

**HOLLAND & BARRETT GROUP REPORTS 6.7% GROWTH IN REVENUES IN FY 2015/16 AS NEW PARTNERSHIPS TAKE BRAND GLOBAL**

Holland & Barrett Group, Europe's leading Health & Wellness retailer, has filed with Companies House its first set of consolidated accounts as required under international Financial Reporting Standard (IFRS), for its financial year ending September 2016. Group revenues have grown by 6.7%, driven by increased digital sales and accelerated roll-out of its franchising model in overseas markets.

The positive sales results for 2015/16 complete 32 consecutive quarters of like-for-like growth for the business, with significant investment in enhancing its online purchasing experience and click-and-collect capabilities, boosting sales and customer engagement. Investment in NPD and further growth in membership and use of its leading "Rewards for Life" loyalty programme have continued to grow repeat online and store purchasing.

Chris Keen, Chief Financial Officer, said: "We are very pleased to present consolidated accounts under IFRS for the first time which provides greater clarity and transparency in our business, though the process has inevitably required some restatement of figures in our 2014/15 Finance Year, which makes retrospective reconciliation very difficult."

Continued international growth has been led by Holland & Barrett's franchising partnership with Apollo Hospitals Group in India and its wholesale agreement with A S Watsons in Hong Kong which, together, have helped to increase total store presence to 1,154 stores across 16 markets, taking the Holland & Barrett brand truly global. In its home market of the UK & Ireland, new store openings alongside success with its new store-in-store partnership with Tesco has underpinned a solid performance.

Peter Aldis, Chief Executive Officer, said: "These latest results demonstrate our strength in driving consistent growth and gaining market share through a combination of NPD, store relocations and refurbishments and investing in advertising and promotions. We have upgraded much of our core store portfolio to concept stores to deliver additional in-store theatre and increased customer engagement. New products launched through our ethical sourcing programme have been a key driver of growth in recent years, helping to underpin substantial investment in growing market share and gaining presence across an increasingly global market for health and wellness. We remain particularly proud that the success of our international business was recognised last year by the award of the prestigious Queen's Award for International Trade."

Holland & Barrett has also continued to invest in its infrastructure, including the expansion of its warehousing facilities in the Netherlands to meet increased retail and direct business demand in the Benelux region and the opening of a new warehouse in Dublin to supply the Irish and international business. Building work at its Nuneaton headquarters to accommodate expanded central business management functions is nearing completion, with total staff numbers of approaching 500 making Holland & Barrett the fourth largest employer in the West Midlands.

Holland & Barrett has made a number of key new appointments to its Board, including the introduction of four new directors to its Board: Emma Mead as Director of Digital & Ecommerce, Sarah Sutton as Group Human Resources Director, Colinda Hoegge as Managing Director for Holland & Barrett Benelux and Lisa Garley Evans as Group Legal Director.

Ends

#### **NOTES TO EDITORS**

Holland & Barrett was originally founded in 1870 as a grocery and clothing store. It was acquired in 1997 by NBTY, the US manufacturer of vitamins and nutritional supplements. In 2010, global alternative asset manager The Carlyle Group invested in NBTY and Holland & Barrett.

In addition to its own brand products, Holland & Barrett retails an extensive range of some of the world's most famous vitamin, nutrition and natural beauty brands, including Dr Organic, MaxiNutrition, Optima, Bioglan and Linwoods.