

SELFRIDGES GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2018 vs 2017 - FEBRUARY YTD

CLARINS
FRAGRANCE GROUP

	£	Vs 2017 (%)	MIX OF BUSINESS (%)
ANGEL	9,098	-48.2%	35.0%
AMEN	639	-87.0%	2.5%
ALIEN	11,648	-66.6%	44.8%
AURA MUGLER	2,053		7.9%
LES EXCEPTIONS	-		0.0%
COLOGNE	31	-90.7%	0.1%
OTHERS	-		0.0%
TOTAL - MUGLER	23,469	-59.5%	
WANTED	1,753	-83.9%	6.7%
CHROME PURE	744		2.9%
AZZARO OTHERS	34		0.1%
TOTAL - CLARINS FRAGRANCE GROUP	26,000	-62.2%	

CLARINS

FRAGRANCE GROUP

SELFRIDGES GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2018 vs 2017 - FEBRUARY YTD

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	%
8672	SELFRIDGES BIRMINGHAM	1,182	-28.7%	272	-73.7%	1,524	-75.2%	215				31	-69.3%			9,054	3,224	-64.4%	576	-74.5%	109				11,309	3,909	-65.4%
8670	SELFRIDGES LONDON															34,597									42,208		
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	4,781	21.1%	192	-68.5%	5,840	-2.8%	684								10,688	11,497	7.6%	605	39.1%	221		34		11,123	12,357	11.1%
8683	SELFRIDGES.CO.UK	3,135	111.8%	175	20.7%	4,284	131.3%	1,154								3,568	8,748	145.2%	572	-2.4%	414				4,154	9,734	134.3%
	TOTAL	9,098	-48.2%	639	-87.0%	11,648	-66.6%	2,053				31	-90.7%			57,907	23,469	-59.5%	1,753	-83.9%	744		34		68,794	26,000	-62.2%
	TOTAL EXCLUDING NORTHERN IRELAND	9,098	-48.2%	639	-87.0%	11,648	-66.6%	2,053				31	-90.7%			57,907	23,469	-59.5%	1,753	-83.9%	744		34		68,794	26,000	-62.2%
	LIKE ON LIKE	9,098	28.4%	639	-64.3%	11,648	-16.8%	2,053				31	-85.3%			23,310	23,469	0.7%	1,753	-46.5%	744		34		26,586	26,000	-2.2%

CLARINS

FRAGRANCE GROUP

SELFRIDGES GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2018 vs 2017 - FEBRUARY YTD

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	%
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	4,781	21.1%	192	-68.5%	5,840	-2.8%	684								10,688	11,497	7.6%	605	39.1%	221		34		11,123	12,357	11.1%
8683	SELFRIDGES.CO.UK	3,135	111.8%	175	20.7%	4,284	131.3%	1,154								3,568	8,748	145.2%	572	-2.4%	414				4,154	9,734	134.3%
8672	SELFRIDGES BIRMINGHAM	1,182	-28.7%	272	-73.7%	1,524	-75.2%	215				31	-69.3%			9,054	3,224	-64.4%	576	-74.5%	109				11,309	3,909	-65.4%
8670	SELFRIDGES LONDON															34,597									42,208		
	TOTAL	9,098	-48.2%	639	-87.0%	11,648	-66.6%	2,053				31	-90.7%			57,907	23,469	-59.5%	1,753	-83.9%	744		34		68,794	26,000	-62.2%
	TOTAL EXCLUDING NORTHERN IRELAND	9,098	-48.2%	639	-87.0%	11,648	-66.6%	2,053				31	-90.7%			57,907	23,469	-59.5%	1,753	-83.9%	744		34		68,794	26,000	-62.2%
	LIKE ON LIKE	9,098	28.4%	639	-64.3%	11,648	-16.8%	2,053				31	-85.3%			23,310	23,469	0.7%	1,753	-46.5%	744		34		26,586	26,000	-2.2%

SELFRIDGES GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2017 vs 2016 - FULL YEAR

CLARINS
FRAGRANCE GROUP

	£	Vs 2016 (%)	MIX OF BUSINESS (%)
ANGEL	97,947	-44.5%	25.7%
ALIEN	185,889	-21.5%	48.8%
AURA MUGLER	24,644		6.5%
LES EXCEPTIONS	-		0.0%
A*MEN	27,437	-49.7%	7.2%
COLOGNE	3,772	-51.1%	1.0%
OTHER	246	-99.1%	0.1%
TOTAL - MUGLER	339,935	-32.3%	
WANTED	36,992	-50.1%	9.7%
CHROME PURE	3,962		1.0%
TOTAL - CLARINS FRAGRANCE GROUP	380,889	-33.9%	

CLARINS

FRAGRANCE GROUP

SELFRIDGES GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2017 vs 2016 - FULL YEAR

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	%
8672	SELFRIDGES BIRMINGHAM	14,509	-44.2%	28,224	-28.9%	5,577				4,257	-58.7%	464	-31.7%	115	-94.6%	78,790	53,146	-32.5%	21,789	1.4%	1,464		100,269	76,399	-23.8%
8670	SELFRIDGES LONDON	39,914	-51.5%	90,694	-24.3%	5,924				14,920	-49.5%	2,697	-51.7%			256,021	154,149	-39.8%	7,611	-81.9%			298,086	161,760	-45.7%
8671	SELFRIDGES MANCHESTER EXCHANGE SQUARE															3,755							3,755		
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	29,325	-41.3%	49,473	-8.8%	9,861				7,286	-41.0%	535	-58.7%	20	-99.6%	122,426	96,500	-21.2%	5,300	-36.7%	1,803		130,797	103,603	-20.8%
8683	SELFRIDGES.CO.UK	14,199	-14.7%	17,498	-19.5%	3,282				974	-44.3%	76	-40.2%	111	-90.0%	41,361	36,140	-12.6%	2,292	2.0%	695		43,607	39,127	-10.3%
TOTAL		97,947	-44.5%	185,889	-21.5%	24,644				27,437	-49.7%	3,772	-51.1%	246	-99.1%	502,353	339,935	-32.3%	36,992	-50.1%	3,962		576,514	380,889	-33.9%
TOTAL EXCLUDING NORTHERN IRELAND		97,947	-44.5%	185,889	-21.5%	24,644				27,437	-49.7%	3,772	-51.1%	246	-99.1%	502,353	339,935	-32.3%	36,992	-50.1%	3,962		576,514	380,889	-33.9%
LIKE ON LIKE		58,033	-37.3%	95,195	-17.7%	18,720				12,517	-48.7%	1,075	-48.8%	246	-96.9%	242,577	185,786	-23.4%	29,381	-8.5%	3,962		274,673	219,129	-20.2%

CLARINS

FRAGRANCE GROUP

SELFRIDGES GROUP

CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

2017 vs 2016 - FULL YEAR

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	%
8670	SELFRIDGES LONDON	39,914	-51.5%	90,694	-24.3%	5,924				14,920	-49.5%	2,697	-51.7%			256,021	154,149	-39.8%	7,611	-81.9%			298,086	161,760	-45.7%
8682	SELFRIDGES MANCHESTER TRAFFORD PARK	29,325	-41.3%	49,473	-8.8%	9,861				7,286	-41.0%	535	-58.7%	20	-99.6%	122,426	96,500	-21.2%	5,300	-36.7%	1,803		130,797	103,603	-20.8%
8672	SELFRIDGES BIRMINGHAM	14,509	-44.2%	28,224	-28.9%	5,577				4,257	-58.7%	464	-31.7%	115	-94.6%	78,790	53,146	-32.5%	21,789	1.4%	1,464		100,269	76,399	-23.8%
8683	SELFRIDGES.CO.UK	14,199	-14.7%	17,498	-19.5%	3,282				974	-44.3%	76	-40.2%	111	-90.0%	41,361	36,140	-12.6%	2,292	2.0%	695		43,607	39,127	-10.3%
8671	SELFRIDGES MANCHESTER EXCHANGE SQUARE															3,755							3,755		
TOTAL		97,947	-44.5%	185,889	-21.5%	24,644				27,437	-49.7%	3,772	-51.1%	246	-99.1%	502,353	339,935	-32.3%	36,992	-50.1%	3,962		576,514	380,889	-33.9%
TOTAL EXCLUDING NORTHERN IRELAND		97,947	-44.5%	185,889	-21.5%	24,644				27,437	-49.7%	3,772	-51.1%	246	-99.1%	502,353	339,935	-32.3%	36,992	-50.1%	3,962		576,514	380,889	-33.9%
LIKE ON LIKE		58,033	-37.3%	95,195	-17.7%	18,720				12,517	-48.7%	1,075	-48.8%	246	-96.9%	242,577	185,786	-23.4%	29,381	-8.5%	3,962		274,673	219,129	-20.2%