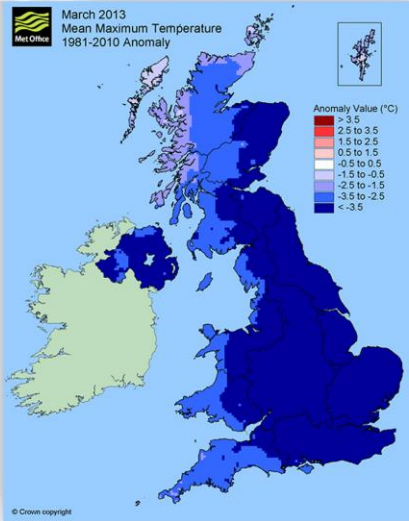


“The coldest March in 50 years saw the nation taking to their ladders; painting, wallpapering and doing smaller indoor projects whilst time in the garden has been limited”



(source: Met Office)



Bedding plants -8%
Nursery plants -16%
Grow Your Own plants -13%
Hanging baskets -23%.
Greenhouses -52%



Gazebos up 31%
Winter fuel up 66 %
Gas BBQ's up 9% however, in the sunnier week running up to the early May Bank Holiday BBQ's were up 72%



We will sell over 300,000 Chelsea Collection plants with donations going to Prince Harry's charity, Sentebale.



Fabric Shades up 11%
Wall lights up 18%
Bathroom Lighting up 30%

Lightbulbs continue to perform with volume up 15% YOY



Sales of B&Q Colours Kitchen and Bathroom paint grew 6.1% YOY

The fastest growing colours were:
Light Rain +64%
Olive Green +43%

Step ladders up 82.4%



Tiling sales up 2% YOY in a market which declined 2.7%.

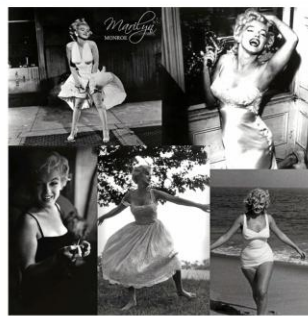
Mosaic tiles up 128%, best selling is the Stone and Glass mix mosaic in beige. Small tiles e.g. kitchen tiles up 87%



Launched a new transactional website on 1st May which has achieved 50,000 unique trade visitors to date.



On 12th May, B&Q launched Homefit to provide customers access to fully qualified & vetted local tradesmen to help with projects like tiling, flooring, boilers, radiators, locks, and taps.



Designer wallpaper is up 16% YOY with Marilyn Monroe wallpaper up 12% YOY.

Sales boosted by new contemporary designs such as black and metallic grey.

highlights for the first quarter ending 4 May 2013



You can do it