

BOXWOOD EXPANDS BUSINESS INSIGHT UNIT

- **PAUL MARTIN JOINS FROM PLANET RETAIL**

LONDON 4th November 2013, award-winning management consultancy Boxwood today announced the expansion of its insight and research capabilities with the appointment of Paul Martin from Planet Retail. Paul will head up “Boxwood Insights” as Managing Director; bringing his extensive analytical experience and behavioural trend spotting to the benefit of Boxwood’s clients in this expanded company division.

Paul has spent the last nine years, most recently as Managing Director, at Planet Retail the global retail research company, specialising in identifying key trends allowing businesses to better predict market movements. He is a respected thought leader and regular speaker at events around the world. At Boxwood, he will work closely alongside the consulting team ensuring each project takes constantly shifting market developments into account during both the planning and delivery phases.

Paul Martin commented “Boxwood Insights is an exciting development and one I jumped at the chance of leading. This is a giant leap forward for consulting, responsive not only to the present needs of clients but the likely future direction of the market as well. We will be building on the well-established capabilities within the organisation and further enhance the services we are able to deliver to our client portfolio. It is a privilege to be joining Boxwood.”

Commenting on the appointment, Matt Clark, said: “Paul’s background in macro economics and talent for trend-spotting brings a unique insight on the global consumer sector to Boxwood. His skills will be invaluable as we build up “Boxwood Insights”, offering our clients new awareness and perspectives of their chosen market. At a time when the global marketplace is rapidly changing, the ability to accurately track and predict future macro economic, industry and consumer trends and work out how to react really is the key to success. While initially focused on our retail and consumer clients, Paul will be bringing his knowledge and expertise to the whole Boxwood client base in due course.”

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For further information please contact:

Lindsay Vetch / Christian Mahne on 020 3 488 3100 / boxwood@vetchmahne.com

Notes to editors:

About Boxwood

Boxwood (<http://www.boxwood.com/>) works with carefully selected organisations to design and implement business transformation programmes that deliver sustainable bottom line results. We achieve this by bringing together our extensive industry knowledge and functional expertise with our partner's in-depth knowledge of their business. Our approach is to work in joint teams with our clients from the outset, building internal capability to ensure that business performance continues to improve long after we have departed. Boxwood's work has been recognised by prestigious industry awards eight times in the past ten years, most recently the Boxwood Transport team were highly commended in the 2013 Management Consultancy Awards for their work with Tube Lines.