

BALMY WEATHER  
STATS

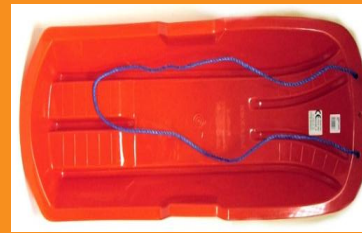


Sold as many BBQs in the last week of September as in the whole month of June

One half of the country was basking in sun whilst the other half was getting ready for winter



In the same week in September we saw a 29,000% uplift in sales of rock salt compared to previous year



1,500 sledges flew off the shelf during the same week



Garden Power up 3.3% in the quarter  
One lawnmower sold a minute.



Winter grit & snow shovels up 78% YOY in the quarter

### B&Q Product Highlights Quarter 3, 2011



Insulation up 15% YOY



Fires up 19% despite it being a milder October



diy.com



Energy saving light bulbs up 22% YOY



Dry weather during Q3 saw Solar Lights soar to a record 50% volume YOY

CHRISTMAS



Lapland is the best selling Christmas decoration range to date, with the Booties being the best selling individual decoration



The best selling coloured Christmas Tree is the 3ft pink tree



320,000 real Christmas trees landed in store in November. B&Q sells more real Christmas trees than any other retailer



The Eiger Christmas tree is the best selling artificial tree to date



Fairytale is the second best selling decorative collection