



Kingfisher: Analyst Estimates

Date: 7th February 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	(4.3)%	1.8%	1.8%
Castorama France	(0.8)%	0.2%	1.5%
Brico Dépôt France	(2.9)%	(1.7)%	1.2%
Poland	(4.5)%	(0.4)%	2.3%
China	(1.9)%	1.0%	2.0%

Retail profit summary

	Jan 2012/13	Jan 2013/14	Jan 2014/15
£ millions	Full year	Full year	Full year
B&Q UK & Ireland	193	225	253
UK & Ireland	234	272	304
France	391	404	430
Poland	112	117	128
China	(8)	(1)	2
Other	57	69	82
Other International	161	184	212
Total retail profit	786	861	946
Associate and JV interest and tax	(16)	(16)	(16)
Central costs	(44)	(45)	(47)
Interest	(10)	(7)	(2)
Profit before tax	717	793	881
Tax	(201)	(219)	(242)
Profit after tax	516	573	640
Earnings per share	21.8	24.2	27.1
Euro rate	1.23	1.21	1.21
PLN rate	5.15	5.04	5.04

Information correct as at 06 February 2013



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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