



Analyst Estimates (as of 14th June 2013)

Like-for-like sales summary

%	Jan 2013/14	Jan 2014/15	Jan 2015/16
	Full year	Full year	Full year
B&Q UK & Ireland	0.6%	2.0%	1.8%
Castorama France	(1.2)%	1.4%	1.8%
Brico Dépôt France	(2.6)%	1.1%	1.5%
Poland	(1.7)%	2.3%	2.5%
China	2.3%	1.9%	2.0%

Retail profit summary

£ millions	Jan 2013/14	Jan 2014/15	Jan 2015/16
	Full year	Full year	Full year
UK & Ireland	248	282	309
France	407	433	461
Poland	111	120	131
China	(4)	1	3
Other	65	80	89
Other International	172	201	223
Total retail profit	827	917	994
Associate and JV interest and tax	(18)	(18)	(19)
Central costs	(44)	(45)	(46)
Interest	(4)	1	4
Profit before tax	761	854	933
Tax	(206)	(228)	(249)
Profit after tax	556	626	684
Earnings per share	23.4	26.5	29.0
Euro rate	1.17	1.17	1.17
PLN rate	4.91	4.91	4.92

Information correct as at 14 June 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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