



KESKO INVESTOR NEWS 13.8.2021 AT 8.00

Kesko's sales grew in July

Kesko Group's sales totalled €954.6 million in July 2021, representing an increase of 8.3% on the previous year. In comparable terms, sales grew by 6.2%.

“Kesko's sales grew by 6.2% in comparable terms in July. Sales for the grocery trade division grew by 4.5%. Sales for the building and technical trade division grew by 8.7% in comparable terms, thanks to strong performance in B2B trade. In the car trade division, sales were up by 6.2% and our market share strengthened,” says Kesko's President and CEO Mikko Helander.

Sales for the grocery trade division totalled €514.9 million in July, an increase of 4.5%. Grocery sales to K-food stores increased by 2.5%. Sales also increased in K-Citymarket's home and speciality goods trade. Kespro's sales grew by 12.4%.

Sales for the building and technical trade division totalled €350.7 million in July, an increase of 8.7% in comparable terms in local currencies. Excluding the speciality goods trade, sales for the building and technical trade division grew by 9.1% in comparable terms thanks to growth in B2B trade. Sales grew in comparable terms by 7.1% in Finland, 3.4% in Sweden and 12.5% in Norway. In the speciality goods trade, leisure trade sales increased by 1.2%. Reported sales for the building and technical trade division increased by 14.7%, boosted by acquisitions.

Sales for the car trade division totalled €91.1 million in July, an increase of 6.2%. The Finnish car trade market decreased year-on-year in July: new passenger car registrations were down by 17.8% and the number of used cars sold decreased by 10.5%.

Kesko Group's sales in July totalled €954.9 million, representing an increase of 6.2% in comparable terms.

Kesko Group's sales in euros, excluding VAT, in July 2021:

	July 2021		Comparable
	€ million	Change, %	change, %
Grocery trade, total	514.9	+4.5	+4.5
Building and technical trade, Finland	197.9	+6.0	+6.6
Building and technical trade, other countries	152.8	+28.4	+12.0
Building and technical trade, total	350.7	+14.7	+8.7
Car trade, total	91.1	+6.2	+6.2
Common functions and eliminations	-1.9		
Grand total	954.9	+8.3	+6.2
Finland, total	802.0	+5.1	+5.3
Other countries, total	152.8	+28.4	+12.0
Grand total	954.9	+8.3	+6.2

Kesko Group's sales in euros, excluding VAT, in January-July 2021:

	1.1.-31.7.2021		Comparable
	€ million	Change, %	change, %
Grocery trade, total	3,372.3	+3.1	+3.1
Building and technical trade, Finland	1,404.0	+10.5	+10.8
Building and technical trade, other countries	1,172.3	-9.1	+15.7
Building and technical trade, total	2,576.3	+0.7	+12.7
Car trade, total	651.2	+28.1	+28.1
Common functions and eliminations	-13.3		
Grand total	6,586.5	+4.1	+8.7
Finland, total	5,414.1	+7.5	+7.6
Other countries, total	1,172.3	-9.1	+15.7
Grand total	6,586.5	+4.1	+8.7

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 Kesko Senukai and acquisitions and divestments completed in 2020.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2020, in accordance with the dates of completion. 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 July 2021, the number of delivery days in Kesko's grocery trade equalled that of the year before, while the number of delivery days in building and technical trade in Finland, Sweden and Norway was down by one year-on-year. In January-July, Kesko's grocery trade and building and technical trade in Finland and Sweden had one delivery day less and Norway had two fewer delivery days than the corresponding period the year before. 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.

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

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

Further information is available from Hanna Jaakkola, Vice President, Investor Relations, tel. +358 105 323 540, and Eva Kaukinen, Vice President, Group Controller, tel. +358 105 322 338.

Kesko Corporation

DISTRIBUTION
Main news media
www.kesko.fi