

MARCH YTD

CLARINS (UK) LTD STORES PERFORMANCE REPORT

NORTHERN IRELAND CA

2018 vs 2017

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%INCR 18:17	COLOUR 2018	COLOUR 2017	%INCR 18:17	MENS 2018	MENS 2017	%INCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%INCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
	Angela Mullan															
1768	CAMERONS BALLYMENA	3,279	2,881	13.8%	419	544	-23.0%	261	182	43.4%	1,094	1,026	6.6%	5,053	4,633	9.1%
8528	LLOYDS PHARMACY BALLYMENA	1,163	1,287	-9.6%	136	136	0.0%	102	102	0.0%	357	408	-12.5%	1,758	1,933	-9.1%
8529	LLOYDS PHARMACY LONDONDERRY	1,487	1,243	19.6%	362	514	-29.6%	63	120	-47.5%	574	832	-31.0%	2,486	2,709	-8.2%
6753	MCFARLANES PHARMACY PLUS LARNE	5,212	4,151	25.6%	483	443	9.0%	220	97	126.8%	1,908	1,624	17.5%	7,823	6,315	23.9%
6754	MOORES OF COLERAINE COLERAINE	5,376	3,152	70.6%	427	545	-21.7%	384	65	490.8%	1,272	1,039	22.4%	7,459	4,801	55.4%
	Total Area 51	16,517	12,714	29.9%	1,827	2,182	-16.3%	1,030	566	82.0%	5,205	4,929	5.6%	24,579	20,391	20.5%
	Carla Taylor															
1882	CLEAR PHARMACY ANTRIM	1,443	1,983	-27.2%	410	163	151.5%	175	168	4.2%	454	702	-35.3%	2,482	3,016	-17.7%
1884	CLEAR PHARMACY NEWTOWNABBEY	8,337	5,937	40.4%	901	860	4.8%	782	255	206.7%	2,508	2,757	-9.0%	12,528	9,809	27.7%
3474	ERNE PHARMACY ENNISKILLEN	4,513	4,565	-1.1%	511	808	-36.8%	240	0	NA	1,277	1,735	-26.4%	6,541	7,108	-8.0%
4426	GORDONS CHEMIST ANTRIM	3,162	5,939	-46.8%	83	1,396	-94.1%	171	125	36.8%	516	2,848	-81.9%	3,932	10,308	-61.9%
4428	GORDONS CHEMIST BALLYMONEY	5,937	5,146	15.4%	887	1,040	-14.7%	266	312	-14.7%	1,827	1,808	1.1%	8,917	8,306	7.4%
4429	GORDONS CHEMIST BALLYNAHINCH	3,344	2,935	13.9%	480	546	-12.1%	376	304	23.7%	1,167	1,299	-10.2%	5,367	5,084	5.6%
4431	GORDONS CHEMIST BANBRIDGE	7,981	7,811	2.2%	1,003	1,222	-17.9%	536	263	103.8%	2,111	1,388	52.1%	11,631	10,684	8.9%
4459	GORDONS CHEMIST BANGOR SPRINGHILL SC	4,401	3,293	33.6%	860	735	17.0%	313	13	NA	694	915	-24.2%	6,268	4,956	26.5%
4432	GORDONS CHEMIST DONAGHADEE	3,933	3,848	2.2%	1,708	1,087	57.1%	301	163	84.7%	2,473	2,008	23.2%	8,415	7,106	18.4%
4433	GORDONS CHEMIST DOWNPATRICK	7,522	10,108	-25.6%	922	1,657	-44.4%	214	419	-48.9%	3,142	3,051	3.0%	11,800	15,235	-22.5%
4452	GORDONS CHEMIST DUNGANNON	6,486	0	NA	963	0	NA	580	0	NA	2,097	0	NA	10,126	0	NA
4434	GORDONS CHEMIST ENNISKILLEN	9,802	8,054	21.7%	930	1,214	-23.4%	229	181	26.5%	2,252	2,499	-9.9%	13,213	11,948	10.6%
4436	GORDONS CHEMIST KILKEEL	4,737	3,403	39.2%	317	830	-61.8%	174	19	815.8%	745	1,217	-38.8%	5,973	5,469	9.2%
4438	GORDONS CHEMIST LISBURN	4,147	2,174	90.8%	456	431	5.8%	48	28	71.4%	587	845	-30.5%	5,238	3,478	50.6%
4439	GORDONS CHEMIST LONDONDERRY	2,432	3,354	-27.5%	369	733	-49.7%	144	54	166.7%	808	841	-3.9%	3,753	4,982	-24.7%
4441	GORDONS CHEMIST LURGAN	4,662	3,080	51.4%	460	531	-13.4%	211	44	379.5%	1,210	1,155	4.8%	6,543	4,810	36.0%
4442	GORDONS CHEMIST NEWCASTLE	6,864	7,738	-11.3%	1,555	1,275	22.0%	581	484	20.0%	2,201	2,120	3.8%	11,201	11,617	-3.6%
4446	GORDONS CHEMIST OMAGH	4,683	4,028	16.3%	156	319	-51.1%	274	132	107.6%	547	1,027	-46.7%	5,660	5,506	2.8%
4481	GORDONS CHEMIST WAREHOUSE BANBRIDGE	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
4448	GORDONS CHEMIST WARRENPOINT	5,909	5,981	-1.2%	815	1,194	-31.7%	496	376	31.9%	1,262	1,626	-22.4%	8,482	9,177	-7.6%
6739	MCKAY PHM NEWTOWNARDS	2,713	4,444	-39.0%	780	574	35.9%	118	0	NA	1,332	1,801	-26.0%	4,943	6,819	-27.5%
6746	MCKAY PHM TEMPLEPATRICK	7,505	5,339	40.6%	758	888	-14.6%	197	204	-3.4%	1,699	2,154	-21.1%	10,159	8,585	18.3%
6773	MEDICARE DUNDONALD	520	362	43.6%	31	58	-46.6%	48	0	NA	-198	27	NA	401	447	-10.3%
6772	MEDICARE CARRICKFERGUS	3,392	2,557	32.7%	664	799	-16.9%	368	49	651.0%	1,574	1,118	40.8%	5,998	4,523	32.6%
6781	MEDICARE LIMAVADY	4,196	3,482	20.5%	422	737	-42.7%	445	201	121.4%	280	698	-59.9%	5,343	5,118	4.4%
6779	MEDICARE FORRESTSIDE BELFAST	16,209	17,682	-8.3%	854	3,075	-72.2%	1,110	925	20.0%	4,624	8,778	-47.3%	22,797	30,460	-25.2%
6782	MEDICARE HEALTH & BEAUTY STRABANE	5,081	5,563	-8.7%	166	565	-70.6%	336	153	119.6%	637	1,859	-65.7%	6,220	8,140	-23.6%
6771	MEDICARE KINGS SQ BELFAST	2,756	3,062	-10.0%	497	1,144	-56.6%	327	176	85.8%	1,026	2,043	-49.8%	4,606	6,425	-28.3%
6783	MEDICARE OSBORNE BELFAST	3,399	6,392	-46.8%	237	1,120	-78.8%	231	218	6.0%	464	1,134	-59.1%	4,331	8,864	-51.1%
	Total Area 52	146,066	138,260	5.6%	18,195	25,001	-27.2%	9,291	5,266	76.4%	39,316	49,453	-20.5%	212,868	217,980	-2.3%
	TOTAL	162,583	150,974	7.7%	20,022	27,183	-26.3%	10,321	5,832	77.0%	44,521	54,382	-18.1%	237,447	238,371	-0.4%

NUMBER OF DOORS TRADING

MONTH OF MARCH

NORTHERN IRELAND

CA

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	Angela Mullan															
1768	CAMERONS BALLYMENA	904	1,014	-10.8%	182	236	-22.9%	26	98	-73.5%	324	442	-26.7%	1,436	1,790	-19.8%
8528	LLOYDS PHARMACY BALLYMENA	0	938	NA	0	12	NA	0	24	NA	0	120	NA	0	1,094	NA
8529	LLOYDS PHARMACY LONDONDERRY	0	207	NA	0	45	NA	0	0	NA	0	217	NA	0	469	NA
6753	MCFARLANES PHARMACY PLUS LARNE	2,322	713	225.7%	205	305	-32.8%	25	0	NA	783	773	1.3%	3,335	1,791	86.2%
6754	MOORES OF COLERAINE COLERAINE	1,449	615	135.6%	157	244	-35.7%	0	0	NA	406	482	-15.8%	2,012	1,341	50.0%
	Total Area 51	4,675	3,487	34.1%	544	842	-35.4%	51	122	-58.2%	1,513	2,034	-25.6%	6,783	6,485	4.6%
	Carla Taylor															
1882	CLEAR PHARMACY ANTRIM	322	594	-45.8%	272	163	66.9%	18	62	-71.0%	163	294	-44.6%	775	1,113	-30.4%
1884	CLEAR PHARMACY NEWTOWNABBEY	1,821	702	159.4%	228	210	8.6%	264	-24	NA	678	28	NA	2,991	916	226.5%
3474	ERNE PHARMACY ENNISKILLEN	1,158	2,311	-49.9%	239	441	-45.8%	24	0	NA	499	602	-17.1%	1,920	3,354	-42.8%
4426	GORDONS CHEMIST ANTRIM	385	2,672	-85.6%	112	877	-87.2%	77	43	79.1%	498	1,573	-68.3%	1,072	5,165	-79.2%
4428	GORDONS CHEMIST BALLYMONEY	1,973	2,044	-3.5%	422	761	-44.5%	158	40	295.0%	740	1,072	-31.0%	3,293	3,917	-15.9%
4429	GORDONS CHEMIST BALLYNAHINCH	1,127	1,164	-3.2%	190	186	2.2%	63	17	270.6%	560	739	-24.2%	1,940	2,106	-7.9%
4431	GORDONS CHEMIST BANBRIDGE	1,921	3,004	-36.1%	175	428	-59.1%	19	49	-61.2%	559	358	56.1%	2,674	3,839	-30.3%
4459	GORDONS CHEMIST BANGOR SPRINGHILL SC	1,006	1,795	-44.0%	346	431	-19.7%	50	13	284.6%	243	373	-34.9%	1,645	2,612	-37.0%
4432	GORDONS CHEMIST DONAGHADEE	1,022	1,872	-45.4%	257	375	-31.5%	114	-3	NA	1,442	816	76.7%	2,835	3,060	-7.4%
4433	GORDONS CHEMIST DOWNPATRICK	1,479	4,149	-64.4%	315	853	-63.1%	67	113	-40.7%	1,147	1,337	-14.2%	3,008	6,452	-53.4%
4452	GORDONS CHEMIST DUNGANNON	597	0	NA	219	0	NA	-5	0	NA	428	0	NA	1,239	0	NA
4434	GORDONS CHEMIST ENNISKILLEN	2,569	2,829	-9.2%	211	579	-63.6%	9	0	NA	432	1,145	-62.3%	3,221	4,553	-29.3%
4436	GORDONS CHEMIST KILKEEL	2,014	1,409	42.9%	256	298	-14.1%	126	-16	NA	684	318	115.1%	3,080	2,009	53.3%
4438	GORDONS CHEMIST LISBURN	877	547	60.3%	178	78	128.2%	0	-24	NA	186	62	200.0%	1,241	663	87.2%
4439	GORDONS CHEMIST LONDONDERRY	-190	1,690	NA	115	354	-67.5%	51	0	NA	184	343	-46.4%	160	2,387	-93.3%
4441	GORDONS CHEMIST LURGAN	833	1,270	-34.4%	173	271	-36.2%	152	-30	NA	285	484	-41.1%	1,443	1,995	-27.7%
4442	GORDONS CHEMIST NEWCASTLE	1,836	2,841	-35.4%	368	734	-49.9%	258	-32	NA	777	784	-0.9%	3,239	4,327	-25.1%
4446	GORDONS CHEMIST OMAGH	264	2,146	-87.7%	0	174	NA	0	18	NA	0	530	NA	264	2,868	-90.8%
4481	GORDONS CHEMIST WAREHOUSE BANBRIDGE	0	0	NA	0	0	NA	0	0	NA	0	0	NA	0	0	NA
4448	GORDONS CHEMIST WARRENPOINT	2,007	3,599	-44.2%	430	762	-43.6%	284	280	1.4%	681	893	-23.7%	3,402	5,534	-38.5%
6739	MCKAY PHM NEWTOWNARDS	909	1,850	-50.9%	367	-79	NA	0	0	NA	298	933	-68.1%	1,574	2,704	-41.8%
6746	MCKAY PHM TEMPLEPATRICK	2,986	1,816	64.4%	157	488	-67.8%	17	41	-58.5%	618	494	25.1%	3,778	2,839	33.1%
6773	MEDICARE DUNDONALD	-96	134	NA	0	58	NA	0	0	NA	-297	27	NA	-393	219	NA
6772	MEDICARE CARRICKFERGUS	900	434	107.4%	276	117	135.9%	53	0	NA	708	71	897.2%	1,937	622	211.4%
6781	MEDICARE LIMAVADY	276	1,460	-81.1%	231	399	-42.1%	9	33	-72.7%	-213	279	NA	303	2,171	-86.0%
6779	MEDICARE FORRESTSIDE BELFAST	3,813	7,570	-49.6%	222	2,086	-89.4%	334	168	98.8%	1,596	4,344	-63.3%	5,965	14,168	-57.9%
6782	MEDICARE HEALTH & BEAUTY STRABANE	333	2,685	-87.6%	0	394	NA	45	141	-68.1%	264	983	-73.1%	642	4,203	-84.7%
6771	MEDICARE KINGS SQ BELFAST	178	1,886	-90.6%	196	507	-61.3%	17	62	-72.6%	270	940	-71.3%	661	3,395	-80.5%
6783	MEDICARE OSBORNE BELFAST	826	4,347	-81.0%	33	592	-94.4%	55	8	587.5%	151	598	-74.7%	1,065	5,545	-80.8%
	Total Area 52	33,146	58,820	-43.6%	5,988	12,537	-52.2%	2,259	959	135.6%	13,581	20,420	-33.5%	54,974	92,736	-40.7%
	TOTAL	37,821	62,307	-39.3%	6,532	13,379	-51.2%	2,310	1,081	113.7%	15,094	22,454	-32.8%	61,757	99,221	-37.8%

NUMBER OF DOORS TRADING