

## SEGMENT DATA COMPARISON FIGURES FOR 2017 FOR KESKO GROUP'S CONTINUING OPERATIONS

On 16 February 2018, Kesko announced it will discontinue its building and home improvement trade operations in Russia and sell 12 building and home improvement store properties in Russia to Leroy Merlin Vostok LLC, a Russian division of the French Leroy Merlin. In the first interim report for 2018, the discontinuation of the building and home improvement trade operations in Russia will be presented as discontinued operations in accordance with IFRS 5 Non-current Assets Held for Sale and Discontinued Operations. The standard requires comparison data to be adjusted, thus prompting changes in the presentation of data for 2017.

In 2017, Kesko's building and home improvement trade operations in Russia recorded net sales of €184 million and a comparable operating profit of €0.6 million. The tables below depict comparison figures for 2017 for key continuing operations segment data.

### Segment data for continuing operations

Net sales by segment, € million	1-3/ 2017	4-6/ 2017	7-9/ 2017	10-12/ 2017	1-12/ 2017
Grocery trade	1,243	1,327	1,313	1,399	5,282
Building and technical trade	1,073	1,202	1,070	957	4,302
Car trade	245	234	212	218	909
Common functions and eliminations	-2	0	0	1	-1
<b>Continuing operations, total</b>	<b>2,558</b>	<b>2,763</b>	<b>2,596</b>	<b>2,575</b>	<b>10,492</b>

Operating profit by segment, continuing operations, € million	1-3/ 2017	4-6/ 2017	7-9/ 2017	10-12/ 2017	1-12/ 2017
Grocery trade	16.7	39.9	59.3	65.4	181.3
Building and technical trade	4.0	114.6	38.0	12.1	168.7
Car trade	10.0	7.6	8.8	6.7	33.1
Common functions and eliminations	-11.4	-10.3	-9.4	-13.4	-44.5
<b>Continuing operations, total</b>	<b>19.4</b>	<b>151.8</b>	<b>96.7</b>	<b>70.8</b>	<b>338.6</b>

Items in operating profit affecting comparability, continuing operations, € million	1-3/ 2017	4-6/ 2017	7-9/ 2017	10-12/ 2017	1-12/ 2017
Grocery trade	-9.7	-10.6	-0.2	-1.7	-22.1
Building and technical trade	-1.8	79.8	-2.7	-1.8	73.5
Car trade	-	-	-	-	-
Common functions and eliminations	-0.6	-1.3	-1.0	-6.0	-8.9
<b>Continuing operations, total</b>	<b>-12.1</b>	<b>67.9</b>	<b>-3.8</b>	<b>-9.5</b>	<b>42.5</b>

Operating profit by segment, comparable, continuing operations, € million	1-3/ 2017	4-6/ 2017	7-9/ 2017	10-12/ 2017	1-12/ 2017
Grocery trade	26.4	50.5	59.4	67.0	203.4
Building and technical trade	5.8	34.8	40.7	14.0	95.2
Car trade	10.0	7.6	8.8	6.7	33.1
Common functions and eliminations	-10.8	-9.0	-8.5	-7.4	-35.6
<b>Continuing operations, total</b>	<b>31.5</b>	<b>83.8</b>	<b>100.5</b>	<b>80.4</b>	<b>296.2</b>

The table below depicts figures for the speciality goods trade, which is included in the net sales and comparable operating profit for the building and technical trade division.

Speciality goods trade, € million	1-3/ 2017	4-6/ 2017	7-9/ 2017	10-12/ 2017	1-12/ 2017
<b>Net sales</b>					
K-maatalous, Indoor Group Ltd, and Yamaha and Yamarin	148	131	0	-	279
Machinery trade and leisure trade	85	103	117	80	384
Speciality goods trade, total	232	234	117	80	663
<b>Comparable operating profit</b>					
K-maatalous, Indoor Group Ltd, and Yamaha and Yamarin	3.6	5.2	-	-	8.7
Machinery trade and leisure trade	-0.5	1.6	6.1	0.3	7.5
Speciality goods trade, total	3.0	6.8	6.1	0.3	16.2

### Calculation of performance indicators

Kesko uses alternative performance measures to reflect business performance and profitability. These indicators should be examined together with the IFRS-compliant performance indicators.

Performance indicators reflecting comparable profit and profitability are used to improve the comparability of operational performance between periods. Gains and losses on disposal of real estate, shares and business operations, impairment charges and significant restructuring costs are identified as items affecting comparability. Gains on disposal have been presented within other operating income, and losses on disposal within other operating expenses in the income statement.

Operating profit, comparable	Operating profit +/- items affecting comparability
Items affecting comparability	- gains on disposal + losses on disposal + impairment charges +/- structural arrangements

### Reconciliation of performance indicators to IFRS financial statements

€ million	1-3/ 2017	4-6/ 2017	7-9/ 2017	10-12/ 2017	1-12/ 2017
<b>Items in operating profit affecting comparability, continuing operations</b>					
Gains on disposal	0.3	81.8	0.6	0.6	83.4
Losses on disposal	-0.4	-1.2	-0.1	-0.1	-1.8
Impairment charges	-	-	-0.5	-	-0.5
Structural arrangements	-12.1	-12.6	-3.9	-10.1	-38.6
<b>Items in operating profit affecting comparability, continuing operations, total</b>	<b>-12.1</b>	<b>67.9</b>	<b>-3.8</b>	<b>-9.5</b>	<b>42.5</b>
<b>Operating profit, comparable, continuing operations</b>					
Operating profit	19.4	151.8	96.7	70.8	338.6
Net of					
Items in operating profit affecting comparability	-12.1	67.9	-3.8	-9.5	42.5
<b>Operating profit, comparable, continuing operations, total</b>	<b>31.5</b>	<b>83.8</b>	<b>100.5</b>	<b>80.4</b>	<b>296.2</b>

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