



## **A STRONG CHRISTMAS FOR PETS AT HOME**

17 January 2012

Pets at Home, the UK's leading specialist retailer of pet foods and pet products, today reports on trading for the six weeks to 12 January 2012, and for the financial year to date.

### **Financial Highlights:**

For the six weeks to 12 January 2012:

- Like for like sales were up 4.9% compared to the same period last year

For the financial year to date, representing the 41 weeks ending 12 January 2012:

- Like for like sales are up 1.5%
- Total sales are up 6.5%

### **Matt Davies, Chief Executive of Pets at Home, commented:**

"Our performance over the Christmas period has been particularly pleasing given the difficult trading conditions that existed in the preceding months. We have seen strong sales growth in our key dog and cat food categories where we continue to grow market share.

"These results are all the more encouraging given the relatively mild winter we have experienced which has impacted key cold weather lines such as wild bird food and small animal bedding.

"We expect the economic environment to remain challenging for all retailers, however we will continue to strengthen our offer, maintain our store opening programme and this together with our talented and dedicated colleagues gives us confidence for the future."

### **Christmas trading highlights:**

- We sold over 100,000 advent calendars for dogs, cats and small animals
- We sold 300,000 Christmas stockings for dog, cats and small animals

### **Enquiries:**

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### **About Pets at Home:**

Pets at Home is the UK's leading specialist retailer of pet food, pet related products and accessories; they also sell fish and small animals. The company was established in 1991 and currently operates from 308 stores, totalling 2.7m sq ft. with 5,300 colleagues. In the current financial year, 27 new stores have been opened.

In addition to the retail outlets, Pets at Home currently operates 87 veterinary surgeries on a joint venture basis under the brand name Companion Care.

For the 53 weeks ended 31 March 2011, sales totalled £517.8m, generating EBITDA of £93.0m.

Pets at Home was the subject of a KKR backed buyout in 2010

[www.petsathome.com](http://www.petsathome.com)