   | -43.6% | 0          | NA | 164             | -43.6% | 11,647    | -3.3%  |
| DEBENHAMS BASILDON                    | 12,863 | -12.5% | 0        | NA | 11,222 | -23.1% | 610      | -68.3% | 0      | NA | 1,104 | -43.0% | 59      | 90.3%  | 0         | NA | 25,858    | -22.1% | 2,039 | -20.7% | 281        | NA | 2,320           | -9.7%  | 28,178    | -21.2% |
| DEBENHAMS BASINGSTOKE                 | 6,006  | 9.6%   | 0        | NA | 4,925  | 21.8%  | 210      | -60.0% | 0      | NA | 328   | -10.1% | 28      | -9.7%  | 0         | NA | 11,497    | 10.1%  | 312   | -49.0% | 0          | NA | 312             | -49.0% | 11,809    | 6.8%   |
| DEBENHAMS BATH                        | 3,693  | 7.1%   | 0        | NA | 2,905  | 23.0%  | 285      | -33.7% | 0      | NA | 345   | 64.3%  | 62      | 100.0% | 0         | NA | 7,290     | 12.5%  | 62    | -57.2% | 0          | NA | 62              | -57.2% | 7,352     | 10.9%  |
| DEBENHAMS BEDFORD                     | 5,344  | 2.3%   | 0        | NA | 4,269  | 69.4%  | 167      | -46.0% | 0      | NA | 153   | -24.3% | 0       | NA     | 0         | NA | 9,933     | 19.9%  | 185   | 31.2%  | 0          | NA | 185             | 31.2%  | 10,118    | 20.1%  |
| DEBENHAMS BIRMINGHAM                  | 27,545 | -3.9%  | 0        | NA | 23,877 | -9.9%  | 3,968    | -46.3% | 0      | NA | 3,021 | -62.1% | 257     | 56.7%  | 0         | NA | 58,668    | -17.0% | 5,342 | -29.2% | 0          | NA | 5,342           | -29.2% | 64,010    | -18.2% |
| DEBENHAMS BIRMINGHAM FORT (DESIRE BY) | 1,381  | 1.5%   | 0        | NA | 1,324  | -6.0%  | 148      | -81.9% | 0      | NA | 33    | #####  | 0       | NA     | 0         | NA | 2,886     | -19.6% | 74    | -79.0% | 0          | NA | 74              | -79.0% | 2,960     | -24.9% |
| DEBENHAMS BLACKBURN                   | 8,191  | 100.4% | 0        | NA | 7,154  | 99.8%  | 440      | -39.7% | 0      | NA | 485   | 102.9% | 62      | NA     | 0         | NA | 16,332    | 89.1%  | 459   | -6.9%  | 0          | NA | 459             | -6.9%  | 16,791    | 83.9%  |
| DEBENHAMS BLACKPOOL                   | 5,269  | 10.3%  | 0        | NA | 4,300  | 8.4%   | 563      | -60.3% | 0      | NA | 409   | 4.6%   | 0       | NA     | 0         | NA | 10,541    | -0.4%  | 180   | -63.8% | 0          | NA | 180             | -63.8% | 10,721    | -3.2%  |
| DEBENHAMS BOLTON                      | 5,688  | -14.7% | 0        | NA | 4,113  | 19.3%  | 448      | -69.2% | 0      | NA | 186   | -22.5% | 59      | 0.0%   | 0         | NA | 10,494    | -11.6% | 852   | -48.6% | 0          | NA | 852             | -48.6% | 11,346    | -16.1% |
| DEBENHAMS BOURNEMOUTH                 | 4,976  | 25.9%  | 0        | NA | 4,365  | 36.2%  | 360      | -55.5% | 0      | NA | 321   | 30.5%  | 53      | -5.4%  | 0         | NA | 10,075    | 21.8%  | 423   | -48.2% | 0          | NA | 423             | -48.2% | 10,498    | 15.5%  |
| DEBENHAMS BRIGHTON                    | 10,363 | -8.7%  | 0        | NA | 9,821  | -13.3% | 921      | -33.7% | 0      | NA | 1,618 | -13.8% | 53      | -56.9% | 0         | NA | 22,776    | -12.6% | 1,532 | 55.4%  | 0          | NA | 1,532           | 55.4%  | 24,308    | -10.2% |
| DEBENHAMS BRISTOL                     | 4,519  | 22.5%  | 0        | NA | 2,955  | -5.6%  | 219      | -22.3% | 0      | NA | 371   | -21.7% | 0       | NA     | 0         | NA | 8,064     | 6.1%   | 410   | -34.8% | 0          | NA | 410             | -34.8% | 8,474     | 3.0%   |
| DEBENHAMS BROMLEY                     | 7,415  | 44.3%  | 0        | NA | 5,635  | 43.3%  | 425      | -42.4% | 0      | NA | 359   | -56.3% | 31      | -42.6% | 0         | NA | 13,865    | 26.8%  | 422   | -40.2% | 0          | NA | 422             | -40.2% | 14,287    | 22.8%  |
| DEBENHAMS BURY                        | 7,156  | 6.2%   | 0        | NA | 5,720  | 4.6%   | 480      | -69.9% | 0      | NA | 424   | 21.1%  | 26      | -44.7% | 0         | NA | 13,806    | -2.7%  | 543   | -70.5% | 0          | NA | 543             | -70.5% | 14,349    | -10.5% |
| DEBENHAMS BURY ST. EDMUNDS            | 6,188  | -8.6%  | 0        | NA | 4,205  | 25.2%  | 228      | -62.9% | 0      | NA | 301   | 4.5%   | 0       | NA     | 0         | NA | 10,922    | -1.0%  | 288   | 76.7%  | 0          | NA | 288             | 76.7%  | 11,210    | 0.1%   |
| DEBENHAMS CANBRIE                     | 7,187  | -15.6% | 0        | NA | 6,527  | 7.8%   | 546      | -26.9% | 0      | NA | 998   | 9.9%   | 26      | -16.1% | 0         | NA | 15,284    | -6.0%  | 1,276 | -6.8%  | 0          | NA | 1,276           | -6.8%  | 16,560    | -6.1%  |
| DEBENHAMS CANTERBURY                  | 4,052  | 17.9%  | 0        | NA | 2,015  | 38.8%  | 88       | -81.5% | 0      | NA | 202   | 45.3%  | 0       | NA     | 0         | NA | 6,357     | 15.0%  | 165   | 153.8% | 0          | NA | 165             | 153.8% | 6,522     | 16.6%  |
| DEBENHAMS CARDIFF                     | 16,191 | -23.7% | 0        | NA | 14,764 | 8.1%   | 932      | -73.9% | 0      | NA | 1,255 | -34.4% | 253     | 462.2% | 0         | NA | 33,395    | -17.3% | 1,726 | -53.7% | 0          | NA | 1,726           | -53.7% | 35,121    | -20.4% |
| DEBENHAMS CARLISLE                    | 5,589  | -11.0% | 0        | NA | 6,461  | 77.8%  | 340      | -55.6% | 0      | NA | 156   | -66.6% | 31      | NA     | 0         | NA | 12,577    | 13.1%  | 429   | -28.7% | 0          | NA | 429             | -28.7% | 13,006    | 11.0%  |
| DEBENHAMS CARMARTHEN                  | 3,500  | -29.1% | 0        | NA | 3,079  | -14.9% | 75       | -77.6% | 0      | NA | 262   | -16.8% | 62      | NA     | 0         | NA | 6,978     | -24.2% | 236   | -39.2% | 0          | NA | 236             | -39.2% | 7,214     | -24.8% |
| DEBENHAMS CHATHAM                     | 4,917  | 15.5%  | 0        | NA | 3,045  | 12.0%  | 29       | -94.5% | 0      | NA | 264   | 25.1%  | 0       | NA     | 0         | NA | 8,255     | 6.6%   | 92    | -62.6% | 0          | NA | 92              | -62.6% | 8,347     | 4.4%   |
| DEBENHAMS CHELMSFORD                  | 8,729  | 11.8%  | 0        | NA | 7,144  | -1.2%  | 407      | -58.1% | 0      | NA | 513   | 23.6%  | 57      | 35.7%  | 0         | NA | 16,850    | 2.3%   | 1,014 | 7.3%   | 0          | NA | 1,014           | 7.3%   | 17,864    | 2.6%   |
| DEBENHAMS CHELTENHAM                  | 2,029  | 0.0%   | 0        | NA | 1,634  | 29.3%  | 43       | -93.3% | 0      | NA | 56    | -36.4% | 28      | NA     | 0         | NA | 3,790     | -5.8%  | 178   | -20.2% | 0          | NA | 178             | -20.2% | 3,968     | -6.5%  |
| DEBENHAMS CHESTERFIELD (OPND 08/2012) | 3,854  | 38.6%  | 0        | NA | 3,002  | -4.8%  | 175      | -64.9% | 0      | NA | 287   | 86.4%  | 57      | -3.4%  | 0         | NA | 7,375     | 11.0%  | 163   | NA     | 0          | NA | 163             | NA     | 7,538     | 13.4%  |
| DEBENHAMS CLAPHAM                     | 4,471  | 0.4%   | 0        | NA | 2,860  | 23.0%  | 348      | 2.1%   | 0      | NA | 316   | -34.7% | 34      | NA     | 0         | NA | 8,029     | 5.6%   | 241   | -43.0% | 0          | NA | 241             | -43.0% | 8,270     | 3.0%   |
| DEBENHAMS COLCHESTER                  | 13,049 | 19.5%  | 0        | NA | 11,850 | -0.9%  | 1,017    | -38.9% | 0      | NA | 1,609 | 33.2%  | 56      | -5.1%  | 0         | NA | 27,581    | 6.9%   | 1,289 | 1.1%   | 0          | NA | 1,289           | 1.1%   | 28,870    | 6.6%   |
| DEBENHAMS COVENTRY                    | 6,617  | 30.6%  | 0        | NA | 6,436  | 9.3%   | 183      | -79.6% | 0      | NA | 458   | -1.1%  | 26      | -70.5% | 0         | NA | 13,720    | 10.6%  | 455   | -49.7% | 0          | NA | 455             | -49.7% | 14,175    | 6.5%   |
| DEBENHAMS CRAWLEY                     | 3,233  | 9.4%   | 0        | NA | 1,905  | -15.3% | 148      | 25.4%  | 0      | NA | 276   | 3.8%   | 62      | NA     | 0         | NA | 5,624     | 0.6%   | 747   | 30.1%  | 0          | NA | 747             | 30.1%  | 6,371     | 3.4%   |
| DEBENHAMS CROYDON                     | 7,607  | -2.1%  | 0        | NA | 4,277  | 21.6%  | 171      | -83.9% | 0      | NA | 1,123 | -19.6% | 62      | -55.1% | 0         | NA | 13,240    | -4.6%  | 272   | -73.5% | 0          | NA | 272             | -73.5% | 13,512    | -9.4%  |
| DEBENHAMS DERBY                       | 6,047  | -4.3%  | 0        | NA | 4,270  | -10.5% | 788      | -5.3%  | 0      | NA | 153   | -69.6% | 84      | 171.0% | 0         | NA | 11,342    | -8.9%  | 529   | 34.6%  | 0          | NA | 529             | 34.6%  | 11,871    | -7.6%  |
| DEBENHAMS DONCASTER                   | 8,926  | 28.6%  | 0        | NA | 6,985  | -8.5%  | 421      | -78.7% | 0      | NA | 321   | -9.6%  | 31      | 19.2%  | 0         | NA | 16,684    | -1.5%  | 677   | -37.0% | 0          | NA | 677             | -37.0% | 17,361    | -3.6%  |
| DEBENHAMS DUMFRIES (OPND 05/2012)     | 2,055  | 7.4%   | 0        | NA | 2,660  | 25.5%  | 149      | -36.1% | 0      | NA | 88    | -64.1% | 0       | NA     | 0         | NA | 4,952     | 9.2%   | 547   | 183.4% | 0          | NA | 547             | 183.4% | 5,499     | 16.3%  |
| DEBENHAMS DUNDEE                      | 11,278 | -11.9% | 0        | NA | 9,229  | 3.3%   | 944      | -28.8% | 0      | NA | 1,188 | 103.4% | 102     | 264.3% | 0         | NA | 22,741    | -3.9%  | 1,163 | 169.8% | 0          | NA | 1,163           | 169.8% | 23,904    | -0.8%  |
| DEBENHAMS DUNFIRMLINE                 | 5,006  | 27.3%  | 0        | NA | 3,367  | 1.9%   | 447      | -52.2% | 0      | NA | 325   | -12.6% | 0       | NA     | 0         | NA | 9,145     | 6.7%   | 634   | 21.5%  | 0          | NA | 634             | 21.5%  | 9,779     | 7.5%   |
| DEBENHAMS EAST KILBRIDE               | 6,136  | -22.5% | 0        | NA | 4,618  | 12.3%  | 229      | -86.8% | 0      | NA | 532   | 42.2%  | 31      | NA     | 0         | NA | 11,546    | -18.3% | 385   | -80.0% | 0          | NA | 385             | -80.0% | 11,931    | -25.7% |
| DEBENHAMS EASTBOURNE                  | 2,531  | -3.4%  | 0        | NA | 1,460  | -8.1%  | 184      | -58.9% | 0      | NA | 53    | -54.3% | 0       | NA     | 0         | NA | 4,228     | -11.4% | 149   | -49.8% | 0          | NA | 149             | -49.8% | 4,377     | -13.7% |
| DEBENHAMS EDINBURGH                   | 2,888  | -42.5% | 0        | NA | 2,520  | -18.1% | 0        | NA     | 0      | NA | 62    | -83.4% | 56      | 5.7%   | 0         | NA | 5,526     | -39.5% | 381   | -22.6% | 0          | NA | 381             | -22.6% | 5,907     | -38.6% |
| DEBENHAMS ELTHAM                      | 4,656  | 15.1%  | 0        | NA | 2,185  | 1.0%   | 95       | -84.2% | 0      | NA | 362   | 40.9%  | 0       | NA     | 0         | NA | 7,298     | 3.3%   | 268   | 41.8%  | 0          | NA | 268             | 41.8%  | 7,566     | 4.3%   |
| DEBENHAMS EXETER                      | 3,860  | 1.6%   | 0        | NA | 2,699  | -3.3%  | 158      | -67.2% | 0      | NA | 264   | 63.0%  | 0       | NA     | 0         | NA | 6,981     | -4.9%  | 264   | -23.5% | 0          | NA | 264             | -23.5% | 7,245     | -5.7%  |
| DEBENHAMS FALKIRK (DESIRE BY)         | 3,990  | 16.6%  | 0        | NA | 2,835  | 8.2%   | 184      | -73.1% | 0      | NA | 199   | -29.2% | 0       | NA     | 0         | NA | 7,208     | 2.9%   | 451   | 5.6%   | 0          | NA | 451             | 5.6%   | 7,659     | 3.0%   |
| DEBENHAMS FAREHAM                     | 3,154  | -8.2%  | 0        | NA | 2,087  | -0.6%  | 229      | -51.3% | 0      | NA | 357   | -24.8% | 0       | NA     | 0         | NA | 5,827     | -10.0% | 278   | -42.8% | 0          | NA | 278             | -42.8% | 6,105     | -12.3% |
| DEBENHAMS FARNBOROUGH                 | 2,601  | -3.3%  | 0        | NA | 1,609  | 2.4%   | 0        | NA     | 0      | NA | 87    | -55.2% | 0       | NA     | 0         | NA | 4,297     | -9.9%  | 88    | 14.3%  | 0          | NA | 88              | 14.3%  | 4,385     | -9.5%  |
| DEBENHAMS FOLKSTONE                   | 5,480  | 42.9%  | 0        | NA | 2,984  | 0.5%   | 0        | NA     | 0      | NA | 242   | -23.9% | 0       | NA     | 0         | NA | 8,706     | 13.8%  | 246   | 74.5%  | 0          | NA | 246             | 74.5%  | 8,952     | 14.9%  |



DECEMBER 2013

# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

DEBENHAMS GROUP

MONTH - RETAIL  
2013 vs 2012

| STORE:                                  | ANGEL  |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |    | A*MEN |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA  |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|-----------------------------------------|--------|--------|----------|----|--------|--------|----------|--------|--------|----|-------|--------|---------|--------|-----------|----|-----------|--------|-------|--------|------------|----|-----------------|--------|-----------|--------|
|                                         | 2013   | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %  | 2013  | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013  | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| DEBENHAMS GATESHEAD                     | 20,936 | 14.1%  | 0        | NA | 20,812 | -11.7% | 1,026    | -83.4% | 0      | NA | 1,603 | -42.6% | 199     | 249.1% | 0         | NA | 44,576    | -12.5% | 4,913 | -11.6% | 0          | NA | 4,913           | -11.6% | 49,489    | -12.4% |
| DEBENHAMS GLASGOW                       | 22,941 | -12.5% | 0        | NA | 15,785 | -1.9%  | 868      | -84.4% | 0      | NA | 2,423 | -44.8% | 190     | -31.9% | 0         | NA | 42,207    | -19.7% | 5,797 | -16.4% | 0          | NA | 5,797           | -16.4% | 48,004    | -19.3% |
| DEBENHAMS GLOUCESTER                    | 5,097  | -7.8%  | 0        | NA | 2,498  | -18.9% | 472      | -23.0% | 0      | NA | 63    | -86.9% | 0       | NA     | 0         | NA | 8,130     | -16.2% | 315   | -40.3% | 0          | NA | 315             | -40.3% | 8,445     | -17.5% |
| DEBENHAMS GRAVESEND                     | 6,178  | 44.8%  | 0        | NA | 4,298  | 54.0%  | 509      | -36.4% | 0      | NA | 266   | 118.0% | 0       | NA     | 0         | NA | 11,251    | 40.5%  | 221   | 63.7%  | 0          | NA | 221             | 63.7%  | 11,472    | 40.9%  |
| DEBENHAMS GREAT YARMOUTH                | 3,777  | 25.5%  | 0        | NA | 1,739  | -20.4% | 32       | -93.6% | 0      | NA | 49    | -81.3% | 0       | NA     | 0         | NA | 5,597     | -6.1%  | 103   | -56.7% | 0          | NA | 103             | -56.7% | 5,700     | -8.0%  |
| DEBENHAMS GUILDFORD                     | 3,496  | -5.5%  | 0        | NA | 2,747  | 5.2%   | 233      | -49.3% | 0      | NA | 261   | -40.7% | 0       | NA     | 0         | NA | 6,737     | -7.3%  | 376   | 49.8%  | 0          | NA | 376             | 49.8%  | 7,113     | -5.3%  |
| DEBENHAMS HANLEY                        | 6,698  | 4.2%   | 0        | NA | 6,784  | 46.3%  | 226      | -85.3% | 90     | NA | 347   | -40.1% | 85      | 174.2% | 0         | NA | 14,230    | 7.7%   | 518   | -50.8% | 0          | NA | 518             | -50.8% | 14,748    | 3.4%   |
| DEBENHAMS HARROGATE                     | 4,219  | -26.2% | 0        | NA | 2,492  | -21.3% | 196      | -49.6% | 0      | NA | 226   | -3.4%  | 31      | NA     | 0         | NA | 7,164     | -24.7% | 327   | 16.0%  | 0          | NA | 327             | 16.0%  | 7,491     | -23.5% |
| DEBENHAMS HARROW                        | 3,997  | -1.8%  | 0        | NA | 3,183  | 22.8%  | 481      | -47.8% | 0      | NA | 522   | -35.5% | 0       | NA     | 0         | NA | 8,183     | -3.1%  | 489   | -33.5% | 0          | NA | 489             | -33.5% | 8,672     | -5.6%  |
| DEBENHAMS HASTINGS                      | 2,383  | -18.9% | 0        | NA | 1,909  | -6.1%  | 0        | NA     | 0      | NA | 152   | -32.1% | 0       | NA     | 0         | NA | 4,444     | -17.8% | 150   | -8.0%  | 0          | NA | 150             | -8.0%  | 4,594     | -17.5% |
| DEBENHAMS HAVERFORDWEST (OPND 10/2013)  | 2,196  | NA     | 0        | NA | 1,875  | NA     | 43       | NA     | 0      | NA | 191   | NA     | 0       | NA     | 0         | NA | 4,305     | NA     | 11    | NA     | 0          | NA | 11              | NA     | 4,316     | NA     |
| DEBENHAMS HEMEL HEMPSTEAD               | 3,690  | -1.0%  | 0        | NA | 2,973  | 1.8%   | 157      | -68.3% | 0      | NA | 199   | -40.1% | 31      | -44.6% | 0         | NA | 7,050     | -6.4%  | 454   | 5.8%   | 0          | NA | 454             | 5.8%   | 7,504     | -5.8%  |
| DEBENHAMS HOUNSLOW                      | 1,457  | -4.0%  | 0        | NA | 913    | -28.5% | 152      | -70.4% | 0      | NA | 75    | 127.3% | 0       | NA     | 0         | NA | 2,597     | -22.3% | 118   | -76.7% | 0          | NA | 118             | -76.7% | 2,715     | -29.4% |
| DEBENHAMS HULL                          | 8,811  | -1.3%  | 0        | NA | 8,483  | 49.1%  | 431      | -76.0% | 0      | NA | 635   | 3.4%   | 0       | NA     | 0         | NA | 18,360    | 7.4%   | 583   | -17.2% | 0          | NA | 583             | -17.2% | 18,943    | 6.5%   |
| DEBENHAMS ILFORD                        | 4,440  | 21.8%  | 0        | NA | 2,893  | 3.8%   | 149      | -73.5% | 0      | NA | 544   | -13.5% | 57      | NA     | 0         | NA | 8,083     | 6.0%   | 431   | -31.4% | 0          | NA | 431             | -31.4% | 8,514     | 3.2%   |
| DEBENHAMS INVERNESS                     | 5,221  | 53.1%  | 0        | NA | 2,892  | 13.3%  | 165      | -73.9% | 0      | NA | 195   | -60.4% | 0       | NA     | 0         | NA | 8,473     | 18.6%  | 537   | -25.7% | 0          | NA | 537             | -25.7% | 9,010     | 14.6%  |
| DEBENHAMS IPSWICH                       | 7,407  | -16.9% | 0        | NA | 6,679  | 62.0%  | 493      | -17.4% | 0      | NA | 421   | -12.7% | 84      | 35.5%  | 0         | NA | 15,084    | 6.4%   | 585   | -44.6% | 0          | NA | 585             | -44.6% | 15,669    | 2.9%   |
| DEBENHAMS KIDDERMINSTER (DESIRE BY)     | 4,574  | -5.7%  | 0        | NA | 3,606  | 31.7%  | 171      | -67.9% | 0      | NA | 88    | -63.3% | 0       | NA     | 0         | NA | 8,439     | 1.0%   | 188   | -47.8% | 0          | NA | 188             | -47.8% | 8,627     | -1.0%  |
| DEBENHAMS KINGS LYNN                    | 3,296  | 27.7%  | 0        | NA | 2,463  | 54.7%  | 222      | -65.6% | 0      | NA | 81    | -64.0% | 0       | NA     | 0         | NA | 6,062     | 20.2%  | 355   | 133.6% | 0          | NA | 355             | 133.6% | 6,417     | 23.5%  |
| DEBENHAMS KIRCALCADY (DESIRE BY)        | 4,449  | -2.8%  | 0        | NA | 3,908  | 7.3%   | 754      | 46.1%  | 0      | NA | 241   | 3.0%   | 0       | NA     | 0         | NA | 9,352     | 3.9%   | 173   | -71.9% | 0          | NA | 173             | -71.9% | 9,525     | -1.0%  |
| DEBENHAMS LEAMINGTON SPA (OPND 09/2013) | 1,659  | NA     | 0        | NA | 1,522  | NA     | 50       | NA     | 0      | NA | 181   | NA     | 26      | NA     | 0         | NA | 3,438     | NA     | 25    | NA     | 0          | NA | 25              | NA     | 3,463     | NA     |
| DEBENHAMS LEEDS (BRIGGATE)              | 16,981 | 10.8%  | 0        | NA | 15,253 | -12.0% | 766      | -81.8% | 0      | NA | 1,819 | -27.7% | 59      | NA     | 0         | NA | 34,878    | -11.4% | 2,005 | 15.8%  | 0          | NA | 2,005           | 15.8%  | 36,883    | -10.3% |
| DEBENHAMS LEEDS (WHITE ROSE)            | 17,801 | -15.2% | 0        | NA | 18,344 | -11.2% | 412      | -88.8% | 0      | NA | 1,253 | -35.4% | 136     | 65.9%  | 0         | NA | 37,946    | -19.8% | 1,467 | -32.0% | 0          | NA | 1,467           | -32.0% | 39,413    | -20.4% |
| DEBENHAMS LEICESTER                     | 4,222  | -14.7% | 0        | NA | 5,286  | 75.6%  | 501      | -49.0% | 0      | NA | 423   | 6.0%   | 82      | 51.9%  | 0         | NA | 10,514    | 11.9%  | 198   | -63.7% | 0          | NA | 198             | -63.7% | 10,712    | 7.7%   |
| DEBENHAMS LEITH                         | 3,833  | 11.2%  | 0        | NA | 2,291  | -7.0%  | 148      | -82.4% | 0      | NA | 109   | -51.8% | 31      | NA     | 0         | NA | 6,412     | -8.1%  | 298   | -17.9% | 0          | NA | 298             | -17.9% | 6,710     | -8.6%  |
| DEBENHAMS LICHFIELD (OPND 05/2013)      | 4,237  | NA     | 0        | NA | 4,199  | NA     | 246      | NA     | 0      | NA | 207   | NA     | 110     | NA     | 0         | NA | 8,999     | NA     | 0     | NA     | 0          | NA | 0               | NA     | 8,999     | NA     |
| DEBENHAMS LINCOLN                       | 8,997  | -7.0%  | 0        | NA | 5,118  | -7.0%  | 308      | -80.1% | 0      | NA | 452   | -4.6%  | 62      | -43.1% | 0         | NA | 14,937    | -13.7% | 391   | 22.6%  | 0          | NA | 391             | 22.6%  | 15,328    | -13.1% |
| DEBENHAMS LIVERPOOL                     | 19,342 | -9.5%  | 0        | NA | 25,948 | -17.2% | 2,013    | -75.8% | 0      | NA | 2,189 | -31.4% | 252     | 13.0%  | 0         | NA | 49,744    | -22.8% | 4,245 | -0.5%  | 190        | NA | 4,435           | 4.0%   | 54,179    | -21.2% |
| DEBENHAMS LIVINGSTON                    | 5,173  | 24.1%  | 0        | NA | 4,751  | 35.1%  | 266      | -82.0% | 0      | NA | 313   | -50.2% | 51      | 96.2%  | 0         | NA | 10,554    | 7.5%   | 923   | -8.4%  | 0          | NA | 923             | -8.4%  | 11,477    | 6.0%   |
| DEBENHAMS LLANDUDNO                     | 6,916  | -8.3%  | 0        | NA | 8,260  | 12.6%  | 731      | -17.9% | 0      | NA | 365   | -19.4% | 26      | -70.5% | 0         | NA | 16,298    | -0.1%  | 257   | -71.6% | 0          | NA | 257             | -71.6% | 16,555    | -3.9%  |
| DEBENHAMS LLANELLI                      | 3,036  | -0.7%  | 0        | NA | 2,555  | 1.8%   | 53       | -91.2% | 0      | NA | 91    | 0.0%   | 0       | NA     | 0         | NA | 5,735     | -8.4%  | 106   | -70.2% | 0          | NA | 106             | -70.2% | 5,841     | -11.7% |
| DEBENHAMS LONDON                        | 29,588 | -0.1%  | 0        | NA | 22,163 | -4.3%  | 3,734    | -51.7% | 0      | NA | 8,695 | -5.3%  | 296     | -50.1% | 0         | NA | 64,476    | -8.3%  | 4,258 | -45.9% | 0          | NA | 4,258           | -45.9% | 68,734    | -12.1% |
| DEBENHAMS LUTON                         | 3,941  | 8.0%   | 0        | NA | 1,577  | -10.4% | 326      | -25.2% | 0      | NA | 181   | -50.0% | 0       | NA     | 0         | NA | 6,025     | -3.4%  | 191   | -19.7% | 0          | NA | 191             | -19.7% | 6,216     | -4.0%  |
| DEBENHAMS MANCHESTER (TRAFFORD PARK)    | 14,857 | -15.6% | 0        | NA | 15,767 | -16.3% | 1,324    | -79.2% | 0      | NA | 1,895 | -2.3%  | 84      | -38.2% | 0         | NA | 33,927    | -24.4% | 2,999 | -60.7% | 0          | NA | 2,999           | -60.7% | 36,926    | -29.7% |
| DEBENHAMS MANCHESTER                    | 15,708 | -13.7% | 0        | NA | 17,111 | -3.7%  | 747      | -86.6% | 0      | NA | 2,383 | -21.7% | 87      | 2.4%   | 0         | NA | 36,036    | -19.4% | 2,071 | -45.4% | 0          | NA | 2,071           | -45.4% | 38,107    | -21.4% |
| DEBENHAMS MANSFIELD                     | 3,703  | -7.5%  | 0        | NA | 2,471  | -24.6% | 326      | -45.8% | 0      | NA | 129   | -44.6% | 0       | NA     | 0         | NA | 6,629     | -18.3% | 489   | 455.7% | 0          | NA | 489             | 455.7% | 7,118     | -13.3% |
| DEBENHAMS MEADOWHALL                    | 14,081 | -13.7% | 0        | NA | 15,028 | -1.8%  | 1,076    | -74.4% | 0      | NA | 1,690 | -27.8% | 174     | 33.8%  | 0         | NA | 32,049    | -16.3% | 2,140 | -41.2% | 0          | NA | 2,140           | -41.2% | 34,189    | -18.6% |
| DEBENHAMS MERRYHILL                     | 17,097 | -10.9% | 0        | NA | 16,518 | -0.6%  | 1,853    | -51.8% | 0      | NA | 1,891 | -25.2% | 100     | 284.6% | 0         | NA | 37,459    | -11.3% | 1,731 | -26.7% | 0          | NA | 1,731           | -26.7% | 39,190    | -12.1% |
| DEBENHAMS MERTHYR TYDFIL (DESIRE BY)    | 4,394  | 70.0%  | 0        | NA | 4,779  | 19.6%  | 510      | -63.9% | 0      | NA | 151   | 14.4%  | 0       | NA     | 0         | NA | 9,834     | 21.0%  | 247   | -38.3% | 0          | NA | 247             | -38.3% | 10,081    | 18.2%  |
| DEBENHAMS MIDDLESBOROUGH                | 12,680 | -12.2% | 0        | NA | 10,586 | 4.0%   | 692      | -66.6% | 0      | NA | 964   | -11.7% | 31      | -27.9% | 0         | NA | 24,953    | -10.3% | 1,012 | -45.1% | 0          | NA | 1,012           | -45.1% | 25,965    | -12.5% |
| DEBENHAMS MILTON KEYNES                 | 9,186  | -26.6% | 0        | NA | 9,685  | -8.9%  | 871      | -32.4% | 0      | NA | 1,780 | -4.4%  | 97      | 19.8%  | 0         | NA | 21,619    | -18.1% | 955   | 42.3%  | 0          | NA | 955             | 42.3%  | 22,574    | -16.6% |
| DEBENHAMS MONKS CROSS YORK              | 2,323  | 16.3%  | 0        | NA | 2,746  | 28.1%  | 39       | -93.8% | 0      | NA | 177   | 23.8%  | 0       | NA     | 0         | NA | 5,285     | 7.5%   | 262   | 89.9%  | 0          | NA | 262             | 89.9%  | 5,547     | 9.7%   |
| DEBENHAMS NEWBURY (CLSD 10/2011)        | 0      | NA     | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 0         | NA     | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| DEBENHAMS NEWBURY PARKWAY               | 2,946  | -15.8% | 0        | NA | 1,890  | 23.0%  | 99       | -28.8% | 0      | NA | 144   | -0.7%  | 0       | NA     | 0         | NA | 5,079     | -4.9%  | 484   | 55.1%  | 0          | NA | 484             | 55.1%  | 5,563     | -1.6%  |
| DEBENHAMS NEWCASTLE                     | 8,717  | -16.8% | 0        | NA | 9,497  | 8.0%   | 539      | -86.3% | 0      | NA | 1,293 | -33.9% | 82      | 39.0%  | 0         | NA | 20,128    | -20.2% | 2,119 | -15.5% | 48         | NA | 2,167           | -13.6% | 22,295    | -19.6% |
| DEBENHAMS NORTHAMPTON                   | 2,371  | 6.4%   | 0        | NA | 1,174  | 14.0%  | 33       | -79.8% | 0      | NA | 130   | 85.7%  | 0       | NA     | 0         | NA | 3,708     | 6.2%   | 97    | -24.2% | 0          | NA | 97              | -24.2% | 3,805     | 5.1%   |
| DEBENHAMS NORWICH                       | 7,883  | 15.4%  | 0        | NA | 4,276  | 7.4%   | 116      | -88.2% | 0      | NA | 474   | 8.7%   | 90      | 260.0% | 0         | NA | 12,839    | 4.8%   | 458   | 30.1%  | 0          | NA | 458             | 30.1%  | 13,297    | 5.5%   |
| DEBENHAMS NOTTINGHAM                    | 5,401  | -3.3%  | 0        | NA | 3,890  | 12.7%  | 108      | -84.8% | 0      | NA | 1,095 | 240.1% | 102     | 25.9%  | 0         | NA |           |        |       |        |            |    |                 |        |           |        |

DECEMBER 2013

# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

DEBENHAMS GROUP

MONTH - RETAIL  
2013 vs 2012

| STORE:                       | ANGEL  |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |    | A* MEN |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA  |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|------------------------------|--------|--------|----------|----|--------|--------|----------|--------|--------|----|--------|--------|---------|--------|-----------|----|-----------|--------|-------|--------|------------|--------|-----------------|--------|-----------|--------|
|                              | 2013   | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013  | %      | 2013       | %      | 2013            | %      | 2013      | %      |
| DEBENHAMS PLYMOUTH           | 7,689  | -6.7%  | 0        | NA | 3,213  | -19.1% | 433      | -55.8% | 0      | NA | 298    | -55.5% | 52      | 85.7%  | 0         | NA | 11,685    | -15.9% | 522   | -18.7% | 0          | NA     | 522             | -18.7% | 12,207    | -16.0% |
| DEBENHAMS POLLOCK            | 14,793 | 6.3%   | 0        | NA | 12,474 | 17.3%  | 1,440    | -55.3% | 0      | NA | 1,616  | -10.7% | 104     | 25.3%  | 0         | NA | 30,427    | 2.6%   | 4,245 | 11.4%  | 0          | NA     | 4,245           | -12.8% | 34,672    | 0.4%   |
| DEBENHAMS PRESTON            | 8,431  | 3.2%   | 0        | NA | 6,326  | 9.7%   | 782      | -15.3% | 0      | NA | 699    | -21.6% | 88      | 49.2%  | 0         | NA | 16,326    | 3.3%   | 864   | 83.4%  | 0          | NA     | 864             | 83.4%  | 17,190    | 5.6%   |
| DEBENHAMS PORTSMOUTH         | 12,920 | -15.4% | 0        | NA | 12,645 | 1.9%   | 988      | -43.3% | 0      | NA | 1,179  | 4.1%   | 0       | NA     | 0         | NA | 27,732    | -9.4%  | 1,650 | -26.3% | 0          | NA     | 1,650           | -26.3% | 29,382    | -10.6% |
| DEBENHAMS READING            | 6,727  | 21.8%  | 0        | NA | 4,212  | 11.0%  | 264      | -66.0% | 0      | NA | 504    | 50.0%  | 28      | -64.6% | 0         | NA | 11,735    | 11.7%  | 399   | 5.0%   | 0          | NA     | 399             | 5.0%   | 12,134    | 11.5%  |
| DEBENHAMS REDDITCH           | 6,245  | 4.2%   | 0        | NA | 4,473  | 10.9%  | 379      | -36.4% | 0      | NA | 450    | 56.8%  | 57      | 5.6%   | 0         | NA | 11,604    | 5.8%   | 275   | -38.9% | 0          | NA     | 275             | -38.9% | 11,879    | 4.0%   |
| DEBENHAMS ROMFORD            | 19,999 | -2.1%  | 0        | NA | 14,605 | -3.4%  | 967      | -51.3% | 0      | NA | 2,429  | -27.3% | 189     | 509.7% | 0         | NA | 38,189    | -6.6%  | 2,884 | -47.6% | 0          | NA     | 2,884           | -47.6% | 41,073    | -11.5% |
| DEBENHAMS SALISBURY          | 4,655  | 6.0%   | 0        | NA | 2,269  | -2.0%  | 290      | 55.9%  | 0      | NA | 179    | -25.4% | 31      | -50.0% | 0         | NA | 7,424     | 3.2%   | 313   | -2.8%  | 0          | NA     | 313             | -2.8%  | 7,737     | 2.9%   |
| DEBENHAMS SCARBOROUGH        | 5,503  | 42.5%  | 0        | NA | 4,446  | 21.8%  | 649      | -26.2% | 0      | NA | 109    | -53.6% | 26      | NA     | 0         | NA | 10,733    | 24.4%  | 476   | 16.1%  | 0          | NA     | 476             | 16.1%  | 11,209    | 24.0%  |
| DEBENHAMS SHEFFIELD          | 2,678  | -17.7% | 0        | NA | 3,349  | 56.1%  | 137      | -72.8% | 0      | NA | 223    | -31.4% | 26      | NA     | 0         | NA | 6,413     | 3.0%   | 84    | -48.5% | 0          | NA     | 84              | -48.5% | 6,497     | 1.7%   |
| DEBENHAMS SLOUGH             | 1,589  | -39.3% | 0        | NA | 1,348  | -5.1%  | 132      | -66.2% | 0      | NA | 204    | 20.7%  | 0       | NA     | 0         | NA | 3,273     | -28.8% | 128   | 26.7%  | 0          | NA     | 128             | 26.7%  | 3,401     | -27.6% |
| DEBENHAMS SOUTHAMPTON        | 4,828  | -5.6%  | 0        | NA | 4,067  | 34.5%  | 427      | -25.7% | 0      | NA | 532    | 85.4%  | 52      | 85.7%  | 0         | NA | 9,906     | 9.7%   | 647   | -6.5%  | 0          | NA     | 647             | -6.5%  | 10,553    | 8.6%   |
| DEBENHAMS SOUTHDEND          | 16,255 | -0.5%  | 0        | NA | 14,093 | 9.3%   | 1,277    | -48.4% | 0      | NA | 2,248  | -2.7%  | 62      | 8.8%   | 0         | NA | 33,935    | -0.4%  | 1,555 | -36.8% | 0          | NA     | 1,555           | -36.8% | 35,490    | -2.8%  |
| DEBENHAMS SOUTHPORT          | 5,239  | 3.6%   | 0        | NA | 3,413  | -23.2% | 238      | -63.0% | 0      | NA | 84     | -46.2% | 0       | NA     | 0         | NA | 8,974     | -13.3% | 403   | 29.2%  | 0          | NA     | 403             | 29.2%  | 9,377     | -12.1% |
| DEBENHAMS SOUTHSEA           | 2,549  | -4.0%  | 0        | NA | 1,424  | 26.4%  | 135      | -62.0% | 0      | NA | 191    | NA     | 0       | NA     | 0         | NA | 4,299     | 3.9%   | 192   | -6.8%  | 0          | NA     | 192             | -6.8%  | 4,491     | 3.4%   |
| DEBENHAMS SOUTHSHIELDS       | 6,959  | 19.1%  | 0        | NA | 5,328  | 15.9%  | 313      | -79.3% | 0      | NA | 309    | 51.5%  | 59      | 90.3%  | 0         | NA | 12,968    | 6.4%   | 261   | -59.8% | 0          | NA     | 261             | -59.8% | 13,229    | 3.1%   |
| DEBENHAMS STAINES            | 3,044  | -20.2% | 0        | NA | 1,729  | -31.5% | 314      | -45.1% | 0      | NA | 126    | -65.5% | 31      | NA     | 0         | NA | 5,244     | -27.9% | 322   | 107.7% | 0          | NA     | 322             | 107.7% | 5,566     | -25.1% |
| DEBENHAMS STIRLING           | 7,028  | -0.8%  | 0        | NA | 6,057  | 28.9%  | 362      | -54.6% | 0      | NA | 174    | -37.4% | 26      | NA     | 0         | NA | 13,647    | 6.1%   | 749   | 15.9%  | 0          | NA     | 749             | 15.9%  | 14,396    | 6.6%   |
| DEBENHAMS STOCKPORT          | 5,287  | -34.0% | 0        | NA | 4,078  | -14.7% | 281      | -80.8% | 0      | NA | 66     | -83.4% | 31      | 0.0%   | 0         | NA | 9,743     | -33.6% | 371   | -42.9% | 0          | NA     | 371             | -42.9% | 10,114    | -34.0% |
| DEBENHAMS STOCKTON ON TEES   | 7,388  | -8.4%  | 0        | NA | 5,696  | -9.1%  | 515      | -73.2% | 0      | NA | 369    | -22.3% | 0       | NA     | 0         | NA | 13,968    | -16.5% | 656   | -17.5% | 0          | NA     | 656             | -17.5% | 14,624    | -16.5% |
| DEBENHAMS STRATFORD          | 2,975  | -15.6% | 0        | NA | 2,686  | 0.1%   | 165      | -22.9% | 0      | NA | 184    | 23.5%  | 0       | NA     | 0         | NA | 6,010     | -8.5%  | 332   | 186.2% | 0          | NA     | 332             | 186.2% | 6,342     | -5.1%  |
| DEBENHAMS SUNDERLAND         | 21,632 | -6.3%  | 0        | NA | 18,632 | -7.7%  | 2,498    | -56.4% | 0      | NA | 1,675  | -41.1% | 147     | 27.8%  | 0         | NA | 44,584    | -14.2% | 2,162 | -55.7% | 0          | NA     | 2,162           | -55.7% | 46,746    | -17.9% |
| DEBENHAMS SUTTON             | 3,981  | -12.0% | 0        | NA | 4,114  | -8.9%  | 310      | -46.3% | 0      | NA | 119    | -47.1% | 31      | NA     | 0         | NA | 8,555     | -13.1% | 1,255 | 101.4% | 0          | NA     | 1,255           | 101.4% | 9,810     | -6.3%  |
| DEBENHAMS SWANSEA            | 6,572  | -17.1% | 0        | NA | 5,718  | 34.8%  | 342      | -60.6% | 0      | NA | 558    | 34.8%  | 57      | -32.9% | 0         | NA | 13,247    | -2.1%  | 689   | 33.3%  | 0          | NA     | 689             | 33.3%  | 13,936    | -0.8%  |
| DEBENHAMS SWINDON            | 2,977  | -21.9% | 0        | NA | 1,386  | -6.0%  | 179      | -65.2% | 0      | NA | 231    | 156.7% | 62      | NA     | 0         | NA | 4,835     | -17.9% | 257   | 26.0%  | 0          | NA     | 257             | 26.0%  | 5,092     | -16.5% |
| DEBENHAMS TAUNTON            | 3,969  | -3.5%  | 0        | NA | 2,143  | 19.0%  | 92       | -74.7% | 0      | NA | 44     | -88.1% | 0       | NA     | 0         | NA | 6,248     | -6.0%  | 759   | 177.0% | 0          | NA     | 759             | 177.0% | 7,007     | 1.2%   |
| DEBENHAMS TELFORD            | 5,362  | -2.0%  | 0        | NA | 4,070  | 22.2%  | 619      | -9.8%  | 0      | NA | 428    | -11.0% | 0       | NA     | 0         | NA | 10,479    | 5.1%   | 558   | 19.7%  | 0          | NA     | 558             | 19.7%  | 11,037    | 5.8%   |
| DEBENHAMS THANET             | 4,137  | -0.7%  | 0        | NA | 1,909  | 14.7%  | 527      | -18.2% | 0      | NA | 256    | -22.7% | 62      | NA     | 0         | NA | 6,891     | 1.3%   | 223   | -32.6% | 0          | NA     | 223             | -32.6% | 7,114     | -0.3%  |
| DEBENHAMS THURROCK           | 18,552 | -16.7% | 0        | NA | 19,872 | 4.5%   | 1,066    | -76.5% | 0      | NA | 2,224  | -22.6% | 198     | 0.0%   | 0         | NA | 41,912    | -14.3% | 2,583 | -47.3% | 352        | 153.2% | 2,935           | -41.8% | 44,847    | -16.9% |
| DEBENHAMS TORQUAY            | 3,598  | -2.6%  | 0        | NA | 1,016  | 6.4%   | 89       | -71.6% | 0      | NA | 236    | -26.0% | 0       | NA     | 0         | NA | 4,939     | -6.9%  | 190   | -6.9%  | 0          | NA     | 190             | -6.9%  | 5,129     | -6.9%  |
| DEBENHAMS TRURO              | 5,838  | 1.9%   | 0        | NA | 2,864  | 8.6%   | 0        | NA     | 0      | NA | 262    | 129.8% | 0       | NA     | 0         | NA | 8,964     | 0.5%   | 289   | 133.1% | 0          | NA     | 289             | 133.1% | 9,253     | 2.3%   |
| DEBENHAMS UXBRIDGE           | 4,322  | -9.1%  | 0        | NA | 4,007  | -10.8% | 300      | -55.8% | 0      | NA | 162    | -64.0% | 31      | NA     | 0         | NA | 8,822     | -14.9% | 279   | -58.1% | 0          | NA     | 279             | -58.1% | 9,101     | -17.5% |
| DEBENHAMS WAKEFIELD          | 4,220  | -5.4%  | 0        | NA | 3,768  | -10.4% | 478      | -34.3% | 0      | NA | 464    | 2.7%   | 28      | -54.8% | 0         | NA | 8,958     | -9.6%  | 562   | -10.5% | 0          | NA     | 562             | -10.5% | 9,520     | -9.7%  |
| DEBENHAMS WALSALL            | 2,570  | -19.6% | 0        | NA | 3,966  | 37.3%  | 78       | -91.1% | 0      | NA | 200    | -19.0% | 14      | NA     | 0         | NA | 6,828     | -5.4%  | 222   | -43.8% | 0          | NA     | 222             | -43.8% | 7,050     | -7.3%  |
| DEBENHAMS WALTON (DESIRE BY) | 2,015  | -2.8%  | 0        | NA | 1,239  | -39.7% | 33       | -75.9% | 0      | NA | 95     | -40.3% | 0       | NA     | 0         | NA | 3,382     | -23.6% | 66    | -14.3% | 0          | NA     | 66              | -14.3% | 3,448     | -23.4% |
| DEBENHAMS WARRINGTON         | 6,242  | 5.4%   | 0        | NA | 5,371  | 23.4%  | 867      | -37.8% | 0      | NA | 225    | -56.9% | 31      | NA     | 0         | NA | 12,736    | 4.5%   | 624   | -40.4% | 0          | NA     | 624             | -40.4% | 13,360    | 0.9%   |
| DEBENHAMS WELWYN GARDEN CITY | 2,391  | -8.6%  | 0        | NA | 2,254  | -20.6% | 72       | -78.4% | 0      | NA | 110    | 83.3%  | 0       | NA     | 0         | NA | 4,827     | -17.5% | 219   | 12.3%  | 0          | NA     | 219             | 12.3%  | 5,046     | -16.5% |
| DEBENHAMS WESTFIELD          | 4,139  | 16.4%  | 0        | NA | 3,614  | 1.3%   | 704      | -51.9% | 0      | NA | 308    | 48.1%  | 0       | NA     | 0         | NA | 8,765     | -1.3%  | 183   | -75.1% | 0          | NA     | 183             | -75.1% | 8,948     | -6.9%  |
| DEBENHAMS WEYMOUTH           | 3,604  | -8.8%  | 0        | NA | 2,095  | 10.4%  | 464      | 91.7%  | 0      | NA | 107    | 32.1%  | 31      | NA     | 0         | NA | 6,301     | 2.1%   | 339   | -54.7% | 0          | NA     | 339             | -54.7% | 6,640     | -4.1%  |
| DEBENHAMS WIGAN              | 7,488  | 1.9%   | 0        | NA | 6,440  | 30.6%  | 298      | -75.8% | 0      | NA | 266    | -11.3% | 0       | NA     | 0         | NA | 14,492    | 4.3%   | 464   | -24.9% | 0          | NA     | 464             | -24.9% | 14,956    | 3.0%   |
| DEBENHAMS WIMBLEDON          | 4,021  | -7.2%  | 0        | NA | 2,950  | 6.3%   | 99       | -68.4% | 0      | NA | 405    | 40.1%  | 0       | NA     | 0         | NA | 7,475     | -3.8%  | 661   | 62.4%  | 0          | NA     | 661             | 62.4%  | 8,136     | -0.5%  |
| DEBENHAMS WINCHESTER         | 2,941  | -13.0% | 0        | NA | 2,261  | -5.4%  | 222      | 8.8%   | 0      | NA | 159    | -13.1% | 0       | NA     | 0         | NA | 5,583     | -10.1% | 266   | -12.8% | 0          | NA     | 266             | -12.8% | 5,849     | -10.3% |
| DEBENHAMS WITNEY             | 1,743  | 35.9%  | 0        | NA | 824    | -30.4% | 0        | NA     | 0      | NA | 175    | 90.2%  | 0       | NA     | 0         | NA | 2,742     | 0.4%   | 63    | -83.2% | 0          | NA     | 63              | -83.2% | 2,805     | -9.7%  |
| DEBENHAMS WOKING             | 3,990  | 12.3%  | 0        | NA | 2,295  | 12.1%  | 100      | -7.4%  | 0      | NA | 200    | 22.0%  | 0       | NA     | 0         | NA | 6,585     | 11.6%  | 221   | 4.7%   | 0          | NA     | 221             | 4.7%   | 6,806     | 11.3%  |
| DEBENHAMS WORCESTER          | 3,332  | -19.0% | 0        | NA | 2,836  | -16.3% | 302      | -44.2% | 0      | NA | 248    | 54.0%  | 0       | NA     | 0         | NA | 6,718     | -18.1% | 280   | 8.5%   | 0          | NA     | 280             | 8.5%   | 6,998     | -17.3% |
| DEBENHAMS WORKINGTON         | 3,249  | -20.2% | 0        | NA | 4,220  | 12.6%  | 421      | -35.4% | 0      | NA | 229    | 40.5%  | 0       | NA     | 0         | NA | 8,119     | -6.0%  | 581   | 22.1%  | 0          | NA     | 581             | 22.1%  | 8,700     | -4.5%  |
| DEBENHAMS WORTHING           | 4,995  | -2.9%  | 0        | NA | 3,562  | 30.1%  | 265      | -50.2% | 0      | NA | 157    | -61.6% | 0       | NA     | 0         | NA | 8,979     | 1.8%   | 268   | -69.6% | 0          | NA     | 268             | -69.6% | 9,247     | -4.7%  |
| DEBENHAMS WREXHAM            | 3,536  | 0.3%   | 0        | NA | 4,018  | 12.8%  | 80       | -91.6% | 0      | NA | 232    | -0.4%  | 0       | NA     | 0         | NA | 7,866     | -5.3%  | 47    |        |            |        |                 |        |           |        |

DECEMBER 2013 YTD

# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

FENWICK GROUP

YEAR TO DATE - TRADE  
2013 vs 2012

| STORE:                  | ANGEL   |        | INNOCENT |    | ALIEN   |       | WOMANITY |        | MIRROR |    | A*MEN  |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA    |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|-------------------------|---------|--------|----------|----|---------|-------|----------|--------|--------|----|--------|--------|---------|--------|-----------|----|-----------|--------|---------|--------|------------|--------|-----------------|--------|-----------|--------|
|                         | 2013    | %      | 2013     | %  | 2013    | %     | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013    | %      | 2013       | %      | 2013            | %      | 2013      | %      |
| BENTALLS BRACKNELL      | 5,038   | -18.7% | 0        | NA | 3,568   | -8.8% | 323      | 13.3%  | 0      | NA | 383    | 130.7% | 0       | NA     | 0         | NA | 9,312     | -11.8% | 205     | -33.4% | 0          | NA     | 205             | -33.4% | 9,517     | -12.4% |
| BENTALLS KINGSTON       | 25,956  | 14.8%  | 0        | NA | 22,560  | 14.9% | 641      | -62.9% | 0      | NA | 2,986  | -18.2% | 0       | NA     | 0         | NA | 52,143    | 9.0%   | 782     | -81.4% | 138        | -76.1% | 920             | -80.8% | 53,063    | 0.9%   |
| FENWICK BRENT CROSS     | 25,421  | 6.6%   | 0        | NA | 23,878  | 8.9%  | 655      | -55.3% | 0      | NA | 5,972  | 22.2%  | 744     | 31.0%  | 0         | NA | 56,670    | 7.0%   | 1,011   | -72.3% | 0          | NA     | 1,011           | -74.8% | 57,681    | 1.3%   |
| FENWICK CANTERBURY      | 20,362  | 28.4%  | 0        | NA | 13,079  | -3.5% | 1,090    | -24.4% | 0      | NA | 1,886  | -31.1% | 170     | -59.2% | 0         | NA | 36,587    | 7.3%   | 1,206   | -44.8% | 0          | NA     | 1,206           | -53.0% | 37,793    | 3.0%   |
| FENWICK LEICESTER       | 2,017   | -2.6%  | 0        | NA | 1,213   | 37.8% | 92       | -60.9% | 0      | NA | 310    | -20.7% | 0       | NA     | 0         | NA | 3,632     | 1.5%   | 253     | -32.5% | 0          | NA     | 253             | -32.5% | 3,885     | -1.7%  |
| FENWICK NEWCASTLE       | 61,549  | 5.8%   | (15)     | NA | 36,926  | 2.0%  | 6,747    | -52.8% | 0      | NA | 6,559  | -34.7% | 85      | -82.0% | 0         | NA | 111,851   | -6.9%  | 11,907  | -34.0% | 914        | -44.5% | 12,821          | -34.9% | 124,672   | -10.8% |
| FENWICK TUNBRIDGE WELLS | 5,747   | -24.5% | 0        | NA | 3,993   | 14.2% | 0        | NA     | 0      | NA | 311    | -42.1% | 171     | -9.0%  | 0         | NA | 10,222    | -13.8% | 471     | 51.9%  | 0          | NA     | 471             | 51.9%  | 10,693    | -12.1% |
| FENWICK WINDSOR         | 4,658   | 50.1%  | 0        | NA | 2,922   | 31.2% | 65       | -46.7% | 0      | NA | 171    | 8.9%   | 0       | NA     | 0         | NA | 7,816     | 39.3%  | 61      | -90.2% | 0          | NA     | 61              | -90.2% | 7,877     | 26.4%  |
| FENWICK YORK            | 17,213  | -20.1% | 0        | NA | 13,421  | 0.1%  | 2,322    | -15.7% | 0      | NA | 1,776  | -31.1% | 582     | 114.8% | 0         | NA | 35,314    | -13.3% | 2,736   | -27.8% | 0          | NA     | 2,736           | -35.3% | 38,050    | -15.3% |
| WILLIAMS & GRIFFIN      | 6,315   | 24.5%  | 0        | NA | 3,479   | 11.3% | 349      | 106.5% | 0      | NA | 500    | -17.9% | 34      | -60.0% | 0         | NA | 10,677    | 17.8%  | 0       | NA     | 0          | NA     | 0               | NA     | 10,677    | 14.8%  |
| FENWICK HEAD OFFICE A/C | (2,491) | NA     | 0        | NA | (1,214) | NA    | (1,508)  | NA     | 0      | NA | (361)  | NA     | 0       | NA     | 0         | NA | (5,574)   | NA     | (2,611) | NA     | (150)      | NA     | (2,761)         | NA     | (8,335)   | NA     |
| TOTAL                   | 171,785 | 4.8%   | (15)     | NA | 123,825 | 5.1%  | 10,776   | -42.5% | 0      | NA | 20,493 | -20.0% | 1,786   | -11.9% | 0         | NA | 328,650   | -0.3%  | 16,021  | -50.8% | 902        | -73.4% | 16,923          | -53.0% | 345,573   | -5.5%  |
| LIKE ON LIKE            | 171,785 | 4.8%   | (15)     | NA | 123,825 | 5.1%  | 10,776   | -42.5% | 0      | NA | 20,493 | -20.0% | 1,786   | -11.9% | 0         | NA | 328,650   | -0.3%  | 16,021  | -50.8% | 902        | -73.4% | 16,923          | -53.0% | 345,573   | -5.5%  |

YEAR TO DATE - RETAIL  
2013 vs 2012

| STORE:                  | ANGEL   |        | INNOCENT |    | ALIEN   |       | WOMANITY |        | MIRROR |    | A*MEN  |        | COLOGNE |        | OTHERS |    | TMP TOTAL |        | AURA   |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|-------------------------|---------|--------|----------|----|---------|-------|----------|--------|--------|----|--------|--------|---------|--------|--------|----|-----------|--------|--------|--------|------------|--------|-----------------|--------|-----------|--------|
|                         | 2013    | %      | 2013     | %  | 2013    | %     | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %      | 2013   | %  | 2013      | %      | 2013   | %      | 2013       | %      | 2013            | %      | 2013      | %      |
| BENTALLS BRACKNELL      | 16,895  | -2.1%  | 0        | NA | 726     | 57.1% | 85       | -58.5% | 0      | NA | 127    | 47.7%  | 0       | NA     | 0      | NA | 17,833    | -1.2%  | 110    | -28.6% | 0          | NA     | 110             | -28.6% | 17,943    | -1.4%  |
| BENTALLS KINGSTON       | 38,234  | -9.4%  | 0        | NA | 36,923  | 20.7% | 2,795    | -46.0% | 0      | NA | 4,736  | -34.3% | 0       | NA     | 0      | NA | 82,688    | -3.2%  | 4,134  | -18.7% | 206        | -54.7% | 4,340           | -21.6% | 87,028    | -4.3%  |
| FENWICK BRENT CROSS     | 44,545  | -11.7% | 0        | NA | 37,226  | 0.1%  | 2,238    | -66.3% | 0      | NA | 9,943  | 11.0%  | 1,128   | 27.3%  | 0      | NA | 95,080    | -9.0%  | 3,796  | -40.5% | 72         | NA     | 3,868           | -39.3% | 98,948    | -10.8% |
| FENWICK CANTERBURY      | 30,336  | -6.0%  | 0        | NA | 25,698  | 21.0% | 1,862    | -34.7% | 0      | NA | 3,016  | -38.4% | 294     | -43.4% | 0      | NA | 61,206    | -0.9%  | 3,264  | 11.6%  | 19         | -95.1% | 3,283           | -1.0%  | 64,489    | -0.9%  |
| FENWICK LEICESTER       | 2,068   | 4.4%   | 0        | NA | 1,885   | 58.7% | 284      | -46.2% | 0      | NA | 259    | 17.7%  | 14      | -84.1% | 0      | NA | 4,510     | 12.6%  | 347    | -12.4% | 0          | NA     | 347             | -12.4% | 4,857     | 10.4%  |
| FENWICK NEWCASTLE       | 104,932 | -1.4%  | 0        | NA | 60,120  | 9.2%  | 14,710   | -20.8% | 0      | NA | 14,685 | 17.7%  | 235     | -69.1% | 0      | NA | 194,682   | 0.2%   | 22,267 | -12.6% | 433        | -62.5% | 22,700          | -14.8% | 217,382   | -1.6%  |
| FENWICK TUNBRIDGE WELLS | 6,558   | -23.7% | 0        | NA | 5,980   | 4.4%  | 899      | -1.4%  | 0      | NA | 831    | -44.0% | 33      | -88.6% | 0      | NA | 14,301    | -15.9% | 1,102  | 8.6%   | 0          | NA     | 1,102           | 8.6%   | 15,403    | -14.6% |
| FENWICK WINDSOR         | 5,275   | -7.0%  | 0        | NA | 4,133   | 52.3% | 634      | -48.2% | 0      | NA | 582    | 5.6%   | 12      | -94.0% | 0      | NA | 10,636    | 2.7%   | 766    | -19.4% | 0          | NA     | 766             | -19.4% | 11,402    | 0.8%   |
| FENWICK YORK            | 33,861  | 4.1%   | 0        | NA | 23,202  | 24.1% | 4,248    | -48.4% | 0      | NA | 3,313  | -12.6% | 879     | 51.0%  | 0      | NA | 65,503    | 2.3%   | 4,699  | -24.3% | 0          | NA     | 4,699           | -27.1% | 70,202    | -0.4%  |
| WILLIAMS & GRIFFIN      | 10,113  | 18.5%  | 0        | NA | 6,169   | 84.1% | 867      | 232.2% | 0      | NA | 913    | 57.4%  | 0       | NA     | 0      | NA | 18,062    | 40.6%  | 0      | NA     | 0          | NA     | 0               | NA     | 18,062    | 40.1%  |
| 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                   | 292,817 | -4.3%  | 0        | NA | 202,062 | 14.7% | 28,622   | -35.8% | 0      | NA | 38,405 | -4.6%  | 2,595   | -26.5% | 0      | NA | 564,501   | -1.4%  | 40,485 | -16.8% | 730        | -67.4% | 41,215          | -19.0% | 605,716   | -2.8%  |
| LIKE ON LIKE            | 292,817 | -4.3%  | 0        | NA | 202,062 | 14.7% | 28,622   | -35.8% | 0      | NA | 38,405 | -4.6%  | 2,595   | -26.5% | 0      | NA | 564,501   | -1.4%  | 40,485 | -16.8% | 730        | -67.4% | 41,215          | -19.0% | 605,716   | -2.8%  |

NUMBER OF DOORS 10

DECEMBER 2013

**CLARINS FRAGRANCE GROUP  
STORE GROUP REPORT**

FENWICK GROUP

**MONTH - TRADE  
2013 vs 2012**

| STORE:                  | ANGEL  |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |    | A*MEN |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA  |    | AURA JEWEL |    | SWAROVSKI TOTAL |    | CFG TOTAL |        |
|-------------------------|--------|--------|----------|----|--------|--------|----------|--------|--------|----|-------|--------|---------|--------|-----------|----|-----------|--------|-------|----|------------|----|-----------------|----|-----------|--------|
|                         | 2013   | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %  | 2013  | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013  | %  | 2013       | %  | 2013            | %  | 2013      | %      |
| BENTALLS BRACKNELL      | 454    | -36.1% | 0        | NA | 510    | 140.6% | 0        | NA     | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 964       | 4.6%   | 0     | NA | 0          | NA | 0               | NA | 964       | 4.6%   |
| BENTALLS KINGSTON       | 901    | -24.0% | 0        | NA | (25)   | NA     | 43       | NA     | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 919       | -60.9% | 0     | NA | 0          | NA | 0               | NA | 919       | -60.9% |
| FENWICK BRENT CROSS     | 5,509  | 84.2%  | 0        | NA | 5,404  | 23.2%  | 146      | 67.8%  | 0      | NA | 1,860 | NA     | 271     | 298.5% | 0         | NA | 13,190    | 73.2%  | 158   | NA | 0          | NA | 158             | NA | 13,348    | 75.3%  |
| FENWICK CANTERBURY      | 1,530  | NA     | 0        | NA | 78     | -86.3% | 55       | NA     | 0      | NA | 27    | -78.0% | 34      | NA     | 0         | NA | 1,724     | 138.8% | 0     | NA | 0          | NA | 0               | NA | 1,724     | 69.2%  |
| FENWICK LEICESTER       | 439    | 15.8%  | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA | 56    | 30.2%  | 0       | NA     | 0         | NA | 495       | -30.5% | 0     | NA | 0          | NA | 0               | NA | 495       | -31.6% |
| FENWICK NEWCASTLE       | 4,938  | 222.1% | 0        | NA | 2,823  | 305.6% | 1,156    | -5.3%  | 0      | NA | 785   | 24.4%  | 85      | 0.0%   | 0         | NA | 9,787     | 117.3% | 3,450 | NA | 734        | NA | 4,184           | NA | 13,971    | 210.2% |
| FENWICK TUNBRIDGE WELLS | 630    | -19.3% | 0        | NA | 560    | 39.0%  | 0        | NA     | 0      | NA | 80    | NA     | 0       | NA     | 0         | NA | 1,270     | 7.3%   | 0     | NA | 0          | NA | 0               | NA | 1,270     | 7.3%   |
| FENWICK WINDSOR         | 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 YORK            | 2,230  | 506.0% | 0        | NA | 3,542  | NA     | 219      | 106.6% | 0      | NA | 315   | NA     | 51      | NA     | 0         | NA | 6,357     | 902.7% | 1,039 | NA | 0          | NA | 1,039           | NA | 7,396     | NA     |
| WILLIAMS & GRIFFIN      | 859    | 114.2% | 0        | NA | 633    | 62.7%  | 76       | NA     | 0      | NA | 167   | NA     | 0       | NA     | 0         | NA | 1,735     | 119.6% | 0     | NA | 0          | NA | 0               | NA | 1,735     | 119.6% |
| 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                   | 17,490 | 108.8% | 0        | NA | 13,525 | 64.6%  | 1,695    | 15.9%  | 0      | NA | 3,290 | 273.9% | 441     | 188.2% | 0         | NA | 36,441    | 87.6%  | 4,647 | NA | 734        | NA | 5,381           | NA | 41,822    | 111.6% |
| LIKE ON LIKE            | 17,490 | 108.8% | 0        | NA | 13,525 | 64.6%  | 1,695    | 15.9%  | 0      | NA | 3,290 | 273.9% | 441     | 188.2% | 0         | NA | 36,441    | 87.6%  | 4,647 | NA | 734        | NA | 5,381           | NA | 41,822    | 111.6% |

**MONTH - RETAIL  
2013 vs 2012**

| STORE:                  | ANGEL  |        | INNOCENT |    | ALIEN  |       | WOMANITY |        | MIRROR |    | A*MEN  |        | COLOGNE |        | MINITURES |    | TMP TOTAL |       | AURA  |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|-------------------------|--------|--------|----------|----|--------|-------|----------|--------|--------|----|--------|--------|---------|--------|-----------|----|-----------|-------|-------|--------|------------|--------|-----------------|--------|-----------|--------|
|                         | 2013   | %      | 2013     | %  | 2013   | %     | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %      | 2013      | %  | 2013      | %     | 2013  | %      | 2013       | %      | 2013            | %      | 2013      | %      |
| BENTALLS BRACKNELL      | 5,305  | 2.3%   | 0        | NA | 0      | NA    | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 5,305     | 2.3%  | 0     | NA     | 0          | NA     | 0               | NA     | 5,305     | 2.3%   |
| BENTALLS KINGSTON       | 10,149 | -16.6% | 0        | NA | 9,546  | 18.0% | 527      | -38.1% | 0      | NA | 1,736  | -12.8% | 0       | NA     | 0         | NA | 21,958    | -5.1% | 1,069 | 10.9%  | 48         | NA     | 1,117           | 15.9%  | 23,075    | -4.2%  |
| FENWICK BRENT CROSS     | 11,849 | -5.3%  | 0        | NA | 10,088 | -9.5% | 433      | -46.7% | 0      | NA | 2,742  | 26.6%  | 203     | 157.0% | 0         | NA | 25,315    | -6.1% | 350   | -63.5% | 0          | NA     | 350             | -63.5% | 25,665    | -8.0%  |
| FENWICK CANTERBURY      | 6,722  | -24.5% | 0        | NA | 8,228  | 32.5% | 298      | -63.2% | 0      | NA | 575    | -50.6% | 15      | -89.4% | 0         | NA | 15,838    | -8.0% | 166   | -78.6% | 0          | NA     | 166             | -79.8% | 16,004    | -11.3% |
| FENWICK LEICESTER       | 2,068  | NA     | 0        | NA | 1,885  | NA    | 284      | NA     | 0      | NA | 259    | NA     | 14      | NA     | 0         | NA | 4,510     | NA    | 347   | NA     | 0          | NA     | 347             | NA     | 4,857     | NA     |
| FENWICK NEWCASTLE       | 31,046 | 2.9%   | 0        | NA | 17,643 | 6.6%  | 3,044    | -38.8% | 0      | NA | 3,461  | 36.3%  | 93      | -58.1% | 0         | NA | 55,287    | 1.0%  | 4,972 | 23.1%  | 195        | -50.5% | 5,167           | 16.6%  | 60,454    | 2.2%   |
| FENWICK TUNBRIDGE WELLS | 2,526  | 28.3%  | 0        | NA | 2,303  | 22.5% | 347      | -32.5% | 0      | NA | 316    | -38.5% | 17      | -90.7% | 0         | NA | 5,509     | 8.9%  | 424   | 21.8%  | 0          | NA     | 424             | 21.8%  | 5,933     | 9.7%   |
| FENWICK WINDSOR         | 1,040  | -11.6% | 0        | NA | 948    | 34.3% | 143      | -54.5% | 0      | NA | 130    | -0.8%  | 7       | -86.5% | 0         | NA | 2,268     | -4.7% | 174   | -26.0% | 0          | NA     | 174             | -26.0% | 2,442     | -6.6%  |
| FENWICK YORK            | 7,575  | 58.9%  | 0        | NA | 5,218  | 45.3% | 685      | -49.1% | 0      | NA | 816    | -8.7%  | 62      | -58.1% | 0         | NA | 14,356    | 33.6% | 492   | -52.8% | 0          | NA     | 492             | -54.9% | 14,848    | 25.4%  |
| WILLIAMS & GRIFFIN      | 2,724  | NA     | 0        | NA | 2,307  | NA    | 331      | NA     | 0      | NA | 70     | NA     | 0       | NA     | 0         | NA | 5,432     | NA    | 0     | NA     | 0          | NA     | 0               | NA     | 5,432     | 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                   | 81,004 | 5.4%   | 0        | NA | 58,166 | 20.8% | 6,092    | -36.7% | 0      | NA | 10,105 | 7.5%   | 411     | -50.2% | 0         | NA | 155,778   | 7.1%  | 7,994 | -4.4%  | 243        | -50.4% | 8,237           | -6.9%  | 164,015   | 6.3%   |
| LIKE ON LIKE            | 81,004 | 5.4%   | 0        | NA | 58,166 | 20.8% | 6,092    | -36.7% | 0      | NA | 10,105 | 7.5%   | 411     | -50.2% | 0         | NA | 155,778   | 7.1%  | 7,994 | -4.4%  | 243        | -50.4% | 8,237           | -6.9%  | 164,015   | 6.3%   |

NUMBER OF DOORS 10

DECEMBER 2013 YTD

CLARINS FRAGRANCE GROUP  
STORE GROUP REPORT

HOUSE OF FRASER GROUP

YEAR TO DATE - TRADE  
2013 vs 2012

| STORE:                                    | ANGEL   |        | INNOCENT |    | ALIEN   |        | WOMANITY |        | MIRROR |    | A*MEN   |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA     |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|-------------------------------------------|---------|--------|----------|----|---------|--------|----------|--------|--------|----|---------|--------|---------|--------|-----------|----|-----------|--------|----------|--------|------------|--------|-----------------|--------|-----------|--------|
|                                           | 2013    | %      | 2013     | %  | 2013    | %      | 2013     | %      | 2013   | %  | 2013    | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013     | %      | 2013       | %      | 2013            | %      | 2013      | %      |
| HOUSE OF FRASER CAMBERLEY (CLSD 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     |
| HOUSE OF FRASER CHICHESTER (CLSD 10/2012) | (245)   | NA     | 0        | NA | 0       | NA     | 0        | NA     | 0      | NA | 0       | NA     | 0       | NA     | 0         | NA | (245)     | NA     | 0        | NA     | 0          | NA     | 0               | NA     | (245)     | NA     |
| HOUSE OF FRASER GUILDFORD                 | 5,753   | -35.6% | 0        | NA | 4,724   | 7.3%   | 270      | -29.1% | 0      | NA | 345     | -67.8% | 182     | 160.0% | 0         | NA | 11,274    | -24.2% | 215      | -73.9% | 0          | NA     | 215             | -73.9% | 11,489    | -26.8% |
| HOUSE OF FRASER VICTORIA                  | 5,984   | -15.8% | 0        | NA | 4,128   | 24.3%  | 367      | -40.0% | 0      | NA | 1,272   | -49.2% | 206     | -41.0% | 0         | NA | 11,957    | -13.9% | 209      | -74.0% | 0          | NA     | 209             | -74.0% | 12,166    | -17.2% |
| BEATTIES GROUP EXPENSE 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     |
| BEATTIES NORTHAMPTON (CLSD 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     |
| BEATTIES SUTTON COLDFIELD                 | 10,396  | -15.2% | 0        | NA | 7,198   | 5.6%   | 1,420    | 0.2%   | 0      | NA | 1,339   | -16.2% | 0       | NA     | 0         | NA | 20,353    | -8.8%  | 714      | -30.7% | 0          | NA     | 714             | -30.7% | 21,067    | -9.7%  |
| BEATTIES WOLVERHAMPTON                    | 17,555  | -22.7% | 0        | NA | 11,605  | -38.8% | 1,969    | -29.4% | 0      | NA | 616     | -90.0% | 321     | -13.5% | 0         | NA | 32,066    | -37.6% | 2,113    | -53.1% | 120        | -79.1% | 2,233           | -56.0% | 34,299    | -39.2% |
| BINNS DARLINGTON (CLSD 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     |
| CAVENDISH HOUSE CHELTENHAM                | 4,630   | -27.5% | 0        | NA | 3,350   | 22.4%  | 148      | -74.7% | 0      | NA | 391     | -37.0% | 94      | -55.5% | 0         | NA | 8,613     | -18.3% | 57       | -89.9% | 0          | NA     | 57              | -89.9% | 8,670     | -21.9% |
| DICKINS & JONES MILTON KEYNES             | 5,320   | -28.8% | 0        | NA | 3,521   | -1.0%  | 167      | -74.6% | 0      | NA | 1,006   | -40.8% | 155     | -40.4% | 0         | NA | 10,169    | -25.5% | 140      | -82.6% | 0          | NA     | 140             | -82.6% | 10,309    | -28.7% |
| DICKINS & JONES RICHMOND                  | 5,668   | 5.1%   | 0        | NA | 3,859   | 18.9%  | 195      | -61.0% | 0      | NA | 1,041   | 2.5%   | 353     | 16.9%  | 0         | NA | 11,116    | 6.3%   | 276      | -73.6% | 0          | NA     | 276             | -73.6% | 11,392    | -1.0%  |
| DINGLES EXETER                            | 3,188   | -24.0% | 0        | NA | 2,448   | 9.2%   | 147      | -81.3% | 0      | NA | 237     | -74.2% | 119     | 48.8%  | 0         | NA | 6,139     | -25.3% | 145      | -76.5% | 0          | NA     | 145             | -76.5% | 6,284     | -28.9% |
| DINGLES PLYMOUTH                          | 4,079   | -36.9% | 0        | NA | 2,910   | -19.1% | 117      | -78.3% | 0      | NA | 386     | -54.7% | 9       | -95.7% | 0         | NA | 7,501     | -35.6% | 182      | -73.0% | 0          | NA     | 182             | -73.0% | 7,683     | -37.7% |
| FRASERS EDINBURGH (CLSD 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     |
| FRASERS GLASGOW                           | 51,077  | -8.6%  | 0        | NA | 29,321  | -14.2% | 4,446    | -10.5% | (374)  | NA | 7,734   | -51.8% | 1,054   | 3.3%   | 0         | NA | 93,258    | -12.9% | 4,581    | -68.4% | 89         | -94.4% | 4,670           | -71.0% | 97,928    | -20.5% |
| HOUSE OF FRASER BIRMINGHAM                | 27,494  | -15.1% | 0        | NA | 23,473  | -7.9%  | 3,802    | -18.8% | 0      | NA | 5,269   | -48.2% | 896     | -2.0%  | 0         | NA | 60,934    | -14.6% | 6,426    | -43.7% | 230        | -79.5% | 6,656           | -46.9% | 67,590    | -19.4% |
| HOUSE OF FRASER BLUEWATER                 | 17,345  | 3.3%   | (48)     | NA | 12,777  | -8.1%  | 1,108    | 67.9%  | 0      | NA | 2,711   | -5.7%  | 405     | 3.3%   | 0         | NA | 34,298    | -2.0%  | 2,307    | -40.9% | 27         | -94.9% | 2,334           | -47.4% | 36,632    | -7.1%  |
| HOUSE OF FRASER BRISTOL                   | 4,142   | -9.0%  | 0        | NA | 4,099   | 19.0%  | 117      | -79.0% | 0      | NA | 747     | -45.2% | 86      | 100.0% | 0         | NA | 9,191     | -7.7%  | 151      | -79.6% | 0          | NA     | 151             | -79.6% | 9,342     | -12.7% |
| HOUSE OF FRASER CROYDON                   | 8,156   | 4.1%   | 0        | NA | 5,324   | 10.9%  | 447      | -59.0% | 0      | NA | 1,430   | -21.7% | 354     | -24.2% | 0         | NA | 15,711    | -1.9%  | 694      | -61.0% | 0          | NA     | 694             | -61.0% | 16,405    | -7.8%  |
| HOUSE OF FRASER GATESHEAD                 | 34,845  | -4.8%  | 0        | NA | 28,178  | -10.1% | 4,049    | -22.4% | 0      | NA | 2,442   | -70.7% | 501     | 7.3%   | 0         | NA | 70,015    | -10.7% | 4,190    | -17.7% | 215        | -75.9% | 4,405           | -26.3% | 74,420    | -11.8% |
| HOUSE OF FRASER HIGH WYCOMBE              | 4,547   | -18.6% | 0        | NA | 3,699   | 27.5%  | 276      | -59.4% | 0      | NA | 442     | -28.1% | 128     | -12.3% | 0         | NA | 9,092     | -8.4%  | 197      | -79.6% | 0          | NA     | 197             | -79.6% | 9,289     | -14.7% |
| HOUSE OF FRASER LEAMINGTON SPA            | 4,451   | -26.7% | 0        | NA | 2,774   | -16.6% | 416      | -41.5% | 0      | NA | 457     | -37.4% | 240     | -25.7% | 0         | NA | 8,338     | -25.3% | 229      | -82.2% | 0          | NA     | 229             | -82.2% | 8,567     | -31.2% |
| HOUSE OF FRASER LEEDS                     | 7,694   | -4.1%  | 0        | NA | 5,733   | 9.5%   | 748      | -36.4% | 0      | NA | 780     | -46.6% | 130     | -55.9% | 0         | NA | 15,085    | -6.8%  | 179      | -83.9% | 0          | NA     | 179             | -83.9% | 15,264    | -11.8% |
| HOUSE OF FRASER LONDON (W1)               | 33,139  | 11.9%  | 0        | NA | 31,681  | 3.3%   | 3,167    | -42.9% | 0      | NA | 7,785   | -51.1% | 2,465   | 21.7%  | 0         | NA | 78,237    | -7.5%  | 3,689    | -60.0% | 116        | -88.5% | 3,805           | -62.8% | 82,042    | -13.4% |
| HOUSE OF FRASER LONDON CITY               | 8,479   | 26.9%  | 0        | NA | 5,720   | 40.0%  | 619      | 40.4%  | 0      | NA | 1,294   | 6.2%   | 361     | 240.6% | 0         | NA | 16,473    | 31.4%  | 651      | -42.7% | 0          | NA     | 651             | -42.7% | 17,124    | 25.3%  |
| HOUSE OF FRASER MAIDSTONE                 | 5,943   | -1.1%  | 0        | NA | 4,921   | 40.6%  | 496      | 33.3%  | 0      | NA | 520     | -48.6% | 234     | -16.7% | 0         | NA | 12,114    | 8.4%   | 275      | -77.4% | 0          | NA     | 275             | -77.4% | 12,389    | 0.0%   |
| HOUSE OF FRASER MANCHESTER                | 23,664  | -27.5% | 0        | NA | 17,238  | -27.5% | 2,417    | -44.0% | 0      | NA | 3,034   | -66.8% | 671     | -9.1%  | 0         | NA | 47,024    | -30.6% | 2,009    | -63.8% | 170        | -77.5% | 2,179           | -65.4% | 49,203    | -33.5% |
| HOUSE OF FRASER MEADOWHALL                | 24,240  | -13.8% | 0        | NA | 18,149  | -6.4%  | 3,331    | 12.7%  | 0      | NA | 2,797   | -68.3% | 876     | 16.3%  | 0         | NA | 49,393    | -14.5% | 2,932    | -44.6% | 141        | -82.0% | 3,073           | -49.4% | 52,466    | -17.8% |
| HOUSE OF FRASER NORWICH                   | 4,918   | -5.1%  | 0        | NA | 4,750   | 4.7%   | 100      | -87.0% | 0      | NA | 737     | -25.9% | 174     | -12.6% | 0         | NA | 10,679    | -8.6%  | 51       | -93.2% | 0          | NA     | 51              | -93.2% | 10,730    | -13.7% |
| HOUSE OF FRASER NOTTINGHAM                | 4,526   | -30.9% | 0        | NA | 3,739   | 21.4%  | 186      | -57.3% | 0      | NA | 429     | -49.9% | 172     | 8.9%   | 0         | NA | 9,052     | -18.3% | 295      | -60.7% | 0          | NA     | 295             | -60.7% | 9,347     | -21.0% |
| HOUSE OF FRASER READING                   | 3,961   | -29.4% | 0        | NA | 2,602   | -32.2% | 249      | -61.7% | 0      | NA | 638     | -11.9% | 139     | 56.2%  | 0         | NA | 7,589     | -30.5% | 79       | -90.0% | 0          | NA     | 79              | -90.0% | 7,668     | -34.5% |
| HOUSE OF FRASER THURROCK                  | 14,208  | 4.3%   | 0        | NA | 15,300  | 5.7%   | 850      | -19.1% | 0      | NA | 2,464   | -34.9% | 345     | 28.3%  | 0         | NA | 33,167    | -1.2%  | 2,172    | -46.9% | 93         | -81.4% | 2,265           | -50.6% | 35,432    | -7.2%  |
| HOUSE OF FRASER WHITE CITY                | 5,433   | -12.9% | 0        | NA | 6,125   | 7.9%   | 346      | -57.2% | 0      | NA | 1,740   | -1.8%  | 274     | 182.5% | 0         | NA | 13,918    | -4.6%  | 405      | -70.4% | 0          | NA     | 405             | -70.4% | 14,323    | -10.3% |
| HOWELLS CARDIFF                           | 4,591   | -24.2% | 0        | NA | 3,224   | 19.1%  | 172      | -72.1% | 0      | NA | 678     | -40.3% | 9       | -96.6% | 0         | NA | 8,674     | -19.5% | 227      | -68.7% | 0          | NA     | 227             | -68.7% | 8,901     | -22.6% |
| JENNERS EDINBURGH                         | 18,486  | -16.8% | 0        | NA | 10,104  | -30.3% | 1,312    | -47.5% | 0      | NA | 1,444   | -67.9% | 579     | -7.1%  | 0         | NA | 31,925    | -28.6% | 2,320    | -57.5% | 142        | -72.0% | 2,462           | -58.7% | 34,387    | -32.1% |
| JOLLYS BATH                               | 3,140   | -30.7% | 0        | NA | 1,827   | -9.1%  | 69       | -90.1% | 0      | NA | 233     | -55.4% | 26      | -67.5% | 0         | NA | 5,295     | -32.5% | 0        | NA     | 0          | NA     | 0               | NA     | 5,295     | -35.7% |
| RACKHAMS CIRENCESTER (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     |
| HOF WEBSTORE                              | 16,757  | 13.7%  | 0        | NA | 19,545  | 8.4%   | 2,611    | -35.7% | (427)  | NA | 3,222   | -26.7% | 1,601   | 5.6%   | 0         | NA | 43,309    | -2.1%  | 1,093    | -81.6% | 0          | NA     | 1,093           | -81.6% | 44,402    | -11.5% |
| HEAD OFFICE ACCOUNT                       | 51,787  | 21.8%  | 0        | NA | 28,336  | -30.4% | 9,522    | -20.2% | 0      | NA | 8,451   | 21.9%  | 0       | NA     | 0         | NA | 98,096    | -5.3%  | 0        | NA     | 0          | NA     | 0               | NA     | 98,096    | -33.9% |
| HEAD OFFICE EXPENSE ACCOUNT               | (3,928) | NA     | 0        | NA | (3,956) | NA     | (4,358)  | NA     | 0      | NA | (1,305) | NA     | 0       | NA     | (212)     | NA | (13,759)  | NA     | (13,185) | NA     | 0          | NA     | (13,185)        | NA     | (26,944)  | NA     |
| TOTAL                                     | 441,423 | -11.7% | (48)     | NA | 328,426 | -10.8% | 41,298   | -31.7% | (801)  | NA | 62,806  | -49.5% | 13,159  | -1.2%  | (212)     | NA | 886,051   | -16.0% | 26,018   | -80.9% | 1,343      | -83.7% | 27,361          | -81.1% | 913,412   | -23.9% |
| LIKE ON LIKE                              | 441,668 | -7.9%  | (48)     | NA | 328,426 | -8.3%  | 41,298   | -29.6% | (801)  | NA | 62,806  | -47.9% | 13,159  | -1.2%  | (212)     | NA | 886,296   | -13.0% | 26,018   | -80.6% | 1,343      | -83.7% | 27,361          | -80.8% | 913,657   | -21.4% |

NUMBER OF DOORS 32

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# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

HOUSE OF FRASER GROUP

YEAR TO DATE - RETAIL  
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| STORE:                                    | ANGEL          |              | INNOCENT  |               | ALIEN          |              | WOMANITY       |               | MIRROR     |               | A*MEN          |               | COLOGNE       |              | MINITURES  |               | TMP TOTAL        |              | AURA           |               | AURA JEWEL   |               | SWAROVSKI TOTAL |               | CFG TOTAL        |              |
|-------------------------------------------|----------------|--------------|-----------|---------------|----------------|--------------|----------------|---------------|------------|---------------|----------------|---------------|---------------|--------------|------------|---------------|------------------|--------------|----------------|---------------|--------------|---------------|-----------------|---------------|------------------|--------------|
|                                           | 2013           | %            | 2013      | %             | 2013           | %            | 2013           | %             | 2013       | %             | 2013           | %             | 2013          | %            | 2013       | %             | 2013             | %            | 2013           | %             | 2013         | %             | 2013            | %             | 2013             | %            |
| HOUSE OF FRASER CAMBERLEY (CLSD 10/2012)  | 0              | NA           | 0         | NA            | 30             | -98.8%       | 0              | NA            | 0          | NA            | 0              | NA            | 0             | NA           | 0          | NA            | 30               | -99.6%       | 0              | NA            | 0            | NA            | 0               | NA            | 30               | -99.6%       |
| HOUSE OF FRASER CHICHESTER (CLSD 10/2012) | 0              | NA           | 0         | NA            | 38             | -99.0%       | 0              | NA            | 0          | NA            | 0              | NA            | 0             | NA           | 0          | NA            | 38               | -99.8%       | 0              | NA            | 0            | NA            | 0               | NA            | 38               | -99.8%       |
| HOUSE OF FRASER GUILDFORD                 | 12,192         | -21.2%       | 0         | NA            | 8,310          | 1.1%         | 1,115          | -17.7%        | 0          | NA            | 959            | -45.8%        | 319           | 41.2%        | 0          | NA            | 22,895           | -15.4%       | 670            | -20.6%        | 0            | NA            | 670             | -20.6%        | 23,565           | -15.5%       |
| HOUSE OF FRASER VICTORIA                  | 10,750         | -4.4%        | 0         | NA            | 6,197          | 8.2%         | 1,890          | 52.5%         | 0          | NA            | 2,715          | -24.6%        | 434           | -25.3%       | 0          | NA            | 21,986           | -1.8%        | 758            | -5.0%         | 0            | NA            | 758             | -5.0%         | 22,744           | -1.9%        |
| BEATTIES GROUP EXPENSE 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           |
| BEATTIES NORTHAMPTON (CLSD 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           |
| BEATTIES SUTTON COLDFIELD                 | 20,624         | -10.1%       | 0         | NA            | 12,428         | 5.2%         | 3,687          | 21.8%         | 0          | NA            | 3,339          | 28.0%         | 186           | 1.6%         | 0          | NA            | 40,264           | -0.8%        | 3,075          | 22.5%         | 0            | NA            | 3,075           | 22.5%         | 43,339           | 0.6%         |
| BEATTIES WOLVERHAMPTON                    | 34,713         | -5.9%        | 0         | NA            | 24,743         | -4.9%        | 5,441          | -22.6%        | 0          | NA            | 5,630          | -25.5%        | 1,153         | 96.4%        | 23         | -96.7%        | 71,703           | -9.0%        | 5,543          | -19.0%        | 211          | -67.4%        | 5,754           | -23.2%        | 77,457           | -10.2%       |
| BINNS DARLINGTON (CLSD 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           |
| CAVENDISH HOUSE CHELTENHAM                | 8,457          | -23.6%       | 17        | 183.3%        | 5,515          | 14.9%        | 836            | -32.5%        | 0          | NA            | 988            | 6.9%          | 135           | -55.3%       | 0          | NA            | 15,948           | -13.0%       | 185            | -72.5%        | 0            | NA            | 185             | -72.5%        | 16,133           | -15.1%       |
| DICKINS & JONES MILTON KEYNES             | 10,665         | -8.9%        | 0         | NA            | 5,624          | -11.9%       | 817            | -44.9%        | 0          | NA            | 2,613          | -9.1%         | 348           | 23.4%        | 0          | NA            | 20,067           | -11.8%       | 574            | -34.8%        | 0            | NA            | 574             | -34.8%        | 20,641           | -12.7%       |
| DICKINS & JONES RICHMOND                  | 8,895          | 2.7%         | 0         | NA            | 6,155          | 2.5%         | 769            | -37.3%        | 0          | NA            | 1,897          | 27.1%         | 496           | -15.4%       | 0          | NA            | 18,212           | 0.5%         | 733            | -26.0%        | 0            | NA            | 733             | -26.0%        | 18,945           | -0.9%        |
| DINGLES EXETER                            | 6,245          | -11.9%       | 0         | NA            | 3,642          | 7.3%         | 589            | -53.1%        | 0          | NA            | 607            | -38.3%        | 228           | NA           | 0          | NA            | 11,311           | -11.4%       | 574            | -10.6%        | 0            | NA            | 574             | -10.6%        | 11,885           | -11.4%       |
| DINGLES PLYMOUTH                          | 9,973          | -13.6%       | 0         | NA            | 5,746          | -6.3%        | 1,087          | -23.9%        | 0          | NA            | 731            | -50.4%        | 226           | 13.0%        | 0          | NA            | 17,763           | -14.6%       | 705            | -45.6%        | 0            | NA            | 705             | -45.6%        | 18,468           | -16.4%       |
| FRASERS EDINBURGH (CLSD 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           |
| FRASERS GLASGOW                           | 122,141        | -2.2%        | 0         | NA            | 62,958         | -7.8%        | 13,615         | -24.5%        | 396        | -71.2%        | 20,512         | -24.7%        | 1,875         | -7.3%        | 133        | -78.9%        | 221,630          | -8.6%        | 17,964         | -34.7%        | 364          | -81.1%        | 18,328          | -37.8%        | 239,958          | -11.7%       |
| HOUSE OF FRASER BIRMINGHAM                | 64,350         | -1.5%        | 0         | NA            | 46,392         | -5.0%        | 10,078         | -29.5%        | 0          | NA            | 12,892         | -23.7%        | 1,655         | 6.6%         | 0          | NA            | 135,367          | -8.3%        | 21,628         | -19.2%        | 168          | -86.6%        | 21,796          | -22.2%        | 157,163          | -10.5%       |
| HOUSE OF FRASER BLUEWATER                 | 33,104         | 0.8%         | 0         | NA            | 24,206         | 0.2%         | 3,910          | -8.9%         | 0          | NA            | 5,609          | -4.4%         | 720           | 47.2%        | 130        | NA            | 67,679           | 0.0%         | 6,472          | -2.1%         | 64           | 33.3%         | 6,536           | -1.9%         | 74,215           | -0.1%        |
| HOUSE OF FRASER BRISTOL                   | 7,525          | -11.8%       | 0         | NA            | 6,828          | 5.4%         | 774            | -40.0%        | 0          | NA            | 1,526          | -17.3%        | 175           | 47.1%        | 0          | NA            | 16,828           | -8.0%        | 800            | -32.3%        | 0            | NA            | 800             | -32.3%        | 17,628           | -9.5%        |
| HOUSE OF FRASER CROYDON                   | 15,591         | 6.3%         | 0         | NA            | 9,685          | -3.1%        | 1,916          | -45.8%        | 0          | NA            | 3,240          | 21.0%         | 724           | -5.9%        | 0          | NA            | 31,156           | -1.5%        | 1,701          | -38.7%        | 0            | NA            | 1,701           | -38.7%        | 32,857           | -4.5%        |
| HOUSE OF FRASER GATESHEAD                 | 83,582         | -5.5%        | 0         | NA            | 62,754         | -5.5%        | 11,302         | -11.9%        | 59         | NA            | 10,826         | 12.2%         | 1,539         | 125.0%       | 158        | 71.7%         | 170,220          | -4.4%        | 11,242         | -13.7%        | 298          | -25.5%        | 11,540          | -14.0%        | 181,760          | -5.1%        |
| HOUSE OF FRASER HIGH WYCOMBE              | 7,407          | -18.2%       | 0         | NA            | 6,094          | -14.3%       | 1,022          | -0.6%         | 0          | NA            | 687            | -31.0%        | 217           | 3.8%         | 0          | NA            | 15,427           | -16.3%       | 538            | -49.0%        | 0            | NA            | 538             | -49.0%        | 15,965           | -18.1%       |
| HOUSE OF FRASER LEAMINGTON SPA            | 7,019          | -23.3%       | 0         | NA            | 4,037          | -21.0%       | 945            | -31.6%        | 0          | NA            | 795            | 8.2%          | 428           | -13.4%       | 0          | NA            | 13,224           | -22.6%       | 718            | -47.7%        | 0            | NA            | 718             | -47.7%        | 13,942           | -24.5%       |
| HOUSE OF FRASER LEEDS                     | 14,274         | 0.6%         | 0         | NA            | 11,060         | -2.9%        | 1,994          | -28.6%        | 0          | NA            | 1,555          | -36.7%        | 406           | 18.4%        | 23         | NA            | 29,312           | -5.9%        | 710            | -44.9%        | 0            | NA            | 710             | -44.9%        | 30,022           | -7.4%        |
| HOUSE OF FRASER LONDON (W1)               | 74,938         | 4.9%         | 0         | NA            | 67,012         | 9.2%         | 13,353         | -12.6%        | 46         | NA            | 21,128         | -26.3%        | 4,015         | 11.9%        | 23         | -93.5%        | 180,515          | -0.1%        | 13,539         | -16.4%        | 0            | NA            | 13,539          | -18.3%        | 194,054          | -1.6%        |
| HOUSE OF FRASER LONDON CITY               | 14,407         | 1.6%         | 0         | NA            | 11,453         | 25.4%        | 1,501          | 1.6%          | 0          | NA            | 2,435          | 31.4%         | 638           | 176.2%       | 0          | NA            | 30,434           | 12.7%        | 1,399          | 15.6%         | 0            | NA            | 1,399           | 15.6%         | 31,833           | 12.8%        |
| HOUSE OF FRASER MAIDSTONE                 | 12,158         | -6.4%        | 10        | -16.7%        | 9,793          | 16.3%        | 2,551          | 24.9%         | 44         | NA            | 1,439          | -10.2%        | 575           | 71.1%        | 0          | NA            | 26,570           | 4.6%         | 794            | -45.2%        | 0            | NA            | 794             | -45.2%        | 27,364           | 1.9%         |
| HOUSE OF FRASER MANCHESTER                | 51,023         | -7.7%        | 0         | NA            | 32,618         | -8.1%        | 6,992          | -43.2%        | (96)       | NA            | 10,542         | -22.7%        | 1,277         | 13.8%        | 144        | -51.8%        | 102,500          | -13.3%       | 9,354          | -11.1%        | 482          | -58.4%        | 9,836           | -15.8%        | 112,336          | -13.5%       |
| HOUSE OF FRASER MEADOWHALL                | 55,248         | -5.7%        | 0         | NA            | 34,957         | 0.5%         | 6,539          | -24.7%        | 0          | NA            | 7,723          | -45.1%        | 1,358         | 22.2%        | 0          | NA            | 105,825          | -9.9%        | 8,270          | -37.5%        | 135          | -83.0%        | 8,405           | -40.1%        | 114,230          | -13.1%       |
| HOUSE OF FRASER NORWICH                   | 8,698          | -1.9%        | 0         | NA            | 7,634          | -14.9%       | 1,082          | -26.8%        | 0          | NA            | 1,578          | -3.6%         | 349           | 33.2%        | 0          | NA            | 19,341           | -8.8%        | 321            | -80.0%        | 0            | NA            | 321             | -80.0%        | 19,662           | -13.8%       |
| HOUSE OF FRASER NOTTINGHAM                | 8,892          | -10.9%       | 0         | NA            | 5,973          | 2.4%         | 1,467          | 37.9%         | 0          | NA            | 1,122          | 4.8%          | 307           | 34.1%        | 73         | -70.3%        | 17,834           | -3.9%        | 597            | -18.7%        | 0            | NA            | 597             | -18.7%        | 18,431           | -4.5%        |
| HOUSE OF FRASER READING                   | 7,127          | -16.1%       | 0         | NA            | 6,011          | -14.1%       | 1,029          | -20.2%        | 0          | NA            | 916            | -34.6%        | 228           | 50.0%        | 0          | NA            | 15,311           | -16.5%       | 497            | -59.4%        | 0            | NA            | 497             | -59.4%        | 15,808           | -19.2%       |
| HOUSE OF FRASER THURROCK                  | 32,746         | 4.2%         | 0         | NA            | 26,338         | 8.2%         | 3,257          | -25.3%        | 0          | NA            | 6,373          | 24.2%         | 777           | 15.1%        | 0          | NA            | 69,491           | 5.0%         | 4,902          | -10.5%        | 55           | -22.5%        | 4,957           | -10.7%        | 74,448           | 3.8%         |
| HOUSE OF FRASER WHITE CITY                | 11,385         | -8.0%        | 0         | NA            | 12,031         | 9.4%         | 2,082          | 51.4%         | 60         | NA            | 3,495          | 48.0%         | 456           | NA           | 0          | NA            | 29,509           | 8.8%         | 1,403          | -10.3%        | 0            | NA            | 1,403           | -10.3%        | 30,912           | 7.7%         |
| HOWELLS CARDIFF                           | 8,270          | -7.0%        | 0         | NA            | 4,967          | 8.9%         | 777            | -36.3%        | 0          | NA            | 1,616          | 6.5%          | 91            | -56.9%       | 0          | NA            | 15,721           | -4.2%        | 554            | -40.0%        | 0            | NA            | 554             | -40.0%        | 16,275           | -6.1%        |
| JENNERS EDINBURGH                         | 35,322         | -14.7%       | 0         | NA            | 18,765         | -13.2%       | 5,086          | -26.9%        | 0          | NA            | 5,959          | -0.5%         | 1,500         | 33.9%        | 0          | NA            | 66,632           | -14.3%       | 6,322          | -29.6%        | 162          | -72.3%        | 6,484           | -32.2%        | 73,116           | -16.2%       |
| JOLLYS BATH                               | 5,940          | 8.7%         | 0         | NA            | 2,919          | -9.5%        | 872            | 44.1%         | 0          | NA            | 692            | -16.8%        | 31            | -49.2%       | 0          | NA            | 10,454           | 2.5%         | 203            | -53.5%        | 0            | NA            | 203             | -53.5%        | 10,657           | 0.2%         |
| RACKHAMS CIRENCESTER (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           |
| HOF WEBSTORE                              | 41,495         | 23.3%        | 0         | NA            | 39,608         | 13.7%        | 8,437          | -2.6%         | 341        | -52.5%        | 8,794          | 37.5%         | 3,013         | -13.3%       | 0          | NA            | 101,688          | 15.4%        | 6,485          | -31.0%        | 0            | NA            | 6,485           | -31.0%        | 108,173          | 11.0%        |
| 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           |
| HEAD OFFICE EXPENSE ACCOUNT               | 0              | NA           | 0         | NA            | 0              | NA           | 0              | NA            | 0          | NA            | 0              | NA            | 0             | NA           | 0          | NA            | 0                | NA           | 0              | NA            | 0            | NA            | 0               | NA            | 0                | NA           |
| <b>TOTAL</b>                              | <b>845,156</b> | <b>-7.4%</b> | <b>27</b> | <b>-96.6%</b> | <b>592,521</b> | <b>-3.5%</b> | <b>116,812</b> | <b>-22.1%</b> | <b>850</b> | <b>-69.5%</b> | <b>150,933</b> | <b>-17.0%</b> | <b>25,879</b> | <b>15.8%</b> | <b>707</b> | <b>-82.0%</b> | <b>1,732,885</b> | <b>-8.2%</b> | <b>129,230</b> | <b>-25.5%</b> | <b>1,939</b> | <b>-73.3%</b> | <b>131,169</b>  | <b>-27.5%</b> | <b>1,864,054</b> | <b>-9.9%</b> |

|              |         |       |    |        |         |       |         |        |     |        |         |        |        |       |     |        |           |       |         |        |       |        |         |        |           |       |
|--------------|---------|-------|----|--------|---------|-------|---------|--------|-----|--------|---------|--------|--------|-------|-----|--------|-----------|-------|---------|--------|-------|--------|---------|--------|-----------|-------|
| LIKE ON LIKE | 845,156 | -3.6% | 27 | -96.5% | 592,453 | -0.7% | 116,812 | -19.8% | 850 | -69.5% | 150,933 | -15.1% | 25,879 | 16.4% | 707 | -82.0% | 1,732,817 | -5.1% | 129,230 | -24.0% | 1,939 | -73.3% | 131,169 | -26.0% | 1,863,986 | -7.0% |
|--------------|---------|-------|----|--------|---------|-------|---------|--------|-----|--------|---------|--------|--------|-------|-----|--------|-----------|-------|---------|--------|-------|--------|---------|--------|-----------|-------|

NUMBER OF DOORS

32

DECEMBER 2013

# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

HOUSE OF FRASER GROUP

MONTH - TRADE  
2013 vs 2012

| STORE:                                    | ANGEL  |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |    | A* MEN |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA  |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|-------------------------------------------|--------|--------|----------|----|--------|--------|----------|--------|--------|----|--------|--------|---------|--------|-----------|----|-----------|--------|-------|--------|------------|--------|-----------------|--------|-----------|--------|
|                                           | 2013   | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013  | %      | 2013       | %      | 2013            | %      | 2013      | %      |
| HOUSE OF FRASER CAMBERLEY (CLSD 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     |
| HOUSE OF FRASER CHICHESTER (CLSD 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     |
| HOUSE OF FRASER GUILDFORD                 | 859    | -65.7% | 0        | NA | 317    | -75.1% | 82       | 24.2%  | 0      | NA | 22     | -88.9% | 52      | 205.9% | 0         | NA | 1,332     | -67.2% | 67    | NA     | 0          | NA     | 67              | NA     | 1,399     | -65.5% |
| HOUSE OF FRASER VICTORIA                  | 128    | -85.2% | 0        | NA | 296    | 23.3%  | 14       | NA     | 0      | NA | 0      | NA     | 34      | -50.7% | 0         | NA | 472       | -65.4% | 33    | -29.8% | 0          | NA     | 33              | -29.8% | 505       | -64.2% |
| BEATTIES GROUP EXPENSE 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     |
| BEATTIES NORTHAMPTON (CLSD 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     |
| BEATTIES SUTTON COLDFIELD                 | 312    | -69.1% | 0        | NA | 453    | -41.0% | 0        | NA     | 0      | NA | 76     | -29.0% | 0       | NA     | 0         | NA | 841       | -58.5% | 109   | 581.3% | 0          | NA     | 109             | 581.3% | 950       | -53.5% |
| BEATTIES WOLVERHAMPTON                    | 493    | -84.6% | 0        | NA | 101    | -94.1% | 118      | -6.3%  | 0      | NA | 137    | -33.2% | 0       | NA     | 0         | NA | 849       | -84.0% | 82    | 22.4%  | 0          | NA     | 82              | 22.4%  | 931       | -82.7% |
| BINNS DARLINGTON (CLSD 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     |
| CAVENDISH HOUSE CHELTENHAM                | 200    | -86.8% | 0        | NA | 148    | -74.1% | 0        | NA     | 0      | NA | 49     | -55.9% | 17      | NA     | 0         | NA | 414       | -81.6% | 24    | 71.4%  | 0          | NA     | 24              | 71.4%  | 438       | -80.7% |
| DICKINS & JONES MILTON KEYNES             | 552    | -51.6% | 0        | NA | 160    | -32.8% | 22       | -60.7% | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 734       | -58.7% | 0     | NA     | 0          | NA     | 0               | NA     | 734       | -59.0% |
| DICKINS & JONES RICHMOND                  | 318    | -40.2% | 0        | NA | 18     | -35.7% | 0        | NA     | 0      | NA | 57     | 159.1% | 0       | NA     | 0         | NA | 393       | -47.0% | 49    | NA     | 0          | NA     | 49              | NA     | 442       | -40.4% |
| DINGLES EXETER                            | 309    | -37.2% | 0        | NA | 138    | -19.3% | 27       | -71.9% | 0      | NA | 146    | 23.7%  | 0       | NA     | 0         | NA | 620       | -29.3% | 73    | NA     | 0          | NA     | 73              | NA     | 693       | -21.0% |
| DINGLES PLYMOUTH                          | 680    | -51.6% | 0        | NA | 249    | -65.2% | 0        | NA     | 0      | NA | 12     | -80.3% | 0       | NA     | 0         | NA | 941       | -59.7% | 24    | -14.3% | 0          | NA     | 24              | -14.3% | 965       | -59.2% |
| FRASERS EDINBURGH (CLSD 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     |
| FRASERS GLASGOW                           | 404    | -91.1% | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA | 790    | NA     | 0       | NA     | 0         | NA | 1,194     | -82.2% | 606   | 288.5% | 0          | NA     | 606             | 63.8%  | 1,800     | -74.6% |
| HOUSE OF FRASER BIRMINGHAM                | 425    | -88.5% | 0        | NA | 398    | -79.1% | 24       | -92.2% | 0      | NA | 651    | NA     | 34      | -81.4% | 0         | NA | 1,532     | -75.0% | 669   | 289.0% | 61         | 0.0%   | 730             | 213.3% | 2,262     | -64.4% |
| HOUSE OF FRASER BLUEWATER                 | 733    | -65.4% | 0        | NA | 301    | -87.6% | 98       | -54.6% | 0      | NA | 500    | -29.2% | 34      | 25.9%  | 0         | NA | 1,666     | -69.7% | 322   | 163.9% | 27         | NA     | 349             | 186.1% | 2,015     | -64.2% |
| HOUSE OF FRASER BRISTOL                   | 758    | -18.2% | 0        | NA | 237    | -5.6%  | 12       | -78.6% | 0      | NA | 55     | -79.3% | 17      | 88.9%  | 0         | NA | 1,079     | -28.5% | 0     | NA     | 0          | NA     | 0               | NA     | 1,079     | -30.0% |
| HOUSE OF FRASER CROYDON                   | 689    | -57.6% | 0        | NA | 237    | -50.7% | 0        | NA     | 0      | NA | 71     | -85.8% | 0       | NA     | 0         | NA | 997       | -63.7% | 106   | -65.6% | 0          | NA     | 106             | -65.6% | 1,103     | -63.9% |
| HOUSE OF FRASER GATESHEAD                 | 529    | -87.7% | 0        | NA | 939    | -61.4% | 169      | -80.2% | 0      | NA | 530    | 233.3% | 52      | NA     | 0         | NA | 2,219     | -71.4% | 463   | NA     | 0          | NA     | 463             | NA     | 2,682     | -65.5% |
| HOUSE OF FRASER HIGH WYCOMBE              | 238    | -69.9% | 0        | NA | 176    | 36.4%  | 0        | NA     | 0      | NA | 0      | NA     | 17      | NA     | 0         | NA | 431       | -58.2% | 24    | -50.0% | 0          | NA     | 24              | -50.0% | 455       | -57.8% |
| HOUSE OF FRASER LEAMINGTON SPA            | 293    | -68.4% | 0        | NA | 101    | -74.2% | 70       | -1.4%  | 0      | NA | 49     | 36.1%  | 0       | NA     | 0         | NA | 513       | -65.5% | 49    | -25.8% | 0          | NA     | 49              | -25.8% | 562       | -63.8% |
| HOUSE OF FRASER LEEDS                     | 388    | -75.3% | 0        | NA | 787    | 44.4%  | 28       | -82.1% | 0      | NA | 0      | NA     | 17      | -86.0% | 0         | NA | 1,220     | -56.1% | 77    | -66.1% | 0          | NA     | 77              | -66.1% | 1,297     | -56.8% |
| HOUSE OF FRASER LONDON (W1)               | 418    | -83.0% | 0        | NA | 248    | -84.2% | 0        | NA     | 0      | NA | 637    | -14.2% | 0       | NA     | 0         | NA | 1,303     | -74.7% | 372   | 659.2% | 27         | 0.0%   | 399             | 425.0% | 1,702     | -67.4% |
| HOUSE OF FRASER LONDON CITY               | 309    | -63.6% | 0        | NA | 193    | -18.6% | 83       | 69.4%  | 0      | NA | 79     | -47.3% | 0       | NA     | 0         | NA | 664       | -48.3% | 39    | 0.0%   | 0          | NA     | 39              | 0.0%   | 703       | -46.9% |
| HOUSE OF FRASER MAIDSTONE                 | 424    | -68.0% | 0        | NA | 444    | -51.3% | 22       | -75.8% | 0      | NA | 184    | 50.8%  | 34      | -60.5% | 0         | NA | 1,108     | -56.3% | 33    | -68.6% | 0          | NA     | 33              | -68.6% | 1,141     | -56.8% |
| HOUSE OF FRASER MANCHESTER                | 630    | -85.5% | 0        | NA | 201    | -89.5% | 316      | 23.4%  | 0      | NA | 891    | -2.6%  | 86      | 21.1%  | 0         | NA | 2,124     | -71.7% | 119   | -68.5% | 0          | NA     | 119             | -68.5% | 2,243     | -71.6% |
| HOUSE OF FRASER MEADOWHALL                | 138    | -96.2% | 0        | NA | 284    | -85.2% | 28       | -91.0% | 0      | NA | 581    | -24.4% | 0       | NA     | 0         | NA | 1,031     | -84.8% | 133   | -14.7% | 53         | NA     | 186             | 19.2%  | 1,217     | -82.4% |
| HOUSE OF FRASER NORWICH                   | 202    | -73.4% | 0        | NA | 269    | 5.9%   | 28       | -17.6% | 0      | NA | 101    | -57.9% | 0       | NA     | 0         | NA | 600       | -56.8% | 0     | NA     | 0          | NA     | 0               | NA     | 600       | -58.3% |
| HOUSE OF FRASER NOTTINGHAM                | 612    | -28.1% | 0        | NA | 167    | -68.3% | 22       | 0.0%   | 0      | NA | 133    | -41.4% | 17      | -37.0% | 0         | NA | 951       | -42.5% | 39    | 39.3%  | 0          | NA     | 39              | 39.3%  | 990       | -41.1% |
| HOUSE OF FRASER READING                   | 227    | -51.0% | 0        | NA | 183    | -72.7% | 22       | -21.4% | 0      | NA | 27     | -41.3% | 0       | NA     | 0         | NA | 459       | -62.5% | 0     | NA     | 0          | NA     | 0               | NA     | 459       | -64.4% |
| HOUSE OF FRASER THURROCK                  | 458    | -75.0% | 0        | NA | 232    | -85.1% | 56       | -38.5% | 0      | NA | 0      | NA     | 34      | -60.5% | 0         | NA | 780       | -78.8% | 167   | -43.4% | 31         | 14.8%  | 198             | -38.5% | 978       | -75.6% |
| HOUSE OF FRASER WHITE CITY                | 458    | -69.3% | 0        | NA | 110    | -65.2% | 68       | -60.9% | 0      | NA | 49     | -26.9% | 52      | 205.9% | 0         | NA | 737       | -64.3% | 33    | NA     | 0          | NA     | 33              | NA     | 770       | -62.7% |
| HOWELLS CARDIFF                           | 830    | 6.0%   | 0        | NA | 262    | 57.8%  | 49       | 75.0%  | 0      | NA | 106    | -19.1% | 0       | NA     | 0         | NA | 1,247     | -1.3%  | 0     | NA     | 0          | NA     | 0               | NA     | 1,247     | -1.3%  |
| JENNERS EDINBURGH                         | 295    | -90.9% | 0        | NA | 134    | -92.1% | 28       | -89.8% | 0      | NA | 35     | -90.9% | 0       | NA     | 0         | NA | 492       | -91.3% | 376   | 0.0%   | 0          | NA     | 376             | 0.0%   | 868       | -85.7% |
| JOLLYS BATH                               | 406    | -21.5% | 0        | NA | 59     | -79.7% | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 465       | -44.2% | 0     | NA     | 0          | NA     | 0               | NA     | 465       | -44.2% |
| RACKHAMS CIRENCESTER (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     |
| HOF WEBSTORE                              | 2,222  | 94.9%  | 0        | NA | 3,652  | 79.0%  | 230      | -49.9% | 0      | NA | 851    | 51.7%  | 69      | -36.1% | 0         | NA | 7,024     | 39.0%  | 223   | -78.6% | 0          | NA     | 223             | -78.6% | 7,247     | 18.8%  |
| 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     |
| HEAD OFFICE EXPENSE ACCOUNT               | 0      | NA     | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 0         | NA     | 0     | NA     | 0          | NA     | 0               | NA     | 0         | NA     |
| TOTAL                                     | 15,937 | -72.0% | 0        | NA | 11,494 | -61.6% | 1,616    | -65.8% | 0      | NA | 6,819  | -13.0% | 566     | -75.8% | 0         | NA | 36,432    | -64.5% | 4,311 | 10.1%  | 199        | -39.5% | 4,510           | 6.2%   | 40,942    | -61.6% |
| LIKE ON LIKE                              | 15,937 | -72.0% | 0        | NA | 11,494 | -61.6% | 1,616    | -65.8% | 0      | NA | 6,819  | -13.0% | 566     | -75.8% | 0         | NA | 36,432    | -64.5% | 4,311 | 10.1%  | 199        | -39.5% | 4,510           | 6.2%   | 40,942    | -61.6% |

NUMBER OF DOORS

32

DECEMBER 2013

# CLARINS FRAGRANCE GROUP

## STORE GROUP REPORT

HOUSE OF FRASER GROUP

MONTH - RETAIL

2013 vs 2012

| STORE:                                    | ANGEL          |              | INNOCENT |           | ALIEN          |               | WOMANITY      |               | MIRROR   |           | A*MEN         |              | COLOGNE      |              | MINITURES  |               | TMP TOTAL      |               | AURA          |               | AURA JEWEL |               | SWAROVSKI TOTAL |               | CFG TOTAL      |               |
|-------------------------------------------|----------------|--------------|----------|-----------|----------------|---------------|---------------|---------------|----------|-----------|---------------|--------------|--------------|--------------|------------|---------------|----------------|---------------|---------------|---------------|------------|---------------|-----------------|---------------|----------------|---------------|
|                                           | 2013           | %            | 2013     | %         | 2013           | %             | 2013          | %             | 2013     | %         | 2013          | %            | 2013         | %            | 2013       | %             | 2013           | %             | 2013          | %             | 2013       | %             | 2013            | %             | 2013           | %             |
| HOUSE OF FRASER CAMBERLEY (CLSD 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            |
| HOUSE OF FRASER CHICHESTER (CLSD 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            |
| HOUSE OF FRASER GUILDFORD                 | 3,601          | -26.1%       | 0        | NA        | 2,380          | -28.4%        | 341           | 12.9%         | 0        | NA        | 385           | 51.0%        | 113          | NA           | 0          | NA            | 6,820          | -22.1%        | 108           | 86.2%         | 0          | NA            | 108             | 86.2%         | 6,928          | -21.4%        |
| HOUSE OF FRASER VICTORIA                  | 2,463          | -20.4%       | 0        | NA        | 1,537          | -12.6%        | 172           | 67.0%         | 0        | NA        | 290           | -55.2%       | 59           | -40.4%       | 0          | NA            | 4,521          | -20.7%        | 88            | -50.0%        | 0          | NA            | 88              | -50.0%        | 4,609          | -21.6%        |
| BEATTIES GROUP EXPENSE 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            |
| BEATTIES NORTHAMPTON (CLSD 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            |
| BEATTIES SUTTON COLDFIELD                 | 5,367          | -2.5%        | 0        | NA        | 4,205          | 63.4%         | 1,629         | 145.7%        | 0        | NA        | 1,237         | 20.9%        | 31           | -79.6%       | 0          | NA            | 12,469         | 25.7%         | 954           | 82.8%         | 0          | NA            | 954             | 82.8%         | 13,423         | 28.6%         |
| BEATTIES WOLVERHAMPTON                    | 8,173          | -19.1%       | 0        | NA        | 5,951          | -35.4%        | 2,155         | 41.8%         | 0        | NA        | 2,184         | 21.2%        | 31           | -78.2%       | 0          | NA            | 18,494         | -20.2%        | 1,277         | -45.5%        | 0          | NA            | 1,277           | -48.0%        | 19,771         | -22.8%        |
| BINNS DARLINGTON (CLSD 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            |
| CAVENDISH HOUSE CHELTENHAM                | 2,244          | -30.5%       | 0        | NA        | 1,582          | -10.9%        | 151           | -67.5%        | 0        | NA        | 209           | -11.4%       | 59           | 0.0%         | 0          | NA            | 4,245          | -26.3%        | 0             | NA            | 0          | NA            | 0               | NA            | 4,245          | -27.6%        |
| DICKINS & JONES MILTON KEYNES             | 4,206          | 22.3%        | 0        | NA        | 1,435          | -25.0%        | 231           | -56.9%        | 0        | NA        | 755           | 25.0%        | 72           | 28.6%        | 0          | NA            | 6,699          | 2.3%          | 0             | NA            | 0          | NA            | 0               | NA            | 6,699          | -0.1%         |
| DICKINS & JONES RICHMOND                  | 2,163          | 3.7%         | 0        | NA        | 1,478          | 2.3%          | 149           | -37.4%        | 0        | NA        | 366           | 103.3%       | 31           | -83.3%       | 0          | NA            | 4,187          | 1.3%          | 44            | -63.0%        | 0          | NA            | 44              | -63.0%        | 4,231          | -0.5%         |
| DINGLES EXETER                            | 1,745          | -15.8%       | 0        | NA        | 1,151          | 18.9%         | 74            | -79.5%        | 0        | NA        | 347           | 63.7%        | 17           | NA           | 0          | NA            | 3,334          | -7.7%         | 143           | 78.8%         | 0          | NA            | 143             | 78.8%         | 3,477          | -5.9%         |
| DINGLES PLYMOUTH                          | 3,598          | 15.6%        | 0        | NA        | 1,719          | -28.2%        | 357           | -33.5%        | 0        | NA        | 230           | -4.2%        | 54           | -55.4%       | 0          | NA            | 5,958          | -7.0%         | 188           | -56.1%        | 0          | NA            | 188             | -56.1%        | 6,146          | -10.1%        |
| FRASERS EDINBURGH (CLSD 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            |
| FRASERS GLASGOW                           | 31,041         | -11.7%       | 0        | NA        | 15,954         | -10.0%        | 3,796         | -19.2%        | 0        | NA        | 4,367         | -20.3%       | 563          | 45.1%        | 105        | -49.5%        | 55,826         | -13.1%        | 2,491         | -70.1%        | 55         | -84.2%        | 2,546           | -70.6%        | 58,372         | -19.9%        |
| HOUSE OF FRASER BIRMINGHAM                | 16,146         | 1.4%         | 0        | NA        | 11,041         | -14.7%        | 1,804         | -37.3%        | 0        | NA        | 2,639         | -26.6%       | 324          | 197.2%       | 0          | NA            | 31,954         | -10.5%        | 2,649         | -63.5%        | 43         | -86.0%        | 2,692           | -64.4%        | 34,646         | -19.9%        |
| HOUSE OF FRASER BLUEWATER                 | 10,784         | 10.1%        | 0        | NA        | 6,822          | -10.8%        | 675           | -54.7%        | 0        | NA        | 1,668         | -9.9%        | 93           | 200.0%       | 130        | NA            | 20,172         | -3.1%         | 1,033         | -59.1%        | 0          | NA            | 1,033           | -59.1%        | 21,205         | -9.2%         |
| HOUSE OF FRASER BRISTOL                   | 3,262          | 9.9%         | 0        | NA        | 1,610          | -20.2%        | 214           | -51.1%        | 0        | NA        | 437           | 59.5%        | 124          | 74.6%        | 0          | NA            | 5,647          | -2.1%         | 177           | 16.4%         | 0          | NA            | 177             | 16.4%         | 5,824          | -1.6%         |
| HOUSE OF FRASER CROYDON                   | 4,847          | -3.1%        | 0        | NA        | 2,780          | -14.6%        | 728           | -30.6%        | 0        | NA        | 588           | -35.5%       | 186          | -7.9%        | 0          | NA            | 9,129          | -12.4%        | 583           | -34.1%        | 0          | NA            | 583             | -34.1%        | 9,712          | -14.1%        |
| HOUSE OF FRASER GATESHEAD                 | 19,568         | -16.0%       | 0        | NA        | 13,319         | -7.2%         | 2,766         | 15.3%         | 0        | NA        | 2,959         | 36.5%        | 228          | 162.1%       | 158        | 71.7%         | 38,998         | -8.0%         | 1,418         | -35.2%        | 0          | NA            | 1,418           | -36.3%        | 40,416         | -9.4%         |
| HOUSE OF FRASER HIGH WYCOMBE              | 2,047          | -28.1%       | 0        | NA        | 1,470          | -37.0%        | 202           | -33.8%        | 0        | NA        | 188           | -38.2%       | 48           | 71.4%        | 0          | NA            | 3,955          | -32.0%        | 44            | -83.0%        | 0          | NA            | 44              | -83.0%        | 3,999          | -34.2%        |
| HOUSE OF FRASER LEAMINGTON SPA            | 1,942          | -22.5%       | 0        | NA        | 1,091          | 0.3%          | 122           | -71.6%        | 0        | NA        | 171           | -34.5%       | 62           | -28.7%       | 0          | NA            | 3,388          | -22.5%        | 197           | -39.6%        | 0          | NA            | 197             | -39.6%        | 3,585          | -23.7%        |
| HOUSE OF FRASER LEEDS                     | 3,905          | -11.2%       | 0        | NA        | 3,600          | -5.7%         | 716           | -32.6%        | 0        | NA        | 475           | -36.5%       | 104          | -27.3%       | 0          | NA            | 8,800          | -13.2%        | 233           | -52.0%        | 0          | NA            | 233             | -52.0%        | 9,033          | -15.0%        |
| HOUSE OF FRASER LONDON (W1)               | 17,021         | 13.6%        | 0        | NA        | 11,520         | -21.6%        | 2,266         | 87.3%         | 0        | NA        | 4,975         | 5.0%         | 538          | 64.0%        | 0          | NA            | 36,320         | 0.5%          | 805           | -69.4%        | 0          | NA            | 805             | -69.4%        | 37,125         | -4.3%         |
| HOUSE OF FRASER LONDON CITY               | 3,922          | -1.6%        | 0        | NA        | 2,724          | 44.5%         | 335           | -37.0%        | 0        | NA        | 399           | -48.9%       | 59           | 110.7%       | 0          | NA            | 7,439          | 3.1%          | 237           | -59.9%        | 0          | NA            | 237             | -59.9%        | 7,676          | -1.6%         |
| HOUSE OF FRASER MAIDSTONE                 | 3,512          | -11.6%       | 0        | NA        | 3,021          | 3.5%          | 538           | -25.0%        | 0        | NA        | 551           | 5.2%         | 155          | 176.8%       | 0          | NA            | 7,777          | -5.0%         | 279           | -33.6%        | 0          | NA            | 279             | -33.6%        | 8,056          | -6.4%         |
| HOUSE OF FRASER MANCHESTER                | 11,186         | -8.1%        | 0        | NA        | 6,682          | -25.0%        | 1,545         | -45.2%        | 0        | NA        | 2,309         | -25.0%       | 215          | -15.0%       | 0          | NA            | 21,937         | -20.0%        | 1,196         | -61.0%        | 174        | -41.0%        | 1,370           | -59.3%        | 23,307         | -24.3%        |
| HOUSE OF FRASER MEADOWHALL                | 13,650         | -11.0%       | 0        | NA        | 9,233          | 1.5%          | 1,149         | -37.1%        | 0        | NA        | 1,899         | -42.9%       | 164          | -47.3%       | 0          | NA            | 26,095         | -12.7%        | 890           | -78.0%        | 0          | NA            | 890             | -78.2%        | 26,985         | -20.6%        |
| HOUSE OF FRASER NORWICH                   | 1,980          | -33.0%       | 0        | NA        | 2,361          | -1.1%         | 261           | -42.1%        | 0        | NA        | 367           | -27.3%       | 87           | 10.1%        | 0          | NA            | 5,056          | -20.7%        | 127           | -74.7%        | 0          | NA            | 127             | -74.7%        | 5,183          | -24.6%        |
| HOUSE OF FRASER NOTTINGHAM                | 2,383          | 1.5%         | 0        | NA        | 1,125          | -42.3%        | 446           | -6.3%         | 0        | NA        | 338           | -3.7%        | 73           | -17.0%       | 0          | NA            | 4,365          | -20.0%        | 189           | -37.2%        | 0          | NA            | 189             | -37.2%        | 4,554          | -20.9%        |
| HOUSE OF FRASER READING                   | 1,660          | -30.0%       | 0        | NA        | 2,134          | 2.1%          | 255           | -50.4%        | 0        | NA        | 247           | -10.2%       | 42           | -25.0%       | 0          | NA            | 4,338          | -18.3%        | 142           | -65.0%        | 0          | NA            | 142             | -65.0%        | 4,480          | -21.6%        |
| HOUSE OF FRASER THURROCK                  | 10,930         | 15.2%        | 0        | NA        | 6,440          | -35.7%        | 1,016         | -13.7%        | 0        | NA        | 2,106         | 44.8%        | 188          | -29.1%       | 0          | NA            | 20,680         | -7.7%         | 828           | -52.3%        | 55         | 14.6%         | 883             | -50.5%        | 21,563         | -10.9%        |
| HOUSE OF FRASER WHITE CITY                | 3,322          | -26.2%       | 0        | NA        | 3,441          | 12.4%         | 465           | 14.5%         | 0        | NA        | 1,062         | 70.7%        | 62           | 121.4%       | 0          | NA            | 8,352          | -3.1%         | 189           | -59.6%        | 0          | NA            | 189             | -59.6%        | 8,541          | -6.0%         |
| HOWELLS CARDIFF                           | 2,549          | -0.9%        | 0        | NA        | 1,155          | -37.2%        | 346           | -34.8%        | 0        | NA        | 453           | -2.8%        | 0            | NA           | 0          | NA            | 4,503          | -18.0%        | 50            | -70.8%        | 0          | NA            | 50              | -70.8%        | 4,553          | -19.6%        |
| JENNERS EDINBURGH                         | 7,449          | -25.6%       | 0        | NA        | 3,949          | -17.9%        | 1,395         | 11.2%         | 0        | NA        | 1,849         | 29.4%        | 449          | 68.2%        | 0          | NA            | 15,091         | -16.9%        | 1,215         | -13.1%        | 8          | -92.6%        | 1,223           | -18.8%        | 16,314         | -17.0%        |
| JOLLYS BATH                               | 1,418          | 14.8%        | 0        | NA        | 652            | -35.5%        | 86            | -4.4%         | 0        | NA        | 53            | -44.8%       | 0            | NA           | 0          | NA            | 2,209          | -9.8%         | 53            | 20.5%         | 0          | NA            | 53              | 20.5%         | 2,262          | -9.3%         |
| RACKHAMS CIRENCESTER (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            |
| HOF WEBSTORE                              | 10,558         | -19.2%       | 0        | NA        | 10,701         | -9.1%         | 2,178         | 7.6%          | 0        | NA        | 3,188         | 57.7%        | 628          | -42.2%       | 0          | NA            | 27,253         | -11.6%        | 761           | -71.6%        | 0          | NA            | 761             | -71.6%        | 28,014         | -16.4%        |
| 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            |
| HEAD OFFICE EXPENSE ACCOUNT               | 0              | NA           | 0        | NA        | 0              | NA            | 0             | NA            | 0        | NA        | 0             | NA           | 0            | NA           | 0          | NA            | 0              | NA            | 0             | NA            | 0          | NA            | 0               | NA            | 0              | NA            |
| <b>TOTAL</b>                              | <b>218,642</b> | <b>-8.3%</b> | <b>0</b> | <b>NA</b> | <b>144,263</b> | <b>-13.7%</b> | <b>28,563</b> | <b>-14.7%</b> | <b>0</b> | <b>NA</b> | <b>39,291</b> | <b>-2.9%</b> | <b>4,859</b> | <b>-1.0%</b> | <b>393</b> | <b>-82.5%</b> | <b>436,011</b> | <b>-10.6%</b> | <b>18,588</b> | <b>-58.5%</b> | <b>335</b> | <b>-74.2%</b> | <b>18,923</b>   | <b>-59.0%</b> | <b>454,934</b> | <b>-14.8%</b> |
| <b>LIKE ON LIKE</b>                       | <b>218,642</b> | <b>-8.3%</b> | <b>0</b> | <b>NA</b> | <b>144,263</b> | <b>-13.6%</b> | <b>28,563</b> | <b>-14.7%</b> | <b>0</b> | <b>NA</b> | <b>39,291</b> | <b>-2.9%</b> | <b>4,859</b> | <b>-1.0%</b> | <b>393</b> | <b>-82.5%</b> | <b>436,011</b> | <b>-10.6%</b> | <b>18,588</b> | <b>-58.6%</b> | <b>335</b> | <b>-74.2%</b> | <b>18,923</b>   | <b>-59.0%</b> | <b>454,934</b> | <b>-14.8%</b> |

NUMBER OF DOORS

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CLARINS FRAGRANCE GROUP  
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YEAR TO DATE - TRADE  
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| STORE:                                      | ANGEL    |        | INNOCENT |    | ALIEN   |        | WOMANITY |        | MIRROR |        | A*MEN  |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA     |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|---------------------------------------------|----------|--------|----------|----|---------|--------|----------|--------|--------|--------|--------|--------|---------|--------|-----------|----|-----------|--------|----------|--------|------------|----|-----------------|--------|-----------|--------|
|                                             | 2013     | %      | 2013     | %  | 2013    | %      | 2013     | %      | 2013   | %      | 2013   | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013     | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| ALLDERS CROYDON (CLSD 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     |
| AU CAPRICE GUERNSEY (CLSD 03/2013)          | (224)    | NA     | 0        | NA | (198)   | NA     | (343)    | NA     | 0      | NA     | (25)   | NA     | 0       | NA     | 0         | NA | (790)     | NA     | (841)    | NA     | 0          | NA | (841)           | NA     | (1,631)   | NA     |
| AU CAPRICE JERSEY (CLSD 03/2013)            | (862)    | NA     | 0        | NA | (80)    | NA     | (867)    | NA     | 0      | NA     | (390)  | NA     | (48)    | NA     | 0         | NA | (2,247)   | NA     | (859)    | NA     | 0          | NA | (859)           | NA     | (3,106)   | NA     |
| AUSTINS OF NEWTON ABBOT (OPND 09/2012)      | 1,489    | -30.5% | 0        | NA | 657     | -53.6% | 0        | NA     | 0      | NA     | 61     | -88.4% | 34      | -67.3% | 0         | NA | 2,241     | -53.2% | 522      | -38.9% | 0          | NA | 522             | -38.9% | 2,763     | -51.0% |
| BANBURYS DEPT STORE (OPND 03/2012)          | 5,776    | -26.0% | 0        | NA | 2,975   | -15.3% | 426      | -53.5% | 0      | NA     | 474    | -43.5% | 52      | -64.9% | 0         | NA | 9,703     | -26.6% | 127      | -87.6% | 0          | NA | 127             | -87.6% | 9,830     | -31.0% |
| BAKERS NORTH ALLERTON (OPND 10/2013)        | 3,582    | NA     | 0        | NA | 2,006   | NA     | 292      | NA     | 0      | NA     | 346    | NA     | 52      | NA     | 0         | NA | 6,278     | NA     | 528      | NA     | 0          | NA | 528             | NA     | 6,806     | NA     |
| BROWNS BEVERLEY                             | 7,329    | 32.7%  | 0        | NA | 4,785   | 38.4%  | 318      | 40.1%  | 0      | NA     | 587    | 18.6%  | 52      | NA     | 0         | NA | 13,071    | 34.7%  | 73       | -80.2% | 0          | NA | 73              | -80.2% | 13,144    | 30.5%  |
| BROWNS GAINSBOROUGH (OPND 08/2012)          | 4,843    | 67.0%  | 0        | NA | 3,757   | 118.3% | 351      | 219.1% | 0      | NA     | 372    | -17.1% | 0       | NA     | 0         | NA | 9,323     | 80.0%  | 73       | NA     | 0          | NA | 73              | NA     | 9,396     | 81.4%  |
| BROWNS YORK                                 | 5,472    | -5.3%  | 0        | NA | 4,045   | -3.4%  | 674      | 14.4%  | 0      | NA     | 530    | -48.0% | 156     | -19.2% | 0         | NA | 10,877    | -7.8%  | 383      | -70.6% | 0          | NA | 383             | -70.6% | 11,260    | -14.1% |
| CAMP HOPSON NEWBURY (OPND 06/2012)          | 3,678    | 53.6%  | 0        | NA | 2,033   | 19.8%  | 69       | -90.2% | 0      | NA     | 108    | -83.7% | 0       | NA     | 0         | NA | 5,888     | 7.8%   | 339      | -58.9% | 0          | NA | 339             | -58.9% | 6,227     | -0.9%  |
| CAMPBELLS CHEMIST (OPND 11/2012)            | 2,286    | 24.8%  | 0        | NA | 858     | -17.3% | 263      | -45.0% | 0      | NA     | 959    | 145.9% | 34      | -44.3% | 0         | NA | 4,400     | 15.8%  | 357      | -23.9% | 0          | NA | 357             | -23.9% | 4,757     | 11.5%  |
| CENTRAL PHARMACY E-COM (OPND 01/2013)       | 982      | NA     | 0        | NA | 1,395   | NA     | 22       | NA     | 0      | NA     | 310    | NA     | 0       | NA     | 0         | NA | 2,709     | NA     | 0        | NA     | 0          | NA | 0               | NA     | 2,709     | NA     |
| CENTRAL PHARMACY CARDIFF                    | 58,820   | 44.2%  | 0        | NA | 72,792  | 63.0%  | 4,175    | -24.0% | 0      | NA     | 8,608  | 26.7%  | 5,580   | 70.3%  | 0         | NA | 149,975   | 48.4%  | 1,936    | -51.1% | 0          | NA | 1,936           | -51.1% | 151,911   | 44.7%  |
| CHAVE & JACKSON (OPND 01/2013)              | 3,351    | NA     | 0        | NA | 4,069   | NA     | 498      | NA     | 0      | NA     | 525    | NA     | 0       | NA     | 0         | NA | 8,443     | NA     | 658      | NA     | 0          | NA | 658             | NA     | 9,101     | NA     |
| DE GRUCHY JERSEY                            | 6,756    | 48.0%  | 0        | NA | 6,297   | 254.0% | 590      | 51.7%  | 0      | NA     | 216    | -46.1% | 0       | NA     | 0         | NA | 13,859    | 94.3%  | 756      | 29.0%  | 0          | NA | 756             | 29.0%  | 14,615    | 89.3%  |
| DEAN & SMEDLEY PHARMACY (OPND 11/2012)      | 2,254    | 9.4%   | 0        | NA | 2,017   | 68.1%  | 0        | NA     | 0      | NA     | 87     | -84.9% | 0       | NA     | 0         | NA | 4,358     | 1.8%   | 0        | NA     | 0          | NA | 0               | NA     | 4,358     | 1.8%   |
| DOWNTOWN SUPERSTORE GRANTHAM (OPND 09/2012) | 6,112    | 30.4%  | 0        | NA | 3,999   | -9.2%  | 132      | -75.3% | 0      | NA     | 767    | 42.3%  | 86      | 91.1%  | 0         | NA | 11,096    | 8.7%   | 588      | -8.8%  | 0          | NA | 588             | -8.8%  | 11,684    | 7.7%   |
| ELYS WIMBLEDON (OPND 09/2013)               | 2,609    | NA     | 0        | NA | 1,520   | NA     | 260      | NA     | 0      | NA     | 650    | NA     | 0       | NA     | 0         | NA | 5,039     | NA     | 0        | NA     | 0          | NA | 0               | NA     | 5,039     | NA     |
| ELYSIAN EPPING (CLSD 08/2013)               | 228      | -93.7% | 0        | NA | 412     | -82.5% | (82)     | NA     | 0      | NA     | (82)   | NA     | (26)    | NA     | 0         | NA | 450       | -93.5% | 117      | -88.3% | 0          | NA | 117             | -88.3% | 567       | -92.8% |
| ERINS PERFUMES (OPND 12/2012)               | (540)    | NA     | 0        | NA | 994     | -42.4% | (394)    | NA     | 0      | NA     | (171)  | NA     | 0       | NA     | 0         | NA | (111)     | NA     | 98       | -69.8% | 0          | NA | 98              | -69.8% | (13)      | NA     |
| HARRODS                                     | 142,528  | 36.8%  | 0        | NA | 85,698  | 47.5%  | 100,414  | 65.3%  | 16,292 | -55.0% | 29,953 | 43.2%  | 1,593   | -16.7% | 0         | NA | 376,478   | 33.5%  | 18,274   | -78.1% | (11,129)   | NA | 7,145           | -92.8% | 383,623   | 0.7%   |
| HILLS DEPARTMENT STORE (OPND 06/2013)       | 5,419    | NA     | 0        | NA | 4,108   | NA     | 500      | NA     | 0      | NA     | 604    | NA     | 217     | NA     | 0         | NA | 10,848    | NA     | 675      | NA     | 0          | NA | 675             | NA     | 11,523    | NA     |
| HOOPERS HARROGATE                           | 3,160    | -6.3%  | 0        | NA | 2,460   | 6.4%   | 22       | -94.6% | 0      | NA     | 97     | -65.8% | 0       | NA     | 0         | NA | 5,739     | -10.0% | 156      | -36.3% | 0          | NA | 156             | -36.3% | 5,895     | -10.9% |
| HOOPERS WILMSLOW (OPND 05/2012)             | 1,843    | -58.9% | 0        | NA | 1,817   | -34.6% | 0        | NA     | 0      | NA     | 27     | -96.7% | 34      | -83.7% | 0         | NA | 3,721     | -59.2% | 0        | NA     | 0          | NA | 0               | NA     | 3,721     | -59.2% |
| JAMES LEIGH LTD BARKING (OPND 08/2012)      | 5,628    | 60.7%  | 0        | NA | 4,374   | 59.6%  | 276      | -53.9% | 0      | NA     | 1,661  | 35.5%  | 0       | NA     | 0         | NA | 11,939    | 45.3%  | 599      | -45.2% | 0          | NA | 599             | -45.2% | 12,538    | 34.7%  |
| JARROLDS NORWICH                            | 5,500    | -22.1% | 0        | NA | 2,822   | 24.8%  | 13       | -96.6% | 0      | NA     | 152    | -62.7% | 0       | NA     | 0         | NA | 8,487     | -15.9% | 90       | -80.7% | 0          | NA | 90              | -80.7% | 8,577     | -18.7% |
| JR TAYLOR ST ANNES (OPND 11/2012)           | 3,159    | 79.2%  | 0        | NA | 2,693   | 155.5% | 724      | 83.3%  | 0      | NA     | 105    | -67.5% | 0       | NA     | 0         | NA | 6,681     | 89.0%  | 1,411    | 177.8% | 0          | NA | 1,411           | 177.8% | 8,092     | 100.1% |
| JT LLOYDS BURNLEY (OPND 01/2013)            | 8,049    | NA     | 0        | NA | 13,532  | NA     | 1,494    | NA     | 0      | NA     | 1,033  | NA     | 0       | NA     | 0         | NA | 24,108    | NA     | 655      | NA     | 0          | NA | 655             | NA     | 24,763    | NA     |
| LANDYS CHEMIST LONDON (OPND 10/2012)        | 9,668    | 427.4% | 0        | NA | 6,204   | 445.2% | 56       | -87.9% | 0      | NA     | 1,669  | 326.9% | 102     | 45.7%  | 0         | NA | 17,699    | 354.6% | 84       | -83.9% | 0          | NA | 84              | -83.9% | 17,783    | 302.9% |
| MORLEYS OF BRIXTON (OPND 11/2012)           | 8,035    | 190.6% | 0        | NA | 4,085   | 132.1% | 232      | -67.1% | 0      | NA     | 1,699  | 156.6% | 0       | NA     | 0         | NA | 14,051    | 138.4% | 710      | 4.1%   | 0          | NA | 710             | 4.1%   | 14,761    | 124.5% |
| OLDRIDS BOSTON (OPND 02/2012)               | 8,218    | -4.3%  | 0        | NA | 5,541   | -34.7% | 603      | -65.2% | 0      | NA     | 1,040  | -53.9% | 103     | -66.9% | 0         | NA | 15,505    | -27.5% | 774      | -27.8% | 0          | NA | 774             | -27.8% | 16,279    | -27.5% |
| PEARSONS ENFIELD                            | 7,407    | 17.7%  | 0        | NA | 6,473   | -7.4%  | 214      | -76.4% | 0      | NA     | 1,082  | -40.1% | 0       | NA     | 0         | NA | 15,176    | -5.1%  | 746      | -40.8% | 0          | NA | 746             | -40.8% | 15,922    | -7.7%  |
| 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)                 | 1,188    | -0.9%  | 0        | NA | 2,050   | 96.5%  | 22       | -90.1% | 0      | NA     | 185    | -60.0% | 0       | NA     | 0         | NA | 3,445     | 17.7%  | 309      | -34.1% | 0          | NA | 309             | -34.1% | 3,754     | 10.6%  |
| SCENTSATIONS OF TROON                       | 1,825    | -2.7%  | 0        | NA | 654     | -45.2% | 106      | 49.3%  | 0      | NA     | 193    | 5.5%   | 0       | NA     | 0         | NA | 2,778     | -16.4% | 122      | -88.0% | 0          | NA | 122             | -88.0% | 2,900     | -33.1% |
| SLAP IT ON (CLSD 08/2013)                   | 647      | -76.1% | 0        | NA | 409     | -77.7% | 22       | -80.0% | 0      | NA     | 60     | -87.8% | 0       | NA     | 0         | NA | 1,138     | -78.5% | 0        | NA     | 0          | NA | 0               | NA     | 1,138     | -79.4% |
| THE HOUSE OF FRAGRANCE (CLSD 10/2011)       | 0        | NA     | 0        | NA | 0       | NA     | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 0         | NA     | 0        | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| THE ROYAL PERFUMERY WIGAN (OPND 08/2012)    | 4,727    | 25.5%  | 0        | NA | 9,024   | 184.9% | 628      | 43.1%  | 0      | NA     | 463    | -22.4% | 0       | NA     | 0         | NA | 14,842    | 84.6%  | 295      | -64.1% | 0          | NA | 295             | -64.1% | 15,137    | 70.8%  |
| TOTNES PERFUMERY (OPND 01/2012)             | 832      | -69.5% | 0        | NA | 588     | -58.4% | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 1,420     | -71.6% | 255      | -70.4% | 0          | NA | 255             | -70.4% | 1,675     | -71.4% |
| VITALTONE PHARMACY CATERHAM (OPND 03/2012)  | 1,044    | -43.5% | 0        | NA | 1,022   | -13.0% | 123      | -76.3% | 0      | NA     | 2      | -99.7% | 0       | NA     | 0         | NA | 2,191     | -48.3% | 444      | -43.5% | 0          | NA | 444             | -43.5% | 2,635     | -47.6% |
| HARRODS HEAD OFFICE ACCOUNT                 | (21,087) | NA     | (933)    | NA | (396)   | NA     | (23,362) | NA     | 0      | NA     | (176)  | NA     | 0       | NA     | 0         | NA | (45,954)  | NA     | (19,241) | NA     | (1,848)    | NA | (21,089)        | NA     | (67,043)  | NA     |
| OTHERS                                      | 206      | 110.2% | 0        | NA | 406     | -38.7% | 79       | -69.7% | (105)  | NA     | 49     | -70.3% | 68      | 94.3%  | 0         | NA | 703       | -78.2% | 0        | NA     | (70)       | NA | (70)            | NA     | 633       | -84.2% |
| TOTAL                                       | 311,937  | 27.5%  | (933)    | NA | 267,897 | 61.2%  | 88,550   | 71.7%  | 16,187 | -57.6% | 53,830 | 14.7%  | 8,089   | 9.0%   | 0         | NA | 745,557   | 37.2%  | 11,213   | -88.4% | (13,047)   | NA | (1,834)         | NA     | 743,723   | 13.5%  |

|              |         |       |       |    |         |       |        |        |        |        |        |       |       |       |   |    |         |       |       |        |          |    |         |    |         |       |
|--------------|---------|-------|-------|----|---------|-------|--------|--------|--------|--------|--------|-------|-------|-------|---|----|---------|-------|-------|--------|----------|----|---------|----|---------|-------|
| LIKE ON LIKE | 217,916 | 41.5% | (933) | NA | 186,036 | 74.5% | 83,243 | 101.6% | 16,187 | -57.6% | 41,291 | 40.0% | 7,449 | 37.5% | 0 | NA | 551,189 | 51.8% | 3,295 | -95.9% | (13,047) | NA | (9,752) | NA | 541,437 | 17.9% |
|--------------|---------|-------|-------|----|---------|-------|--------|--------|--------|--------|--------|-------|-------|-------|---|----|---------|-------|-------|--------|----------|----|---------|----|---------|-------|

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| STORE:                                      | ANGEL   |        | INNOCENT |        | ALIEN   |        | WOMANITY |        | MIRROR |        | A*MEN  |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA   |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|---------------------------------------------|---------|--------|----------|--------|---------|--------|----------|--------|--------|--------|--------|--------|---------|--------|-----------|----|-----------|--------|--------|--------|------------|----|-----------------|--------|-----------|--------|
|                                             | 2013    | %      | 2013     | %      | 2013    | %      | 2013     | %      | 2013   | %      | 2013   | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013   | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| ALLDERS CROYDON (CLSD 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     |
| AU CAPRICE GUERNSEY (CLSD 03/2013)          | 555     | -94.6% | 79       | 295.0% | 463     | -91.2% | 36       | -96.1% | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 1,133     | -93.6% | 35     | -97.3% | 0          | NA | 35              | -97.3% | 1,168     | -93.9% |
| AU CAPRICE JERSEY (CLSD 03/2013)            | 644     | -96.2% | 105      | NA     | 520     | -94.9% | 75       | -95.2% | 0      | NA     | 214    | -91.7% | 104     | -86.1% | 0         | NA | 1,662     | -94.8% | 129    | -91.3% | 0          | NA | 129             | -91.3% | 1,791     | -94.6% |
| AUSTINS OF NEWTON ABBOT (OPND 09/2012)      | 3,490   | 123.1% | 0        | NA     | 2,420   | 324.6% | 343      | NA     | 0      | NA     | 477    | 168.0% | 31      | NA     | 0         | NA | 6,761     | 192.4% | 506    | 716.1% | 0          | NA | 506             | 716.1% | 7,267     | 206.1% |
| BANBURY'S DEPT STORE (OPND 03/2012)         | 7,411   | -6.8%  | 0        | NA     | 6,756   | 74.0%  | 1,016    | 190.3% | 0      | NA     | 942    | 109.3% | 36      | NA     | 0         | NA | 16,161    | 27.9%  | 1,246  | 149.2% | 0          | NA | 1,246           | 149.2% | 17,407    | 32.5%  |
| BARKERS NORTH ALLERTON (OPND 10/2013)       | 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     |
| BROWNS BEVERLEY                             | 19,682  | 25.8%  | 0        | NA     | 0       | NA     | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 19,682    | 17.4%  | 0      | NA     | 0          | NA | 0               | NA     | 19,682    | 15.7%  |
| BROWNS GAINSBOROUGH (OPND 08/2012)          | 13,561  | 126.8% | 0        | NA     | 0       | NA     | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 13,561    | 126.8% | 0      | NA     | 0          | NA | 0               | NA     | 13,561    | 126.8% |
| BROWNS YORK                                 | 16,148  | 6.6%   | 0        | NA     | 0       | NA     | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 16,148    | 0.4%   | 0      | NA     | 0          | NA | 0               | NA     | 16,148    | -0.8%  |
| CAMP HOPSON NEWBURY (OPND 06/2012)          | 2,780   | 42.3%  | 0        | NA     | 1,766   | 32.0%  | 278      | -6.4%  | 0      | NA     | 162    | 2.5%   | 0       | NA     | 0         | NA | 4,986     | 33.1%  | 269    | NA     | 0          | NA | 269             | NA     | 5,255     | 40.2%  |
| CAMPBELLS CHEMIST (OPND 11/2012)            | 3,422   | 257.9% | 0        | NA     | 2,109   | 285.6% | 317      | 30.5%  | 0      | NA     | 299    | 196.0% | 5       | -87.8% | 0         | NA | 6,152     | 225.8% | 388    | 113.2% | 0          | NA | 388             | 113.2% | 6,540     | 215.9% |
| CENTRAL PHARMACY E-COM (OPND 01/2013)       | 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                    | 123,300 | 43.5%  | 0        | NA     | 115,755 | 49.5%  | 15,274   | 32.3%  | 0      | NA     | 15,650 | 58.1%  | 2,096   | 190.3% | 0         | NA | 272,075   | 46.6%  | 4,354  | -45.4% | 0          | NA | 4,354           | -45.4% | 276,429   | 42.8%  |
| CHAVE & JACKSON (OPND 01/2013)              | 9,510   | NA     | 0        | NA     | 507     | NA     | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 10,017    | NA     | 147    | NA     | 0          | NA | 147             | NA     | 10,164    | NA     |
| DE GRUCHY JERSEY                            | 9,743   | 67.7%  | 0        | NA     | 8,052   | 178.1% | 1,212    | -5.8%  | 0      | NA     | 1,129  | 110.6% | 32      | -85.0% | 0         | NA | 20,168    | 87.7%  | 1,488  | 54.2%  | 0          | NA | 1,488           | 54.2%  | 21,656    | 85.0%  |
| DEAN & SMEDLEY PHARMACY (OPND 11/2012)      | 7,647   | NA     | 0        | NA     | 0       | NA     | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 7,647     | NA     | 0      | NA     | 0          | NA | 0               | NA     | 7,647     | NA     |
| DOWNTOWN SUPERSTORE GRANTHAM (OPND 09/2012) | 15,035  | NA     | 0        | NA     | 479     | NA     | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 15,514    | NA     | 0      | NA     | 0          | NA | 0               | NA     | 15,514    | NA     |
| ELYS WIMBLEDON (OPND 09/2013)               | 3,080   | NA     | 0        | NA     | 260     | NA     | 39       | NA     | 0      | NA     | 38     | NA     | 0       | NA     | 0         | NA | 3,417     | NA     | 47     | NA     | 0          | NA | 47              | NA     | 3,464     | NA     |
| ELYSIAN EPPING (CLSD 08/2013)               | 1,603   | -67.3% | 0        | NA     | 1,792   | -61.2% | 428      | -60.5% | 0      | NA     | 366    | -66.5% | 0       | NA     | 0         | NA | 4,189     | -64.2% | 373    | -80.1% | 0          | NA | 373             | -80.1% | 4,562     | -66.4% |
| ERINS PERFUMES (OPND 12/2012)               | 3,799   | NA     | 0        | NA     | 493     | NA     | 74       | NA     | 0      | NA     | 68     | NA     | 4       | NA     | 0         | NA | 4,438     | NA     | 90     | NA     | 0          | NA | 90              | NA     | 4,528     | NA     |
| HARRODS                                     | 156,288 | -2.1%  | 0        | NA     | 129,805 | 22.1%  | 58,730   | -23.0% | 45,986 | -25.2% | 40,408 | 34.8%  | 2,799   | -16.1% | 0         | NA | 434,016   | -5.8%  | 64,828 | -7.2%  | 0          | NA | 64,828          | -10.1% | 498,844   | -6.4%  |
| HILLS DEPARTMENT STORE (OPND 06/2013)       | 5,986   | NA     | 0        | NA     | 2,849   | NA     | 429      | NA     | 0      | NA     | 395    | NA     | 17      | NA     | 0         | NA | 9,676     | NA     | 526    | NA     | 0          | NA | 526             | NA     | 10,202    | NA     |
| HOOPERS HARROGATE                           | 9,330   | -24.0% | 0        | NA     | 0       | NA     | 0        | NA     | 0      | NA     | 257    | 51.2%  | 0       | NA     | 0         | NA | 9,587     | -23.0% | 0      | NA     | 0          | NA | 0               | NA     | 9,587     | -23.0% |
| HOOPERS WILMSLOW (OPND 05/2012)             | 5,069   | -20.2% | 0        | NA     | 31      | NA     | 0        | NA     | 0      | NA     | 73     | -85.9% | 0       | NA     | 0         | NA | 5,173     | -24.7% | 0      | NA     | 0          | NA | 0               | NA     | 5,173     | -24.7% |
| JAMES LEIGH LTD (OPND 08/2012)              | 8,385   | 126.4% | 0        | NA     | 7,184   | 136.2% | 1,679    | 100.8% | 0      | NA     | 2,590  | 86.6%  | 0       | NA     | 0         | NA | 19,838    | 121.2% | 1,816  | 41.7%  | 0          | NA | 1,816           | 41.7%  | 21,654    | 111.2% |
| JARROLDS NORWICH                            | 8,307   | -27.4% | 0        | NA     | 4,959   | 160.6% | 736      | -12.9% | 0      | NA     | 519    | 6.1%   | 20      | -85.8% | 0         | NA | 14,541    | -1.9%  | 1,048  | 65.3%  | 0          | NA | 1,048           | 65.3%  | 15,589    | 0.8%   |
| JR TAYLOR ST ANNES (OPND 11/2012)           | 8,372   | 753.4% | 0        | NA     | 3,292   | 323.1% | 495      | 518.8% | 0      | NA     | 477    | NA     | 0       | NA     | 0         | NA | 12,636    | 580.1% | 606    | 49.3%  | 0          | NA | 606             | 49.3%  | 13,242    | 484.9% |
| JT LLOYDS BURNLEY (OPND 01/2013)            | 19,396  | NA     | 0        | NA     | 8,483   | NA     | 1,277    | NA     | 0      | NA     | 1,184  | NA     | 44      | NA     | 0         | NA | 30,384    | NA     | 1,561  | NA     | 0          | NA | 1,561           | NA     | 31,945    | NA     |
| LANDY'S CHEMIST LONDON (OPND 10/2012)       | 10,902  | NA     | 0        | NA     | 8,616   | NA     | 1,302    | 994.1% | 0      | NA     | 1,208  | 998.2% | 45      | NA     | 0         | NA | 22,073    | NA     | 1,530  | NA     | 0          | NA | 1,530           | NA     | 23,603    | NA     |
| MORLEYS OF BRIXTON (OPND 11/2012)           | 11,166  | 271.2% | 0        | NA     | 7,667   | 376.5% | 1,156    | 61.7%  | 0      | NA     | 1,065  | 257.4% | 47      | -60.5% | 0         | NA | 21,101    | 267.0% | 1,412  | 163.4% | 0          | NA | 1,412           | 163.4% | 22,513    | 258.2% |
| OLDRIDS BOSTON (OPND 02/2012)               | 25,220  | NA     | 0        | NA     | 2,655   | NA     | 278      | NA     | 0      | NA     | 262    | NA     | 0       | NA     | 0         | NA | 28,415    | NA     | 344    | NA     | 0          | NA | 344             | NA     | 28,759    | NA     |
| PEARSONS ENFIELD                            | 13,067  | 3.7%   | 0        | NA     | 9,270   | 17.0%  | 1,396    | -54.6% | 0      | NA     | 1,290  | 0.6%   | 48      | -90.6% | 0         | NA | 25,071    | -1.3%  | 1,710  | -25.8% | 0          | NA | 1,710           | -25.8% | 26,781    | -3.3%  |
| 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)                 | 6,435   | NA     | 0        | NA     | 1,081   | NA     | 0        | NA     | 0      | NA     | 99     | NA     | 0       | NA     | 0         | NA | 7,615     | NA     | 0      | NA     | 0          | NA | 0               | NA     | 7,615     | NA     |
| SCENTSATIONS OF TROON                       | 4,194   | 3.4%   | 0        | NA     | 1,650   | 741.8% | 221      | 154.0% | 0      | NA     | 202    | 461.1% | 9       | -40.0% | 0         | NA | 6,276     | 42.9%  | 645    | -11.0% | 0          | NA | 645             | -11.0% | 6,921     | 35.3%  |
| SLAP IT ON (CLSD 08/2013)                   | 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)          | 1,570   | -49.5% | 0        | NA     | 1,259   | -73.2% | 171      | -63.7% | 0      | NA     | 154    | -71.3% | 10      | -41.2% | 0         | NA | 3,164     | -64.2% | 209    | -9.1%  | 0          | NA | 209             | -9.1%  | 3,373     | -62.8% |
| TOTNES PERFUMERY (01/2012)                  | 2,146   | 6.1%   | 0        | NA     | 783     | 1.0%   | 290      | -44.6% | 0      | NA     | 129    | 214.6% | 0       | NA     | 0         | NA | 3,348     | -0.4%  | 715    | 124.1% | 0          | NA | 715             | 124.1% | 4,063     | 10.4%  |
| VITALTONE PHARMACY CATERHAM (OPND 03/2012)  | 2,385   | 34.2%  | 0        | NA     | 1,089   | 21.3%  | 236      | -36.7% | 0      | NA     | 267    | 18.1%  | 19      | -38.7% | 0         | NA | 3,996     | 20.9%  | 472    | -29.4% | 0          | NA | 472             | -29.4% | 4,468     | 12.4%  |
| 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                                       | 539,628 | 29.4%  | 184      | -99.1% | 332,045 | 33.6%  | 87,488   | -16.5% | 45,986 | -25.2% | 69,924 | 23.0%  | 5,366   | -23.0% | 0         | NA | 1,080,621 | 17.5%  | 86,494 | -9.8%  | 0          | NA | 86,494          | -12.0% | 1,167,115 | 14.6%  |

|              |         |       |   |    |         |       |        |        |        |        |        |       |       |      |   |    |         |      |        |        |   |    |        |        |         |      |
|--------------|---------|-------|---|----|---------|-------|--------|--------|--------|--------|--------|-------|-------|------|---|----|---------|------|--------|--------|---|----|--------|--------|---------|------|
| LIKE ON LIKE | 360,059 | 11.6% | 0 | NA | 269,491 | 36.2% | 77,569 | -17.2% | 45,986 | -25.2% | 59,455 | 39.5% | 5,004 | 0.3% | 0 | NA | 817,564 | 9.4% | 74,073 | -10.7% | 0 | NA | 74,073 | -13.0% | 891,637 | 7.1% |
|--------------|---------|-------|---|----|---------|-------|--------|--------|--------|--------|--------|-------|-------|------|---|----|---------|------|--------|--------|---|----|--------|--------|---------|------|

DECEMBER 2013

CLARINS FRAGRANCE GROUP  
STORE GROUP REPORT

INDEPENDENT GROUP

MONTH - TRADE  
2013 vs 2012

| STORE:                                      | ANGEL  |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |    | A*MEN  |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA  |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|---------------------------------------------|--------|--------|----------|----|--------|--------|----------|--------|--------|----|--------|--------|---------|--------|-----------|----|-----------|--------|-------|--------|------------|----|-----------------|--------|-----------|--------|
|                                             | 2013   | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013  | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| ALLDERS CROYDON (CLSD 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     |
| AU CAPRICE GUERNSEY (CLSD 03/2013)          | 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 JERSEY (CLSD 03/2013)            | 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     |
| 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     |
| BANBURYS DEPT STORE (OPND 03/2012)          | 1,375  | 63.9%  | 0        | NA | 763    | 263.3% | 130      | 100.0% | 0      | NA | 171    | NA     | 0       | NA     | 0         | NA | 2,439     | 118.9% | 0     | NA     | 0          | NA | 0               | NA     | 2,439     | 118.9% |
| BARKERS NORTH ALLERTON (OPND 10/2013)       | 1,370  | NA     | 0        | NA | 870    | NA     | 0        | NA     | 0      | NA | 130    | NA     | 0       | NA     | 0         | NA | 2,370     | NA     | 0     | NA     | 0          | NA | 0               | NA     | 2,370     | NA     |
| BROWNS BEVERLEY                             | 609    | -10.4% | 0        | NA | 305    | 797.1% | 0        | NA     | 0      | NA | 169    | NA     | 0       | NA     | 0         | NA | 1,083     | 51.7%  | 0     | NA     | 0          | NA | 0               | NA     | 1,083     | 51.7%  |
| BROWNS GAINSBOROUGH (OPND 08/2012)          | 341    | 19.6%  | 0        | NA | 593    | 128.1% | 0        | NA     | 0      | NA | 27     | NA     | 0       | NA     | 0         | NA | 961       | 76.3%  | 0     | NA     | 0          | NA | 0               | NA     | 961       | 76.3%  |
| BROWNS YORK                                 | 377    | 239.6% | 0        | NA | 340    | 0.6%   | 347      | NA     | 0      | NA | 145    | NA     | 0       | NA     | 0         | NA | 1,209     | 169.3% | 0     | NA     | 0          | NA | 0               | NA     | 1,209     | 169.3% |
| 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)            | 193    | NA     | 0        | NA | 71     | NA     | 0        | NA     | 0      | NA | 63     | NA     | 34      | NA     | 0         | NA | 361       | NA     | 0     | NA     | 0          | NA | 0               | NA     | 361       | NA     |
| CENTRAL PHARMACY E-COM (OPND 01/2013)       | 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                    | 16,976 | 212.8% | 0        | NA | 25,528 | 244.0% | 742      | NA     | 0      | NA | 1,190  | 152.1% | 276     | 961.5% | 0         | NA | 44,712    | 233.8% | 516   | -2.1%  | 0          | NA | 516             | -2.1%  | 45,228    | 224.9% |
| CHAVE & JACKSON (OPND 01/2013)              | 240    | NA     | 0        | NA | 533    | NA     | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 773       | NA     | 0     | NA     | 0          | NA | 0               | NA     | 773       | NA     |
| DE GRUCHY JERSEY                            | 88     | NA     | 0        | NA | 107    | NA     | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 195       | NA     | 0     | NA     | 0          | NA | 0               | NA     | 195       | NA     |
| 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     |
| ELYS WIMBLEDON (OPND 09/2013)               | 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 (CLSD 08/2013)               | 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     |
| 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                                     | 3,258  | -12.6% | 0        | NA | 4,836  | 402.7% | 61,200   | NA     | 0      | NA | 10,618 | NA     | 624     | NA     | 0         | NA | 80,536    | NA     | 431   | NA     | 0          | NA | 431             | NA     | 80,967    | NA     |
| HILLS DEPARTMENT STORE                      | 168    | NA     | 0        | NA | 141    | NA     | 0        | NA     | 0      | NA | 0      | NA     | 103     | NA     | 0         | NA | 412       | NA     | 0     | NA     | 0          | NA | 0               | NA     | 412       | NA     |
| HOOPERS HARROGATE                           | 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     |
| 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)              | 257    | -55.8% | 0        | NA | 226    | -12.1% | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 483       | -60.5% | 0     | NA     | 0          | NA | 0               | NA     | 483       | -65.4% |
| JARROLD'S NORWICH                           | 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     |
| JR TAYLOR ST ANNES (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     |
| JT LLOYDS BURNLEY (OPND 01/2013)            | 1,003  | NA     | 0        | NA | 1,720  | NA     | 222      | NA     | 0      | NA | 23     | NA     | 0       | NA     | 0         | NA | 2,968     | NA     | 0     | NA     | 0          | NA | 0               | NA     | 2,968     | NA     |
| LANDYS CHEMIST LONDON (OPND 10/2012)        | 2,592  | NA     | 0        | NA | 2,377  | NA     | 56       | NA     | 0      | NA | 563    | NA     | 34      | NA     | 0         | NA | 5,622     | NA     | 0     | NA     | 0          | NA | 0               | NA     | 5,622     | NA     |
| MORLEYS OF BRIXTON (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     |
| OLDRIDS BOSTON (OPND 02/2012)               | 2,017  | NA     | 0        | NA | 396    | NA     | 166      | NA     | 0      | NA | 334    | NA     | 103     | NA     | 0         | NA | 3,016     | NA     | 146   | NA     | 0          | NA | 146             | NA     | 3,162     | NA     |
| PEARSONS ENFIELD                            | 0      | NA     | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 0         | NA     | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| BEAUTYLASE                                  | 0      | NA     | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 0         | NA     | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SCENT BOSTON (OPND 10/2012)                 | 444    | 753.8% | 0        | NA | 218    | 25.3%  | 0        | NA     | 0      | NA | 22     | -88.4% | 0       | NA     | 0         | NA | 684       | 64.8%  | 0     | NA     | 0          | NA | 0               | NA     | 684       | 31.0%  |
| SCENTATIONS OF TROON                        | 766    | 17.5%  | 0        | NA | 169    | -32.7% | 56       | NA     | 0      | NA | 69     | NA     | 0       | NA     | 0         | NA | 1,060     | 17.4%  | 24    | -57.9% | 0          | NA | 24              | -57.9% | 1,084     | 12.9%  |
| SLAP IT ON (CLSD 08/2013)                   | 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)          | 1,594  | 55.7%  | 0        | NA | 3,401  | 510.6% | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 4,995     | 215.9% | 0     | NA     | 0          | NA | 0               | NA     | 4,995     | 215.9% |
| 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                                      | 54     | 22.7%  | 0        | NA | 192    | -5.0%  | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 246       | -89.3% | 0     | NA     | 0          | NA | 0               | NA     | 246       | -91.0% |
| TOTAL                                       | 33,722 | 60.7%  | 0        | NA | 42,786 | 205.4% | 62,919   | NA     | 0      | NA | 13,524 | 481.7% | 1,174   | 629.2% | 0         | NA | 154,125   | 273.7% | 1,117 | -46.1% | 0          | NA | 1,117           | -49.5% | 155,242   | 257.3% |

|              |        |       |   |    |        |        |        |    |   |    |        |    |     |    |   |    |         |        |     |      |   |    |     |       |         |        |
|--------------|--------|-------|---|----|--------|--------|--------|----|---|----|--------|----|-----|----|---|----|---------|--------|-----|------|---|----|-----|-------|---------|--------|
| LIKE ON LIKE | 22,128 | 93.8% | 0 | NA | 31,477 | 230.8% | 62,345 | NA | 0 | NA | 12,191 | NA | 900 | NA | 0 | NA | 129,041 | 428.4% | 971 | 6.5% | 0 | NA | 971 | -7.5% | 130,012 | 410.5% |
|--------------|--------|-------|---|----|--------|--------|--------|----|---|----|--------|----|-----|----|---|----|---------|--------|-----|------|---|----|-----|-------|---------|--------|

DECEMBER 2013

# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

INDEPENDENT GROUP

MONTH - RETAIL  
2013 vs 2012

| STORE:                                      | ANGEL   |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |        | A*MEN  |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA   |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|---------------------------------------------|---------|--------|----------|----|--------|--------|----------|--------|--------|--------|--------|--------|---------|--------|-----------|----|-----------|--------|--------|--------|------------|----|-----------------|--------|-----------|--------|
|                                             | 2013    | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %      | 2013   | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013   | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| ALLDERS CROYDON (CLSD 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     |
| AU CAPRICE GUERNSEY (CLSD 03/2013)          | 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 JERSEY (CLSD 03/2013)            | 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     |
| AUSTINS OF NEWTON ABBOT (OPND 09/2012)      | 1,376   | 25.1%  | 0        | NA | 774    | 320.7% | 113      | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 2,263     | 63.9%  | 142    | 129.0% | 0          | NA | 142             | 129.0% | 2,405     | 66.7%  |
| BANBURY'S DEPT STORE (OPND 03/2012)         | 1,618   | -77.2% | 0        | NA | 1,475  | -62.0% | 222      | -36.6% | 0      | NA     | 202    | -55.1% | 11      | NA     | 0         | NA | 3,528     | -70.1% | 272    | -45.6% | 0          | NA | 272             | -45.6% | 3,800     | -69.1% |
| BARKERS NORTH ALLERTON (OPND 10/2013)       | 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     |
| BROWNS BEVERLEY                             | 3,890   | 1.4%   | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 3,890     | 1.4%   | 0      | NA     | 0          | NA | 0               | NA     | 3,890     | 1.4%   |
| BROWNS GAINSBOROUGH (OPND 08/2012)          | 4,176   | 46.5%  | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 4,176     | 46.5%  | 0      | NA     | 0          | NA | 0               | NA     | 4,176     | 46.5%  |
| BROWNS YORK                                 | 3,498   | -9.0%  | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 3,498     | -9.0%  | 0      | NA     | 0          | NA | 0               | NA     | 3,498     | -9.0%  |
| CAMP HOPSON NEWBURY (OPND 06/2012)          | 483     | -50.4% | 0        | NA | 440    | 29.4%  | 66       | -35.3% | 0      | NA     | 63     | -10.0% | 0       | NA     | 0         | NA | 1,052     | -29.2% | 81     | NA     | 0          | NA | 81              | NA     | 1,133     | -23.8% |
| CAMPBELLS CHEMIST (OPND 11/2012)            | 679     | -29.0% | 0        | NA | 619    | 13.2%  | 93       | -61.7% | 0      | NA     | 85     | -15.8% | 5       | -87.8% | 0         | NA | 1,481     | -21.6% | 113    | -37.9% | 0          | NA | 113             | -37.9% | 1,594     | -23.0% |
| CENTRAL PHARMACY E-COM (OPND 01/2013)       | 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                    | 48,566  | 101.4% | 0        | NA | 43,779 | 97.7%  | 6,594    | 115.9% | 0      | NA     | 6,008  | 116.0% | 327     | 115.1% | 0         | NA | 105,274   | 101.5% | 1,105  | -30.6% | 0          | NA | 1,105           | -30.6% | 106,379   | 97.6%  |
| CHAVE & JACKSON (OPND 01/2013)              | 3,860   | NA     | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 3,860     | NA     | 0      | NA     | 0          | NA | 0               | NA     | 3,860     | NA     |
| DE GRUCHY JERSEY                            | 1,989   | 74.0%  | 0        | NA | 1,813  | 164.3% | 273      | -10.5% | 0      | NA     | 249    | 96.1%  | 14      | -72.5% | 0         | NA | 4,338     | 87.6%  | 334    | 45.9%  | 0          | NA | 334             | 45.9%  | 4,672     | 83.9%  |
| DEAN & SMEDLEY PHARMACY (OPND 11/2012)      | 2,712   | NA     | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 2,712     | NA     | 0      | NA     | 0          | NA | 0               | NA     | 2,712     | NA     |
| DOWNTOWN SUPERSTORE GRANTHAM (OPND 09/2012) | 5,307   | NA     | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 5,307     | NA     | 0      | NA     | 0          | NA | 0               | NA     | 5,307     | NA     |
| ELYS WIMBLEDON (OPND 09/2013)               | 2,355   | NA     | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 2,355     | NA     | 0      | NA     | 0          | NA | 0               | NA     | 2,355     | NA     |
| ELYSIAN EPPING (CLSD 08/2013)               | 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     |
| ERINS PERFUMES (OPND 12/2012)               | 541     | NA     | 0        | NA | 493    | NA     | 74       | NA     | 0      | NA     | 68     | NA     | 4       | NA     | 0         | NA | 1,180     | NA     | 90     | NA     | 0          | NA | 90              | NA     | 1,270     | NA     |
| HARRODS                                     | 57,561  | 9.5%   | 0        | NA | 27,420 | 115.5% | 17,896   | 9.8%   | 480    | -85.3% | 8,109  | 75.3%  | 442     | 179.7% | 0         | NA | 111,908   | 21.3%  | 11,260 | -17.3% | 0          | NA | 11,260          | -17.9% | 123,168   | 16.2%  |
| HILLS DEPARTMENT STORE                      | 2,000   | NA     | 0        | NA | 1,823  | NA     | 275      | NA     | 0      | NA     | 250    | NA     | 14      | NA     | 0         | NA | 4,362     | NA     | 336    | NA     | 0          | NA | 336             | NA     | 4,698     | NA     |
| HOOPERS HARROGATE                           | 2,091   | -38.2% | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA     | 222    | 128.9% | 0       | NA     | 0         | NA | 2,313     | -33.6% | 0      | NA     | 0          | NA | 0               | NA     | 2,313     | -33.6% |
| 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)              | 2,500   | 8.6%   | 0        | NA | 2,100  | 9.0%   | 495      | 9.3%   | 0      | NA     | 750    | 1.6%   | 0       | NA     | 0         | NA | 5,845     | 7.8%   | 690    | -11.2% | 0          | NA | 690             | -11.2% | 6,535     | 5.4%   |
| JARROLDS NORWICH                            | 1,728   | -23.7% | 0        | NA | 1,791  | 31.8%  | 237      | -60.8% | 0      | NA     | 117    | -53.6% | 0       | NA     | 0         | NA | 3,873     | -15.5% | 302    | -33.3% | 0          | NA | 302             | -33.3% | 4,175     | -17.1% |
| JR TAYLOR ST ANNES (OPND 11/2012)           | 3,200   | 226.2% | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 3,200     | 72.2%  | 0      | NA     | 0          | NA | 0               | NA     | 3,200     | 41.3%  |
| JT LLOYDS BURNLEY (OPND 01/2013)            | 5,308   | NA     | 0        | NA | 4,838  | NA     | 729      | NA     | 0      | NA     | 664    | NA     | 36      | NA     | 0         | NA | 11,575    | NA     | 891    | NA     | 0          | NA | 891             | NA     | 12,466    | NA     |
| LANDYS CHEMIST LONDON (OPND 10/2012)        | 2,744   | NA     | 0        | NA | 2,501  | NA     | 377      | NA     | 0      | NA     | 343    | NA     | 19      | NA     | 0         | NA | 5,984     | NA     | 460    | NA     | 0          | NA | 460             | NA     | 6,444     | NA     |
| MORLEYS OF BRIXTON (OPND 11/2012)           | 3,071   | 14.5%  | 0        | NA | 1,582  | -1.7%  | 238      | -66.7% | 0      | NA     | 217    | -27.2% | 12      | -89.9% | 0         | NA | 5,120     | -5.6%  | 291    | -45.7% | 0          | NA | 291             | -45.7% | 5,411     | -9.2%  |
| OLDRIDS BOSTON (OPND 02/2012)               | 10,388  | NA     | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA     | 0      | NA     | 0       | NA     | 0         | NA | 10,388    | NA     | 0      | NA     | 0          | NA | 0               | NA     | 10,388    | NA     |
| PEARSONS ENFIELD                            | 3,424   | 11.1%  | 0        | NA | 2,484  | 34.4%  | 374      | -54.5% | 0      | NA     | 350    | 2.3%   | 8       | -94.2% | 0         | NA | 6,640     | 6.6%   | 457    | -25.8% | 0          | NA | 457             | -25.8% | 7,097     | 3.7%   |
| 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)                 | 760     | NA     | 0        | NA | 585    | NA     | 0        | NA     | 0      | NA     | 99     | NA     | 0       | NA     | 0         | NA | 1,444     | NA     | 0      | NA     | 0          | NA | 0               | NA     | 1,444     | NA     |
| SCENTSATIONS OF TROON                       | 1,298   | 6.3%   | 0        | NA | 1,401  | NA     | 178      | NA     | 0      | NA     | 162    | NA     | 9       | NA     | 0         | NA | 3,048     | 149.6% | 118    | 31.1%  | 0          | NA | 118             | 31.1%  | 3,166     | 141.5% |
| SLAP IT ON (CLSD 08/2013)                   | 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)          | 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     |
| TOTNES PERFUMERY (01/2012)                  | 359     | 2.0%   | 0        | NA | 147    | -24.6% | 0        | NA     | 0      | NA     | 28     | NA     | 0       | NA     | 0         | NA | 534       | -9.5%  | 72     | 60.0%  | 0          | NA | 72              | 60.0%  | 606       | -4.6%  |
| VITALTONE PHARMACY CATERHAM (OPND 03/2012)  | 996     | 21.0%  | 0        | NA | 509    | 25.7%  | 0        | NA     | 0      | NA     | 111    | -5.1%  | 19      | -38.7% | 0         | NA | 1,635     | -0.7%  | 59     | -80.1% | 0          | NA | 59              | -80.1% | 1,694     | -12.9% |
| 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                                       | 178,478 | 40.1%  | 0        | NA | 96,574 | 71.7%  | 28,234   | 16.0%  | 480    | -85.3% | 18,097 | 57.8%  | 920     | 7.4%   | 0         | NA | 322,783   | 42.7%  | 17,073 | -16.7% | 0          | NA | 17,073          | -17.1% | 339,856   | 37.7%  |

|              |         |       |   |    |        |        |        |       |     |        |        |       |     |       |   |    |         |       |        |        |   |    |        |        |         |       |
|--------------|---------|-------|---|----|--------|--------|--------|-------|-----|--------|--------|-------|-----|-------|---|----|---------|-------|--------|--------|---|----|--------|--------|---------|-------|
| LIKE ON LIKE | 124,045 | 29.9% | 0 | NA | 78,688 | 103.0% | 25,552 | 21.2% | 480 | -85.3% | 15,217 | 85.0% | 800 | 33.6% | 0 | NA | 244,782 | 44.0% | 13,576 | -18.2% | 0 | NA | 13,576 | -18.7% | 258,358 | 38.4% |
|--------------|---------|-------|---|----|--------|--------|--------|-------|-----|--------|--------|-------|-----|-------|---|----|---------|-------|--------|--------|---|----|--------|--------|---------|-------|

NUMBER OF DOORS 34

DECEMBER 2013 YTD

HARRODS

CLARINS FRAGRANCE REPORT  
STORE GROUP REPORT

YEAR TO DATE - TRADE  
2013 vs 2012

| STORE:                      | ANGEL    |       | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |        | A*MEN  |       | COLOGNE |        | MINITURES |    | TMP TOTAL |       | AURA     |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |       |
|-----------------------------|----------|-------|----------|----|--------|--------|----------|--------|--------|--------|--------|-------|---------|--------|-----------|----|-----------|-------|----------|--------|------------|----|-----------------|--------|-----------|-------|
|                             | 2013     | %     | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %      | 2013   | %     | 2013    | %      | 2013      | %  | 2013      | %     | 2013     | %      | 2013       | %  | 2013            | %      | 2013      | %     |
| HARRODS                     | 142,528  | 36.8% | 0        | NA | 85,698 | 47.5%  | 100,414  | 65.3%  | 16,292 | -55.0% | 29,953 | 43.2% | 1,593   | -16.7% | 0         | NA | 376,478   | 33.5% | 18,274   | -78.1% | (11,129)   | NA | 7,145           | -92.8% | 383,623   | 0.7%  |
| HARRODS HEAD OFFICE ACCOUNT | (21,087) | NA    | (933)    | NA | (396)  | NA     | (23,362) | NA     | 0      | NA     | (176)  | NA    | 0       | NA     | 0         | NA | (45,954)  | NA    | (19,241) | NA     | (1,848)    | NA | (21,089)        | NA     | (67,043)  | NA    |
| TOTAL                       | 121,441  | 54.5% | (933)    | NA | 85,302 | 118.3% | 77,052   | 136.6% | 16,292 | -55.0% | 29,777 | 66.0% | 1,593   | -16.7% | 0         | NA | 330,524   | 70.0% | (967)    | NA     | (12,977)   | NA | (13,944)        | NA     | 316,580   | 12.8% |

YEAR TO DATE - RETAIL  
2013 vs 2012

| STORE:                      | ANGEL   |       | INNOCENT |    | ALIEN   |       | WOMANITY |        | MIRROR |        | A*MEN  |       | COLOGNE |        | MINITURES |    | TMP TOTAL |       | AURA   |       | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |       |
|-----------------------------|---------|-------|----------|----|---------|-------|----------|--------|--------|--------|--------|-------|---------|--------|-----------|----|-----------|-------|--------|-------|------------|----|-----------------|--------|-----------|-------|
|                             | 2013    | %     | 2013     | %  | 2013    | %     | 2013     | %      | 2013   | %      | 2013   | %     | 2013    | %      | 2013      | %  | 2013      | %     | 2013   | %     | 2013       | %  | 2013            | %      | 2013      | %     |
| HARRODS                     | 156,288 | -2.1% | 0        | NA | 129,805 | 22.1% | 58,730   | -23.0% | 45,986 | -25.2% | 40,408 | 34.8% | 2,799   | -16.1% | 0         | NA | 434,016   | -5.8% | 64,828 | -7.2% | 0          | NA | 64,828          | -10.1% | 498,844   | -6.4% |
| 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                       | 156,288 | -2.1% | 0        | NA | 129,805 | 22.1% | 58,730   | -23.0% | 45,986 | -25.2% | 40,408 | 34.8% | 2,799   | -16.1% | 0         | NA | 434,016   | -5.8% | 64,828 | -7.2% | 0          | NA | 64,828          | -10.1% | 498,844   | -6.4% |

DECEMBER 2013

HARRODS

CLARINS FRAGRANCE REPORT  
STORE GROUP REPORT

MONTH - TRADE  
2013 vs 2012

| STORE:                      | ANGEL |        | INNOCENT |    | ALIEN |        | WOMANITY |    | MIRROR |    | A*MEN  |    | COLOGNE |    | MINITURES |    | TMP TOTAL |    | AURA |    | AURA JEWEL |    | SWAROVSKI TOTAL |    | CFG TOTAL |    |
|-----------------------------|-------|--------|----------|----|-------|--------|----------|----|--------|----|--------|----|---------|----|-----------|----|-----------|----|------|----|------------|----|-----------------|----|-----------|----|
|                             | 2013  | %      | 2013     | %  | 2013  | %      | 2013     | %  | 2013   | %  | 2013   | %  | 2013    | %  | 2013      | %  | 2013      | %  | 2013 | %  | 2013       | %  | 2013            | %  | 2013      | %  |
| HARRODS                     | 3,258 | -12.6% | 0        | NA | 4,836 | 402.7% | 61,200   | NA | 0      | NA | 10,618 | NA | 624     | NA | 0         | NA | 80,536    | NA | 431  | NA | 0          | NA | 431             | NA | 80,967    | 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 |
| TOTAL                       | 3,258 | -12.6% | 0        | NA | 4,836 | 402.7% | 61,200   | NA | 0      | NA | 10,618 | NA | 624     | NA | 0         | NA | 80,536    | NA | 431  | NA | 0          | NA | 431             | NA | 80,967    | NA |

MONTH - RETAIL  
2013 vs 2012

| STORE:                      | ANGEL  |      | INNOCENT |    | ALIEN  |        | WOMANITY |      | MIRROR |        | A*MEN |       | COLOGNE |        | MINITURES |    | TMP TOTAL |       | AURA   |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |       |
|-----------------------------|--------|------|----------|----|--------|--------|----------|------|--------|--------|-------|-------|---------|--------|-----------|----|-----------|-------|--------|--------|------------|----|-----------------|--------|-----------|-------|
|                             | 2013   | %    | 2013     | %  | 2013   | %      | 2013     | %    | 2013   | %      | 2013  | %     | 2013    | %      | 2013      | %  | 2013      | %     | 2013   | %      | 2013       | %  | 2013            | %      | 2013      | %     |
| HARRODS                     | 57,561 | 9.5% | 0        | NA | 27,420 | 115.5% | 17,896   | 9.8% | 480    | -85.3% | 8,109 | 75.3% | 442     | 179.7% | 0         | NA | 111,908   | 21.3% | 11,260 | -17.3% | 0          | NA | 11,260          | -17.9% | 123,168   | 16.2% |
| HARRODS HEAD OFFICE ACCOUNT | 0      | NA   | 0        | NA | 0      | NA     | 0        | NA   | 0      | NA     | 0     | NA    | 0       | NA     | 0         | NA | 0         | NA    | 0      | NA     | 0          | NA | 0               | NA     | 0         | NA    |
| TOTAL                       | 57,561 | 9.5% | 0        | NA | 27,420 | 115.5% | 17,896   | 9.8% | 480    | -85.3% | 8,109 | 75.3% | 442     | 179.7% | 0         | NA | 111,908   | 21.3% | 11,260 | -17.3% | 0          | NA | 11,260          | -17.9% | 123,168   | 16.2% |

DECEMBER 2013 YTD

# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

JOHN LEWIS PARTNERSHIP

YEAR TO DATE - TRADE  
2013 vs 2012

| STORE:                              | ANGEL    |        | INNOCENT |    | ALIEN   |        | WOMANITY |        | MIRROR |    | A*MEN  |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA    |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|-------------------------------------|----------|--------|----------|----|---------|--------|----------|--------|--------|----|--------|--------|---------|--------|-----------|----|-----------|--------|---------|--------|------------|----|-----------------|--------|-----------|--------|
|                                     | 2013     | %      | 2013     | %  | 2013    | %      | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013    | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| JOHN LEWIS ABERDEEN                 | 4,772    | -5.4%  | 0        | NA | 4,267   | 21.9%  | 94       | -70.7% | 0      | NA | 309    | 119.1% | 0       | NA     | 0         | NA | 9,442     | 4.3%   | 84      | -79.7% | 0          | NA | 84              | -79.7% | 9,526     | 0.6%   |
| JOHN LEWIS BLUEWATER                | 10,745   | -0.7%  | 0        | NA | 9,579   | 9.3%   | 701      | 166.5% | 0      | NA | 930    | -5.0%  | 0       | NA     | 0         | NA | 21,955    | 5.4%   | 430     | -55.9% | 0          | NA | 430             | -55.9% | 22,385    | 2.7%   |
| JOHN LEWIS BRENT CROSS              | 19,974   | 11.9%  | 0        | NA | 18,770  | 2.2%   | 864      | 73.1%  | 0      | NA | 3,472  | 10.7%  | 83      | -83.8% | 0         | NA | 43,163    | 6.9%   | 983     | -32.0% | 0          | NA | 983             | -32.0% | 44,146    | 5.6%   |
| JOHN LEWIS BRISTOL                  | 6,757    | 1.6%   | 0        | NA | 5,229   | 60.9%  | 432      | 30.9%  | 0      | NA | 1,063  | 80.2%  | 0       | NA     | 0         | NA | 13,481    | 24.6%  | 0       | NA     | 0          | NA | 0               | NA     | 13,481    | 22.3%  |
| JOHN LEWIS CAMBRIDGE                | 9,949    | 2.4%   | 0        | NA | 8,403   | -0.2%  | 376      | -26.0% | 0      | NA | 590    | -2.0%  | 0       | NA     | 0         | NA | 19,318    | 0.2%   | 194     | -76.0% | 0          | NA | 194             | -76.0% | 19,512    | -2.9%  |
| JOHN LEWIS CARDIFF                  | 7,943    | 27.2%  | 0        | NA | 5,074   | 28.3%  | 193      | -17.2% | 0      | NA | 894    | 53.1%  | 0       | NA     | 0         | NA | 14,104    | 28.0%  | 38      | -85.0% | 0          | NA | 38              | -85.0% | 14,142    | 25.5%  |
| JOHN LEWIS CHEADLE                  | 18,022   | -21.7% | 0        | NA | 12,437  | -10.6% | 1,685    | 23.9%  | 0      | NA | 925    | -29.9% | 214     | -68.4% | 0         | NA | 33,283    | -17.3% | 616     | -34.1% | 0          | NA | 616             | -34.1% | 33,899    | -17.7% |
| JOHN LEWIS EDINBURGH                | 9,354    | 27.6%  | 0        | NA | 6,282   | 54.7%  | 734      | -7.9%  | 0      | NA | 736    | 5.1%   | 0       | NA     | 0         | NA | 17,106    | 32.0%  | 93      | -82.5% | 0          | NA | 93              | -82.5% | 17,199    | 27.5%  |
| JOHN LEWIS EXETER (OPND 09/2012)    | 1,830    | -63.6% | 0        | NA | 1,080   | -73.8% | 33       | -96.0% | 0      | NA | 110    | -89.9% | 0       | NA     | 0         | NA | 3,053     | -72.9% | 0       | NA     | 0          | NA | 0               | NA     | 3,053     | -72.9% |
| JOHN LEWIS GLASGOW                  | 8,393    | -7.0%  | 0        | NA | 5,457   | -5.0%  | 158      | -19.0% | 0      | NA | 814    | 32.4%  | 0       | NA     | 0         | NA | 14,822    | -4.9%  | 108     | -64.5% | 0          | NA | 108             | -64.5% | 14,930    | -6.0%  |
| JOHN LEWIS HIGH WYCOMBE             | 5,597    | 44.9%  | 0        | NA | 3,827   | 32.6%  | 431      | 81.1%  | 0      | NA | 633    | 44.9%  | 0       | NA     | 0         | NA | 10,488    | 40.3%  | 248     | -41.4% | 0          | NA | 248             | -41.4% | 10,736    | 36.0%  |
| JOHN LEWIS KINGSTON                 | 10,035   | 16.5%  | 0        | NA | 8,269   | 18.9%  | 356      | -33.5% | 0      | NA | 1,129  | 46.8%  | 0       | NA     | 0         | NA | 19,789    | 16.7%  | 161     | -76.6% | 0          | NA | 161             | -76.6% | 19,950    | 13.1%  |
| JOHN LEWIS LEICESTER                | 6,267    | 73.6%  | 0        | NA | 4,558   | 43.1%  | 259      | 25.1%  | 0      | NA | 313    | 8.3%   | 0       | NA     | 0         | NA | 11,397    | 56.3%  | 93      | -6.1%  | 0          | NA | 93              | -6.1%  | 11,490    | 55.5%  |
| JOHN LEWIS LIVERPOOL                | 49,558   | 31.1%  | 0        | NA | 43,763  | 1.3%   | 4,973    | 28.9%  | 0      | NA | 3,411  | -44.2% | 413     | -62.7% | 0         | NA | 102,118   | 10.9%  | 6,021   | -24.3% | 0          | NA | 6,021           | -25.3% | 108,139   | 8.0%   |
| JOHN LEWIS LONDON                   | 45,768   | 14.8%  | 0        | NA | 36,029  | 9.2%   | 2,220    | 5.9%   | 0      | NA | 7,528  | -33.3% | 958     | -64.0% | 0         | NA | 92,503    | 4.0%   | 4,556   | -21.1% | 0          | NA | 4,556           | -21.9% | 97,059    | 2.4%   |
| JOHN LEWIS MILTON KEYNES            | 13,027   | 40.3%  | 0        | NA | 8,076   | 41.6%  | 486      | -17.6% | 0      | NA | 912    | 186.8% | 0       | NA     | 0         | NA | 22,501    | 41.1%  | 196     | 16.7%  | 0          | NA | 196             | 16.7%  | 22,697    | 40.8%  |
| JOHN LEWIS NEWCASTLE                | 14,548   | 65.8%  | 0        | NA | 7,476   | 28.2%  | 945      | 65.5%  | 0      | NA | 914    | 35.8%  | 0       | NA     | 0         | NA | 23,883    | 50.7%  | 77      | -89.7% | 0          | NA | 77              | -89.7% | 23,960    | 44.4%  |
| JOHN LEWIS NORWICH (OPND 11/2011)   | 3,399    | 99.7%  | 0        | NA | 2,405   | 8.4%   | 114      | 442.9% | 0      | NA | 267    | 156.7% | 0       | NA     | 0         | NA | 6,185     | 52.9%  | 0       | NA     | 0          | NA | 0               | NA     | 6,185     | 44.7%  |
| JOHN LEWIS NOTTINGHAM               | 10,167   | -9.4%  | (26)     | NA | 6,885   | 24.6%  | 523      | 11.3%  | 0      | NA | 892    | 33.5%  | (9)     | NA     | 0         | NA | 18,432    | 3.1%   | 283     | -0.4%  | 0          | NA | 283             | -0.4%  | 18,715    | 3.0%   |
| JOHN LEWIS PETERBOROUGH             | 10,055   | 7.9%   | 0        | NA | 8,233   | 88.3%  | 900      | 108.8% | 0      | NA | 818    | 26.0%  | 0       | NA     | 0         | NA | 20,006    | 35.0%  | 0       | NA     | 0          | NA | 0               | NA     | 20,006    | 34.1%  |
| JOHN LEWIS READING                  | 10,110   | -6.6%  | 0        | NA | 7,772   | 19.3%  | 371      | -7.5%  | 0      | NA | 509    | -3.2%  | 0       | NA     | 0         | NA | 18,762    | 2.7%   | 316     | -38.5% | 0          | NA | 316             | -38.5% | 19,078    | 1.6%   |
| JOHN LEWIS SHEFFIELD                | 9,514    | 3.0%   | 0        | NA | 5,446   | -11.2% | 287      | -49.0% | 0      | NA | 620    | -8.3%  | 0       | NA     | 0         | NA | 15,867    | -4.5%  | 411     | 2.8%   | 0          | NA | 411             | 2.8%   | 16,278    | -4.3%  |
| JOHN LEWIS SOLIHULL                 | 8,210    | -11.1% | 0        | NA | 5,556   | -4.1%  | 543      | -5.1%  | 0      | NA | 778    | 60.7%  | 0       | NA     | 0         | NA | 15,087    | -6.2%  | 201     | -48.2% | 0          | NA | 201             | -48.2% | 15,288    | -7.2%  |
| JOHN LEWIS SOUTHAMPTON              | 15,385   | -1.8%  | 0        | NA | 12,488  | 11.5%  | 750      | 76.9%  | 0      | NA | 1,253  | 42.5%  | 0       | NA     | 0         | NA | 29,876    | 6.1%   | 141     | -86.5% | 0          | NA | 141             | -86.5% | 30,017    | 2.8%   |
| JOHN LEWIS STRATFORD (OPND 08/2011) | 9,174    | 48.6%  | 0        | NA | 8,125   | 34.7%  | 487      | 42.0%  | 0      | NA | 1,400  | -14.2% | 0       | NA     | 0         | NA | 19,186    | 34.8%  | 717     | -18.2% | 0          | NA | 717             | -18.2% | 19,903    | 31.8%  |
| JOHN LEWIS TRAFFORD PARK            | 7,207    | -0.2%  | 0        | NA | 7,279   | 15.4%  | 289      | -48.8% | 0      | NA | 420    | -4.3%  | 0       | NA     | 0         | NA | 15,195    | 4.3%   | 124     | -87.8% | 0          | NA | 124             | -87.8% | 15,319    | -1.7%  |
| JOHN LEWIS WATFORD                  | 10,667   | 7.4%   | 0        | NA | 8,937   | 11.9%  | 356      | -39.0% | 0      | NA | 628    | -8.6%  | 0       | NA     | 0         | NA | 20,588    | 7.3%   | 77      | -86.4% | 0          | NA | 77              | -86.4% | 20,665    | 4.6%   |
| JOHN LEWIS WELWYN GARDEN            | 12,226   | -3.5%  | 0        | NA | 9,613   | 9.2%   | 312      | -50.1% | 0      | NA | 705    | -31.4% | 0       | NA     | 0         | NA | 22,856    | -1.3%  | 172     | -64.4% | 0          | NA | 172             | -64.4% | 23,028    | -2.6%  |
| PETER JONES LONDON                  | 11,604   | 38.4%  | 0        | NA | 5,800   | 0.8%   | 285      | 72.7%  | 0      | NA | 1,352  | 32.5%  | 132     | -33.7% | 0         | NA | 19,173    | 23.5%  | 316     | 3.9%   | 0          | NA | 316             | 3.9%   | 19,489    | 23.1%  |
| JOHN LEWIS.COM                      | 24,954   | -53.3% | 0        | NA | 16,478  | -58.0% | 919      | -82.4% | 0      | NA | 1,746  | -69.6% | 380     | -84.9% | 0         | NA | 44,477    | -58.1% | 946     | -75.6% | 0          | NA | 946             | -75.6% | 45,423    | -58.7% |
| 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          | (13,082) | NA     | 0        | NA | (63)    | NA     | (799)    | NA     | 0      | NA | (154)  | NA     | (22)    | NA     | 0         | NA | (14,120)  | NA     | (1,128) | NA     | (505)      | NA | (1,633)         | NA     | (15,753)  | NA     |
| JOHN LEWIS MAGNA PARK DC            | 103,373  | 73.3%  | 0        | NA | 73,383  | 278.4% | 7,195    | -3.2%  | 0      | NA | 11,238 | 77.7%  | 0       | NA     | 0         | NA | 195,189   | 110.4% | 2,232   | -76.4% | 0          | NA | 2,232           | -76.4% | 197,421   | 93.1%  |
| TOTAL                               | 475,502  | 10.4%  | (26)     | NA | 366,913 | 18.4%  | 27,472   | -8.4%  | 0      | NA | 47,155 | -6.4%  | 2,149   | -74.3% | 0         | NA | 919,165   | 10.8%  | 18,706  | -53.4% | (505)      | NA | 18,201          | -54.9% | 937,366   | 7.8%   |
| LIKE ON LIKE                        | 473,672  | 11.2%  | (26)     | NA | 365,833 | 19.6%  | 27,439   | -5.9%  | 0      | NA | 47,045 | -4.5%  | 2,149   | -73.6% | 0         | NA | 916,112   | 12.0%  | 18,706  | -53.4% | (505)      | NA | 18,201          | -54.9% | 934,313   | 8.8%   |

NUMBER OF DOORS

29

DECEMBER 2013 YTD

## CLARINS FRAGRANCE GROUP STORE GROUP REPORT

JOHN LEWIS PARTNERSHIP

YEAR TO DATE - RETAIL  
2013 vs 2012

| STORE:                           | ANGEL          |             | INNOCENT |           | ALIEN          |              | WOMANITY      |               | MIRROR     |           | A*MEN         |               | COLOGNE      |               | MINITURES |           | TMP TOTAL        |             | AURA          |               | AURA JEWEL |               | SWAROVSKI TOTAL |               | CFG TOTAL        |              |
|----------------------------------|----------------|-------------|----------|-----------|----------------|--------------|---------------|---------------|------------|-----------|---------------|---------------|--------------|---------------|-----------|-----------|------------------|-------------|---------------|---------------|------------|---------------|-----------------|---------------|------------------|--------------|
|                                  | 2013           | %           | 2013     | %         | 2013           | %            | 2013          | %             | 2013       | %         | 2013          | %             | 2013         | %             | 2013      | %         | 2013             | %           | 2013          | %             | 2013       | %             | 2013            | %             | 2013             | %            |
| JOHN LEWIS ABERDEEN              | 8,543          | -33.8%      | 0        | NA        | 8,103          | 26.5%        | 486           | -65.8%        | 0          | NA        | 710           | 29.6%         | 0            | NA            | 0         | NA        | 17,842           | -16.1%      | 722           | -34.1%        | 0          | NA            | 722             | -34.1%        | 18,564           | -17.0%       |
| JOHN LEWIS BLUEWATER             | 19,542         | 2.5%        | 0        | NA        | 16,164         | 8.6%         | 1,439         | 35.1%         | 0          | NA        | 1,308         | -45.1%        | 0            | NA            | 0         | NA        | 38,453           | 2.4%        | 1,127         | 0.9%          | 0          | NA            | 1,127           | -15.3%        | 39,580           | 1.8%         |
| JOHN LEWIS BRENT CROSS           | 34,834         | -6.2%       | 0        | NA        | 33,972         | 6.8%         | 2,159         | -48.2%        | 0          | NA        | 6,888         | 16.8%         | 211          | -74.4%        | 0         | NA        | 78,064           | -2.2%       | 2,256         | -59.6%        | 24         | -76.7%        | 2,280           | -59.9%        | 80,344           | -6.0%        |
| JOHN LEWIS BRISTOL               | 12,913         | -12.0%      | 0        | NA        | 9,136          | 17.1%        | 948           | -41.8%        | 0          | NA        | 1,556         | 15.3%         | 7            | -95.5%        | 0         | NA        | 24,560           | -4.1%       | 830           | 7.8%          | 0          | NA            | 830             | 7.8%          | 25,390           | -3.8%        |
| JOHN LEWIS CAMBRIDGE             | 18,003         | 4.5%        | 0        | NA        | 16,845         | 14.6%        | 1,323         | -38.8%        | 0          | NA        | 1,903         | 0.4%          | (31)         | NA            | 0         | NA        | 38,043           | 5.6%        | 877           | -54.0%        | 0          | NA            | 877             | -55.1%        | 38,920           | 2.4%         |
| JOHN LEWIS CARDIFF               | 13,787         | 6.5%        | 0        | NA        | 7,868          | 0.6%         | 777           | -19.6%        | 0          | NA        | 1,738         | -10.0%        | 231          | 41.7%         | 0         | NA        | 24,401           | 2.2%        | 315           | -58.2%        | 0          | NA            | 315             | -58.2%        | 24,716           | 0.3%         |
| JOHN LEWIS CHEADLE               | 36,061         | -10.6%      | 0        | NA        | 23,719         | 6.0%         | 3,565         | -17.5%        | 33         | NA        | 1,926         | -33.0%        | 410          | -66.1%        | 0         | NA        | 65,714           | -7.6%       | 910           | -56.0%        | 0          | NA            | 910             | -59.6%        | 66,624           | -9.2%        |
| JOHN LEWIS EDINBURGH             | 17,048         | -1.4%       | 0        | NA        | 11,187         | 18.6%        | 1,648         | -14.9%        | 0          | NA        | 1,392         | -35.6%        | 102          | -17.7%        | 0         | NA        | 31,377           | 1.4%        | 951           | -57.6%        | 0          | NA            | 951             | -59.1%        | 32,328           | -2.8%        |
| JOHN LEWIS EXETER (OPND 09/2012) | 6,446          | 103.3%      | 0        | NA        | 4,693          | 183.9%       | 578           | 136.9%        | 0          | NA        | 678           | 67.0%         | 214          | NA            | 0         | NA        | 12,609           | 130.3%      | 93            | 132.5%        | 0          | NA            | 93              | 132.5%        | 12,702           | 130.4%       |
| JOHN LEWIS GLASGOW               | 16,238         | -16.3%      | 0        | NA        | 9,489          | 5.5%         | 876           | -5.2%         | 0          | NA        | 1,419         | 13.2%         | 0            | NA            | 0         | NA        | 28,022           | -8.8%       | 502           | -67.1%        | 0          | NA            | 502             | -67.1%        | 28,524           | -11.6%       |
| JOHN LEWIS HIGH WYCOMBE          | 8,752          | 23.5%       | 0        | NA        | 6,449          | 26.8%        | 457           | -46.2%        | 0          | NA        | 905           | -11.3%        | 100          | -17.4%        | 0         | NA        | 16,663           | 17.7%       | 653           | -48.1%        | 0          | NA            | 653             | -48.1%        | 17,316           | 12.3%        |
| JOHN LEWIS KINGSTON              | 15,668         | 2.0%        | 0        | NA        | 14,577         | 35.8%        | 955           | -50.1%        | 0          | NA        | 2,001         | 6.5%          | 0            | NA            | 0         | NA        | 33,201           | 9.9%        | 583           | -60.8%        | 0          | NA            | 583             | -64.1%        | 33,784           | 6.2%         |
| JOHN LEWIS LEICESTER             | 9,510          | 20.3%       | 0        | NA        | 7,060          | 11.9%        | 699           | -10.3%        | 0          | NA        | 744           | -25.8%        | 39           | -55.2%        | 0         | NA        | 18,052           | 12.2%       | 441           | -27.9%        | 0          | NA            | 441             | -27.9%        | 18,493           | 10.8%        |
| JOHN LEWIS LIVERPOOL             | 86,884         | 10.6%       | 0        | NA        | 78,603         | -2.2%        | 9,892         | -17.9%        | 0          | NA        | 9,329         | -14.8%        | 745          | -57.4%        | 0         | NA        | 185,453          | 1.0%        | 12,212        | -28.2%        | 24         | -96.5%        | 12,236          | -30.8%        | 197,689          | -1.8%        |
| JOHN LEWIS LONDON                | 80,186         | 4.6%        | 0        | NA        | 66,710         | 11.2%        | 6,213         | -27.2%        | 143        | NA        | 16,088        | -17.0%        | 2,463        | -43.5%        | 0         | NA        | 171,803          | 1.7%        | 11,332        | -42.7%        | 144        | -88.4%        | 11,476          | -45.4%        | 183,279          | -3.5%        |
| JOHN LEWIS MILTON KEYNES         | 21,027         | 13.8%       | 0        | NA        | 12,434         | 31.9%        | 1,688         | 10.5%         | 0          | NA        | 1,326         | -9.4%         | 0            | NA            | 0         | NA        | 36,475           | 17.6%       | 868           | -30.3%        | 0          | NA            | 868             | -30.3%        | 37,343           | 15.7%        |
| JOHN LEWIS NEWCASTLE             | 22,301         | 9.4%        | 0        | NA        | 11,832         | 1.8%         | 1,513         | -30.0%        | 0          | NA        | 1,697         | -2.5%         | 13           | -91.4%        | 0         | NA        | 37,356           | 3.5%        | 599           | -62.4%        | 0          | NA            | 599             | -62.4%        | 37,955           | 0.8%         |
| JOHN LEWIS NORWICH               | 6,174          | 34.2%       | 0        | NA        | 3,700          | 1.5%         | 419           | -45.9%        | 0          | NA        | 452           | -4.8%         | 0            | NA            | 0         | NA        | 10,745           | 12.1%       | 330           | -50.1%        | 0          | NA            | 330             | -50.1%        | 11,075           | 8.1%         |
| JOHN LEWIS NOTTINGHAM            | 18,689         | -6.9%       | 0        | NA        | 11,241         | 13.8%        | 1,426         | 17.9%         | 0          | NA        | 2,027         | 8.2%          | 0            | NA            | 0         | NA        | 33,383           | 0.6%        | 399           | -62.6%        | 0          | NA            | 399             | -62.6%        | 33,782           | -1.4%        |
| JOHN LEWIS PETERBOROUGH          | 17,835         | 2.1%        | 0        | NA        | 11,699         | 25.0%        | 1,224         | -7.8%         | 0          | NA        | 1,260         | 6.1%          | 0            | NA            | 0         | NA        | 32,018           | 8.8%        | 530           | 147.7%        | 0          | NA            | 530             | 147.7%        | 32,548           | 9.8%         |
| JOHN LEWIS READING               | 18,818         | -11.3%      | 0        | NA        | 13,164         | 5.0%         | 1,299         | -13.9%        | 0          | NA        | 1,321         | -12.4%        | 0            | NA            | 0         | NA        | 34,602           | -6.3%       | 916           | -17.6%        | 0          | NA            | 916             | -20.7%        | 35,518           | -6.7%        |
| JOHN LEWIS SHEFFIELD             | 17,072         | -4.6%       | 0        | NA        | 10,242         | 6.6%         | 1,264         | -34.6%        | 0          | NA        | 1,496         | -18.8%        | 0            | NA            | 0         | NA        | 30,074           | -4.3%       | 314           | -72.7%        | 0          | NA            | 314             | -72.7%        | 30,388           | -6.8%        |
| JOHN LEWIS SOLIHULL              | 15,702         | -11.3%      | 0        | NA        | 9,438          | 3.7%         | 870           | -36.1%        | 0          | NA        | 1,268         | 2.4%          | 0            | NA            | 0         | NA        | 27,278           | -8.1%       | 569           | -24.3%        | 0          | NA            | 569             | -24.3%        | 27,847           | -8.5%        |
| JOHN LEWIS SOUTHAMPTON           | 26,891         | -12.6%      | 0        | NA        | 20,020         | 0.7%         | 1,358         | -44.3%        | 0          | NA        | 2,451         | 1.2%          | 0            | NA            | 0         | NA        | 50,720           | -8.8%       | 970           | -67.9%        | 0          | NA            | 970             | -69.2%        | 51,690           | -12.1%       |
| JOHN LEWIS STRATFORD             | 15,037         | 13.3%       | 0        | NA        | 12,785         | 13.7%        | 675           | -65.8%        | 0          | NA        | 2,404         | -17.6%        | 0            | NA            | 0         | NA        | 30,901           | 4.8%        | 1,337         | -39.4%        | 0          | NA            | 1,337           | -41.6%        | 32,238           | 1.4%         |
| JOHN LEWIS TRAFFORD PARK         | 14,991         | -3.7%       | 0        | NA        | 13,098         | 2.3%         | 1,087         | -55.8%        | 0          | NA        | 1,335         | -16.4%        | 0            | NA            | 0         | NA        | 30,511           | -6.1%       | 736           | -61.9%        | 0          | NA            | 736             | -62.8%        | 31,247           | -9.3%        |
| JOHN LEWIS WATFORD               | 19,095         | -7.1%       | 0        | NA        | 15,009         | 0.0%         | 994           | -50.4%        | 0          | NA        | 1,417         | -18.3%        | 0            | NA            | 0         | NA        | 36,515           | -7.5%       | 865           | -47.3%        | 0          | NA            | 865             | -47.2%        | 37,380           | -9.0%        |
| JOHN LEWIS WELWYN GARDEN         | 24,251         | 3.2%        | 0        | NA        | 16,855         | 1.6%         | 1,256         | -42.0%        | 0          | NA        | 1,775         | -5.4%         | 0            | NA            | 0         | NA        | 44,137           | -0.4%       | 900           | -39.4%        | 0          | NA            | 900             | -41.1%        | 45,037           | -1.7%        |
| PETER JONES LONDON               | 17,546         | 6.3%        | 0        | NA        | 14,657         | 35.4%        | 778           | -25.8%        | 0          | NA        | 2,493         | 1.9%          | 323          | -15.4%        | 0         | NA        | 35,797           | 14.7%       | 171           | -82.4%        | 0          | NA            | 171             | -82.4%        | 35,968           | 11.8%        |
| JOHN LEWIS.COM                   | 113,004        | 16.3%       | 0        | NA        | 93,263         | 28.8%        | 7,953         | -25.2%        | 73         | NA        | 8,539         | -34.4%        | 1,195        | -69.8%        | 0         | NA        | 224,027          | 13.6%       | 5,296         | -49.8%        | 0          | NA            | 5,296           | -52.1%        | 229,323          | 10.1%        |
| 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         | 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           |
| <b>TOTAL</b>                     | <b>752,848</b> | <b>2.4%</b> | <b>0</b> | <b>NA</b> | <b>584,012</b> | <b>11.8%</b> | <b>55,819</b> | <b>-28.0%</b> | <b>249</b> | <b>NA</b> | <b>79,846</b> | <b>-13.5%</b> | <b>6,022</b> | <b>-61.4%</b> | <b>0</b>  | <b>NA</b> | <b>1,478,796</b> | <b>2.5%</b> | <b>48,604</b> | <b>-44.0%</b> | <b>192</b> | <b>-94.5%</b> | <b>48,796</b>   | <b>-46.0%</b> | <b>1,527,592</b> | <b>-0.4%</b> |

|              |         |      |   |    |         |       |        |        |     |    |        |        |       |        |   |    |           |      |        |        |     |        |        |        |           |       |
|--------------|---------|------|---|----|---------|-------|--------|--------|-----|----|--------|--------|-------|--------|---|----|-----------|------|--------|--------|-----|--------|--------|--------|-----------|-------|
| LIKE ON LIKE | 746,402 | 2.0% | 0 | NA | 579,319 | 11.3% | 55,241 | -28.5% | 249 | NA | 79,168 | -13.8% | 5,808 | -62.8% | 0 | NA | 1,466,187 | 2.0% | 48,511 | -44.1% | 192 | -94.5% | 48,703 | -46.1% | 1,514,890 | -0.8% |
|--------------|---------|------|---|----|---------|-------|--------|--------|-----|----|--------|--------|-------|--------|---|----|-----------|------|--------|--------|-----|--------|--------|--------|-----------|-------|

NUMBER OF DOORS 29



DECEMBER 2013

# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

JOHN LEWIS PARTNERSHIP

MONTH - TRADE  
2013 vs 2012

| STORE:                           | ANGEL  |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |    | A*MEN |        | COLOGNE |    | MINITURES |    | TMP TOTAL |        | AURA |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|----------------------------------|--------|--------|----------|----|--------|--------|----------|--------|--------|----|-------|--------|---------|----|-----------|----|-----------|--------|------|--------|------------|----|-----------------|--------|-----------|--------|
|                                  | 2013   | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %  | 2013  | %      | 2013    | %  | 2013      | %  | 2013      | %      | 2013 | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| JOHN LEWIS ABERDEEN              | 463    | -61.1% | 0        | NA | 448    | 21.1%  | 0        | NA     | 0      | NA | 42    | NA     | 0       | NA | 0         | NA | 953       | -38.9% | 0    | NA     | 0          | NA | 0               | NA     | 953       | -43.8% |
| JOHN LEWIS BLUEWATER             | 1,288  | -45.0% | 0        | NA | 1,807  | 31.2%  | 148      | 252.4% | 0      | NA | 215   | 175.6% | 0       | NA | 0         | NA | 3,458     | -9.9%  | 0    | NA     | 0          | NA | 0               | NA     | 3,458     | -10.4% |
| JOHN LEWIS BRENT CROSS           | 2,519  | -28.9% | 0        | NA | 2,290  | -29.5% | 95       | NA     | 0      | NA | 68    | -70.9% | 0       | NA | 0         | NA | 4,972     | -29.2% | 295  | 13.0%  | 0          | NA | 295             | 13.0%  | 5,267     | -27.7% |
| JOHN LEWIS BRISTOL               | 1,089  | -24.1% | 0        | NA | 837    | -35.0% | 0        | NA     | 0      | NA | 141   | 442.3% | 0       | NA | 0         | NA | 2,067     | -26.6% | 0    | NA     | 0          | NA | 0               | NA     | 2,067     | -27.6% |
| JOHN LEWIS CAMBRIDGE             | 858    | -61.7% | 0        | NA | 784    | -22.3% | 0        | NA     | 0      | NA | 0     | NA     | 0       | NA | 0         | NA | 1,642     | -53.7% | 0    | NA     | 0          | NA | 0               | NA     | 1,642     | -55.1% |
| JOHN LEWIS CARDIFF               | 720    | -42.2% | 0        | NA | 405    | -45.0% | 0        | NA     | 0      | NA | 36    | -76.6% | 0       | NA | 0         | NA | 1,161     | -46.2% | 0    | NA     | 0          | NA | 0               | NA     | 1,161     | -47.1% |
| JOHN LEWIS CHEADLE               | 1,955  | -60.7% | 0        | NA | 1,996  | -14.4% | 137      | -47.7% | 0      | NA | 0     | NA     | 0       | NA | 0         | NA | 4,088     | -47.9% | 0    | NA     | 0          | NA | 0               | NA     | 4,088     | -49.0% |
| JOHN LEWIS EDINBURGH             | 1,143  | -30.3% | 0        | NA | 1,470  | 178.9% | 27       | -75.2% | 0      | NA | 42    | -58.4% | 0       | NA | 0         | NA | 2,682     | 12.8%  | 0    | NA     | 0          | NA | 0               | NA     | 2,682     | 4.8%   |
| JOHN LEWIS EXETER (OPND 09/2012) | 372    | 35.3%  | 0        | NA | 149    | -67.7% | 0        | NA     | 0      | NA | 42    | NA     | 0       | NA | 0         | NA | 563       | -23.5% | 0    | NA     | 0          | NA | 0               | NA     | 563       | -23.5% |
| JOHN LEWIS GLASGOW               | 1,037  | -34.4% | 0        | NA | 1,313  | 1.1%   | 0        | NA     | 0      | NA | 115   | NA     | 0       | NA | 0         | NA | 2,465     | -15.4% | 0    | NA     | 0          | NA | 0               | NA     | 2,465     | -16.0% |
| JOHN LEWIS HIGH WYCOMBE          | 375    | -67.6% | 0        | NA | 233    | -51.2% | 0        | NA     | 0      | NA | 0     | NA     | 0       | NA | 0         | NA | 608       | -64.6% | 0    | NA     | 0          | NA | 0               | NA     | 608       | -65.8% |
| JOHN LEWIS KINGSTON              | 588    | -76.3% | 0        | NA | 1,410  | -1.7%  | 63       | 16.7%  | 0      | NA | 76    | -33.9% | 0       | NA | 0         | NA | 2,137     | -47.7% | 0    | NA     | 0          | NA | 0               | NA     | 2,137     | -48.1% |
| JOHN LEWIS LEICESTER             | 1,373  | 55.5%  | 0        | NA | 675    | -10.4% | 53       | 96.3%  | 0      | NA | 83    | 167.7% | 0       | NA | 0         | NA | 2,184     | 28.9%  | 0    | NA     | 0          | NA | 0               | NA     | 2,184     | 27.2%  |
| JOHN LEWIS LIVERPOOL             | 4,481  | -60.0% | 0        | NA | 10,431 | -9.2%  | 523      | -20.0% | 0      | NA | 141   | -85.9% | 0       | NA | 0         | NA | 15,576    | -36.4% | 179  | -78.5% | 0          | NA | 179             | -78.5% | 15,755    | -37.8% |
| JOHN LEWIS LONDON                | 3,345  | -53.0% | 0        | NA | 7,141  | 123.1% | 84       | -32.8% | 0      | NA | 384   | -63.1% | 0       | NA | 0         | NA | 10,954    | -7.3%  | 227  | -25.1% | 0          | NA | 227             | -25.1% | 11,181    | -7.7%  |
| JOHN LEWIS MILTON KEYNES         | 2,254  | -5.0%  | 0        | NA | 1,391  | -12.2% | 0        | NA     | 0      | NA | 42    | -6.7%  | 0       | NA | 0         | NA | 3,687     | -8.4%  | 0    | NA     | 0          | NA | 0               | NA     | 3,687     | -9.9%  |
| JOHN LEWIS NEWCASTLE             | 1,662  | -34.4% | 0        | NA | 1,428  | -12.5% | 42       | -74.4% | 0      | NA | 110   | -52.6% | 0       | NA | 0         | NA | 3,242     | -29.0% | 0    | NA     | 0          | NA | 0               | NA     | 3,242     | -30.4% |
| JOHN LEWIS NORWICH               | 444    | -7.7%  | 0        | NA | 401    | 18.6%  | 0        | NA     | 0      | NA | 21    | -50.0% | 0       | NA | 0         | NA | 866       | 0.6%   | 0    | NA     | 0          | NA | 0               | NA     | 866       | 0.6%   |
| JOHN LEWIS NOTTINGHAM            | 2,330  | 47.7%  | 0        | NA | 1,114  | 152.6% | 42       | -70.6% | 0      | NA | 115   | 238.2% | 0       | NA | 0         | NA | 3,601     | 64.1%  | 0    | NA     | 0          | NA | 0               | NA     | 3,601     | 64.1%  |
| JOHN LEWIS PETERBOROUGH          | 1,307  | -26.4% | 0        | NA | 954    | 4.0%   | 0        | NA     | 0      | NA | 193   | 63.6%  | 0       | NA | 0         | NA | 2,454     | -15.0% | 0    | NA     | 0          | NA | 0               | NA     | 2,454     | -15.0% |
| JOHN LEWIS READING               | 2,265  | 11.7%  | 0        | NA | 1,708  | 25.8%  | 0        | NA     | 0      | NA | 52    | -28.8% | 0       | NA | 0         | NA | 4,025     | 15.5%  | 0    | NA     | 0          | NA | 0               | NA     | 4,025     | 11.9%  |
| JOHN LEWIS SHEFFIELD             | 930    | -55.0% | 0        | NA | 1,054  | 22.4%  | 0        | NA     | 0      | NA | 94    | NA     | 0       | NA | 0         | NA | 2,078     | -28.7% | 0    | NA     | 0          | NA | 0               | NA     | 2,078     | -30.2% |
| JOHN LEWIS SOLIHULL              | 1,680  | -1.5%  | 0        | NA | 1,167  | 54.2%  | 42       | 100.0% | 0      | NA | 202   | 16.1%  | 0       | NA | 0         | NA | 3,091     | 16.3%  | 0    | NA     | 0          | NA | 0               | NA     | 3,091     | 16.3%  |
| JOHN LEWIS SOUTHAMPTON           | 955    | -51.1% | 0        | NA | 1,911  | 84.5%  | 95       | 53.2%  | 0      | NA | 135   | -3.6%  | 0       | NA | 0         | NA | 3,096     | -2.9%  | 0    | NA     | 0          | NA | 0               | NA     | 3,096     | -3.4%  |
| JOHN LEWIS STRATFORD             | 800    | 0.8%   | 0        | NA | 531    | -50.5% | 42       | NA     | 0      | NA | 261   | 903.8% | 0       | NA | 0         | NA | 1,634     | -13.6% | 0    | NA     | 0          | NA | 0               | NA     | 1,634     | -18.2% |
| JOHN LEWIS TRAFFORD PARK         | 1,421  | -24.8% | 0        | NA | 1,491  | 65.9%  | 0        | NA     | 0      | NA | 62    | -36.1% | 0       | NA | 0         | NA | 2,974     | 0.7%   | 0    | NA     | 0          | NA | 0               | NA     | 2,974     | -3.8%  |
| JOHN LEWIS WATFORD               | 898    | -27.1% | 0        | NA | 1,286  | -3.3%  | 0        | NA     | 0      | NA | 0     | NA     | 0       | NA | 0         | NA | 2,184     | -22.5% | 0    | NA     | 0          | NA | 0               | NA     | 2,184     | -24.5% |
| JOHN LEWIS WELWYN GARDEN         | 943    | -54.8% | 0        | NA | 888    | -27.1% | 0        | NA     | 0      | NA | 146   | -38.9% | 0       | NA | 0         | NA | 1,977     | -44.9% | 0    | NA     | 0          | NA | 0               | NA     | 1,977     | -45.4% |
| PETER JONES LONDON               | 1,164  | -35.8% | 0        | NA | 1,229  | 22.7%  | 84       | 300.0% | 0      | NA | 135   | -39.2% | 0       | NA | 0         | NA | 2,612     | -16.9% | 0    | NA     | 0          | NA | 0               | NA     | 2,612     | -16.9% |
| JOHN LEWIS.COM                   | 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 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         | 11,878 | NA     | 0        | NA | 20,750 | NA     | 825      | NA     | 0      | NA | 86    | NA     | 0       | NA | 0         | NA | 33,539    | NA     | 114  | NA     | 0          | NA | 114             | NA     | 33,653    | NA     |
| TOTAL                            | 52,537 | -40.3% | 0        | NA | 68,692 | 22.0%  | 2,302    | -44.0% | 0      | NA | 3,039 | -49.3% | 0       | NA | 0         | NA | 126,570   | -18.7% | 815  | -80.1% | 0          | NA | 815             | -80.1% | 127,385   | -20.2% |
| LIKE ON LIKE                     | 52,165 | -40.5% | 0        | NA | 68,543 | 22.7%  | 2,302    | -44.0% | 0      | NA | 2,997 | -50.0% | 0       | NA | 0         | NA | 126,007   | -18.6% | 815  | -80.1% | 0          | NA | 815             | -80.1% | 126,822   | -20.2% |

NUMBER OF DOORS 29

DECEMBER 2013

# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

JOHN LEWIS PARTNERSHIP

MONTH - RETAIL  
2013 vs 2012

| STORE:                           | ANGEL   |        | INNOCENT |    | ALIEN   |        | WOMANITY |        | MIRROR |    | A*MEN  |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA  |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|----------------------------------|---------|--------|----------|----|---------|--------|----------|--------|--------|----|--------|--------|---------|--------|-----------|----|-----------|--------|-------|--------|------------|----|-----------------|--------|-----------|--------|
|                                  | 2013    | %      | 2013     | %  | 2013    | %      | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013  | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| JOHN LEWIS ABERDEEN              | 2,858   | -14.6% | 0        | NA | 1,667   | 29.3%  | 280      | -38.7% | 0      | NA | 173    | 66.3%  | 0       | NA     | 0         | NA | 4,978     | -4.2%  | 129   | -60.8% | 0          | NA | 129             | -60.8% | 5,107     | -7.6%  |
| JOHN LEWIS BLUEWATER             | 5,239   | -5.9%  | 0        | NA | 4,491   | 24.5%  | 216      | 50.0%  | 0      | NA | 330    | -36.4% | 0       | NA     | 0         | NA | 10,276    | 4.5%   | 237   | -39.2% | 0          | NA | 237             | -54.2% | 10,513    | 1.5%   |
| JOHN LEWIS BRENT CROSS           | 10,259  | 8.6%   | 0        | NA | 8,121   | -8.4%  | 326      | -63.2% | 0      | NA | 1,210  | 14.0%  | 0       | NA     | 0         | NA | 19,916    | -2.1%  | 760   | -4.0%  | 0          | NA | 760             | -4.0%  | 20,676    | -2.1%  |
| JOHN LEWIS BRISTOL               | 4,101   | -7.8%  | 0        | NA | 2,887   | 32.5%  | 308      | -39.0% | 0      | NA | 224    | -47.3% | 7       | NA     | 0         | NA | 7,527     | -0.4%  | 438   | 186.3% | 0          | NA | 438             | 186.3% | 7,965     | 3.3%   |
| JOHN LEWIS CAMBRIDGE             | 4,777   | -12.3% | 0        | NA | 5,328   | 31.2%  | 172      | -71.0% | 0      | NA | 523    | -4.6%  | 0       | NA     | 0         | NA | 10,800    | 1.4%   | 310   | -35.3% | 0          | NA | 310             | -35.3% | 11,110    | -0.1%  |
| JOHN LEWIS CARDIFF               | 3,750   | -5.9%  | 0        | NA | 2,392   | 25.4%  | 85       | -79.7% | 0      | NA | 373    | -18.0% | 0       | NA     | 0         | NA | 6,600     | -2.6%  | 0     | NA     | 0          | NA | 0               | NA     | 6,600     | -3.6%  |
| JOHN LEWIS CHEADLE               | 9,077   | -9.4%  | 0        | NA | 5,866   | 11.1%  | 906      | 21.6%  | 0      | NA | 718    | 12.2%  | 0       | NA     | 0         | NA | 16,567    | -2.3%  | 299   | -40.6% | 0          | NA | 299             | -45.0% | 16,866    | -3.7%  |
| JOHN LEWIS EDINBURGH             | 4,685   | 9.3%   | 0        | NA | 3,134   | 41.3%  | 548      | 46.9%  | 0      | NA | 469    | -17.4% | 102     | NA     | 0         | NA | 8,938     | 20.1%  | 139   | -76.4% | 0          | NA | 139             | -77.9% | 9,077     | 12.4%  |
| JOHN LEWIS EXETER (OPND 09/2012) | 2,146   | 11.3%  | 0        | NA | 1,229   | 77.1%  | 103      | 15.7%  | 0      | NA | 198    | 75.2%  | 0       | NA     | 0         | NA | 3,676     | 30.2%  | 0     | NA     | 0          | NA | 0               | NA     | 3,676     | 30.2%  |
| JOHN LEWIS GLASGOW               | 5,111   | -15.7% | 0        | NA | 2,508   | 31.0%  | 79       | -76.9% | 0      | NA | 272    | -19.3% | 0       | NA     | 0         | NA | 7,970     | -7.9%  | 25    | -95.3% | 0          | NA | 25              | -95.3% | 7,995     | -13.0% |
| JOHN LEWIS HIGH WYCOMBE          | 2,425   | -3.3%  | 0        | NA | 1,672   | 44.5%  | 106      | -30.3% | 0      | NA | 158    | 18.8%  | 0       | NA     | 0         | NA | 4,361     | 10.4%  | 0     | NA     | 0          | NA | 0               | NA     | 4,361     | 6.0%   |
| JOHN LEWIS KINGSTON              | 4,610   | 20.2%  | 0        | NA | 3,722   | 85.0%  | 233      | -52.4% | 0      | NA | 561    | 172.3% | 0       | NA     | 0         | NA | 9,126     | 39.5%  | 158   | -53.1% | 0          | NA | 158             | -62.6% | 9,284     | 33.3%  |
| JOHN LEWIS LEICESTER             | 2,639   | -5.7%  | 0        | NA | 2,348   | 28.1%  | 73       | -72.5% | 0      | NA | 248    | 24.6%  | 0       | NA     | 0         | NA | 5,308     | 4.2%   | 0     | NA     | 0          | NA | 0               | NA     | 5,308     | 0.3%   |
| JOHN LEWIS LIVERPOOL             | 25,256  | 13.4%  | 0        | NA | 23,534  | 0.3%   | 2,760    | 31.5%  | 0      | NA | 2,206  | -32.0% | 0       | NA     | 0         | NA | 53,756    | 4.4%   | 2,376 | -25.0% | 0          | NA | 2,376           | -25.6% | 56,132    | 2.7%   |
| JOHN LEWIS LONDON                | 18,545  | -12.8% | 0        | NA | 14,934  | 16.7%  | 940      | -38.7% | 0      | NA | 3,812  | -16.4% | 0       | NA     | 0         | NA | 38,231    | -5.9%  | 1,433 | -65.6% | 0          | NA | 1,433           | -66.2% | 39,664    | -11.6% |
| JOHN LEWIS MILTON KEYNES         | 6,531   | 20.4%  | 0        | NA | 4,284   | 72.2%  | 349      | 28.3%  | 0      | NA | 496    | 25.9%  | 0       | NA     | 0         | NA | 11,660    | 35.9%  | 298   | -41.9% | 0          | NA | 298             | -41.9% | 11,958    | 31.5%  |
| JOHN LEWIS NEWCASTLE             | 6,277   | 3.5%   | 0        | NA | 3,049   | 14.0%  | 321      | -50.2% | 0      | NA | 547    | 26.0%  | 13      | -53.6% | 0         | NA | 10,207    | 3.7%   | 92    | -57.4% | 0          | NA | 92              | -57.4% | 10,299    | 2.4%   |
| JOHN LEWIS NORWICH               | 1,999   | 12.4%  | 0        | NA | 831     | -8.9%  | 152      | -54.9% | 0      | NA | 54     | -54.6% | 0       | NA     | 0         | NA | 3,036     | -3.5%  | 96    | 14.3%  | 0          | NA | 96              | 14.3%  | 3,132     | -3.1%  |
| JOHN LEWIS NOTTINGHAM            | 5,524   | -11.6% | 0        | NA | 2,782   | 19.2%  | 248      | -36.7% | 0      | NA | 529    | 15.0%  | 0       | NA     | 0         | NA | 9,083     | -3.7%  | 169   | -40.9% | 0          | NA | 169             | -40.9% | 9,252     | -4.8%  |
| JOHN LEWIS PETERBOROUGH          | 5,883   | 4.4%   | 0        | NA | 2,961   | 7.3%   | 206      | -25.6% | 0      | NA | 331    | 40.9%  | 0       | NA     | 0         | NA | 9,381     | 5.3%   | 141   | 28.2%  | 0          | NA | 141             | 28.2%  | 9,522     | 5.6%   |
| JOHN LEWIS READING               | 4,783   | -20.2% | 0        | NA | 2,888   | 12.4%  | 373      | -13.3% | 0      | NA | 365    | 33.7%  | 0       | NA     | 0         | NA | 8,409     | -9.3%  | 177   | -41.8% | 0          | NA | 177             | -49.0% | 8,586     | -10.7% |
| JOHN LEWIS SHEFFIELD             | 4,638   | -1.5%  | 0        | NA | 2,743   | 15.0%  | 159      | -63.1% | 0      | NA | 263    | -42.5% | 0       | NA     | 0         | NA | 7,803     | -2.3%  | 110   | -56.3% | 0          | NA | 110             | -56.3% | 7,913     | -3.9%  |
| JOHN LEWIS SOLIHULL              | 4,848   | 4.8%   | 0        | NA | 2,650   | 6.7%   | 346      | 68.0%  | 0      | NA | 300    | -5.1%  | 0       | NA     | 0         | NA | 8,144     | 6.8%   | 340   | 108.6% | 0          | NA | 340             | 108.6% | 8,484     | 8.9%   |
| JOHN LEWIS SOUTHAMPTON           | 7,638   | -11.1% | 0        | NA | 5,808   | 15.7%  | 283      | -61.7% | 0      | NA | 769    | 12.4%  | 0       | NA     | 0         | NA | 14,498    | -3.6%  | 133   | -80.5% | 0          | NA | 133             | -81.6% | 14,631    | -7.2%  |
| JOHN LEWIS STRATFORD             | 4,866   | 13.4%  | 0        | NA | 1,979   | -41.7% | 276      | -58.4% | 0      | NA | 450    | -14.8% | 0       | NA     | 0         | NA | 7,571     | -14.7% | 209   | -64.4% | 0          | NA | 209             | -64.4% | 7,780     | -17.8% |
| JOHN LEWIS TRAFFORD PARK         | 4,441   | -1.7%  | 0        | NA | 3,778   | 39.7%  | 65       | -93.2% | 0      | NA | 395    | 10.0%  | 0       | NA     | 0         | NA | 8,679     | 1.7%   | 48    | -83.8% | 0          | NA | 48              | -83.8% | 8,727     | -1.2%  |
| JOHN LEWIS WATFORD               | 4,644   | -12.3% | 0        | NA | 3,339   | -21.7% | 74       | -81.8% | 0      | NA | 375    | -16.7% | 0       | NA     | 0         | NA | 8,432     | -19.1% | 87    | -74.3% | 0          | NA | 87              | -74.3% | 8,519     | -20.8% |
| JOHN LEWIS WELWYN GARDEN         | 6,442   | 23.8%  | 0        | NA | 4,443   | 6.3%   | 159      | -48.7% | 0      | NA | 652    | 44.9%  | 0       | NA     | 0         | NA | 11,696    | 15.3%  | 25    | -91.5% | 0          | NA | 25              | -91.5% | 11,721    | 12.3%  |
| PETER JONES LONDON               | 4,724   | 15.5%  | 0        | NA | 3,168   | 27.2%  | 134      | -28.0% | 0      | NA | 460    | -27.7% | 0       | NA     | 0         | NA | 8,486     | 14.7%  | 0     | NA     | 0          | NA | 0               | NA     | 8,486     | 13.8%  |
| JOHN LEWIS.COM                   | 34,021  | -5.8%  | 0        | NA | 31,193  | 56.3%  | 2,670    | -9.1%  | 0      | NA | 3,316  | -26.6% | 0       | NA     | 0         | NA | 71,200    | 10.5%  | 1,400 | -52.3% | 0          | NA | 1,400           | -54.3% | 72,600    | 7.6%   |
| 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         | 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                            | 212,737 | -1.4%  | 0        | NA | 159,729 | 19.3%  | 12,950   | -29.1% | 0      | NA | 20,777 | -11.3% | 122     | -94.3% | 0         | NA | 406,315   | 3.3%   | 9,629 | -49.3% | 0          | NA | 9,629           | -50.9% | 415,944   | 0.7%   |
| LIKE ON LIKE                     | 210,591 | -1.5%  | 0        | NA | 158,500 | 19.0%  | 12,847   | -29.4% | 0      | NA | 20,579 | -11.7% | 122     | -94.3% | 0         | NA | 402,639   | 3.1%   | 9,629 | -49.3% | 0          | NA | 9,629           | -50.9% | 412,268   | 0.5%   |

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| STORE:                           | ANGEL  |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |    | A*MEN  |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA  |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|----------------------------------|--------|--------|----------|----|--------|--------|----------|--------|--------|----|--------|--------|---------|--------|-----------|----|-----------|--------|-------|--------|------------|----|-----------------|--------|-----------|--------|
|                                  | 2013   | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013  | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| BEAUTY BASE EALING               | 7,525  | 65.0%  | 0        | NA | 7,004  | 60.8%  | 508      | 41.9%  | 0      | NA | 1,732  | -14.7% | 0       | NA     | 0         | NA | 16,769    | 48.3%  | 304   | -28.0% | 0          | NA | 304             | -28.0% | 17,073    | 45.6%  |
| BEAUTY BASE HOUNSLOW             | 8,308  | 35.7%  | 0        | NA | 9,024  | 75.8%  | 297      | -42.1% | 0      | NA | 1,953  | -12.4% | 0       | NA     | 0         | NA | 19,582    | 39.2%  | 377   | -31.5% | 0          | NA | 377             | -31.5% | 19,959    | 36.5%  |
| BEAUTY BASE STAINES              | 5,467  | 176.0% | 0        | NA | 4,158  | 38.3%  | 138      | 1.5%   | 0      | NA | 605    | 61.3%  | 0       | NA     | 0         | NA | 10,368    | 88.5%  | 266   | -8.0%  | 0          | NA | 266             | -8.0%  | 10,634    | 83.7%  |
| BEAUTY BASE STRATFORD            | 11,743 | 26.8%  | 0        | NA | 14,512 | 60.4%  | 1,181    | 93.6%  | 0      | NA | 5,237  | 13.8%  | 396     | 92.2%  | 0         | NA | 33,069    | 39.4%  | 1,837 | 172.1% | 0          | NA | 1,837           | 172.1% | 34,906    | 43.1%  |
| BEAUTY BASE WESTFIELD            | 12,214 | 24.3%  | 0        | NA | 14,027 | 25.2%  | 567      | -19.0% | 0      | NA | 3,826  | -25.7% | 327     | 373.9% | 0         | NA | 30,961    | 14.9%  | 1,507 | 74.2%  | 0          | NA | 1,507           | 74.2%  | 32,468    | 16.7%  |
| BEAUTY BASE WHITELEYS            | 7,997  | 43.4%  | 0        | NA | 6,229  | 26.8%  | 332      | 5.7%   | 0      | NA | 1,690  | -18.6% | 259     | 16.7%  | 0         | NA | 16,507    | 26.0%  | 280   | -33.6% | 0          | NA | 280             | -33.6% | 16,787    | 24.2%  |
| COOTES PHARMACY                  | 1,402  | -40.1% | 0        | NA | 605    | -41.0% | 132      | -54.5% | 0      | NA | (30)   | NA     | 0       | NA     | 0         | NA | 2,109     | -52.2% | 0     | NA     | 0          | NA | 0               | NA     | 2,109     | -54.6% |
| DAVID FRANK LANCASTER            | 4,026  | 5.4%   | 0        | NA | 2,020  | 118.9% | 263      | 198.9% | 0      | NA | 260    | 863.0% | 0       | NA     | 0         | NA | 6,569     | 35.3%  | 344   | 4.6%   | 0          | NA | 344             | 4.6%   | 6,913     | 33.3%  |
| ELEGANCE & BEAUTE GLASGOW        | 1,171  | -33.3% | 0        | NA | 704    | -50.7% | 0        | NA     | 0      | NA | 65     | -39.3% | 0       | NA     | 0         | NA | 1,940     | -43.2% | 1,079 | 76.0%  | 0          | NA | 1,079           | 76.0%  | 3,019     | -25.0% |
| FEELUNIQUE.COM (CLSD 03/2013)    | (674)  | NA     | 0        | NA | (376)  | NA     | (982)    | NA     | 0      | NA | (422)  | NA     | (38)    | NA     | 0         | NA | (2,492)   | NA     | (701) | NA     | 0          | NA | (701)           | NA     | (3,193)   | NA     |
| GARDEN PHARMACY                  | 2,471  | -39.3% | 0        | NA | 1,556  | -5.5%  | 166      | -12.2% | 0      | NA | 206    | -78.4% | 154     | -59.3% | 0         | NA | 4,553     | -37.1% | 37    | -93.5% | 0          | NA | 37              | -93.5% | 4,590     | -41.3% |
| HEAVEN SCENT BURTON-ON-TRENT     | 7,129  | -26.7% | (12)     | NA | 4,250  | -2.9%  | (74)     | NA     | 0      | NA | 311    | -35.1% | (28)    | NA     | 0         | NA | 11,576    | -23.5% | 258   | -68.7% | 0          | NA | 258             | -68.7% | 11,834    | -25.8% |
| THE CUTTING COMPANY LOUGHBOROUGH | 2,017  | -7.8%  | 0        | NA | 1,170  | -32.3% | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 3,187     | -27.8% | 6     | -97.9% | 0          | NA | 6               | -97.9% | 3,193     | -32.1% |
| RAGDALE HALL (OPEND 07/2011)     | 0      | NA     | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA | 0      | NA     | 0       | NA     | 0         | NA | 0         | NA     | 49    | -93.6% | (53)       | NA | (4)             | NA     | (4)       | 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                     | 1,714  | -23.8% | 0        | NA | 1,926  | 69.8%  | 210      | 10.5%  | 0      | NA | 841    | -3.8%  | 0       | NA     | 0         | NA | 4,691     | 12.9%  | 603   | 77.4%  | 0          | NA | 603             | 77.4%  | 5,294     | 17.7%  |
| TOTAL                            | 72,510 | -31.6% | (12)     | NA | 66,809 | -28.9% | 2,738    | -72.5% | 0      | NA | 16,274 | -44.3% | 1,070   | -82.1% | 0         | NA | 159,389   | -34.9% | 6,246 | -39.7% | (53)       | NA | 6,193           | -40.2% | 165,582   | -35.1% |

|              |        |       |      |    |        |       |       |       |   |    |        |        |       |       |   |    |         |       |       |      |   |    |       |      |         |       |
|--------------|--------|-------|------|----|--------|-------|-------|-------|---|----|--------|--------|-------|-------|---|----|---------|-------|-------|------|---|----|-------|------|---------|-------|
| LIKE ON LIKE | 73,184 | 15.3% | (12) | NA | 67,185 | 34.6% | 3,720 | -9.8% | 0 | NA | 16,696 | -16.6% | 1,108 | 14.5% | 0 | NA | 161,881 | 17.1% | 6,898 | 7.4% | 0 | NA | 6,898 | 7.4% | 168,779 | 16.7% |
|--------------|--------|-------|------|----|--------|-------|-------|-------|---|----|--------|--------|-------|-------|---|----|---------|-------|-------|------|---|----|-------|------|---------|-------|

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| STORE:                                   | ANGEL   |        | INNOCENT |    | ALIEN   |        | WOMANITY |        | MIRROR |    | A*MEN  |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA   |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|------------------------------------------|---------|--------|----------|----|---------|--------|----------|--------|--------|----|--------|--------|---------|--------|-----------|----|-----------|--------|--------|--------|------------|----|-----------------|--------|-----------|--------|
|                                          | 2013    | %      | 2013     | %  | 2013    | %      | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013   | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| BEAUTY BASE EALING                       | 11,659  | 2.0%   | 0        | NA | 10,378  | 51.3%  | 1,692    | -44.5% | 0      | NA | 1,479  | 16.5%  | 83      | -83.6% | 0         | NA | 25,291    | 9.4%   | 1,980  | -13.3% | 0          | NA | 1,980           | -13.3% | 27,271    | 7.4%   |
| BEAUTY BASE HOUNSLOW                     | 12,566  | 3.1%   | 0        | NA | 11,249  | 53.9%  | 1,810    | -44.2% | 0      | NA | 1,578  | 16.6%  | 89      | -83.6% | 0         | NA | 27,292    | 10.8%  | 2,136  | -12.3% | 0          | NA | 2,136           | -12.3% | 29,428    | 8.7%   |
| BEAUTY BASE STAINES                      | 7,024   | 14.7%  | 0        | NA | 6,342   | 72.7%  | 990      | -39.4% | 0      | NA | 887    | 30.6%  | 32      | -88.2% | 0         | NA | 15,275    | 23.4%  | 1,199  | -1.8%  | 0          | NA | 1,199           | -1.8%  | 16,474    | 21.1%  |
| BEAUTY BASE STRATFORD (OPND 09/2011)     | 25,845  | -4.4%  | 0        | NA | 23,221  | 43.1%  | 3,687    | -48.9% | 0      | NA | 3,232  | 7.6%   | 187     | -84.5% | 0         | NA | 56,172    | 2.7%   | 4,392  | -18.8% | 0          | NA | 4,392           | -18.8% | 60,564    | 0.8%   |
| BEAUTY BASE WESTFIELD                    | 24,886  | -6.7%  | 0        | NA | 22,196  | 38.7%  | 3,623    | -49.1% | 0      | NA | 3,102  | 4.7%   | 208     | -82.4% | 0         | NA | 54,015    | 0.2%   | 4,244  | -20.4% | 0          | NA | 4,244           | -20.4% | 58,259    | -1.7%  |
| BEAUTY BASE WHITELEYS                    | 11,733  | -9.4%  | 0        | NA | 10,502  | 35.1%  | 1,690    | -51.1% | 0      | NA | 1,475  | 2.4%   | 81      | -85.9% | 0         | NA | 25,481    | -2.7%  | 1,999  | -22.8% | 0          | NA | 1,999           | -22.8% | 27,480    | -4.5%  |
| COOTES PHARMACY                          | 2,630   | 56.2%  | 0        | NA | 420     | -7.9%  | 70       | -66.7% | 0      | NA | 600    | -16.7% | 0       | NA     | 0         | NA | 3,720     | 21.2%  | 100    | -64.3% | 0          | NA | 100             | -64.3% | 3,820     | 14.0%  |
| DAVID FRANK LANCASTER                    | 8,842   | 11.1%  | 0        | NA | 2,635   | 2.9%   | 802      | -10.5% | 0      | NA | 322    | 21.5%  | 0       | NA     | 0         | NA | 12,601    | 7.6%   | 293    | -3.0%  | 0          | NA | 293             | -3.0%  | 12,894    | 7.3%   |
| ELEGANCE & BEAUTE GLASGOW (OPND 09/2012) | 5,233   | 44.9%  | 0        | NA | 2,815   | 732.8% | 424      | 182.7% | 0      | NA | 394    | 535.5% | 16      | -40.7% | 0         | NA | 8,882     | 112.1% | 624    | -17.4% | 0          | NA | 624             | -17.4% | 9,506     | 92.3%  |
| FEELUNIQUE.COM (CLSD 03/2013)            | 3,840   | -92.9% | 0        | NA | 1,961   | -97.1% | 423      | -94.3% | 0      | NA | 513    | -95.5% | 485     | -92.2% | 0         | NA | 7,222     | -95.2% | 302    | -95.0% | 0          | NA | 302             | -95.0% | 7,524     | -95.2% |
| GARDEN PHARMACY                          | 5,438   | -15.0% | 0        | NA | 3,196   | 21.4%  | 609      | 5.4%   | 0      | NA | 794    | -43.3% | 279     | -43.8% | 0         | NA | 10,316    | -10.3% | 382    | -47.5% | 0          | NA | 382             | -47.5% | 10,698    | -12.6% |
| HEAVEN SCENT BURTON-ON-TRENT             | 11,633  | 11.7%  | 0        | NA | 2,247   | -63.6% | 340      | -87.5% | 0      | NA | 321    | -72.3% | 3       | -99.4% | 0         | NA | 14,544    | -30.5% | 414    | -80.5% | 0          | NA | 414             | -80.5% | 14,958    | -35.1% |
| THE CUTTING COMPANY LOUGHBOROUGH         | 4,991   | -16.3% | 0        | NA | 440     | -28.9% | 54       | 35.0%  | 0      | NA | 48     | -60.0% | 2       | -93.5% | 0         | NA | 5,535     | -18.3% | 66     | -76.6% | 0          | NA | 66              | -76.6% | 5,601     | -20.6% |
| 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                             | 5,859   | 28.3%  | 0        | NA | 2,536   | 20.5%  | 381      | -60.2% | 0      | NA | 410    | -26.3% | 13      | -90.8% | 0         | NA | 9,199     | 9.6%   | 470    | -33.7% | 0          | NA | 470             | -33.7% | 9,669     | 6.2%   |
| TOTAL                                    | 142,179 | -25.6% | 0        | NA | 100,138 | -28.6% | 16,595   | -57.0% | 0      | NA | 15,155 | -42.8% | 1,478   | -87.3% | 0         | NA | 275,545   | -33.1% | 18,601 | -39.0% | 0          | NA | 18,601          | -39.0% | 294,146   | -33.5% |

|              |         |      |   |    |        |       |        |        |   |    |        |       |     |        |   |    |         |      |        |        |   |    |        |        |         |      |
|--------------|---------|------|---|----|--------|-------|--------|--------|---|----|--------|-------|-----|--------|---|----|---------|------|--------|--------|---|----|--------|--------|---------|------|
| LIKE ON LIKE | 138,339 | 1.0% | 0 | NA | 98,177 | 35.0% | 16,172 | -48.3% | 0 | NA | 14,642 | -2.3% | 993 | -81.9% | 0 | NA | 268,323 | 2.6% | 18,299 | -25.2% | 0 | NA | 18,299 | -25.2% | 286,622 | 0.2% |
|--------------|---------|------|---|----|--------|-------|--------|--------|---|----|--------|-------|-----|--------|---|----|---------|------|--------|--------|---|----|--------|--------|---------|------|

NUMBER OF DOORS 15

DECEMBER 2013

# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

SALON GROUP

MONTH - TRADE  
2013 vs 2012

| STORE:                                  | ANGEL |        | INNOCENT |    | ALIEN |        | WOMANITY |        | MIRROR |    | A*MEN |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|-----------------------------------------|-------|--------|----------|----|-------|--------|----------|--------|--------|----|-------|--------|---------|--------|-----------|----|-----------|--------|------|--------|------------|----|-----------------|--------|-----------|--------|
|                                         | 2013  | %      | 2013     | %  | 2013  | %      | 2013     | %      | 2013   | %  | 2013  | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013 | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| BEAUTY BASE EALING                      | 1,015 | 17.7%  | 0        | NA | 1,144 | 16.0%  | 0        | NA     | 0      | NA | 86    | 59.3%  | 0       | NA     | 0         | NA | 2,245     | 18.0%  | 0    | NA     | 0          | NA | 0               | NA     | 2,245     | 18.0%  |
| BEAUTY BASE HOUNSLOW                    | 1,332 | 5.5%   | 0        | NA | 1,796 | 103.9% | 0        | NA     | 0      | NA | 343   | 471.7% | 0       | NA     | 0         | NA | 3,471     | 57.6%  | 0    | NA     | 0          | NA | 0               | NA     | 3,471     | 57.6%  |
| BEAUTY BASE STAINES                     | 588   | -41.4% | 0        | NA | 286   | -17.6% | 0        | NA     | 0      | NA | 98    | 553.3% | 0       | NA     | 0         | NA | 972       | -28.8% | 57   | NA     | 0          | NA | 57              | NA     | 1,029     | -24.7% |
| BEAUTY BASE STRATFORD (OPND 09/2011)    | 1,034 | -38.5% | 0        | NA | 1,847 | 59.9%  | 0        | NA     | 0      | NA | 1,199 | NA     | 52      | NA     | 0         | NA | 4,132     | 40.6%  | 0    | NA     | 0          | NA | 0               | NA     | 4,132     | 40.6%  |
| BEAUTY BASE WESTFIELD                   | 1,223 | -27.8% | 0        | NA | 860   | -44.3% | 0        | NA     | 0      | NA | 198   | -16.8% | 52      | NA     | 0         | NA | 2,333     | -32.9% | 0    | NA     | 0          | NA | 0               | NA     | 2,333     | -32.9% |
| BEAUTY BASE WHITELEYS                   | 655   | 4.5%   | 0        | NA | 884   | 47.1%  | 0        | NA     | 0      | NA | 142   | 29.1%  | 69      | NA     | 0         | NA | 1,750     | 30.8%  | 0    | NA     | 0          | NA | 0               | NA     | 1,750     | 30.8%  |
| 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                   | 1,023 | -22.1% | 0        | NA | 746   | 88.9%  | 0        | NA     | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 1,769     | -1.8%  | 0    | NA     | 0          | NA | 0               | NA     | 1,769     | -6.1%  |
| ELEGANCE & BEAUTE GLASGOW (OND 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 (CLSD 03/2013)           | 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     |
| GARDEN PHARMACY                         | 469   | -10.2% | 0        | NA | 358   | 97.8%  | 22       | 22.2%  | 0      | NA | 27    | -76.9% | 34      | -34.6% | 0         | NA | 910       | 2.2%   | 0    | NA     | 0          | NA | 0               | NA     | 910       | 2.2%   |
| 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                            | 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                                   | 7,339 | -53.8% | 0        | NA | 7,921 | -8.8%  | 22       | -97.3% | 0      | NA | 2,093 | 8.3%   | 207     | 298.1% | 0         | NA | 17,582    | -35.8% | 57   | -80.3% | 0          | NA | 57              | -80.3% | 17,639    | -36.2% |

|              |       |        |   |    |       |      |    |        |   |    |       |        |     |        |   |    |        |        |    |        |   |    |    |        |        |        |
|--------------|-------|--------|---|----|-------|------|----|--------|---|----|-------|--------|-----|--------|---|----|--------|--------|----|--------|---|----|----|--------|--------|--------|
| LIKE ON LIKE | 7,339 | -35.1% | 0 | NA | 7,921 | 9.2% | 22 | -85.2% | 0 | NA | 2,093 | 138.9% | 207 | 298.1% | 0 | NA | 17,582 | -10.5% | 57 | -30.5% | 0 | NA | 57 | -30.5% | 17,639 | -10.6% |
|--------------|-------|--------|---|----|-------|------|----|--------|---|----|-------|--------|-----|--------|---|----|--------|--------|----|--------|---|----|----|--------|--------|--------|

NUMBER OF DOORS 15

DECEMBER 2013

# CLARINS FRAGRANCE GROUP STORE GROUP REPORT

SALON GROUP

MONTH - RETAIL  
2013 vs 2012

| STORE:                                   | ANGEL  |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |    | A*MEN |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA  |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|------------------------------------------|--------|--------|----------|----|--------|--------|----------|--------|--------|----|-------|--------|---------|--------|-----------|----|-----------|--------|-------|--------|------------|----|-----------------|--------|-----------|--------|
|                                          | 2013   | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %  | 2013  | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013  | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| BEAUTY BASE EALING                       | 3,027  | -5.4%  | 0        | NA | 2,759  | 43.6%  | 416      | -51.3% | 0      | NA | 379   | 6.5%   | 21      | -85.1% | 0         | NA | 6,602     | 2.0%   | 508   | -20.6% | 0          | NA | 508             | -20.6% | 7,110     | 0.0%   |
| BEAUTY BASE HOUNSLOW                     | 3,769  | 17.3%  | 0        | NA | 3,436  | 78.2%  | 517      | -39.7% | 0      | NA | 471   | 31.9%  | 26      | -81.8% | 0         | NA | 8,219     | 26.5%  | 633   | -1.4%  | 0          | NA | 633             | -1.4%  | 8,852     | 24.0%  |
| BEAUTY BASE STAINES                      | 2,618  | 24.4%  | 0        | NA | 2,386  | 88.9%  | 359      | -36.0% | 0      | NA | 327   | 39.7%  | 18      | -80.9% | 0         | NA | 5,708     | 34.1%  | 440   | 4.8%   | 0          | NA | 440             | 4.8%   | 6,148     | 31.5%  |
| BEAUTY BASE STRATFORD (OPND 09/2011)     | 5,345  | -3.8%  | 0        | NA | 4,872  | 46.2%  | 734      | -50.4% | 0      | NA | 669   | 8.4%   | 36      | -85.4% | 0         | NA | 11,656    | 3.8%   | 898   | -19.2% | 0          | NA | 898             | -19.2% | 12,554    | 1.7%   |
| BEAUTY BASE WESTFIELD                    | 6,166  | -11.0% | 0        | NA | 5,621  | 35.2%  | 847      | -54.2% | 0      | NA | 771   | 0.1%   | 42      | -86.3% | 0         | NA | 13,447    | -4.0%  | 1,036 | -25.3% | 0          | NA | 1,036           | -25.3% | 14,483    | -5.9%  |
| BEAUTY BASE WHITELEYS                    | 2,430  | 8.4%   | 0        | NA | 2,215  | 64.7%  | 334      | -44.1% | 0      | NA | 304   | 22.1%  | 17      | -83.0% | 0         | NA | 5,300     | 16.9%  | 408   | -8.9%  | 0          | NA | 408             | -8.9%  | 5,708     | 14.6%  |
| COOTES PHARMACY                          | 630    | 80.0%  | 0        | NA | 200    | 28.2%  | 30       | -80.0% | 0      | NA | 180   | -7.7%  | 0       | NA     | 0         | NA | 1,040     | 22.2%  | 30    | -78.6% | 0          | NA | 30              | -78.6% | 1,070     | 8.0%   |
| DAVID FRANK LANCASTER                    | 1,766  | -9.8%  | 0        | NA | 1,043  | 7.4%   | 261      | 193.3% | 0      | NA | 78    | 39.3%  | 0       | NA     | 0         | NA | 3,148     | 1.4%   | 161   | NA     | 0          | NA | 161             | NA     | 3,309     | 6.6%   |
| ELEGANCE & BEAUTE GLASGOW (OPND 09/2012) | 1,107  | NA     | 0        | NA | 1,009  | NA     | 152      | NA     | 0      | NA | 138   | NA     | 9       | NA     | 0         | NA | 2,415     | NA     | 186   | NA     | 0          | NA | 186             | NA     | 2,601     | NA     |
| FEELUNIQUE.COM (CLSD 03/2013)            | 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     |
| GARDEN PHARMACY                          | 1,648  | 13.8%  | 0        | NA | 804    | 28.2%  | 149      | -48.3% | 0      | NA | 88    | -59.6% | 0       | NA     | 0         | NA | 2,689     | 4.2%   | 108   | 63.6%  | 0          | NA | 108             | 63.6%  | 2,797     | 5.7%   |
| 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         | 602    | -4.9%  | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 602       | -41.2% | 0     | NA     | 0          | NA | 0               | NA     | 602       | -52.1% |
| 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                             | 607    | -33.8% | 0        | NA | 554    | 0.7%   | 83       | -66.0% | 0      | NA | 76    | -25.5% | 4       | -90.2% | 0         | NA | 1,324     | -28.6% | 102   | -44.3% | 0          | NA | 102             | -44.3% | 1,426     | -30.0% |
| TOTAL                                    | 29,715 | -39.1% | 0        | NA | 24,899 | -36.6% | 3,882    | -57.5% | 0      | NA | 3,481 | -39.1% | 173     | -92.1% | 0         | NA | 62,150    | -40.9% | 4,510 | -30.5% | 0          | NA | 4,510           | -30.5% | 66,660    | -40.3% |

|              |        |       |   |    |        |       |       |        |   |    |       |       |     |        |   |    |        |      |       |        |   |    |       |        |        |       |
|--------------|--------|-------|---|----|--------|-------|-------|--------|---|----|-------|-------|-----|--------|---|----|--------|------|-------|--------|---|----|-------|--------|--------|-------|
| LIKE ON LIKE | 29,715 | -3.8% | 0 | NA | 24,899 | 38.9% | 3,882 | -49.2% | 0 | NA | 3,481 | -0.6% | 173 | -85.7% | 0 | NA | 62,150 | 1.6% | 4,510 | -21.4% | 0 | NA | 4,510 | -21.4% | 66,660 | -0.4% |
|--------------|--------|-------|---|----|--------|-------|-------|--------|---|----|-------|-------|-----|--------|---|----|--------|------|-------|--------|---|----|-------|--------|--------|-------|

NUMBER OF DOORS 15

DECEMBER 2013 YTD

SELFRIDGES GROUP

CLARINS FRAGRANCE GROUP  
STORE GROUP REPORT

YEAR TO DATE - TRADE  
2013 vs 2012

| STORE:                                | ANGEL   |       | INNOCENT |    | ALIEN   |        | WOMANITY |        | MIRROR |        | A*MEN  |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA   |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|---------------------------------------|---------|-------|----------|----|---------|--------|----------|--------|--------|--------|--------|--------|---------|--------|-----------|----|-----------|--------|--------|--------|------------|--------|-----------------|--------|-----------|--------|
|                                       | 2013    | %     | 2013     | %  | 2013    | %      | 2013     | %      | 2013   | %      | 2013   | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013   | %      | 2013       | %      | 2013            | %      | 2013      | %      |
| SELFRIDGES BIRMINGHAM                 | 10,436  | -9.5% | 0        | NA | 12,072  | -42.5% | 1,065    | -12.9% | 624    | NA     | 2,713  | -55.9% | 218     | 0.5%   | 0         | NA | 27,128    | -32.5% | 1,947  | -51.5% | (209)      | NA     | 1,738           | -65.0% | 28,866    | -36.0% |
| SELFRIDGES EXCHANGE SQ (MANCHESTER)   | 12,119  | 40.4% | 0        | NA | 15,613  | -8.7%  | 1,164    | -38.9% | 1,104  | NA     | 2,626  | -72.3% | 282     | 21.0%  | 0         | NA | 32,908    | -12.0% | 2,302  | -2.5%  | (120)      | NA     | 2,182           | -18.6% | 35,090    | -12.5% |
| SELFRIDGES LONDON                     | 58,867  | -2.3% | 0        | NA | 61,632  | -26.8% | 4,834    | -40.3% | 20,688 | 33.9%  | 15,310 | -62.0% | 3,010   | -32.9% | 0         | NA | 164,341   | -23.0% | 12,916 | -55.0% | (1,224)    | NA     | 11,692          | -62.6% | 176,033   | -28.0% |
| SELFRIDGES TRAFFORD PARK (MANCHESTER) | 28,369  | 10.3% | 0        | NA | 36,178  | -26.3% | 3,806    | 35.6%  | 240    | -16.7% | 6,801  | -37.8% | 1,396   | 63.5%  | 0         | NA | 76,790    | -14.4% | 4,373  | -62.1% | (240)      | NA     | 4,133           | -69.2% | 80,923    | -21.6% |
| SELFRIDGES.CO.UK                      | 5,035   | 87.0% | 0        | NA | 5,078   | -19.7% | 552      | -38.4% | 192    | -63.6% | 2,324  | -16.8% | 251     | 130.3% | 0         | NA | 13,432    | 0.3%   | 2,195  | -2.1%  | 55         | -92.7% | 2,250           | -24.8% | 15,682    | -4.3%  |
| SELFRIDGES HEAD OFFICE ACCOUNT        | (2,081) | NA    | 0        | NA | (26)    | NA     | (2,311)  | NA     | 0      | NA     | (117)  | NA     | 0       | NA     | 0         | NA | (4,535)   | NA     | (928)  | NA     | 0          | NA     | (928)           | NA     | (5,463)   | NA     |
| TOTAL                                 | 112,745 | 4.3%  | 0        | NA | 130,547 | -23.5% | 9,110    | -31.3% | 22,848 | 40.4%  | 29,657 | -57.3% | 5,157   | -12.6% | 0         | NA | 310,064   | -19.4% | 22,805 | -52.2% | (1,738)    | NA     | 21,067          | -61.1% | 331,131   | -24.5% |
| LIKE ON LIKE                          | 112,745 | 4.3%  | 0        | NA | 130,547 | -23.5% | 9,110    | -31.3% | 22,848 | 40.4%  | 29,657 | -57.3% | 5,157   | -12.6% | 0         | NA | 310,064   | -19.4% | 22,805 | -52.2% | (1,738)    | NA     | 21,067          | -61.1% | 331,131   | -24.5% |

YEAR TO DATE - RETAIL  
2013 vs 2012

| STORE:                                | ANGEL   |        | INNOCENT |    | ALIEN   |        | WOMANITY |        | MIRROR |       | A*MEN  |        | COLOGNE |        | MINITURES |        | TMP TOTAL |        | AURA   |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|---------------------------------------|---------|--------|----------|----|---------|--------|----------|--------|--------|-------|--------|--------|---------|--------|-----------|--------|-----------|--------|--------|--------|------------|--------|-----------------|--------|-----------|--------|
|                                       | 2013    | %      | 2013     | %  | 2013    | %      | 2013     | %      | 2013   | %     | 2013   | %      | 2013    | %      | 2013      | %      | 2013      | %      | 2013   | %      | 2013       | %      | 2013            | %      | 2013      | %      |
| SELFRIDGES BIRMINGHAM                 | 17,963  | -10.5% | 0        | NA | 27,210  | -19.3% | 2,278    | -39.2% | 768    | NA    | 9,345  | -43.0% | 684     | 16.1%  | 0         | NA     | 58,248    | -22.0% | 4,054  | -55.0% | 20         | -98.2% | 4,074           | -59.8% | 62,322    | -26.5% |
| SELFRIDGES EXCHANGE SQ (MANCHESTER)   | 20,448  | -18.7% | 0        | NA | 30,071  | 23.0%  | 3,412    | -42.4% | 1,814  | NA    | 8,226  | 64.8%  | 587     | -20.9% | 40        | 29.0%  | 64,598    | 5.4%   | 4,494  | -3.9%  | 96         | NA     | 4,590           | -1.8%  | 69,188    | 4.9%   |
| SELFRIDGES LONDON                     | 108,208 | -11.5% | 0        | NA | 118,309 | -28.7% | 12,661   | -52.3% | 41,281 | 26.6% | 51,107 | -9.8%  | 7,201   | 1.0%   | 0         | NA     | 338,767   | -17.7% | 24,476 | -53.6% | 48         | -98.8% | 24,524          | -56.7% | 363,291   | -22.4% |
| SELFRIDGES TRAFFORD PARK (MANCHESTER) | 60,842  | 7.2%   | 0        | NA | 82,323  | -21.6% | 9,405    | -17.9% | 1,824  | -4.5% | 20,004 | -2.8%  | 2,156   | 22.4%  | 0         | NA     | 176,554   | -10.8% | 8,217  | -71.3% | 110        | -83.5% | 8,327           | -71.6% | 184,881   | -18.6% |
| SELFRIDGES.CO.UK                      | 17,791  | 48.5%  | 0        | NA | 6,564   | 49.8%  | 988      | -47.8% | 0      | NA    | 903    | 11.3%  | 44      | -83.4% | 0         | NA     | 26,290    | 36.0%  | 1,209  | -24.5% | 0          | NA     | 1,209           | -24.5% | 27,499    | 31.4%  |
| SELFRIDGES HEAD OFFICE ACCOUNT        | 0       | NA     | 0        | NA | 0       | NA     | 0        | NA     | 0      | NA    | 0      | NA     | 0       | NA     | 0         | NA     | 0         | NA     | 0      | NA     | 0          | NA     | 0               | NA     | 0         | NA     |
| TOTAL                                 | 225,252 | -4.6%  | 0        | NA | 264,477 | -20.7% | 28,744   | -42.0% | 45,687 | 32.3% | 89,585 | -9.9%  | 10,672  | 1.8%   | 40        | -97.0% | 664,457   | -13.1% | 42,450 | -56.1% | 274        | -95.1% | 42,724          | -58.2% | 707,181   | -18.5% |
| LIKE ON LIKE                          | 225,252 | -4.6%  | 0        | NA | 264,477 | -20.7% | 28,744   | -42.0% | 45,687 | 32.3% | 89,585 | -9.9%  | 10,672  | 1.8%   | 40        | -97.0% | 664,457   | -13.1% | 42,450 | -56.1% | 274        | -95.1% | 42,724          | -58.2% | 707,181   | -18.5% |

NUMBER OF DOORS

DECEMBER 2013

CLARINS FRAGRANCE GROUP  
STORE GROUP REPORT

SELFRIDGES GROUP

MONTH - TRADE  
2013 vs 2012

| STORE:                                | ANGEL |        | INNOCENT |    | ALIEN |        | WOMANITY |        | MIRROR |    | A*MEN |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|---------------------------------------|-------|--------|----------|----|-------|--------|----------|--------|--------|----|-------|--------|---------|--------|-----------|----|-----------|--------|------|--------|------------|----|-----------------|--------|-----------|--------|
|                                       | 2013  | %      | 2013     | %  | 2013  | %      | 2013     | %      | 2013   | %  | 2013  | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013 | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| SELFRIDGES BIRMINGHAM                 | 264   | -86.1% | 0        | NA | 1,182 | -62.3% | 114      | -28.8% | 0      | NA | 117   | -63.0% | 31      | -50.0% | 0         | NA | 1,708     | -69.4% | 0    | NA     | 0          | NA | 0               | NA     | 1,708     | -70.5% |
| SELFRIDGES EXCHANGE SQ (MANCHESTER)   | 1,371 | 115.6% | 0        | NA | 2,899 | 194.3% | 212      | 24.7%  | 0      | NA | 0     | NA     | 47      | NA     | 0         | NA | 4,529     | 126.1% | 0    | NA     | 0          | NA | 0               | NA     | 4,529     | 95.6%  |
| SELFRIDGES LONDON                     | 3,966 | -50.5% | 0        | NA | 3,267 | -34.1% | 682      | 48.6%  | 0      | NA | 1,107 | -37.6% | 326     | -71.4% | 0         | NA | 9,348     | -44.4% | 324  | -51.9% | 0          | NA | 324             | -55.6% | 9,672     | -44.9% |
| SELFRIDGES TRAFFORD PARK (MANCHESTER) | 1,707 | -49.9% | 0        | NA | 1,265 | -64.6% | 623      | 82.7%  | 0      | NA | 213   | 24.6%  | 0       | NA     | 0         | NA | 3,808     | -51.3% | 0    | NA     | 0          | NA | 0               | NA     | 3,808     | -53.1% |
| SELFRIDGES.CO.UK                      | 123   | -73.5% | 0        | NA | 837   | 111.4% | 22       | -74.1% | 0      | NA | 80    | NA     | 0       | NA     | 0         | NA | 1,062     | -12.7% | 163  | -38.3% | 0          | NA | 163             | -57.6% | 1,225     | -23.4% |
| SELFRIDGES HEAD OFFICE ACCOUNT        | 0     | NA     | 0        | NA | 0     | NA     | 0        | NA     | 0      | NA | 0     | NA     | 0       | NA     | 0         | NA | 0         | NA     | 0    | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| TOTAL                                 | 7,431 | -48.5% | 0        | NA | 9,450 | -27.6% | 1,653    | 36.0%  | 0      | NA | 1,517 | -38.7% | 404     | -72.4% | 0         | NA | 20,455    | -38.9% | 487  | -71.2% | 0          | NA | 487             | -74.6% | 20,942    | -40.8% |
| LIKE ON LIKE                          | 7,431 | -48.5% | 0        | NA | 9,450 | -27.6% | 1,653    | 36.0%  | 0      | NA | 1,517 | -38.7% | 404     | -72.4% | 0         | NA | 20,455    | -38.9% | 487  | -71.2% | 0          | NA | 487             | -74.6% | 20,942    | -40.8% |

MONTH - RETAIL  
2013 vs 2012

| STORE:                                | ANGEL  |       | INNOCENT |    | ALIEN  |       | WOMANITY |        | MIRROR |        | A*MEN |        | COLOGNE |        | MINITURES |    | TMP TOTAL |        | AURA  |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|---------------------------------------|--------|-------|----------|----|--------|-------|----------|--------|--------|--------|-------|--------|---------|--------|-----------|----|-----------|--------|-------|--------|------------|----|-----------------|--------|-----------|--------|
|                                       | 2013   | %     | 2013     | %  | 2013   | %     | 2013     | %      | 2013   | %      | 2013  | %      | 2013    | %      | 2013      | %  | 2013      | %      | 2013  | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| SELFRIDGES BIRMINGHAM                 | 6,134  | 36.1% | 0        | NA | 7,258  | 2.0%  | 489      | -28.8% | 288    | NA     | 726   | -67.7% | 92      | -40.6% | 0         | NA | 14,987    | 1.9%   | 681   | -20.7% | 0          | NA | 681             | -29.7% | 15,668    | -0.1%  |
| SELFRIDGES EXCHANGE SQ (MANCHESTER)   | 6,284  | 30.3% | 0        | NA | 8,551  | 26.9% | 629      | -37.0% | 182    | NA     | 942   | -20.6% | 151     | NA     | 0         | NA | 16,739    | 21.8%  | 1,637 | 175.1% | 0          | NA | 1,637           | 175.1% | 18,376    | 28.1%  |
| SELFRIDGES LONDON                     | 21,751 | 2.5%  | 0        | NA | 15,619 | 12.0% | 926      | -84.2% | 768    | -75.0% | 3,043 | -62.5% | 400     | -37.6% | 0         | NA | 42,507    | -19.6% | 3,786 | 6.4%   | 0          | NA | 3,786           | 3.6%   | 46,293    | -18.1% |
| SELFRIDGES TRAFFORD PARK (MANCHESTER) | 15,180 | 24.3% | 0        | NA | 15,231 | 15.6% | 1,946    | -32.9% | 0      | NA     | 1,432 | -46.5% | 251     | -29.9% | 0         | NA | 34,040    | 8.4%   | 2,680 | -40.9% | 0          | NA | 2,680           | -42.8% | 36,720    | 1.8%   |
| SELFRIDGES.CO.UK                      | 3,383  | 12.2% | 0        | NA | 3,085  | 70.3% | 464      | -42.4% | 0      | NA     | 423   | 26.3%  | 23      | -83.0% | 0         | NA | 7,378     | 20.9%  | 567   | -6.3%  | 0          | NA | 567             | -6.3%  | 7,945     | 18.5%  |
| 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                                 | 52,732 | 15.2% | 0        | NA | 49,744 | 16.3% | 4,454    | -60.4% | 1,238  | -59.7% | 6,566 | -54.9% | 917     | -28.9% | 0         | NA | 115,651   | -2.7%  | 9,351 | -7.9%  | 0          | NA | 9,351           | -11.0% | 125,002   | -3.4%  |
| LIKE ON LIKE                          | 52,732 | 15.2% | 0        | NA | 49,744 | 16.3% | 4,454    | -60.4% | 1,238  | -59.7% | 6,566 | -54.9% | 917     | -28.9% | 0         | NA | 115,651   | -2.7%  | 9,351 | -7.9%  | 0          | NA | 9,351           | -11.0% | 125,002   | -3.4%  |

NUMBER OF DOORS



DECEMBER 2013 YTD

CLARINS FRAGRANCE GROUP  
STORE GROUP REPORT

SWAROVSKI GROUP

YEAR TO DATE - TRADE  
2013 vs 2012

| STORE:                                | ANGEL |    | INNOCENT |    | ALIEN |    | WOMANITY |    | MIRROR |    | A'MEN |    | COLOGNE |    | TMP TOTAL |    | AURA   |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|---------------------------------------|-------|----|----------|----|-------|----|----------|----|--------|----|-------|----|---------|----|-----------|----|--------|--------|------------|--------|-----------------|--------|-----------|--------|
|                                       | 2013  | %  | 2013     | %  | 2013  | %  | 2013     | %  | 2013   | %  | 2013  | %  | 2013    | %  | 2013      | %  | 2013   | %      | 2013       | %      | 2013            | %      | 2013      | %      |
| SWAROVSKI ABERDEEN                    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 146    | -92.7% | 0          | NA     | 146             | -94.0% | 146       | -94.0% |
| SWAROVSKI BIRMINGHAM                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,114  | -65.1% | 0          | NA     | 1,114           | -70.4% | 1,114     | -70.4% |
| SWAROVSKI BOLTON                      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 73     | -94.2% | 0          | NA     | 73              | -95.0% | 73        | -95.0% |
| SWAROVSKI BRENT CROSS                 | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 939    | -51.1% | 0          | NA     | 939             | -55.5% | 939       | -55.5% |
| SWAROVSKI BRIGHTON                    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 654    | -48.5% | 0          | NA     | 654             | -55.1% | 654       | -55.1% |
| SWAROVSKI BRISTOL CABOT CIRCUS        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 215    | -85.6% | 0          | NA     | 215             | -88.1% | 215       | -88.1% |
| SWAROVSKI BRISTOL CRIBBS CAUSEWAY     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,351  | -45.2% | 0          | NA     | 1,351           | -53.6% | 1,351     | -53.6% |
| SWAROVSKI BROMLEY                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 707    | -64.7% | 0          | NA     | 707             | -71.1% | 707       | -71.1% |
| SWAROVSKI BURY ST EDMUNDS             | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 73     | -94.2% | 0          | NA     | 73              | -95.0% | 73        | -95.0% |
| SWAROVSKI CAMBRIDGE                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 117    | -90.8% | 0          | NA     | 117             | -92.0% | 117       | -92.0% |
| SWAROVSKI CANTERBURY                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 73     | NA     | 0          | NA     | 73              | NA     | 73        | NA     |
| SWAROVSKI CARDIFF                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 888    | -79.3% | 0          | NA     | 888             | -82.4% | 888       | -82.4% |
| SWAROVSKI CHICHESTER                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 634    | -74.3% | 0          | NA     | 634             | -79.1% | 634       | -79.1% |
| SWAROVSKI CROYDON                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 707    | -64.7% | 0          | NA     | 707             | -71.1% | 707       | -71.1% |
| SWAROVSKI DARTFORD BLJEWATER          | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,158  | -73.5% | 0          | NA     | 1,158           | -77.4% | 1,158     | -77.4% |
| SWAROVSKI DERBY                       | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0      | NA     | 0          | NA     | 0               | NA     | 0         | NA     |
| SWAROVSKI DONCASTER                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 73     | NA     | 0          | NA     | 73              | NA     | 73        | NA     |
| SWAROVSKI DUDLEY MERRY HILL           | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 146    | -92.7% | 0          | NA     | 146             | -94.0% | 146       | -94.0% |
| SWAROVSKI DUNDEE                      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 146    | -92.7% | 0          | NA     | 146             | -94.0% | 146       | -94.0% |
| SWAROVSKI EDINBURGH                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 244    | -90.2% | 0          | NA     | 244             | -92.0% | 244       | -92.0% |
| SWAROVSKI EXETER                      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 117    | -95.3% | 0          | NA     | 117             | -96.2% | 117       | -96.2% |
| SWAROVSKI GATESHEAD METRO CENTRE      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 707    | -71.7% | 0          | NA     | 707             | -76.9% | 707       | -76.9% |
| SWAROVSKI GLASGOW BRAEHEAD            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,110  | -73.9% | 0          | NA     | 1,110           | -77.8% | 1,110     | -77.8% |
| SWAROVSKI GLASGOW BUCHANAN ST         | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,158  | -73.0% | 0          | NA     | 1,158           | -77.1% | 1,158     | -77.1% |
| SWAROVSKI GLASGOW FORT (OPND 02/2013) | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 742    | NA     | 0          | NA     | 742             | NA     | 742       | NA     |
| SWAROVSKI GLASGOW SILVERBURN          | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 888    | -64.5% | 0          | NA     | 888             | -71.0% | 888       | -71.0% |
| SWAROVSKI KINGSTON UPON THAMES        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 888    | -55.7% | 0          | NA     | 888             | -63.8% | 888       | -63.8% |
| SWAROVSKI LEEDS                       | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 117    | -90.8% | 0          | NA     | 117             | -92.0% | 117       | -92.0% |
| SWAROVSKI LEICESTER                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,085  | -75.5% | 0          | NA     | 1,085           | -79.1% | 1,085     | -79.1% |
| SWAROVSKI LIVERPOOL (OPND 11/2012)    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 3,306  | 195.2% | 129        | -31.7% | 3,435           | 162.4% | 3,435     | 162.4% |
| SWAROVSKI LIVINGSTON                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 707    | -64.7% | 0          | NA     | 707             | -71.1% | 707       | -71.1% |
| SWAROVSKI LONDON COVENT GDN           | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 888    | -50.8% | 0          | NA     | 888             | -58.0% | 888       | -58.0% |
| SWAROVSKI LONDON CRYSTALLISED LOUNGE  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0      | NA     | 0          | NA     | 0               | NA     | 0         | NA     |
| SWAROVSKI LONDON KNIGHTSBRIDGE        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 917    | -49.2% | 0          | NA     | 917             | -56.6% | 917       | -56.6% |
| SWAROVSKI LONDON NEW CHANGE ST        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 146    | -88.5% | 0          | NA     | 146             | -90.0% | 146       | -90.0% |
| SWAROVSKI LONDON OXFORD ST            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 961    | -72.6% | 0          | NA     | 961             | -77.5% | 961       | -77.5% |
| SWAROVSKI LONDON OXFORD ST            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 146    | -88.5% | 0          | NA     | 146             | -90.0% | 146       | -90.0% |
| SWAROVSKI LONDON OXFORD ST CENTRAL    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 2,713  | -56.4% | 0          | NA     | 2,713           | -63.9% | 2,713     | -63.9% |
| SWAROVSKI LONDON REGENT ST            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,114  | -69.4% | 0          | NA     | 1,114           | -73.5% | 1,114     | -73.5% |
| SWAROVSKI LONDON WESTFIELD            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,158  | -74.5% | 0          | NA     | 1,158           | -78.1% | 1,158     | -78.1% |
| SWAROVSKI MANCHESTER TRAFFORD PARK    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,396  | -70.4% | 0          | NA     | 1,396           | -74.5% | 1,396     | -74.5% |
| SWAROVSKI MANCHESTER                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 823    | -58.9% | 0          | NA     | 823             | -66.4% | 823       | -66.4% |
| SWAROVSKI MANCHESTER                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0      | NA     | 0          | NA     | 0               | NA     | 0         | NA     |
| SWAROVSKI MILTON KEYNES               | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 146    | -92.7% | 0          | NA     | 146             | -94.0% | 146       | -94.0% |
| SWAROVSKI NEWCASTLE                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 678    | -61.6% | 0          | NA     | 678             | -67.3% | 678       | -67.3% |
| SWAROVSKI NORWICH                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 73     | -94.2% | 0          | NA     | 73              | -95.0% | 73        | -95.0% |
| SWAROVSKI NOTTINGHAM                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,548  | -64.2% | 0          | NA     | 1,548           | -69.6% | 1,548     | -69.6% |
| SWAROVSKI OXFORD                      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 654    | -48.5% | 0          | NA     | 654             | -55.1% | 654       | -55.1% |
| SWAROVSKI PLYMOUTH (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     |
| SWAROVSKI READING                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 654    | -48.5% | 0          | NA     | 654             | -55.1% | 654       | -55.1% |
| SWAROVSKI ROMFORD                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 117    | -90.8% | 0          | NA     | 117             | -92.0% | 117       | -92.0% |
| SWAROVSKI SHEFFIELD MEADOWHALL        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 961    | -72.6% | 0          | NA     | 961             | -77.5% | 961       | -77.5% |
| SWAROVSKI SOLIHULL                    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 707    | -79.6% | 0          | NA     | 707             | -83.3% | 707       | -83.3% |
| SWAROVSKI SOUTHAMPTON                 | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 678    | -72.9% | 0          | NA     | 678             | -77.9% | 678       | -77.9% |
| SWAROVSKI ST HELIER (OPND 10/2012)    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,602  | 67.9%  | 102        | -66.7% | 1,704           | 35.2%  | 1,704     | 35.2%  |
| SWAROVSKI STRATFORD                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 939    | -26.0% | 0          | NA     | 939             | -35.6% | 939       | -35.6% |
| SWAROVSKI THURROCK (OPND 10/2012)     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 3,239  | 172.6% | 106        | -43.9% | 3,345           | 142.9% | 3,345     | 142.9% |
| SWAROVSKI UXBRIDGE (OPND 10/2013)     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 818    | NA     | 129        | NA     | 947             | NA     | 947       | NA     |
| SWAROVSKI WARRINGTON                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | (58)   | NA     | 0          | NA     | (58)            | NA     | (58)      | NA     |
| SWAROVSKI WATFORD                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 888    | -55.7% | 0          | NA     | 888             | -63.8% | 888       | -63.8% |
| SWAROVSKI WIMBLEDON                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 73     | -94.2% | 0          | NA     | 73              | -95.0% | 73        | -95.0% |
| TOTAL                                 | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 44,262 | -65.4% | 466        | -98.1% | 44,728          | -70.6% | 44,728    | -70.6% |

|              |   |    |   |    |   |    |   |    |   |    |   |    |   |    |   |    |        |        |   |    |        |        |        |        |
|--------------|---|----|---|----|---|----|---|----|---|----|---|----|---|----|---|----|--------|--------|---|----|--------|--------|--------|--------|
| LIKE ON LIKE | 0 | NA | 0 | NA | 0 | NA | 0 | NA | 0 | NA | 0 | NA | 0 | NA | 0 | NA | 34,555 | -72.3% | 0 | NA | 34,555 | -76.7% | 34,555 | -76.7% |
|--------------|---|----|---|----|---|----|---|----|---|----|---|----|---|----|---|----|--------|--------|---|----|--------|--------|--------|--------|

NUMBER OF DOORS

DECEMBER 2013 YTD

CLARINS FRAGRANCE GROUP  
STORE GROUP REPORT

SWAROVSKI GROUP

YEAR TO DATE - RETAIL  
2013 vs 2012

| STORE:                                | ANGEL |    | INNOCENT |    | ALIEN |    | WOMANITY |    | MIRROR |    | A'M'EN |    | COLOGNE |    | TMP TOTAL |    | AURA  |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|---------------------------------------|-------|----|----------|----|-------|----|----------|----|--------|----|--------|----|---------|----|-----------|----|-------|--------|------------|--------|-----------------|--------|-----------|--------|
|                                       | 2013  | %  | 2013     | %  | 2013  | %  | 2013     | %  | 2013   | %  | 2013   | %  | 2013    | %  | 2013      | %  | 2013  | %      | 2013       | %      | 2013            | %      | 2013      | %      |
| SWAROVSKI ABERDEEN                    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 877   | -21.8% | 624        | 37.7%  | 1,501           | -4.6%  | 1,501     | -4.6%  |
| SWAROVSKI BIRMINGHAM                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 3,656 | -26.0% | 995        | -9.4%  | 4,651           | -23.0% | 4,651     | -23.0% |
| SWAROVSKI BOLTON                      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 1,021 | -54.7% | 1,166      | 208.5% | 2,187           | -16.9% | 2,187     | -16.9% |
| SWAROVSKI BRENT CROSS                 | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 2,486 | -30.8% | 973        | 272.8% | 3,459           | -10.2% | 3,459     | -10.2% |
| SWAROVSKI BRIGHTON                    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 2,830 | 7.8%   | 871        | 427.9% | 3,701           | 32.6%  | 3,701     | 32.6%  |
| SWAROVSKI BRISTOL CABOT CIRCUS        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 1,316 | -38.4% | 487        | 36.4%  | 1,803           | -27.7% | 1,803     | -27.7% |
| SWAROVSKI BRISTOL CRIIBS CAUSEWAY     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 3,066 | -9.9%  | 1,125      | 41.2%  | 4,191           | -0.2%  | 4,191     | -0.2%  |
| SWAROVSKI BROMLEY                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 2,673 | -25.3% | 1,412      | 207.0% | 4,085           | 1.2%   | 4,085     | 1.2%   |
| SWAROVSKI BURY ST EDMUNDS             | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 1,236 | -51.2% | 453        | 13.8%  | 1,689           | -42.4% | 1,689     | -42.4% |
| SWAROVSKI CAMBRIDGE                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 1,234 | -9.3%  | 559        | 19.7%  | 1,793           | -1.9%  | 1,793     | -1.9%  |
| SWAROVSKI CANTERBURY                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 175   | -37.5% | 0          | NA     | 175             | -55.1% | 175       | -55.1% |
| SWAROVSKI CARDIFF                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 3,225 | -32.9% | 768        | -6.0%  | 3,993           | -29.0% | 3,993     | -29.0% |
| SWAROVSKI CHICHESTER                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 4,500 | 43.7%  | 1,132      | 414.5% | 5,632           | 68.1%  | 5,632     | 68.1%  |
| SWAROVSKI CROYDON                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 3,022 | 18.8%  | 926        | 349.5% | 3,948           | 43.6%  | 3,948     | 43.6%  |
| SWAROVSKI DARTFORD BLUEWATER          | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 5,118 | -14.2% | 858        | -41.9% | 5,976           | -19.7% | 5,976     | -19.7% |
| SWAROVSKI DERBY                       | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 1,678 | -40.5% | 192        | -67.1% | 1,870           | -45.1% | 1,870     | -45.1% |
| SWAROVSKI DONCASTER                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 175   | -71.5% | 0          | NA     | 175             | -73.8% | 175       | -73.8% |
| SWAROVSKI DUDLEY MERRY HILL           | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 1,868 | -16.8% | 775        | 263.8% | 2,643           | 7.6%   | 2,643     | 7.6%   |
| SWAROVSKI DUNDEE                      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 996   | -49.5% | 823        | 128.6% | 1,819           | -22.0% | 1,819     | -22.0% |
| SWAROVSKI EDINBURGH                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 1,516 | -56.8% | 1,207      | 117.1% | 2,723           | -33.1% | 2,723     | -33.1% |
| SWAROVSKI EXETER                      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 1,423 | -46.4% | 1,461      | 126.2% | 2,884           | -12.6% | 2,884     | -12.6% |
| SWAROVSKI GATESHEAD METRO CENTRE      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 3,984 | 12.9%  | 762        | 105.4% | 4,746           | 21.7%  | 4,746     | 21.7%  |
| SWAROVSKI GLASGOW BRAEHEAD            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 5,090 | -27.7% | 1,529      | 320.1% | 6,619           | -10.6% | 6,619     | -10.6% |
| SWAROVSKI GLASGOW BUCHANAN ST         | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 5,301 | 5.5%   | 604        | -26.1% | 5,905           | 1.1%   | 5,905     | 1.1%   |
| SWAROVSKI GLASGOW FORT (OPND 02/2013) | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 5,661 | NA     | 708        | NA     | 6,369           | NA     | 6,369     | NA     |
| SWAROVSKI GLASGOW SILVERBURN          | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 4,252 | -8.6%  | 796        | 33.3%  | 5,048           | -3.8%  | 5,048     | -3.8%  |
| SWAROVSKI KINGSTON UPON THAMES        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 3,329 | -5.6%  | 974        | 283.5% | 4,303           | 13.8%  | 4,303     | 13.8%  |
| SWAROVSKI LEEDS                       | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 861   | -54.4% | 96         | -84.5% | 957             | -61.8% | 957       | -61.8% |
| SWAROVSKI LEICESTER                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 3,271 | -45.4% | 1,468      | 160.7% | 4,739           | -27.7% | 4,739     | -27.7% |
| SWAROVSKI LIVERPOOL (OPND 11/2012)    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 1,846 | NA     | 0          | NA     | 1,846           | NA     | 1,846     | NA     |
| SWAROVSKI LIVINGSTON                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 2,536 | -25.7% | 480        | 125.4% | 3,016           | -16.8% | 3,016     | -16.8% |
| SWAROVSKI LONDON COVENT GDN           | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 3,504 | 54.1%  | 2,661      | 947.6% | 6,165           | 143.9% | 6,165     | 143.9% |
| SWAROVSKI LONDON CRYSTALLISED LOUNGE  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA     | 0               | NA     | 0         | NA     |
| SWAROVSKI LONDON KNIGHTSBRIDGE        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 3,817 | 69.5%  | 1,070      | 136.2% | 4,887           | 80.7%  | 4,887     | 80.7%  |
| SWAROVSKI LONDON NEW CHANGE ST        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 658   | -27.8% | 398        | 61.1%  | 1,056           | -8.8%  | 1,056     | -8.8%  |
| SWAROVSKI LONDON OXFORD ST            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 3,147 | -13.0% | 741        | -39.7% | 3,888           | -19.8% | 3,888     | -19.8% |
| SWAROVSKI LONDON OXFORD ST            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 1,873 | -34.6% | 727        | 30.8%  | 2,600           | -24.0% | 2,600     | -24.0% |
| SWAROVSKI LONDON OXFORD ST CENTRAL    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 5,935 | -24.8% | 672        | 12.6%  | 6,607           | -22.2% | 6,607     | -22.2% |
| SWAROVSKI LONDON REGENT ST            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 3,133 | -12.1% | 1,173      | 53.9%  | 4,306           | -0.5%  | 4,306     | -0.5%  |
| SWAROVSKI LONDON WESTFIELD            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 3,666 | -30.3% | 748        | 105.5% | 4,414           | -21.5% | 4,414     | -21.5% |
| SWAROVSKI MANCHESTER TRAFFORD PARK    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 4,108 | -48.3% | 1,598      | 150.5% | 5,706           | -33.5% | 5,706     | -33.5% |
| SWAROVSKI MANCHESTER                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 2,065 | -8.9%  | 1,482      | 272.4% | 3,547           | 33.1%  | 3,547     | 33.1%  |
| SWAROVSKI MANCHESTER                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 847   | -51.8% | 391        | -13.7% | 1,238           | -44.0% | 1,238     | -44.0% |
| SWAROVSKI MILTON KEYNES               | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 1,249 | -41.0% | 933        | 130.4% | 2,182           | -13.5% | 2,182     | -13.5% |
| SWAROVSKI NEWCASTLE                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 3,134 | 38.6%  | 1,324      | 200.9% | 4,458           | 65.0%  | 4,458     | 65.0%  |
| SWAROVSKI NORWICH                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 1,069 | -26.3% | 885        | 134.1% | 1,954           | 6.8%   | 1,954     | 6.8%   |
| SWAROVSKI NOTTINGHAM                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 4,389 | -26.3% | 1,379      | 16.1%  | 5,768           | -19.2% | 5,768     | -19.2% |
| SWAROVSKI OXFORD                      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 2,299 | 22.2%  | 1,108      | 118.1% | 3,407           | 42.6%  | 3,407     | 42.6%  |
| SWAROVSKI PLYMOUTH (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     |
| SWAROVSKI READING                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 2,597 | 4.0%   | 432        | -15.0% | 3,029           | 0.8%   | 3,029     | 0.8%   |
| SWAROVSKI ROMFORD                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 1,401 | -45.9% | 960        | 258.2% | 2,361           | -17.4% | 2,361     | -17.4% |
| SWAROVSKI SHEFFIELD MEADOWHALL        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 3,556 | -16.3% | 556        | -22.9% | 4,112           | -17.3% | 4,112     | -17.3% |
| SWAROVSKI SOLIHULL                    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 3,932 | 8.6%   | 1,070      | 85.4%  | 5,002           | 19.2%  | 5,002     | 19.2%  |
| SWAROVSKI SOUTHAMPTON                 | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 2,930 | -20.3% | 612        | 93.7%  | 3,542           | -11.3% | 3,542     | -11.3% |
| SWAROVSKI ST HELIER (OPND 10/2012)    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 2,298 | NA     | 0          | NA     | 2,298           | NA     | 2,298     | NA     |
| SWAROVSKI STRATFORD                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 2,821 | -4.0%  | 1,015      | 572.2% | 3,836           | 24.1%  | 3,836     | 24.1%  |
| SWAROVSKI THURROCK (OPND 10/2012)     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0      | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA     |                 |        |           |        |

DECEMBER 2013

CLARINS FRAGRANCE GROUP  
STORE GROUP REPORT

SWAROVSKI GROUP

MONTH - TRADE  
2013 vs 2012

| STORE:                                | ANGEL |    | INNOCENT |    | ALIEN |    | WOMANITY |    | MIRROR |    | A'MEN |    | COLOGNE |    | TMP TOTAL |    | AURA  |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|---------------------------------------|-------|----|----------|----|-------|----|----------|----|--------|----|-------|----|---------|----|-----------|----|-------|--------|------------|----|-----------------|--------|-----------|--------|
|                                       | 2013  | %  | 2013     | %  | 2013  | %  | 2013     | %  | 2013   | %  | 2013  | %  | 2013    | %  | 2013      | %  | 2013  | %      | 2013       | %  | 2013            | %      | 2013      | %      |
| SWAROVSKI ABERDEEN                    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI BIRMINGHAM                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 244   | NA     | 0          | NA | 244             | NA     | 244       | NA     |
| SWAROVSKI BOLTON                      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI BRENT CROSS                 | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 244   | 205.0% | 0          | NA | 244             | 205.0% | 244       | 205.0% |
| SWAROVSKI BRIGHTON                    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 98    | NA     | 0          | NA | 98              | NA     | 98        | NA     |
| SWAROVSKI BRISTOL CABOT CIRCUS        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 98    | NA     | 0          | NA | 98              | NA     | 98        | NA     |
| SWAROVSKI BRISTOL CRIBBS CAUSEWAY     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 163   | NA     | 0          | NA | 163             | NA     | 163       | NA     |
| SWAROVSKI BROMLEY                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 98    | NA     | 0          | NA | 98              | NA     | 98        | NA     |
| SWAROVSKI BURY ST EDMUNDS             | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI CAMBRIDGE                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI CANTERBURY                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI CARDIFF                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 163   | 103.8% | 0          | NA | 163             | 103.8% | 163       | 103.8% |
| SWAROVSKI CHICHESTER                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 98    | NA     | 0          | NA | 98              | NA     | 98        | NA     |
| SWAROVSKI CROYDON                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 98    | NA     | 0          | NA | 98              | NA     | 98        | NA     |
| SWAROVSKI DARTFORD BLJEWATER          | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 244   | 103.3% | 0          | NA | 244             | 103.3% | 244       | 103.3% |
| SWAROVSKI DERBY                       | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI DONCASTER                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI DUDLEY MERRY HILL           | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI DUNDEE                      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI EDINBURGH                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 98    | NA     | 0          | NA | 98              | NA     | 98        | NA     |
| SWAROVSKI EXETER                      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI GATESHEAD METRO CENTRE      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 98    | NA     | 0          | NA | 98              | NA     | 98        | NA     |
| SWAROVSKI GLASGOW BRAEHEAD            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 244   | 205.0% | 0          | NA | 244             | 205.0% | 244       | 205.0% |
| SWAROVSKI GLASGOW BUCHANAN ST         | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 244   | 205.0% | 0          | NA | 244             | 205.0% | 244       | 205.0% |
| SWAROVSKI GLASGOW FORT (OPND 02/2013) | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 163   | NA     | 0          | NA | 163             | NA     | 163       | NA     |
| SWAROVSKI GLASGOW SILVERBURN          | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 163   | NA     | 0          | NA | 163             | NA     | 163       | NA     |
| SWAROVSKI KINGSTON UPON THAMES        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 163   | NA     | 0          | NA | 163             | NA     | 163       | NA     |
| SWAROVSKI LEEDS                       | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI LEICESTER                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 244   | 103.3% | 0          | NA | 244             | 103.3% | 244       | 103.3% |
| SWAROVSKI LIVERPOOL (OPND 11/2012)    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 767   | NA     | 0          | NA | 767             | NA     | 767       | NA     |
| SWAROVSKI LIVINGSTON                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 98    | NA     | 0          | NA | 98              | NA     | 98        | NA     |
| SWAROVSKI LONDON COVENT GDN           | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 163   | NA     | 0          | NA | 163             | NA     | 163       | NA     |
| SWAROVSKI LONDON CRYSTALLISED LOUNGE  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI LONDON KNIGHTSBRIDGE        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 163   | NA     | 0          | NA | 163             | NA     | 163       | NA     |
| SWAROVSKI LONDON NEW CHANGE ST        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI LONDON OXFORD ST            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 163   | NA     | 0          | NA | 163             | NA     | 163       | NA     |
| SWAROVSKI LONDON OXFORD ST            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI LONDON OXFORD ST CENTRAL    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,372 | NA     | 0          | NA | 1,372           | NA     | 1,372     | NA     |
| SWAROVSKI LONDON REGENT ST            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 244   | 205.0% | 0          | NA | 244             | 205.0% | 244       | 205.0% |
| SWAROVSKI LONDON WESTFIELD            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 244   | -16.4% | 0          | NA | 244             | -16.4% | 244       | -16.4% |
| SWAROVSKI MANCHESTER TRAFFORD PARK    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 325   | 170.8% | 0          | NA | 325             | 170.8% | 325       | 170.8% |
| SWAROVSKI MANCHESTER                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 98    | NA     | 0          | NA | 98              | NA     | 98        | NA     |
| SWAROVSKI MANCHESTER                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI MILTON KEYNES               | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI NEWCASTLE                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 98    | NA     | 0          | NA | 98              | NA     | 98        | NA     |
| SWAROVSKI NORWICH                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI NOTTINGHAM                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 244   | NA     | 0          | NA | 244             | NA     | 244       | NA     |
| SWAROVSKI OXFORD                      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 98    | NA     | 0          | NA | 98              | NA     | 98        | NA     |
| SWAROVSKI PLYMOUTH (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     |
| SWAROVSKI READING                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 98    | NA     | 0          | NA | 98              | NA     | 98        | NA     |
| SWAROVSKI ROMFORD                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI SHEFFIELD MEADOWHALL        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 163   | NA     | 0          | NA | 163             | NA     | 163       | NA     |
| SWAROVSKI SOLIHULL                    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 98    | NA     | 0          | NA | 98              | NA     | 98        | NA     |
| SWAROVSKI SOUTHAMPTON                 | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 98    | NA     | 0          | NA | 98              | NA     | 98        | NA     |
| SWAROVSKI ST HELIER (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     |
| SWAROVSKI STRATFORD                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 244   | NA     | 0          | NA | 244             | NA     | 244       | NA     |
| SWAROVSKI THURROCK (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     |
| SWAROVSKI UXBRIDGE (OPND 10/2013)     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI WARRINGTON                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0     | NA     | 0          | NA | 0               | NA     | 0         | NA     |
| SWAROVSKI WATFORD                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 163   | NA     | 0          | NA | 163             | NA     | 163       | NA     |
| SWAROVSKI WIMBLEDON                   | 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                                 | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 7,906 | 460.7% | 0          | NA | 7,906           | 415.4% | 7,906     | 415.4% |
| LIKE ON LIKE                          | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 6,976 | 495.2% | 0          | NA | 6,976           | 495.2% | 6,976     | 495.2% |

DECEMBER 2013

CLARINS FRAGRANCE GROUP  
STORE GROUP REPORT

SWAROVSKI GROUP

MONTH - RETAIL  
2013 vs 2012

| STORE:                                | ANGEL |    | INNOCENT |    | ALIEN |    | WOMANITY |    | MIRROR |    | A'MEN |    | COLOGNE |    | TMP TOTAL |    | AURA   |        | AURA JEWEL |        | SWAROVSKI TOTAL |        | CFG TOTAL |        |
|---------------------------------------|-------|----|----------|----|-------|----|----------|----|--------|----|-------|----|---------|----|-----------|----|--------|--------|------------|--------|-----------------|--------|-----------|--------|
|                                       | 2013  | %  | 2013     | %  | 2013  | %  | 2013     | %  | 2013   | %  | 2013  | %  | 2013    | %  | 2013      | %  | 2013   | %      | 2013       | %      | 2013            | %      | 2013      | %      |
| SWAROVSKI ABERDEEN                    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0      | NA     | 0          | NA     | 0               | NA     | 0         | NA     |
| SWAROVSKI BIRMINGHAM                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,144  | 135.4% | 0          | NA     | 1,144           | 56.1%  | 1,144     | 56.1%  |
| SWAROVSKI BOLTON                      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 159    | 54.4%  | 0          | NA     | 159             | 5.3%   | 159       | 5.3%   |
| SWAROVSKI BRENT CROSS                 | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 942    | 1.5%   | 0          | NA     | 942             | -3.5%  | 942       | -3.5%  |
| SWAROVSKI BRIGHTON                    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 775    | 103.9% | 0          | NA     | 775             | 103.9% | 775       | 103.9% |
| SWAROVSKI BRISTOL CABOT CIRCUS        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 327    | 23.9%  | 0          | NA     | 327             | -10.9% | 327       | -10.9% |
| SWAROVSKI BRISTOL CRIBBS CAUSEWAY     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,039  | 155.3% | 0          | NA     | 1,039           | 124.9% | 1,039     | 124.9% |
| SWAROVSKI BROMLEY                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 849    | -0.1%  | 0          | NA     | 849             | -14.6% | 849       | -14.6% |
| SWAROVSKI BURY ST EDMUNDS             | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0      | NA     | 55         | 14.6%  | 55              | -89.3% | 55        | -89.3% |
| SWAROVSKI CAMBRIDGE                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 289    | -20.6% | 0          | NA     | 289             | -20.6% | 289       | -20.6% |
| SWAROVSKI CANTERBURY                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0      | NA     | 0          | NA     | 0               | NA     | 0         | NA     |
| SWAROVSKI CARDIFF                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 676    | 8.3%   | 0          | NA     | 676             | 0.6%   | 676       | 0.6%   |
| SWAROVSKI CHICHESTER                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,120  | 298.6% | 110        | 100.0% | 1,230           | 266.1% | 1,230     | 266.1% |
| SWAROVSKI CROYDON                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,370  | 244.2% | 0          | NA     | 1,370           | 207.2% | 1,370     | 207.2% |
| SWAROVSKI DARTFORD BLJEWATER          | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,213  | -22.0% | 110        | 6.8%   | 1,323           | -20.2% | 1,323     | -20.2% |
| SWAROVSKI DERBY                       | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 551    | 38.1%  | 0          | NA     | 551             | -1.1%  | 551       | -1.1%  |
| SWAROVSKI DONCASTER                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0      | NA     | 0          | NA     | 0               | NA     | 0         | NA     |
| SWAROVSKI DUDLEY MERRY HILL           | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 735    | 75.4%  | 0          | NA     | 735             | 75.4%  | 735       | 75.4%  |
| SWAROVSKI DUNDEE                      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 233    | 121.9% | 0          | NA     | 233             | 45.6%  | 233       | 45.6%  |
| SWAROVSKI EDINBURGH                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 527    | 155.8% | 0          | NA     | 527             | 47.6%  | 527       | 47.6%  |
| SWAROVSKI EXETER                      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 451    | 30.0%  | 0          | NA     | 451             | 14.2%  | 451       | 14.2%  |
| SWAROVSKI GATESHEAD METRO CENTRE      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,682  | 59.4%  | 0          | NA     | 1,682           | 51.5%  | 1,682     | 51.5%  |
| SWAROVSKI GLASGOW BRAEHEAD            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,299  | -45.4% | 220        | NA     | 1,519           | -36.2% | 1,519     | -36.2% |
| SWAROVSKI GLASGOW BUCHANAN ST         | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,872  | 220.5% | 110        | -30.4% | 1,982           | 167.1% | 1,982     | 167.1% |
| SWAROVSKI GLASGOW FORT (OPND 02/2013) | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 2,602  | NA     | 165        | NA     | 2,767           | NA     | 2,767     | NA     |
| SWAROVSKI GLASGOW SILVERBURN          | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,332  | 125.4% | 165        | 243.8% | 1,497           | 134.3% | 1,497     | 134.3% |
| SWAROVSKI KINGSTON UPON THAMES        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 615    | -11.9% | 55         | NA     | 670             | -4.0%  | 670       | -4.0%  |
| SWAROVSKI LEEDS                       | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 147    | -36.1% | 0          | NA     | 147             | -54.9% | 147       | -54.9% |
| SWAROVSKI LEICESTER                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,161  | 137.9% | 55         | -78.3% | 1,216           | 63.9%  | 1,216     | 63.9%  |
| SWAROVSKI LIVERPOOL (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     |
| SWAROVSKI LIVINGSTON                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 481    | -21.8% | 0          | NA     | 481             | -28.2% | 481       | -28.2% |
| SWAROVSKI LONDON COVENT GDN           | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,164  | 244.4% | 0          | NA     | 1,164           | 196.2% | 1,164     | 196.2% |
| SWAROVSKI LONDON CRYSTALLISED LOUNGE  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0      | NA     | 0          | NA     | 0               | NA     | 0         | NA     |
| SWAROVSKI LONDON KNIGHTSBRIDGE        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 332    | 621.7% | 110        | NA     | 442             | 860.9% | 442       | 860.9% |
| SWAROVSKI LONDON NEW CHANGE ST        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 201    | 15.5%  | 0          | NA     | 201             | -25.6% | 201       | -25.6% |
| SWAROVSKI LONDON OXFORD ST            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 552    | 58.6%  | 0          | NA     | 552             | 58.6%  | 552       | 58.6%  |
| SWAROVSKI LONDON OXFORD ST            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 279    | -54.0% | 0          | NA     | 279             | -57.3% | 279       | -57.3% |
| SWAROVSKI LONDON OXFORD ST CENTRAL    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,654  | 30.0%  | 0          | NA     | 1,654           | 30.0%  | 1,654     | 30.0%  |
| SWAROVSKI LONDON REGENT ST            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 912    | 208.1% | 144        | 161.8% | 1,056           | 200.9% | 1,056     | 200.9% |
| SWAROVSKI LONDON WESTFIELD            | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 979    | 16.1%  | 110        | NA     | 1,089           | 37.0%  | 1,089     | 37.0%  |
| SWAROVSKI MANCHESTER TRAFFORD PARK    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,198  | -13.4% | 55         | NA     | 1,253           | -9.5%  | 1,253     | -9.5%  |
| SWAROVSKI MANCHESTER                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 382    | -16.0% | 110        | 14.6%  | 492             | -10.7% | 492       | -10.7% |
| SWAROVSKI MANCHESTER                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 189    | -65.2% | 0          | NA     | 189             | -70.7% | 189       | -70.7% |
| SWAROVSKI MILTON KEYNES               | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 306    | -29.5% | 55         | 0.0%   | 361             | -26.2% | 361       | -26.2% |
| SWAROVSKI NEWCASTLE                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 367    | -24.8% | 55         | NA     | 422             | -13.5% | 422       | -13.5% |
| SWAROVSKI NORWICH                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 409    | 297.1% | 110        | NA     | 519             | 403.9% | 519       | 403.9% |
| SWAROVSKI NOTTINGHAM                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,293  | 42.9%  | 0          | NA     | 1,293           | 27.4%  | 1,293     | 27.4%  |
| SWAROVSKI OXFORD                      | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,005  | 228.4% | 0          | NA     | 1,005           | 145.7% | 1,005     | 145.7% |
| SWAROVSKI PLYMOUTH (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     |
| SWAROVSKI READING                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 997    | 59.3%  | 0          | NA     | 997             | 47.9%  | 997       | 47.9%  |
| SWAROVSKI ROMFORD                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0      | NA     | 0          | NA     | 0               | NA     | 0         | NA     |
| SWAROVSKI SHEFFIELD MEADOWHALL        | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,071  | 11.9%  | 0          | NA     | 1,071           | 0.4%   | 1,071     | 0.4%   |
| SWAROVSKI SOLIHULL                    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,251  | 59.4%  | 55         | NA     | 1,306           | 66.4%  | 1,306     | 66.4%  |
| SWAROVSKI SOUTHAMPTON                 | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,245  | 703.2% | 48         | NA     | 1,293           | 734.2% | 1,293     | 734.2% |
| SWAROVSKI ST HELIER (OPND 10/2012)    | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 650    | NA     | 0          | NA     | 650             | NA     | 650       | NA     |
| SWAROVSKI STRATFORD                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,492  | 234.5% | 0          | NA     | 1,492           | 234.5% | 1,492     | 234.5% |
| SWAROVSKI THURROCK (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     |
| SWAROVSKI UXBRIDGE (OPND 10/2013)     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0      | NA     | 0          | NA     | 0               | NA     | 0         | NA     |
| SWAROVSKI WARRINGTON                  | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 0      | NA     | 0          | NA     | 0               | NA     | 0         | NA     |
| SWAROVSKI WATFORD                     | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 1,441  | 441.7% | 0          | NA     | 1,441           | 153.7% | 1,441     | 153.7% |
| SWAROVSKI WIMBLEDON                   | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 142    | -65.3% | 0          | NA     | 142             | -65.3% | 142       | -65.3% |
| TOTAL                                 | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 43,102 | 52.7%  | 1,897      | -42.7% | 44,999          | 42.7%  | 44,999    | 42.7%  |
| LIKE ON LIKE                          | 0     | NA | 0        | NA | 0     | NA | 0        | NA | 0      | NA | 0     | NA | 0       | NA | 0         | NA | 39,850 | 41.1%  | 1,732      | -47.7% | 41,582          | 31.8%  | 41,582    | 31.8%  |

DECEMBER 2013 YTD

THE FRAGRANCE SHOP

## CLARINS FRAGRANCE REPORT STORE GROUP REPORT

YEAR TO DATE - TRADE  
2013 vs 2012

| STORE:                                | ANGEL          |              | INNOCENT |           | ALIEN            |              | WOMANITY      |           | MIRROR   |           | A*MEN         |               | COLOGNE  |           | MINITURES |           | TMP TOTAL        |              | AURA           |           | AURA JEWEL |           | SWAROVSKI TOTAL |           | CFG TOTAL        |              |
|---------------------------------------|----------------|--------------|----------|-----------|------------------|--------------|---------------|-----------|----------|-----------|---------------|---------------|----------|-----------|-----------|-----------|------------------|--------------|----------------|-----------|------------|-----------|-----------------|-----------|------------------|--------------|
|                                       | 2013           | %            | 2013     | %         | 2013             | %            | 2013          | %         | 2013     | %         | 2013          | %             | 2013     | %         | 2013      | %         | 2013             | %            | 2013           | %         | 2013       | %         | 2013            | %         | 2013             | %            |
| 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)               | 788,920        | 18.1%        | 0        | NA        | 1,056,723        | 20.3%        | 35,414        | 890.0%    | 0        | NA        | 52,791        | -56.7%        | 0        | NA        | 0         | NA        | 1,933,848        | 16.2%        | 8,133          | -63.6%    | 0          | NA        | 8,133           | -63.6%    | 1,941,981        | 15.1%        |
| THE FRAGRANCE SHOP (W/H2)             | 0              | NA           | 0        | NA        | 0                | NA           | 0             | NA        | 0        | NA        | 0             | NA            | 0        | NA        | 0         | NA        | 0                | NA           | 0              | NA        | 0          | NA        | 0               | NA        | 0                | NA           |
| THE FRAGRANCE SHOP EXPENSE BUYING A/C | (45,689)       | NA           | 0        | NA        | (7,669)          | NA           | 0             | NA        | 0        | NA        | (1,014)       | NA            | 0        | NA        | 0         | NA        | (54,372)         | NA           | (9,738)        | NA        | 0          | NA        | (9,738)         | NA        | (64,110)         | NA           |
| <b>TOTAL</b>                          | <b>743,231</b> | <b>16.2%</b> | <b>0</b> | <b>NA</b> | <b>1,049,054</b> | <b>19.4%</b> | <b>35,414</b> | <b>NA</b> | <b>0</b> | <b>NA</b> | <b>51,777</b> | <b>-57.5%</b> | <b>0</b> | <b>NA</b> | <b>0</b>  | <b>NA</b> | <b>1,879,476</b> | <b>15.2%</b> | <b>(1,605)</b> | <b>NA</b> | <b>0</b>   | <b>NA</b> | <b>(1,605)</b>  | <b>NA</b> | <b>1,877,871</b> | <b>13.9%</b> |
| LIKE ON LIKE                          | 743,231        | 16.2%        | 0        | NA        | 1,049,054        | 19.4%        | 35,414        | NA        | 0        | NA        | 51,777        | -57.5%        | 0        | NA        | 0         | NA        | 1,879,476        | 15.2%        | (1,605)        | NA        | 0          | NA        | (1,605)         | NA        | 1,877,871        | 13.9%        |

YEAR TO DATE - RETAIL  
2013 vs 2012

| STORE:                                | ANGEL            |              | INNOCENT     |               | ALIEN            |              | WOMANITY      |               | MIRROR   |           | A*MEN          |             | COLOGNE   |               | MINITURES |           | TMP TOTAL        |              | AURA          |               | AURA JEWEL |           | SWAROVSKI TOTAL |               | CFG TOTAL        |              |
|---------------------------------------|------------------|--------------|--------------|---------------|------------------|--------------|---------------|---------------|----------|-----------|----------------|-------------|-----------|---------------|-----------|-----------|------------------|--------------|---------------|---------------|------------|-----------|-----------------|---------------|------------------|--------------|
|                                       | 2013             | %            | 2013         | %             | 2013             | %            | 2013          | %             | 2013     | %         | 2013           | %           | 2013      | %             | 2013      | %         | 2013             | %            | 2013          | %             | 2013       | %         | 2013            | %             | 2013             | %            |
| 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)               | 1,262,455        | 13.6%        | 2,802        | -78.4%        | 1,704,844        | 18.5%        | 69,301        | -44.0%        | 0        | NA        | 159,922        | 0.9%        | 14        | 133.3%        | 0         | NA        | 3,199,338        | 12.5%        | 46,933        | -52.5%        | 0          | NA        | 46,933          | -53.2%        | 3,246,271        | 10.2%        |
| 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           |
| <b>TOTAL</b>                          | <b>1,262,455</b> | <b>13.6%</b> | <b>2,802</b> | <b>-78.4%</b> | <b>1,704,844</b> | <b>18.5%</b> | <b>69,301</b> | <b>-44.0%</b> | <b>0</b> | <b>NA</b> | <b>159,922</b> | <b>0.9%</b> | <b>14</b> | <b>133.3%</b> | <b>0</b>  | <b>NA</b> | <b>3,199,338</b> | <b>12.5%</b> | <b>46,933</b> | <b>-52.5%</b> | <b>0</b>   | <b>NA</b> | <b>46,933</b>   | <b>-53.2%</b> | <b>3,246,271</b> | <b>10.2%</b> |
| LIKE ON LIKE                          | 1,262,455        | 13.6%        | 2,802        | -78.4%        | 1,704,844        | 18.5%        | 69,301        | -44.0%        | 0        | NA        | 159,922        | 0.9%        | 14        | 133.3%        | 0         | NA        | 3,199,338        | 12.5%        | 46,933        | -52.5%        | 0          | NA        | 46,933          | -53.2%        | 3,246,271        | 10.2%        |

NUMBER OF DOORS

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DECEMBER 2013

## CLARINS FRAGRANCE REPORT STORE GROUP REPORT

THE FRAGRANCE SHOP

MONTH - TRADE  
2013 vs 2012

| STORE:                                | ANGEL  |        | INNOCENT |    | ALIEN  |        | WOMANITY |        | MIRROR |    | A*MEN |        | COLOGNE |    | MINITURES |    | TMP TOTAL |        | AURA |    | AURA JEWEL |    | SWAROVSKI TOTAL |    | CFG TOTAL |        |
|---------------------------------------|--------|--------|----------|----|--------|--------|----------|--------|--------|----|-------|--------|---------|----|-----------|----|-----------|--------|------|----|------------|----|-----------------|----|-----------|--------|
|                                       | 2013   | %      | 2013     | %  | 2013   | %      | 2013     | %      | 2013   | %  | 2013  | %      | 2013    | %  | 2013      | %  | 2013      | %      | 2013 | %  | 2013       | %  | 2013            | %  | 2013      | %      |
| 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)               | 48,930 | -51.4% | 0        | NA | 73,239 | -44.9% | 1,731    | -66.6% | 0      | NA | 1,512 | -90.4% | 0       | NA | 0         | NA | 125,412   | -50.7% | 0    | NA | 0          | NA | 0               | NA | 125,412   | -50.7% |
| 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 | (3)    | NA     | 0        | NA | 0      | NA     | 0        | NA     | 0      | NA | (2)   | NA     | 0       | NA | 0         | NA | (5)       | NA     | 0    | NA | 0          | NA | 0               | NA | (5)       | NA     |
| TOTAL                                 | 48,927 | -51.4% | 0        | NA | 73,239 | -44.9% | 1,731    | -66.6% | 0      | NA | 1,510 | -90.4% | 0       | NA | 0         | NA | 125,407   | -50.7% | 0    | NA | 0          | NA | 0               | NA | 125,407   | -50.7% |
| LIKE ON LIKE                          | 48,927 | -51.4% | 0        | NA | 73,239 | -44.9% | 1,731    | -66.6% | 0      | NA | 1,510 | -90.4% | 0       | NA | 0         | NA | 125,407   | -50.7% | 0    | NA | 0          | NA | 0               | NA | 125,407   | -50.7% |

MONTH - RETAIL  
2013 vs 2012

| STORE:                                | ANGEL   |      | INNOCENT |    | ALIEN   |      | WOMANITY |        | MIRROR |    | A*MEN  |        | COLOGNE |    | MINITURES |    | TMP TOTAL |      | AURA  |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |      |
|---------------------------------------|---------|------|----------|----|---------|------|----------|--------|--------|----|--------|--------|---------|----|-----------|----|-----------|------|-------|--------|------------|----|-----------------|--------|-----------|------|
|                                       | 2013    | %    | 2013     | %  | 2013    | %    | 2013     | %      | 2013   | %  | 2013   | %      | 2013    | %  | 2013      | %  | 2013      | %    | 2013  | %      | 2013       | %  | 2013            | %      | 2013      | %    |
| 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)               | 443,421 | 5.2% | 0        | NA | 522,156 | 8.6% | 19,395   | -14.1% | 0      | NA | 34,154 | -22.8% | 0       | NA | 0         | NA | 1,019,126 | 5.1% | 8,624 | -37.6% | 0          | NA | 8,624           | -37.6% | 1,027,750 | 4.5% |
| 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                                 | 443,421 | 5.2% | 0        | NA | 522,156 | 8.6% | 19,395   | -14.1% | 0      | NA | 34,154 | -22.8% | 0       | NA | 0         | NA | 1,019,126 | 5.1% | 8,624 | -37.6% | 0          | NA | 8,624           | -37.6% | 1,027,750 | 4.5% |
| LIKE ON LIKE                          | 443,421 | 5.2% | 0        | NA | 522,156 | 8.6% | 19,395   | -14.1% | 0      | NA | 34,154 | -22.8% | 0       | NA | 0         | NA | 1,019,126 | 5.1% | 8,624 | -37.6% | 0          | NA | 8,624           | -37.6% | 1,027,750 | 4.5% |

NUMBER OF DOORS

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DECEMBER 2013 YTD

CLARINS FRAGRANCE REPORT  
STORE GROUP REPORT

THE PERFUME SHOP

YEAR TO DATE - TRADE  
2013 vs 2012

| STORE:                           | ANGEL     |       | INNOCENT |    | ALIEN     |      | WOMANITY |       | MIRROR |    | A*MEN   |       | COLOGNE |    | MINITURES |    | TMP TOTAL |      | AURA     |       | AURA JEWEL |    | SWAROVSKI TOTAL |       | CFG TOTAL |      |
|----------------------------------|-----------|-------|----------|----|-----------|------|----------|-------|--------|----|---------|-------|---------|----|-----------|----|-----------|------|----------|-------|------------|----|-----------------|-------|-----------|------|
|                                  | 2013      | %     | 2013     | %  | 2013      | %    | 2013     | %     | 2013   | %  | 2013    | %     | 2013    | %  | 2013      | %  | 2013      | %    | 2013     | %     | 2013       | %  | 2013            | %     | 2013      | %    |
| THE PERFUME SHOP (Expenses A/C)  | (119,603) | NA    | 0        | NA | (30,486)  | NA   | (3,272)  | NA    | 0      | NA | (1,375) | NA    | 0       | NA | 0         | NA | (154,736) | NA   | (25,686) | NA    | 0          | NA | (25,686)        | NA    | (180,422) | NA   |
| THE PERFUME SHOP (Dunstable)     | 2,361,937 | -5.9% | 26,227   | NA | 2,606,075 | 5.9% | 134,924  | 4.7%  | 0      | NA | 216,336 | -2.1% | 0       | NA | 0         | NA | 5,345,499 | 0.4% | 117,061  | -0.8% | 0          | NA | 117,061         | -0.8% | 5,462,560 | 0.4% |
| THE PERFUME SHOP (H/O)           | (3,406)   | NA    | 0        | NA | (9,350)   | NA   | (255)    | NA    | 0      | NA | (295)   | NA    | 0       | NA | 0         | NA | (13,306)  | NA   | (54)     | NA    | 0          | NA | (54)            | NA    | (13,360)  | NA   |
| THE PERFUME SHOP                 | (1,167)   | NA    | 0        | NA | (2,268)   | NA   | (179)    | NA    | 0      | NA | (6,335) | NA    | 0       | NA | 0         | NA | (9,949)   | NA   | (86)     | NA    | 0          | NA | (86)            | NA    | (10,035)  | 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                            | 2,237,761 | 2.5%  | 26,227   | NA | 2,563,971 | 4.7% | 131,218  | 31.5% | 0      | NA | 208,331 | -5.7% | 0       | NA | 0         | NA | 5,167,508 | 5.1% | 91,235   | 6.5%  | 0          | NA | 91,235          | 6.5%  | 5,258,743 | 5.1% |
| LIKE ON LIKE                     | 2,237,761 | 2.5%  | 26,227   | NA | 2,563,971 | 4.7% | 131,218  | 31.5% | 0      | NA | 208,331 | -5.7% | 0       | NA | 0         | NA | 5,167,508 | 5.1% | 91,235   | 6.5%  | 0          | NA | 91,235          | 6.5%  | 5,258,743 | 5.1% |

YEAR TO DATE - RETAIL  
2013 vs 2012

| STORE:                           | ANGEL     |      | INNOCENT |       | ALIEN     |       | WOMANITY |        | MIRROR |    | A*MEN   |      | COLOGNE |    | MINITURES |    | TMP TOTAL |      | AURA    |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |      |
|----------------------------------|-----------|------|----------|-------|-----------|-------|----------|--------|--------|----|---------|------|---------|----|-----------|----|-----------|------|---------|--------|------------|----|-----------------|--------|-----------|------|
|                                  | 2013      | %    | 2013     | %     | 2013      | %     | 2013     | %      | 2013   | %  | 2013    | %    | 2013    | %  | 2013      | %  | 2013      | %    | 2013    | %      | 2013       | %  | 2013            | %      | 2013      | %    |
| 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                 | 4,096,841 | 0.7% | 50,773   | 44.9% | 4,778,439 | 13.2% | 242,438  | -30.0% | 0      | NA | 373,806 | 0.1% | 0       | NA | 0         | NA | 9,542,297 | 5.5% | 172,122 | -32.5% | 0          | NA | 172,122         | -33.4% | 9,714,419 | 4.4% |
| 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                            | 4,096,841 | 0.7% | 50,773   | 44.9% | 4,778,439 | 13.2% | 242,438  | -30.0% | 0      | NA | 373,806 | 0.1% | 0       | NA | 0         | NA | 9,542,297 | 5.5% | 172,122 | -32.5% | 0          | NA | 172,122         | -33.4% | 9,714,419 | 4.4% |
| LIKE ON LIKE                     | 4,096,841 | 0.7% | 50,773   | 44.9% | 4,778,439 | 13.2% | 242,438  | -30.0% | 0      | NA | 373,806 | 0.1% | 0       | NA | 0         | NA | 9,542,297 | 5.5% | 172,122 | -32.5% | 0          | NA | 172,122         | -33.4% | 9,714,419 | 4.4% |

NUMBER OF DOORS 209

DECEMBER 2013

CLARINS FRAGRANCE REPORT  
STORE GROUP REPORT

THE PERFUME SHOP

MONTH - TRADE  
2013 vs 2012

| STORE:                           | ANGEL   |      | INNOCENT |    | ALIEN   |       | WOMANITY |      | MIRROR |    | A*MEN  |       | COLOGNE |    | MINITURES |    | TMP TOTAL |      | AURA   |    | AURA JEWEL |    | SWAROVSKI TOTAL |    | CFG TOTAL |       |
|----------------------------------|---------|------|----------|----|---------|-------|----------|------|--------|----|--------|-------|---------|----|-----------|----|-----------|------|--------|----|------------|----|-----------------|----|-----------|-------|
|                                  | 2013    | %    | 2013     | %  | 2013    | %     | 2013     | %    | 2013   | %  | 2013   | %     | 2013    | %  | 2013      | %  | 2013      | %    | 2013   | %  | 2013       | %  | 2013            | %  | 2013      | %     |
| 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)     | 288,938 | 9.6% | 0        | NA | 334,683 | -1.9% | 8,423    | 1.0% | 0      | NA | 23,150 | 39.9% | 0       | NA | 0         | NA | 655,194   | 4.1% | 70,532 | NA | 0          | NA | 70,532          | NA | 725,726   | 15.3% |
| 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                            | 288,938 | 9.6% | 0        | NA | 334,683 | -1.9% | 8,423    | 1.0% | 0      | NA | 23,150 | 39.9% | 0       | NA | 0         | NA | 655,194   | 4.1% | 70,532 | NA | 0          | NA | 70,532          | NA | 725,726   | 17.3% |
| LIKE ON LIKE                     | 288,938 | 9.6% | 0        | NA | 334,683 | -1.9% | 8,423    | 1.0% | 0      | NA | 23,150 | 39.9% | 0       | NA | 0         | NA | 655,194   | 4.1% | 70,532 | NA | 0          | NA | 70,532          | NA | 725,726   | 17.3% |

MONTH - RETAIL  
2013 vs 2012

| STORE:                           | ANGEL     |       | INNOCENT |    | ALIEN     |       | WOMANITY |       | MIRROR |    | A*MEN   |       | COLOGNE |    | MINITURES |    | TMP TOTAL |       | AURA   |        | AURA JEWEL |    | SWAROVSKI TOTAL |        | CFG TOTAL |      |
|----------------------------------|-----------|-------|----------|----|-----------|-------|----------|-------|--------|----|---------|-------|---------|----|-----------|----|-----------|-------|--------|--------|------------|----|-----------------|--------|-----------|------|
|                                  | 2013      | %     | 2013     | %  | 2013      | %     | 2013     | %     | 2013   | %  | 2013    | %     | 2013    | %  | 2013      | %  | 2013      | %     | 2013   | %      | 2013       | %  | 2013            | %      | 2013      | %    |
| 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                 | 1,450,582 | -2.3% | 0        | NA | 1,800,915 | 23.4% | 80,656   | -7.2% | 0      | NA | 110,640 | 12.8% | 0       | NA | 0         | NA | 3,442,793 | 10.0% | 29,933 | -33.3% | 0          | NA | 29,933          | -33.3% | 3,472,726 | 9.4% |
| 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                            | 1,450,582 | -2.3% | 0        | NA | 1,800,915 | 23.4% | 80,656   | -7.2% | 0      | NA | 110,640 | 12.8% | 0       | NA | 0         | NA | 3,442,793 | 10.0% | 29,933 | -33.3% | 0          | NA | 29,933          | -33.3% | 3,472,726 | 9.4% |
| LIKE ON LIKE                     | 1,450,582 | -2.3% | 0        | NA | 1,800,915 | 23.4% | 80,656   | -7.2% | 0      | NA | 110,640 | 12.8% | 0       | NA | 0         | NA | 3,442,793 | 10.0% | 29,933 | -33.3% | 0          | NA | 29,933          | -33.3% | 3,472,726 | 9.4% |