

## THE FRAGRANCE SHOP

### CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

#### 2018 vs 2017 - FEBRUARY YTD

**CLARINS**  
FRAGRANCE GROUP

|                                        | £              | Vs 2017 (%)  | MIX OF BUSINESS (%) |
|----------------------------------------|----------------|--------------|---------------------|
| ANGEL                                  | 137,736        | 22.5%        | 31.0%               |
| AMEN                                   | 12,521         | -20.9%       | 2.8%                |
| ALIEN                                  | 229,577        | 29.5%        | 51.6%               |
| AURA MUGLER                            | 37,682         |              | 8.5%                |
| LES EXCEPTIONS                         | -              |              | 0.0%                |
| COLOGNE                                | 329            | 6.1%         | 0.1%                |
| OTHERS                                 | 256            | -51.0%       | 0.1%                |
| <b>TOTAL - MUGLER</b>                  | <b>418,101</b> | <b>36.5%</b> |                     |
| WANTED                                 | 22,596         | 0.0%         | 5.1%                |
| CHROME PURE                            | 4,120          |              | 0.9%                |
| AZZARO OTHERS                          | -              | 0.0%         | 0.0%                |
| <b>TOTAL - CLARINS FRAGRANCE GROUP</b> | <b>444,817</b> | <b>36.2%</b> |                     |

# CLARINS

## FRAGRANCE GROUP

### THE FRAGRANCE SHOP

#### CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

#### 2018 vs 2017 - FEBRUARY YTD

| MONTH        | ANGEL   |        | AMEN   |        | ALIEN   |        | AURA MUGLER |        | COLOGNE |        | OTHERS |        | MUGLER TOTAL |         |        | WANTED |        | CHROME PURE |        | AZZARO OTHERS |   | CFG GRAND TOTAL |         |        |
|--------------|---------|--------|--------|--------|---------|--------|-------------|--------|---------|--------|--------|--------|--------------|---------|--------|--------|--------|-------------|--------|---------------|---|-----------------|---------|--------|
|              | 2018    | %      | 2018   | %      | 2018    | %      | 2018        | %      | 2018    | %      | 2018   | %      | 2017         | 2018    | %      | 2018   | %      | 2018        | %      | 2018          | % | 2017            | 2018    | %      |
| JANUARY      | 64,423  | 30.0%  | 5,368  | -25.6% | 97,123  | 29.0%  | 13,650      |        | 220     | 27.9%  | 145    | -37.2% | 132,453      | 180,929 | 36.6%  | 10,767 | 15.6%  | 1,719       |        |               |   | 141,764         | 193,415 | 36.4%  |
| FEBRUARY     | 73,313  | 16.6%  | 7,153  | -17.0% | 132,454 | 29.9%  | 24,032      |        | 109     | -21.0% | 111    | -61.9% | 173,896      | 237,172 | 36.4%  | 11,829 | 7.3%   | 2,401       |        |               |   | 184,920         | 251,402 | 36.0%  |
| MARCH        |         |        |        |        |         |        |             |        |         |        |        |        | 230,357      |         |        |        |        |             |        |               |   | 242,509         |         |        |
| APRIL        |         |        |        |        |         |        |             |        |         |        |        |        | 198,284      |         |        |        |        |             |        |               |   | 234,563         |         |        |
| MAY          |         |        |        |        |         |        |             |        |         |        |        |        | 229,410      |         |        |        |        |             |        |               |   | 249,882         |         |        |
| JUNE         |         |        |        |        |         |        |             |        |         |        |        |        | 227,626      |         |        |        |        |             |        |               |   | 254,154         |         |        |
| JULY         |         |        |        |        |         |        |             |        |         |        |        |        | 370,747      |         |        |        |        |             |        |               |   | 392,593         |         |        |
| AUGUST       |         |        |        |        |         |        |             |        |         |        |        |        | 324,333      |         |        |        |        |             |        |               |   | 344,418         |         |        |
| SEPTEMBER    |         |        |        |        |         |        |             |        |         |        |        |        | 307,329      |         |        |        |        |             |        |               |   | 324,858         |         |        |
| OCTOBER      |         |        |        |        |         |        |             |        |         |        |        |        | 400,286      |         |        |        |        |             |        |               |   | 418,473         |         |        |
| NOVEMBER     |         |        |        |        |         |        |             |        |         |        |        |        | 753,223      |         |        |        |        |             |        |               |   | 783,454         |         |        |
| DECEMBER     |         |        |        |        |         |        |             |        |         |        |        |        | 2,395,672    |         |        |        |        |             |        |               |   | 2,440,547       |         |        |
| TOTAL YEAR   | 137,736 | -92.0% | 12,521 | -90.9% | 229,577 | -92.8% | 37,682      | -94.4% | 329     | -91.4% | 256    | -91.7% | 5,743,616    | 418,101 | -92.7% | 22,596 | -90.5% | 4,120       | -86.6% |               |   | 6,012,135       | 444,817 | -92.6% |
| FEBRUARY YTD | 137,736 | 22.5%  | 12,521 | -20.9% | 229,577 | 29.5%  | 37,682      |        | 329     | 6.1%   | 256    | -51.0% | 306,349      | 418,101 | 36.5%  | 22,596 | 11.1%  | 4,120       |        |               |   | 326,684         | 444,817 | 36.2%  |

## THE FRAGRANCE SHOP

### CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

#### 2017 vs 2016 - DECEMBER YTD

**CLARINS**  
FRAGRANCE GROUP

|                                 | £         | Vs 2016 (%) | MIX OF BUSINESS (%) |
|---------------------------------|-----------|-------------|---------------------|
| ANGEL                           | 1,731,495 | -0.1%       | 28.8%               |
| ALIEN                           | 3,198,301 | 13.7%       | 53.2%               |
| AURA MUGLER                     | 669,404   |             | 11.1%               |
| A*MEN                           | 137,528   | -9.5%       | 2.3%                |
| COLOGNE                         | 3,815     | -5.4%       | 0.1%                |
| OTHER                           | 3,063     | -69.2%      | 0.1%                |
| TOTAL - MUGLER                  | 5,743,616 | 21.9%       |                     |
| WANTED                          | 237,800   | 0.0%        | 4.0%                |
| CHROME PURE                     | 30,719    |             | 0.5%                |
| TOTAL - CLARINS FRAGRANCE GROUP | 6,012,135 | 21.2%       |                     |

# CLARINS

## FRAGRANCE GROUP

### THE FRAGRANCE SHOP

#### CLARINS YEAR RETAIL SALES (JANUARY - DECEMBER)

#### 2017 vs 2016 - DECEMBER YTD

| MONTH        | ANGEL     |        | ALIEN     |       | AURA MUGLER |   | A*MEN   |        | COLOGNE |        | OTHER |        | MUGLER TOTAL |           |       | WANTED  |        | CHROME PURE |   | CFG GRAND TOTAL |           |       |
|--------------|-----------|--------|-----------|-------|-------------|---|---------|--------|---------|--------|-------|--------|--------------|-----------|-------|---------|--------|-------------|---|-----------------|-----------|-------|
|              | 2017      | %      | 2017      | %     | 2017        | % | 2017    | %      | 2017    | %      | 2017  | %      | 2016         | 2017      | %     | 2017    | %      | 2017        | % | 2016            | 2017      | %     |
| JANUARY      | 49,564    | -8.7%  | 75,275    | -4.1% |             |   | 7,211   | 82.6%  | 172     |        | 231   | -46.7% | 137,164      | 132,453   | -3.4% | 9,311   |        |             |   | 137,164         | 141,764   | 3.4%  |
| FEBRUARY     | 62,882    | -9.9%  | 101,966   | 0.7%  |             |   | 8,619   | 120.5% | 138     |        | 291   | -51.8% | 175,526      | 173,896   | -0.9% | 11,024  |        |             |   | 175,526         | 184,920   | 5.4%  |
| MARCH        | 84,386    | 3.3%   | 137,824   | 10.7% |             |   | 7,319   | 39.9%  | 258     |        | 560   | 9.2%   | 211,951      | 230,357   | 8.7%  | 12,152  |        |             |   | 211,951         | 242,509   | 14.4% |
| APRIL        | 79,933    | 12.0%  | 109,793   | 1.9%  |             |   | 8,087   | 77.7%  | 284     |        | 187   | -47.2% | 184,056      | 198,284   | 7.7%  | 36,279  |        |             |   | 184,056         | 234,563   | 27.4% |
| MAY          | 91,236    | -19.1% | 128,180   | 8.6%  |             |   | 9,587   | 74.1%  | 248     |        | 159   | -26.7% | 236,600      | 229,410   | -3.0% | 19,198  |        | 1,274       |   | 236,600         | 249,882   | 5.6%  |
| JUNE         | 78,911    | -12.2% | 134,285   | 15.3% | 4,639       |   | 9,176   | 27.8%  | 435     |        | 180   | -59.4% | 213,991      | 227,626   | 6.4%  | 18,159  | -44.0% | 8,369       |   | 246,400         | 254,154   | 3.1%  |
| JULY         | 92,403    | -10.0% | 165,050   | 9.1%  | 102,392     |   | 10,072  | 20.3%  | 311     | 54.7%  | 519   | -37.4% | 263,304      | 370,747   | 40.8% | 17,672  | -61.7% | 4,174       |   | 309,424         | 392,593   | 26.9% |
| AUGUST       | 92,671    | -8.0%  | 163,577   | 10.5% | 57,034      |   | 10,514  | 8.9%   | 347     | 12.3%  | 190   | -89.0% | 260,469      | 324,333   | 24.5% | 16,977  | -27.2% | 3,108       |   | 283,783         | 344,418   | 21.4% |
| SEPTEMBER    | 93,663    | 2.1%   | 160,848   | 15.2% | 41,469      |   | 10,801  | 12.0%  | 261     | -32.0% | 287   | -70.9% | 242,378      | 307,329   | 26.8% | 15,486  | -2.6%  | 2,043       |   | 258,274         | 324,858   | 25.8% |
| OCTOBER      | 120,543   | -16.8% | 219,450   | 0.3%  | 48,339      |   | 11,443  | -10.3% | 283     | -2.4%  | 228   | -79.1% | 377,978      | 400,286   | 5.9%  | 16,312  | -22.7% | 1,875       |   | 399,083         | 418,473   | 4.9%  |
| NOVEMBER     | 211,418   | -12.7% | 419,928   | -7.4% | 106,089     |   | 15,009  | -64.7% | 574     | 35.4%  | 205   | -89.3% | 740,564      | 753,223   | 1.7%  | 26,715  | -37.3% | 3,516       |   | 783,152         | 783,454   | 0.0%  |
| DECEMBER     | 673,885   | 18.2%  | 1,382,125 | 30.8% | 309,442     |   | 29,690  | -23.5% | 504     | -79.2% | 26    | -96.9% | 1,668,779    | 2,395,672 | 43.6% | 38,515  | -43.0% | 6,360       |   | 1,736,346       | 2,440,547 | 40.6% |
| TOTAL YEAR   | 1,731,495 | -0.1%  | 3,198,301 | 13.7% | 669,404     |   | 137,528 | -9.5%  | 3,815   | -5.4%  | 3,063 | -69.2% | 4,712,760    | 5,743,616 | 21.9% | 237,800 | -4.5%  | 30,719      |   | 4,961,759       | 6,012,135 | 21.2% |
| DECEMBER YTD | 1,731,495 | -0.1%  | 3,198,301 | 13.7% | 669,404     |   | 137,528 | -9.5%  | 3,815   | -5.4%  | 3,063 | -69.2% | 4,712,760    | 5,743,616 | 21.9% | 237,800 | -4.5%  | 30,719      |   | 4,961,759       | 6,012,135 | 21.2% |