

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 Division)

Buying director: John Colley (Commercial director)

Marketing director: Warren Scarr

	12/09	06/09	12/09	06/09
Total number of stores: (DIY and garden centres)	321	322	Total sales area: 2 420 000 m ²	2 401 000 m ²
Profile of sales areas:	3 000 - 10 000 m ²		Average sales area:	7 538 m ²

	12/09	06/09	12/09	06/09
Number of garden centres:	321	320	Total sales area: 628 518 m ²	644 428 m ²
Profile of sales areas:	500 - 3 000 m ²		Average sales area:	1 958 m ²

Net turnover 2009: € 4 487 mio **2008:** € 4 699 mio **2007:** € 4 813 mio
(DIY and garden centres)
Average turnover per m²: € 1 854

Product ranges and percentage share of turnover:			
✓ Wood or synthetics	5.00%	✓ Building materials, Tiles	20.00%
✓ Sanitation, Heating	10.00%	✓ Tools, Machines	10.00%
✓ Hardware, Locks, Fittings	10.00%	✓ Paints, Accessories	10.00%
✓ Decor, Floorcoverings	10.00%	✓ Electrical, Lighting	5.00%
✓ Gardening, Furniture	20.00%	Other	

Planned new openings 2010: 1% increase in total floorspace planned during the year

Other store types operated by parent company: Screwfix (147) in the UK. Castorama stores in France (101), Poland (50) and Russia (12). Brico Dépôt stores in France (100), Spain (16) and Poland (6). Koçtaş stores in Turkey (26).

DIY activities in other countries: B&Q stores in China (43) and in Ireland (9).

Other: 119 stores are run as "B&Q Warehouses" (10 000 m²), the remainder as medium stores (3 000 - 5 000 m²).

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 down at the end of 2008.



United Kingdom

Population 2009	61.6 mio
Area	245 000 km²
Rate of inflation 2009	2.2%
Rate of unemployment 2009	8.0%
GDP 2009	€ 1 594.2 bn
Real change of GDP 2009	-5.0%
GDP per capita 2009	€ 25 800

E**Spain**

Aki
 Bauhaus
 Brico Centro
 Brico Dépôt
 Brico Group
 Brico House
 Brico-Todo
 Bricofac
 Bricoking
 Bricomart
 Bricomaster
 Bricor
 Bricorama
 Habitable
 IZI
 Leroy Merlin
 Mr. Bricolage

EST**Estonia**

Bauhof
 Ehituse ABC
 Espak
 K-Rauta

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
 Clas Ohlson
 K-Rauta
 Rautia
 Starkki
 Teesi
 Värisilmä

GB**United Kingdom**

B&Q
 Chaplins
 Clas Ohlson
 Decora
 Fads
 Focus
 Gardiner Homecentre
 Godfrey
 Home Hardware
 Homebase
 Laver
 Leekes
 Mica Hardware
 Poores
 Rapid Hardware
 Robert Dyas
 Roys
 Screwfix
 Tasker's
 Trago Mills
 Wickes
 Wilkinson

GR**Greece**

Leroy Merlin
 Praktiker

H**Hungary**

Bauhaus
 Baumax
 Bricostore
 Obi
 Praktiker

HR**Croatia**

Bauhaus
 Baumax
 Bricostore
 Maras
 Merkur
 Obi
 Pevec

I**Italy**

Brico IO
 Brico OK
 Bricocenter
 Bricofer
 Bricoitalia
 Bricoland
 Bricoman
 Bricomania
 Brikò
 Castorama
 Castoro
 Centri FDT
 Eurobaustoff
 Ganbrico
 Italbrico
 Jo-ho
 La Prealpina
 Leroy Merlin
 Obi
 Punto Brico
 Puntolegno
 Self
 Utility

IL**Israel**

Ace Hardware
 Home Center

IRL**Ireland**

Arro
 Atlantic
 B&Q
 Homebase
 Woodie's DIY

IS**Iceland**

Byko
 Húsasmíðjan

J**Japan**

Cainz
 Daiki
 Daiyu Eight