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(£m)	Q3 2016	Growth	
	AER	AER	CER
Revenue	578.3	32.1%	15.7%
Revenue – ongoing operations <sup>1</sup>	576.7	33.1%	16.6%

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**Performance Overview (CER)**

Revenue from ongoing operations increased by 16.6% in Q3, of which 3.1% was organic (H1 2016: 2.5%) and 13.5% was from acquisitions. Year to date we have delivered organic growth of 2.7%. Pest Control delivered an excellent performance in the quarter, growing organically by 5.9%, and our Hygiene business demonstrated further improvement, growing organically by 3.2%. Growth in our Emerging (+20.4%) and Growth (+26.3%) markets was once again particularly strong. Our operations within the Manage for Value quadrant grew by 2.3% while the rate of revenue decline in our Protect and Enhance markets was largely unchanged from Q1 and Q2 at 1%.

The majority of our regions have performed well in the period reflecting good performances in Asia, Pacific, Latin America, the UK and in our largest market, North America. While conditions remain tough in parts of Europe, particularly in France, overall the region delivered modest revenue growth in Q3.

Also in the quarter Rentokil was proud to provide in partnership with the Rio de Janeiro health authorities, Pest Control, including innovative mosquito elimination, in advance of and during the very successful Rio 2016 Olympic and Paralympic Games.

**M&A**

The Company acquired 13 businesses in the quarter including ten in Pest Control and two in Hygiene, as well as the acquisition of Residex, a Pest Control and Turf Products Distribution business, as announced on 7 July. All of the acquisitions were in Emerging or Growth markets. Combined annual revenues of the businesses acquired totalled £88m in the 12 months immediately prior to acquisition. For the nine months to 30 September we have acquired 33 businesses with combined annual revenues of £109m. The integrations of Steritech and Residex are both progressing well.

**Commenting on today's announcement Andy Ransom, Chief Executive, said:**

*"I am pleased with our performance in the third quarter. Pest Control grew organically by almost 6%, reflecting good performances in Asia, Pacific, Latin America, the UK and our key growth market of North America. I am also encouraged by ongoing traction in our Hygiene business which delivered organic growth of 3.2%. Our guidance for the full year is unchanged."*

**Enquiries:**

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AER – actual exchange rates; CER – constant 2015 exchange rates

<sup>1</sup>ongoing revenue excludes the financial performance of disposed and closed businesses but includes results from acquisitions

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