



Kesko's sales in December

Kesko Group's sales totalled €886.4 million in December 2020, representing an increase of 10.7% in comparable terms on the previous year.

"Sales growth continued in all Kesko divisions in December. Sales to K-food stores grew by 14.2% in the grocery trade. Growth in the building and technical trade was strong in all operating countries, totalling 17.2% in comparable terms. Sales in the car trade increased by 21.4%, and the demand for electric cars in particular continued to be good. Sales development was impacted by the fact that December 2020 had more delivery days than December 2019," says Mikko Helander, Kesko's President and CEO.

Sales in the grocery trade division totalled €551.1 million in December, an increase of 6.9%. Grocery sales to K-food stores increased by 14.2%. Kespro's sales decreased by 18.7%, impacted by restrictions imposed on restaurants, events and travel due to the Covid-19 epidemic, and people working from home. The month had two more delivery days than the year before.

Sales in the building and technical trade division totalled €262.2 million in December, an increase of 17.2% in comparable terms in local currencies. Sales in the building and technical trade excluding the speciality goods trade grew by 18.9% in comparable terms. Sales in Finland grew by 16.9% and sales elsewhere by 21.4%. The month had three more delivery days in Finland than the year before. In the speciality goods trade, sales in the leisure trade decreased by 3.3%. Reported sales in the building and technical trade decreased by 12.4%. Kesko has reported Kesko Senukai as a joint venture from 1 July 2020 onwards, and consequently Kesko Senukai's sales are not included in the reported sales for December 2020. Kesko Senukai's sales in December totalled €79.3 million, a decrease of 2.3%. Of Kesko Senukai's operating countries, Lithuania and Latvia imposed restrictions on stores due to the Covid-19 epidemic.

Sales in the car trade division totalled €75.1 million in December, an increase of 21.4%.

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Kesko Group's sales in euros, excluding VAT, in December 2020:

	December 2020		Comparable
	€ million	Change, %	change, %
Grocery trade, total	551.1	+6.9	+6.9
Building and technical trade, Finland	142.6	+14.4	+14.3
Building and technical trade, other countries	119.6	-31.5	+21.4
Building and technical trade, total	262.2	-12.4	+17.2
Car trade, total	75.1	+21.4	+21.4
Common functions and eliminations	-2.0		
Grand total	886.4	+1.2	+10.7
Finland, total	766.7	+9.4	+9.3
Other countries, total	119.6	-31.5	+21.4
Grand total	886.4	+1.2	+10.7

Kesko Group's sales in euros, excluding VAT, in October-December 2020:

	1.10.-31.12.2020		Comparable
	€ million	Change, %	change, %
Grocery trade, total	1,525.9	+3.7	+3.7
Building and technical trade, Finland	508.4	+4.4	+4.3
Building and technical trade, other countries	438.1	-25.8	+9.8
Building and technical trade, total	946.5	-12.2	+6.6
Car trade, total	233.6	+2.1	+2.1
Common functions and eliminations	-5.7		
Grand total	2,700.4	-2.7	+4.4
Finland, total	2,262.3	+3.5	+3.5
Other countries, total	438.1	-25.8	+9.8
Grand total	2,700.4	-2.7	+4.4

Kesko Group's sales in euros, excluding VAT, in January-December 2020:

	1.1.-31.12.2020		Comparable
	€ million	Change, %	change, %
Grocery trade, total	5,773.9	+3.4	+3.4
Building and technical trade, Finland	2,163.2	+5.7	+6.2
Building and technical trade, other countries	2,019.6	-15.7	+5.5
Building and technical trade, total	4,182.7	-5.8	+5.9
Car trade, total	904.6	+3.0	-3.2
Common functions and eliminations	-21.3		
Grand total	10,839.9	-0.5	+3.5
Finland, total	8,820.3	+3.7	+3.1
Other countries, total	2,019.6	-15.7	+5.5
Grand total	10,839.8	-0.5	+3.5

Change % indicates the change when compared to the corresponding period of the previous year. Kesko Senukai was included in the Group's reported sales up until 30 June 2020. From 1 July 2020 onwards, Kesko Senukai has been consolidated in Kesko's consolidated financial statements on one line as a joint venture. Kesko issued a stock exchange release concerning the change in the consolidation method of Kesko Senukai on 17 September 2020. The comparable change % has been calculated in local currencies and excluding the impact of Kesko Senukai and the acquisitions and divestments completed in 2019 and 2020.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2019 and 2020, in accordance with the dates of completion. Acquisitions completed in 2019 included Sørnbø Trelast AS and Fresks Group in the building and technical trade, and the Volkswagen, Audi and SEAT businesses of Huittisten Laatuauto, LänsiAuto and Laakkonen in the car trade. In 2020, the building and technical trade division completed the acquisitions of Mark & Infra i Sverige, Carlsen Fritzøe Handel, and Bygg & Interiör, and the divestment of Konekesko's machinery trade operations in the Baltics.

In December 2020, the number of delivery days in Kesko's grocery trade was 25, which is two days more than the year before. The number of delivery days in Kesko's building and technical trade in Finland was 21, which is three more than the year before. The grocery trade had one and the building and technical trade in Finland two more delivery days in both October-December and January-December than the year before. Saturdays are wholesale delivery days in the grocery trade, but not in the 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 the car trade does not have a similar impact on sales.

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

Further information is available from Vice President, Group Controller Eva Kaukinen, tel. +358 105 322 338.

Kesko Corporation

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