

White Stuff[®]

Daily Trade Pack for AM and Shops

Week 51 FY21

DAILY SALES AND MARGIN

SundayInternational DAILY - SALES AND MARGIN BY SHOP														
Type	Status	Location Name	Sales Act £'k	Sales Bud £'k	Sales LW	Sales LY £'k	v Bud %	v LW %	v LY %	Margin %	v LY %Pts	Returns Act £'k	Returns v LY%	
Total	Total	Total	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
Solus	Total	Total	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
	LFL	Total	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Cologne	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Flensburg	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Giessen	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Göttingen	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Int Dummy	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Koblenz	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Münster	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Oldenburg	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Trier	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
	Non LFL	Total	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Dundrum (Int Solus)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
Concession	Total	Total	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
	LFL	Total	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Antwerp (Inno)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Avenue Louise (INNO)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Berlin (Karstadt)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Bremen (Karstadt)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Bruges (Inno)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Frankfurt (Karstadt)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Freiburg (Karstadt)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Ghent (INNO)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Hamburg (Karstadt)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Hanover (Karstadt)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Int Conc FY19 (372)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Karlsruhe (Karstadt)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Liege (Inno)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Munich (Karstadt)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Nürnberg (Karstadt)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Rue Neuve (INNO)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Schoten (Inno)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Steglitz (Karstadt)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
	Non LFL	Total	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Charleroi (Inno)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	
		Woluwe (Inno)	n/a	n/a	n/a	n/a	N/A% ➡	n/a%	n/a ➡	n/a%	n/a%	n/a	n/a%	

DAILY SALES AND MARGIN

DAILY - SALES AND KPIS SOLUS/OUTLET ONLY																			
NOTE FOR FOOTFALL AND CONVERSION, ONLY REVIEW SHOP LEVEL, SUB-TOTALS AND TOTALS ARE NOT CORRECT																			
		Sales Act £'k	v Bud %	v LW %	v LY %		Units TY	Units v LY%	Trans TY	Trans v LY%	ATV TY	ATV v LY%	UPT TY	UPT v LY%		Footfall v LY	Conv TY	Conv v LY% Pts	Conv v LY%
Status	Location Name																		
Total	Total	n/a	n/a% ➡	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
LFL	Total	n/a	n/a% ➡	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Cologne	n/a	n/a% ➡	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Flensburg	n/a	n/a% ➡	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Giessen	n/a	n/a% ➡	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Göttingen	n/a	n/a% ➡	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Int Dummy	n/a	n/a% ➡	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Koblenz	n/a	n/a% ➡	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Münster	n/a	n/a% ➡	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Oldenburg	n/a	n/a% ➡	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Trier	n/a	n/a% ➡	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
Non LFL	Total	n/a	n/a% ➡	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Dundrum (Int Solus)	n/a	n/a% ➡	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%

DAILY SALES AND MARGIN

Monday														
International DAILY - SALES AND MARGIN BY SHOP														
Type	Status	Location Name	Sales Act £'k	Sales Bud £'k	Sales LW	Sales LY £'k	v Bud %	v LW %	v LY %	Margin %	v LY %Pts	Returns Act £'k	Returns v LY%	
Total	Total	Total	1,844	22,107	1,847	n/a	(91.7%) ↓	(0.2%)	n/a →	68.8%	7.4%	(232)	54.0%	
Solus	Total	Total	871	10,413	1,064	n/a	(91.6%) ↓	(18.2%)	n/a →	63.7%	6.0%	(145)	(37.9%)	
	LFL	Total	871	10,413	1,064	n/a	(91.6%) ↓	(18.2%)	n/a →	63.7%	6.0%	(145)	(37.9%)	
		Cologne	n/a	1,543	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Flensburg	237	1,005	135	n/a	(76.4%) ↓	76.4%	n/a →	69.0%	(4.2%)	(145)	n/a%	
		Giessen	n/a	818	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Göttingen	160	819	396	n/a	(80.5%) ↓	(59.6%)	n/a →	62.7%	9.2%	n/a	n/a%	
		Int Dummy	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Koblenz	n/a	1,178	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Münster	188	1,811	104	n/a	(89.6%) ↓	80.0%	n/a →	63.1%	14.0%	n/a	n/a%	
		Oldenburg	n/a	1,672	(27)	n/a	(100.0%) ↓	(100.0%)	n/a →	n/a%	(101.8%)	n/a	n/a%	
		Trier	286	1,567	456	n/a	(81.7%) ↓	(37.3%)	n/a →	60.4%	(1.1%)	n/a	n/a%	
		Non LFL	Total	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →	n/a%	n/a%	n/a	n/a%
	Dundrum (Int Solus)	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →	n/a%	n/a%	n/a	n/a%		
Concession	Total	Total	974	11,695	783	n/a	(91.7%) ↓	24.4%	n/a →	73.3%	7.0%	(87)	78.3%	
	LFL	Total	835	10,869	632	n/a	(92.3%) ↓	32.2%	n/a →	72.4%	8.9%	(87)	78.3%	
		Antwerp (Inno)	143	469	n/a	n/a	(69.4%) ↓	n/a%	n/a →	76.2%	76.2%	n/a	n/a%	
		Avenue Louise (INNO)	61	414	(126)	n/a	(85.3%) ↓	(148.3%)	n/a →	85.4%	9.4%	(87)	31.0%	
		Berlin (Karstadt)	23	628	112	n/a	(96.4%) ↓	(79.8%)	n/a →	52.5%	(12.7%)	n/a	n/a%	
		Bremen (Karstadt)	n/a	894	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Bruges (Inno)	65	416	35	n/a	(84.3%) ↓	87.6%	n/a →	77.2%	10.3%	n/a	n/a%	
		Frankfurt (Karstadt)	n/a	902	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Freiburg (Karstadt)	222	766	(96)	n/a	(71.1%) ↓	(331.8%)	n/a →	69.0%	(10.5%)	n/a	n/a%	
		Ghent (INNO)	100	369	(43)	n/a	(72.9%) ↓	(330.0%)	n/a →	76.9%	(4.5%)	n/a	n/a%	
		Hamburg (Karstadt)	n/a	925	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Hanover (Karstadt)	n/a	378	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Int Conc FY19 (372)	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Karlsruhe (Karstadt)	n/a	803	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Liege (Inno)	n/a	427	54	n/a	(100.0%) ↓	(100.0%)	n/a →	n/a%	(76.0%)	n/a	n/a%	
		Munich (Karstadt)	65	801	352	n/a	(91.9%) ↓	(81.5%)	n/a →	66.1%	(2.5%)	n/a	n/a%	
		Nürnberg (Karstadt)	n/a	886	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Rue Neuve (INNO)	n/a	741	56	n/a	(100.0%) ↓	(100.0%)	n/a →	n/a%	(71.6%)	n/a	n/a%	
		Schoten (Inno)	78	410	65	n/a	(80.9%) ↓	19.9%	n/a →	74.6%	(0.3%)	n/a	n/a%	
		Steglitz (Karstadt)	78	640	221	n/a	(87.8%) ↓	(64.7%)	n/a →	63.9%	1.3%	n/a	n/a%	
		Non LFL	Total	139	825	151	n/a	(83.2%) ↓	(8.2%)	n/a →	79.1%	0.7%	n/a	n/a%
		Charleroi (Inno)	139	393	14	n/a	(64.7%) ↓	903.3%	n/a →	79.1%	(4.6%)	n/a	n/a%	
	Woluwe (Inno)	n/a	433	137	n/a	(100.0%) ↓	(100.0%)	n/a →	n/a%	(77.9%)	n/a	n/a%		

DAILY SALES AND MARGIN

DAILY - SALES AND KPIS SOLUS/OUTLET ONLY																			
NOTE FOR FOOTFALL AND CONVERSION, ONLY REVIEW SHOP LEVEL, SUB-TOTALS AND TOTALS ARE NOT CORRECT																			
		Sales Act £'k	v Bud %	v LW %	v LY %		Units TY	Units v LY%	Trans TY	Trans v LY%	ATV TY	ATV v LY%	UPT TY	UPT v LY%		Footfall v LY	Conv TY	Conv v LY% Pts	Conv v LY%
Status	Location Name																		
Total	Total	871	(91.6%) ↓	(18.2%)	n/a →		33	n/a%	17	n/a%	51.22	n/a%	1.94	n/a%		15.9%	23.3%	23.3%	n/a%
LFL	Total	871	(91.6%) ↓	(18.2%)	n/a →		33	n/a%	17	n/a%	51.22	n/a%	1.94	n/a%		15.9%	23.3%	23.3%	n/a%
	Trier	286	(81.7%) ↓	(37.3%)	n/a →		10	n/a%	8	n/a%	35.77	n/a%	1.25	n/a%		n/a%	n/a%	n/a%	n/a%
	Flensburg	237	(76.4%) ↓	76.4%	n/a →		9	n/a%	6	n/a%	39.57	n/a%	1.50	n/a%		253.8%	13.0%	13.0%	n/a%
	Münster	188	(89.6%) ↓	80.0%	n/a →		7	n/a%	1	n/a%	187.52	n/a%	7.00	n/a%		145.5%	3.7%	3.7%	n/a%
	Göttingen	160	(80.5%) ↓	(59.6%)	n/a →		7	n/a%	2	n/a%	79.81	n/a%	3.50	n/a%		n/a%	n/a%	n/a%	n/a%
	Cologne	n/a	(100.0%) ↓	n/a%	n/a →			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Giessen	n/a	(100.0%) ↓	n/a%	n/a →			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Int Dummy	n/a	n/a% →	n/a%	n/a →			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Koblenz	n/a	(100.0%) ↓	n/a%	n/a →			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Oldenburg	n/a	(100.0%) ↓	(100.0%)	n/a →			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
Non LFL	Total	n/a	n/a% →	n/a%	n/a →			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Dundrum (Int Solus)	n/a	n/a% →	n/a%	n/a →			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%

DAILY SALES AND MARGIN

Tuesday														
International DAILY - SALES AND MARGIN BY SHOP														
Type	Status	Location Name	Sales Act £'k	Sales Bud £'k	Sales LW	Sales LY £'k	v Bud %	v LW %	v LY %	Margin %	v LY %Pts	Returns Act £'k	Returns v LY%	
Total	Total	Total	2,414	23,811	3,136	n/a	(89.9%) ↓	(23.0%)	n/a →	62.9%	(3.3%)	(100)	(233.8%)	
Solus	Total	Total	1,442	11,215	1,532	n/a	(87.1%) ↓	(5.9%)	n/a →	56.8%	(3.0%)	n/a	n/a%	
	LFL	Total	1,442	11,215	1,532	n/a	(87.1%) ↓	(5.9%)	n/a →	56.8%	(3.0%)	n/a	n/a%	
		Cologne	n/a	1,662	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Flensburg	377	1,082	472	n/a	(65.2%) ↓	(20.2%)	n/a →	63.1%	0.4%	n/a	n/a%	
		Giessen	n/a	881	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Göttingen	270	882	302	n/a	(69.3%) ↓	(10.3%)	n/a →	56.1%	(0.7%)	n/a	n/a%	
		Int Dummy	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Koblenz	n/a	1,269	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Münster	595	1,951	491	n/a	(69.5%) ↓	21.1%	n/a →	57.8%	(0.2%)	n/a	n/a%	
		Oldenburg	n/a	1,800	153	n/a	(100.0%) ↓	(100.0%)	n/a →	n/a%	(67.1%)	n/a	n/a%	
		Trier	200	1,687	114	n/a	(88.2%) ↓	74.5%	n/a →	42.6%	(10.9%)	n/a	n/a%	
		Non LFL	Total	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →	n/a%	n/a%	n/a	n/a%
	Dundrum (Int Solus)	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →	n/a%	n/a%	n/a	n/a%		
Concession	Total	Total	973	12,596	1,603	n/a	(92.3%) ↓	(39.3%)	n/a →	72.1%	(0.3%)	(100)	n/a%	
	LFL	Total	851	11,707	1,325	n/a	(92.7%) ↓	(35.8%)	n/a →	71.2%	0.2%	(100)	n/a%	
		Antwerp (Inno)	n/a	505	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Avenue Louise (INNO)	48	445	83	n/a	(89.3%) ↓	(42.1%)	n/a →	74.3%	0.3%	n/a	n/a%	
		Berlin (Karstadt)	151	677	87	n/a	(77.7%) ↓	74.0%	n/a →	66.9%	6.2%	n/a	n/a%	
		Bremen (Karstadt)	n/a	963	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Bruges (Inno)	n/a	448	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Frankfurt (Karstadt)	n/a	972	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Freiburg (Karstadt)	83	825	182	n/a	(90.0%) ↓	(54.7%)	n/a →	63.6%	(1.9%)	n/a	n/a%	
		Ghent (INNO)	n/a	397	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Hamburg (Karstadt)	n/a	996	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Hanover (Karstadt)	n/a	407	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Int Conc FY19 (372)	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Karlsruhe (Karstadt)	n/a	865	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Liege (Inno)	144	460	6	n/a	(68.6%) ↓	2233.7%	n/a →	76.0%	(8.7%)	n/a	n/a%	
		Munich (Karstadt)	17	863	303	n/a	(98.0%) ↓	(94.3%)	n/a →	38.7%	(32.8%)	(48)	n/a%	
		Nürnberg (Karstadt)	n/a	954	39	n/a	(100.0%) ↓	(100.0%)	n/a →	n/a%	(62.5%)	n/a	n/a%	
		Rue Neuve (INNO)	n/a	798	168	n/a	(100.0%) ↓	(100.0%)	n/a →	n/a%	(75.1%)	n/a	n/a%	
		Schoten (Inno)	96	442	165	n/a	(78.4%) ↓	(42.1%)	n/a →	77.2%	2.2%	n/a	n/a%	
		Steglitz (Karstadt)	313	690	293	n/a	(54.7%) ↓	6.8%	n/a →	72.7%	0.3%	(52)	n/a%	
		Non LFL	Total	122	889	278	n/a	(86.3%) ↓	(56.3%)	n/a →	78.2%	(0.6%)	n/a	n/a%
		Charleroi (Inno)	43	423	235	n/a	(89.7%) ↓	(81.5%)	n/a →	78.0%	(1.0%)	n/a	n/a%	
		Woluwe (Inno)	78	466	43	n/a	(83.2%) ↓	80.0%	n/a →	78.3%	0.1%	n/a	n/a%	

DAILY SALES AND MARGIN

DAILY - SALES AND KPIS SOLUS/OUTLET ONLY																			
NOTE FOR FOOTFALL AND CONVERSION, ONLY REVIEW SHOP LEVEL, SUB-TOTALS AND TOTALS ARE NOT CORRECT																			
		Sales Act £'k	v Bud %	v LW %	v LY %		Units TY	Units v LY%	Trans TY	Trans v LY%	ATV TY	ATV v LY%	UPT TY	UPT v LY%		Footfall v LY	Conv TY	Conv v LY% Pts	Conv v LY%
Status	Location Name																		
Total	Total	1,442	(87.1%) ⬇	(5.9%)	n/a ➡		68	n/a%	25	n/a%	57.67	n/a%	2.72	n/a%		(9.0%)	30.9%	30.9%	n/a%
LFL	Total	1,442	(87.1%) ⬇	(5.9%)	n/a ➡		68	n/a%	25	n/a%	57.67	n/a%	2.72	n/a%		(9.0%)	30.9%	30.9%	n/a%
	Münster	595	(69.5%) ⬇	21.1%	n/a ➡		26	n/a%	7	n/a%	84.95	n/a%	3.71	n/a%		26.9%	21.2%	21.2%	n/a%
	Flensburg	377	(65.2%) ⬇	(20.2%)	n/a ➡		15	n/a%	5	n/a%	75.35	n/a%	3.00	n/a%		54.8%	10.4%	10.4%	n/a%
	Göttingen	270	(69.3%) ⬇	(10.3%)	n/a ➡		10	n/a%	8	n/a%	33.81	n/a%	1.25	n/a%		n/a%	n/a%	n/a%	n/a%
	Trier	200	(88.2%) ⬇	74.5%	n/a ➡		17	n/a%	5	n/a%	39.95	n/a%	3.40	n/a%		n/a%	n/a%	n/a%	n/a%
	Cologne	n/a	(100.0%) ⬇	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Giessen	n/a	(100.0%) ⬇	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Int Dummy	n/a	n/a% ➡	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Koblenz	n/a	(100.0%) ⬇	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Oldenburg	n/a	(100.0%) ⬇	(100.0%)	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%
	Non LFL	Total	n/a	n/a% ➡	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%
Dundrum (Int Solus)		n/a	n/a% ➡	n/a%	n/a ➡			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%	n/a%

DAILY SALES AND MARGIN

Wednesday																	
International DAILY - SALES AND MARGIN BY SHOP																	
Type	Status	Location Name	Sales Act £'k	Sales Bud £'k	Sales LW	Sales LY £'k	v Bud %	v LW %	v LY %		Margin %	v LY %Pts		Returns Act £'k	Returns v LY%		
Total	Total	Total	1,293	23,833	2,597	3,397	(94.6%) ↓	(50.2%)	(61.9%) ↓		68.3%	2.6%		(269)	(139.5%)		
Solus	Total	Total	315	11,225	1,563	3,397	(97.2%) ↓	(79.8%)	(90.7%) ↓		41.5%	(18.9%)		(187)	(140.4%)		
	LFL	Total	315	11,225	1,563	3,397	(97.2%) ↓	(79.8%)	(90.7%) ↓		41.5%	(18.9%)		(187)	(140.4%)		
		Cologne	n/a	1,664	n/a	267	(100.0%) ↓	n/a%	(100.0%) ↓		n/a%	n/a%		n/a	n/a%		
		Flensburg	256	1,083	144	130	(76.4%) ↓	77.7%	97.4% ↑		63.1%	7.2%		n/a	n/a%		
		Giessen	n/a	882	n/a	36	(100.0%) ↓	n/a%	(100.0%) ↓		n/a%	n/a%		n/a	n/a%		
		Göttingen	175	882	469	141	(80.2%) ↓	(62.8%)	24.1% ↑		29.5%	(37.9%)		(16)	57.3%		
		Int Dummy	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Koblenz	n/a	1,270	n/a	744	(100.0%) ↓	n/a%	(100.0%) ↓		n/a%	n/a%		n/a	n/a%		
		Münster	29	1,952	336	612	(98.5%) ↓	(91.5%)	(95.3%) ↓		50.1%	(16.0%)		n/a	n/a%		
		Oldenburg	n/a	1,802	61	788	(100.0%) ↓	(100.0%)	(100.0%) ↓		n/a%	(71.4%)		n/a	n/a%		
		Trier	(144)	1,689	554	679	(108.5%) ↓	(126.1%)	(121.2%) ↓		66.9%	15.9%		(170)	(335.5%)		
		Non LFL	Total	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →		n/a%	n/a%		n/a	n/a%	
	Dundrum (Int Solus)	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →		n/a%	n/a%		n/a	n/a%			
Concession	Total	Total	978	12,608	1,033	n/a	(92.2%) ↓	(5.3%)	n/a →		77.0%	3.3%		(83)	(137.5%)		
	LFL	Total	944	11,718	916	n/a	(91.9%) ↓	3.0%	n/a →		76.9%	3.3%		(83)	(137.5%)		
		Antwerp (Inno)	n/a	505	n/a	n/a	(100.0%) ↓	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Avenue Louise (INNO)	52	446	56	n/a	(88.3%) ↓	(7.7%)	n/a →		83.7%	5.1%		(83)	n/a%		
		Berlin (Karstadt)	91	677	175	n/a	(86.5%) ↓	(47.7%)	n/a →		74.1%	6.3%		n/a	n/a%		
		Bremen (Karstadt)	n/a	964	n/a	n/a	(100.0%) ↓	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Bruges (Inno)	52	448	111	n/a	(88.4%) ↓	(52.9%)	n/a →		78.2%	(0.8%)		n/a	n/a%		
		Frankfurt (Karstadt)	n/a	973	n/a	n/a	(100.0%) ↓	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Freiburg (Karstadt)	291	826	240	n/a	(64.8%) ↓	21.2%	n/a →		77.4%	5.6%		n/a	n/a%		
		Ghent (INNO)	42	398	56	n/a	(89.3%) ↓	(24.8%)	n/a →		71.1%	(2.3%)		n/a	n/a%		
		Hamburg (Karstadt)	n/a	997	n/a	n/a	(100.0%) ↓	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Hanover (Karstadt)	n/a	407	n/a	n/a	(100.0%) ↓	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Int Conc FY19 (372)	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Karlsruhe (Karstadt)	n/a	865	n/a	n/a	(100.0%) ↓	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Liege (Inno)	48	460	n/a	n/a	(89.6%) ↓	n/a%	n/a →		73.4%	73.4%		n/a	n/a%		
		Munich (Karstadt)	n/a	864	33	n/a	(100.0%) ↓	(100.0%)	n/a →		n/a%	(57.5%)		n/a	n/a%		
		Nürnberg (Karstadt)	n/a	955	(35)	n/a	(100.0%) ↓	(100.0%)	n/a →		n/a%	(55.3%)		n/a	n/a%		
		Rue Neuve (INNO)	119	799	65	n/a	(85.1%) ↓	83.4%	n/a →		77.7%	0.4%		n/a	n/a%		
		Schoten (Inno)	157	442	49	n/a	(64.6%) ↓	219.8%	n/a →		79.1%	0.7%		n/a	n/a%		
		Steglitz (Karstadt)	92	690	166	n/a	(86.7%) ↓	(44.7%)	n/a →		73.7%	(0.3%)		n/a	n/a%		
		Non LFL	Total	34	890	117	n/a	(96.2%) ↓	(70.8%)	n/a →		79.4%	5.0%		n/a	n/a%	
		Charleroi (Inno)	34	424	n/a	n/a	(91.9%) ↓	n/a%	n/a →		79.4%	79.4%		n/a	n/a%		
	Woluwe (Inno)	n/a	466	117	n/a	(100.0%) ↓	(100.0%)	n/a →		n/a%	(74.4%)		n/a	n/a%			

DAILY SALES AND MARGIN

DAILY - SALES AND KPIS SOLUS/OUTLET ONLY																			
NOTE FOR FOOTFALL AND CONVERSION, ONLY REVIEW SHOP LEVEL, SUB-TOTALS AND TOTALS ARE NOT CORRECT																			
		Sales Act £'k	v Bud %	v LW %	v LY %	↓	Units TY	Units v LY%	Trans TY	Trans v LY%	ATV TY	ATV v LY%	UPT TY	UPT v LY%	↓	Footfall v LY	Conv TY	Conv v LY% Pts	Conv v LY%
Status	Location Name																		
Total	Total	315	(97.2%) ↓	(79.8%)	(90.7%) ↓	↓	21	(84.6%)	12	(80.3%)	26.25	(52.9%)	1.75	(21.5%)	↓	(73.7%)	21.1%	(7.1%)	(25.1%)
LFL	Total	315	(97.2%) ↓	(79.8%)	(90.7%) ↓	↓	21	(84.6%)	12	(80.3%)	26.25	(52.9%)	1.75	(21.5%)	↓	(73.7%)	21.1%	(7.1%)	(25.1%)
	Flensburg	256	(76.4%) ↓	77.7%	97.4% ↑	↓	10	42.9%	4	(20.0%)	64.03	146.8%	2.50	78.6%	↓	(43.6%)	12.9%	3.8%	41.9%
	Göttingen	175	(80.2%) ↓	(62.8%)	24.1% ↑	↓	11	120.0%	5	66.7%	34.91	(25.5%)	2.20	32.0%	↓	n/a%	n/a%	n/a%	n/a%
	Münster	29	(98.5%) ↓	(91.5%)	(95.3%) ↓	↓	2	(94.6%)	2	(86.7%)	14.31	(64.9%)	1.00	(59.5%)	↓	(58.1%)	7.7%	(16.5%)	(68.2%)
	Cologne	n/a	(100.0%) ↓	n/a%	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	(9.0%)	n/a%
	Giessen	n/a	(100.0%) ↓	n/a%	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Int Dummy	n/a	n/a% →	n/a%	n/a →	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Koblenz	n/a	(100.0%) ↓	n/a%	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Oldenburg	n/a	(100.0%) ↓	(100.0%)	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	(30.3%)	n/a%
	Trier	(144)	(108.5%) ↓	(126.1%)	(121.2%) ↓	↓	-2	(109.5%)	1	(90.0%)	-144.25	(312.4%)	-2.00	(195.2%)	↓	n/a%	n/a%	n/a%	n/a%
	Non LFL	Total	n/a	n/a% →	n/a%	n/a →	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%
Dundrum (Int Solus)		n/a	n/a% →	n/a%	n/a →	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%

DAILY SALES AND MARGIN

Thursday														
International DAILY - SALES AND MARGIN BY SHOP														
Type	Status	Location Name	Sales Act £'k	Sales Bud £'k	Sales LW	Sales LY £'k	v Bud %	v LW %	v LY %	Margin %	v LY %Pts	Returns Act £'k	Returns v LY%	
Total	Total	Total	3,701	25,387	2,941	3,707	(85.4%) ↓	25.8%	(0.2%) →	69.9%	0.4%	(114)	(24.9%)	
Solus	Total	Total	771	11,957	1,554	3,707	(93.6%) ↓	(50.4%)	(79.2%) ↓	58.0%	(6.8%)	(114)	(66.1%)	
	LFL	Total	771	11,957	1,554	3,707	(93.6%) ↓	(50.4%)	(79.2%) ↓	58.0%	(6.8%)	(114)	(66.1%)	
		Cologne	84	1,772	n/a	763	(95.2%) ↓	n/a%	(89.0%) ↓	46.7%	46.7%	n/a	n/a%	
		Flensburg	104	1,154	441	269	(91.0%) ↓	(76.4%)	(61.3%) ↓	67.4%	0.0%	(79)	n/a%	
		Giessen	n/a	940	n/a	530	(100.0%) ↓	n/a%	(100.0%) ↓	n/a%	n/a%	n/a	n/a%	
		Göttingen	202	940	152	1,043	(78.5%) ↓	33.6%	(80.6%) ↓	53.5%	(11.1%)	n/a	n/a%	
		Int Dummy	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Koblenz	n/a	1,353	n/a	425	(100.0%) ↓	n/a%	(100.0%) ↓	n/a%	n/a%	n/a	n/a%	
		Münster	123	2,080	576	295	(94.1%) ↓	(78.6%)	(58.2%) ↓	66.3%	(6.1%)	n/a	n/a%	
		Oldenburg	n/a	1,920	57	224	(100.0%) ↓	(100.0%)	(100.0%) ↓	n/a%	(36.9%)	n/a	n/a%	
		Trier	257	1,799	328	159	(85.7%) ↓	(21.6%)	61.6% ↑	57.5%	4.7%	(35)	n/a%	
	Non LFL	Total	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Dundrum (Int Solus)	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
Concession	Total	Total	2,930	13,430	1,387	n/a	(78.2%) ↓	111.2%	n/a →	73.0%	(1.8%)	n/a	n/a%	
	LFL	Total	2,813	12,482	940	n/a	(77.5%) ↓	199.2%	n/a →	72.9%	(0.7%)	n/a	n/a%	
		Antwerp (Inno)	96	538	156	n/a	(82.2%) ↓	(38.9%)	n/a →	78.1%	4.5%	n/a	n/a%	
		Avenue Louise (INNO)	35	475	60	n/a	(92.7%) ↓	(42.1%)	n/a →	74.4%	1.7%	n/a	n/a%	
		Berlin (Karstadt)	548	722	78	n/a	(24.0%) ↓	601.1%	n/a →	61.2%	(7.5%)	n/a	n/a%	
		Bremen (Karstadt)	n/a	1,027	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Bruges (Inno)	165	478	130	n/a	(65.4%) ↓	26.7%	n/a →	76.3%	(2.0%)	n/a	n/a%	
		Frankfurt (Karstadt)	n/a	1,036	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Freiburg (Karstadt)	973	880	56	n/a	10.6% ↑	1622.5%	n/a →	71.9%	(7.3%)	n/a	n/a%	
		Ghent (INNO)	104	423	n/a	n/a	(75.4%) ↓	n/a%	n/a →	78.7%	78.7%	n/a	n/a%	
		Hamburg (Karstadt)	n/a	1,062	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Hanover (Karstadt)	n/a	434	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Int Conc FY19 (372)	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Karlsruhe (Karstadt)	n/a	922	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Liege (Inno)	n/a	490	52	n/a	(100.0%) ↓	(100.0%)	n/a →	n/a%	(75.0%)	n/a	n/a%	
		Munich (Karstadt)	235	920	n/a	n/a	(74.5%) ↓	n/a%	n/a →	80.2%	80.2%	n/a	n/a%	
		Nürnberg (Karstadt)	n/a	1,017	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Rue Neuve (INNO)	78	851	22	n/a	(90.8%) ↓	261.0%	n/a →	78.0%	5.3%	n/a	n/a%	
		Schoten (Inno)	n/a	471	89	n/a	(100.0%) ↓	(100.0%)	n/a →	n/a%	(76.5%)	n/a	n/a%	
		Steglitz (Karstadt)	580	735	297	n/a	(21.1%) ↓	95.4%	n/a →	78.9%	7.9%	n/a	n/a%	
	Non LFL	Total	117	948	447	n/a	(87.7%) ↓	(73.8%)	n/a →	75.8%	(1.3%)	n/a	n/a%	
		Charleroi (Inno)	n/a	451	283	n/a	(100.0%) ↓	(100.0%)	n/a →	n/a%	(77.4%)	n/a	n/a%	
		Woluwe (Inno)	117	497	164	n/a	(76.5%) ↓	(28.7%)	n/a →	75.8%	(0.8%)	n/a	n/a%	

DAILY SALES AND MARGIN

DAILY - SALES AND KPIS SOLUS/OUTLET ONLY																			
NOTE FOR FOOTFALL AND CONVERSION, ONLY REVIEW SHOP LEVEL, SUB-TOTALS AND TOTALS ARE NOT CORRECT																			
		Sales Act £'k	v Bud %	v LW %	v LY %	↓	Units TY	Units v LY%	Trans TY	Trans v LY%	ATV TY	ATV v LY%	UPT TY	UPT v LY%	↓	Footfall v LY	Conv TY	Conv v LY% Pts	Conv v LY%
Status	Location Name																		
Total	Total	771	(93.6%) ↓	(50.4%)	(79.2%) ↓	↓	34	(76.7%)	18	(71.9%)	42.81	(26.1%)	1.89	(17.2%)	↓	(68.8%)	31.0%	(3.4%)	(9.8%)
LFL	Total	771	(93.6%) ↓	(50.4%)	(79.2%) ↓	↓	34	(76.7%)	18	(71.9%)	42.81	(26.1%)	1.89	(17.2%)	↓	(68.8%)	31.0%	(3.4%)	(9.8%)
	Trier	257	(85.7%) ↓	(21.6%)	61.6% ↑	↓	12	100.0%	4	100.0%	64.21	(19.2%)	3.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Göttingen	202	(78.5%) ↓	33.6%	(80.6%) ↓	↓	9	(77.5%)	4	(75.0%)	50.60	(22.4%)	2.25	(10.0%)	↓	n/a%	n/a%	n/a%	n/a%
	Münster	123	(94.1%) ↓	(78.6%)	(58.2%) ↓	↓	5	(70.6%)	3	(66.7%)	41.09	25.4%	1.67	(11.8%)	↓	(55.8%)	13.0%	(4.3%)	(24.6%)
	Flensburg	104	(91.0%) ↓	(76.4%)	(61.3%) ↓	↓	4	(60.0%)	4	(20.0%)	25.97	(51.7%)	1.00	(50.0%)	↓	(16.7%)	11.4%	(0.5%)	(4.0%)
	Cologne	84	(95.2%) ↓	n/a%	(89.0%) ↓	↓	4	(81.0%)	3	(66.7%)	28.08	(66.9%)	1.33	(42.9%)	↓	n/a%	n/a%	(15.3%)	n/a%
	Giessen	n/a	(100.0%) ↓	n/a%	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Int Dummy	n/a	n/a% →	n/a%	n/a →	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Koblenz	n/a	(100.0%) ↓	n/a%	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Oldenburg	n/a	(100.0%) ↓	(100.0%)	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	(21.2%)	n/a%
	Non LFL	Total	n/a	n/a% →	n/a%	n/a →	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%
Dundrum (Int Solus)		n/a	n/a% →	n/a%	n/a →	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%

DAILY SALES AND MARGIN

Friday														
International DAILY - SALES AND MARGIN BY SHOP														
Type	Status	Location Name	Sales Act £'k	Sales Bud £'k	Sales LW	Sales LY £'k	v Bud %	v LW %	v LY %	Margin %	v LY %Pts	Returns Act £'k	Returns v LY%	
Total	Total	Total	2,533	32,039	2,302	4,861	(92.1%) ↓	10.0%	(47.9%) ↓	69.4%	4.2%	(82)	47.2%	
Solus	Total	Total	1,056	15,090	1,263	4,861	(93.0%) ↓	(16.4%)	(78.3%) ↓	61.0%	1.7%	(56)	(85.9%)	
	LFL	Total	1,056	15,090	1,263	4,861	(93.0%) ↓	(16.4%)	(78.3%) ↓	61.0%	1.7%	(56)	(85.9%)	
		Cologne	n/a	2,236	n/a	490	(100.0%) ↓	n/a%	(100.0%) ↓	n/a%	n/a%	n/a	n/a%	
		Flensburg	142	1,456	245	304	(90.3%) ↓	(42.2%)	(53.5%) ↓	47.7%	(8.6%)	n/a	n/a%	
		Giessen	n/a	1,186	n/a	411	(100.0%) ↓	n/a%	(100.0%) ↓	n/a%	n/a%	n/a	n/a%	
		Göttingen	441	1,186	397	440	(62.8%) ↓	11.1%	0.3% →	62.6%	1.9%	(17)	(33.4%)	
		Int Dummy	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Koblenz	n/a	1,708	n/a	940	(100.0%) ↓	n/a%	(100.0%) ↓	n/a%	n/a%	n/a	n/a%	
		Münster	131	2,624	122	543	(95.0%) ↓	7.5%	(75.9%) ↓	71.7%	(0.4%)	n/a	n/a%	
		Oldenburg	n/a	2,423	n/a	745	(100.0%) ↓	n/a%	(100.0%) ↓	n/a%	n/a%	n/a	n/a%	
		Trier	342	2,270	499	987	(84.9%) ↓	(31.5%)	(65.4%) ↓	60.3%	3.8%	(39)	(125.4%)	
		Non LFL	Total	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →	n/a%	n/a%	n/a	n/a%
			Dundrum (Int Solus)	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →	n/a%	n/a%	n/a	n/a%
Concession	Total	Total	1,477	16,948	1,039	n/a	(91.3%) ↓	42.2%	n/a →	75.5%	3.0%	(26)	79.3%	
	LFL	Total	1,280	15,752	908	n/a	(91.9%) ↓	41.0%	n/a →	75.1%	3.5%	(26)	79.3%	
		Antwerp (Inno)	n/a	679	38	n/a	(100.0%) ↓	(100.0%)	n/a →	n/a%	(84.2%)	n/a	n/a%	
		Avenue Louise (INNO)	52	599	n/a	n/a	(91.3%) ↓	n/a%	n/a →	76.5%	76.5%	n/a	n/a%	
		Berlin (Karstadt)	320	911	85	n/a	(64.8%) ↓	276.6%	n/a →	74.7%	0.3%	n/a	n/a%	
		Bremen (Karstadt)	n/a	1,296	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Bruges (Inno)	n/a	603	91	n/a	(100.0%) ↓	(100.0%)	n/a →	n/a%	(76.0%)	n/a	n/a%	
		Frankfurt (Karstadt)	n/a	1,308	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Freiburg (Karstadt)	321	1,111	295	n/a	(71.1%) ↓	8.9%	n/a →	75.0%	2.9%	n/a	n/a%	
		Ghent (INNO)	n/a	534	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Hamburg (Karstadt)	n/a	1,340	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Hanover (Karstadt)	n/a	548	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Int Conc FY19 (372)	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Karlsruhe (Karstadt)	n/a	1,163	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Liege (Inno)	61	618	26	n/a	(90.2%) ↓	133.2%	n/a →	72.7%	5.7%	n/a	n/a%	
		Munich (Karstadt)	n/a	1,162	39	n/a	(100.0%) ↓	(100.0%)	n/a →	n/a%	(64.3%)	n/a	n/a%	
		Nürnberg (Karstadt)	n/a	1,284	n/a	n/a	(100.0%) ↓	n/a%	n/a →	n/a%	n/a%	n/a	n/a%	
		Rue Neuve (INNO)	n/a	1,074	35	n/a	(100.0%) ↓	(100.0%)	n/a →	n/a%	(77.2%)	n/a	n/a%	
		Schoten (Inno)	355	594	200	n/a	(40.2%) ↓	78.1%	n/a →	76.7%	4.5%	n/a	n/a%	
		Steglitz (Karstadt)	170	928	100	n/a	(81.7%) ↓	70.4%	n/a →	73.4%	13.2%	(26)	n/a%	
		Non LFL	Total	197	1,196	130	n/a	(83.6%) ↓	51.0%	n/a →	77.9%	(0.7%)	n/a	n/a%
			Charleroi (Inno)	136	569	30	n/a	(76.2%) ↓	345.9%	n/a →	78.7%	2.0%	n/a	n/a%
			Woluwe (Inno)	61	627	100	n/a	(90.2%) ↓	(38.7%)	n/a →	76.1%	(3.0%)	n/a	n/a%

DAILY SALES AND MARGIN

DAILY - SALES AND KPIS SOLUS/OUTLET ONLY																			
NOTE FOR FOOTFALL AND CONVERSION, ONLY REVIEW SHOP LEVEL, SUB-TOTALS AND TOTALS ARE NOT CORRECT																			
		Sales Act £'k	v Bud %	v LW %	v LY %	↓	Units TY	Units v LY%	Trans TY	Trans v LY%	ATV TY	ATV v LY%	UPT TY	UPT v LY%	↓	Footfall v LY	Conv TY	Conv v LY% Pts	Conv v LY%
Status	Location Name																		
Total	Total	1,056	(93.0%) ↓	(16.4%)	(78.3%) ↓	↓	40	(78.8%)	19	(76.3%)	55.57	(8.5%)	2.11	(10.9%)	↓	(83.6%)	42.2%	13.0%	44.6%
LFL	Total	1,056	(93.0%) ↓	(16.4%)	(78.3%) ↓	↓	40	(78.8%)	19	(76.3%)	55.57	(8.5%)	2.11	(10.9%)	↓	(83.6%)	42.2%	13.0%	44.6%
	Göttingen	441	(62.8%) ↓	11.1%	0.3% →	↓	14	(54.8%)	8	(27.3%)	55.17	37.9%	1.75	(37.9%)	↓	n/a%	n/a%	n/a%	n/a%
	Trier	342	(84.9%) ↓	(31.5%)	(65.4%) ↓	↓	11	(62.1%)	6	(40.0%)	57.02	(42.3%)	1.83	(36.8%)	↓	n/a%	n/a%	(12.8%)	n/a%
	Flensburg	142	(90.3%) ↓	(42.2%)	(53.5%) ↓	↓	7	(41.7%)	4	(42.9%)	35.39	(18.6%)	1.75	2.1%	↓	(30.2%)	10.8%	(2.4%)	(18.1%)
	Münster	131	(95.0%) ↓	7.5%	(75.9%) ↓	↓	8	(55.6%)	1	(92.3%)	130.70	213.1%	8.00	477.8%	↓	(87.5%)	12.5%	(7.8%)	(38.5%)
	Cologne	n/a	(100.0%) ↓	n/a%	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	(11.4%)	n/a%
	Giessen	n/a	(100.0%) ↓	n/a%	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Int Dummy	n/a	n/a% →	n/a%	n/a →	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Koblenz	n/a	(100.0%) ↓	n/a%	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Oldenburg	n/a	(100.0%) ↓	n/a%	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
Non LFL	Total	n/a	n/a% →	n/a%	n/a →	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Dundrum (Int Solus)	n/a	n/a% →	n/a%	n/a →	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%

DAILY SALES AND MARGIN

Saturday																	
International DAILY - SALES AND MARGIN BY SHOP																	
Type	Status	Location Name	Sales Act £'k	Sales Bud £'k	Sales LW	Sales LY £'k	v Bud %	v LW %	v LY %		Margin %	v LY %Pts		Returns Act £'k	Returns v LY%		
Total	Total	Total	5,122	60,544	3,447	7,184	(91.5%) ↓	48.6%	(28.7%) ↓		68.8%	3.6%		n/a	n/a%		
Solus	Total	Total	2,637	28,516	2,333	7,161	(90.8%) ↓	13.1%	(63.2%) ↓		62.5%	0.6%		n/a	n/a%		
	LFL	Total	2,637	28,516	2,333	7,161	(90.8%) ↓	13.1%	(63.2%) ↓		62.5%	0.6%		n/a	n/a%		
		Cologne	n/a	4,226	n/a	769	(100.0%) ↓	n/a%	(100.0%) ↓		n/a%	n/a%		n/a	n/a%		
		Flensburg	786	2,752	993	508	(71.4%) ↓	(20.9%)	54.8% ↑		63.7%	(0.8%)		n/a	n/a%		
		Giessen	n/a	2,241	n/a	425	(100.0%) ↓	n/a%	(100.0%) ↓		n/a%	n/a%		n/a	n/a%		
		Göttingen	1,016	2,242	691	810	(54.7%) ↓	47.1%	25.3% ↑		69.4%	6.3%		n/a	n/a%		
		Int Dummy	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Koblenz	n/a	3,227	n/a	601	(100.0%) ↓	n/a%	(100.0%) ↓		n/a%	n/a%		n/a	n/a%		
		Münster	146	4,960	391	1,694	(97.1%) ↓	(62.7%)	(91.4%) ↓		1.2%	(62.3%)		n/a	n/a%		
		Oldenburg	n/a	4,578	n/a	1,452	(100.0%) ↓	n/a%	(100.0%) ↓		n/a%	n/a%		n/a	n/a%		
		Trier	690	4,290	258	902	(83.9%) ↓	167.6%	(23.5%) ↓		64.0%	17.4%		n/a	n/a%		
		Non LFL	Total	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →		n/a%	n/a%		n/a	n/a%	
	Dundrum (Int Solus)	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →		n/a%	n/a%		n/a	n/a%			
Concession	Total	Total	2,485	32,028	1,114	23	(92.2%) ↓	123.1%	10910.9% ↑		75.4%	3.4%		n/a	n/a%		
	LFL	Total	2,298	29,767	913	23	(92.3%) ↓	151.7%	10083.3% ↑		75.5%	4.1%		n/a	n/a%		
		Antwerp (Inno)	288	1,284	n/a	n/a	(77.6%) ↓	n/a%	n/a →		77.4%	77.4%		n/a	n/a%		
		Avenue Louise (INNO)	56	1,132	87	n/a	(95.0%) ↓	(35.0%)	n/a →		79.9%	8.9%		n/a	n/a%		
		Berlin (Karstadt)	197	1,721	30	n/a	(88.6%) ↓	547.1%	n/a →		70.4%	15.1%		n/a	n/a%		
		Bremen (Karstadt)	n/a	2,448	n/a	n/a	(100.0%) ↓	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Bruges (Inno)	106	1,139	n/a	n/a	(90.7%) ↓	n/a%	n/a →		76.3%	76.3%		n/a	n/a%		
		Frankfurt (Karstadt)	n/a	2,471	n/a	n/a	(100.0%) ↓	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Freiburg (Karstadt)	804	2,099	204	n/a	(61.7%) ↓	293.9%	n/a →		76.1%	6.4%		n/a	n/a%		
		Ghent (INNO)	n/a	1,010	n/a	n/a	(100.0%) ↓	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Hamburg (Karstadt)	n/a	2,533	n/a	n/a	(100.0%) ↓	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Hanover (Karstadt)	n/a	1,035	n/a	23	(100.0%) ↓	n/a%	(100.0%) ↓		n/a%	n/a%		n/a	n/a%		
		Int Conc FY19 (372)	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Karlsruhe (Karstadt)	326	2,199	n/a	n/a	(85.2%) ↓	n/a%	n/a →		73.7%	73.7%		n/a	n/a%		
		Liege (Inno)	52	1,169	100	n/a	(95.5%) ↓	(47.7%)	n/a →		71.1%	(6.8%)		n/a	n/a%		
		Munich (Karstadt)	52	2,195	96	n/a	(97.6%) ↓	(45.5%)	n/a →		78.5%	17.9%		n/a	n/a%		
		Nürnberg (Karstadt)	n/a	2,426	43	n/a	(100.0%) ↓	(100.0%)	n/a →		n/a%	(78.3%)		n/a	n/a%		
		Rue Neuve (INNO)	182	2,029	47	n/a	(91.0%) ↓	289.7%	n/a →		77.8%	4.0%		n/a	n/a%		
		Schoten (Inno)	114	1,123	45	n/a	(89.9%) ↓	154.4%	n/a →		76.9%	4.3%		n/a	n/a%		
		Steglitz (Karstadt)	122	1,754	262	n/a	(93.0%) ↓	(53.2%)	n/a →		73.3%	(1.0%)		n/a	n/a%		
		Non LFL	Total	187	2,261	201	n/a	(91.7%) ↓	(7.0%)	n/a →		74.7%	(0.4%)		n/a	n/a%	
		Charleroi (Inno)	65	1,076	118	n/a	(93.9%) ↓	(45.0%)	n/a →		73.5%	0.4%		n/a	n/a%		
	Woluwe (Inno)	122	1,185	83	n/a	(89.7%) ↓	47.4%	n/a →		75.4%	(2.5%)		n/a	n/a%			

DAILY SALES AND MARGIN

DAILY - SALES AND KPIS SOLUS/OUTLET ONLY																			
NOTE FOR FOOTFALL AND CONVERSION, ONLY REVIEW SHOP LEVEL, SUB-TOTALS AND TOTALS ARE NOT CORRECT																			
		Sales Act £'k	v Bud %	v LW %	v LY %	↓	Units TY	Units v LY%	Trans TY	Trans v LY%	ATV TY	ATV v LY%	UPT TY	UPT v LY%	↓	Footfall v LY	Conv TY	Conv v LY% Pts	Conv v LY%
Status	Location Name																		
Total	Total	2,637	(90.8%) ↓	13.1%	(63.2%) ↓	↓	113	(55.2%)	47	(59.8%)	56.11	(8.3%)	2.40	11.6%	↓	(71.8%)	49.5%	14.8%	42.5%
LFL	Total	2,637	(90.8%) ↓	13.1%	(63.2%) ↓	↓	113	(55.2%)	47	(59.8%)	56.11	(8.3%)	2.40	11.6%	↓	(71.8%)	49.5%	14.8%	42.5%
	Göttingen	1,016	(54.7%) ↓	47.1%	25.3% ↑	↓	37	42.3%	15	n/a%	67.70	25.3%	2.47	42.3%	↓	n/a%	n/a%	n/a%	n/a%
	Flensburg	786	(71.4%) ↓	(20.9%)	54.8% ↑	↓	32	45.5%	16	77.8%	49.13	(12.9%)	2.00	(18.2%)	↓	29.5%	20.3%	5.5%	37.3%
	Trier	690	(83.9%) ↓	167.6%	(23.5%) ↓	↓	26	4.0%	12	(20.0%)	57.49	(4.3%)	2.17	30.0%	↓	n/a%	n/a%	(22.1%)	n/a%
	Münster	146	(97.1%) ↓	(62.7%)	(91.4%) ↓	↓	18	(66.0%)	4	(82.6%)	36.44	(50.5%)	4.50	95.3%	↓	(84.9%)	25.0%	3.3%	15.2%
	Cologne	n/a	(100.0%) ↓	n/a%	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	(10.8%)	n/a%
	Giessen	n/a	(100.0%) ↓	n/a%	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Int Dummy	n/a	n/a% →	n/a%	n/a% →	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Koblenz	n/a	(100.0%) ↓	n/a%	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Oldenburg	n/a	(100.0%) ↓	n/a%	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Non LFL	Total	n/a	n/a% →	n/a%	n/a% →	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%
Dundrum (Int Solus)		n/a	n/a% →	n/a%	n/a% →	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%

DAILY SALES AND MARGIN

International WEEK - SALES AND MARGIN BY SHOP																	
Type	Status	Location Name	Sales Act £'k	Sales Bud £'k	Sales LW	Sales LY £'k	v Bud %	v LW %	v LY %		Margin %	v LY %Pts		Returns Act £'k	Returns v LY%		
Total	Total	Total	16,908	187,721	16,268	19,148	(91.0%) ↓	3.9%	(11.7%) ↓		68.2%	2.4%		(798)	24.4%		
Solus	Total	Total	7,091	88,416	9,309	19,126	(92.0%) ↓	(23.8%)	(62.9%) ↓		59.8%	(1.1%)		(502)	(15.9%)		
	LFL	Total	7,091	88,416	9,309	19,126	(92.0%) ↓	(23.8%)	(62.9%) ↓		59.8%	(1.1%)		(502)	(15.9%)		
		Cologne	84	13,104	n/a	2,290	(99.4%) ↓	n/a%	(96.3%) ↓		46.7%	46.7%		n/a	n/a%		
		Flensburg	1,902	8,533	2,430	1,211	(77.7%) ↓	(21.7%)	57.1% ↑		63.2%	(0.6%)		(224)	n/a%		
		Giessen	n/a	6,948	n/a	1,402	(100.0%) ↓	n/a%	(100.0%) ↓		n/a%	n/a%		n/a	n/a%		
		Göttingen	2,264	6,951	2,406	2,434	(67.4%) ↓	(5.9%)	(7.0%) ↓		61.5%	0.2%		(34)	67.4%		
		Int Dummy	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Koblenz	n/a	10,007	n/a	2,709	(100.0%) ↓	n/a%	(100.0%) ↓		n/a%	n/a%		n/a	n/a%		
		Münster	1,211	15,377	2,020	3,143	(92.1%) ↓	(40.1%)	(61.5%) ↓		54.0%	(10.9%)		n/a	n/a%		
		Oldenburg	n/a	14,194	244	3,209	(100.0%) ↓	(100.0%)	(100.0%) ↓		n/a%	(57.3%)		n/a	n/a%		
		Trier	1,631	13,302	2,209	2,727	(87.7%) ↓	(26.2%)	(40.2%) ↓		58.7%	4.4%		(244)	(332.5%)		
		Non LFL	Total	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →		n/a%	n/a%		n/a	n/a%	
		Dundrum (Int Solus)	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
Concession	Total	Total	9,817	99,304	6,959	23	(90.1%) ↓	41.1%	43395.4% ↑		74.3%	2.0%		(295)	52.5%		
	LFL	Total	9,022	92,295	5,635	23	(90.2%) ↓	60.1%	39872.9% ↑		74.1%	2.9%		(295)	52.5%		
		Antwerp (Inno)	526	3,980	194	n/a	(86.8%) ↓	171.4%	n/a →		77.2%	1.5%		n/a	n/a%		
		Avenue Louise (INNO)	304	3,511	160	n/a	(91.3%) ↓	90.2%	n/a →		79.6%	7.7%		(169)	(14.1%)		
		Berlin (Karstadt)	1,330	5,335	567	n/a	(75.1%) ↓	134.5%	n/a →		67.2%	0.5%		n/a	n/a%		
		Bremen (Karstadt)	n/a	7,592	n/a	n/a	(100.0%) ↓	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Bruges (Inno)	388	3,532	367	n/a	(89.0%) ↓	5.7%	n/a →		76.7%	(0.2%)		n/a	n/a%		
		Frankfurt (Karstadt)	n/a	7,662	n/a	n/a	(100.0%) ↓	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Freiburg (Karstadt)	2,693	6,507	883	n/a	(58.6%) ↓	205.2%	n/a →		73.6%	3.9%		n/a	n/a%		
		Ghent (INNO)	247	3,131	13	n/a	(92.1%) ↓	1789.9%	n/a →		76.7%	30.0%		n/a	n/a%		
		Hamburg (Karstadt)	n/a	7,852	n/a	n/a	(100.0%) ↓	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Hanover (Karstadt)	n/a	3,209	n/a	23	(100.0%) ↓	n/a%	(100.0%) ↓		n/a%	n/a%		n/a	n/a%		
		Int Conc FY19 (372)	n/a	n/a	n/a	n/a	N/A% →	n/a%	n/a →		n/a%	n/a%		n/a	n/a%		
		Karlsruhe (Karstadt)	326	6,817	n/a	n/a	(95.2%) ↓	n/a%	n/a →		73.7%	73.7%		n/a	n/a%		
		Liege (Inno)	305	3,624	239	n/a	(91.6%) ↓	27.8%	n/a →		74.1%	(1.7%)		n/a	n/a%		
		Munich (Karstadt)	369	6,806	823	n/a	(94.6%) ↓	(55.1%)	n/a →		75.6%	7.4%		(48)	n/a%		
		Nürnberg (Karstadt)	n/a	7,524	48	n/a	(100.0%) ↓	(100.0%)	n/a →		n/a%	(82.1%)		n/a	n/a%		
		Rue Neuve (INNO)	379	6,292	392	n/a	(94.0%) ↓	(3.4%)	n/a →		77.8%	3.0%		n/a	n/a%		
		Schoten (Inno)	800	3,483	612	n/a	(77.0%) ↓	30.6%	n/a →		77.1%	2.7%		n/a	n/a%		
		Steglitz (Karstadt)	1,355	5,438	1,338	n/a	(75.1%) ↓	1.3%	n/a →		75.1%	4.9%		(78)	(100.0%)		
		Non LFL	Total	795	7,009	1,324	n/a	(88.7%) ↓	(40.0%)	n/a →		77.2%	(0.1%)		n/a	n/a%	
			Charleroi (Inno)	417	3,336	680	n/a	(87.5%) ↓	(38.7%)	n/a →		78.0%	0.7%		n/a	n/a%	
		Woluwe (Inno)	378	3,673	644	n/a	(89.7%) ↓	(41.3%)	n/a →		76.2%	(0.9%)		n/a	n/a%		

DAILY SALES AND MARGIN

International WEEK - SALES AND KPIS SOLUS/OUTLET ONLY																			
NOTE FOR FOOTFALL AND CONVERSION, ONLY REVIEW SHOP LEVEL, SUB-TOTALS AND TOTALS ARE NOT CORRECT																			
		Sales Act £'k	v Bud %	v LW %	v LY %	↓	Units TY	Units v LY%	Trans TY	Trans v LY%	ATV TY	ATV v LY%	UPT TY	UPT v LY%	↓	Footfall v LY	Conv TY	Conv v LY% Pts	Conv v LY%
Status	Location Name																		
Total	Total	7,091	(92.0%) ↓	(23.8%)	(62.9%) ↓	↓	309	(57.3%)	138	(57.1%)	51.38	(13.5%)	2.24	(0.3%)	↓	(64.9%)	33.7%	6.1%	22.2%
LFL	Total	7,091	(92.0%) ↓	(23.8%)	(62.9%) ↓	↓	309	(57.3%)	138	(57.1%)	51.38	(13.5%)	2.24	(0.3%)	↓	(64.9%)	33.7%	6.1%	22.2%
	Göttingen	2,264	(67.4%) ↓	(5.9%)	(7.0%) ↓	↓	88	(13.7%)	42	(6.7%)	53.90	(0.3%)	2.10	(7.6%)	↓	n/a%	n/a%	n/a%	n/a%
	Flensburg	1,902	(77.7%) ↓	(21.7%)	57.1% ↑	↓	77	51.0%	39	50.0%	48.76	4.7%	1.97	0.7%	↓	8.2%	14.1%	3.9%	38.6%
	Trier	1,631	(87.7%) ↓	(26.2%)	(40.2%) ↓	↓	74	(8.6%)	36	(2.7%)	45.29	(38.5%)	2.06	(6.1%)	↓	n/a%	n/a%	(25.3%)	n/a%
	Münster	1,211	(92.1%) ↓	(40.1%)	(61.5%) ↓	↓	66	(47.2%)	18	(70.0%)	67.25	28.4%	3.67	76.0%	↓	(58.6%)	13.5%	(5.2%)	(27.6%)
	Cologne	84	(99.4%) ↓	n/a%	(96.3%) ↓	↓	4	(95.0%)	3	(91.4%)	28.08	(57.1%)	1.33	(41.7%)	↓	n/a%	n/a%	(10.7%)	n/a%
	Giessen	n/a	(100.0%) ↓	n/a%	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Int Dummy	n/a	n/a% →	n/a%	n/a% →	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Koblenz	n/a	(100.0%) ↓	n/a%	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%
	Oldenburg	n/a	(100.0%) ↓	(100.0%)	(100.0%) ↓	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	(44.0%)	n/a%
	Non LFL	Total	n/a	n/a% →	n/a%	n/a% →	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%
Dundrum (Int Solus)		n/a	n/a% →	n/a%	n/a% →	↓		n/a%		n/a%	.00	n/a%	.00	n/a%	↓	n/a%	n/a%	n/a%	n/a%

DAILY SALES AND MARGIN

International MTD - SALES AND MARGIN BY SHOP											
Type	Status	Location Name	Sales Act £'k	Sales Bud £'k	Sales LY £'k	v Bud %	v LY %	Margin %	v LY %Pts	Returns Act £'k	Returns v LY%
Total	Total	Total	77,870	774,728	19,148	(89.9%) ↓	306.7% ↑	63.2%	3.5%	(3,201)	(736.6%)
Solus	Total	Total	45,416	364,873	19,126	(87.6%) ↓	137.5% ↑	56.7%	(3.0%)	(1,656)	(332.7%)
	LFL	Total	45,416	364,873	19,126	(87.6%) ↓	137.5% ↑	56.7%	(3.0%)	(1,656)	(332.7%)
		Trier	13,416	56,293	2,727	(76.2%) ↓	392.0% ↑	54.6%	(10.7%)	(440)	n/a%
		Göttingen	11,601	38,530	2,434	(69.9%) ↓	376.6% ↑	57.1%	5.4%	(383)	n/a%
		Münster	7,883	58,633	3,143	(86.6%) ↓	150.8% ↑	55.6%	(8.4%)	(335)	(32.4%)
		Flensburg	5,759	32,207	1,211	(82.1%) ↓	375.7% ↑	62.3%	6.4%	(264)	(1070.8%)
		Oldenburg	5,420	58,686	3,209	(90.8%) ↓	68.9% ↑	58.6%	(0.7%)	(221)	(238.9%)
		Koblenz	681	41,621	2,709	(98.4%) ↓	(74.9%) ↓	55.4%	(3.5%)	(12)	70.9%
		Cologne	635	48,428	2,290	(98.7%) ↓	(72.3%) ↓	42.8%	(18.6%)	n/a	n/a%
		Giessen	23	30,475	1,402	(99.9%) ↓	(98.4%) ↓	43.4%	(12.6%)	n/a	n/a%
		Int Dummy	n/a	n/a	n/a	N/A% →	n/a →	n/a%	n/a%	n/a	n/a%
	Non LFL	Total	n/a	n/a	n/a	N/A% →	n/a →	n/a%	n/a%	n/a	n/a%
		Dundrum (Int Solus)	n/a	n/a	n/a	N/A% →	n/a →	n/a%	n/a%	n/a	n/a%
Concession	Total	Total	32,454	409,855	23	(92.1%) ↓	143691.8% ↑	72.2%	7.7%	(1,546)	n/a%
	LFL	Total	29,006	381,290	23	(92.4%) ↓	128416.4% ↑	71.7%	7.2%	(1,539)	n/a%
		Freiburg (Karstadt)	6,273	26,982	n/a	(76.8%) ↓	n/a →	70.6%	70.6%	(414)	n/a%
		Steglitz (Karstadt)	4,765	22,564	n/a	(78.9%) ↓	n/a →	71.4%	71.4%	(117)	n/a%
		Munich (Karstadt)	4,216	28,348	n/a	(85.1%) ↓	n/a →	68.8%	68.8%	(100)	n/a%
		Berlin (Karstadt)	3,292	22,165	n/a	(85.1%) ↓	n/a →	66.8%	66.8%	(67)	n/a%
		Rue Neuve (INNO)	2,193	25,630	n/a	(91.4%) ↓	n/a →	76.5%	76.5%	(113)	n/a%
		Karlsruhe (Karstadt)	1,950	28,320	n/a	(93.1%) ↓	n/a →	69.7%	69.7%	(30)	n/a%
		Schoten (Inno)	1,685	14,176	n/a	(88.1%) ↓	n/a →	75.8%	75.8%	(65)	n/a%
		Bruges (Inno)	1,114	14,425	n/a	(92.3%) ↓	n/a →	76.1%	76.1%	(45)	n/a%
		Antwerp (Inno)	1,110	16,243	n/a	(93.2%) ↓	n/a →	76.8%	76.8%	(126)	n/a%
		Avenue Louise (INNO)	1,068	14,341	n/a	(92.6%) ↓	n/a →	78.1%	78.1%	(383)	n/a%
		Liege (Inno)	761	14,749	n/a	(94.8%) ↓	n/a →	74.7%	74.7%	n/a	n/a%
		Ghent (INNO)	531	12,789	n/a	(95.8%) ↓	n/a →	77.1%	77.1%	(43)	n/a%
		Nürnberg (Karstadt)	48	31,235	n/a	(99.8%) ↓	n/a →	82.1%	82.1%	(35)	n/a%
		Bremen (Karstadt)	n/a	31,538	n/a	(100.0%) ↓	n/a →	n/a%	n/a%	n/a	n/a%
		Frankfurt (Karstadt)	n/a	31,832	n/a	(100.0%) ↓	n/a →	n/a%	n/a%	n/a	n/a%
		Hamburg (Karstadt)	n/a	32,621	n/a	(100.0%) ↓	n/a →	n/a%	n/a%	n/a	n/a%
		Hanover (Karstadt)	n/a	13,331	23	(100.0%) ↓	(100.0%) ↓	n/a%	(64.5%)	n/a	n/a%
		Int Conc FY19 (372)	n/a	n/a	n/a	N/A% →	n/a →	n/a%	n/a%	n/a	n/a%
	Non LFL	Total	3,448	28,564	n/a	(87.9%) ↓	n/a →	76.8%	76.8%	(7)	n/a%
		Woluwe (Inno)	1,881	14,963	n/a	(87.4%) ↓	n/a →	76.3%	76.3%	(7)	n/a%
		Charleroi (Inno)	1,567	13,602	n/a	(88.5%) ↓	n/a →	77.4%	77.4%	n/a	n/a%

DAILY SALES AND MARGIN

International MTD- SALES AND KPIS SOLUS AND OUTLETS																		
NOTE FOR FOOTFALL AND CONVERSION, ONLY REVIEW SHOP LEVEL, SUB-TOTALS AND TOTALS ARE NOT CORRECT																		
Status	Location Name	Sales Act £'k	v Bud %	v LY %	⌋	Units TY	Units v LY%	Trans TY	Trans v LY%	ATV TY	ATV v LY%	UPT TY	UPT v LY%	⌋	Footfall v LY	Conv TY	Conv v LY% Pts	Conv v LY%
Total	Total	45,416	(87.6%) 📉	137.5% 📈	⌋	2,050	183.5%	860	167.1%	52.81	(11.1%)	2.38	6.2%	⌋	28.8%	55.9%	28.9%	107.3%
LFL	Total	45,416	(87.6%) 📉	137.5% 📈	⌋	2,050	183.5%	860	167.1%	52.81	(11.1%)	2.38	6.2%	⌋	28.8%	55.9%	28.9%	107.3%
	Trier	13,416	(76.2%) 📉	392.0% 📈	⌋	642	692.6%	251	578.4%	53.45	(27.5%)	2.56	16.8%	⌋	n/a%	n/a%	(25.3%)	n/a%
	Göttingen	11,601	(69.9%) 📉	376.6% 📈	⌋	506	396.1%	225	400.0%	51.56	(4.7%)	2.25	(0.8%)	⌋	n/a%	n/a%	n/a%	n/a%
	Münster	7,883	(86.6%) 📉	150.8% 📈	⌋	353	182.4%	159	165.0%	49.58	(5.4%)	2.22	6.6%	⌋	132.8%	21.1%	2.6%	13.8%
	Flensburg	5,759	(82.1%) 📉	375.7% 📈	⌋	239	368.6%	115	342.3%	50.08	7.5%	2.08	6.0%	⌋	197.7%	14.6%	4.8%	48.6%
	Oldenburg	5,420	(90.8%) 📉	68.9% 📈	⌋	243	89.8%	84	64.7%	64.52	2.5%	2.89	15.3%	⌋	n/a%	n/a%	(38.3%)	n/a%
	Koblenz	681	(98.4%) 📉	(74.9%) 📉	⌋	29	(70.4%)	13	(63.9%)	52.39	(30.4%)	2.23	(18.1%)	⌋	n/a%	n/a%	n/a%	n/a%
	Cologne	635	(98.7%) 📉	(72.3%) 📉	⌋	37	(53.8%)	12	(65.7%)	52.88	(19.2%)	3.08	34.9%	⌋	n/a%	n/a%	(10.7%)	n/a%
	Giessen	23	(99.9%) 📉	(98.4%) 📉	⌋	1	(98.3%)	1	(96.9%)	22.57	(48.5%)	1.00	(44.8%)	⌋	n/a%	n/a%	n/a%	n/a%
	Int Dummy	n/a	n/a% ➡	n/a ➡	⌋		n/a%		n/a%	.00	n/a%	.00	n/a%	⌋	n/a%	n/a%	n/a%	n/a%
Non LFL	Total	n/a	n/a% ➡	n/a ➡	⌋		n/a%		n/a%	.00	n/a%	.00	n/a%	⌋	n/a%	n/a%	n/a%	n/a%
	Dundrum (Int Solus)	n/a	n/a% ➡	n/a ➡	⌋		n/a%		n/a%	.00	n/a%	.00	n/a%	⌋	n/a%	n/a%	n/a%	n/a%

DAILY SALES AND MARGIN

International YTD - SALES AND MARGIN BY SHOP												
Type	Status	Location Name	Sales Act £'k	Sales Bud £'k	Sales LY £'k	v Bud %	v LY %	Margin %	v LY %Pts	Returns Act £'k	Returns v LY%	
Total	Total	Total	3,745,194	6,510,857	7,358,819	(42.5%) ↓	(49.1%) ↓	64.6%	(6.2%)	(98,895)	48.8%	
Concession	Total	Total	1,956,518	3,411,561	3,495,806	(42.7%) ↓	(44.0%) ↓	67.9%	(6.8%)	(56,563)	41.2%	
	LFL	Total	1,585,596	2,882,725	3,048,558	(45.0%) ↓	(48.0%) ↓	67.4%	(7.3%)	(49,357)	46.2%	
		Karlsruhe (Karstadt)	156,163	266,985	277,846	(41.5%) ↓	(43.8%) ↓	68.3%	(5.5%)	(4,855)	60.1%	
		Freiburg (Karstadt)	143,095	233,117	235,741	(38.6%) ↓	(39.3%) ↓	68.1%	(5.0%)	(4,679)	40.9%	
		Bremen (Karstadt)	134,667	248,940	266,085	(45.9%) ↓	(49.4%) ↓	67.8%	(6.0%)	(5,762)	31.9%	
		Frankfurt (Karstadt)	131,307	249,441	254,545	(47.4%) ↓	(48.4%) ↓	63.3%	(9.7%)	(4,774)	63.8%	
		Nürnberg (Karstadt)	130,222	253,290	265,737	(48.6%) ↓	(51.0%) ↓	67.7%	(6.3%)	(4,548)	52.7%	
		Hamburg (Karstadt)	129,351	253,165	283,032	(48.9%) ↓	(54.3%) ↓	67.4%	(6.6%)	(3,410)	56.5%	
		Munich (Karstadt)	113,959	194,899	241,798	(41.5%) ↓	(52.9%) ↓	67.7%	(6.7%)	(3,973)	58.1%	
		Steglitz (Karstadt)	109,157	179,798	182,364	(39.3%) ↓	(40.1%) ↓	68.0%	(6.0%)	(3,424)	49.8%	
		Berlin (Karstadt)	91,535	163,609	173,555	(44.1%) ↓	(47.3%) ↓	65.7%	(7.8%)	(4,371)	41.1%	
		Avenue Louise (INNO)	86,481	140,014	163,146	(38.2%) ↓	(47.0%) ↓	70.2%	(7.5%)	(1,874)	(24.5%)	
		Bruges (Inno)	82,946	135,256	155,114	(38.7%) ↓	(46.5%) ↓	70.2%	(7.6%)	(1,524)	(112.7%)	
		Hanover (Karstadt)	77,759	126,185	117,387	(38.4%) ↓	(33.8%) ↓	62.6%	(10.5%)	(2,877)	13.2%	
		Antwerp (Inno)	70,761	139,178	163,177	(49.2%) ↓	(56.6%) ↓	69.3%	(8.7%)	(1,409)	(15.7%)	
		Ghent (INNO)	61,250	113,977	140,145	(46.3%) ↓	(56.3%) ↓	71.2%	(6.5%)	(821)	(94.7%)	
		Schoten (Inno)	44,424	89,109	84,919	(50.1%) ↓	(47.7%) ↓	63.9%	(13.5%)	(786)	(24.0%)	
		Rue Neuve (INNO)	15,843	61,948	31,990	(74.4%) ↓	(50.5%) ↓	64.5%	(12.2%)	(237)	71.0%	
		Liege (Inno)	6,676	33,815	11,976	(80.3%) ↓	(44.3%) ↓	64.2%	(9.7%)	(33)	82.6%	
		Int Conc FY19 (372)	n/a	n/a	n/a	N/A% →	n/a →	n/a%	n/a%	n/a	n/a%	
	Non LFL	Total	370,922	528,835	447,248	(29.9%) ↓	(17.1%) ↓	70.3%	(4.7%)	(7,207)	(59.6%)	
		Rue Neuve (INNO)	106,953	167,302	280,157	(36.1%) ↓	(61.8%) ↓	70.8%	(4.7%)	(2,929)	(8.8%)	
		Liege (Inno)	93,530	119,748	167,091	(21.9%) ↓	(44.0%) ↓	70.8%	(3.4%)	(1,702)	6.7%	
		Schoten (Inno)	60,660	60,660	n/a	(0.0%) →	n/a →	76.4%	76.4%	(1,193)	n/a%	
		Woluwe (Inno)	56,999	95,404	n/a	(40.3%) ↓	n/a →	66.6%	66.6%	(849)	n/a%	
		Charleroi (Inno)	52,780	85,721	n/a	(38.4%) ↓	n/a →	65.5%	65.5%	(534)	n/a%	
Solus	Total	Total	1,788,676	3,099,296	3,863,013	(42.3%) ↓	(53.7%) ↓	60.9%	(6.3%)	(42,331)	56.3%	
	LFL	Total	1,788,676	3,099,296	3,859,514	(42.3%) ↓	(53.7%) ↓	60.9%	(6.4%)	(42,331)	56.3%	
		Oldenburg	292,178	517,747	613,250	(43.6%) ↓	(52.4%) ↓	62.3%	(5.6%)	(6,797)	57.5%	
		Trier	280,291	468,190	594,724	(40.1%) ↓	(52.9%) ↓	61.2%	(6.5%)	(4,598)	59.6%	
		Cologne	246,384	422,677	524,284	(41.7%) ↓	(53.0%) ↓	59.6%	(7.0%)	(6,067)	51.0%	
		Münster	239,399	456,301	599,874	(47.5%) ↓	(60.1%) ↓	62.9%	(4.9%)	(6,192)	59.2%	
		Göttingen	205,167	338,398	441,116	(39.4%) ↓	(53.5%) ↓	60.8%	(6.6%)	(5,812)	55.5%	
		Flensburg	204,963	316,064	390,195	(35.2%) ↓	(47.5%) ↓	60.6%	(6.9%)	(4,357)	52.7%	
		Koblenz	172,655	310,671	374,147	(44.4%) ↓	(53.9%) ↓	58.9%	(7.4%)	(4,598)	42.1%	
		Giessen	147,640	269,248	321,924	(45.2%) ↓	(54.1%) ↓	59.5%	(6.4%)	(3,910)	66.4%	
		Int Dummy	n/a	n/a	n/a	N/A% →	n/a →	n/a%	n/a%	n/a	n/a%	
	Non LFL	Total	n/a	n/a	3,499	N/A% →	(100.0%) ↓	n/a%	(49.9%)	n/a	n/a%	
		Dundrum (Int Solus)	n/a	n/a	n/a	N/A% →	n/a →	n/a%	n/a%	n/a	n/a%	
		German Xmas Popup Market	n/a	n/a	3,499	N/A% →	(100.0%) ↓	n/a%	(49.9%)	n/a	n/a%	

DAILY SALES AND MARGIN

International YTD- SALES AND KPIS SOLUS AND OUTLETS																	
NOTE FOR FOOTFALL AND CONVERSION, ONLY REVIEW SHOP LEVEL, SUB-TOTALS AND TOTALS ARE NOT CORRECT																	
		Sales Act £'k	v Bud %	v LY %		Units TY	Units v LY%	Trans TY	Trans v LY%	ATV TY	ATV v LY%	UPT TY	UPT v LY%		Footfall v LY	Conv TY	Conv v LY% Pts
Status	Location Name																
Total	Total	1,788,676	(42.3%) ↓	(53.7%) ↓		68,913	(45.6%)	34,340	(46.8%)	52.09	(12.9%)	2.01	2.3%		(62.5%)	16.5%	4.9%
LFL	Total	1,788,676	(42.3%) ↓	(53.7%) ↓		68,913	(45.4%)	34,340	(46.7%)	52.09	(13.1%)	2.01	2.3%		(62.5%)	16.5%	4.9%
	Oldenburg	292,178	(43.6%) ↓	(52.4%) ↓		10,644	(44.7%)	5,483	(45.3%)	53.29	(13.0%)	1.94	1.0%		(60.4%)	19.0%	5.2%
	Trier	280,291	(40.1%) ↓	(52.9%) ↓		10,606	(43.6%)	4,962	(45.5%)	56.49	(13.6%)	2.14	3.4%		(62.1%)	16.2%	4.9%
	Cologne	246,384	(41.7%) ↓	(53.0%) ↓		9,676	(42.8%)	4,431	(45.7%)	55.60	(13.5%)	2.18	5.2%		(66.5%)	21.3%	8.1%
	Münster	239,399	(47.5%) ↓	(60.1%) ↓		8,902	(53.8%)	4,660	(52.4%)	51.37	(16.2%)	1.91	(3.0%)		(65.5%)	17.4%	4.8%
	Göttingen	205,167	(39.4%) ↓	(53.5%) ↓		8,103	(45.8%)	4,218	(47.2%)	48.64	(11.9%)	1.92	2.7%		(63.3%)	17.5%	5.4%
	Flensburg	204,963	(35.2%) ↓	(47.5%) ↓		7,930	(37.9%)	4,052	(39.0%)	50.58	(13.8%)	1.96	1.9%		(52.2%)	14.2%	3.1%
	Koblenz	172,655	(44.4%) ↓	(53.9%) ↓		7,173	(45.9%)	3,653	(48.1%)	47.26	(11.2%)	1.96	4.2%		(63.9%)	12.4%	3.8%
	Giessen	147,640	(45.2%) ↓	(54.1%) ↓		5,879	(47.1%)	2,881	(49.1%)	51.25	(9.9%)	2.04	4.0%		(65.0%)	15.2%	4.7%
	Int Dummy	n/a	n/a% →	n/a →			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%
Non LFL	Total	n/a	n/a% →	(100.0%) ↓			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%
	Dundrum (Int Solus)	n/a	n/a% →	n/a →			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%
	German Xmas Popup Market	n/a	n/a% →	(100.0%) ↓			n/a%		n/a%	.00	n/a%	.00	n/a%		n/a%	n/a%	n/a%