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Kesco's sales in August

Kesco Group's sales in August 2023 totalled €1,079.2 million, representing an increase of 1.6%.

"In August, Kesko's sales grew by 1.6%, or by 1.0% in comparable terms. Sales grew in all grocery trade division businesses. Sales also grew in the car trade division in all car trade business areas. In the building and technical trade division, sales decreased as construction volumes weakened, says Mikko Helander, Kesko's President and CEO.

Sales in the grocery trade division totalled €577.8 million in August, an increase of 5.3%. Grocery sales to K Group grocery stores increased by 4.8%. Sales in K-Citymarket's home and speciality goods (non-food) grew markedly. Kespro's sales increased by 6.3%.

Sales in the building and technical trade division totalled €390.6 million in August, representing a decrease of 5.1%. In comparable terms and calculated in local currencies, sales decreased by 7.1%. Sales in building and home improvement trade decreased by 11.5% in comparable terms. Onninen's sales decreased by 2.5% in comparable terms. Sales decreased in comparable terms by 7.5% in Finland, 14.9% in Sweden, and 3.0% in Norway.

Sales in the car trade division totalled €112.8 million in August, an increase of 6.6%. Car trade sales increased by 13.7% in comparable terms. Sports trade sales decreased by 16.3%.

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Kesco Group sales in euros, excluding VAT, in August 2023:

	August 2023		Comparable
	€ million	Change, %	change, %
Grocery sales to K Group grocery stores and non-food sales, total	468.2	+5.1	+5.1
Kespro	109.6	+6.3	+6.3
Grocery trade, total	577.8	+5.3	+5.3
Building and home improvement trade	175.4	-16.9,	-11.5
Onninen	221.3	+7.0	-2.5
Building and technical trade, total	390.6	-5.1	-7.1
Car trade	97.1	+11.5	+13.7
Sports trade	15.7	-16.3,	-16.3
Car trade, total	112.8	+6.6	+8.3
Common functions and eliminations	-2.0		
Grand total	1,079.2	+1.6	+1.0
Finland, total	882.9	+2.5	+2.7
Other countries, total	196.3	-2.6	-6.7
Grand total	1,079.2	+1.6	+1.0

Kesko Group sales in euros, excluding VAT, in January-August 2023:

	1.1.-31.8.2023		Comparable
	€ million	Change, %	change, %
Grocery sales to K Group grocery stores and non-food sales, total	3,453.5	+4.0	+4.0
Kespro	793.7	+14.8	+14.8
Grocery trade, total	4,247.2	+5.8	+5.8
Building and home improvement trade	1,383.9	-19.0	-15.6
Onninen	1,597.3	+5.4	-1.2
Building and technical trade, total	2,935.6	-7.6	-8.9
Car trade	749.2	+23.9	+25.8
Sports trade	118.2	-13.7	-13.7
Car trade, total	867.4	+16.9	+18.4
Common functions and eliminations	-16.2		
Grand total	8,033.9	+1.6	+1.1
Finland, total	6,620.2	+3.5	+3.7
Other countries, total	1,413.8	-6.7	-9.5
Grand total	8,033.9	+1.6	+1.1

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 2022 and 2023.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2022 and 2023, in accordance with the dates of completion. In 2022, Kesko completed the acquisitions of the Swedish Kungälv's Trävaruaktiebolag in March, Föllinge Såg AB and Djurbergs Järnhandel Aktiebolag in September, and XL-BYGG Bergslagen AB in October, as well as the acquisition of the Norwegian Seljord Elektriske AS in June. In 2023, Kesko has completed the acquisition of Elektroskandia Norge AS in Norway in March, and Zenitec Sweden AB in Sweden in April. At the end of March 2023, Kesko completed the divestment of its MAN business (trucks and buses).

Sports trade has been part of the car trade division as of 1 April 2023 onwards. Prior to that, sports trade 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 as well as for the comparison period.

In both August 2023 and January-August 2023, the number of delivery days equalled that of the year before in Kesko's grocery trade and in building and technical trade in Finland, Sweden and Norway. Saturdays are wholesale delivery days in grocery trade, but not in building and technical trade. Under normal circumstances, one delivery day has an approximately 2-4% impact on Kesko's wholesale, depending on the division.

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

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