

MENARYS GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2018 vs 2017 - FEBRUARY YTD

CLARINS
FRAGRANCE GROUP

	£	Vs 2017 (%)	MIX OF BUSINESS (%)
ANGEL	1,248	83.0%	48.4%
AMEN	-		0.0%
ALIEN	966	140.9%	37.5%
AURA MUGLER	364		14.1%
LES EXCEPTIONS	-		0.0%
COLOGNE	-		0.0%
OTHERS	-		0.0%
TOTAL - MUGLER	2,578	76.7%	
WANTED	-		0.0%
CHROME PURE	-		0.0%
AZZARO OTHERS	-		0.0%
TOTAL - CLARINS FRAGRANCE GROUP	2,578	76.7%	

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ACC	STORE NAME	ANGEL		AMEN		ALIEN		AURA MUGLER		LES EXCEPTIONS		COLOGNE		OTHERS		MUGLER TOTAL			WANTED		CHROME PURE		AZZARO OTHERS		CFG GRAND TOTAL		
		2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2017	2018	%	2018	%	2018	%	2018	%	2017	2018	%
6784	MENARYS RETAIL LTD BANGOR	429	18.8%			446	586.2%	108								680	983	44.6%							680	983	44.6%
6786	MENARYS RETAIL LTD COOKSTOWN	469	235.0%			377	60.4%	134								497	980	97.2%							497	980	97.2%
6787	MENARYS RETAIL LTD LISBURN	350	93.4%			143	41.6%	122								282	615	118.1%							282	615	118.1%
TOTAL		1,248	83.0%			966	140.9%	364								1,459	2,578	76.7%							1,459	2,578	76.7%
TOTAL EXCLUDING NORTHERN IRELAND		1,248	83.0%			966	140.9%	364								1,459	2,578	76.7%							1,459	2,578	76.7%
LIKE ON LIKE		1,248	83.0%			966	140.9%	364								1,459	2,578	76.7%							1,459	2,578	76.7%

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		2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2018	%	2017	2018	%	2018	%	2018	%	2018	%	2017	2018	%
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	£	Vs 2016 (%)	MIX OF BUSINESS (%)
ANGEL	8,308	-47.5%	39.5%
ALIEN	9,768	-29.6%	46.4%
AURA MUGLER	1,220		5.8%
LES EXCEPTIONS	-		0.0%
A*MEN	427	-21.9%	2.0%
COLOGNE	-		0.0%
OTHER	1,333	-47.9%	6.3%
TOTAL - MUGLER	21,056	-35.8%	
WANTED	-		0.0%
CHROME PURE	-		0.0%
TOTAL - CLARINS FRAGRANCE GROUP	21,056	-35.8%	

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ACC	STORE NAME	ANGEL		ALIEN		AURA MUGLER		LES EXCEPTIONS		A*MEN		COLOGNE		OTHER		MUGLER TOTAL			WANTED		CHROME PURE		CFG GRAND TOTAL		
		2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2017	%	2016	2017	%	2017	%	2017	%	2016	2017	%
6784	MENARYS RETAIL LTD BANGOR	3,364	-30.4%	2,781	-21.1%	272				188	-15.7%			591	3.1%	9,156	7,196	-21.4%					9,156	7,196	-21.4%
6786	MENARYS RETAIL LTD COOKSTOWN	3,193	-43.9%	4,903	-11.1%	752				161	-0.6%			565	-52.0%	12,540	9,574	-23.7%					12,540	9,574	-23.7%
6787	MENARYS RETAIL LTD LISBURN	1,751	-67.1%	2,084	-56.8%	196				78	-51.9%			177	-78.2%	11,117	4,286	-61.4%					11,117	4,286	-61.4%
	TOTAL	8,308	-47.5%	9,768	-29.6%	1,220				427	-21.9%			1,333	-47.9%	32,813	21,056	-35.8%					32,813	21,056	-35.8%
TOTAL EXCLUDING NORTHERN IRELAND		8,308	-47.5%	9,768	-29.6%	1,220				427	-21.9%			1,333	-47.9%	32,813	21,056	-35.8%					32,813	21,056	-35.8%
LIKE ON LIKE		8,308	-47.5%	9,768	-29.6%	1,220				427	-21.9%			1,333	-47.9%	32,813	21,056	-35.8%					32,813	21,056	-35.8%

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