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## Analyst estimates

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### Like-for-like sales summary

| %                  | Jan 2014/15 | Jan 2015/16 | Jan 2016/17 |
|--------------------|-------------|-------------|-------------|
|                    | Full year   | Full year   | Full year   |
| B&Q UK & Ireland   | 1.6%        | 1.3%        | 1.7%        |
| Castorama France   | (1.2)%      | (0.2)%      | 1.1%        |
| Brico Dépôt France | (2.8)%      | (0.8)%      | 1.0%        |
| Poland             | 0.8%        | 1.5%        | 2.0%        |
| China              | (6.7)%      | 0.8%        | 1.3%        |

### Retail profit summary

| £ millions                        | Jan 2014/15 | Jan 2015/16 | Jan 2016/17 |
|-----------------------------------|-------------|-------------|-------------|
|                                   | Full year   | Full year   | Full year   |
| <b>UK &amp; Ireland</b>           | <b>267</b>  | <b>283</b>  | <b>305</b>  |
| <b>France (ex-Mr. Bricolage)</b>  | <b>357</b>  | <b>357</b>  | <b>375</b>  |
| Poland                            | 115         | 120         | 127         |
| China                             | (10)        | (6)         | (3)         |
| Other                             | 4           | 28          | 40          |
| <b>Other International</b>        | <b>109</b>  | <b>142</b>  | <b>164</b>  |
| <b>Total retail profit</b>        | <b>733</b>  | <b>781</b>  | <b>844</b>  |
| Associate and JV interest and tax | (7)         | (6)         | (7)         |
| Central costs                     | (42)        | (43)        | (44)        |
| Interest                          | (4)         | (3)         | (2)         |
| <b>Profit before tax</b>          | <b>680</b>  | <b>729</b>  | <b>791</b>  |
| Tax                               | (177)       | (187)       | (204)       |
| <b>Profit after tax</b>           | <b>503</b>  | <b>542</b>  | <b>587</b>  |
| Earnings per share                | 21.3        | 22.8        | 25.0        |
| Euro rate                         | 1.24        | 1.26        | 1.26        |
| PLN rate                          | 5.21        | 5.29        | 5.29        |

Information correct as at 09 Dec 2014

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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