



B&Q

B&Q PRODUCT HIGHLIGHTS

for the financial year ending
2 February 2013

“while the weather hampered garden projects, Brits brightened up their homes with new interior designs”

The background of the slide features a modern interior design. On the left, a yellow and green ergonomic office chair is partially visible. On the right, a red modern chair is also partially visible. The background is a light grey wall with two vertical, textured red brushstrokes. The right side of the slide is a solid red vertical bar.

In total interior paint sales grew +9%; best sellers in B&Q's Colours range were Classic Red (+25%) and Light Rain (+48%).

Paint mixing +14% helped by Valspar partnership.



Wet weather saw some seasonal effects; summer bedding -23%, greenhouses -28%, pots and planters -12%.



Lawnmower sales +13% as wet weather extended the growing season.



The cold winter saw fuel sales +58% with 600k more bags of logs and coal sold. Grit was +29%; an extra 75,000 bags of salt were sold.



Watering as a category was down 30% however water butts were up 38.5% and we sold enough hosepipes to stretch from London to New York and back.



6% more rolls of designer wallpaper were sold over the year.



Increased awareness of safety sees sales of carbon monoxide alarms rise +88%.



A wet summer saw Wellington boot sales rise +25%, flood pumps +23%.



LED Bulbs were up over 75%, while bathroom lighting was up +11%, driven by new ranges.



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You can do it