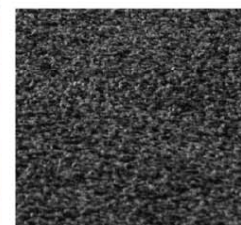


Carpetright plc



Interim Results
13 December 2011

- The material in this slide presentation should be taken only in the context of Carpetright plc's London Stock Exchange Announcement of the Interims results for the 26 weeks ended 29 October 2011 issued on 13 December 2011.
- Certain statements in the interims report and this presentation are forward looking. Although the Group believes that the expectations reflected in these forward looking statements are reasonable, we can give no assurance that these expectations will prove to have been correct. Because these statements contain risks and uncertainties, actual results may differ materially from those expressed or implied by these forward looking statements. We undertake no obligation to update any forward looking statements whether as a result of new information, future events or otherwise.
- This presentation is not intended to be used in isolation to form any judgements about the Company.

- Introduction Lord Harris
- Financial Review Neil Page
- Group Overview Lord Harris
- Questions & Answers

Neil Page

Group Finance Director

Financial review

Group Performance - Highlights

£m	26 weeks to 29 Oct 2011	26 weeks to 30 Oct 2010	Change
Underlying* results			
Revenue	238.4	248.0	(3.9%)
Operating profit	3.7	12.6	(70.6%)
Net finance costs	(2.3)	(2.6)	11.5%
Profit before tax	1.4	10.0	(86.0%)
Earnings per share (pence)	1.2	10.7	
Interim dividend per share (pence)	0.0	8.0	
Net Debt	(55.0)	(58.5)	£3.5m
Statutory results			
Exceptional items	(2.2)	(0.2)	
Profit/(loss) before tax	(0.8)	9.8	

* 'Underlying' excludes exceptional items and related tax

UK - Financial Highlights

£m	26 weeks to 29 Oct 2011	26 weeks to 30 Oct 2010	Change
Revenue	192.1	203.4	(5.6%)
Like-for-like sales ¹	(2.4%)	(5.4%)	
Gross profit	111.4	126.7	(12.1%)
Gross profit %	58.0%	62.3%	(4.3ppts)
Costs	110.6	115.4	(4.2%)
Underlying ² operating profit	0.8	11.3	(92.9%)

“Sales volumes linked closely to strong promotional activity, impacting gross profit”

1) Like-for-like - calculated for all stores that are at least 12 months old at the beginning of the financial year. Stores closed during the year excluded from both years. No account taken of changes to store size or profile, or the introduction of third party concessions.

2) ‘Underlying’ excludes exceptional items

Europe - Financial Highlights

£m	26 weeks to 29 Oct 2011	26 weeks to 30 Oct 2010	Change (Reported)	Change (Constant Currency)
Revenue	46.3	44.6	3.8%	(0.9%)
Like-for-like sales ¹	(0.3%)	(3.4%)		
Gross profit	26.6	25.4	4.7%	level
Gross profit %	57.5%	57.0%	0.5ppts	
Costs	23.7	24.1	(1.7%)	(6.1%)
Underlying ² operating profit	2.9	1.3	123.1%	106.2%

“Improved trading performance in Republic of Ireland and further market share gains in The Netherlands and Belgium”

1) Like-for-like - calculated for all stores that are at least 12 months old at the beginning of the financial year. Stores closed during the year excluded from both years. No account taken of changes to store size or profile, or the introduction of third party concessions.

2) ‘Underlying’ excludes exceptional items

Exceptional Items

£m (Charge)/Gain	26 weeks to 29 Oct 2011	26 weeks to 30 Oct 2010
Profit on disposal of properties	0.5	0.2
Store impairment charge	(0.1)	(0.2)
Onerous lease charge	-	(0.2)
Restructuring costs	(2.1)	-
Write off of unamortised refinancing fees	(0.5)	-
Net charge	(2.2)	(0.2)

“Efficiencies enhanced by restructuring activity”

Group Stores and Space

	<i>UK</i>	<i>Europe</i>	Group	Sq ft ('000)*
Stores at 30 April 2011	539	120	679	6,072
New stores	4	1	5	40
Closures & other	(40)	(1)	(41)	(237)
Net change	(36)	0	(36)	(197)
Stores at 29 October 2011	503	120	643	5,875

"Continue to re-shape store portfolio, enabling reduction in occupancy costs"

* Net of sublets to third party concessions

Group – Cash Flow

£m	26 weeks to 29 Oct 2011	26 weeks to 30 Oct 2010
Operating cash flow	14.9	23.6
Net interest	(3.4)	(2.4)
Corporation tax	(1.7)	(0.2)
Net capital (expenditure)/proceeds	0.5	(3.6)
Free cash flow	10.3	17.4
Dividends paid	-	(5.4)
Other movements	0.4	0.8
Movement in net debt	10.7	12.8
Opening net debt	(65.7)	(71.3)
Closing net debt	(55.0)	(58.5)

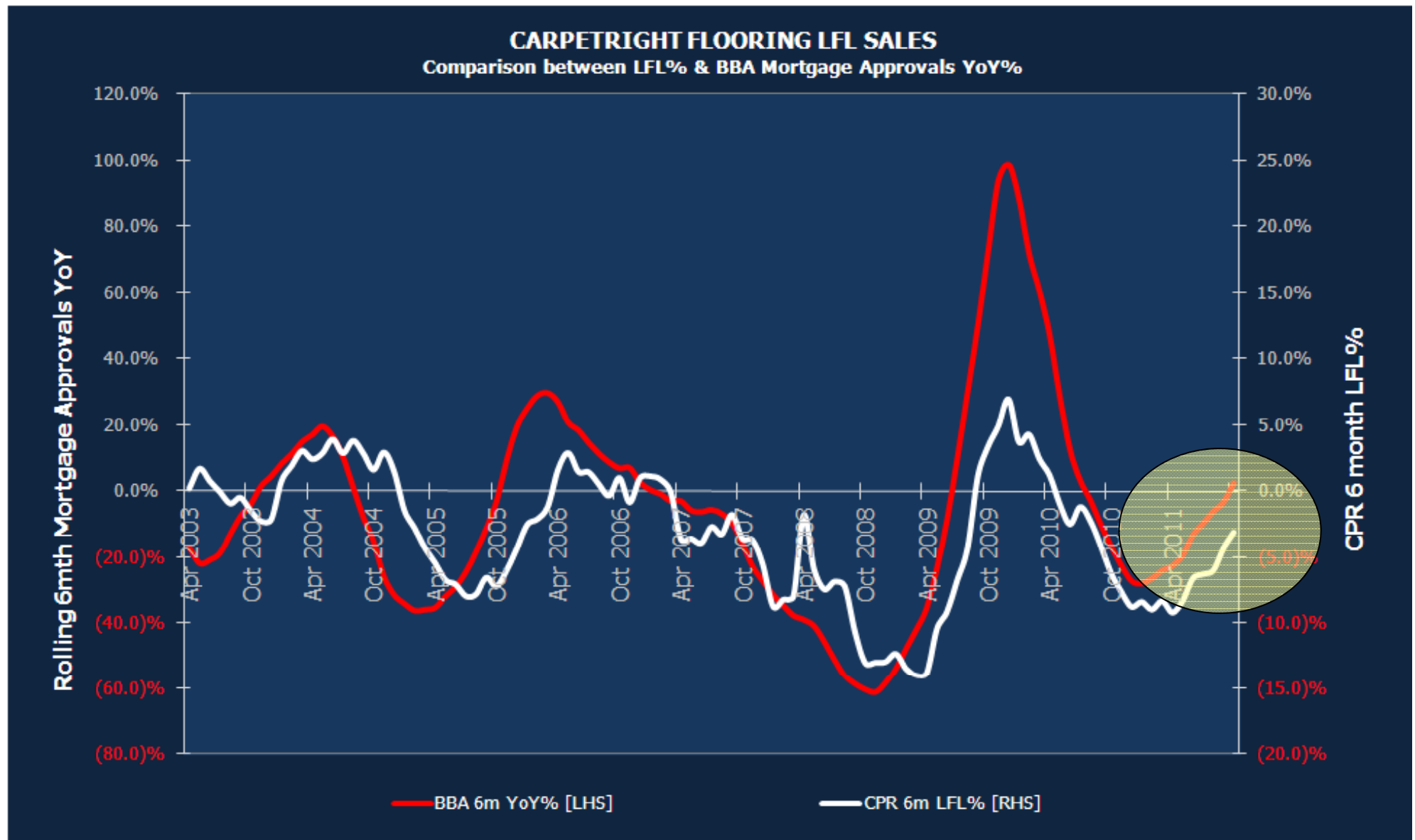
“Net debt reduced by over 40% since April 2009”

Capital Expenditure

£m	26 weeks to 29 Oct 2011	26 weeks to 30 Oct 2010
Capital expenditure	(2.2)	(4.1)
Purchase of freehold properties	(3.7)	-
Gross capital expenditure	(5.9)	(4.1)
Proceeds from property disposals	6.4	0.5
Net capital (expenditure)/proceeds	0.5	(3.6)

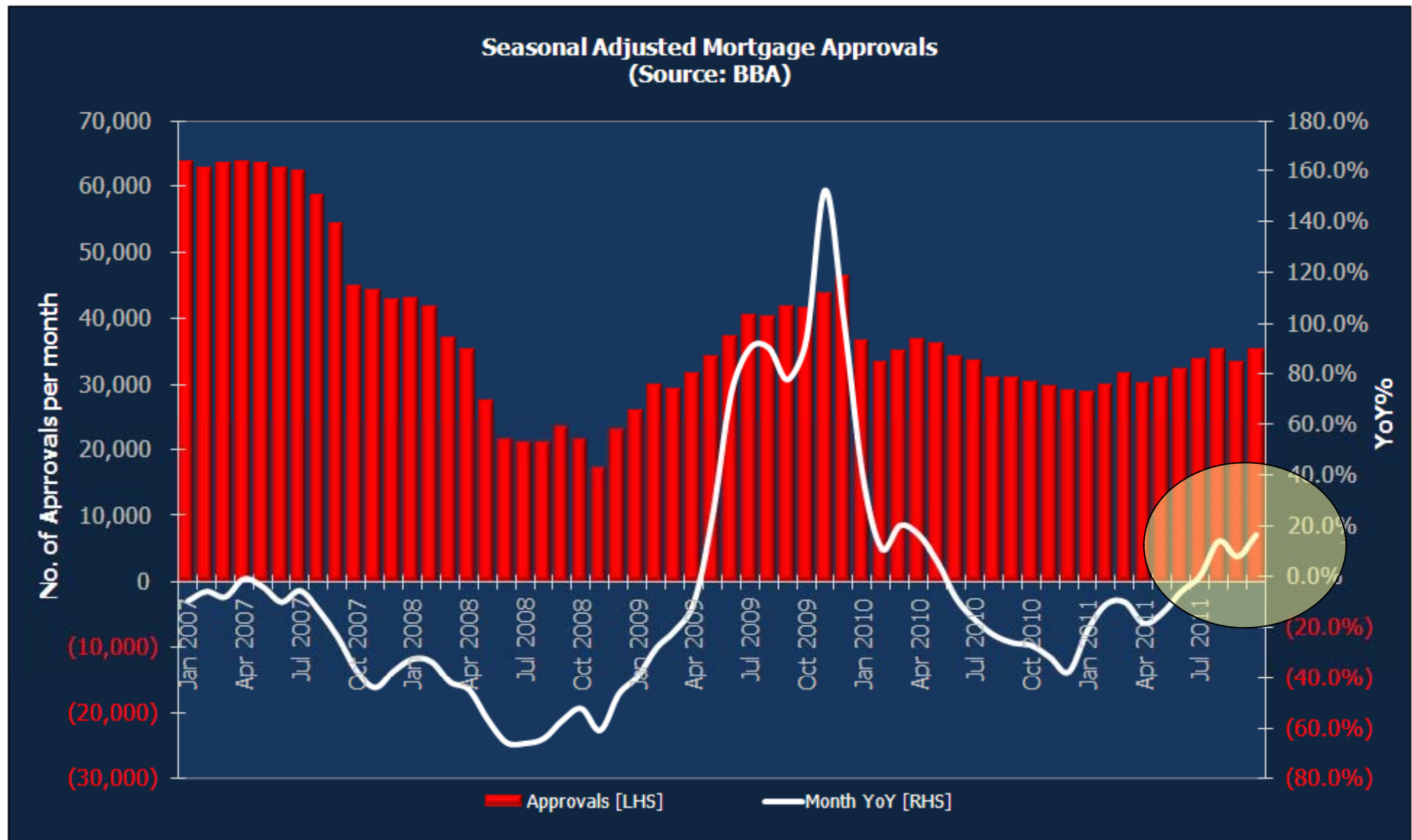
"Shaping store portfolio generates net capital proceeds"

Key UK Indicator - Mortgage Approvals



Sources: British Banking Association, Monthly high street banking statistical release - October 2011. Carpetright plc monthly floor covering sales.

Key UK Indicator - Mortgage Approvals



Source: British Banking Association, Monthly high street banking statistical release - October 2011.

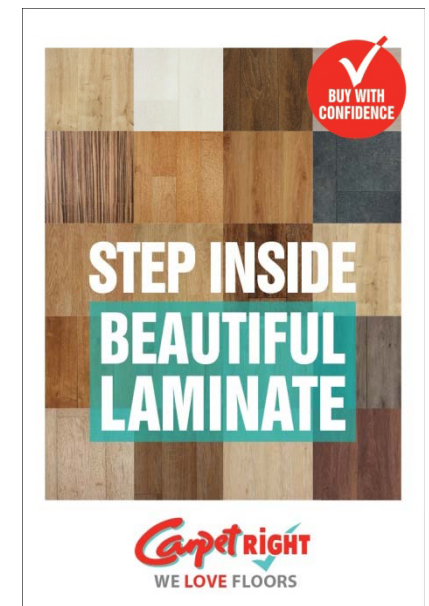
Lord Harris

Chairman and Chief Executive

Group Overview

Primarily focusing on floor coverings

- Restructure leads to operational improvements
 - Consolidated regional structure in UK
 - Increasing accountability for sales performance at local level
- Mystery shopper
 - Well established
 - Rewards store teams for outstanding performance
- Fitters
 - Integral part of the service offer
 - Significant increase in complimentary customer feedback
- Laminate
 - 'Stocked' offer in 120 stores
 - Sales ahead of expectation
- Working with suppliers to improve margin in second half



Managing our store portfolio

- Response to focus group feedback
- Full refurbishment
 - 25 stores to date
- Early results very encouraging without advertising investment
- Continuing to move to smaller stores where opportunities exist

Newbury before



Newbury after



New store format

- External
 - Revised colours - fresher brighter look
 - Prominent bed offer & branding
 - Product groups - Laminate, Vinyl
- Internal
 - New floor coverings throughout
 - Beds completely refreshed
 - Supportive updated POS



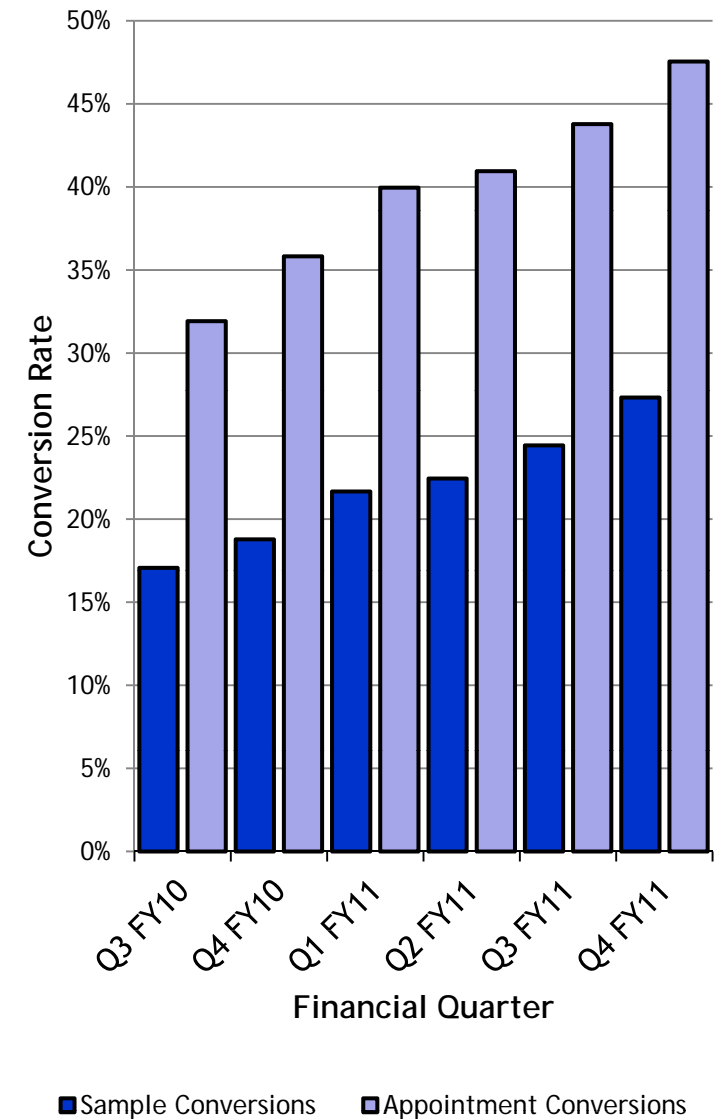
Developing a competitive bed proposition

- New senior management team appointed July 2011
- Focus on brands and cohesive ranges
- Enhanced range and merchandise now in store ahead of important January sale, all 261 sites refreshed
- Developing expertise through staff training
- Gross margin to improve through:
 - Improved range structure
 - Stronger buying through fewer suppliers
- 'Sleepright' brand taking prominent position on external fascias



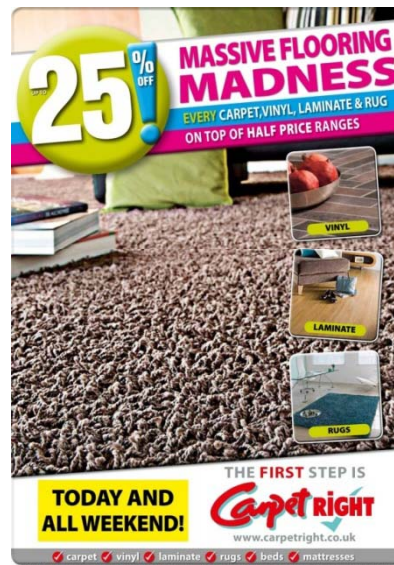
Multichannel development

- Key marketing tool & focus of pre-purchase research
- Close integration with stores
 - Estimator appointments arranged through stores
 - Full sales tracking from first online contact
- Improving performance
 - 85,000 unique visitors per week
 - 950 sample requests per week
 - 900 appointments per week
- Plans for separate site optimised for mobile browsing
- Call centre now operational to follow up on leads & convert enquiries



Moving advertising forwards - POS

- Consistency of Brand/Logo aligned to new store fascia
- Clear and simple message and call to action
- All product groups & web address now mentioned across all media channels
- Moving balance of media spend



Developing Europe - The Netherlands & Belgium

- Continue controlled expansion of The Netherlands
 - Three new stores to open before financial year end
- Consolidation of central support office functions driving efficiencies



- Recovery plan actions implemented
 - Changed promotional programme and enhanced gross margin
 - Introduced laminate range based on European offer, with associated sales training
 - Introduced TV advertising & refreshed 'point of sale'
 - Renegotiated lower rental payments on 50% of trading stores



- Expect difficult market conditions to continue into 2012
- Focus on self help measures
 - Working with suppliers to hold selling prices whilst improving margin
 - Bed proposition to deliver significant growth
 - Roll out of improved laminate offer to 200 stores by April 2012
 - Continued clear focus on cost control
- Continue to generate net cash & reduce level of debt
- Confident in an improved trading performance in the second half

Questions & Answers

- Quarter 3 Interim Management Statement Tuesday 31 January 2012
- Second half pre-close period announcement Tuesday 24 April 2012
- Year ends Saturday 28 April 2012