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Kesko's sales in July

Kesko Group's sales in July 2023 totalled €908.8 million, representing a decrease of 1.3%.

"Sales in July grew in all grocery trade division businesses. Sales grew also in the car trade division in all car trade business areas. In the building and technical trade division, sales decreased as construction activity weakened, says Mikko Helander, Kesko's President and CEO.

Sales in the grocery trade division totalled €513.1 million in July, an increase of 1.7%. Grocery sales to K Group grocery stores increased by 1.3%. Sales grew in K-Citymarket's home and speciality goods (non-food). Kespro's sales increased by 6.0%.

Sales in the building and technical trade division totalled €302.9 million in July, representing a decrease of 9.6% in comparable terms in local currencies. Sales in building and home improvement trade decreased by 9.9% in comparable terms. Onninen's sales decreased by 9.2% in comparable terms. Sales decreased in comparable terms by 9.6% in Finland, 16.1% in Sweden, and 5.4% in Norway. Reported sales in the building and technical trade division decreased by 7.2%.

Sales in the car trade division totalled €94.4 million in July, an increase of 4.0% in comparable terms. Sports trade has been part of the division from 1 April 2023 onwards. Prior to that, sports trade was part of the building and technical trade division. Car trade sales increased by 8.6% in comparable terms. In July, registrations of new cars in Finland were up by 16.2% in passenger cars and by 11.5% in vans compared to the year before. The number of used passenger cars sold in Finland increased by 9.6% year-on-year. Sports trade sales decreased by 19.5%. Reported sales for the car trade division increased by 2.6%.

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Kesko Group's sales in euros, excluding VAT, in July 2023:

	July 2023	Change, %	Comparable change, %
	€ million		
Grocery sales to K Group grocery stores and non-food sales, total	416.6	+0.7	+0.7
Kespro	96.5	+6.0	+6.0
Grocery trade, total	513.1	+1.7	+1.7
Building and home improvement trade	147.4	-13.5	-9.9
Onninen	160.4	-0.7	-9.2
Building and technical trade, total	302.9	-7.2	-9.6
Car trade	82.5	+6.9	+8.6
Sports trade	11.9	-19.5	-19.5
Car trade, total	94.4	+2.6	+4.0
Common functions and	-1.6		

eliminations			
Grand total	908.8	-1.3	-2.1
Finland, total	764.8	-0.7	-0.5
Other countries, total	144.0	-4.5	-9.7
Grand total	908.8	-1.3	-2.1

Kesko Group sales in euros, excluding VAT, in January-July 2023:

	1.1.-31.7.2023		Comparable change, %
	€ million	Change, %	
Grocery sales to K Group grocery stores and non-food sales, total	2,985.3	+3.8	+3.8
Kespro	684.0	+16.3	+16.3
Grocery trade, total	3,669.4	+5.9	+5.9
Building and home improvement trade	1,208.4	-19.3	-16.2
Onninen	1,376.0	+5.1	-1.0
Building and technical trade, total	2,545.0	-7.9	-9.1
Car trade	652.1	+26.0	+27.8
Sports trade	102.5	-13.3	-13.3
Car trade, total	754.5	+18.7	+20.0
Common functions and eliminations	-14.2		
Grand total	6,954.7	+1.6	+1.2
Finland, total	5,737.3	+3.7	+3.8
Other countries, total	1,217.4	-7.4	-10.0
Grand total	6,954.7	+1.6	+1.2

Change % indicates the change when compared to the corresponding period of the previous year. The comparable change % has been calculated in local currencies and excluding the impact of acquisitions and divestments completed in 2022 and 2023.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2022 and 2023, in accordance with the dates of completion. In 2022, Kesko completed the acquisitions of the Swedish Kungälv's Trävaruaktiebolag in March, Föllinge Såg AB and Djurbergs Järnhandel Aktiebolag in September, and XL-BYGG Bergslagen AB in October, as well as the acquisition of the Norwegian Seljord Elektriske AS in June. In 2023, Kesko has completed the acquisition of Elektroskandia Norge AS in Norway in March, and Zenitec Sweden AB in Sweden in April. At the end of March 2023, Kesko completed the divestment of its MAN business (trucks and buses).

In both July 2023 and January-July 2023, the number of delivery days equalled that of the year before in Kesko's grocery trade and in building and technical trade in Finland, Sweden and Norway. Saturdays are wholesale delivery days in grocery trade, but not in building and technical trade. Under normal circumstances, one delivery day has an approximately 2-4% impact on Kesko's wholesale, depending on the division.

Car trade market statistics by the Finnish Information Centre of Automobile Sector.

Kesko publishes advance information on the retail sales of K Group's stores quarterly in connection with interim reports.

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