

# HOLLAND & BARRETT

## **HOLLAND & BARRETT reports healthy sales growth in the Christmas period**

- Total sales increased 4.8% year on year in the quarter ending 31 December 2019
- Like for like sales increased 3.3% year on year with positive growth in all markets
- E-commerce sales grew 22% driven by renewed trading focus
- Strong cash generation from sales growth, tighter cost and capital control
- Ambitious transformation plan to extend range of health and wellness products and services

Nuneaton, UK: Holland & Barrett saw accelerating sales growth in both e-commerce and store channels. All markets experienced like for like sales growth, with significant growth in clean beauty and vitamins categories.

The transformation plan to extend the range of health and wellness products and services available to customers and to extend H&B's digital reach to help customers live healthier and look and feel better showed encouraging early progress. E-commerce and personalised subscription sales growth was particularly strong driven by focused promotions and range extensions.

H&B is well positioned to drive investment in its digital and technology capability and in the extension of its product ranges and services offer. The business achieved strong cash generation in the quarter with disciplined cost and capital investment control, with £26m of cash on hand at year end.

Tony Buffin, Holland & Barrett Chief Executive Officer, said, "I am pleased with the progress our support centre, distribution and store teams have made in putting customers back at the heart of our business. Our customers are increasingly telling us they want to live more healthy lifestyles, to look better and to do so without compromising on the ethically and sustainably sourced products and services they buy. H&B is ideally placed to meet these demands in growing markets and although we are still only in the early stages of transforming the business I would like to thank all of our teams for their hard work in the run up to Christmas."

**ENDS**

### **About Holland & Barrett:**

Holland & Barrett is Europe's largest health and wellness retailer leading the market with a broad range of vitamins, supplements, specialist food, sports nutrition and ethical sourced, clean beauty brands.

# **HOLLAND & BARRETT**

Established in 1870, it is owned by the Letter One Retail Group (L1 Retail) and currently operates more than 1300 stores worldwide (including over 800 in the UK and Ireland) as well as a rapidly expanding e-commerce business. All Holland & Barrett colleagues are highly trained in nutrition and supplements, able to advise customers on their individual needs.

If you would like any more information or images please contact the Holland & Barrett press office team on 01273 712000 or [hollandandbarrett@thisispegasus.co.uk](mailto:hollandandbarrett@thisispegasus.co.uk).

## **NOTES TO EDITORS**

### **About L1 Retail**

L1 Retail is the retail investment arm of LetterOne. LetterOne was founded in 2013 and is an international investment business headquartered in Luxembourg. LetterOne's strategy is to build a portfolio of successful companies that are leaders in their fields and sectors. It makes long-term investments of its own capital in companies in which its sectoral experience and strategic and geographic expertise will improve performance and help companies grow. It has recruited world-class CEOs, sector investment teams and Advisory Boards to invest at scale. It buys and build assets, which it can develop over time as platforms of long-term sustainable growth.