



Full year results for the year ended 31 January 2022

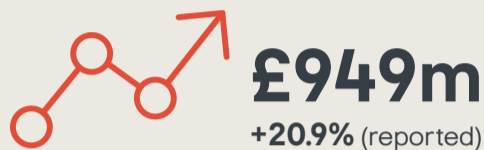
A year of record sales and profits

Group highlights

Total sales



Adjusted pre-tax profit



Dividend



Capital return



Returning over £550m to shareholders, including ongoing £300m share buyback programme

Geographic summary

¹ Variance in constant currency

UK & Ireland

Sales: £6.5bn
+11.8% LFL

Retail profit: £794m
+16.7%¹



France

Sales: £4.5bn
+9.3% LFL

Retail profit: £221m
+28.0%¹



Poland

Sales: £1.5bn
+0.3% LFL

Retail profit: £135m
-1.5%¹



Iberia

Sales: £366m
+23.2% LFL

Retail profit: £12m
n/a



Romania

Sales: £279m
+15.0% LFL

Retail loss: -£11m
+16.4%¹



Delivering against **Powered by Kingfisher** strategic priorities ahead of schedule

E-commerce

18%
of Group sales
(vs 8% 2 years ago)



SCREWFIX=SPRINT

One hour delivery service launched

Online marketplace

launched at B&Q,
with up to

100,000 **B&Q**

extra products within 6 months



Capturing the trade customer opportunity

Kingfisher's revenue is evenly balanced across DIY and DIFM / Trade²



A record 70
Screwfix stores opened

+33% 2-year LFL B&Q TradePoint sales



Own Exclusive Brands (OEB)

45% of
Group sales



+19%
2-year
like-for-like



Adapting store footprint

27
compact store
tests ongoing across
UK, France and Poland



Up to 40 big box stores
targetted for rightsizing over the next 10 years

Responsible business

44% Group sales
from sustainable home products



Helped over 1.5m
people with housing needs
since FY 2016/17



² Do It Yourself / Do It For Me

Accelerating investments for growth

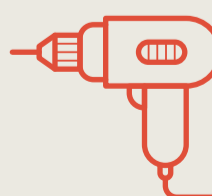
Extend marketplace to France and Poland



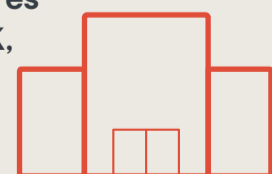
Further own brand differentiation



All banners increasing focus on trade, with TradePoint targeting £1bn+ sales



Screwfix to open new stores in the UK, Ireland and France



Planning rapid expansion of Poland stores over next five years