## Interim report for 1 January - 31 March 2011

Financial performance in brief:
*The Group's net sales for January-March increased by 7.4\%.
*The operating profit excluding non-recurring items for January-March was $€ 34.9$ million, up $€ 14.0$ million on the previous year ( $€ 20.9$ million).
*The Kesko Group's net sales are expected to increase during the next twelve months. The operating profit excluding non-recurring items is expected to grow during the next twelve months, regardless of significant expansion costs of the store site network. The Group has amended its guidance on profitability performance. Previously, the operating profit excluding non-recurring items was expected to remain at the achieved level.

Key performance indicators

|  | $\mathbf{1 - 3 / 2 0 1 1}$ | $\mathbf{1 - 3 / 2 0 1 0}$ |
| :--- | ---: | ---: |
|  | 2,103 | 1,958 |
| Net sales, $€$ million |  |  |
| Operating profit excl. non- | 34.9 | 20.9 |
| recurring items, $€$ million | 35.7 | 20.9 |
| Operating profit, $€$ million | 36.1 | 21.9 |
| Profit before tax, $€$ million | 64.1 | 42.0 |
| Capital expenditure, $€$ million | 0.25 | 0.15 |
| Earnings/share, $€$, diluted |  |  |
| Earnings/share excl. non- | 0.24 | 0.15 |
| recurring items, $€$, basic |  |  |
|  | $\mathbf{3 1 . 3 . 2 0 1 1}$ | $\mathbf{3 1 . 3 . 2 0 1 0}$ |
|  | 54.4 | 51.3 |
| Equity ratio, \% | 22.04 | 19.69 |
| Equity/share, $€$ |  |  |

## FINANCIAL PERFORMANCE

Net sales and profit for January-March 2011
The Group's net sales in January-March 2011 were $€ 2,103$ million, which is $7.4 \%$ up on the corresponding period of the previous year ( $€ 1,958$ million). In Finland, net sales increased by $6.6 \%$ and in other countries by $12.7 \%$. International operations accounted for $14.6 \%$ (13.9\%) of the net sales. In the food trade, net sales grew by $3.9 \%$, and K-food stores' grocery sales performance was up $4.9 \%$. In the home and speciality goods trade, net sales decreased by $2.0 \%$ and in the building and home improvement trade, net sales increased by $15.1 \%$. In the car and machinery trade, net sales grew by $18.1 \%$, in comparable terms by $26.1 \%$.

| 1-3/2011 | Net sales, <br> $\mathbf{M} €$ | Change, \% | Operating profit <br> excl. non- <br> recurring items, <br> $\mathbf{M} €$ | Change, <br> $\mathbf{M} €$ |
| :--- | ---: | :---: | ---: | ---: |
| Food trade | 948 | +3.9 | 41.4 | +9.7 |
| Home and <br> speciality goods <br> trade | 348 | -2.0 | -7.4 | -7.5 |
| Building and home <br> improvement trade | 570 | +15.1 | -9.1 | +4.7 |

Car and machinery
trade
Common
operations and
eliminations
Total

279

$$
+18.1
$$

12.2

| +2.9 | -2.2 | +1.3 |
| :--- | ---: | ---: |
| +7.4 | $\mathbf{3 4 . 9}$ | +14.0 |

The operating profit excluding non-recurring items for January-March was $€ 34.9$ million ( $€ 20.9$ million), representing $1.7 \%$ ( $1.1 \%$ ) of the net sales. Profitability improved in the food trade, the building and home improvement trade and the car and machinery trade.

Operating profit was $€ 35.7$ million ( $€ 20.9$ million). The operating profit includes a total of $€ 0.8$ million of non-recurring items. The Group's profit before tax for January-March was $€ 36.1$ million ( $€ 21.9$ million).

The Group's earnings per share were $€ 0.25$ ( $€ 0.15$ ). The Group's equity per share was €22.04 (€19.69).

In January-March, the K-Group's (i.e. Kesko's and the chain stores') retail and B2B sales (VAT 0\%) were $€ 2,520$ million, up $7.4 \%$ compared to the previous year. During the same period, K-food stores' grocery sales grew by $4.9 \%$ (VAT 0\%). In January-March, the KGroup chains' sales entitling to K-Plussa points were €1,271 million excluding tax, up $3.5 \%$ compared to the previous year. In January-March, the K-Plussa customer loyalty programme gained 21,838 new households. At the end of March, there was 2,106,779 K-Plussa households.

## Finance

In January-March, the cash flow from operating activities was $€-25.3$ million ( $€ 8.0$ million). The cash flow from operating activities was negatively impacted by higher inventories and receivables. The cash flow from investing activities was $€-67.7$ million ( $€-41.5$ million). It included $€ 1.7$ million ( $€ 1.1$ million) of proceeds from the sales of fixed assets.

Throughout January-March, the Group's liquidity and solvency remained at an excellent level. At the end of the period, liquid assets totalled $€ 724$ million ( $€ 687$ million). Interestbearing liabilities were $€ 444$ million ( $€ 458$ million) and interest-bearing net liabilities $€$-279 million ( $€-229$ million) at the end of March. Equity ratio was $54.4 \%$ ( $51.3 \%$ ) at the end of the period.

In January-March, the Group's net finance costs were $€ 0.6$ million (net finance income € 0.8 million).

## Taxes

The Group's taxes in January-March were $€ 11.2$ million ( $€ 6.9$ million). The effective tax rate was $31.0 \%$ (31.4\%), affected by loss-making foreign operations.

## Capital expenditure

In January-March, the Group's capital expenditure totalled $€ 64.1$ million ( $€ 42.0$ million), or $3.0 \%(2.1 \%)$ of the net sales. Capital expenditure in store sites was $€ 54.6$ million ( $€ 32.5$ million) and other capital expenditure $€ 9.5$ million ( $€ 9.5$ million). Capital expenditure in foreign operations represented $19.6 \%$ (39.5\%) of total capital expenditure.

## Personnel

In January-March, the average number of employees in the Kesko Group was 18,158 $(17,557)$ converted into full-time employees. In Finland, the average increase was 69 people, while outside Finland, it was 531.

At the end of March 2011, the total number of employees was $21,670(21,059)$, of whom $12,140(12,110)$ worked in Finland and $9,530(8,949)$ outside Finland. Compared to the end of March 2010, there was an increase of 30 people in Finland and 581 people outside Finland.

In January-March, the Group's staff cost increased by €9.7 million, or by $7.6 \%$, compared to the previous year.

## SEGMENTS

## Seasonal nature of operations

The Group's operating activities are affected by seasonal fluctuations. The net sales and operating profits of the reportable segments are not earned evenly throughout the year. Instead, they vary by quarter depending on the characteristics of each segment.

## Food trade

|  | $\mathbf{1 - 3 / 2 0 1 1}$ | $\mathbf{1 - 3 / 2 0 1 0}$ |
| :--- | ---: | ---: |
| Net sales, $€$ million <br> Operating profit excl. non- <br> recurring items, $€$ million | 948 | 912 |
| Operating profit as $\%$ of <br> net sales excl. non- | 41.4 | 31.7 |
| recurring items <br> Capital expenditure, $€$ | 4.4 | 3.5 |
| million | 30.9 | 16.5 |
|  |  |  |
| Net sales, $€$ million | $\mathbf{1 - 3 / 2 0 1 1}$ | Change, \% |
| Sales to K-food stores | 734 | +4.2 |
| Kespro | 164 | +4.8 |
| Others | 50 | -2.5 |
| Total | 948 | $\mathbf{+ 3 . 9}$ |

## January-March 2011

In Kesko's food trade, the net sales for January-March were €948 million (€912 million), up $3.9 \%$. During the same period, the grocery sales of K-food stores increased by $4.9 \%$ (VAT $0 \%$ ). Good sales performance was achieved especially by K-citymarkets and Ksupermarkets. The sales performance of Pirkka products was excellent and sales growth stood at $28.3 \%$ (VAT 0\%). In January-March, the growth rate of the total grocery trade market in Finland is estimated at some $3.5 \%$ (VAT 0\%) compared to the previous year (Kesko's own estimate). The sales performance was adversely impacted by all of Easter sales falling in the second quarter of this year. The price change in the grocery market is estimated to have stood at some 4\% compared to the previous year (VAT 0\%, Kesko's own estimate).

In January-March, the operating profit excluding non-recurring items of the food trade was $€ 41.4$ million ( $€ 31.7$ million), or $€ 9.7$ million up on the previous year. Sales growth is partly attributable to increased selections of Pirkka products and local foods in particular. Cost efficiency improved in logistics as well as purchasing and store site operations. Operating
profit was $€ 42.1$ million ( $€ 31.7$ million).
In January-March, capital expenditure in the food trade was $€ 30.9$ million ( $€ 16.5$ million), of which capital expenditure in store sites was $€ 29.0$ million ( $€ 11.5$ million).

In January-March, three new K-supermarkets and three K-markets were opened. In addition, renovations and extensions were made in 14 stores. In April, a K-citymarket was opened in Tammisto, Vantaa, another in Palokka, Jyväskylä and a K-supermarket was opened in Sysmä.

The most significant store sites being built are the new K-citymarkets in Hyvinkää, in Hämeensaari, Hämeenlinna, in Kouvola, in Karisto, Lahti, in Päivölä, Seinäjoki and in Äänekoski. K-supermarket Mäntsälä is being extended into a K-citymarket and Kcitymarket Kolmisoppi in Kuopio is being extended. New K-supermarkets are being built in Kilo, Espoo, in Hattula, in Myllypuro, Helsinki, in Jalasjärvi, in Veikkola, Kirkkonummi, in Lappeenranta, Mäntyharju, Pietarsaari, Pori, Savonlinna and Vihti. K-market Mukkula in Lahti and K-market Pähkinä in Vantaa are being extended into K-supermarkets.

Home and speciality goods trade

1-3/2011
Net sales, € million Operating profit excl. non-recurring items, € million
Operating profit as \% of net sales excl. non-recurring items
Capital expenditure, € million

| Net sales, $\boldsymbol{€}$ million | $\mathbf{1 - 3 / 2 0 1 1}$ | Change, \% |
| :--- | ---: | ---: |
| K-citymarket home |  |  |
| and speciality goods | 135 | -1.4 |
| Anttila | 109 | -3.8 |
| Intersport | 41 | -2.9 |
| Indoor | 41 | +14.3 |
| Musta Pörssi | 16 | -23.0 |
| Kenkäkesko | 6 | -7.2 |
| Total | $\mathbf{3 4 8}$ | $\mathbf{- 2 . 0}$ |

## January-March 2011

In the home and speciality goods trade, the net sales for January-March were $€ 348$ million ( $€ 355$ million), down $2.0 \%$. Asko and Sotka increased their sales. At the beginning of February, the Anttila department store in Tikkurila was closed because its lease term expired. The Anttila department store in Hämeenlinna is being converted into a Kcitymarket, which will open in October 2011. As a result of network restructuring, there were 13 less Musta Pörssi stores at the end of March.

The operating profit excluding non-recurring items of the home and speciality goods trade for January-March was $€-7.4$ million ( $€ 0.1$ million), showing a $€ 7.5$ million year-on-year decrease. In addition to sales decrease, the operating profit performance is partly attributable to the launch of Anttila's new logistics centre, as well as the development of

Anttila's and K-citymarket's home and speciality goods selection.
Capital expenditure in the home and speciality goods trade in January-March was €8.1 million ( $€ 3.5$ million).

In late March, an Anttila Koti store was opened in Tiiriö, Hämeenlinna. It is a new type of store mainly selling home and interior decoration goods. Budget Sport opened a new store in Lahti at the end of March.

The gradual introduction of Anttila's new automated logistics centre has progressed according to plan. The logistics centre will make e-commerce and department store logistics significantly more efficient.

Building and home improvement trade
1-3/2011 1-3/2010
Net sales, € million
570 495
Operating profit excl. non-recurring items, $€$ million
Operating profit as \% of net sales excl. non-recurring items Capital expenditure, € million

Net sales, € million
1-3/2011 Change, \%
Rautakesko Finland K-rauta Sweden280
+11.7
Byggmakker Norway
43
+20.4
Rautakesko Estonia
123
+13.5
Rautakesko Estonia
10
+3.2
Rautakesko Latvia
Senukai Lithuania
Stroymaster Russia
OMA Belarus
Total

| -9.1 | -13.8 |
| :--- | :--- |

$-1.6 \quad-2.8$
$18.7 \quad 18.0$

January-March 2011
In the building and home improvement trade, the net sales for January-March were €570 million ( $€ 495$ million), up $15.1 \%$. Sales in the building and home improvement trade increased in all operating countries. The growth rate and structure vary between countries in terms of private customers and B2B customers. The steadiest growth was seen in the largest markets in the Nordic countries, whereas the Baltic countries still are an uncertain basis for growth.

In January-March, the net sales in Finland were €280 million, an increase of 11.7\%. The building and home improvement product lines contributed $€ 201$ million to the net sales in Finland, an increase of $11.3 \%$. The agricultural supplies trade contributed $€ 79$ million to the net sales, up 12.8\%.

The net sales from foreign operations in the building and home improvement trade were $€ 290$ million ( $€ 244$ million), an increase of $18.6 \%$. The net sales from foreign operations increased by $14.8 \%$ in terms of local currencies. In Sweden, net sales increased by 7.3\%
in terms of kronas. In Norway, net sales increased by 9.6\% in terms of krones. In Russia, net sales increased by $20.0 \%$ in terms of rubles, and in Belarus, by $81.9 \%$ in terms of rubles. Foreign operations contributed $50.8 \%$ to the net sales of the building and home improvement trade.

The operating profit excluding non-recurring items of the building and home improvement trade was $€-9.1$ million ( $€-13.8$ million), up $€ 4.7$ million. The profit performance was impacted by the fact that sales growth was derived from basic building materials with low margins and by the costs related to the international enterprise resource planning system. Operating profit was $€-9.1$ million ( $€-13.8$ million).

Capital expenditure in the building and home improvement trade totalled $€ 18.7$ million ( $€ 18.0$ million), of which $67.3 \%$ ( $92.1 \%$ ) abroad and $85.7 \%$ in store sites.

The retail sales of the K-rauta and Rautia chains in Finland grew by $11.7 \%$ to $€ 176$ million (VAT 0\%). The sales of Rautakesko B2B Service increased by 12.2\%. As a whole, the growth rate of Rautakesko's building materials sales is estimated to have exceeded that of the market in Finland. The retail sales of the K-maatalous chain were $€ 79$ million (VAT $0 \%$ ), up 17.3\%.

In January-March, Rautakesko's chains did not open new stores. On 16 April 2011, a new K-rauta was opened in St. Petersburg, Russia. A store site for a new K-rauta was acquired in Turku, where also a new Rautia-K-maatalous store is being built. New K-rauta stores are being built in Kuopio and Kouvola. In Sweden, K-rauta stores are being built in Uppsala and Haparanda, and two more K-rauta stores in Moscow, Russia.

Car and machinery trade

|  | 1-3/2011 | 1-3/2010 |
| :--- | ---: | ---: |
| Net sales, $€$ million <br> Operating profit excl. | 279 | 236 |
| non-recurring items, <br> € million |  |  |
| Operating profit as $\%$ <br> of net sales excl. | 12.2 | 6.4 |
| non-recurring items |  |  |
| Capital expenditure, <br> € million | 4.4 | 2.7 |


| Net sales, $€$ million | $\mathbf{1 - 3 / 2 0 1 1}$ | Change, \% |
| :--- | ---: | ---: |
| VV-Auto | 218 | +28.1 |
| Konekesko | 61 | -7.3 |
| Total | 279 | $\mathbf{+ 1 8 . 1}$ |

## January-March 2011

In January-March, the net sales of the car and machinery trade were €279 million (€236 million), up $18.1 \%$. The comparable net sales of the car and machinery trade grew by $26.1 \%$. The discontinued Baltic grain and agricultural inputs trade has been eliminated from the comparable net sales.

VV-Auto's net sales for January-March were $€ 218$ million ( $€ 170$ million), an increase of $28.1 \%$. In Finland, new registrations of passenger cars increased by $22.6 \%$ and those of vans by $48.4 \%$ compared to the previous year. In January-March, the combined market
share of passenger cars and vans imported by VV-Auto was 18.9\% (19.1\%). Order books continued at a record high level. Availability of vehicles coupled with dockworkers' stoppage affected delivery times.

Konekesko's net sales for January-March were €61 million (€66 million), down 7.3\% compared to the previous year, as a result of the discontinuation of the Baltic grain and agricultural inputs trade. Konekesko's comparable net sales grew by 19.7\%. The net sales in Finland were €49 million, up 14.5\%. The net sales from Konekesko's foreign operations were $€ 13$ million, down $44.4 \%$. In line with its strategy, Konekesko concentrates on the machinery trade also in the Baltic countries.

In January-March, the operating profit excluding non-recurring items of the car and machinery trade was $€ 12.2$ million ( $€ 6.4$ million), which was $€ 5.9$ million higher than in the previous year. The strong profit is attributable to excellent sales performance and cost management. The operating profit for January-March was $€ 12.2$ million ( $€ 6.4$ million).

Capital expenditure in the car and machinery trade was $€ 6.0$ million ( $€ 4.0$ million) in January-March.

## Changes in the Group composition

There were no significant changes in the Group composition during the reporting period.

## Shares, securities market and Board authorisations

At the end of March 2011, Kesko Corporation's share capital totalled $€ 197,282,584$. Of all shares $31,737,007$, or $32.2 \%$, were A shares and $66,904,285$, or $67.8 \%$, were $B$ shares. The aggregate number of shares was $98,641,292$. Each A share entitles to ten (10) votes and each B share to one (1) vote. During the reporting period, there were no changes in the company's share capital or the number of shares.

The price of a Kesko A share quoted on NASDAQ OMX Helsinki (the Helsinki stock exchange) was $€ 34.70$ at the end of 2010 , and $€ 32.89$ at the end of March 2011, representing a decrease of $5.2 \%$. Correspondingly, the price of a B share was $€ 34.93$ at the end of 2010, and $€ 33.00$ at the end of March 2011, representing a decrease of $5.5 \%$. In January-March, the highest A share price was $€ 36.00$ and the lowest was $€ 30.26$. For B share, they were $€ 35.81$ and $€ 29.86$ respectively. In January-March, the Helsinki stock exchange (OMX Helsinki) All-Share index fell by $1.9 \%$, the weighted OMX Helsinki CAP index by $0.3 \%$, while the Consumer Staples Index was down $3.9 \%$ during the same period.

At the end of March 2011, the market capitalisation of A shares was $€ 1,044$ million, while that of B shares was $€ 2,208$ million. Their combined market capitalisation was $€ 3,252$ million, a decrease of $€ 187$ million from the end of 2010. In January-March 2011, 504,558 A shares were traded on the Helsinki stock exchange at a total value of $€ 17$ million, while 17.8 million B shares were traded at a total value of $€ 580$ million.

The company operates the 2007 stock option scheme for management and other key personnel, under which the share subscription period of 2007A option rights began on 1 April 2010, that of 2007B option rights on 1 April 2011, and that of 2007C option rights will begin at the beginning of April 2012. The 2007A and 2007B option rights have also been included on the official list of the Helsinki stock exchange since the beginning of the share subscription periods. A total of 9,650 2007A option rights were traded during the reporting period at a total value of $€ 14,103$.

In addition to the authorisations by the Annual General Meeting of 4 April 2011 to acquire a total maximum of $1,000,000$ own $B$ shares and to issue a total maximum of $1,000,000$ own B shares held by the company, the Board of Directors also has the authorisation by the Annual General Meeting of 30 March 2009 to issue a maximum of 20,000,000 new B shares against payment or other consideration. The authorisations have not been used. Further information on Board authorisations is available at www.kesko.fi.

At the end of March 2011, the number of shareholders was 40,873 , which is 2,615 more than at the end of 2010. At the end of March 2011, foreign ownership of all shares was $23 \%$, and foreign ownership of B shares was $34 \%$.

## Flagging notifications

Kesko Corporation did not receive flagging notifications during the reporting period.

## Main events during the reporting period

Merja Haverinen, M.Soc.Sc., was appointed Kesko Corporation's Senior Vice President for Corporate Communications and Responsibility starting from 1 April 2011. Paavo Moilanen, Senior Vice President for Corporate Communications and Responsibility, retired on 1 April 2011, in accordance with his service contract. (Stock exchange release on 4 February 2011).

## Events after the reporting period

Kesko's Annual General Meeting was held on 4 April 2011. President and CEO Matti Halmesmäki announced in his review that Kesko Food will open four large-scale grocery stores in Russia in 2012-2013. Kesko Food's objective is to achieve $€ 500$ million in net sales and a positive operating result in Russia by 2015. The capital expenditure is estimated at $€ 300$ million in 2011-2015. At the same time with new construction, Kesko Food will continue to explore business acquisition opportunities in both St. Petersburg and Moscow. (Stock exchange release on 4 April 2011).

On 4 April 2011, Kesko's Board of Directors decided to introduce a new share-based compensation plan for some 150 Kesko management personnel and other named key personnel, in which a maximum of 600,000 own B shares held by the company can be granted to people in the target group within a period of three years. The plan encourages its participants to commit to the Kesko Group and provides them with the opportunity to receive company shares, if the targets set in the share-based compensation plan are achieved. A commitment period of three calendar years is attached to the shares issued in compensation, during which shares must not be transferred. (Stock exchange release on 4 April 2011).

## Resolutions of the 2011 Annual General Meeting and decisions of the Board's organisational meeting

Kesko Corporation's Annual General Meeting, held after the end of the reporting period on 4 April 2011, adopted the financial statements for 2010 and discharged the Board members and the Managing Director from liability. The General Meeting also resolved to distribute $€ 1.30$ per share as dividends, or a total of $€ 128,233,679.60$, as proposed by the Board of Directors. The dividend pay date was 14 April 2011. The General Meeting also resolved to leave the number of Board members unchanged at seven, elected PricewaterhouseCoopers Oy as the company's auditor, with APA Johan Kronberg as the auditor with principal responsibility, and approved the Board's proposals to authorise the Board to acquire a total maximum of $1,000,000$ own B shares, and to issue a total
maximum of 1,000,000 own B shares held by the company itself. The General Meeting also approved the Board's proposal to decide in 2011 on the donation of a total maximum of $€ 300,000$ for charitable or corresponding purposes.

The organisational meeting of Kesko Corporation's Board of Directors, held after the Annual General Meeting, decided to maintain the compositions of the Board's Audit Committee and Remuneration Committee unchanged.

More detailed information on the resolutions of the 2011 Annual General Meeting and on the decisions of the Board's organisational meeting was given in stock exchange releases on 4 April 2011.

## Responsibility

The theme of Kesko's Day of Commerce seminar was "Finland's future lies in competent and industrious people". At the same time, the nearly 700 invited guests celebrated Kesko's 70th anniversary.

For the seventh time, Kesko ranked in the list of 'the Global 100 Most Sustainable Corporations'. Kesko's ranking is now $26^{\text {th }}$, compared with $33^{\text {rd }}$ a year before.

SAM (Sustainable Asset Management) assessed Kesko's performance in responsibility work and placed it in Silver Class in the Food \& Drug Retailers sector of the SAM Sustainability Yearbook 2011. The assessment of companies in this sector included aspects such as health and nutrition, environmental systems, eco-efficiency of operations and standards of suppliers.

World Finance Magazine recognised Kesko for the best corporate governance in Finland in terms of development and reporting.

Kesko participated in the WWF's worldwide Earth Hour 2011 event by switching off office and store lights for one hour on 26 March 2011.

Kesko Food is one of the founder members of Pro Luomu ry, a registered association for organic sector operators, founded on 22 March 2011. Kesko Food's selections include nearly 700 organic products. The Pirkka range offers some 50 organic products.

## Risk management

The Kesko Group has an established and comprehensive risk management process. Risks and their management are regularly assessed within the Group and reported to the Group's management. Kesko's risk management and risks related to business operations are described in more detail in the corporate governance section of Kesko's website. During the first months of the year, no material changes have taken place in the risk components presented in Kesko's 2010 Annual report and financial statements.

The most significant risks for Kesko's operating activities in the near future are involved in the general economic development and consumer confidence in Kesko's operating area and their impacts on the Kesko Group's sales and profit performance.

The risks and uncertainties related to profit performance are described in the future outlook section of this release.

## Future outlook

Estimates of the future outlook for the Kesko Group's net sales and operating profit excluding non-recurring items are given for the 12 months following the reporting period (4/2011-3/2012) in comparison with the 12 months preceding the reporting period (4/20103/2011).

The outlook for trends in consumer demand has remained steady, as a result of high consumer confidence and continuously low interest rate levels. The trend in economic development involves significant uncertainties relating to the evolution of total production, tightening taxation and possible ramifications of disturbances in the financial market.

The steady development in the grocery trade is expected to continue. The home and speciality goods trade is expected to develop in line with the trend in private consumption. The building and home improvement market is expected to strengthen as a result of increasing housing construction. In the car and machinery trade, the sales of new cars are expected to grow, and the situation in the machinery market is expected to recover.

The Kesko Group's net sales are expected to grow during the next twelve months. During the next twelve months, the operating profit excluding non-recurring items is expected to increase regardless of significant expansion costs of the store site network.

Helsinki, 27 April 2011
Kesko Corporation
Board of Directors
The information in this interim report is unaudited.
Further information is available from Arja Talma, Senior Vice President, CFO, telephone +358 1053 22113, and Eva Kaukinen, Vice President, Corporate Controller, telephone +358 1053 22338. A Finnish-language webcast from the media and analyst briefing on the interim report can be accessed at www.kesko.fi at 11.00. An English-language web conference on the interim report will be held today at 14.30 (Finnish time). The web conference login is available at www.kesko.fi.

Kesko Corporation's interim report for the period January-June will be released on 26 July 2011. In addition, the Kesko Group's sales figures are published each month. News releases and other company information are available on Kesko's website at: www.kesko.fi.

## KESKO CORPORATION

Merja Haverinen<br>Senior Vice President, Corporate Communications and Responsibility

## ATTACHMENTS

Accounting policies
Consolidated statement of comprehensive income
Consolidated statement of financial position
Consolidated statement of changes in equity

Consolidated cash flow statement
Group performance indicators
Net sales by segment
Operating profit by segment
Operating profits excl. non-recurring items by segment
Operating margins excl. non-recurring items by segment
Capital employed by segment
Return on capital employed excl. non-recurring items by segment
Capital expenditure by segment
Segment information by quarter
Personnel average and at 31 March
Group contingent liabilities
Calculation of performance indicators
K-Group's retail and B2B sales

DISTRIBUTION
NASDAQ OMX Helsinki
Main news media
www.kesko.fi

## ATTACHMENTS:

## Accounting policies

This interim report has been prepared in accordance with the IAS 34 standard. The interim report has been prepared in accordance with the same principles as the annual financial statements for 2010, with the exception of the following changes due to the adoption of new and revised IFRS standards and IFRIC interpretations.
-IAS 24 (revised), Related Party Disclosures
-IAS 32 (amendment), Financial Instruments: Presentation - Classification of Rights Issues -IFRIC 14 (amendment), Prepayments of a Minimum Funding Requirement
-IFRIC 19, Extinguishing Financial Liabilities with Equity Instruments

- Annual amendments to the IFRSs (Annual Improvements)

The above amendments to standards and interpretations do not have a material impact on the reported income statement, statement of financial position or notes.

The Group accounts for real estate company acquisitions as acquisitions of tangible assets. Previously, real estate company acquisitions were accounted for as business combinations in accordance with IFRS 3. Adjustments relating to the cost of acquisitions have been made retrospectively.

## Consolidated income statement (€ million), condensed

|  | $\mathbf{1 - 3 /}$ | $\mathbf{1 - 3 /}$ | Change, | $\mathbf{1 - 1 2 /}$ |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 0}$ | $\%$ | $\mathbf{2 0 1 0}$ |
| Cost of goods sold | 2,103 | 1,958 | 7.4 | 8,777 |
|  | $-1,814$ | $-1,694$ | 7.1 | $-7,547$ |

Gross profit
Other operating income
Staff cost
Depreciation and impairment
charges
Other operating expenses
Operating profit
Interest income and other
finance income
Interest expense and other
finance costs
Exchange differences
Income from associates
Profit before tax
Income tax
Profit for the period
Attributable to
Owners of the parent
Non-controlling interests
Earnings per share (€) for
profit attributable to equity
holders of the parent
Basic
Diluted
Consolidated statement of
comprehensive income
(€ million)

|  | $\begin{array}{r} 1-3 / \\ 2011 \end{array}$ | $\begin{array}{r} 1-3 / \\ 2010 \end{array}$ | Change, \% | $\begin{aligned} & 1-12 / \\ & 2010 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| Net profit for the period | 25 | 15 | 66.0 | 216 |
| Other comprehensive income |  |  |  |  |
| Exchange differences on |  |  |  |  |
| translating foreign operations Cash flow hedge revaluation | -1 -5 | 3 -1 | (..) | 21 |
| Revaluation of available-forsale financial assets | -1 | 1 | (..) | 1 |
| Other items | - | - | - | -1 |
| Tax relating to other |  |  |  |  |
| comprehensive income | 1 | 0 | (..) | -6 |
| Total other comprehensive income for the period, net of |  |  |  |  |
| tax | -5 | 3 | (..) | 20 |
| Total comprehensive income for the period | 19 | 18 | 8.3 | 236 |
| Attributable to |  |  |  |  |
| Owners of the parent | 22 | 18 | 21.9 | 224 |
| Non-controlling interests | -2 | 0 | (..) | 12 |

(..) Change over 100\%

## Consolidated statement of financial position ( $€$ million), condensed

## ASSETS

Non-current assets
Tangible assets
Intangible assets
Interests in associates and other
financial assets
Loans and rece
Pension assets
Total
Current assets
Inventories
Trade receivables
Other receivables
Financial assets at fair value through

## Available-for-sale financial assets

Cash and cash equivalents
1,295
1,13
178
36
65
321
1,732

684
796
681
151

Total
Non-current assets held for sale
Total assets
31.3.2011
31.3.2010

Change, 31.12.2010
EQUITY AND LIABILITIES
Equity
Non-controlling interes
Total equity
Non-current liabilities

Interest-bearing liabilities
Non-interest-bearing liabilities
Deferred tax liabilities
2,174
56
2,231
1,938
12.2

2,152
-12.9
59
2,002
11.4

2,210

Pension obligations
229
244
-6.3
235
6
-5.9
5

Provisions 12
Total 332
Current liabilities

| Interest-bearing liabilities | 216 | 214 | 0.9 | 242 |
| :--- | ---: | ---: | ---: | ---: |
| Trade payables | 878 | 804 | 9.2 | 838 |
| Other non-interest-bearing liabilities | 459 | 496 | -7.4 | 507 |
| Provisions | 26 | 27 | -4.8 | 29 |
| Total | 1,579 | 1,540 | 2.5 | 1,616 |
|  |  |  |  |  |
| Total equity and liabilities | $\mathbf{4 , 1 4 1}$ | $\mathbf{3 , 9 2 7}$ | $\mathbf{5 . 4}$ | $\mathbf{4 , 1 6 7}$ |

(..) Change over 100\%

Consolidated statement of changes in equity ( $€$ million)
Share Issue Share Other Cur- Revalu- Re- Non- Total capital of premi- reser- rency ation tained contshare um ves trans- sur- earn- rol-
capital lation plus ings ling differ- inteences rests
Balance at

| 1.1 .2010 | 197 | 0 | 194 | 243 | -7 | -3 | 1,381 | 64 | 2,070 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Shares subscribed with options
Option cost
$0 \quad 1$
1 1
Dividends
$-89 \quad-89$
Other changes
000
Net profit for the period

15015
Other
comprehensive
income
Exchange differences on translating foreign operations
Cash flow hedge revaluation
Revaluation of available-for-sale financial assets Other components
Tax relating to other comprehensive income
Total other comprehensive income
Balance at
31.3.2010

197
$0 \quad 195 \quad 243 \quad-4$
-3 $\quad 1,310$
65 2,002
Balance at
1.1.2011

197
$0 \quad 198 \quad 243 \quad-3$
14 1,503
59 2,210
Shares
subscribed
with options
Option cost
Dividends
Other changes

Net profit for the period $25 \quad 0 \quad 25$
Other comprehensive income
Exchange
differences on
translating foreign
operations
revaluation
Revaluation of available-for-sale
financial assets
$-1 \quad-1$
Other components
Tax relating to other
comprehensive

| income |  |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Total other <br> comprehensive <br> income |  |  |  |  |  |  |  |  |  |
| Balance at |  |  |  |  |  | 1 |  |  | 1 |
| $\mathbf{3 1 . 3 . 2 0 1 1}$ | $\mathbf{1 9 7}$ | $\mathbf{0}$ | $\mathbf{1 9 8}$ | $\mathbf{2 4 3}$ | $\mathbf{- 1}$ | $\mathbf{9}$ | $\mathbf{1 , 5 2 9}$ | $\mathbf{5 6}$ | $\mathbf{2 , 2 3 1}$ |

Consolidated cash flow statement ( $€$ million), condensed
1-3/ 1-3/ Change 1-12/
20112010 \% 2010

## Cash flow from operating activities

Profit before tax
Planned depreciation
$\begin{array}{llll}36 & 22 & 65.1 & 312\end{array}$
Finance income and costs

29
$27 \quad 5.8$
116

Other adjustments
$\begin{array}{llll}1 & -1 & (. .) & -6\end{array}$
$-7$
(..)

97
Change in working capital Current non-interest-bearing trade and other receivables, $\begin{array}{lllll}\text { increase }(-) / \text { decrease }(+) & -61 & -63 & -1.9 & -15\end{array}$
Inventories
increase (-)/ decrease (+) -40 $-13 \quad$ (..) -82

Current non-interest-bearing
liabilities,
increase (+)/decrease (-) -13 55 (..) 153

| Financial items and tax | 15 | -13 | (..) | -136 |
| :--- | :--- | :--- | :--- | :--- |
| Net cash generated from |  |  |  |  |


| Net cash generated from <br> operating activities | -25 | 8 | (..) 438 |
| :--- | :--- | :--- | :--- |

## Cash flow from investing activities

| Capital expenditure | -69 | -44 | 57.8 | -367 |
| :--- | ---: | ---: | ---: | ---: |
| Sales of fixed assets <br> Increase of non-current <br> receivables | 2 | 1 | 59.2 | 124 |
| Decrease of non-current <br> receivables <br> Net cash used in investing <br> activities | 0 | - | $(.)$. | - |
| Cash flow from financing <br> activities | - | 1 | $(.)$. | 4 |
| Increase (+)/ decrease (-) in <br> interest-bearing liabilities <br> Increase (-)/decrease (+) in <br> current interest-bearing <br> receivables | -68 | -41 | 63.2 | -240 |
| Dividends paid <br> Equity increase | -29 | 8 | $(.)$. | 39 |
| Increase (-)/ decrease (+) in <br> short-term money market <br> investments | 0 | -2 | -83.6 | -11 |
| Other items <br> Net cash used in financing <br> activities | - | - | $()$. | -106 |
| Change in cash and cash <br> equivalents | 06 | -180 | $(.)$. | -114 |
| Cash and cash equivalents <br> and current portion of <br> available-for-sale financial <br> assets at 1 Jan. <br> Currency translation difference <br> adjustment and revaluation <br> Cash and cash equivalents <br> and current portion of <br> available-for-sale financial <br> assets at 31 Mar. | -57 | -176 | $(.)$. | -181 |

## (..) Change over 100\%

## Group's performance indicators

Return on capital employed, \%
Return on capital employed, \%, moving 12 mo
Return on capital employed excl. nonrecurring items, \%

| $\mathbf{1 - 3 / 2 0 1 1}$ | $\mathbf{1 - 3 / 2 0 1 0}$ | Change, <br> pp | $\mathbf{1 - 1 2 / 2 0 1 0}$ |
| ---: | ---: | ---: | ---: |
| 7.2 | 4.4 | 2.8 | 16.0 |
| 16.6 | 11.3 | 5.3 | 16.0 |
| 7.0 |  |  |  |
|  | 4.4 | 2.7 | 14.0 |
| 14.6 |  |  |  |
| 4.5 | 2.5 | 6.1 | 14.0 |
| 10.7 | 7.0 | 1.5 | 10.1 |
|  |  | 3.7 | 10.1 |

Return on equity excl. non-recurring items, \%
Return on equity excl. non-recurring items, \%, moving 12 mo
Equity ratio, \%
Gearing, \%

| 4.4 | 2.9 | 1.4 | 8.7 |
| ---: | ---: | ---: | ---: |
|  |  |  |  |
| 9.3 | 4.9 | 4.4 | 8.7 |
| 54.4 | 51.3 | 3.2 | 53.5 |
| -12.5 | -11.5 | -1.1 | -16.8 |
|  | Change, \% |  |  |
| 64.1 | 42.0 | 52.4 | 325.3 |
| 3.0 | 2.1 | 41.9 | 3.7 |
| 0.25 | 0.15 | 61.4 | 2.08 |

Capital expenditure, € million
Capital expenditure, \% of net sales
Earnings per share, basic, €
0.25

Earnings per share, diluted, $€$
0.25
0.15
61.4
2.06

Earnings per share excl. non-recurring items, basic, €
0.24

Cash flow from operating activities,
€ million
$-25$
Cash flow from investing activities,
€ million
Equity/share, €
Personnel, average
22.04
0.15
58.4
1.78
(..) Change over 100\%

Group's performance
indicators by quarter
Net sales, € million
Change in net sales, \%
Operating profit, € million
Operating margin, \%
Operating profit excl. non-
recurring items, € million
Operating margin excl. nonrecurring items, \%
Finance income/costs,
€ million
Profit before tax, € million
Profit before tax, \%
Return on capital employed, \%

| $\mathbf{1 - 3 /}$ | $\mathbf{4 - 6 /}$ | $\mathbf{7 - 9 /}$ | $\mathbf{1 0 - 1 2 /}$ | $\mathbf{1 - 3 /}$ |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 1}$ |
| 1,958 | 2,279 | 2,231 | 2,310 | 2,103 |
| -3.0 | 6.4 | 4.6 | 7.3 | 7.4 |
| 20.9 | 79.0 | 123.9 | 82.8 | 35.7 |
| 1.1 | 3.5 | 5.6 | 3.6 | 1.7 |

$\begin{array}{lllll}20.9 & 78.1 & 88.7 & 80.5 & 34.9\end{array}$

| 1.1 | 3.4 | 4.0 | 3.5 | 1.7 |
| :--- | :--- | :--- | :--- | :--- |


| 0.8 | -0.2 | 0.8 | 4.6 | -0.6 |
| :--- | :--- | :--- | :--- | :--- |

$\begin{array}{lllll}21.9 & 78.7 & 124.5 & 87.3 & 36.1\end{array}$
$\begin{array}{lllll}1.1 & 3.5 & 5.6 & 3.8 & 1.7\end{array}$

$$
N
$$

Return on capital employed
excl. non-recurring items, \%
$\begin{array}{lllll}4.4 & 16.1 & 26.4 & 17.5 & 7.2\end{array}$

Return on equity, \%
$\begin{array}{lllll}4.4 & 15.9 & 18.9 & 17.0 & 7.0\end{array}$
Return on equity excl. nonrecurring items, \%
Equity ratio, \%
Capital expenditure,
€ million
Earnings per share, diluted,

## $€$

$\begin{array}{lllll}2.9 & 10.6 & 16.1 & 11.5 & 4.5\end{array}$
$\begin{array}{lllll}2.9 & 10.5 & 11.1 & 11.2 & 4.4\end{array}$
$\begin{array}{lllll}51.3 & 51.4 & 53.4 & 53.5 & 54.4\end{array}$

Equity per share, $€$
$\begin{array}{lllll}42.0 & 45.7 & 35.9 & 201.6 & 64.1\end{array}$
$\begin{array}{lllll}0.15 & 0.51 & 0.81 & 0.59 & 0.25\end{array}$
$\begin{array}{lllll}19.69 & 20.30 & 21.11 & 21.81 & 22.04\end{array}$

## Segment information

## Net sales by segment,

1-3/ Change, 1-12/


* Net sales in countries other than Finland.
(..) Change over 100\%

| Operating profit by <br> segment (€ million) | $\mathbf{1 - 3 /}$ | $\mathbf{1 - 3 /}$ |  | $\mathbf{1 - 1 2 /}$ |
| :--- | ---: | ---: | ---: | ---: |
| Food trade | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 0}$ | Change | $\mathbf{2 0 1 0}$ |
| Home and speciality <br> goods trade | -72.1 | 31.7 | 10.4 | 158.4 |
| Building and home <br> improvement trade | -9.1 | 0.1 | -7.5 | 103.4 |
|  | -13.8 | 4.7 | 23.9 |  |


| Car and machinery trade | 12.2 | 6.4 | 5.9 | 33.9 |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Common operations and <br> eliminations <br> Group total | -2.2 | -3.4 | 1.2 | -12.8 |  |
| Operating profit excl. | $\mathbf{3 5 . 7}$ | $\mathbf{2 0 . 9}$ | $\mathbf{1 4 . 7}$ | $\mathbf{3 0 6 . 7}$ |  |
| non-recurring items by <br> segment (€ million) | $\mathbf{1 - 3 /}$ | $\mathbf{1 - 3 /}$ |  |  |  |
| Food trade | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 0}$ | Change | $\mathbf{1 - 1 2 /}$ |  |
| Home and speciality | 41.4 | 31.7 | 9.7 | 160.1 |  |
| goods trade | -7.4 | 0.1 | -7.5 | 66.0 |  |
| Building and home <br> improvement trade | -9.1 | -13.8 | 4.7 | 24.0 |  |
| Car and machinery trade <br> Common operations and <br> eliminations | 12.2 | 6.4 | 5.9 | 33.1 |  |
| Group total |  |  |  |  |  |


| goods trade 13.7 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Building and home |  |  |  |  |  |
| improvement trade | -5.5 | -8.7 | 3.2 | 3.8 | 4.5 |
| Car and machinery trade | 32.8 | 12.7 | 20.1 | 19.6 | 25.0 |
| Group total | 7.0 | 4.4 | 2.7 | 14.0 | 14.6 |
| Capital expenditure by segment ( $€$ million) | $\begin{array}{r} 1-3 / \\ 2011 \end{array}$ | $\begin{array}{r} 1-3 / \\ 2010 \end{array}$ | Change | $\begin{aligned} & 1-12 / \\ & 2010 \end{aligned}$ |  |
| Food trade | 31 | 16 | 14 | 117 |  |
| Home and speciality |  |  |  |  |  |
| Building and home |  |  |  |  |  |
| improvement trade | 19 | 18 | 1 | 78 |  |
| Car and machinery trade | 6 | 4 | 2 | 18 |  |
| Common operations and eliminations | 0 | 0 | 0 | 67 |  |
| Group total | 64 | 42 | 22 | 325 |  |

## Segment information by quarter

| Net sales by segment | $\mathbf{1 - 3 /}$ | $\mathbf{4 - 6 /}$ | $\mathbf{7 - 9 /}$ | $\mathbf{1 0 - 1 2 /}$ | $\mathbf{1 - 3 /}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| (€ million) | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 1}$ |
| Food trade <br> Home and speciality goods <br> trade | 912 | 976 | 986 | 1022 | 948 |
| Building and home <br> improvement trade | 355 | 334 | 378 | 501 | 348 |
| Car and machinery trade <br> Common operations and <br> eliminations | 235 | 712 | 687 | 625 | 570 |
| Group total |  |  |  |  |  |

Operating profit excl. nonrecurring items by segment (€ million)
Food trade
Home and speciality goods trade
Building and home

| $\mathbf{1 - 3 /}$ | $\mathbf{4 - 6 /}$ | $\mathbf{7 - 9 /}$ | $\mathbf{1 0 - 1 2 /}$ | $\mathbf{1 - 3 /}$ |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 1}$ |
| 31.7 | 42.1 | 49.5 | 36.8 | 41.4 |
|  |  |  |  |  |
| 0.1 | 7.0 | 13.2 | 45.7 | -7.4 |
| -13.8 | 17.9 | 20.0 | -0.2 | -9.1 |

improvement trade

| Car and machinery trade | 6.4 | 14.1 | 8.7 | 3.9 | 12.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Common operations and |  |  |  |  |  |
| eliminations | -3.4 | -3.1 | -2.8 | -5.7 | -2.2 |
| Group total | 20.9 | 78.1 | 88.7 | 80.5 | 34.9 |
| Operating margins excl. |  |  |  |  |  |
| non-recurring items by | 1-3/ | 4-6/ | 7-9/ | 10-12/ | 1-3/ |
| segment ( $€$ million) | 2010 | 2010 | 2010 | 2010 | 2011 |
| Food trade | 3.5 | 4.3 | 5.0 | 3.6 | 4.4 |
| Home and speciality goods trade | 0.0 | 2.1 | 3.5 | 9.1 | -2.1 |
| Building and home |  |  |  |  |  |
| improvement trade | -2.8 | 2.5 | 2.9 | 0.0 | -1.6 |
| Car and machinery trade | 2.7 | 4.7 | 4.0 | 1.9 | 4.4 |
| Group total | 1.1 | 3.4 | 4.0 | 3.5 | 1.7 |

## Personnel average and at 31 March

Personnel average by
segment
Home and speciality goods
trade
Building and home
improvement trade
Car and machinery trade
Common operations
Group total
Personnel at 31 March*
by segment
Food trade
Home and speciality goods
trade
Building and home
improvement trade
$1-3 / 2011$
2,646
1-3/2010
2,822
Change
-176
5,363 5,264 99
8,587 7,985 602
1,162 1,109 53
$401 \quad 378 \quad 23$
18,158 17,557 601

Car and machinery trade
20112010
Change
3,201
-289

Common operations
2,912
7,468
9,622 8,994 628

Group total
1,230
438
21,670

* total number incl. part-time employees


## Group's contingent liabilities

 (€ million)
### 31.3.2011 31.3.2010 Change, <br> $$
\%
$$ <br> <br> \%

 <br> <br> \%}| For own commitments | 211 | 224 | -6.1 |
| :--- | ---: | ---: | ---: |
| For shareholders | 0 | 0 | 0.0 |
| For others | 7 | 5 | 27.7 |
| Lease liabilities for machinery and fixtures | 23 | 22 | 6.4 |

## Contingent liabilities arising from derivative financial instruments

## Fair value

Values of underlying instruments at 31 Mar.

| Interest rate derivative contracts |  |  |  |
| :--- | ---: | ---: | ---: |
| Forward and future contracts <br> Interest rate swap contracts | - | 0 | - |
| Currency derivative contracts | 201 | 206 | 4.42 |
| $\quad$ Forward and future contracts | 210 | 519 | -3.83 |
| $\quad$ Currency swap contracts | 100 | 100 | -15.95 |
| $\quad$ Option contracts | - | 2 | - |
| Commodity derivative contracts |  |  |  |
| Electricity derivative contracts | 52 | 45 | 7.62 |

## Calculation of performance indicators

| Return on capital employed*, <br> $\%$ | Operating profit x $100 /$ (Non-current assets + Inventories + <br> Receivables + Other current assets - Non-interest-bearing |
| :--- | :--- |
|  | liabilities) on average for the reporting period |

Return on capital employed, \%, moving 12 months

Operating profit for prior 12 months x 100 / (Non-current assets + Inventories + Receivables + Other current assets - Non-interest-bearing liabilities) on average for 12 months

Operating profit excl. non-recurring items x 100 / (Non-current assets + Inventories + Receivables + Other current assets -Non-interest-bearing liabilities) on average for the reporting period

Return on capital employed, excl. non-recurring items, \%, moving 12 mo

Return on equity*, \%

Return on equity, \%, moving 12 months

Return on equity excl. nonrecurring items*, \%

Return on equity excl. nonrecurring items, \%, moving 12 months

Equity ratio, \%

Earnings/share, diluted

Earnings/share, basic

Operating profit excl. non-recurring items for prior 12 months $x$ 100 / (Non-current assets + Inventories + Receivables + Other current assets - Non-interest-bearing liabilities) on average for 12 months
(Profit/loss before tax - income tax) x 100 / Shareholders' equity
(Profit/loss for prior 12 months before tax - income tax for prior 12 months) $\times 100$ /Shareholders' equity
(Profit/loss adjusted for non-recurring items before tax - income tax adjusted for the tax effect of non-recurring items) $x$ 100 / Shareholders' equity
(Profit/loss for prior 12 months adjusted for non-recurring items before tax - income tax for prior 12 months adjusted for the tax effect of non-recurring items) x100 / Shareholders' equity

Shareholders' equity x 100 /
(Balance sheet total - prepayments received)
(Profit/loss - non-controlling interests) / Average number of shares adjusted for the dilutive effect of options
(Profit/loss - non-controlling interests) /

Average number of shares

VV-Autotalot ..... 100 ..... 30.9
VV-Auto, import ..... 126 ..... 28.3
Konekesko, Finland ..... 49 ..... 12.1
Finland total ..... 274 ..... 25.9
Konekesko, Baltic countries ..... 13 ..... -43.8
Car and machinery trade total ..... 287 ..... 19.2
Finland total ..... 2,166354
Other countries totaltotal2,5206.7
Retail and B2B sales11.77.4

