

HOLLAND & BARRETT REPORTS 9th CONSECUTIVE YEAR OF LIKE FOR LIKE GROWTH

2017 Key highlights

- Continued strong revenue growth of 7.1% with revenue rising to £656m and operating profit of £114m
- Like for like sales growth of 4.5% (34 consecutive quarters of like for like growth)
- Online sales growth of 23.6%, with online participation of 10.0%
- Followed our industry-first ban on microbeads with the removal from sale of Krill Oil to help safeguard the marine environment
- Significantly boosted our industry leading staff training on nutrition through new learning management system, The Hive
- Successful NPD launches including turmeric and apple-cider vinegar with continued growth in Manuka honey
- 45 new stores and 9 new franchises boosts UK and international footprint
- Significant people investment including a strengthened senior management team
- Significant technology investment focused on improving service for our customers

Nuneaton, UK: Holland & Barrett, Europe's leading health and wellness retailer, has today reported another strong year of growth in the UK and in its international markets in 2017.

Holland & Barrett experienced growth across all channels and markets, underpinned by like for like sales growth of 4.5%, store growth and 23.6% growth in online sales. The business rolled-out 45 new owned stores in 2017 and entered nine new franchises taking the Holland & Barrett brand to over 1,485 stores in 17 countries.

During the year, our customers made over 86 million store visits and 45.8 million UK website visits and we ended the year with 13.3 million active rewards for life users in the UK. The business offered around 1,000 new health and wellness products to our customers and saw a very strong performance in key trending categories including Turmeric, Apple Cider Vinegar and Manuka Honey. The company rolled out a new online training platform which provides up to date training on our customers' health and wellness needs across all our colleagues in store, online and in head office.

2017 marked a year of further investment in growth, store expansion and infrastructure with total capital expenditure of £47m. A key focus for the company is to continue to invest in new technology and data innovation, to drive a personalised service and offering to all of our customers across physical and digital channels.

The company has also invested in a strengthened senior team to position the business for further growth, with the appointment of Steve Carson (ex-Sainsburys/Argos) as Managing Director, Echo Lu (ex-Homebase) as International Managing Director, Mark Fabes (ex-Starbucks) as CIO and Caroline Hipperson (ex-Bacardi) as Brand Marketing Director.

Peter Aldis, Holland & Barrett CEO, commented on results:

"2017 marked a year of further growth for Holland & Barrett and significant investment in our business, people and technology. Whilst we are pleased that we have continued to achieve strong revenue growth, we are particularly proud of the progress we are making towards enhancing the well-being of all of our customers by delivering the best health and wellness advice and highest quality products.

“We were delighted that L1 Retail acquired the business in August 2017. As a long term investor with strong expertise in retail, data and technology we welcome their support and are pleased to have an owner that shares our long term vision for the business to become a truly global health and wellness retailer. We are committed to continuing to invest capital to further strengthen and develop our technology and data capabilities, and will make continued investment in our store and digital infrastructure. I am confident that recent additions to our team will help to further strengthen our business and help us to accelerate our growth and the quality of our customer offer.”

ENDS

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NOTES TO EDITORS

About Holland & Barrett

Holland & Barrett International is one of the world’s leading health and wellness retailers and the largest in Europe, supplying its customers with a wide range of vitamins, minerals, health supplements, specialist foods and natural beauty products. With over 145 years of experience in the industry, the Holland & Barrett name is a familiar sight in almost every major city and town across the UK and is becoming increasingly more visible further afield, in markets as diverse as the Netherlands and Malta to the UAE, China and India. Holland & Barrett delivers its global mission to challenge people to live a healthier, happier life through its extensive and continually updated product portfolio and its investment in high-quality, advanced training which ensures its Associates are “Qualified to Advise” all customers on their health and wellness needs. For more information, please visit www.hollandandbarrett.com