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## Kesko's sales in February

**Kesko's sales in February grew by 4.2%, or decreased by 0.8% in comparable terms.**

"In February, Kesko's sales grew by 4.2% year-on-year, or decreased by 0.8% in comparable terms. Sales performance was impacted by the fact that the month had one delivery day more than the year before. Sales increased in the grocery trade division. Sales in the building and technical trade division increased in absolute terms thanks to acquisitions completed, but decreased in comparable terms," says Jorma Rauhala, Kesko's President and CEO.

Sales in the grocery trade division totalled €491.1 million in February, up by 4.7%. Sales to K Group grocery stores increased by 5.6%. Sales in K-Citymarket's home and speciality goods (non-food) increased. Kespro's sales increased by 1.7%.

Sales in the building and technical trade division totalled €336.2 million in February, up by 5.9%, but down by 8.7% in comparable terms. Sales in building and home improvement trade increased by 6.4%, or decreased by 10.7% in comparable terms. Sales in technical trade increased by 5.1%, or decreased by 6.8% in comparable terms. In comparable terms, sales decreased by 11.9% in Finland, 12.0% in Sweden, and 5.2% in Norway. The sales figures of the Danish Davidsen have been consolidated into the figures of Kesko's building and technical trade division from 1 February 2024 onwards.

Sales in the car trade division totalled €93.7 million in February, a decrease of 1.4% in comparable terms. Car trade sales increased by 2.8% in comparable terms, while sports trade sales decreased by 21.2%.

Kesko Group's sales in February 2024 totalled €919.0 million, representing an increase of 4.2%.

### **Kesko Group sales in euros, excluding VAT, in February 2024:**

	<b>February 2024</b>		<b>Comparable change, %</b>
	<b>€ million</b>	<b>Change, %</b>	
Grocery sales to K Group grocery stores and non-food sales, total	397.6	+5.4	+5.5
Kespro	93.4	+1.7	+1.7
<b>Grocery trade, total</b>	<b>491.1</b>	<b>+4.7</b>	<b>+4.7</b>
Building and home improvement trade	162.5	+6.4	-10.7
Technical trade	178.4	+5.1	-6.8
<b>Building and technical trade, total</b>	<b>336.2</b>	<b>+5.9</b>	<b>-8.7</b>
Car trade	80.6	+0.2	+2.8
Sports trade	13.2	-21.2	-21.2
<b>Car trade, total</b>	<b>93.7</b>	<b>-3.5</b>	<b>-1.4</b>
<b>Common functions and eliminations</b>	<b>-2.0</b>		
<b>Grand total</b>	<b>919.0</b>	<b>+4.2</b>	<b>-0.8</b>

Finland, total	734.4	-0.2	+0.1
Other countries, total	184.6	+26.7	-5.1
<b>Grand total</b>	<b>919.0</b>	<b>+4.2</b>	<b>-0.8</b>

#### Kesko Group sales in euros, excluding VAT, in January-February 2024:

	1.1.-29.2.2024		Comparable
	€ million	Change, %	change, %
Grocery sales to K Group grocery stores and non-food sales, total	804.0	+4.4	+4.4
Kespro	187.9	+3.3	+3.3
<b>Grocery trade, total</b>	<b>991.9</b>	<b>+4.2</b>	<b>+4.2</b>
Building and home improvement trade	285.1	-4.5	-12.6
Technical trade	360.4	+2.8	-7.4
<b>Building and technical trade, total</b>	<b>635.8</b>	<b>-0.5</b>	<b>-9.9</b>
Car trade	164.3	+0.1	+2.5
Sports trade	25.8	-21.1	-21.1
<b>Car trade, total</b>	<b>190.1</b>	<b>-3.4</b>	<b>-1.5</b>
<b>Common functions and eliminations</b>	<b>-3.9</b>		
<b>Grand total</b>	<b>1,813.8</b>	<b>+1.7</b>	<b>-1.4</b>
Finland, total	1,476.9	-0.8	-0.6
Other countries, total	337.0	+14.5	-5.9
<b>Grand total</b>	<b>1,813.8</b>	<b>+1.7</b>	<b>-1.4</b>

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 2023 and 2024. In addition, the calculation of comparable sales also takes into account the minor change in the business model of technical trade in Norway.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2023 and 2024 in accordance with the dates of completion. In 2023, Kesko completed the acquisition of Elektroskandia Norge AS in Norway in March, Zenitec Sweden AB in Sweden in April, and Geitanger Bygg AS in Norway in October. At the end of March 2023, Kesko completed the divestment of its MAN business (trucks and buses). In February 2024, the business operations of an individual Neste K service station were transferred to Kesko. As of 1 February 2024, Davidsen Koncernen A/S has been part of Kesko.

Sports trade has been part of the car trade division from 1 April 2023 onwards. Prior to that, it was part of the building and technical trade division. In this release, sales for sports trade are included in the figures for the car trade division from the start of 2023.

The number of delivery days in February 2024 was up by 1 year-on-year in Kesko's grocery trade, Kespro, and building and technical trade in Finland, Sweden and Norway. In January-February, the number of delivery days was up by 1 year-on-year in grocery trade and in building and technical trade in Norway, and by 2 in Kespro and in building and technical trade in Finland and Sweden. Saturdays are wholesale delivery days in grocery trade but not in Kespro or in building and technical trade. Under normal circumstances, one delivery day has an approximately 2-4 percentage point impact on Kesko's wholesale, depending on the division.

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

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