

CLARINS (UK) LTD
PREMIUM SPA PARTNERS TRADE SALES 2018 vs 2017

MARCH YTD		YEAR TO DATE									
Acct Nber	NAME	SKINCARE 2018	% incr 18 vs 17	COLOUR 2018	% incr 18 vs 17	FOUNDATION 2018	% incr 18 vs 17	MENS 2018	% incr 18 vs 17	TOTAL 2018	% incr 18 vs 17
7066	EDEN HALL DAY SPA - NEWARK	15,138	11.1%	1,333	-47.7%	1,036	-59.6%	492	34.4%	17,999	-5.8%
5083	HOAR CROSS HALL - NR YOXALL	9,094	45.6%	2,262	1.2%	3,168	36.1%	896	52.4%	15,420	35.3%
7816	LIFEHOUSE SPA & HOTEL - THORPE LE SOKEN	15,314	0.0%	1,035	-30.0%	1,891	-9.9%	1,284	141.8%	19,524	0.5%
7920	RAGDALE HALL HEALTH HYDRO - NR MELTON MOWBRAY	42,086	-19.1%	5,450	-42.5%	6,362	-34.6%	1,871	-23.9%	55,769	-24.3%
9039	SOPWELL HOUSE HOTEL - ST ALBANS	2,967	-20.2%			32	NA	99	-40.7%	3,098	-25.1%
	TOTAL	84,599	-6.9%	10,080	-37.0%	12,489	-25.3%	4,642	13.0%	111,810	-12.5%

MARCH		MONTH									
Acct Nber	NAME	SKINCARE 2018	% incr 18 vs 17	COLOUR 2018	% incr 18 vs 17	FOUNDATION 2018	% incr 18 vs 17	MENS 2018	% incr 18 vs 17	TOTAL 2018	% incr 18 vs 17
7066	EDEN HALL DAY SPA - NEWARK	4,889	-14.2%	398	-68.3%	137	-88.8%	36	-75.2%	5,460	-34.4%
5083	HOAR CROSS HALL - NR YOXALL	4,404	56.0%	874	100.0%	898	25.6%	393	128.5%	6,569	58.4%
7816	LIFEHOUSE SPA & HOTEL - THORPE LE SOKEN	6,369	-17.1%			227	-80.0%	343	NA	6,939	-24.5%
7920	RAGDALE HALL HEALTH HYDRO - NR MELTON MOWBRAY	15,262	-9.8%	1,634	-52.6%	2,291	-31.1%	667	-28.8%	19,854	-19.4%
9039	SOPWELL HOUSE HOTEL - ST ALBANS	2,101	-13.3%					99	153.8%	2,200	-10.6%
	TOTAL	33,025	-7.1%	2,906	-47.6%	3,553	-44.5%	1,538	22.0%	41,022	-15.9%

MARCH YTD				SALON SIZE ANALYSIS YEAR TO DATE						TREATMENT EQUIVALENT					
Acct Nber	NAME	FOC RETAIL 2018	% incr 18 vs 17	VRAC 2018	% incr 18 vs 17	FOC VRAC 2018	% incr 18 vs 17	TOTAL VRAC 2018	% incr 18 vs 17	2018 Vrac *8.5(12% cog)	% incr 18 vs 17	2018 Retail @ * 1.8 (cost of sls)	% incr 18 vs 17	2018 Gross sales value £	% incr 18 vs 17
7066	EDEN HALL DAY SPA - NEWARK	142	-97.7%	3,994	5.9%	803	-36.7%	4,797	-4.8%	40,776	-4.8%	32,654	-27.9%	73,430	-16.7%
5083	HOAR CROSS HALL - NR YOXALL	1,219	NA			742	NA	742	NA	6,308	NA	29,950	46.0%	36,257	76.7%
7816	LIFEHOUSE SPA & HOTEL - THORPE LE SOKEN	1,216	-47.0%	965	-56.7%	3,965	144.2%	4,930	27.9%	41,907	27.9%	37,331	-4.5%	79,238	10.3%
7920	RAGDALE HALL HEALTH HYDRO - NR MELTON MOWBRAY	2,884	-47.3%	12,031	-19.3%	4,766	-20.9%	16,797	-19.8%	142,771	-19.8%	105,575	-25.9%	248,347	-22.5%
9039	SOPWELL HOUSE HOTEL - ST ALBANS	40	-97.3%	557	-81.6%			557	-84.2%	4,738	-84.2%	5,648	-44.3%	10,387	-74.2%
	TOTAL	5,500	-64.1%	17,547	-26.7%	10,276	9.1%	27,824	-16.6%	236,500	-16.6%	211,159	-18.0%	447,659	-17.3%