



Launched first ever City & Guilds Diploma in retailing & horticulture, endorsed by Alan Titchmarsh



More than 10,000 people have been trained in DIY at B&Q's YCDI classes



Sales of B&Q Colours red paint outstrips magnolia 2:1 as homeowners look to brighten up their homes



29 Focus stores acquired saving 570 jobs with 230 new jobs created. 5 stores re-opened as B&Q stores by 6<sup>th</sup> August, 11 to open 22nd-24th September, remainder opening 6th-8th October

## Highlights, First Half 2011



Trade Point welcomed their 650,000<sup>th</sup> customer & celebrated their first anniversary of national Trade Point coverage in store



65% increase in fruit sales. This year we have sold over 1 million individual strawberries in the first half



JCB sold over 500,000 units



diy.com



23% of leisure furniture & 35% of BBQ's are group sourced



65 group sourced indoor lights currently on sale at B&Q. Floor lamps up 29.5% YOY. Number of lamps sold would light up every hotel room in Las Vegas 10 times over.



Motoring up 132% YOY



Group sourced Kingfisher MacAllister power tools up 7.3% YOY at B&Q



43.46m meters of wallpaper sold. Standard wallpaper including Colours range is up 8% YOY



25% increase in patio pots of instant colour, selling over half a million in the first half



Switches & Sockets in chrome & stainless steel up 25% YOY



1 and a 1/2 lawn mowers were sold every minute