



Analyst estimates

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Like-for-like sales summary

%	Jan 2012/13	Jan 2013/14	Jan 2014/15
	Full year	Full year	Full year
B&Q UK & Ireland	(1.3)%	1.8%	2.0%
Castorama France	1.0%	1.7%	2.1%
Brico Dépôt France	1.7%	2.0%	2.1%
Poland	(0.1)%	2.1%	2.5%
China	(1.6)%	2.4%	2.8%

Retail profit summary

£ millions	Jan 2012/13	Jan 2013/14	Jan 2014/15
	Full year	Full year	Full year
B&Q UK & Ireland	259	288	317
UK & Ireland	295	329	361
France	424	455	489
Poland	128	139	152
China	0	3	5
Other	60	71	82
Other International	188	213	238
Total retail profit	908	997	1,089
Associate and JV interest and tax	(20)	(20)	(21)
Central costs	(43)	(45)	(46)
Interest	(12)	(9)	(4)
Profit before tax	833	923	1,018
Tax	(231)	(252)	(276)
Profit after tax	602	671	743
Earnings per share	25.4	28.3	31.3
Euro rate	1.22	1.23	1.23
PLN rate	5.25	5.29	5.29

Information correct as at 15 June 2012