

Kingfisher Analyst estimates

Like-for-like sales summary

%	Jan 2012/13	Jan 2013/14	Jan 2014/15
	Full year	Full year	Full year
B&Q UK & Ireland	(2.9)%	1.9%	1.8%
Castorama France	(0.3)%	0.5%	1.6%
Brico Dépôt France	(1.2)%	0.0%	1.6%
Poland	(2.8)%	0.7%	2.3%
China	(3.1)%	1.5%	2.3%

Retail profit summary

£ millions	Jan 2012/13	Jan 2013/14	Jan 2014/15
	Full year	Full year	Full year
B&Q UK & Ireland	216	253	282
UK & Ireland	253	294	328
France	394	408	436
Poland	118	126	137
China	(5)	1	3
Other	56	69	84
Other International	169	196	224
Total retail profit	817	898	988
Associate and JV interest and tax	(17)	(18)	(19)
Central costs	(44)	(45)	(46)
Interest	(10)	(6)	(2)
Profit before tax	747	830	923
Tax	(208)	(227)	(250)
Profit after tax	539	602	672
Earnings per share	22.7	25.4	28.3
Euro rate	1.24	1.24	1.24
PLN rate	5.16	5.16	5.16

Information correct as at 1st October 2012

The figures above are a simple arithmetic average of the most recent forecasts that have been provided to Kingfisher by registered investment analysts. As such, the figures do not give greater weight to more recent forecasts or to the forecasts of any individual analyst, nor are they adjusted to exclude forecasts that pre-date a significant announcement or event, and therefore may or may not represent the market consensus. These average estimates are not endorsed by Kingfisher, nor does Kingfisher assume any obligation to update or revise them after the date above.

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