



Kingfisher Analyst Estimates (as of 11th April 2014)

Like-for-like sales summary

%	Jan 2014/15	Jan 2015/16	Jan 2016/17
	Full year	Full year	Full year
B&Q UK & Ireland	3.7%	3.1%	2.7%
Castorama France	1.5%	1.7%	1.9%
Brico Dépôt France	(0.1)%	1.4%	1.6%
Poland	3.0%	2.5%	2.4%
China	3.2%	2.6%	2.7%

Retail profit summary

£ millions	Jan 2014/15	Jan 2015/16	Jan 2016/17
	Full year	Full year	Full year
UK & Ireland	291	331	360
France	403	429	455
Poland	134	144	153
China	(1)	2	5
Other	30	40	47
Other International	163	186	205
Total retail profit	857	946	1,020
Associate and JV interest and tax	(10)	(10)	(11)
Central costs	(43)	(44)	(46)
Interest	(4)	0	2
Profit before tax	800	891	965
Tax	(205)	(225)	(245)
Profit after tax	596	666	720
Earnings per share	25.1	28.2	30.8
Euro rate	1.20	1.20	1.20
PLN rate	5.03	5.03	5.03

Information correct as at 11 April 2014

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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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