



## Kingfisher Analyst Estimates

Date: 17<sup>th</sup> January 2013

### Like-for-like sales summary

%	Jan 2012/13	Jan 2013/14	Jan 2014/15
	Full year	Full year	Full year
B&Q UK & Ireland	(3.7)%	2.1%	1.9%
Castorama France	(0.7)%	0.0%	1.6%
Brico Dépôt France	(2.9)%	(1.3)%	1.2%
Poland	(4.4)%	(0.1)%	2.5%
China	(1.7)%	1.3%	2.2%

### Retail profit summary

£ millions	Jan 2012/13	Jan 2013/14	Jan 2014/15
	Full year	Full year	Full year
B&Q UK & Ireland	204	243	272
UK & Ireland	243	287	320
France	391	402	427
Poland	112	118	130
China	(8)	(1)	2
Other	57	69	81
Other International	162	186	214
Total retail profit	796	875	961
Associate and JV interest and tax	(17)	(17)	(18)
Central costs	(43)	(45)	(46)
Interest	(9)	(6)	(1)
Profit before tax	726	807	897
Tax	(203)	(223)	(246)
Profit after tax	523	584	650
Earnings per share	22.0	24.6	27.4
Euro rate	1.24	1.24	1.24
PLN rate	5.15	5.11	5.11

Information correct as at 16 January 2012

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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