

our 2017-18 results

Kingfisher

financial highlights

Sales



£11.7bn

-0.3%* *In constant currencies

Underlying pre-tax profit



£797m

+1.3%

Net cash



£68m

group operational activity

UK & Ireland

Like-for-like: +0.6%

Retail profit: +5.0%

France

Like-for-like: -3.5%

Retail profit: -14.8%

Other international (established)

Like-for-like: +1.8%

Retail profit: +3.3%

New country development

Like-for-like: +5.8%

Retail loss: -£17m

Praktiker acquisition completed in Romania

market outlook

UK:

Outlook more uncertain; softer Q4 sales



France: Market backdrop encouraging but volatile



Poland:

Market backdrop remains supportive;

Sunday trading ban (2 in 4) now effective



offer

Unique & Unified sales growth outperforming non-unified ranges

Driven by strong performance of unique bathroom and showers

Bathroom furniture

UK +101%

France +50%

Poland +22%

Now at
23%

unified product sales
(costs of goods sold)

digital

Total group online sales now at

6%

(4% last year)

Now over **50%**

of group sales operating on a unified IT platform



1 hour Click + Collect in all B&Q

New Castorama France website launched



operational efficiency

Goods Not For Resale (GNFR) is continuing to deliver benefits

Target of **£100m** benefits by FY20/21, driven by GNFR



Media / advertising

reduced from 8 suppliers to 1

Travel agencies

reduced from 7 suppliers to 1



colleagues

Home Improvement Academy launched



Bathroom and outdoor

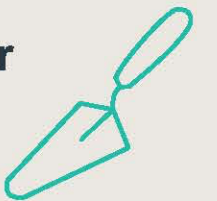
Across all markets we trained more than:

150

ambassadors and

2,000

colleagues



our ambition

To become the leading home improvement company

We want to create good homes by making home improvement accessible for everyone

