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Kesko's sales grew in December

Kesko Group's sales totalled €968.2 million in December 2022, an increase of 1.8% in comparable terms.

"Sales grew in December in grocery trade and car trade. In the grocery trade division, sales growth was particularly strong in Kespro, and Christmas sales met expectations. In the building and technical trade division, sales were at a good level overall. In the car trade division, sales were up by 11.4%," says Kesko's President and CEO Mikko Helander.

Sales in the grocery trade division totalled €578.7 million in December, an increase of 2.4%. Grocery sales to K Group grocery stores increased by 0.5% year-on-year. Sales in K-Citymarket's home and speciality goods (non-food) decreased. Kespro's sales grew by 16.9%.

Sales in the building and technical trade division totalled €313.9 million in December, a decrease of 1.2% in comparable terms in local currencies. Excluding speciality goods trade, division sales were flat year-on-year. In comparable terms, sales decreased by 4.7% in Finland. In Sweden, sales grew by 7.2% and in Norway by 7.3%. In the speciality goods trade, leisure trade sales decreased by 18.0%. Reported sales in the building and technical trade division decreased by 1.8%.

Sales in the car trade division totalled €78.8 million in December, an increase of 11.4%. The availability of new cars continued to have a negative impact on sales development. Registrations of new cars were down by 5.3% in passenger cars and up by 11.8% in vans compared to the year before.

Kesko Group's sales totalled €968.2 million in December, an increase of 1.8% in comparable terms.

Kesko Group's sales in euros, excluding VAT, in December 2022:

	December 2022		Comparable
	€ million	Change, %	change, %
Grocery trade, total	578.7	+2.4	+2.4
Building and technical trade, Finland	167.2	-6.6	-6.6
Building and technical trade, other countries	146.7	+4.3	+5.6
Building and technical trade, total	313.9	-1.8	-1.2
Car trade, total	78.8	+11.4	+11.4
Common functions and eliminations	-3.3		
Grand total	968.2	+1.6	+1.8
Finland, total	821.4	+1.2	+1.2
Other countries, total	146.7	+4.3	+5.6
Grand total	968.2	+1.6	+1.8

Kesko Group's sales in euros, excluding VAT, in October-December 2022:

	1.10.-31.12.2022		Comparable
	€ million	Change, %	change, %
Grocery trade, total	1,638.8	+4.4	+4.4
Building and technical trade, Finland	623.1	+3.3	+3.3
Building and technical trade, other countries	554.9	+3.8	+5.8
Building and technical trade, total	1,178.0	+3.5	+4.4
Car trade, total	233.9	+5.6	+5.6
Common functions and eliminations	-8.6		
Grand total	3,042.0	+4.1	+4.5
Finland, total	2,487.1	+4.2	+4.2
Other countries, total	554.9	+3.8	+5.8
Grand total	3,042.0	+4.1	+4.5

Kesko Group's sales in euros, excluding VAT, in January-December 2022:

	1.1.-31.12.2022		Comparable
	€ million	Change, %	change, %
Grocery trade, total	6,188.3	+4.0	+4.0
Building and technical trade, Finland	2,672.6	+9.4	+10.0
Building and technical trade, other countries	2,291.0	+9.7	+8.5
Building and technical trade, total	4,963.6	+9.5	+9.3
Car trade, total	918.5	-11.5	-11.5
Common functions and eliminations	-31.7		
Grand total	12,038.6	+4.7	+4.6
Finland, total	9,747.6	+3.6	+3.7
Other countries, total	2,291.0	+9.7	+8.5
Grand total	12,038.6	+4.7	+4.6

Change % indicates the change when compared to the corresponding period of the previous year. The comparable change % has been calculated in local currencies and excluding the impact of acquisitions and divestments completed in 2021 and 2022.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2021 and 2022, in accordance with the dates of completion. In 2021, the building and technical trade division completed the acquisition of Byggarnas Partner and discontinued the operations of the Kookenkä shoe store chain. In 2022, Kesko completed the acquisitions of the Swedish Kungälv's Trävaruaktiebolaget in March, Föllinge Såg AB and Djurbergs Järnhandel Aktiebolaget in September, and XL-BYGG Bergslagen AB in October, as well as the acquisition of the Norwegian Seljord Elektriske AS in June.

In both December and October-December 2022, the number of delivery days was down by 1 on the previous year in both Kesko's grocery trade and in building and technical trade in Finland. In building and technical trade in Sweden and Norway, the number of delivery days was flat year-on-year for both December and October-December. In January-December, the number of delivery days equalled that of the previous year in both Kesko's grocery trade and in building and technical trade in Finland and Sweden, while in Norway, delivery days were up by 1. Saturdays are wholesale delivery days in grocery trade, but not in building and technical trade. Under normal circumstances, one delivery day has an approximately 2-4% impact on Kesko's wholesale, depending on the division. The number or timing of delivery days in car trade does not have a similar impact on sales.

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

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

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