



Kingfisher Analyst Estimates (as of 20th June 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	4.2%	3.1%	2.8%
Castorama France	1.3%	1.9%	2.0%
Brico Dépôt France	(0.2)%	1.5%	1.8%
Poland	4.8%	2.6%	2.4%
China	0.7%	2.6%	2.5%

Retail profit summary

£ millions	Jan 2014/15	Jan 2015/16	Jan 2016/17
	Full year	Full year	Full year
UK & Ireland	286	326	367
France	401	431	459
Poland	135	145	157
China	(3)	1	3
Other	29	42	51
Other International	161	188	212
Total retail profit	848	945	1,038
Associate and JV interest and tax	(8)	(9)	(9)
Central costs	(42)	(44)	(45)
Interest	(4)	(1)	2
Profit before tax	794	891	986
Tax	(204)	(227)	(249)
Profit after tax	590	664	737
Earnings per share	24.9	28.2	31.7
Euro rate	1.22	1.22	1.22
PLN rate	5.08	5.09	5.09

Information correct as at 19 June 2014

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.

Link: <http://www.kingfisher.com/index.asp?pageid=79>