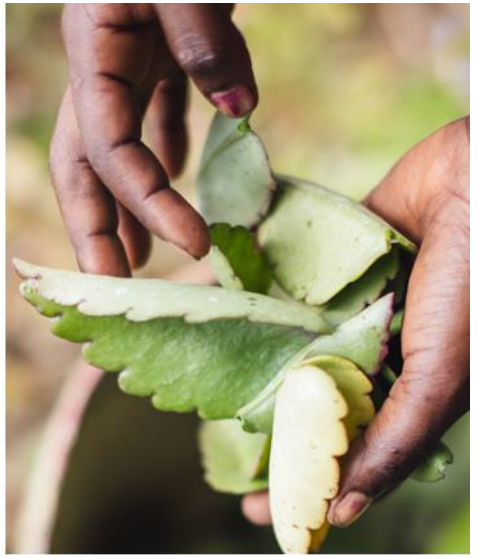














CLARINS BEAUTY SPECIALIST APRIL 2024 SEE CALL

GROUPE CLARINS

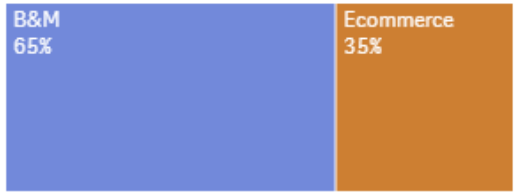
CLARINS

MTD
$4.20M
44% ± 117% Budget

STD
$9.88M
42% ± 126% Budget

YTD
$9.88M
42% ± 126% Budget

Active Doors
2,329



BEAUTY SPECIALIST ACCOUNTS

Channel	YTD	LY YTD	$ ± YTD	% ± YTD	Budget YTD	% Budget YTD	% TTL
Totals	**$ 9,877.5**	**$ 6,934.7**	**$ 2,942.8**	**42%**	**$ 7,825.5**	**126%**	**100.0%**
B&M	$ 6,418.6	$ 4,743.2	$ 1,675.4	35%	$ 5,416.5	118%	65.0%
Ecommerce	$ 3,458.9	$ 2,191.6	$ 1,267.3	58%	$ 2,409.0	144%	35.0%

Doors - ...	YTD	LY YTD	$ ± YTD	% ± YTD	Budget YTD	% Budget Y...	% TTL
Totals	**$ 9,877.5**	**$ 6,934.7**	**$ 2,942.8**	**42%**	**$ 7,825.5**	**126%**	**100.0%**
Ulta	$ 5,402.0	$ 4,346.9	$ 1,055.1	24%	$ 4,925.0	110%	54.7%
Sephora	$ 3,138.2	$ 1,709.9	$ 1,428.3	84%	$ 1,971.5	159%	31.8%
Kohls	$ 965.4	$ 498.9	$ 466.5	93%	$ 451.0	214%	9.8%
Target	$ 371.9	$ 379.0	-$ 7.1	-2%	$ 478.0	78%	3.8%

Products - Fa...	YTD	LY YTD	$ ± YTD	% ± YTD	% TTL
Totals	**$ 9,877.5**	**$ 6,934.7**	**$ 2,942.8**	**42%**	**100.0%**
Skin Care	$ 8,613.8	$ 6,395.3	$ 2,218.5	35%	87.2%
Make-Up	$ 1,263.7	$ 539.4	$ 724.2	134%	12.8%

Region Name	YTD	LY YTD	$ ± YTD	% ± YTD	Budget YTD	% Budget YTD	% TTL
Totals	**$ 6,418.6**	**$ 4,743.2**	**$ 1,675.4**	**35%**	**$ 5,416.5**	**118%**	**100.0%**
Staci Pigna	$ 2,631.3	$ 1,866.6	$ 764.8	41%	$ 2,085.7	126%	41.0%
Jan Cohen	$ 2,276.5	$ 1,702.4	$ 574.1	34%	$ 1,940.4	117%	35.5%
Gabrielle Fisher	$ 1,510.8	$ 1,174.2	$ 336.5	29%	$ 1,390.4	109%	23.5%

Territory N...	YTD	LY YTD	$ ± YTD	% ± YTD	Budget YTD	% Budget YTD
Totals	**$ 5,175.7**	**$ 3,879.3**	**$ 1,296.5**	**33%**	**$ 4,536.5**	**114%**
Agnes Pawlowski	$ 22.5	$ 9.7	$ 12.8	133%	$ 13.5	167%
Shiva Javadi	$ 38.8	$ 20.1	$ 18.7	93%	$ 23.9	162%
Dayan Herrera	$ 183.0	$ 98.1	$ 84.8	86%	$ 124.0	148%
Angie Crawford	$ 180.2	$ 111.7	$ 68.5	61%	$ 126.0	143%
Charlotte Coleman	$ 250.9	$ 145.4	$ 105.6	73%	$ 179.8	140%
Rahil Pasha	$ 92.0	$ 32.3	$ 59.7	185%	$ 68.9	134%
Juana Leyte	$ 138.4	$ 120.2	$ 18.2	15%	$ 106.5	130%
Carla Raquel	$ 256.0	$ 172.3	$ 83.7	49%	$ 198.8	129%
Teresa Rodrigues	$ 25.2	$ 11.5	$ 13.7	120%	$ 19.7	128%
Penda Ahne	$ 268.4	$ 162.2	$ 106.1	65%	$ 213.9	125%
Sherri Hunter	$ 115.3	$ 61.3	$ 54.0	88%	$ 95.9	120%

CATEGORY PERFORMANCE



Double Serum



% ± YTD 52%
% PEN 22.2%
% Budget YTD 99%
Budget FY $20.89M



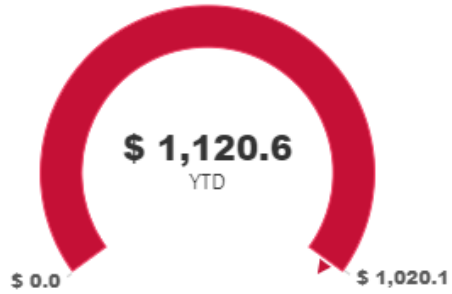
Double Serum Eye



% ± YTD 24%
% PEN 5.1%
% Budget YTD 98%
Budget FY $4.87M



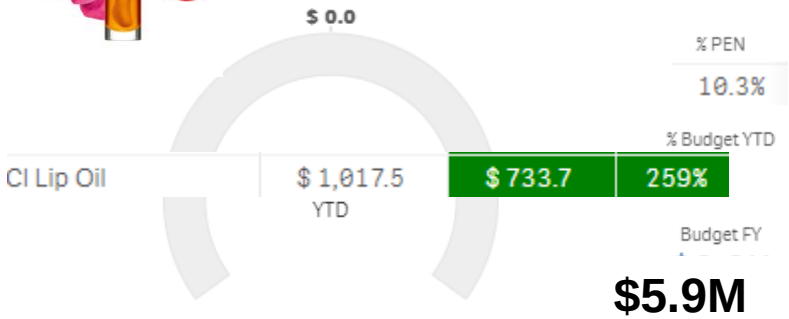
Total Eye Lift



% ± YTD 39%
% PEN 11.3%
% Budget YTD 110%
Budget FY $8.65M



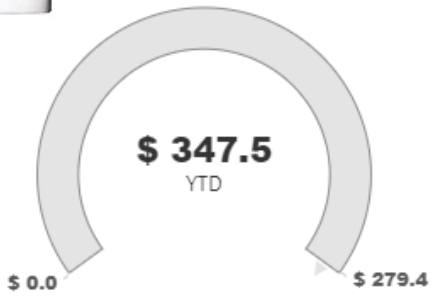
LIP



% ± YTD 0%
% PEN 10.3%
% Budget YTD
Budget FY $5.9M



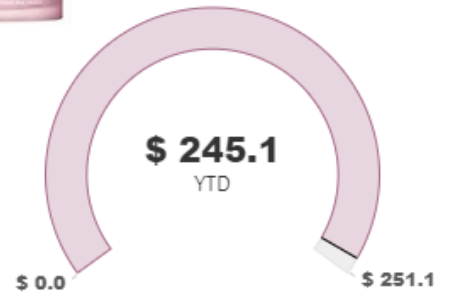
Cryo



% ± YTD 0%
% PEN 3.5%
% Budget YTD 124%
Budget FY $8.65M



Multi Active

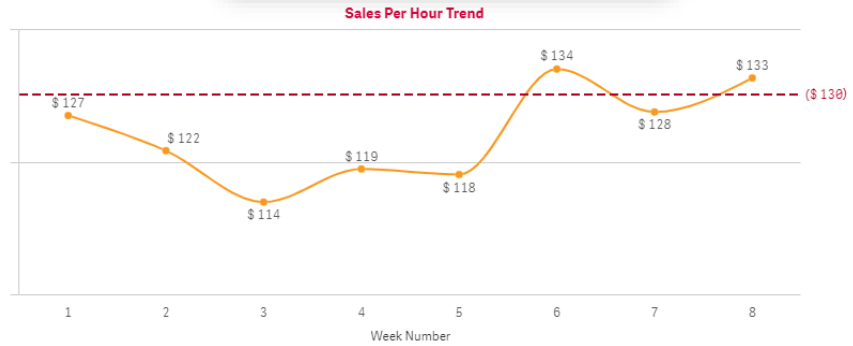


% ± YTD 39%
% PEN 2.5%
% Budget YTD 98%
Budget FY $2.54M

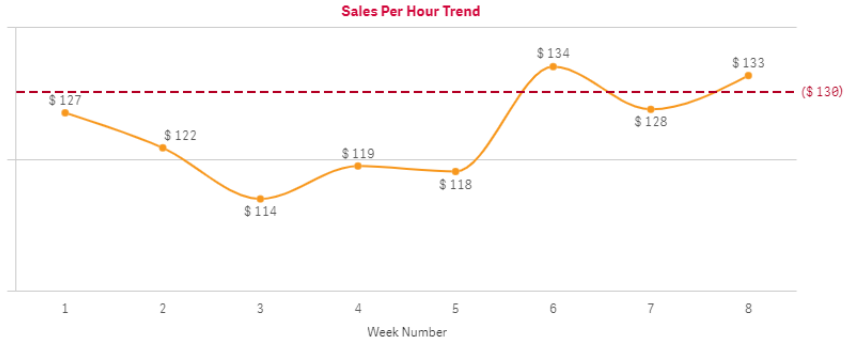
PRODUCTIVITY FOCUS DOORS

Territory Name	YTD	$ ± YTD	% ± YTD	% Budget YTD	% TTL	# Doors	Avg Dr YTD $	SPH YTD	Productivity Index YTD
Totals	**$ 6,418.6**	**$ 1,675.4**	**35%**	**118%**	**100.0**	**2,326**	**$ 4.8**	**$ 124.9**	**4.8**
Shiva Javadi	$ 38.8	$ 18.7	93%	162%	0.6%	4	$ 9.7	$ 253.5	9.2
Angie Crawford	$ 180.3	$ 68.5	61%	143%	2.8%	35	$ 5.2	$ 120.9	7.0
Juana Leyte	$ 138.4	$ 18.2	15%	130%	2.2%	21	$ 6.6	$ 148.3	6.7
Toni Donello	$ 162.2	$ 27.5	20%	120%	2.5%	9	$ 18.0	$ 148.8	6.3
Jason Rodriguez	$ 351.6	$ 45.7	15%	109%	5.5%	56	$ 6.3	$ 147.3	5.7
Simone Tan	$ 87.2	$ 24.6	39%	116%	1.4%	23	$ 3.8	$ 158.1	5.7
Greileny De La Cru	$ 194.3	$ 51.2	36%	113%	3.0%	22	$ 8.8	$ 179.6	5.5
Letticia Rosado	$ 120.9	$ 15.6	15%	105%	1.9%	23	$ 5.3	$ 164.7	5.5
Veta Lewinson	$ 198.8	$ 36.8	23%	110%	3.1%	46	$ 4.3	$ 136.9	5.4
Agnes Fuchs	$ 148.4	$ 43.6	42%	117%	2.3%	32	$ 4.6	$ 136.5	5.2
Pamela Dsouza	$ 176.1	$ 19.3	12%	102%	2.7%	33	$ 5.3	$ 130.6	5.2
Stacey Librandi	$ 223.0	$ 51.3	30%	102%	3.5%	45	$ 5.0	$ 131.4	5.1
Irma Garza	$ 130.4	$ 38.9	43%	106%	2.0%	23	$ 5.7	$ 129.8	4.9
Carla Raquel	$ 256.0	$ 83.7	49%	129%	4.0%	39	$ 6.6	$ 123.5	4.8
Mizuho Sutton	$ 190.4	$ 50.1	36%	115%	3.0%	57	$ 3.3	$ 132.9	4.8
Marcela Arzate	$ 286.2	$ 24.3	9%	101%	4.5%	64	$ 4.5	$ 120.4	4.7
Nardos Moges	$ 197.1	$ 32.5	20%	104%	3.1%	51	$ 3.9	$ 122.7	4.5
Sherri Hunter	$ 115.3	$ 54.0	88%	120%	1.8%	29	$ 4.0	$ 108.7	4.2
Sherri Shadbash	$ 273.8	$ 86.8	46%	119%	4.3%	64	$ 4.3	$ 106.5	4.1
Reyhaneh Fakhari	$ 170.0	$ 17.9	12%	96%	2.6%	34	$ 5.0	$ 104.7	4.1
Munay Bayaa	$ 162.3	$ 28.2	21%	108%	2.5%	31	$ 5.2	$ 106.1	4.0
Charlotte Colemar	$ 250.9	$ 105.6	73%	140%	3.9%	71	$ 3.5	$ 99.3	4.0
Penda Ahne	$ 268.4	$ 106.1	65%	125%	4.2%	24	$ 11.2	$ 133.9	3.9
Rahil Pasha	$ 92.0	$ 59.7	185%	134%	1.4%	32	$ 2.9	$ 97.9	3.8
Dayan Herrera	$ 183.0	$ 84.8	86%	148%	2.9%	17	$ 10.8	$ 86.2	3.7
Uyen Hoang	$ 190.9	$ 41.7	28%	98%	3.0%	59	$ 3.2	$ 98.0	3.6
Agnes Pawlowski	$ 22.5	$ 12.8	133%	167%	0.4%	4	$ 5.6	$ 107.5	3.6
Open - Carolinas	$ 220.1	$ 18.6	9%	105%	3.4%	61	$ 3.6	$ 87.2	3.4
Ambreen Taj	$ 119.3	$ 15.9	15%	99%	1.9%	31	$ 3.8	$ 80.5	2.8
Teresa Rodrigues	$ 25.2	$ 13.7	120%	128%	0.4%	6	$ 4.2	$ 41.4	1.7

YTD: $125



APRIL PLAN: $140



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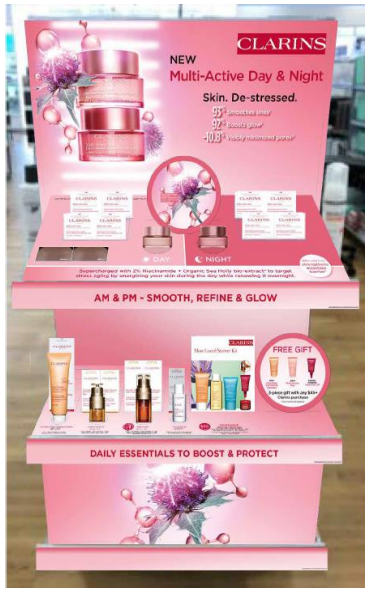
EVENTS/PROMOTIONS

ULTA BEAUTY APRIL SALES PLAN +30% to LY

Wk	Mth	Budget	Plan % Chg to LY	Promos TY
10	Apr 1	475.0	37%	Power of Color Exclusive Cashwrap only
11	Apr 2	475.0	42%	
12	Apr 3	480.0	17%	Endcap Multi-Active (Routine Story) 650 stores, WK 12 MAG, Mday 3-piece GWP
13	Apr 4	500.0	28%	Endcap Multi-Active (Routine Story) 650 stores, WK 12 MAG, Mday 3-piece GWP
April		1,930.0	30%	





SEPHORA APRIL SALES PLAN +32% to LY

Wk	Mth	Date	Budget	Plan % Chg to LY	Promos TY
10	Apr 1	4/7/24	200.0	81%	BI SALE: ROUGE 4/5-15 $1M Growth Media Plan, 100 points offer Multi-Active
11	Apr 2	4/14/24	300.0	131%	BI SALE: VIB 20% off 4/9-4/15, 100 points offer
12	Apr 3	4/21/24	130.0	-37%	$1M DS Growth Media Plan 3/18-4/30
13	Apr 4	4/28/24	120.0	-3%	$1M DS Growth Media Plan 3/18-4/30
April			750.0	32%	



CORPORATE EVENTS Q1

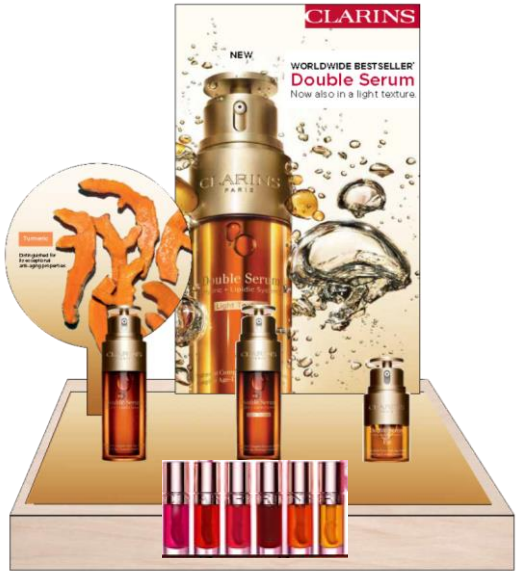
YTD RESULTS: FLAT TO LY

1748	CORNELIUS	NC	ULTA, Cornelius, NC, #1748	Sherree Wilson	4/6/2024
1134	Warrington	PA	ULTA, WARRINGTON, PA #1134	Veta Lewinson	4/6/2024
1241	Riverhead	NY	ULTA, RIVERHEAD, NY #1241	Grey De La Cruz	4/6/2024
160	Miami	FL	MIAMI #160	Toni Donello	4/6/2024
83	Humble	TX	Humble #83	Carla Raquel	4/13/2024
651	Houston	TX	Houston # 651	Carla Raquel	4/13/2024
1399	Mesa	AZ	Mesa #1399	Stacey Trujillo	4/13/2024
1083	Euless	TX	Euless # 1083	Angie Crawford	4/13/2024
1580	El Segundo	CA	El Segundo #1580	Rey Fakhari	4/13/2024
1069	Scranton	PA	ULTA, SCRANTON, PA #1069	Veta Lewinson	4/13/2024
155	Cerritos	CA	CERRITOS #155	agnes fuchs	4/20/2024
124	Citrus Heights	CA	CITRUS HEIGHTS #124	Uyen Hoang	4/27/2024
33	Scottsdale	AZ	SCOTTSDALE PAVILIONS #33	Stacey Trujillo	4/27/2024
187	Dallas	TX	DALLAS #187	Angie Crawford	4/27/2024
491	Garland	TX	GARLAND # 491	Simone Tan	4/27/2024
260	Burbank	CA	BURBANK #260	Rey Fakhari	4/27/2024
369	Allentown	PA	ULTA, ALLENTOWN, PA #369	Veta Lewinson	4/27/2024
795	MARLBORO	NJ	ULTA, MARLBORO, NJ #795	letticia Rosado	4/27/2024
132	Carlsbad	CA	CARLSBAD #132	Munay Bayaa	5/4/2024
1726	GARDEN GROVE	CA	ULTA, Garden Grove, CA #1726	Munay Bayaa	5/4/2024
567	Richmond	TX	Richmond # 567	Carla Raquel	5/4/2024
1143	Manteca	CA	Manteca # 1143	Uyen Hoang	5/4/2024



PERK SERVICE ANIMATIONS

APRIL PROM SALES SUPPORT



RESOURCE FOUND “IN THE KNOW”





PERK SERVICE KIT 1H24



SEPHORA FSC EVENT

FSC SALES PLAN +7% to LY

STORE	STORE NAME	EVENT DATE	BRAND RI	BRAND CONTACT (EMAIL)	SALES GOAL
314	ROOSEVELT FIELD	05/03/24	2	Penda.Ahne@clarins.com	$3,000
946	THE GROVE	05/03/24	2	Reyhaneh.Fakhari@clarins.com	$3,000
162	FLATIRON CROSSING	05/04/24	2	Ambreen.Taj@clarins.com	$3,000
264	TWELVE OAKS	05/04/24	2	Rahil.Pasha@clarins.com	$3,000
94	ARROWHEAD	05/04/24	2	Stacey.Librandi@clarins.com	$3,000
414	DADELAND	05/05/24	2	Dayan.Herrera@clarins.com	$3,000
110	LOS CERRITOS	05/09/24	2	Agnes.Fuchs@clarins.com	$3,000
148	SANTA ANITA	05/09/24	2	Reyhaneh.Fakhari@clarins.com	$3,000
352	TYSONS CORNER	05/09/24	2	Shiva.Javadi@clarins.com	$3,000
412	FLORIDA MALL	05/10/24	2	Dayan.Herrera@clarins.com	$3,000
726	MIAMI INTERNATIONAL	05/10/24	2	Dayan.Herrera@clarins.com	$3,000
2066	FOOTHILL RANCH TOWNE	05/10/24	2	Munay.Bayaa@clarins.com	$3,000
374	5TH AVENUE	05/10/24	2	Penda.Ahne@clarins.com	$3,000
356	PRUDENTIAL CENTER	05/10/24	2	Sherri.Shadbash@clarins.com	$3,000
48	STANFORD	05/10/24	2	Uyen.Hoang@clarins.com	$3,000
66	HOUSTON GALLERIA	05/11/24	2	Carla.Raquel@clarins.com	$3,000
218	ORLAND	05/11/24	2	Rahil.Pasha@clarins.com	$3,000
318	SHORT HILLS	05/12/24	2	Agnes.Pawlowski@clarins.com	$3,000
1222	ONE PASEO	05/16/24	2	Munay.Bayaa@clarins.com	$3,000
1116	DENVER PAVILIONS	05/17/24	2	Ambreen.Taj@clarins.com	$3,000
450	NORTH POINT	05/17/24	2	Charlotte.Coleman@clarins.com	$3,000
944	MERRICK PARK	05/17/24	2	Dayan.Herrera@clarins.com	$3,000
958	SANTANA ROW	05/17/24	2	Uyen.Hoang@clarins.com	$3,000
226	BOULDER	05/18/24	2	Ambreen.Taj@clarins.com	$3,000
310	34TH STREET	05/18/24	2	Penda.Ahne@clarins.com	$3,000
410	AVENTURA	05/24/24	2	Dayan.Herrera@clarins.com	$3,000
306	BRICKELL CITY CENTRE	05/25/24	2	Dayan.Herrera@clarins.com	$3,000
306	BRICKELL CITY CENTRE	05/26/24	2	Dayan.Herrera@clarins.com	$3,000
336	MICHIGAN AVENUE	05/26/24	2	Rahil.Pasha@clarins.com	$3,000
74	MEMORIAL CITY	05/31/24	2	Carla.Raquel@clarins.com	$3,000
460	LENOX SQUARE	05/31/24	2	Charlotte.Coleman@clarins.com	$3,000

MAY 2024



SEPHORA

H@SM SCHEDULE UPDATES

Month of Visit	Brand Booking Calendar Opens in H@SM
January	Wednesday, 11/01/23
February	Friday, 12/1/23
March	Thursday, 1/4/2
April	Thursday, 2/1/24
May	Friday, 3/1/24
June	Tuesday, 4/2/24
July	Wednesday, 5/1/24
August	Saturday, 6/1/24
September	Tuesday, 7/2/24
October	Thursday, 8/1/24
November	Tuesday, 9/3/24
December	Tuesday, 10/1/24

03

APPENDIX

SEPHORA

1H24 MARKETING CALENDAR

	JAN	FEB	MAR	APR	MAY	JUN
National Media	Double Serum Total Eye Lift		Multi-Active Campaign			
Influencer Activations	VWRAP DEAL ORGANIC	GALENTINE'S Lip Oil LA EVENT	PARIS FASHION WEEK SXSW Install + Influencer Event 3/10 Multi active Launch - LA Friday 3/15		GLOBAL - PRESS 70 years Double Serum Mega Influencers	Miami Swim Pop Up OG Lip Perfector Activation
SEPHORA Digital Activations			Growth Media $1M Double Serum	Influencers Multi-Active		
	On-Site: PLA & Display					
Promo Calendar	1/12 UPDATE PRICE STRIPS ONLY 1/11	53 NEW DOORS 2/19 REGIONAL LIP PERK EVENTS	3/1 UPDATE SOUTHWEST FSC EVENTS ESV & CE EVENTS	oh snap! up to 50% off today only SEPHORA	Beauty INSIDER Spring Savings Event 20% OFF 15% OFF 10% OFF Use code OMGSPRING FSC EVENTS	REGIONAL LIP PERK EVENTS
Sales Executive Support	NEWNESS TOA	ESV & CE KITS	BI SALE RECRUITMENT KIT	PROM PERK SERVICE KIT	FSC GWP + TOA	PERK SERVICE KIT FEATURING LIP PERFECTOR SUMMER CE TOA
GRATIS	NEW DOOR WELCOME GRATIS					

1H24 MARKETING CALENDAR

FEB | MAR | APR | MAY | JUN | JUL

National Media

Multi-Active Campaign

Double Serum

Total Eye Lift

INFLUENCER Activations

Galentines Lip Oils LA 2/2

PARIS FASHION WEEK

SXSW Install + Influencer Event 3/10

Multi active Launch - LA Friday 3/15

Double Serum Mega Influencers

POWER OF COLOR Mailer

GLOBAL - PRESS 70 years

Miami Swim Pop Up

MASKING ACTIVATION VWRAP/CRYO

OG Lip Perfector Activation

UB MEDIA ACTIVATIONS

Total Eye Lift

Multi-Active Campaign

Double Serum

PROMO CALENDAR

MEMBER♥ 5X POINTS on all beauty services.†† Salon • Brow • Ear Piercing • Skin • Makeup

21 days of beauty®

SPRING HAUL EVENT

gorgeous hair event*

20% off these brands only when you buy online & pick up in store or curbside*

skinfatuation

BIG SUMMER BEAUTY SALE

VM UPDATE

Lip Oil Endcap

WK 6 UPDATE (28 NEW DOORS)

POWER OF COLOR Cashwrap

Multi-Active Routine Endcap

Skincare we Love Wall DS Light

Q2 Impulse Unit Featuring One Step Exfoliating Cleanser

EVENTS

BEAUTY BAR Multi-vendor Event 2/10 (46 DOORS)

Q1 CORPORATE EVENTS

Q2 CORPORATE EVENTS

Sales Support

Q1/Q2