

CLARINS (UK) LTD

KEY LEISURE TREATMENT ACCOUNTS

MARCH YTD		YEAR TO DATE									
Acct Nber	NAME	SKINCARE 2018	% incr vs LY	COLOUR 2018	% incr vs LY	FOUNDATION 2018	% incr vs LY	MENS 2018	% incr vs LY	TOTAL 2018	% incr vs LY
1738	BURRENDALE HOTEL &COUNTRY CLUB, NEWCASTLE	2,174	-14.7%	238	17.8%	342	6.9%	271	NA	3,025	-1.5%
2251	CASTLE ROYLE, READING	1,939	-54.8%	70	NA	246	NA	97	44.8%	2,352	-21.3%
1940	CEDAR FALLS HEALTH FARM, TAUNTON	1,789	-11.3%	125	-85.1%	(492)		81	350.0%	1,503	-58.9%
3943	CROWNE PLAZA RESORT, COLCHESTER	1,186	-40.6%	21	-85.2%	147	83.8%			1,354	-39.0%
4956	HERONS HEALTH SPA, VALE OF GLAMORGAN	4,998	-51.2%	(81)		(394)		23	-87.6%	4,546	-61.7%
7679	LONDON BEACH LEISURE, TENTERDEN	6,662	10.8%	543	23.7%	831	52.2%	230	79.7%	8,266	16.0%
7091	NIZELS, HILDENBOROUGH	2,356	-11.6%	353	60.5%	250	31.6%	97	-26.5%	3,056	-4.7%
700	THE BELMORE CENTRE, STOKE MANDEVILLE	2,960	-26.8%	592	64.0%	(1)		201	428.9%	3,752	-14.0%
1122	THE ESSEX GOLF & COUNTY CLUB, COLCHESTER	2,333	27.1%	230	-43.8%	133	-66.0%	188	NA	2,884	9.4%
9536	THE TYTHERINGTON CLUB, MACCLESFIELD	651	-45.9%	10	-80.8%			73	9.0%	734	-45.3%
9898	WARWICKSHIRE GOLF & CTN CLUB, WARWICK	3,274	60.5%	361	52.3%	452	86.8%	342	643.5%	4,429	72.7%
	TOTAL	30,322	-22.1%	2,462	-23.8%	1,514	-32.3%	1,603	135.0%	35,901	-20.3%

MARCH		MONTH									
Acct Nber	NAME	SKINCARE 2018	% incr vs LY	COLOUR 2018	% incr vs LY	FOUNDATION 2018	% incr vs LY	MENS 2018	% incr vs LY	TOTAL 2018	% incr vs LY
1738	BURRENDALE HOTEL &COUNTRY CLUB, NEWCASTLE										
2251	CASTLE ROYLE, READING	1,477	-48.8%	29	NA					1,506	33.5%
1940	CEDAR FALLS HEALTH FARM, TAUNTON	1,069	174.8%	(416)		(672)		33	83.3%	14	-91.9%
3943	CROWNE PLAZA RESORT, COLCHESTER										
4956	HERONS HEALTH SPA, VALE OF GLAMORGAN	1,966	-49.1%	(122)		(571)		23	-58.2%	1,296	-69.2%
7679	LONDON BEACH LEISURE, TENTERDEN	3,124	64.8%	214	74.0%	177	47.5%			3,515	63.0%
7091	NIZELS, HILDENBOROUGH	1,088	-5.1%			29	-58.0%			1,117	-18.1%
700	THE BELMORE CENTRE, STOKE MANDEVILLE	1,465	-50.5%	57	-60.7%	241	173.9%			1,763	-45.0%
1122	THE ESSEX GOLF & COUNTY CLUB, COLCHESTER	864	45.2%	(62)		(306)				496	-34.3%
9536	THE TYTHERINGTON CLUB, MACCLESFIELD	398	57.3%							398	57.3%
9898	WARWICKSHIRE GOLF & CTN CLUB, WARWICK	2,518	222.4%	102	78.9%	290	468.6%	214	365.2%	3,124	234.1%
	TOTAL	13,969	-10.1%	(198)		(812)		270	52.5%	13,229	-12.6%

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KEY LEISURE TREATMENT ACCOUNTS

MARCH YTD		SALON SIZE ANALYSIS YEAR TO DATE								TREATMENT EQUIVALENT					
Acct Nber	NAME	FOC RETAIL 2018	% incr vs LY	VRAC 2018	% incr vs LY	FOC VRAC 2018	% incr vs LY	TOTAL VRAC 2018	% incr vs LY	2018 Vrac *8.5(12% cog)	% incr vs LY	2018 Retail @ *1.8 (cost of sls)	% incr vs LY	2018 Gross sales value £	% incr vs LY
1738	BURRENDALE HOTEL &COUNTRY CLUB, NEWCASTLE			623	-50.0%	177	135.5%	800	-39.4%	6,800	-39.4%	5,445	-3.2%	12,245	-27.3%
2251	CASTLE ROYLE, READING			75	-39.8%	86	-78.4%	161	-69.2%	1,369	-69.2%	4,234	-29.1%	5,602	-46.2%
1940	CEDAR FALLS HEALTH FARM, TAUNTON			1,023	699.0%	240	-4.7%	1,263	232.6%	10,739	232.6%	2,705	-71.5%	13,444	5.7%
3943	CROWNE PLAZA RESORT, COLCHESTER			601	-64.4%			601	-64.4%	5,112	-64.4%	2,437	-39.3%	7,549	-58.9%
4956	HERONS HEALTH SPA, VALE OF GLAMORGAN	293	-83.1%	4,499	-37.3%			4,499	-40.1%	38,243	-40.1%	8,709	-64.4%	46,953	-46.8%
7679	LONDON BEACH LEISURE, TENTERDEN	1,186	-24.4%	2,277	-17.8%	840	104.7%	3,118	-2.0%	26,499	-2.0%	17,014	8.7%	43,513	1.9%
7091	NIZELS, HILDENBOROUGH			630	143.1%	516	-52.1%	1,146	-14.3%	9,738	-14.3%	5,501	-32.0%	15,239	-21.6%
700	THE BELMORE CENTRE, STOKE MANDEVILLE	1,778	748.0%	247	-81.9%	395	114.9%	643	-58.5%	5,465	-58.5%	9,955	21.0%	15,419	-28.0%
1122	THE ESSEX GOLF & COUNTY CLUB, COLCHESTER	594	30.6%	71	-43.2%	362	-36.6%	433	-37.8%	3,678	-37.8%	6,261	12.6%	9,939	-13.4%
9536	THE TYTHERINGTON CLUB, MACCLESFIELD					16	-80.5%	16	-80.5%	134	-80.5%	1,321	-45.8%	1,455	-53.4%
9898	WARWICKSHIRE GOLF & CTN CLUB, WARWICK	373	68.8%	580	-11.7%	286	265.1%	866	17.9%	7,364	17.9%	8,643	72.4%	16,007	42.1%
	TOTAL	4,224	-43.6%	10,627	-31.6%	2,919	-15.5%	13,546	-28.7%	115,140	-28.7%	72,225	-23.6%	187,366	-26.8%