

B&Q plc

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Great Britain

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Type of organization: Chain ✓ Franchise Cooperative

Owned by: Kingfisher plc

Managing director: Euan Sutherland (Chief executive UK)

Buying director: Veronique Laury-Deroubaix (Group commercial director)

Marketing director: Katherine Paterson

	12/10	06/10	12/10	06/10
Total number of stores: (DIY and garden centres)	321	321	Total sales area: 2 412 347 m ²	2 420 000 m ²
Profile of sales areas:	3 000 - 10 000 m ²		Average sales area:	7 515 m ²

	12/10	06/10	12/10	06/10
Number of garden centres:	321	321	Total sales area: 628 518 m ²	628 518 m ²
Profile of sales areas:	500 - 3 000 m ²		Average sales area:	1 958 m ²

Net turnover 2010: € 4 563 mio **2009:** € 4 236 mio **2008:** € 4 699 mio
(DIY and garden centres)

Average turnover per m²: € 1 793

Planned new openings 2011: Revamp 9 large and 28 medium stores, open 1 new store

Other store types operated by parent company: Screwfix (162) in the UK. Castorama stores in France (102), Poland (53) and Russia (14). Brico Dépôt stores in France (101), Spain (17) and Poland (6). Koçtaş stores in Turkey (30).

DIY activities in other countries: B&Q stores in China (41) and in Ireland (9). Expansion to Brazil and India is being considered.

Other: 240 stores are run as B&Q Warehouses, Mini-Warehouses or Extra Stores (5 000 m² +), the remainder as Supercentre stores (3 000 - 5 000 m²).
Net sales refer to UK and Ireland, 2010: £ 3.9 bn.
350 stores are planned as long-term store target.

Closures, mergers, takeovers since 1994

- 1995 **Texas** (240 stores) was taken over by **Sainsbury Homebase**; Homebase logo since 1997.
- 1995 **Hampden** (10 stores) was taken over by **Sainsbury Homebase**; Homebase logo since 1997.
- 1998 **Do It All** (143 stores) was taken over by **Focus** in August.
- 1999 **Dickens** (5 stores) was taken over by **B&Q**.
- 2000 **Wickes** (132 stores) was taken over by **Focus Do It All** in September.
- 2000 **Great Mills** (93 stores) was taken over by **Focus Do It All** in December.
- 2004 **Wickes** (175 stores) was sold to builders' merchant **Travis Perkins**.
- 2006 **Budget Diy** (7 stores) ceased trading.
- 2008 **Trade Depot** (9 stores) was closed at the end of the year.



United Kingdom

Population 2010	62.0 mio
Area	245 000 km²
Rate of inflation 2010	2.3%
Rate of unemployment 2010	7.8%
GDP 2010	€ 1 694.5 bn
Real change to GDP 2010	1.3%
GDP per capita 2010	€ 27 300

CZ

Czechia

Bauhaus
Baumax
Globus
Hornbach
Obi

D

Germany

Bauhaus
Bauprofi
Bauspezi
Baywa
bb-Baumarkt
EMV-Profi
Eurobaustoff
Extra Bau & Hobby
Famila
Globus/Hela
Hagebaumarkt
Hellweg
Herkules
Hornbach
JRB
Kaufland/Handelshof
KEM-Group (Krämer)
Knauber
Leitermann
Markant
Max Bahr
NSB
Obi
Plaza
Praktiker
Raab Karcher
Raiffeisen Baucenter
Real
Stabilo
Toom/B 1
V-Baumarkt
Werkmarkt
Zeus

DK

Denmark

A-Z
Bauhaus
Bilka
Bygma
Danbuy
Harald Nyborg
Jem & Fix
Silvan
Stark
XL-Byg

E

Spain

Aki
Bauhaus
Brico Centro
Brico Dépôt
Brico Group
Brico-Todo
Bricofac
Bricohouse
Bricoking
Bricomart
Bricomaster
Bricor
Bricorama
Cifec
Don Bricolage
Habitable
IZI
La Plataforma
Leroy Merlin
Mr. Bricolage
Polanco
Sagrera Canarias
Soriano

EST

Estonia

Bauhaus
Bauhof
Ehituse ABC
Espak
K-Rauta

ET

Egypt

Dary
Home Centre

F

France

Batkor
BHV
Brico Dépôt
Brico Pro
Bricodeal
Bricolex
Bricoman
Bricomarché
Bricorama
Castorama
Catena
Ginisty

La Boîte à Outils
Leclerc-BBJ
Leroy Merlin
Les Briconautes
Master Pro
Mr. Bricolage
Raiffeisen
Weldom

FIN

Finland

Bauhaus
Byggmax
Clas Ohlson
K-Rauta
Rautia
Starkki
Värisilmä

GB

United Kingdom

Arnold Laver
B&Q
Chaplins
Clas Ohlson
Decora
Fads
Focus
Gardiner Haskins
Godfrey
Home Hardware
Homebase
Leekes
Mica DIY
Poores
Robert Dyas
Roys of Wroxham
Screwfix
Tasker's
The Range
Trago Mills
Wickes
Wilkinson

GR

Greece

Leroy Merlin
Praktiker