

**MARCH YTD
AREA:
CA**

**CLARINS (UK) LTD
STORES PERFORMANCE REPORT
2018 vs 2017**

YEAR TO DATE - TRADE

ACT NBER	NAME OF STORE:	SKINCARE 2018	SKINCARE 2017	%NCR 18:17	COLOUR 2018	COLOUR 2017	%NCR 18:17	MENS 2018	MENS 2017	%NCR 18:17	FOUNDATION 2018	FOUNDATION 2017	%NCR 18:17	TRADE 2018	TRADE 2017	% Incr 18:17
	Sharon Thumwood															
45	ACORN PHARMACY BERKHAMPSTEAD	12.009	13.543	-11.3%	1,747	2,190	-20.2%	750	753	-0.4%	1,742	2,109	-17.4%	16,248	18,595	-12.6%
624	BAKERS & LARNERS OF HOLT HOLT	10.188	7,042	44.7%	1,434	1,223	17.3%	186	395	-52.9%	1,247	1,536	-18.8%	13,055	10,196	28.0%
1658	BROOK HOUSE PHARMACY CHIGWELL	4,697	6,333	-25.8%	832	1,664	-50.0%	474	605	-21.7%	1,206	1,377	-12.4%	7,209	9,979	-27.8%
6255	LISTERS CHEMIST BUSHEY HEATH	4,700	3,234	45.3%	955	1,214	-21.3%	494	192	157.3%	774	729	6.2%	6,923	5,369	28.9%
9699	RIVERSIDE RICKMANSWORTH	7,702	5,511	39.8%	1,197	1,269	-5.7%	422	245	72.2%	1,508	1,467	2.8%	10,829	8,492	27.5%
9100	SPRINGFIELD CHEMIST HARPENDEN	6,009	7,643	-21.4%	955	2,307	-58.6%	502	420	19.5%	1,070	3,067	-65.1%	8,536	13,437	-36.5%
7080	THE NEW PHARMACY BRENTWOOD	10,408	8,975	16.0%	1,298	1,332	-2.6%	1,009	460	119.3%	1,089	1,913	-43.1%	13,804	12,680	8.9%
	Total Area 32	55,713	52,281	6.6%	8,418	11,199	-24.8%	3,837	3,070	25.0%	8,636	12,198	-29.2%	76,604	78,748	-2.7%
	Katie Greenwood															
8705	KAMSONS PHARMACY UCKFIELD	7,585	8,735	-13.2%	1,178	1,504	-21.7%	225	191	17.8%	1,619	1,370	18.2%	10,607	11,800	-10.1%
7441	PAYDENS SEVENOAKS	11,625	9,145	27.1%	1,349	1,324	1.9%	479	266	80.1%	2,117	1,482	42.8%	15,570	12,217	27.4%
9736	VITALTONE PHARMACY CATERHAM	13,185	4,822	173.4%	1,193	1,117	6.8%	1,506	178	746.1%	1,599	1,808	-11.6%	17,483	7,925	120.6%
	Total Area 33	32,395	22,702	42.7%	3,720	3,945	-5.7%	2,210	635	248.0%	5,335	4,660	14.5%	43,660	31,942	36.7%
	Kathleen Parsons															
10	ABBAY PHARMACY SHERBORNE	5,850	5,169	13.2%	995	1,389	-28.4%	506	515	-1.7%	1,410	1,247	13.1%	8,761	8,320	5.3%
620	BANBURYS DEPT BARNSTAPLE	5,929	4,560	30.0%	740	867	-14.6%	291	243	19.8%	1,723	1,051	63.9%	8,683	6,721	29.2%
2030	CHAVE & JACKSON HEREFORD	11,830	9,255	27.8%	1,573	1,739	-9.5%	595	373	59.5%	1,733	2,613	-33.7%	15,731	13,980	12.5%
2749	DAY LEWIS PETERSFIELD	6,418	10,042	-36.1%	1,089	1,888	-42.3%	118	454	-74.0%	1,721	2,796	-38.4%	9,346	15,180	-38.4%
6688	MALVERN PHARMACY MALVERN	7,208	7,417	-2.8%	1,315	1,165	12.9%	362	159	127.7%	1,540	2,237	-31.2%	10,425	10,978	-5.0%
	Total Area 34	37,235	36,443	2.2%	5,712	7,048	-19.0%	1,872	1,744	7.3%	8,127	9,944	-18.3%	52,946	55,179	-4.0%
	Valerie Clarke															
101	ALLENS PHARMACY SOUTH WOODFORD	8,074	5,968	35.3%	722	928	-22.2%	452	162	179.0%	963	971	-0.8%	10,211	8,029	27.2%
285	ANGIES PINNER	7,483	8,684	-13.8%	1,400	811	72.6%	517	600	-13.8%	906	777	16.6%	10,306	10,872	-5.2%
1041	BEAUTY BASE LONDON WESTFIELD WHITE CITY	1,955	3,406	-42.6%	156	659	-76.3%	289	549	-47.4%	582	908	-35.9%	2,982	5,522	-46.0%
1921	CAMPBELLS CHEMIST LONDON CHISWICK	11,537	10,569	9.2%	1,050	1,880	-44.1%	999	625	59.8%	1,646	1,675	-1.7%	15,232	14,749	3.3%
1834	CARE CHEMIST LONDON MILL HILL	4,449	4,933	-9.8%	257	1,207	-78.7%	150	506	-70.4%	332	895	-62.9%	5,188	7,541	-31.2%
9540	HILLCREST PHARMACY LONDON	6,547	6,692	-2.2%	1,476	1,332	10.8%	811	512	58.4%	937	999	-6.2%	9,771	9,535	2.5%
6020	LANDYS CHEMIST LONDON TEMPLE FORTUNE	64,244	40,163	60.0%	1,250	596	109.7%	2,988	3,654	-18.2%	2,544	740	243.8%	71,026	45,153	57.3%
7266	NVS PHARMACY LONDON	32,113	41,048	-21.8%	983	855	15.0%	3,265	4,115	-20.7%	2,452	3,043	-19.4%	38,813	49,061	-20.9%
7521	PETTERS PHARMACY LONDON CROUCHEND	9,074	9,794	-7.4%	1,448	2,332	-37.9%	798	745	7.1%	2,025	2,490	-18.7%	13,345	15,361	-13.1%
8026	RITZ PHARMACY LONDON	2,606	2,445	6.6%	292	581	-49.7%	373	131	184.7%	-114	533	NA	3,157	3,690	-14.4%
8523	SHARMANS NORTHWOOD	2,352	7,729	-69.6%	82	779	-89.5%	145	496	-70.8%	412	926	-55.5%	2,991	9,930	-69.9%
9883	WANSTEAD PHARMACY LONDON WANSTEAD	3,390	2,683	26.4%	424	781	-45.7%	564	70	705.7%	1,044	540	93.3%	5,422	4,074	33.1%
9860	WARMAN & FREED LONDON	2,927	4,261	-31.3%	478	546	-12.5%	628	679	-7.5%	843	863	-2.3%	4,876	6,349	-23.2%
	Total Area 37	156,751	148,375	5.6%	10,018	13,287	-24.6%	11,979	12,844	-6.7%	14,572	15,360	-5.1%	193,320	189,866	1.8%
	Julia Czersovski															
2480	COLLINS & JERVIE AMERSHAM	4,286	4,057	5.6%	1,340	1,100	21.8%	474	324	46.3%	1,362	1,817	-25.0%	7,462	7,298	2.2%
2747	DAY LEWIS PHARMACY OAKHAM	12,855	16,049	-19.9%	1,683	2,495	-32.5%	847	470	80.2%	2,312	2,713	-14.8%	17,697	21,727	-18.5%
5030	HEALTH & BEAUTY GERRARDS CROSS	6,441	8,018	-19.7%	539	832	-35.2%	804	348	131.0%	954	1,307	-27.0%	8,738	10,505	-16.8%
4887	HENLEY PHARMACY HENLEY	9,307	8,429	10.4%	566	-1,228	NA	310	280	10.7%	1,068	1,221	-12.5%	11,251	8,702	29.3%
6697	MARLOW PHARMACY MARLOW	2,492	1,748	42.6%	727	740	-1.8%	113	133	-15.0%	131	715	-81.7%	3,463	3,336	3.8%
9830	TOUCHWOOD PHARMACY NORTHAMPTON	3,888	4,310	-9.8%	906	989	-8.4%	253	60	321.7%	942	491	91.9%	5,989	5,850	2.4%
	Total Area 38	39,269	42,611	-7.8%	5,761	4,928	16.9%	2,801	1,615	73.4%	6,769	8,264	-18.1%	54,600	57,418	-4.9%
	Sam Williams															
4625	BARRY BLADON HALE	9,304	6,304	47.6%	1,080	1,098	-1.6%	714	508	40.6%	1,325	986	34.4%	12,423	8,896	39.6%
1094	BENNETTS ASHBOURNE	6,937	5,503	26.1%	743	1,043	-28.8%	567	325	74.5%	1,016	1,061	-4.2%	9,263	7,932	16.8%
1695	BRATT AND EVANS NORTHWICH	7,301	8,137	-10.3%	524	912	-42.5%	519	255	103.5%	1,433	2,168	-33.9%	9,777	11,472	-14.8%
1652	BROWN & FRANCIS LUDLOW	6,065	7,271	-16.6%	734	1,758	-58.2%	255	75	240.0%	860	2,034	-57.7%	7,914	11,138	-28.9%
4985	HEAVEN SCENT BURTON ON TRENT	6,353	9,244	-31.3%	219	822	-73.4%	485	630	-23.0%	-73	1,187	NA	6,984	11,883	-41.2%
5355	J H HURST RIPLEY	5,575	3,535	57.7%	1,210	1,473	-17.9%	691	133	419.5%	2,536	2,007	26.4%	10,012	7,148	40.1%
5720	J T LLOYDS BURNLEY	6,834	8,545	-20.0%	1,303	1,305	-0.2%	411	395	4.1%	2,703	2,994	-9.7%	11,251	13,239	-15.0%
6742	ROWLANDS PHARMACY LIVERPOOL	6,043	4,785	26.3%	991	1,104	-10.2%	629	210	199.5%	1,715	1,205	42.3%	9,378	7,304	28.4%
	Total Area 40	54,412	53,324	2.0%	6,804	9,515	-28.5%	4,271	2,531	68.7%	11,515	13,642	-15.6%	77,002	79,012	-2.5%
	Debbie Ramage															
3362	ELEGANCE & BEAUTE GLASGOW	6,322	7,068	-10.6%	985	1,194	-17.5%	473	180	162.8%	1,619	1,923	-15.8%	9,399	10,365	-9.3%
4467	GORDONS CHEMIST OBAN	6,650	9,165	-27.4%	1,149	2,011	-42.9%	282	472	-40.3%	1,420	2,157	-34.2%	9,501	13,805	-31.2%
635	R. BARBOURS DUMFRIES	4,108	2,569	59.9%	578	837	-30.9%	81	0	NA	945	843	12.1%	5,712	4,249	34.4%
8295	RUTHERFORDS MORPETH	13,378	15,312	-12.6%	1,519	2,728	-44.3%	375	734	-48.9%	1,896	3,451	-45.1%	17,168	22,225	-22.8%
	Total Area 41	30,458	34,114	-10.7%	4,231	6,770	-37.5%	1,211	1,386	-12.6%	5,880	8,374	-29.8%	41,780	50,644	-17.5%
	TOTAL	406,233	389,850	4.2%	44,664	56,692	-21.2%	28,181	23,825	18.3%	60,834	72,442	-16.0%	539,912	542,809	-0.5%

NUMBER OF DOORS TRADING

46

MONTH OF MARCH

AREA:

CA

CLARINS (UK) LTD

STORES PERFORMANCE REPORT

2018 vs 2017

MONTH - 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
	Sharon Thumwood															
45	ACORN PHARMACY BERKHAMSTEAD	5,494	6,492	-15.4%	571	964	-40.8%	123	319	-61.4%	552	945	-41.6%	6,740	8,720	-22.7%
624	BAKERS & LARNERS OF HOLT HOLT	5,837	3,499	66.8%	899	708	27.0%	26	121	-78.5%	618	923	-33.0%	7,380	5,251	40.5%
1658	BROOK HOUSE PHARMACY CHIGWELL	4,800	2,145	123.8%	844	530	59.2%	426	61	598.4%	1,160	604	92.1%	7,230	3,340	116.5%
6255	LISTERS CHEMIST BUSHEY HEATH	3,168	2,776	14.1%	558	1,091	-48.9%	293	192	52.6%	240	649	-63.0%	4,259	4,708	-9.5%
9699	RIVERSIDE RICKMANSWORTH	4,641	2,673	73.6%	499	395	26.3%	112	106	5.7%	649	597	8.7%	5,901	3,771	56.5%
9100	SPRINGFIELD CHEMIST HARPENDEN	3,079	4,080	-24.5%	375	824	-54.5%	252	164	53.7%	332	1,341	-75.2%	4,038	6,409	-37.0%
7080	THE NEW PHARMACY BRENTWOOD	5,897	5,196	13.5%	291	349	-16.6%	239	133	79.7%	564	631	-10.6%	6,991	6,309	10.8%
	Total Area 32	32,916	26,861	22.5%	4,037	4,861	-17.0%	1,471	1,096	34.2%	4,115	5,690	-27.7%	42,539	38,508	10.5%
	Katie Greenwood															
8705	KAMSONS PHARMACY UCKFIELD	3,680	4,983	-26.1%	402	713	-43.6%	31	66	-53.0%	403	743	-45.8%	4,516	6,505	-30.6%
7441	PAYDENS SEVENOAKS	5,683	3,958	43.6%	492	284	73.2%	244	26	838.5%	733	294	149.3%	7,152	4,562	56.8%
9736	VITALTONE PHARMACY CATERHAM	5,684	2,675	112.5%	422	399	5.8%	156	94	66.0%	954	502	90.0%	7,216	3,670	96.6%
	Total Area 33	15,047	11,616	29.5%	1,316	1,396	-5.7%	431	186	131.7%	2,090	1,539	35.8%	18,884	14,737	28.1%
	Kathleen Parsons															
10	ABBAY PHARMACY SHERBORNE	4,908	2,620	87.3%	788	265	197.4%	378	200	89.0%	920	196	369.4%	6,994	3,281	113.2%
620	BANBURYS DEPT BARNSTAPLE	3,022	1,898	59.2%	343	439	-21.9%	16	24	-33.3%	574	337	70.3%	3,955	2,698	46.6%
2030	CHAVE & JACKSON HEREFORD	3,988	4,844	-17.7%	684	827	-17.3%	172	59	191.5%	698	1,048	-33.4%	5,542	6,778	-18.2%
2749	DAY LEWIS PETERSFIELD	4,254	4,348	-2.2%	283	694	-59.2%	0	32	NA	492	816	-39.7%	5,029	5,890	-14.6%
6688	MALVERN PHARMACY MALVERN	4,912	3,301	48.8%	543	450	20.7%	200	90	122.2%	715	689	3.8%	6,370	4,530	40.6%
	Total Area 34	21,084	17,011	23.9%	2,641	2,675	-1.3%	766	405	89.1%	3,399	3,086	10.1%	27,890	23,177	20.3%
	Valerie Clarke															
101	ALLENS PHARMACY SOUTH WOODFORD	2,122	2,859	-25.8%	151	347	-56.5%	0	130	NA	199	141	41.1%	2,472	3,477	-28.9%
285	ANGIES PINNER	4,574	2,462	85.8%	488	250	95.2%	124	120	3.3%	395	218	81.2%	5,581	3,050	83.0%
1041	BEAUTY BASE LONDON WESTFIELD WHITE CITY	1,303	2,346	-44.5%	0	366	NA	0	468	NA	15	645	-97.7%	1,318	3,825	-65.5%
1921	CAMPBELLS CHEMIST LONDON CHISWICK	6,496	5,420	19.9%	665	713	-6.7%	435	258	68.6%	578	574	0.7%	8,174	6,965	17.4%
1834	CARE CHEMIST LONDON MILL HILL	2,817	3,369	-16.4%	104	832	-87.5%	17	334	-94.9%	198	629	-68.5%	3,136	5,164	-39.3%
9540	HILLCREST PHARMACY LONDON	3,311	2,462	34.5%	685	378	81.2%	268	66	306.1%	315	340	-7.4%	4,579	3,246	41.1%
6020	LANDYS CHEMIST LONDON TEMPLE FORTUNE	26,577	15,927	66.9%	346	189	83.1%	776	1,408	-44.9%	1,127	220	412.3%	28,826	17,744	62.5%
7266	NVS PHARMACY LONDON	14,065	21,288	-33.9%	342	190	80.0%	981	2,011	-51.2%	705	1,395	-49.5%	16,093	24,884	-35.3%
7521	PETTERS PHARMACY LONDON CROUCHEND	6,189	5,221	18.5%	846	927	-8.7%	303	189	60.3%	868	1,116	-22.2%	8,206	7,453	10.1%
8026	RITZ PHARMACY LONDON	870	1,845	-52.8%	-73	372	NA	-40	131	NA	-444	453	NA	313	2,801	-88.8%
8523	SHARMANS NORTHWOOD	1,563	2,311	-32.4%	0	0	NA	0	0	NA	0	55	NA	1,563	2,366	-33.9%
9883	WANSTEAD PHARMACY LONDON WANSTEAD	1,372	1,749	-21.6%	99	572	-82.7%	170	70	142.9%	0	460	NA	1,641	2,851	-42.4%
9860	WARMAN & FREED LONDON	1,071	1,357	-21.1%	244	67	264.2%	13	290	-95.5%	118	421	-72.0%	1,446	2,135	-32.3%
	Total Area 37	72,330	68,616	5.4%	3,897	5,203	-25.1%	3,047	5,475	-44.3%	4,074	6,667	-38.9%	83,348	85,961	-3.0%
	Julia Czersovski															
2480	COLLINS & JERVIE AMERSHAM	2,524	1,479	70.7%	606	154	293.5%	70	95	-26.3%	410	431	-4.9%	3,610	2,159	67.2%
2747	DAY LEWIS PHARMACY OAKHAM	4,609	6,943	-33.6%	413	1,163	-64.5%	-17	160	NA	529	1,284	-58.8%	5,534	9,550	-42.1%
5030	HEALTH & BEAUTY GERRARDS CROSS	3,944	3,837	2.8%	236	390	-39.5%	190	214	-11.2%	254	437	-41.9%	4,624	4,878	-5.2%
4887	HENLEY PHARMACY HENLEY	4,174	4,336	-3.7%	174	544	-68.0%	109	278	-60.8%	391	432	-9.5%	4,848	5,590	-13.3%
6697	MARLOW PHARMACY MARLOW	2,116	1,206	75.5%	665	398	67.1%	-32	133	NA	-163	216	NA	2,586	1,953	32.4%
9830	TOUCHWOOD PHARMACY NORTHAMPTON	2,274	1,061	114.3%	158	245	-35.5%	43	60	-28.3%	420	249	68.7%	2,895	1,615	79.3%
	Total Area 38	19,641	18,862	4.1%	2,252	2,894	-22.2%	363	940	-61.4%	1,841	3,049	-39.6%	24,097	25,745	-6.4%
	Sam Williams															
4625	BARRY BLADON HALE	3,925	4,283	-8.4%	461	612	-24.7%	223	347	-35.7%	207	360	-42.5%	4,816	5,602	-14.0%
1094	BENNETTS ASHBOURNE	2,777	3,044	-8.8%	386	600	-35.7%	72	118	-39.0%	279	606	-54.0%	3,514	4,368	-19.6%
1695	BRATT AND EVANS NORTHWICH	3,157	2,939	7.4%	136	251	-45.8%	76	56	35.7%	386	839	-54.0%	3,755	4,085	-8.1%
1652	BROWN & FRANCIS LUDLOW	4,729	4,990	-5.2%	431	855	-49.6%	88	41	114.6%	512	900	-43.1%	5,760	6,786	-15.1%
4985	HEAVEN SCENT BURTON ON TRENT	2,088	3,136	-33.4%	0	45	NA	99	225	-56.0%	44	390	-88.7%	2,231	3,796	-41.2%
5355	J H HURST RIPLEY	3,311	1,101	200.7%	583	494	18.0%	298	-31	NA	1,221	701	74.2%	5,413	2,265	139.0%
5720	J T LLOYDS BURNLEY	3,448	4,473	-22.9%	478	561	-14.8%	201	252	-20.2%	1,556	1,415	10.0%	5,683	6,701	-15.2%
6742	ROWLANDS PHARMACY LIVERPOOL	3,445	2,553	34.9%	560	503	11.3%	288	93	209.7%	476	730	-34.8%	4,769	3,879	22.9%
	Total Area 40	26,880	26,519	1.4%	3,035	3,921	-22.6%	1,345	1,101	22.2%	4,681	5,941	-21.2%	35,941	37,482	-4.1%
	Debbie Ramage															
3362	ELEGANCE & BEAUTE GLASGOW	3,000	4,573	-34.4%	299	536	-44.2%	177	32	453.1%	634	761	-16.7%	4,110	5,902	-30.4%
4467	GORDONS CHEMIST OBAN	2,313	5,153	-55.1%	527	948	-44.4%	106	84	26.2%	427	1,030	-58.5%	3,373	7,215	-53.3%
635	R. BARBOURS DUMFRIES	3,069	2,313	32.7%	261	276	-5.4%	0	8	NA	425	393	8.1%	3,755	2,990	25.6%
8295	RUTHERFORDS MORPETH	8,726	8,081	8.0%	854	987	-13.5%	36	182	-80.2%	724	1,439	-49.7%	10,340	10,689	-3.3%
	Total Area 41	17,108	20,120	-15.0%	1,941	2,747	-29.3%	319	306	4.2%	2,210	3,623	-39.0%	21,578	26,796	-19.5%
	TOTAL	205,006	189,605	8.1%	19,119	23,697	-19.3%	7,742	9,509	-18.6%	22,410	29,595	-24.3%	254,277	252,406	0.7%