



KESKO CORPORATION STOCK EXCHANGE RELEASE 25.5.2023 AT 08.00

Kesko Group comparison figures for 1 Jan. 2022–31 March 2023 under the new segment structure

Kesko Group's reportable segments from 1 April 2023 onwards

Kesko changed its division structure and segment reporting as of 1 April 2023. Sports trade is now part of the car trade division, while it previously was part of the building and technical trade division.

Kesko Group's reportable segments are grocery trade, building and technical trade, and car trade. The grocery trade division comprises grocery trade operations conducted under the K-retailer business model, K-Citymarket's non-food sales, and Kespro's foodservice wholesale operations. The building and technical trade division comprises building and home improvement trade and technical wholesale. The division has operations in seven countries. The car trade division comprises car trade and sports trade.

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Kesko Corporation

APPENDIX

Segment data by quarter 1.1.2022-31.3.2023

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Segment data by quarter 1.1.2022-31.3.2023

Net sales by segment, € million	1-3/2022	4-6/2022	7-9/2022	10-12/2022	1-3/2023
Grocery trade	1,382.1	1,551.1	1,573.6	1,617.9	1,495.0
Building and technical trade	1,071.0	1,287.8	1,149.7	1,082.7	1,023.0
Car trade	261.2	276.6	295.6	291.5	316.5
Common functions and eliminations	-6.9	-7.0	-9.1	-8.6	-6.5
Group total	2,707.3	3,108.5	3,009.8	2,983.4	2,828.0

Operating profit by segment, € million	1-3/2022	4-6/2022	7-9/2022	10-12/2022	1-3/2023
Grocery trade	81.4	123.9	133.4	122.8	82.3
Building and technical trade	56.0	109.6	99.3	59.8	29.3
Car trade	15.3	15.1	16.5	17.0	19.7
Common functions and eliminations	-8.1	-10.3	-6.8	-8.5	-8.6

Group total	144.6	238.3	242.4	191.2	122.6
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Operating profit by segment, comparable, € million	1-3/2022	4-6/2022	7-9/2022	10-12/2022	1-3/2023
Grocery trade	80.3	123.9	133.4	122.8	83.9
Building and technical trade	56.2	107.2	99.6	60.8	30.0
Car trade	15.3	15.1	16.5	17.5	19.5
Common functions and eliminations	-8.0	-10.3	-6.7	-8.5	-7.5
Group total	143.7	236.0	242.8	192.6	125.9

Operating margin by segment, %, comparable	1-3/2022	4-6/2022	7-9/2022	10-12/2022	1-3/2023
Grocery trade	5.8	8.0	8.5	7.6	5.6
Building and technical trade	5.2	8.3	8.7	5.6	2.9
Car trade	5.8	5.5	5.6	6.0	6.2
Group total	5.3	7.6	8.1	6.5	4.5

EBITDA by segment, comparable, € million	1-3/2022	4-6/2022	7-9/2022	10-12/2022	1-3/2023
Grocery trade	152.7	198.0	209.2	199.7	162.5
Building and technical trade	83.2	134.1	127.2	88.2	58.8
Car trade	27.2	27.2	29.0	29.8	32.0
Common functions and eliminations	0.6	-1.4	1.9	1.0	1.6
Group total	263.7	357.9	367.4	318.8	254.8

Operating profit by segment excluding the impact of IFRS 16, comparable, € million	1-3/2022	4-6/2022	7-9/2022	10-12/2022	1-3/2023
Grocery trade	66.2	110.6	119.9	109.6	70.4
Building and technical trade	51.7	102.8	95.1	56.3	25.3
Car trade	14.6	14.5	15.9	17.0	18.9
Common functions and eliminations	-8.2	-10.6	-7.1	-8.8	-7.9
Group total	124.3	217.3	223.8	174.1	106.8

Capital employed by segment, cumulative average, € million, rolling 12 months	1-3/2022	4-6/2022	7-9/2022	10-12/2022	1-3/2023
Grocery trade	2,167.9	2,211.6	2,281.4	2,353.6	2,422.2
Building and technical trade	1,637.3	1,651.9	1,676.2	1,693.5	1,725.4
Car trade	418.5	413.8	418.8	438.2	463.7
Common functions and eliminations	315.9	311.5	313.7	326.7	335.7
Group total	4,539.7	4,588.8	4,690.1	4,811.9	4,946.9

Return on capital employed by segment, comparable, %, rolling 12 months	1-3/2022	4-6/2022	7-9/2022	10-12/2022	1-3/2023
Grocery trade	20.4	20.7	20.5	19.6	19.2
Building and technical trade	20.0	20.0	19.7	19.1	17.3
Car trade	17.3	16.7	14.9	14.7	14.8
Group total	17.7	17.9	17.6	16.9	16.1

Capital expenditure by segment, € million	1-3/2022	4-6/2022	7-9/2022	10-12/2022	1-3/2023
Grocery trade	83.0	72.6	48.3	53.7	57.3

Building and technical trade	25.9	26.9	24.2	31.3	155.3
Car trade	8.5	13.6	9.7	13.3	13.9
Common functions and eliminations	8.8	11.5	7.6	10.2	5.3
Group total	126.2	124.6	89.9	108.5	231.8

Average number of personnel converted into full-time employees by segment	1-3/2022	4-6/2022	7-9/2022	10-12/2022	1-3/2023
Grocery trade	6,072	6,516	6,400	6,165	5,999
Building and technical trade	5,714	5,904	5,949	5,918	5,990
Car trade	1,438	1,520	1,561	1,557	1,537
Common functions and eliminations	934	982	969	935	910
Group total	14,158	14,921	14,879	14,576	14,436