

**Tuesday 21 November 2017: Q3 to 31 October 2017**  
**Kingfisher reports sales of £3.0 billion, LFL<sup>(1)</sup> down 0.5%**

	Sales 2017/18 £m	% Total Change Reported	% Total Change Constant currency	% LFL Change Constant currency
<b>UK &amp; Ireland</b>	<b>1,274</b>	<b>+2.5%</b>	<b>+2.5%</b>	<b>+1.5%</b>
- B&Q UK & Ireland	875	(2.8)%	(2.9)%	(1.9)%
- Screwfix	399	+16.6%	+16.6%	+10.2%
<b>France</b>	<b>1,153</b>	<b>+0.4%</b>	<b>(3.5)%</b>	<b>(4.1)%</b>
- Castorama	627	+1.2%	(2.6)%	(3.2)%
- Brico Dépôt	526	(0.7)%	(4.6)%	(5.2)%
<b>Other International</b>	<b>616</b>	<b>+9.3%</b>	<b>+3.2%</b>	<b>+2.7%</b>
- Poland	379	+11.9%	+6.1%	+6.0%
- Russia	109	+8.6%	(1.4)%	(3.7)%
- Spain	79	(2.0)%	(5.5)%	(4.0)%
- New Country Development <sup>(2)</sup>	49	n/a	n/a	n/a
<b>Total Group</b>	<b>3,043</b>	<b>+3.0%</b>	<b>+0.3%</b>	<b>(0.5)%</b>

- Q3 LFL down 0.5% reflecting continued weak sales in France and slightly lower impact from business disruption than H1
- Remain comfortable with FY 17/18 consensus underlying PBT expectations<sup>(3)</sup>
- Remain on track to deliver our full year strategic milestones
- Returned a further £237m (76m shares) year to date via share buyback of previously announced c.£600m capital return<sup>(4)</sup>

**Véronique Laury, Chief Executive Officer, said:**

“Q3 has followed a similar course to the first half. We have seen strong growth at Screwfix and Poland offset by continued weak sales in France, alongside some business disruption from our ONE Kingfisher plan, principally reflecting product availability and clearance. We continue to act on the causes of this disruption, which we are confident will ease.

“We remain on track to deliver our full year strategic milestones, for the second year in a row. With plans in place to support our overall performance, we remain comfortable with full year profit expectations.

“We remain confident in our ability to deliver our long-term plan and in the financial and customer benefits it will generate. Early customer reaction to our new ranges continues to be encouraging. We recognise that the transformation plan involves a lot of change for our colleagues and appreciate their continued hard work and expertise.”

### Q3 trading highlights by division (in constant currencies):

#### UK & IRELAND

- Total sales +2.5%. LFL +1.5% reflecting continued strong Screwfix performance and modest price inflation
  - **B&Q UK & Ireland** sales -2.9% (LFL -1.9%) reflecting annualisation of completed store closure programme. LFL of seasonal -7.1% reflecting a strong comparative (Q3 16/17: +5.3%). LFL of non-seasonal, including showroom -0.6%
  - **Screwfix** sales +16.6%. LFL +10.2% driven by its leading digital capability, new and extended specialist ranges and new outlets

#### FRANCE

- Total sales -3.5% (LFL -4.1%). Sales for the home improvement market (Banque de France data<sup>(5)</sup>) +0.6% in Q3
  - **Castorama** sales -2.6% (LFL -3.2%). LFL of seasonal -9.3% reflecting a strong comparative (Q3 16/17: +5.9%). LFL of non-seasonal, including showroom -2.0%
  - **Brico Dépôt** sales -4.6% (LFL -5.2%)

#### OTHER INTERNATIONAL

- Sales in **Poland** +6.1% (LFL +6.0%) reflecting a continued good performance in a supportive market. LFL of seasonal +4.7% against a strong comparative (Q3 16/17: +7.8%). LFL of non-seasonal, including showroom +6.1%

### FY 17/18 technical guidance:

#### Income statement:

- Following proposed legislation in France, a corporate tax surcharge is expected to increase our group tax charge by c. €25m for FY 17/18. This is not expected to recur in subsequent years

### Footnotes

<sup>(1)</sup> Like-for-like sales growth representing the constant currency, year on year sales growth for stores that have been open for more than a year

<sup>(2)</sup> Brico Dépôt Romania, Brico Dépôt Portugal and Screwfix Germany

<sup>(3)</sup> Analyst consensus of underlying profit before tax of £785m for FY 17/18 at FX Euro/GBP rate of 1.15, see <http://www.kingfisher.com/index.asp?pageid=79> for more detail. Underlying profit before tax is used to report the performance of the underlying business at a Group level, including the sustainable benefits of our transformation programme. This is stated before the short-term costs associated with our transformation programme, exceptional items and FFVR.

<sup>(4)</sup> Through to end of FY 18/19 (over and above the annual ordinary dividend); now returned £437m of the c.£600m

<sup>(5)</sup> Includes relocated and extended stores <http://webstat.banque-france.fr/en/browse.do?node=5384326>

### Contacts

	Tel:	Email:
Investor Relations	+44 (0) 20 7644 1082	<a href="mailto:investorenquiries@kingfisher.com">investorenquiries@kingfisher.com</a>
Media Relations	+44 (0) 20 7644 1030	<a href="mailto:corpcomms@kingfisher.com">corpcomms@kingfisher.com</a>
Teneo Blue Rubicon	+44 (0) 20 7260 2700	<a href="mailto:Kfteam@teneobluerubicon.com">Kfteam@teneobluerubicon.com</a>



This announcement can be downloaded from [www.kingfisher.com](http://www.kingfisher.com). Data tables for Q3 sales FY17/18 are available for download in excel format at <http://www.kingfisher.com/index.asp?pageid=59>. We can be followed on Twitter @kingfisherplc with the Q3 results tag #KGFQ3. Kingfisher American Depository Receipts are traded in the US on the OTCQX platform:(OTCQX: KGFHY) <http://www.otcmartets.com/stock/KGFHY/quote>

Our next announcement will be our full year results on 21 March 2018. The results will be presented as an audio webcast followed by a live Q&A.

## **Forward-looking statements**

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