



B&Q

B&Q PRODUCT HIGHLIGHTS

for the half year ending
3 August 2013



“It was a tale of two quarters, with the coldest weather for 50 years in March and a heatwave in July”



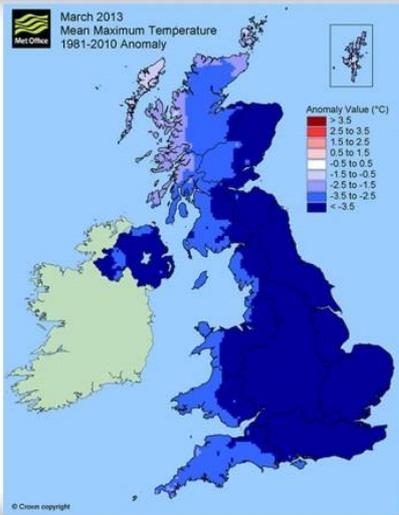
After a poor spring, we finally had an outdoor summer

Q1

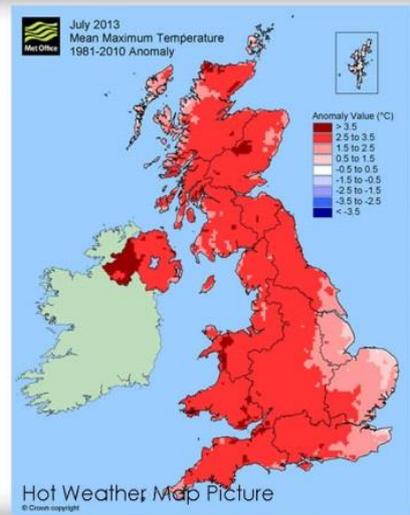
(13 weeks to 4 May 2013)

Q2

(13 weeks to 3 August 2013)



Coldest March for 50 years



Hottest July since 2006

Q1
Barbecues +9%
Gazebos +31%
Winter fuel +66%
Watering Category -16%



Q2
Barbecues +26%
Charcoal +48%
Watering Category +69%

Q1
Bedding Plants -8%
Nursery Plants -16%
Grow Your Own plants -13%
Roses -20%
Outdoor Pots -9%



Q2
Plant Category +12%
Roses +33%
Acers +27%
Outdoor Pots +33%

Q1 B&Q Colours Kitchen and Bathroom Paint +6%
Bathroom Paint +6%
Fastest Growing Colour 'Light Rain' +64%



Q2
Indoor Paint -10%
Outdoor Paint +34%
Best Seller still 'Light Rain'

Supporting The Trade

TradePoint transactional website 280,000 unique visits since May
1.3m tradesmen registered



700 - 800 projects per week
Network of local regional trade partners expected to exceed 800 companies

