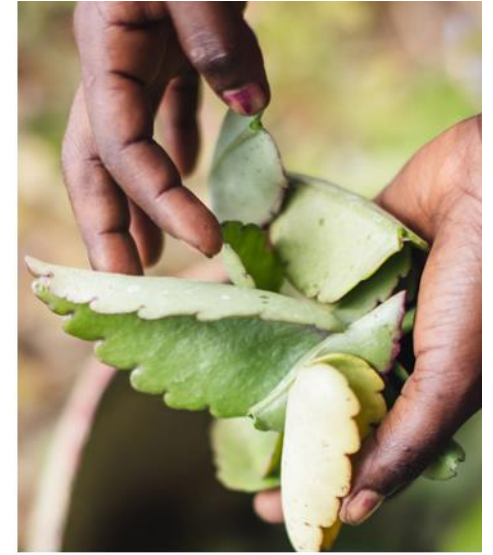




CLARINS USA

Ulta Monthly Call 4.2.25



CLARINS



ULTA STD_VP_SEE	STD \$	LY STD \$	%CHG
Brad Hendry	\$ 954.0	\$ 873.9	9%
Ambreen Taj	\$ 116.5	\$ 116.7	0%
Chenel Scott	\$ 58.0	\$ 54.6	6%
Gayane Bedrosian	\$ 120.6	\$ 118.7	2%
Holly Conklin	\$ 94.9	\$ 102.7	-8%
Mizuho King	\$ 151.3	\$ 136.3	11%
Reyhaneh Fakhari	\$ 106.5	\$ 90.5	18%
Stacey Librandi	\$ 175.2	\$ 169.1	4%
Unassigned	\$ 26.5	\$ -	
Uyen Hoang	\$ 85.0	\$ 69.0	23%
Yesenia Hernandez	\$ 19.5	\$ 16.4	19%
Jan Cohen	\$ 1,387.6	\$ 1,257.9	10%
Brittany Gobel	\$ 112.9	\$ 108.2	4%
Greileny De La Cruz	\$ 213.1	\$ 205.6	4%
Marcela Arzate	\$ 267.1	\$ 262.2	2%
Narta Jonuzi	\$ 56.7	\$ 37.8	50%
Pamela Dsouza	\$ 231.8	\$ 212.2	9%
Sherri Hunter	\$ 120.7	\$ 101.2	19%
Sherri Shadbash	\$ 193.4	\$ 180.9	7%
Unassigned	\$ 25.6	\$ -	
Vesna Smith	\$ 166.4	\$ 149.9	11%
Staci Pigna	\$ 1,841.8	\$ 1,530.1	20%
Alex Morrison	\$ 81.2	\$ 74.9	8%
Angie Crawford	\$ 118.2	\$ 99.4	19%
Carrie Lois	\$ 102.8	\$ 115.0	-11%
Charlotte Coleman	\$ 159.7	\$ 133.1	20%
Fabiana Medina	\$ 193.3	\$ 162.7	19%
Irma Garza	\$ 118.6	\$ 82.4	44%
Jason Rodriguez	\$ 322.9	\$ 283.6	14%
Juana Leyte	\$ 103.2	\$ 99.1	4%
Nardos Moges	\$ 240.9	\$ 182.3	32%
Rahil Pasha	\$ 21.9	\$ 24.2	-10%
Stacey Wirtz	\$ 248.5	\$ 189.1	31%
Tanya Cruz	\$ 51.1	\$ 52.3	-2%
Trixie Giroux	\$ 46.1	\$ 32.0	44%
Unassigned	\$ 33.4	\$ -	
Grand Total	\$ 4,183.4	\$ 3,662.0	14%

APRIL/ MAY SALES PLAN

Wk	Mth	Date	2024	Budget	Plan % Chg to LY	Promos TY	Promos LY
10	Apr 1	4/6/25	380.0	436.2	15%	Clarins Beauty Lab	Power of Color Exclusive Cashwrap only
11	Apr 2	4/13/25	351.0	478.4	36%	Clarins Beauty Lab, Skinfatuation	Power of Color Exclusive Cashwrap only
12	Apr 3	4/20/25	403.5	487.6	21%	Clarins Beauty Lab, MAG 12 Firm & Glow Set, Skinfatutation	Endcap Multi-Active (Routine Story) 650 stores, WK 12 MAG, Mday 3-piece GWP
13	Apr 4	4/27/25	375.6	432.2	15%	Clarins Beauty Lab, Skinfatuation	Endcap Multi-Active (Routine Story) 650 stores, WK 12 MAG, Mday 3-piece GWP
April			1,510.2	1,834.4	21%		
14	May 1	5/4/25	451.3	518.5	15%	Clarins Beauty Lab: Mday, Erica Taylor 5/10	Endcap Multi-Active (Routine Story) 650 stores, WK 12 MAG, Mday 3-piece GWP
15	May 2	5/11/25	373.2	450.0	21%	Skinfatuation	Mother's Day 5/12, WK 15 MAG HE + DSL
16	May 3	5/18/25	337.9	405.0	20%	NSM, PTM Support	
17	May 4	5/25/25	470.1	475.0	1%		Member Love 10xpts offer MST 5/31-6/1 + Employee Discount
May			1,632.4	1,848.5	13%		



skinfatuation



ICONIC 54 SALES PLANS



ICONIC 54	OH U	OH \$\$	WK 8 U	WK 9 U	WK 10 U
Brad Hendry	937	\$ 28.1	281	281	281
Ambreen Taj	138	\$ 4.1	41	41	41
Chenel Scott	90	\$ 2.7	27	27	27
Gayane Bedrosian	116	\$ 3.5	35	35	35
Holly Conklin	72	\$ 2.2	22	22	22
Mizuho King	162	\$ 4.9	49	49	49
Reyhaneh Fakhari	78	\$ 2.3	23	23	23
Stacey Librandi	125	\$ 3.8	38	38	38
Unassigned	48	\$ 1.4	14	14	14
Uyen Hoang	84	\$ 2.5	25	25	25
Yesenia Hernandez	24	\$ 0.7	7	7	7
Jan Cohen	1141	\$ 34.2	342	342	342
Brittany Gobel	113	\$ 3.4	34	34	34
Greileny De La Cruz	84	\$ 2.5	25	25	25
Marcela Arzate	192	\$ 5.8	58	58	58
Narta Jonuzi	74	\$ 2.2	22	22	22
Pamela Dsouza	210	\$ 6.3	63	63	63
Sherri Hunter	84	\$ 2.5	25	25	25
Sherri Shadbash	168	\$ 5.0	50	50	50
Unassigned	18	\$ 0.5	5	5	5
Vesna Smith	198	\$ 5.9	59	59	59
Staci Pigna	1389	\$ 41.7	417	417	417
Alex Morrison	90	\$ 2.7	27	27	27
Angie Crawford	125	\$ 3.8	38	38	38
Carrie Lois	23	\$ 0.7	7	7	7
Charlotte Coleman	137	\$ 4.1	41	41	41
Fabiana Medina	144	\$ 4.3	43	43	43
Irma Garza	90	\$ 2.7	27	27	27
Jason Rodriguez	112	\$ 3.4	34	34	34
Juana Leyte	88	\$ 2.6	26	26	26
Nardos Moges	214	\$ 6.4	64	64	64
Rahil Pasha	34	\$ 1.0	10	10	10
Stacey Wirtz	183	\$ 5.5	55	55	55
Tanya Cruz	36	\$ 1.1	11	11	11
Trixie Giroux	72	\$ 2.2	22	22	22
Unassigned	41	\$ 1.2	12	12	12
Grand Total	3467	\$ 104.0	1,040	1,040	1,040

CORPORATE EVENTS: BEAUTY LAB

Q2 EVENTS WE HAVE 55 MORE EVENTS THAN LY- LETS GET BACK TO +10%

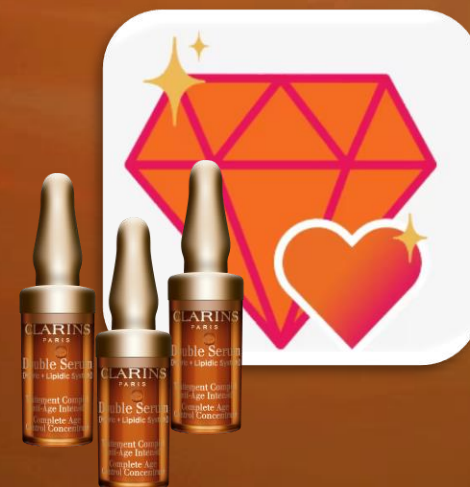


ULTA EVENTS 3.20.25	Actual	Goal	%chg
Brad Hendry	\$ 32,141	\$ 30,500	5%
Gayane Bedrosian	\$ 5,834	\$ 5,000	17%
Holly Conklin	\$ 5,827	\$ 7,500	-22%
Mizuho King	\$ 2,981	\$ 2,500	19%
Reyhaneh Fakhari	\$ 6,001	\$ 5,000	20%
Stacey Librandi	\$ 8,113	\$ 8,000	1%
Uyen Hoang	\$ 3,385	\$ 2,500	35%
Jan Cohen	\$ 36,856	\$ 32,500	13%
Brittany Gobel	\$ 4,501	\$ 6,000	-25%
Greileny De La Cruz	\$ 7,745	\$ 4,500	72%
Marcela Arzate	\$ 2,523	\$ 2,500	1%
Pamela Dsouza	\$ 4,100	\$ 3,000	37%
Sherri Hunter	\$ 5,919	\$ 5,000	18%
Sherri Shadbash	\$ 2,714	\$ 2,500	9%
Vesna Smith	\$ 9,353	\$ 9,000	4%
Staci Pigna	\$ 46,000	\$ 47,500	-3%
Angie Crawford	\$ 6,812	\$ 7,500	-9%
Carrie Lois	\$ 3,352	\$ 5,000	-33%
Charlotte Coleman	\$ 7,085	\$ 5,000	42%
Fabiana Medina	\$ 12,410	\$ 11,500	8%
Juana Leyte	\$ 4,546	\$ 5,000	-9%
Nardos Moges	\$ 1,867	\$ 1,000	87%
Stacey Wirtz	\$ 5,277	\$ 5,000	6%
Tanya Cruz	\$ 4,652	\$ 7,500	-38%
Grand Total	\$ 114,996	\$ 110,500	4%

skin *fatuation*

DOUBLE SERUM WK 10-15

- ✓ 10,000 SAMPLE GIVEAWAY
- ✓ DEDICATED EMAIL EXPOSURE
- ✓ IN-STORE ENDCAP
- ✓ DEDICATED **3X POINTS** OFFER
- ✓ PLATINUM & DIAMOND NEWSLETTER FEATURE



Q3 ULTA CORPORATE EVENTS

EVENT DATES 8/03/2025 -11/03/2025- *Ready for Portal Updates*

- ✓ NO SUNDAY
- ✓ DO NOT REPEAT A STORE IN THE SAME QUARTER
- ✓ CLARINS BRAND FOCUS DAY 9/13, NEWNESS ON COUNTER 8/15
- ✓ ALL EVENTS MUST BE ENTERED INTO PORTAL NO LATER THAN 4/15/25

DUE DATE	IMPORTANT TO COMPLETE
Week 9 (3/31/2025)	✓ Brands to share this email and attachments with the team who will be submitting events through the portal.
Week 9-11 (3/31/2025 – 4/18/2025)	✓ Brands enter Q3 2025 event requests and complete primary stock lifts for the 8/3/2025 – 11/1/2025 timeframe.
Week 10 April 9th at 2:00 PM CST	✓ Q3 2025 Brand Event Portal Kick-Off Call (Portal Webinar Training).
Week 11 April 18th (5:00 PM CST)	✓ Final day to submit event requests and stock lifts. Portal closes.
Weeks 12-13 (4/20/2025 – 5/2/2025)	✓ Event Team reviews and approves requests. Brands should actively check status and work with us if changes are needed.
Week 14 – May 9th	✓ VAR deadline and the final day to sign and return the 2025 Event Agreement.

I will create stock lifts \$2k, 3k, 5k and 7k events. Anything different you will need to create yourself. *