

# B&Q PRODUCT HIGHLIGHTS, Q3 2012

"I did that"

More and more of us are cooking and entertaining at home...



Built in Fridge Freezers 13% up YOY



Natural Timber Work Surfaces up 18% YOY



According to Kitchen-compare.com, the independent comparison site, for the last 12 weeks, data shows our Kitchen prices have been lower on over 90% of the ranges compared.



Kitchen Sinks up 27% YOY and Kitchen Taps up 26% YOY



Built-in Microwave Sales up 57.4% YOY

And brightening up our homes with little decorative finishing touches...



YTD We have sold enough Manhattan Wallpaper to go up the empire state building 30 times



We sold 182,027 Children in Need products



We sold 12,088 of spotty snuggle blankets



White Gloss paint up 9% YOY and total decorative paint sales up 1.7% YOY

We're all now gearing up for Christmas!



Pre lit trees up 135% with sales driven by the blossom tree



We source 300,000 real trees from Scotland



This Christmas, we will be selling 3.7m decorations, 1.7m lights and 400k artificial trees



The strongest decoration theme to date is Winter Woodland, with heart shaped lights and bell decorations being the best sellers



Silhouette lights up 28% and indoor lights up 22% YOY



You can do it