



Kingfisher: Analyst Estimates

Date: 3rd May 2013

Like-for-like sales summary

	Jan 2013/14	Jan 2014/15	2015/2016
%	Full year	Full year	Full year
B&Q UK & Ireland	1.0%	1.7%	1.6%
Castorama France	(0.8)%	1.5%	1.8%
Brico Dépôt France	(2.1)%	1.2%	1.6%
Poland	(1.1)%	2.2%	2.4%
China	1.7%	2.0%	1.9%

Retail profit summary

	Jan 2013/14	Jan 2014/15	Jan 2015/16
£ millions	Full year	Full year	Full year
B&Q UK & Ireland	192	232	252
UK & Ireland	256	287	312
France	410	436	467
Poland	112	122	133
Russia	23	29	35
China	(4)	1	3
Other	44	52	60
Other International	175	204	231
Total retail profit	841	927	1010
Associate and JV interest and tax	(17)	(19)	(19)
Central costs	(44)	(45)	(46)
Interest	(4)	1	4
Profit before tax	776	864	949
Tax	(210)	(231)	(252)
Profit after tax	566	633	697
CAPEX	(383)	(386)	(397)
Earnings per share	23.9	26.8	29.6
Dividend per share	10.01	11.07	12.21
Euro rate	1.17	1.17	1.17
PLN rate	4.91	4.91	4.92

Information correct as at 3rd May 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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