## Kesko's interim report for the period 1 Jan. to 30 Jun. 2013

Financial performance in brief:
*The Group's net sales for January-June decreased by 4.2\%.
*The retail and B2B sales (VAT 0\%) of the K-Group (i.e. Kesko and chain stores) for January-June decreased by 4.6\%.
*The operating profit excluding non-recurring items was $€ 88.4$ million ( $€ 81.7$ million).
*The Kesko Group's net sales and operating profit excluding non-recurring items for the next twelve months are expected to remain at the level of the preceding twelve months.

Key performance indicators

|  | $\mathbf{1 - 6 / 2 0 1 3}$ | $\mathbf{1 - 6 / 2 0 1 2}$ | $\mathbf{4 - 6 / 2 0 1 3}$ | $\mathbf{4 - 6 / 2 0 1 2}$ |
| :--- | ---: | ---: | ---: | ---: |
| Net sales, € million | 4,580 | 4,778 | 2,420 | $\mathbf{2 , 4 6 0}$ |
| Operating profit excl. non- |  |  |  |  |
| recurring items, $€$ million | 88.4 | 81.7 | 69.8 | 59.4 |
| Operating profit, € million | 96.3 | 82.8 | 77.0 | 57.7 |
| Profit before tax, € million | 93.0 | 82.3 | 77.2 | 57.3 |
| Capital expenditure, € million | 89.5 | 171.9 | 48.1 | 67.8 |
| Earnings per share, diluted, € | 0.62 | 0.53 | 0.50 | 0.37 |
| Earnings per share excl. non- |  |  |  |  |
| recurring items, basic, € | 0.56 | 0.52 | 0.45 | 0.38 |
|  |  |  |  |  |
| Equity ratio, \% | $\mathbf{3 0 . 6 . 2 0 1 3}$ | $\mathbf{3 0 . 6 . 2 0 1 2}$ |  |  |
| Equity per share, $€$ | 50.5 | 51.2 |  |  |

## FINANCIAL PERFORMANCE

## Net sales and profit for January-June 2013

The Group's net sales in January-June 2013 were $€ 4,580$ million, which is $4.2 \%$ down on the corresponding period of the previous year ( $€ 4,778$ million). Net sales performance was affected by weaker consumer demand especially in the building and home improvement trade and department store trade in Finland. In Finland, net sales decreased by 3.6\% and in the other countries by $6.6 \%$. Net sales performance in the other countries was materially impacted by the sales decline in the building and home improvement trade in Norway resulting from the retailer changes that took place in the Byggmakker chain in the previous year. International operations accounted for $17.1 \%$ (17.6\%) of net sales. Net sales grew in the food trade and declined in the other divisions.

| 1-6/2013 | Net sales, € million | Change, \% | Operating profit excl. nonrecurring items, $€$ million | Change € million |
| :---: | :---: | :---: | :---: | :---: |
| Food trade | 2,144 | +2.0 | 99.0 | 25.7 |
| Home and speciality goods |  |  |  |  |
| trade | 667 | -7.6 | -27.8 | -14.2 |
| Building and home |  |  |  |  |
| improvement trade | 1,302 | -7.7 | 2.9 | -3.3 |
| Car and machinery | 551 | -12.2 | 20.8 | -5.0 |

trade
Common
operations and eliminations -83 $+0.6$
$-6.4$
3.5

Total
4,580
-4.2
88.4
6.7

The operating profit excluding non-recurring items for January-June was €88.4 million ( $€ 81.7$ million). The enhancement measures of the profitability programme had a significant positive impact on the Group's profit performance. Operating expenses decreased by $€ 40$ million compared to the previous year.

Operating profit was $€ 96.3$ million ( $€ 82.8$ million). The operating profit includes $€ 7.9$ million ( $€ 1.1$ million) of non-recurring items. The non-recurring items include gains on the disposals of properties in the amount of $€ 9.0$ million. The Group's profit before tax for January-June was $€ 93.0$ million ( $€ 82.3$ million).

The Group's earnings per share were $€ 0.62$ ( $€ 0.53$ ). The Group's equity per share was €21.79 (€21.72).

In January-June, the K-Group's (i.e. Kesko's and the chain stores') retail and B2B sales (VAT 0\%) were €5,615 million, down $4.6 \%$ compared to the previous year. The K-Plussa customer loyalty programme gained 33,787 new households in January-June. At the end of June, there was $2,229,370$ K-Plussa households and 3.8 million K-Plussa cardholders.

## Net sales and profit for April-June 2013

The Group's net sales in April-June 2013 were $€ 2,420$ million, which is $1.6 \%$ down on the corresponding period of the previous year ( $€ 2,460$ million). Net sales decline was mainly attributable to the fall in the department store trade in Finland and in the sales of the building and home improvement trade in Norway. In Finland, net sales decreased by 1.2\% and in the other countries by 3.3\%. International operations accounted for $19.3 \%$ (19.6\%) of net sales.

| 4-6/2013 | Net sales, € million | Change, \% | Operating profit excl. nonrecurring items, $€$ million | Change, € million |
| :---: | :---: | :---: | :---: | :---: |
| Food trade | 1,099 | +0.7 | 50.8 | 12.1 |
| Home and speciality goods |  |  |  |  |
| trade | 322 | -8.7 | -10.0 | -9.3 |
| Building and home |  |  |  |  |
| improvement trade | 740 | -5.4 | 19.5 | 4.2 |
| Car and machinery trade | 301 | +9.8 | 13.0 | 2.7 |
| Common operations and |  |  |  |  |
| eliminations | -41 | +1.7 | -3.4 | 0.6 |
| Total | 2,420 | -1.6 | 69.8 | 10.3 |

The operating profit excluding non-recurring items for April-June was €69.8 million ( $€ 59.4$ million). It represented $2.9 \%$ ( $2.4 \%$ ) of net sales. Profitability was improved through major cost adjustments in all divisions.

Operating profit was $€ 77.0$ million ( $€ 57.7$ million). The operating profit includes $€ 7.3$ million ( $€-1.7$ million) of non-recurring items. The non-recurring items include gains on the disposals of properties in the amount of $€ 8.4$ million. The Group's profit before tax for AprilJune was $€ 77.2$ million ( $€ 57.3$ million).

The Group's earnings per share were $€ 0.50$ ( $€ 0.37$ ).
In April-June, the K-Group's (i.e. Kesko's and the chain stores') retail and B2B sales (VAT $0 \%$ ) were $€ 3,042$ million, down $2.0 \%$ compared to the previous year.

## Finance

In January-June, the cash flow from operating activities was $€ 185.7$ million ( $€ 55.9$ million). The cash flow from investing activities was $€-80.0$ million ( $€-171.2$ million) including a $€ 14.0$ million ( $€ 21.1$ million) amount of proceeds from the sales of fixed assets.

The Group's liquidity remained at an excellent level in January-June. At the end of the period, liquid assets totalled $€ 474$ million ( $€ 253$ million). Interest-bearing liabilities were $€ 587$ million ( $€ 563$ million) and interest-bearing net debt $€ 113$ million ( $€ 310$ million) at the end of June. Equity ratio was $50.5 \%$ (51.2\%) at the end of the period.

In January-June, the Group's net finance costs were €2.9 million (€0.4 million). Interest expense was increased by the $€ 250$ million bond taken out in September 2012.

In April-June, the cash flow from operating activities stood at an excellent $€ 244.3$ million ( $€ 61.4$ million). The cash flow from investing activities was $€-38.1$ million ( $€-79.3$ million) including an $€ 11.5$ million ( $€ 1.5$ million) amount of proceeds from the sales of fixed assets.

In April-June, the Group's net finance income was $€ 0.4$ million (net finance costs $€ 0.3$ million. It includes a €4.0 million amount of interest in cooperative capital from Suomen Luotto-osuuskunta.

## Taxes

The Group's taxes for January-June were €28.3 million (€25.2 million). The effective tax rate was $30.5 \%$ ( $30.7 \%$ ), affected by loss-making foreign operations.

The Group's taxes for April-June were $€ 23.6$ million ( $€ 17.9$ million). The effective tax rate was 30.5\% (31.3\%).

## Capital expenditure

In January-June, the Group's capital expenditure totalled €89.5 million (€171.9 million), or $2.0 \%$ ( $3.6 \%$ ) of net sales. Capital expenditure in store sites was $€ 66.8$ million ( $€ 147.1$ million), in IT $€ 12.1$ million ( $€ 13.4$ million) and other capital expenditure was $€ 10.6$ million ( $€ 11.4$ million). Capital expenditure in foreign operations represented $42.2 \%$ ( $13.8 \%$ ) of total capital expenditure.

In April-June, the Group's capital expenditure totalled €48.1 million (€67.8 million), or $2.0 \%$ ( $2.8 \%$ ) of net sales. Capital expenditure in store sites was $€ 35.1$ million ( $€ 56.8$ million), in IT $€ 6.5$ million ( $€ 6.0$ million) and other capital expenditure was $€ 6.5$ million ( $€ 5.0$ million). Capital expenditure in foreign operations represented $47.0 \%$ (22.2\%) of total capital expenditure.

## Kesko's strategic focus areas and profitability programme

The key focus areas in Kesko's business operations are to strengthen sales growth and the return on capital in all divisions, to exploit business opportunities in e-commerce and in Russia, and to maintain good solvency and dividend payment capacity.

As a result of a weakened general economic situation, tightened competition and an increase in the level of costs, Kesko is implementing the profitability programme announced previously, which aims to ensure price competitiveness and to improve profitability. The profitability programme includes significant measures aimed to increase sales, to enhance purchasing operations and to adjust costs, working capital and capital expenditure.

The Group level cost saving target is a total of around $€ 100$ million. Cost savings are implemented in all divisions and in all operating countries. Most of the cost savings are expected to be achieved in 2013. Kesko's operating expenses for the first half of 2013 were $€ 885$ million, down $€ 40$ million ( $-4.3 \%$ ) on the previous year regardless of store site network expansion and cost inflation.

The measures for staff cost enhancement were implemented as announced previously. In addition to terminations, the reductions included reduced working hours and retirement arrangements. Other significant savings are implemented by adjusting especially marketing and store site expenses and by centralising ICT purchases. In addition, special enhancement measures are targeted at operations with low profitability.

In the next few years, capital expenditure will be aligned with funds generated from operations to some $€ 200-300$ million per year.

## Personnel

In January-June, the average number of employees in the Kesko Group was 19,373 $(19,574)$ converted into full-time employees. In Finland, the average decrease was 331 people, while outside Finland, there was an increase of 130 people.

At the end of June 2013, the number of employees was $24,026(24,462)$, of whom 13,252 $(13,762)$ worked in Finland and $10,774(10,700)$ outside Finland. Compared to the end of June 2012, there was a decrease of 510 people in Finland and an increase of 74 people outside Finland.

In January-June, the Group's staff cost was $€ 310$ million, unchanged compared to the previous year. In April-June, the staff cost decreased by 0.7\% compared to the previous year and was $€ 157$ million.

## SEGMENT INFORMATION

## 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

|  | $\mathbf{1 - 6 / 2 0 1 3}$ | $\mathbf{1 - 6 / 2 0 1 2}$ | $\mathbf{4 - 6 / 2 0 1 3}$ | $\mathbf{4 - 6 / 2 0 1 2}$ |
| :--- | ---: | ---: | ---: | ---: |
| Net sales, $€$ million | 2,144 | 2,101 | 1,099 | 1,091 |
| Operating profit excl. non- | 99.0 | 73.3 | 50.8 | 38.6 |

recurring items, € million Operating margin excl. non-recurring items, \% Capital expenditure, € million

Net sales, € million
Sales to K-food stores
Kespro
K-ruoka, Russia
Others
Total

| 4.6 | 3.5 | 4.6 | 3.5 |
| ---: | ---: | ---: | ---: |
| $\mathbf{4 3 . 9}$ | 95.9 | 27.4 | 35.7 |
| $\mathbf{- 6 / 2 0 1 3}$ | Change, \% | $\mathbf{4 - 6 / \mathbf { 2 0 1 3 }}$ | Change, \% |
| $\mathbf{1 , 6 4 0}$ | +0.9 | 837 | -1.0 |
| 392 | +3.2 | 204 | +2.5 |
| 22 | - | 14 | - |
| 89 | -7.7 | 44 | -6.9 |
| $\mathbf{2 , 1 4 4}$ | $\mathbf{+ 2 . 0}$ | $\mathbf{1 , 0 9 9}$ | $\mathbf{+ 0 . 7}$ |

January-June 2013
In the food trade, the net sales for January-June were $€ 2,144$ million ( $€ 2,101$ million), up $2.0 \%$. During the same period, the grocery sales of K-food stores increased by $0.2 \%$ (VAT $0 \%)$. In the grocery market, retail prices are estimated to have changed by some $+5 \%$ compared to the previous year (VAT 0\%, Kesko's own estimate based on the Consumer Price Index of Statistics Finland), and the total market (VAT 0\%) is estimated to have grown by some 3\% in January-June compared to the previous year (Kesko's own estimate).

In January-June, the operating profit excluding non-recurring items of the food trade was $€ 99.0$ million ( $€ 73.3$ million), or $€ 25.7$ million up on the previous year. Profitability was improved by significant savings achieved from enhanced operations and by the adjustment of capital expenditure. Operating profit was $€ 103.3$ million ( $€ 76.0$ million). Non-recurring income included $€ 4.3$ million ( $€ 2.7$ million) of gains on the disposals of properties.

The capital expenditure of the food trade in January-June was €43.9 million ( $€ 95.9$ million), of which $€ 38.9$ million ( $€ 88.1$ million) in stores sites.

April-June 2013
In the food trade, the net sales for April-June were $€ 1,099$ million ( $€ 1,091$ million), up $0.7 \%$.

The operating profit excluding non-recurring items of the food trade in April-June was $€ 50.8$ million ( $€ 38.6$ million), or $€ 12.1$ million up on the previous year. Operating profit was $€ 55.1$ million ( $€ 38.6$ million). Non-recurring income included $€ 4.3$ million ( $€ 0.0$ million) of gains on the disposals of properties.

The capital expenditure of the food trade in April-June was €27.4 million (€35.7 million).
In April-June 2013, one new K-citymarket was opened in Kokkola and a K-ruoka store in St. Petersburg. Renovations were carried out in a total of four stores.

The most significant store sites being built are a K-citymarket in the Puuvilla shopping centre in Pori and a K-supermarket in Tapiola, Espoo, in Pohjois-Haaga, Helsinki, in Jyväskylä, Säkylä and Ikaalinen. The objective in Russia is to open, in addition to the existing two stores, two new food stores during the latter part of 2013.

| Numbers of stores at 30 June | 2013 | 2012 |
| :--- | ---: | ---: |
| K-citymarket | 80 | 77 |


| K-supermarket |  | 215 | 211 |  |
| :---: | :---: | :---: | :---: | :---: |
| K-market (incl. service station stores) |  | 445 | 454 |  |
| K-ruoka, Russia |  | 2 | - |  |
| Others |  | 178 | 200 |  |
| Home and speciality goods trade |  |  |  |  |
| Net sales, € million | 667 | 721 | 322 | 352 |
| Operating profit excl. non-recurring items, |  |  |  |  |
| € million | -27.8 | -13.6 | -10.0 | -0.7 |
| Operating margin excl. non-recurring items, \% | -4.2 | -1.9 | -3.1 | -0.2 |
| Capital expenditure, |  |  |  |  |
| € million | 13.8 | 29.3 | 5.8 | 10.8 |
| Net sales, € million | 1-6/2013 | Change, \% | 4-6/2013 | Change, \% |
| K-citymarket home and speciality goods | 285 | -4.1 | 145 | -3.5 |
| Anttila | 171 | -17.0 | 82 | -16.5 |
| Intersport, Finland | 87 | +8.3 | 36 | +1.1 |
| Intersport, Russia | 10 | -27.3 | 4 | -32.7 |
| Indoor | 88 | -0.8 | 44 | -1.4 |
| Musta Pörssi | 17 | -39.2 | 7 | -53.2 |
| Kenkäkesko | 11 | -3.9 | 4 | -2.6 |
| Total | 667 | -7.6 | 322 | -8.7 |

January-June 2013
In the home and speciality goods trade, the net sales for January-June were $€ 667$ million ( $€ 721$ million), down $7.6 \%$. Consumer demand in the home and speciality goods trade has weakened and the change in customer behaviour has strengthened during the first months of the year. Sales declined especially in the department store trade. Net sales performance was also impacted by the change in Musta Pörssi's business model and the adjustment of the Intersport store site network in Russia. The sales and profitability of Intersport and Budget Sport, as well as Asko and Sotka stood at a good level.

The operating profit excluding non-recurring items of the home and speciality goods trade for January-June was $€-27.8$ million ( $€-13.6$ million), down $€ 14.2$ million compared to the previous year. Profitability was negatively impacted by the weak profit performances of Anttila and Intersport Russia. During the reporting period, significant cost savings were implemented. Operating profit was $€-23.3$ million ( $€-13.6$ million).

The capital expenditure of the home and speciality goods trade was $€ 13.8$ million ( $€ 29.3$ million) in January-June.

April-June 2013
In the home and speciality goods trade, the net sales for April-June were $€ 322$ million ( $€ 352$ million), down $8.7 \%$. Net sales decline was driven by the decrease in the sales of the department store trade in particular and the significant adjustment of the store site network of Musta Pörssi and the Intersport store site network in Russia.

The operating profit excluding non-recurring items of the home and speciality goods trade for April-June was $€-10.0$ million ( $€-0.7$ million), down $€ 9.3$ million compared to the previous year. Operating profit was $€-5.6$ million ( $€-0.7$ million).

The capital expenditure of the home and speciality goods trade was $€ 5.8$ million ( $€ 10.8$ million).

In April-June, eight Must Pörssi stores were closed. In addition, 11 Musta Pörssi retailers continued as Musta Pörssi partners from the beginning of June. Intersport Russia completed the store network adjustment in May, as it closed the Ekaterinburg store. In May, the extended Anttila department store was opened in Citycenter, Helsinki and a new Kodin1 department store in Raisio, and the Kodin1 department store in Länsikeskus, Turku was closed.

| Numbers of stores at 30 June | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 2}$ |
| :--- | ---: | ---: |
| K-citymarket, home and speciality goods* | 81 | 77 |
| Anttila department stores* | 31 | 31 |
| Kodin1 department stores for home |  |  |
| goods and interior decoration* | 13 | 11 |
| Intersport | 62 | 58 |
| Budget Sport* | 11 | 8 |
| Asko and Sotka | 84 | 82 |
| Musta Pörssi* | 6 | 34 |
| Kookenkä* | 48 | 47 |
| Anttila, Baltics (NetAnttila)* | 3 | 3 |
| Intersport, Russia | 20 | 35 |
| Asko and Sotka, Baltics* | 10 | 10 |
| *incl. online stores |  |  |

## Building and home improvement trade

|  | $\mathbf{1 - 6 / 2 0 1 3}$ | $\mathbf{1 - 6 / 2 0 1 2}$ | $\mathbf{4 - 6 / 2 0 1 3}$ | $\mathbf{4 - 6 / 2 0 1 2}$ |
| :--- | ---: | ---: | :---: | ---: |
| Net sales, $€$ million <br> Operating profit <br> excl. non-recurring | 1,302 | 1,411 |  | 782 |
| items, $€$ million | 2.9 | 6.2 | 19.5 | 15.2 |
| Operating margin <br> excl. non-recurring <br> items, $\%$ | 0.2 | 0.4 | 2.6 | 1.9 |
| Capital <br> expenditure, $€$ <br> million | 21.6 | 25.8 | 9.1 | 14.1 |

Net sales,
€ million
Rautakesko,
Finland
1-6/2013 Change, \%
4-6/2013 Change, \%

| -5.0 | 334 | -3.8 |
| ---: | ---: | ---: |
| -4.0 | 65 | +2.9 |
| -25.9 | 137 | -22.4 |
| +6.9 | 19 | +9.0 |


| Rautakesko, Latvia | 23 | +2.8 | 14 | +3.1 |
| :--- | ---: | ---: | ---: | ---: |
| Senukai, Lithuania | 114 | -2.6 | 66 | -1.0 |
| Stroymaster, |  |  |  |  |
| Russia | 128 | -0.3 | 77 | +2.1 |
| OMA, Belarus | 50 | +30.1 | 29 | +26.8 |
| Total | $\mathbf{1 , 3 0 2}$ | $\mathbf{- 7 . 7}$ | $\mathbf{7 4 0}$ | $\mathbf{- 5 . 4}$ |

## January-June 2013

In the building and home improvement trade, the net sales for January-June were $€ 1,302$ million ( $€ 1,411$ million), down $7.7 \%$. Excluding the impact of retailer changes in Norway, the decrease in net sales was $2.0 \%$. The trend in construction activity remained weak in Rautakesko's operating area. Sales decrease was most significant in basic building materials.

In Finland, the net sales for January-June were $€ 615$ million ( $€ 648$ million), a decrease of $5.0 \%$. The building and home improvement products contributed $€ 417$ million to the net sales in Finland, a decrease of $9.3 \%$. The agricultural supplies trade contributed $€ 198$ million to net sales, up 5.7\%.

The retail sales of the K-rauta and Rautia chains in Finland decreased by $5.8 \%$ to $€ 481$ million (VAT 0\%). The sales of Rautakesko B2B Service were down 15.9\%. The retail sales of the K-maatalous chain were $€ 236$ million (VAT 0\%), up 6.9\%.

In January-June, the net sales from the foreign operations of the building and home improvement trade were $€ 686$ million ( $€ 763$ million), a decrease of $10.1 \%$. Excluding the impact of retailer changes in Norway, net sales increased by $0.7 \%$. In Sweden, net sales were down $7.8 \%$ in terms of kronas. In Norway, net sales decreased by $26.4 \%$ in terms of krones, which was attributable to the changes that took place in the Byggmakker chain last year. A decision has been made to introduce new chain agreements in Norway starting from 1 January 2014 and to simplify the existing company structure. In Russia, net sales increased by $2.3 \%$ in terms of roubles. Foreign operations contributed 52.7\% (54.1\%) 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 for January-June was $€ 2.9$ million ( $€ 6.2$ million), down $€ 3.3$ million compared to the previous year. The fall is due to weak sales performance. Due to enhancement measures, operating expenses were lower than in the previous year regardless of store site network expansion. Operating profit was $€ 2.0$ million ( $€ 4.5$ million).

In January-June, the capital expenditure of the building and home improvement trade totalled $€ 21.6$ million ( $€ 25.8$ million), of which $47.3 \%$ (54.6\%) abroad. Capital expenditure in store sites represented $96.6 \%$ of total capital expenditure.

April-June 2013
In the building and home improvement trade, the net sales for April-June were $€ 740$ million ( $€ 782$ million), down $5.4 \%$. Excluding the impact of retailer changes in Norway, net sales increased by $0.1 \%$.

In Finland, the net sales were $€ 334$ million ( $€ 348$ million), a decrease of $3.8 \%$. The building and home improvement products contributed $€ 227$ million to the net sales in Finland, a decrease of $8.5 \%$. The agricultural supplies trade contributed $€ 108$ million to net sales, up 7.9\%.

The retail sales of the K-rauta and Rautia chains in Finland decreased by $4.0 \%$ to $€ 311$ million (VAT 0\%) in April-June. The sales of Rautakesko B2B Service were down 11.7\%. The retail sales of the K-maatalous chain were $€ 143$ million (VAT 0\%), up 8.6\%.

The net sales from the foreign operations of the building and home improvement trade were $€ 406$ million ( $€ 434$ million), a decrease of $6.6 \%$. Excluding the impact of retailer changes in Norway, net sales increased by 3.6\%. In terms of local currencies, the net sales from foreign operations decreased by 5.5\%. In Sweden, net sales were down 1.2\% in terms of kronas. In Norway, net sales decreased by $22.1 \%$ in terms of krones, which was attributable to the changes that took place in the Byggmakker chain last year. In Russia, net sales increased by $5.5 \%$ and in Belarus by $44.2 \%$ in terms of roubles. Foreign operations contributed $54.8 \%$ ( $55.6 \%$ ) 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 for April-June was $€ 19.5$ million ( $€ 15.2$ million), up $€ 4.2$ million compared to the previous year. Due to enhancement measures, operating expenses were lower than in the previous year regardless of store site network expansion. In the previous year, profit was negatively impacted by obsolete inventories and trade receivables written off. Operating profit was $€ 18.0$ million ( $€ 13.5$ million).

The capital expenditure of the building and home improvement trade totalled $€ 9.1$ million ( $€ 14.1$ million), of which $44.7 \%$ ( $45.1 \%$ ) abroad.

In April, Moscow's third K-rauta store was opened in Mytishi, Russia.

| Numbers of stores at 30 June | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 2}$ |
| :--- | ---: | ---: |
| K-rauta* | 42 | 42 |
| Rautia* | 99 | 103 |
| K-maatalous* | 83 | 86 |
| K-rauta, Sweden | 21 | 22 |
| Byggmakker, Norway | 90 | 106 |
| K-rauta, Estonia | 8 | 9 |
| K-rauta, Latvia | 8 | 8 |
| Senukai, Lithuania | 17 | 17 |
| K-rauta, Russia | 15 | 14 |
| OMA, Belarus | 9 | 6 |

*In 2013, 1 K-rauta store and 47 Rautia stores also operated as K-maatalous stores, in 2012, 1 K-rauta store and 50 Rautia stores also operated as K-maatalous stores.

Car and machinery trade

|  | 1-6/2013 | $\mathbf{1 - 6 / 2 0 1 2}$ | $\mathbf{4 - 6 / 2 0 1 3}$ | $\mathbf{4 - 6 / 2 0 1 2}$ |
| :--- | ---: | ---: | :---: | ---: |
| Net sales, $€$ million <br> Operating profit excl. | 551 | 627 | 301 | 274 |
| non-recurring items, |  |  |  |  |
| € million | 20.8 | 25.8 | 13.0 | 10.3 |
| Operating margin <br> excl. non-recurring <br> items, \% |  |  |  |  |
| Capital expenditure, | 3.8 | 4.1 | 4.3 | 3.7 |
|  | 8.7 | 18.7 | 4.8 | 5.9 |

€ million

| Net sales, $€$ million | $\mathbf{1 - 6 / 2 0 1 3}$ | Change, \% | 4-6/2013 | Change, \% |
| :--- | ---: | ---: | ---: | ---: |
| VV-Auto | 397 | -12.7 | 204 | +23.3 |
| Konekesko | 154 | -11.2 | 97 | -10.8 |
| Total | 551 | -12.2 | 301 | +9.8 |

## January-June 2013

In January-June, the net sales of the car and machinery trade were $€ 551$ million ( $€ 627$ million), down 12.2\%.

VV-Auto's net sales for January-June were $€ 397$ million ( $€ 454$ million), a decrease of $12.7 \%$. In January-June, the combined market performance of first time registered passenger cars and vans was $-15.9 \%$.

In January-June, the combined market share of passenger cars and vans imported by VVAuto was $21.1 \%$ (20.4\%). Volkswagen was the market leader in passenger cars and vans.

Konekesko's net sales for January-June were €154 million (€174 million), down 11.2\% compared to the previous year. Net sales in Finland were €96 million, down 19.8\%. The fall is attributable to the weak market performance of machinery trade in Finland. The net sales from Konekesko's foreign operations were $€ 59$ million, up 6.8\%.

In January-June, the operating profit excluding non-recurring items of the car and machinery trade was $€ 20.8$ million ( $€ 25.8$ million), down $€ 5.0$ million compared to the previous year. Regardless of the weakened market situation, the profitability of the car trade remained at a good level.

The operating profit for January-June was €20.8 million (€25.8 million).
The capital expenditure of the car and machinery trade for January-June was €8.7 million ( $€ 18.7$ million).

April-June 2013
The net sales of the car and machinery trade for April-June were $€ 301$ million ( $€ 274$ million), up 9.8\%.

VV-Auto's net sales for April-June were €204 million (€165 million), an increase of 23.3\%. In the previous year, sales were decreased by the car tax change effective 1 April 2012. In April-June, the combined market share of passenger cars and vans imported by VV-Auto was 22.1\% (21.8\%).

Konekesko's net sales for April-June were €97 million (€109 million), down 10.8\% compared to the previous year.

In April-June, the operating profit excluding non-recurring items of the car and machinery trade was $€ 13.0$ million ( $€ 10.3$ million), up $€ 2.7$ million compared to the previous year. Profitability improved as a result of sales growth and cost savings implemented. The operating profit for April-June was $€ 13.0$ million ( $€ 10.3$ million).

The capital expenditure of the car and machinery trade for April-June was $€ 4.8$ million ( $€ 5.9$ million).

| Numbers of stores at 30 June | 2013 | 2012 |
| :--- | ---: | ---: |
| VV-Auto, retail trade | 10 | 10 |
| Konekesko | 1 | 1 |

## Changes in the Group composition

No significant changes took place in the Group composition during the reporting period.

## Shares, securities market and Board authorisations

At the end of June 2013, the total number of Kesko Corporation shares was 99,515,420, of which $31,737,007$, or $31.9 \%$, were A shares and $67,778,413$, or $68.1 \%$, were B shares. At 30 June 2013, Kesko Corporation held 544,854 own B shares as treasury shares. These treasury shares accounted for $0.80 \%$ of the number of B shares and $0.55 \%$ of the total number of shares, and $0.14 \%$ of votes carried by all shares of the company. The total number of votes carried by all shares was $385,148,483$. Each A share entitles to ten (10) votes and each B share to one (1) vote. The company cannot vote with treasury shares and no dividend is paid on them. At the end of June 2013, Kesko Corporation's share capital was $€ 197,282,584$. During the reporting period, the number of $B$ shares was increased three times to account for the shares subscribed for with the options based on the 2007 option scheme. The increases were made on 11 February 2013 (74,600 B shares), 2 May 2013 (135,861 B shares) and 5 June ( 592,619 B shares) and announced in stock exchange notifications on the same days. The shares subscribed for were listed for public trading on NASDAQ OMX Helsinki (Helsinki Stock Exchange) with the old B shares on 12 February 2013, 3 May 2013 and 6 June 2013. The subscription price of $€ 15,671,241.60$ received by the company was recorded in the reserve of invested nonrestricted equity.

The price of a Kesko A share quoted on NASDAQ OMX Helsinki was $€ 24.39$ at the end of 2012, and $€ 22.89$ at the end of June 2013, representing a decrease of 6.2\%.
Correspondingly, the price of a B share was $€ 24.77$ at the end of 2012 , and $€ 21.36$ at the end of June 2013, representing a decrease of 13.8\%. In January-June, the highest A share price was $€ 26.85$ and the lowest was $€ 22.48$. For B share, they were $€ 25.87$ and $€ 20.96$ respectively. In January-June, the Helsinki stock exchange (OMX Helsinki) AllShare index was up $1.6 \%$ and the weighted OMX Helsinki CAP index 1.4\%. Correspondingly, the Retail Index was down 13.6\%.

At the end of June 2013, the market capitalisation of A shares was $€ 726$ million, while that of $B$ shares was $€ 1,436$ million, excluding the shares held by the parent company. The combined market capitalisation of $A$ and $B$ shares was $€ 2,163$ million, a decrease of $€ 255$ million from the end of 2012. In January-June 2013, a total of 0.5 (1.0) million A shares were traded on the Helsinki stock exchange, down $47 \%$. The exchange value of $A$ shares was $€ 13$ million. The total number of B shares traded was 22.2 million, down $48 \%$. The exchange value of $B$ shares was $€ 525$ million.

The company operates the 2007 option scheme for management and other key personnel, under which the share subscription period of 2007B share options ran from 1 April 2011 to 30 April 2013 (subscription period has expired), and that of 2007C share options runs from 1 April 2012 to 30 April 2014. The share options have been included on the official list of the Helsinki stock exchange since the beginning of the share subscription periods. During the reporting period, a total of 381,332 2007B share options were traded at a total value of $€ 923,801$, and a total of 187,336 2007C share options were traded at a total value of $€ 2,096,239$. The share subscription period of 2007A share options under the option
scheme expired and their trading on the official list ended in 2012.
The Board has the authority, granted by the Annual General Meeting of 16 April 2012 and valid until 30 June 2015, to issue a total maximum of $20,000,000$ new $B$ shares. The shares can be issued against payment for subscription by shareholders in a directed issue in proportion to their existing shareholdings regardless of whether they consist of A or B shares, or, deviating from the shareholder's pre-emptive right, in a directed issue, if there is a weighty financial reason for the company, such as using the shares to develop the company's capital structure, and financing possible acquisitions, investments or other arrangements within the scope of the company's business operations. The amount paid for the shares is recognised in the reserve of invested non-restricted equity. The authorisation also includes the Board's authority to decide on the share subscription price, the right to issue shares against non-cash consideration and the right to make decisions on other matters concerning share issuances.

In addition, the Board has the authority, granted by the Annual General Meeting of 8 April 2013 and valid until 30 September 2014 to decide on the acquisition of a maximum of 500,000 own B shares, and the authority, valid until 30 June 2017, to decide on the issuance of a maximum of $1,000,000$ own $B$ shares held as treasury shares by the company.

On 4 February 2013, based on the authority to issue own shares valid prior to the Annual General Meeting of 8 April 2013 and the fulfilment of the vesting criteria of the 2012 vesting period of Kesko's three-year share-based compensation plan, the Board decided to grant own B shares held as treasury shares by the company to people included in the target group of the 2012 vesting period. The issuance of 66,331 own $B$ shares, referred to above, was announced in a stock exchange release on 5 February 2013 and on 5 April 2013. The latter release also announced that 866 own B shares had been returned to the company without consideration. During the reporting period, a total of 2,594 shares granted based on the fulfilment of the vesting criteria of the 2011 and 2012 vesting periods were returned to the company in accordance with the terms and conditions of the sharebased compensation plan. The shares returned during the reporting period were announced in the stock exchange release referred to above and in stock exchange notifications on 8 May 2013, 20 May 2013 and 18 June 2013. Further information on the Board's authorisations is available at www.kesko.fi.

At the end of June 2013, the number of shareholders was 44,323, which was 231 less than at the end of 2012. At the end of June, foreign ownership of all shares was 20\%. At the end of June, foreign ownership of B shares was $29 \%$.

## Flagging notifications

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

## Key events during the reporting period

Changes, effective 5 February 2013, took place in Kesko's Corporate Management Board. Arja Talma, M.Sc. (Econ.), eMBA, 50, was appointed Senior Vice President responsible for the Kesko Group's store sites and investments. Terho Kalliokoski, M.Sc. (Econ.), 51, was appointed Rautakesko Ltd's President. Jorma Rauhala, M.Sc. (Econ.), 47, was appointed Kesko Food Ltd's President. Starting from 5 February 2013, Kesko's Corporate Management Board is composed of Matti Halmesmäki, Chair; Jorma Rauhala, food trade; Minna Kurunsaari, home and speciality goods trade and Kesko's customer information and e-commerce projects; Terho Kalliokoski, building and home improvement trade; Pekka

Lahti, car and machinery trade; Arja Talma, store sites and investments; Jukka Erlund, CFO, accounting, finance and IT management; and Matti Mettälä, human resources and stakeholder relations. (Stock exchange release on 5 February 2013)

On 5 April 2013, Kesko transferred a total of 66,331 own B shares (KESBV) held by the company as treasury shares to the about 150 Kesko management employees and other named key persons included in the target group of the 2012 vesting period of Kesko's three-year share-based compensation plan. In the same context, 866 B shares, originally transferred to a person included in the target group of the 2011 vesting period of the share-based compensation plan, were returned to Kesko without consideration. After the transfer and return of shares, Kesko holds 543,126 own B shares as treasury shares. (Stock exchange release on 5 April 2013)

With effect from 1 January 2013, the Kesko Group adopted the revised IAS 19 Employee benefits standard. The amendment had an impact on the Kesko Group's pension costs and profit, as well as the pension assets and equity on the balance sheet. Resulting from the amendment, Kesko's consolidated income statement, consolidated statement of financial position and segment information for 2012 were updated in compliance with the requirements prescribed in the revised standard. (Stock exchange release on 11 April 2013)

## Events after the reporting period

A total of 260 B shares (KESBV), initially transferred to a person included in the target group of the share-based compensation plan's 2011 vesting period, have been returned to Kesko without consideration. After the return of the shares, Kesko holds 545,114 own B shares as treasury shares. (Stock exchange notification on 19 July 2013)

## Resolutions of the 2013 Annual General Meeting and decisions of the Board's organisational meeting

Kesko Corporation's Annual General Meeting, held on 8 April 2013, adopted the financial statements for 2012 and discharged the Board members and the Managing Director from liability. The General Meeting also resolved, as proposed by the Board, to distribute €1.20 per share, or a total of $€ 117,892,576.80$ as dividends. The dividend pay date was 18 April 2013. The General Meeting resolved that the number of Board members is 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 for amending Article 9 of the Articles of Association concerning the delivery of the notice of a General Meeting, for authorising the Board to acquire a maximum of 500,000 own B shares and to issue a maximum of $1,000,000$ own $B$ shares held as treasury shares by the company. The General Meeting also approved the Board's proposal that it be authorised to decide on the donations in a total maximum of $€ 300,000$ for charitable or corresponding purposes until the Annual General Meeting to be held in 2014.

The organisational meeting of the company's Board of Directors, held after the Annual General Meeting, kept the compositions of the Audit Committee and the Remuneration Committee unchanged.

The resolutions of the Annual General Meeting and the decisions of the Board's organisational meeting were announced in more detail in stock exchange releases on 8 April 2013.

Kesko's 13th Corporate Responsibility Report was published in May. The theme of report is "Let's do good. Together." The 2012 report provides information on the objectives, actions and results of Kesko's responsibility programme and work.

A Kesko Fair Play scholarship was distributed to over 2,800 pupils for promoting school work. The scholarships were rewards to pupils who had promoted peace and tolerance at school, motivation in school work and a positive atmosphere in their schools with their exemplary behaviour. Schools themselves across Finland selected the scholarship recipients from among their grade nine pupils. The total scholarship amount was nearly €150,000.

Kodin1 opened the first passive retail store building in Finland and the Nordic countries in Raisio. The department store saves energy with, for example, lighting solutions, needbased air-conditioning, building automation and air-tight structures.

Kesko arranged a Mother's Day celebration at Kaivopuisto in Helsinki at which mothers and grandmothers were given 10,000 Pirkka Fairtrade roses. In addition, another 10,000 Pirkka Fairtrade roses were distributed to new mothers at hospital maternity wards in Hyvinkää, Turku, Tampere, Lahti, Seinäjoki, Jyväskylä, Kuopio, Oulu, Espoo and Helsinki.

Kesko's Board of Directors granted scholarships to talented young athletes and art students in a total amount of $€ 40,000$.

## Risk management

The Kesko Group has an established and comprehensive risk management process. Risks and their management are assessed in the Group regularly and they are reported to the Group's management. Kesko's risk management and risks associated with business operations are described in more detail on Kesko's website in the section Corporate Governance.

The most significant near-future risks in Kesko's business operations are related to the general economic development, the financial market situation in the euro zone and low consumer confidence and their impact on Kesko's sales and profit performance. During the first months of the year, no material changes are estimated to have taken place in the risks described in the 2012 report by Kesko's Board of Directors and the financial statements, or in the risks described on Kesko's website.

The risks and uncertainties related to financial performance are described in the section future outlook 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 (7/2013-6/2014) in comparison with the 12 months preceding the reporting period (7/20126/2013).

Resulting from the problems of European national economies, the future prospects for the general economic situation and consumer demand continue to be characterised by significant uncertainty. In consequence of weakened employment and consumers' purchasing power, the growth prospects for the trading sector remain weak.

In the Finnish grocery trade, the market is expected to remain stable. As a result of the
weakened economic situation, the demand in the home and speciality goods trade, the building and home improvement trade and the car and machinery trade is expected to remain weak.

The Kesko Group's net sales and the operating profit excluding non-recurring items for the next twelve months are expected to remain at the level of the preceding twelve months.

Helsinki, 23 July 2013
Kesko Corporation
Board of Directors
The information in the interim report release is unaudited.
Further information is available from Jukka Erlund, Senior Vice President, Chief Financial Officer, telephone +358 105322 113, and Eva Kaukinen, Vice President, Corporate Controller, telephone +358105322 338. A Finnish-language webcast from the media and analyst briefing on the interim report can be accessed at www.kesko.fi at 10.00. An English-language web conference on the interim report will be held today at 14.30 (Finnish time). The web conference login is available on Kesko's website at www.kesko.fi.

Kesko Corporation's interim report for January-September will be released on 24 October 2013. 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

Vice President, Corporate Communications

## ATTACHMENTS: TABLES SECTION

Accounting policies
Consolidated statement of comprehensive income
Consolidated statement of financial position
Consolidated statement of changes in equity
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Group's performance indicators
Net sales by segment
Operating profit by segment
Operating profit excl. non-recurring items by segment
Operating margin 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
Change in tangible and intangible assets
Related party transactions
Fair value hierarchy of financial assets and liabilities
Personnel average and at the end of the reporting period
Group's commitments
Calculation of performance indicators
K-Group's retail and B2B sales

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

## TABLES SECTION:

## 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 accounting principles as the annual financial statements for 2012, with the exception of the following changes due to the adoption of new and revised IFRS standards and IFRIC interpretations:

The amendment to the IAS 19 Employee benefits standard changes the determination of the return on defined benefit pension plan assets. According to the revised standard, the rate used to discount the retirement benefit obligation is used as the return on assets in place of the expected long-term return on the assets used previously. Due to the amendment, the net return on defined benefit pension plans recognised in the consolidated income statement decreases. In addition, the amendment to the IAS 19 Employee benefits standard eliminates the possibility to apply the so-called "corridor approach" to the calculation of retirement benefits classified as defined benefit pension plans, which follows that the changes in the calculation assumptions used for measuring the pension obligation and the covering assets are recognised in pension assets and equity in the balance sheet. The impact of the amendment was announced in a separate stock exchange release on 11 April 2013.

In addition, the Group has adopted the following standards and amendments to standards issued for application:
-IAS 1 Presentation of financial statements (amendment)
-IFRS 13 Fair value measurement
-IFRS 7 Financial instruments: Disclosures (amendment)
Consolidated income statement ( $€$ million), condensed
Net sales
Cost of goods sold
Gross profit
Other operating income
Staff cost
Depreciation and impairment
charges
Other operating expenses
Operating profit
Interest income and other
finance income

| $\mathbf{1 - 6 /}$ | $\mathbf{1 - 6 / C h a n g e}$ | $\mathbf{4 - 6 /}$ | 4-6/ Change, |  | $\mathbf{1 - 1 2 /}$ |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 2}$ | $\%$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 2}$ | $\%$ | $\mathbf{2 0 1 2}$ |
| 4,580 | 4,778 | -4.2 | 2,420 | 2,460 | -1.6 | 9,686 |
| $-3,965$ | $-4,138$ | -4.2 | $-2,090$ | $-2,131$ | -1.9 | $-8,367$ |
| $\mathbf{6 1 5}$ | $\mathbf{6 4 0}$ | -3.9 | $\mathbf{3 3 1}$ | $\mathbf{3 2 9}$ | $\mathbf{0 . 5}$ | $\mathbf{1 , 3 1 9}$ |
| 367 | 368 | -0.3 | 194 | 197 | -1.9 | 747 |
| -310 | -310 | 0.0 | -157 | -158 | -0.7 | -608 |
|  |  |  |  |  |  |  |
| -76 | -76 | 0.2 | -40 | -41 | -2.4 | -158 |
| -499 | -538 | -7.3 | -251 | -270 | -7.1 | $-1,088$ |
| $\mathbf{9 6}$ | $\mathbf{8 3}$ | $\mathbf{1 6 . 3}$ | $\mathbf{7 7}$ | $\mathbf{5 8}$ | $\mathbf{3 3 . 4}$ | $\mathbf{2 1 2}$ |
| 10 | 10 | 2.2 | 7 | 5 | 42.3 | 21 |

Interest expense and other
finance costs -11

Exchange differences -2
1 -8

Income from associates
Profit before tax
$0 \quad 0$
Income tax
Net profit for the period
-28
65
82
-25
57
-8
-2
29.1 -6
-5 21.3
-17

Attributable to
Owners of the parent
61
Non-controlling interests

Earnings per share ( $($ ) for profit attributable to equity holders of the parent
Basic
Diluted
Consolidated statement
of comprehensive
income ( $€$ million)

|  | $\mathbf{1 - 6 /}$ | $\mathbf{1 - 6 /}$ Change, | $\mathbf{4 - 6 /}$ | 4-6/Change, | $\mathbf{1 - 1 2 /}$ |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net profit for the period | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 2}$ | $\%$ | $\mathbf{2 0 1 3}$ | $\mathbf{2 0 1 2}$ | $\%$ | $\mathbf{2 0 1 2}$ |
|  | 65 | 57 | 13.3 | 54 | 39 | 36.3 | 136 |

Items that will not be reclassified to profit or loss

Actuarial gains and losses
Actuarial gains and losses, tax
Items that may be reclassified subsequently to profit or loss
Exchange differences on translating foreign operation
Adjustment for hyperinflation
Cash flow hedge revaluation
Revaluation of available-for-
sale financial assets
Other items
0.62
0.53
17.40 .50
$0.37 \quad 38.0$
1.27
0.62
0.53
17.30 .50
$0.37 \quad 38.0$
1.26

## of comprehensive <br> income (€ million)

Tax relating to components of other comprehensive income

| -7 | 3 | $(.)$. | -10 | 0 | $(.)$. | 0 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 2 | 1 | $(.)$. | 0 | 0 | $(.)$. | 4 |
| -3 | -1 | $(.)$. | -3 | 1 | $(.)$. | -3 |
| -4 | -1 | $(.)$. | -4 | -1 | $(.)$. | 9 |
| 0 | 0 | $(100)$ | 0 | 0 | $(100)$ | 0 |
| 1 | 0 | $(.)$. | 1 | 0 | $(.)$. | 1 |
|  |  |  |  |  |  |  |
| -12 | 10 | $(.)$. | -16 | 0 | $(.)$. | 10 |
| 53 | 67 | -21.3 | 37 | 39 | -5.0 | 147 |

Attributable to
Owners of the parent

Non-controlling interests
(..) Change over 100\%

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

30.6.2013
30.6.2012 3 $7 \quad-34.3$ 6 - -42.3 14

Change, 31.12.2012

## ASSETS

Non-current assets
Tangible assets
Intangible assets
Investments in associates and other

Financial assets at fair value
through profit or loss
Cash and cash equivalents
Total
Non-current assets held for sale
Total assets
EQUITY AND LIABILITIES
Equity
Equity
Non-controlling interes
Total equity
Non-current liabilities
Interest-bearing liabilities
Non-interest-bearing liabilities
Deferred tax liabilities
Pension obligations
Provisions
Total

Current liabilities

| Interest-bearing liabilities | 217 | 353 | -38.6 | 174 |
| :--- | ---: | ---: | ---: | ---: |
| Trade payables | 1,015 | 988 | 2.7 | 804 |
| Other non-interest-bearing liabilities | 482 | 449 | 7.3 | 529 |
| Provisions | 35 | 24 | 45.8 | 40 |
| Total | 1,748 | 1,814 | -3.6 | 1,546 |

1,665
189
1,579 190

72

$$
82
$$

163
2,086
869
803 321
\%

| 5.4 | 1,678 |
| ---: | ---: |
| -0.7 | 192 |
|  |  |
| 46.8 | 105 |
| 6.5 | 91 |
| -4.9 | 154 |
| 5.5 | 2,220 |


| -7.1 | 814 |
| ---: | ---: |
| -1.7 | 703 |
| -43.1 | 153 |
|  |  |
| $(.)$. | 137 |
| 92.1 | 249 |
| 42.6 | 103 |
| 0.3 | 2,160 |
| -49.1 | 2 |

$$
4,455
$$

4,334
30.6.2013 30.6.2012
2.8

4,382
Change, 31.12.2012
\%

| 2,156 | 2,130 |
| ---: | ---: |
| 67 | 65 | $2,223 \quad 2,195$


| 370 | 210 | 76.0 | 450 |
| ---: | ---: | ---: | ---: |
| 12 | 10 | 12.8 | 10 |
| 81 | 92 | -12.2 | 81 |
| 2 | 2 | -6.4 | 2 |
| 20 | 11 | 86.2 | 21 |
| 484 | 325 | 49.0 | 564 |

1,748 1,814
2.367
1.3

2,272
Total equity and liabilities 4,455 4,334 ..... 2.8 ..... 4,382
(..) Change over 100\%
Consolidated statement of changes in equity ( $€$ million)
Cur-
rencytrans-
Sharelationcapi-Re- cont-
tal Reserves ences reserve shares ings sts Totaldiffer- RevaluationTreasurytained rolling
Balance at
1.1.2012197441-33-221,567$58 \quad 2,241$
Sharessubscribedwith optionsShare-basedpaymentsDividends
0 ..... 0
Other changes-118
0 ..... 2
Net profit for52$5 \quad 57$
the period
Other
comprehensive
income
Items notclassified toprofit or loss
Actuarialgains/lossesActuarial
gains/losses,
tax ..... $-2$
tax ..... $-2$-1185
2 ..... 2
0 ..... 299
Items that may
be reclassified
subsequently
to profit or loss
Exchange
differences on
translating
foreign
operations ..... $0 \quad 2$ ..... 13
Adjustment for hyperinflation ..... $0 \quad 1$ ..... 1
Cash flow
hedge
revaluation$\begin{array}{ll}-1 & -1\end{array}$
Revaluation ofavailable-for-sale financialassets-1-1
Tax relating to ..... 0 ..... 0
other
comprehensive income Total other comprehensive income Balance at 30.6.2012

Balance at
1.12013

Shares subsribed with options
Share-based
payments
Dividends
Other changes
Net profit for the period
Other
comprehensive
income
Items that may
be reclassified
subsequently
to profit or loss
Exchange
differences on
translating
foreign
operations
$0-6$
$\begin{array}{ll}-1 & -7\end{array}$
Adjustment for hyperinflation
Cash flow
hedge
revaluation
Revaluation of available-forsale financial assets
-4
-4
Other items
Tax relating to other comprehensive income
Total other comprehensive income
Balance at
30.6.2013

Consolidated statement of cash flows ( $€$ million), condensed

| $1-6 /$ | $1-6 / C h a n g e$, | $4-6 /$ | $4-6 /$ Change, |  | $1-12 /$ |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 2013 | 2012 | $\%$ | 2013 | 2012 | $\%$ |

Cash flows from operating activities
Profit before tax
Planned depreciation
Finance income and costs
Other adjustments

Change in working capital Current non-interest-bearing operating receivables, increase (-)/decrease (+) Inventories, increase (-)/decrease (+)
Current non-interest-bearing liabilities,
increase (+)/decrease (-)
170
Financial items and tax
Net cash from operating activities

Cash flows from investing activities
Investing activities
Sales of fixed assets
Increase in non-current
receivables
Net cash used in investing
activities activities

## Cash flows from financing activities

Interest-bearing liabilities, increase (+)/decrease (-)
Current interest-bearing receivables,
increase (-)/decrease (+)
Dividends paid
Equity increase
Short-term money market investments, increase (-)/ decrease (+)
Other items
Net cash used in financing
activities
Change in cash and cash equivalents

| -94 | -191 | -50.8 | -49 | -80 | -38.2 | -411 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 14 | 21 | -33.6 | 12 | 2 | $(.)$. | 24 |
| 0 | -2 | -91.3 | 0 | -1 | -70.2 | -4 |
|  |  |  |  |  |  |  |
| -80 | -171 | -53.3 | -38 | -79 | -51.9 | -391 |


| -19 | 162 | $()$. | -41 | 113 | $(.)$. | 230 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| 2 | -35 | $(.)$. | 1 | -14 | $(.)$. | 37 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| -118 | -118 | 0.2 | -118 | -118 | 0.2 | -123 |
| 16 | 0 | $(.)$. | 15 | 0 | $(.)$. | 1 |
|  |  |  |  |  |  |  |
| 0 | 85 | -99.9 | -21 | 53 | $(.)$. | -2 |
| -1 | -8 | -90.8 | 1 | -2 | $(.)$. | -14 |
| -120 | 86 | $(.)$. | -163 | 32 | $(.)$. | 130 |

Cash and cash equivalents and current portion of available-forsale financial assets at 1 Jan. $352 \quad 231$ Currency translation difference adjustment and revaluation $-1 \quad 0$ 52.5 294

Cash and cash equivalents and current portion of available-forsale financial assets at 30 Jun.
(..) 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, \%
Return on capital employed excl. nonrecurring items, \%, moving 12 mo
Return on equity, \%
Return on equity, \%, moving 12 mo
Return on equity excl. non-recurring items, \%
Return on equity excl. non-recurring items, \%, moving 12 mo
Equity ratio, \%
Gearing, \%

|  |  |
| :--- | ---: |
| Capital expenditure, $€$ million | 89.5 |
| Capital expenditure, \% of net sales | 2.0 |
| Earnings per share, basic, $€$ | 0.62 |
| Earnings per share, diluted, $€$ | 0.62 |
| Earnings per share excl. non-recurring <br> items, basic, $€$ <br> Cash flow from operating activities, | 0.56 |
| $€$ million |  |
| Cash flow from investing activities, <br> € million | 186 |
| Equity per share, $€$ | -80 |
| Interest-bearing net debt <br> Diluted number of <br> shares, average for <br> reporting period | 21.79 |
| Personnel, average | 113 |

(..) Change over 100\%

| $\mathbf{1 - 6 / 2 0 1 3}$ | $\mathbf{1 - 6 / 2 0 1 2}$ | Change, <br> pp | $\mathbf{1 - 1 2 / 2 0 1 2}$ |
| ---: | ---: | ---: | ---: |
| 7.7 | 6.6 | 1.1 | 8.3 |
| 8.8 | 10.3 | -1.5 | 8.3 |
| 7.1 | 6.5 | 0.6 | 9.0 |
|  |  |  |  |
| 9.3 | 10.2 | -1.0 | 9.0 |
| 5.7 | 5.1 | 0.6 | 6.0 |
| 6.5 | 7.9 | -1.4 | 6.0 |
| 5.2 | 5.1 | 0.2 | 6.9 |
|  |  |  |  |
| 7.1 | 7.9 | -0.7 | 6.9 |
| 50.5 | 51.2 | -0.7 | 52.5 |
| 5.1 | 14.1 | -9.0 | 6.0 |

## Change, <br> Change

 \%171.9 -47.9 378.3
$3.6-44.7$ 3.9
17.4 1.27 17.3 1.26
8.0
1.47

56
-171
21.72

310

98,440
0.4

98,472
19,574
52.5
6.0
3.6
0.53
(..) 382
-53.3 -391
0.3
22.48
-63.4 135
$\begin{array}{ll}-1.0 & 19,741\end{array}$

Group's performance indicators by quarter
Net sales, € million
Change in net sales, \%
Operating profit, € million
Operating margin, \%
Operating profit excl. nonrecurring items, € million Operating margin excl. non-recurring items, \%
Finance income/costs, € million
Profit before tax, € million
Profit before tax, \%
Return on capital employed, \%
Return on capital employed excl. non-recurring items, \%
Return on equity, \%
Return on equity excl.
non-recurring items, \%
Equity ratio, \%
Capital expenditure, $€$ million
Earnings per share, diluted, $€$
Equity per share, $€$

## Segment information

| Net sales by segment (€ million) | $\begin{array}{r} 1-6 / \\ 2013 \end{array}$ |  | ange, | $\begin{array}{r} 4-6 / \\ 2013 \end{array}$ | $\begin{array}{r} 4-6 / \\ 2012 \end{array}$ | Change, \% | $\begin{aligned} & 1-12 / \\ & 2012 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Food trade, Finland | 2,121 | 2,101 | 1.0 | 1,085 | 1,091 | -0.6 | 4,308 |
| Food trade, other countries* | 22 |  |  | 14 |  |  | 3 |
| Food trade total - of which intersegment | 2,144 | 2,101 | 2.0 | 1,099 | 1,091 | 0.7 | 4,311 |
| trade | 83 | 86 | -2.9 | 41 | 41 | -0.6 | 172 |
| Home and speciality goods trade, Finland | 649 | 699 | -7.1 | 314 | 343 | -8.3 | 1,557 |
| Home and speciality goods trade, other countries* | 17 | 22 | -21.9 | 7 | 10 | -25.4 | 45 |
| Home and speciality goods trade total | 667 | 721 | -7.6 | 322 | 352 | -8.7 | 1,603 |
| -of which intersegment trade | 8 | 8 | -6.8 | 4 | 5 | -4.4 | 18 |
| Building and home |  |  |  |  |  |  |  |
| improvement trade, Finland | 615 | 648 | -5.0 | 334 | 348 | -3.8 | 1,229 |
| Building and home | 686 | 763 | -10.1 | 406 | 434 | -6.6 | 1,598 |


| improvement trade, other countries* |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Building and home |  |  |  |  |  |  |  |  |
| improvement trade total | 1,302 | 1,41 |  | -7.7 | 740 | 782 | -5.4 | 2,827 |
| - of which intersegment trade | 0 | 0 | 0 | (..) | 0 | 1 | (..) | 0 |
| Car and machinery trade, |  |  |  |  |  |  |  |  |
| Finland | 492 |  | 72 - | -14.1 | 261 | 235 | 10.9 | 998 |
| Car and machinery trade, |  |  |  |  |  |  |  |  |
| Car and machinery trade |  |  |  |  |  |  |  |  |
| total | 551 |  | 27 - | -12.2 | 301 | 274 | 9.8 | 1,114 |
| - of which intersegment trade | 1 | 1 | -27 | -27.4 | 0 | 0 | -25.8 | 1 |
| Common operations and |  |  |  |  |  |  |  |  |
| Finland total | 3,795 | 3,93 |  | -3.6 | 1,953 | 1,977 | -1.2 | 7,924 |
| Other countries total* | 785 |  | 40 | -6.6 | 467 | 483 | -3.3 | 1,762 |
| Group total | 4,580 | 4,77 |  | -4.2 | 2,420 | 2,460 | -1.6 | 9,686 |
| net sales in countries other than Finland <br> (..) Change over 100\% |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| Operating profit by | 1-6/ | $1-6 /$ |  |  | $4-6 /$ | $4-6$ |  | $1-12 /$ |
| segment ( $€$ million) | $2013$ | $2012$ | Chang |  | $2013$ | $2012$ | Change | $2012$ |
| Food trade | 103.3 | 76.0 | 27 | . 3 | 55.1 | 38.6 | 16.5 | 170.2 |
| Home and speciality |  |  |  |  |  |  |  |  |
| Building and home |  |  |  |  |  |  |  |  |
| improvement trade | 2.0 | 4.5 |  | 2.5 | 18.0 | 13.5 | 4.5 | 11.6 |
| Car and machinery |  |  |  |  |  |  |  |  |
| Common operations |  |  |  |  |  |  |  |  |
| and eliminations | -6.4 | -9.9 |  | 3.5 | -3.4 | -4.0 | 0.6 | -11.8 |
| Group total | 96.3 | 82.8 | 13 | 3.5 | 77.0 | 57.7 | 19.3 | 212.0 |
| Operating profit excl. |  |  |  |  |  |  |  |  |
| non-recurring items | $\begin{array}{r} 1-6 / \\ 2013 \end{array}$ | 1-6/ | Change |  | $\begin{array}{r} 4-6 / \\ 2013 \end{array}$ | $\begin{array}{r} 4-6 / \\ 2012 \end{array}$ | Change | 1-12/ $2012$ |
| by segment (€ milion) |  | 2012 | Change |  |  |  | Change | 2012 |
| Food trade | 99.0 | 73.3 | 25.7 |  | 50.8 | 38.6 | 12.1 | 167.5 |
| Home and speciality |  |  |  |  |  |  |  |  |
| goods trade | -27.8 | -13.6 | -14.2 |  | -10.0 | -0.7 | -9.3 | 19.6 |
| Building and home |  |  |  |  |  |  |  |  |
| improvement trade | 2.9 | 6.2 | -3.3 |  | 19.5 | 15.2 | 4.2 | 13.3 |
| Car and machinery |  |  |  |  |  |  |  |  |
| trade | 20.8 | 25.8 | -5.0 |  | 13.0 | 10.3 | 2.7 | 41.9 |
| Common operations |  |  |  |  |  |  |  |  |
| and eliminations | -6.4 | -9.9 | 3.5 | . 5 | -3.4 | -4.0 | 0.6 | -12.2 |
| Group total | 88.4 | 81.7 | 6.7 | . 7 | 69.8 | 59.4 | 10.3 | 230.0 |


| Operating margin excl. non-recurring items by segment, \% | $\begin{array}{r} 1-6 / \\ 2013 \end{array}$ | $\begin{array}{r} 1-6 / \\ 2012 \end{array}$ |  | ge | $\begin{array}{r} 4-6 / \\ 2013 \end{array}$ | $\begin{array}{r} 4-6 / \\ 2012 \end{array}$ | Change pp | $\begin{aligned} & 1-12 / \\ & 2012 \end{aligned}$ | Moving 12 mo 6/2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Food trade | 4.6 | 3.5 |  | 1.1 | 4.6 | 3.5 | 1.1 | 3.9 | 4.4 |
| Home and speciality goods trade | -4.2 | -1.9 |  | 2.3 | -3.1 | -0.2 | -2.9 | 1.2 | 0.3 |
| Building and home improvement trade | 0.2 | 0.4 |  | 0.2 | 2.6 | 1.9 | 0.7 | 0.5 | 0.4 |
| Car and machinery trade | 3.8 | 4.1 |  | 0.3 | 4.3 | 3.7 | 0.6 | 3.8 | 3.6 |
| Group total | 1.9 | 1.7 |  | 0.2 | 2.9 | 2.4 | 0.5 | 2.4 | 2.5 |
| Capital employed by segment, cumulative average ( $€$ million) | $\begin{array}{r} 1-6 / \\ 2013 \end{array}$ |  | $\begin{aligned} & 1-6 / \\ & 12 \mathrm{Cr} \end{aligned}$ |  |  | $\begin{aligned} & 4-6 / \\ & 2013 \end{aligned}$ | $\begin{aligned} & \text { 4-6/ } \\ & 2012 \text { Char } \end{aligned}$ |  | $\begin{aligned} & 1-12 / \\ & 2012 \end{aligned}$ |
| Food trade | 842 |  | 29 | 113 |  | 842 | 750 | 93 | 763 |
| Home and speciality goods trade | 478 |  | 04 | -26 |  | 481 | 527 | -46 | 514 |
| Building and home |  |  |  |  |  |  |  |  |  |
| improvement trade | 763 |  | 69 | -6 | 6 | 769 | 783 | -14 | 760 |
| Car and machinery trade | 164 |  | 96 | -33 | 3 | 160 | 193 | -33 | 188 |
| Common operations and eliminations | 258 |  | 21 | -63 | 3 | 259 | 329 | -70 | 327 |
| Group total | 2,504 | 2,5 | 18 | -14 |  | ,511 | 2,582 | -71 | 2,552 |
| Return on capital employed excl. nonrecurring items by segment, \% | $\begin{array}{r} 1-6 / \\ 2013 \end{array}$ | $\begin{array}{r} 1-6 \\ 2012 \end{array}$ |  |  | $\begin{array}{r} 4-6 \\ 2013 \end{array}$ | $\begin{array}{lr}  & 4-6 / \\ 3 & 2012 \end{array}$ | Change pp | $\begin{aligned} & 1-12 / \\ & 2012 \end{aligned}$ | Moving 12 mo 6/2013 |
| Food trade | 23.5 | 20.1 |  | 3.4 | 24.1 | 20.6 | 3.5 | 21.9 | 23.7 |
| Home and speciality goods trade | -11.6 | -5.4 |  | -6.2 | -8.3 | $3-0.5$ | -7.8 | 3.8 | 1.1 |
| Building and home |  |  |  |  |  |  |  |  |  |
| improvement trade | 0.8 | 1.6 |  | -0.9 | 10.1 | 17.8 | 2.3 | 1.7 | 1.3 |
| Car and machinery trade | 25.4 | 26.3 |  | -0.9 | 32.5 | - 21.3 | 11.2 | 22.3 | 21.5 |
| Group total | 7.1 | 6.5 |  | 0.6 | 11.1 | 19.2 | 1.9 | 9.0 | 9.3 |
| Capital expenditure by segment ( $€$ million) | $\begin{array}{r} 1-6 \\ 2013 \end{array}$ |  | $\begin{aligned} & 1-6 / \\ & 012 \end{aligned}$ |  | ge | $\begin{array}{r} 4-6 / \\ 2013 \end{array}$ | $\begin{gathered} 4-6 / \\ 2012 \end{gathered}$ | hange | $\begin{aligned} & 1-12 / \\ & 2012 \end{aligned}$ |
| Food trade | 44 |  | 96 |  | 52 | 27 | 36 | -8 | 200 |
| Home and speciality goods trade | 14 |  | 29 |  | 16 | 6 | 11 | -5 | 61 |
| Building and home |  |  |  |  |  |  |  |  |  |
| improvement trade | 22 |  | 26 |  | -4 | 9 | 14 | -5 | 63 |
| Car and machinery |  |  |  |  |  |  |  |  |  |
| trade | 9 |  | 19 |  | 10 | 5 | 6 | -1 | 27 |
| Common operations | 2 | 2 | 2 |  | -1 | 1 | 1 | 0 | 27 |

and eliminations
$\begin{array}{lllllllll}\text { Group total } & 90 & 172 & -82 & 48 & 68 & -20 & 378\end{array}$

## Segment information by quarter

| Net sales by segment (€ million) | $\begin{array}{r} 1-3 / \\ 2012 \end{array}$ | $\begin{array}{r} 4-6 / \\ 2012 \end{array}$ | $\begin{array}{r} 7-9 / \\ 2012 \end{array}$ | $\begin{array}{r} 10-12 / \\ 2012 \end{array}$ | $\begin{array}{r} 1-3 / \\ 2013 \end{array}$ | $\begin{array}{r} 4-6 / \\ 2013 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Food trade | 1,010 | 1,091 | 1,078 | 1,132 | 1,045 | 1,099 |
| Home and speciality goods trade | 369 | 352 | 395 | 487 | 345 | 322 |
| Building and home |  |  |  |  |  |  |
| improvement trade | 629 | 782 | 759 | 657 | 562 | 740 |
| Car and machinery trade | 353 | 274 | 259 | 227 | 249 | 301 |
| Common operations and eliminations | -42 | -41 | -41 | -45 | -42 | -41 |
| Group total | 2,318 | 2,460 | 2,449 | 2,459 | 2,159 | 2,420 |
| Operating profit by | 1-3/ | 4-6/ | $7-9 /$ | $10-12 /$ | $1-3 /$ | $4-6 /$ |
| Foood trade | 37.4 | 38.6 | 49.4 | 44.8 | 48.2 | 2013 55.1 |
| Home and speciality goods trade | -12.9 | -0.7 | 0.9 | 12.8 | -17.7 | -5.6 |
| Building and home |  |  |  |  |  |  |
| improvement trade | -9.0 | 13.5 | 17.9 | -10.8 | -16.1 | 18.0 |
| Car and machinery trade | 15.5 | 10.3 | 11.4 | 4.7 | 7.8 | 13.0 |
| Common operations and eliminations | -5.9 | -4.0 | -2.2 | 0.3 | -3.0 | -3.4 |
| Group total | 25.1 | 57.7 | 77.4 | 51.8 | 19.2 | 77.0 |
| Operating profit excl. nonrecurring items by segment ( $€$ million) | $\begin{array}{r} 1-3 / \\ 2012 \end{array}$ | $\begin{array}{r} 4-6 / \\ 2012 \end{array}$ | $\begin{array}{r} 7-9 / \\ 2012 \end{array}$ | $\begin{array}{r} 10-12 / \\ 2012 \end{array}$ | $\begin{array}{r} 1-3 / \\ 2013 \end{array}$ | $\begin{array}{r} 4-6 / \\ 2013 \end{array}$ |
| Food trade | 34.7 | 38.6 | 49.4 | 44.8 | 48.2 | 50.8 |
| Home and speciality goods trade | -12.9 | -0.7 | 0.9 | 32.3 | -17.8 | -10.0 |
| Building and home |  |  |  |  |  |  |
| improvement trade | -9.0 | 15.2 | 17.9 | -10.8 | -16.6 | 19.5 |
| Car and machinery trade | 15.5 | 10.3 | 11.4 | 4.7 | 7.8 | 13.0 |
| Common operations and eliminations | -5.9 | -4.0 | -2.2 | -0.1 | -3.0 | -3.4 |
| Group total | 22.3 | 59.4 | 77.4 | 70.9 | 18.6 | 69.8 |
| Operating margin excl. non-recurring | 1-3/ | 4-6/ | 7-9/ | 10-12/ | 1-3/ | 4-6/ |
| items by segment, \% | 2012 | 2012 | 2012 | 2012 | 2013 | 2013 |
| Food trade | 3.4 | 3.5 | 4.6 | 4.0 | 4.6 | 4.6 |
| Home and speciality goods trade | -3.5 | -0.2 | 0.2 | 6.6 | -5.2 | -3.1 |
| Building and home |  |  |  |  |  |  |
| improvement trade | -1.4 | 1.9 | 2.4 | -1.6 | -3.0 | 2.6 |
| Car and machinery trade | 4.4 | 3.7 | 4.4 | 2.1 | 3.1 | 4.3 |
| Group total | 1.0 | 2.4 | 3.2 | 2.9 | 0.9 | 2.9 |

## Change in tangible and intangible assets ( $€$ million)

|  | 30.6 .2013 | $\mathbf{3 0 . 6 . 2 0 1 2}$ |
| :--- | ---: | ---: |
| Opening net carrying amount | $\mathbf{1 , 8 7 0}$ | $\mathbf{1 , 6 8 0}$ |
| Depreciation, amortisation and impairment | -76 | -76 |
| Investments in tangible and intangible assets | 90 | 175 |
| Disposals | -9 | -14 |
| Currency translation differences | -21 | 5 |
| Closing net carrying amount | $\mathbf{1 , 8 5 4}$ | $\mathbf{1 , 7 7 0}$ |
|  |  |  |
| Related party transactions (€ million) |  |  |
| The Group's related parties include its key management (the Board of Directors, the |  |  |
| President and CEO and the Corporate Management Board), subsidiaries, associates and |  |  |
| the Kesko Pension Fund. |  |  |
| The following transactions were carried out with related parties: |  |  |
|  | $\mathbf{1 - 6 / 2 0 1 3}$ | $\mathbf{1 - 6 / 2 0 1 2}$ |
| Sales of goods and services | 42 | 38 |
| Purchases of goods and services | 11 | 6 |
| Other operating income | 0 | 0 |
| Other operating expenses | 13 | 12 |
| Finance costs | 0 | 0 |
|  | $\mathbf{3 0 . 6 . 2 0 1 3}$ | $\mathbf{3 0 . 6 . 2 0 1 2}$ |
| Receivables | 8 | 6 |
| Liabilities | 20 | 39 |

Fair value hierarchy of financial assets and liabilities ( $€$ million)

| Level | Level | Level | 30.6 .2013 |
| :---: | :---: | :---: | :---: |
| 1 | 2 | 3 |  |

Financial assets at fair value through profit or loss
$10.0 \quad 105.3$
Derivative financial instruments at fair value through profit or loss

Derivative financial assets

5.7

5.7

Derivative financial liabilities
Available-for-sale financial assets
21.8249 .0
6.8
277.6

Fair value hierarchy of financial assets and liabilities ( $€$ million)

| Level | Level | Level | 30.6 .2012 |
| :---: | :---: | :---: | ---: |
| 1 | 2 | 3 |  |
|  | 51.1 |  | 51.1 |

Derivative financial instruments at fair value through profit or loss

| Derivative financial assets | 9.3 | 9.3 |  |
| :--- | ---: | ---: | ---: |
| Derivative financial liabilities | 13.5 |  | 13.5 |
| Available-for-sale financial assets | 0.0 | 140.9 | 6.5 |

Level 1 instruments are traded in active markets and their fair values are directly based on quoted market prices. The fair values of level 2 instruments are derived from market data. The fair values of level 3 instruments are not based on observable market data.

Personnel, average and at 30 June
Personnel average by

| segment | $\mathbf{1 - 6 / 2 0 1 3}$ | $\mathbf{1 - 6 / 2 0 1 2}$ | Change |
| :--- | ---: | ---: | ---: |
| Food trade | 3,030 | 2,773 | $\mathbf{2 5 8}$ |
| Home and speciality goods <br> trade | 5,805 | 6,095 | -290 |
| Building and home |  |  |  |
| improvement trade | 8,852 | 9,018 | -165 |
| Car and machinery trade | 1,245 | 1,245 | 0 |
| Common operations | 440 | 444 | -3 |
| Group total | $\mathbf{1 9 , 3 7 3}$ | $\mathbf{1 9 , 5 7 4}$ | $\mathbf{- 2 0 1}$ |

Personnel at 30 June*
by segment
2013
2012
Change
Food trade
3,706
3,333
373
Home and speciality goods trade

8,462
8,894
$-432$
Building and home
improvement trade
10,016 10,324
-308
Car and machinery trade
1,329
1,373
-44
Common operations 513
538
-25
Group total 24,026
24,462
-436

* total number incl. part-time employees


## Group's commitments (€ million)

| Own commitments | 191 | 180 | 6.2 |
| :--- | ---: | ---: | ---: |
| For associates | 65 | - | - |
| For others | 10 | 8 | 25.4 |
| Lease liabilities for machinery and equipment | 25 | 27 | -6.1 |
| Lease liabilities for real estate | 2,413 | 2,239 | 7.8 |
| Liabilities arising from derivative instruments |  |  |  |
| Values of underlying instruments at 30 June | $\mathbf{3 0 . 6 . 2 0 1 3}$ |  |  |
| $\mathbf{3 0 . 6 . 2 0 1 2}$ | Fair value | $\mathbf{3 0 . 6 . 2 0 1 3}$ |  |

Interest rate derivatives

| Interest rate swaps | 203 | 205 | 0.45 |
| :--- | ---: | ---: | ---: |
| Currency derivatives |  |  |  |
| Forward and future contracts | 430 | 355 | 4.21 |
| Option agreements | 100 | 100 | -0.01 |
| $\quad$ Currency swaps |  |  | -8.68 |
| Commodity derivatives | 38 | 35 | -6.20 |

## Calculation of performance indicators

Return on capital employed*, \%

Return on capital employed, \%, moving 12 mo

Return on capital employed excl. nonrecurring items*, \%

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

Return on equity*, \%

Return on equity, \%, moving 12 months

Return on equity excl. non-recurring items*, \%

Return on equity excl. non-recurring items, \%, moving 12 months

Equity ratio, \%

Earnings/share, diluted

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

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

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

Operating profit excl. non-recurring items for prior 12 months x 100 / (Non-current assets + Inventories + Receivables + Other current assets - Non-interestbearing 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) x100 / 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 nonrecurring items before tax - income tax for prior 12 months adjusted for the tax effect of non-recurring items) x 100 / Shareholders' equity

Shareholders' equity x 100 /
(Balance sheet total - prepayments received)
(Profit/loss - non-controlling interests) /
Average diluted number of shares

Earnings/share, basic

Earnings/share excl. non-recurring items, basic

Equity/share

Gearing, \%

Interest-bearing net debt
(Profit/loss - non-controlling interests) /
Average number of shares
(Profit/loss adjusted for non-recurring items - noncontrolling interests) / Average number of shares

Equity attributable to equity holders of the parent / Basic number of shares at the balance sheet date

Interest-bearing net liabilities x 100 /
Shareholders' equity

Interest-bearing liabilities - money market investments

- cash and cash equivalents
* Indicators for return on capital have been annualised.

K-Group's retail and B2B sales (VAT 0\%) (preliminary data):

| K-Group's retail and B2B sales | 1.1.-30.6.2013 |  | 1.4.-30.6.2013 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | € million | Change, \% | € million | Change, \% |
| K-Group's food trade |  |  |  |  |
| K-food stores, Finland | 2,315 | 0.0 | 1,183 | -1.3 |
| Kespro | 388 | 3.1 | 201 | 2.4 |
| K-ruoka, Russia | 22 |  | 14 |  |
| Food trade total | 2,725 | 1.3 | 1,399 | 0.2 |
| K-Group's home and speciality goods trade |  |  |  |  |
| Home and speciality goods stores, Finland | 718 | -8.0 | 352 | -7.3 |
| Home and speciality goods stores, other countries | 16 | -27.8 | 6 | -32.8 |
| Home and speciality goods trade total | 734 | -8.5 | 358 | -8.0 |
| K-Group's building and home improvement trade |  |  |  |  |
| K-rauta and Rautia | 481 | -5.8 | 311 | -4.0 |
| Rautakesko B2B Service | 88 | -15.9 | 51 | -11.7 |
| K-maatalous | 236 | 6.9 | 143 | 8.6 |
| Finland total | 806 | -3.7 | 505 | -1.6 |
| Building and home improvement stores, other |  |  |  |  |
| Nordic countries | 441 | -23.3 | 267 | -19.4 |
| Building and home improvement stores, Baltic | 169 | -0.3 | 99 | 1.2 |


| countries |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Building and home <br> improvement stores, other <br> countries |  |  |  |  |
| Building and home <br> improvement trade total | 1,593 | 6.4 | 105 | 7.6 |
| K-Group's car and | -8.8 | 976 | -6.1 |  |
| machinery trade <br> VV-Autotalot |  |  |  |  |
| VV-Auto, import | 195 | -13.0 | 106 | 22.2 |
| Konekesko, Finland <br> Finland total | 211 | -12.0 | 104 | 28.1 |
| Konekesko, other countries | 96 | -19.8 | 57 | -18.4 |
| Car and machinery trade | 502 | -14.0 | 267 | 12.2 |
| total | 61 | 4.3 | 42 | 0.7 |
| Finland total | 563 | -12.4 | 308 | 10.5 |
| Other countries total <br> Retail and B2B sales <br> total | $\mathbf{4 , 7 2 9}$ | $\mathbf{- 3 . 3}$ | $\mathbf{2 , 5 0 9}$ | $-\mathbf{0 . 7}$ |

