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KESKO GROCERY TRADE SUPPLY CHAIN AND LOGISTICS

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GROCERY TRADE DIVISION IN BRIEF



**MARKET
SHARE IN
2024
(NIELSEN)**

**#2 IN
FINLAND**



1,100 stores

Online grocery sales
€294 million (incl. VAT)
 Market share over **40%** in
 Finnish online grocery in 2024



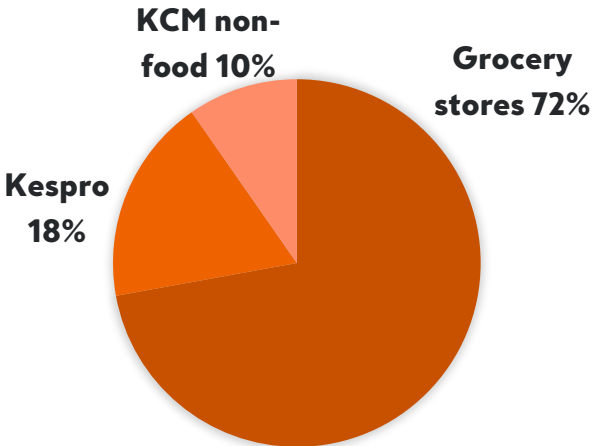
6,300
employees

860
K-retailers

KESPRO

The leading foodservice
 provider in Finland
49.1% market share

NET SALES
€6,362 million*



GROCERY STORE CHAINS

K CITYMARKET

K Supermarket

K Market

FOODSERVICE

KESPRO

* Q2/2025, rolling 12 months



GROCERY TRADE LOGISTICS

26,000

B2B delivery customers

700

**Truck loads to customers
daily**

5,000

Employees incl. drivers

200,000 m²

**Warehousing and
terminal area**

35,000

Warehoused items

600

**Contract vehicles
+ other subcontractors in
domestic and import
transportation**



KESKO GROCERY TRADE LOGISTICS STRATEGY



GROCERY TRADE RETAIL SUPPLY CHAINS

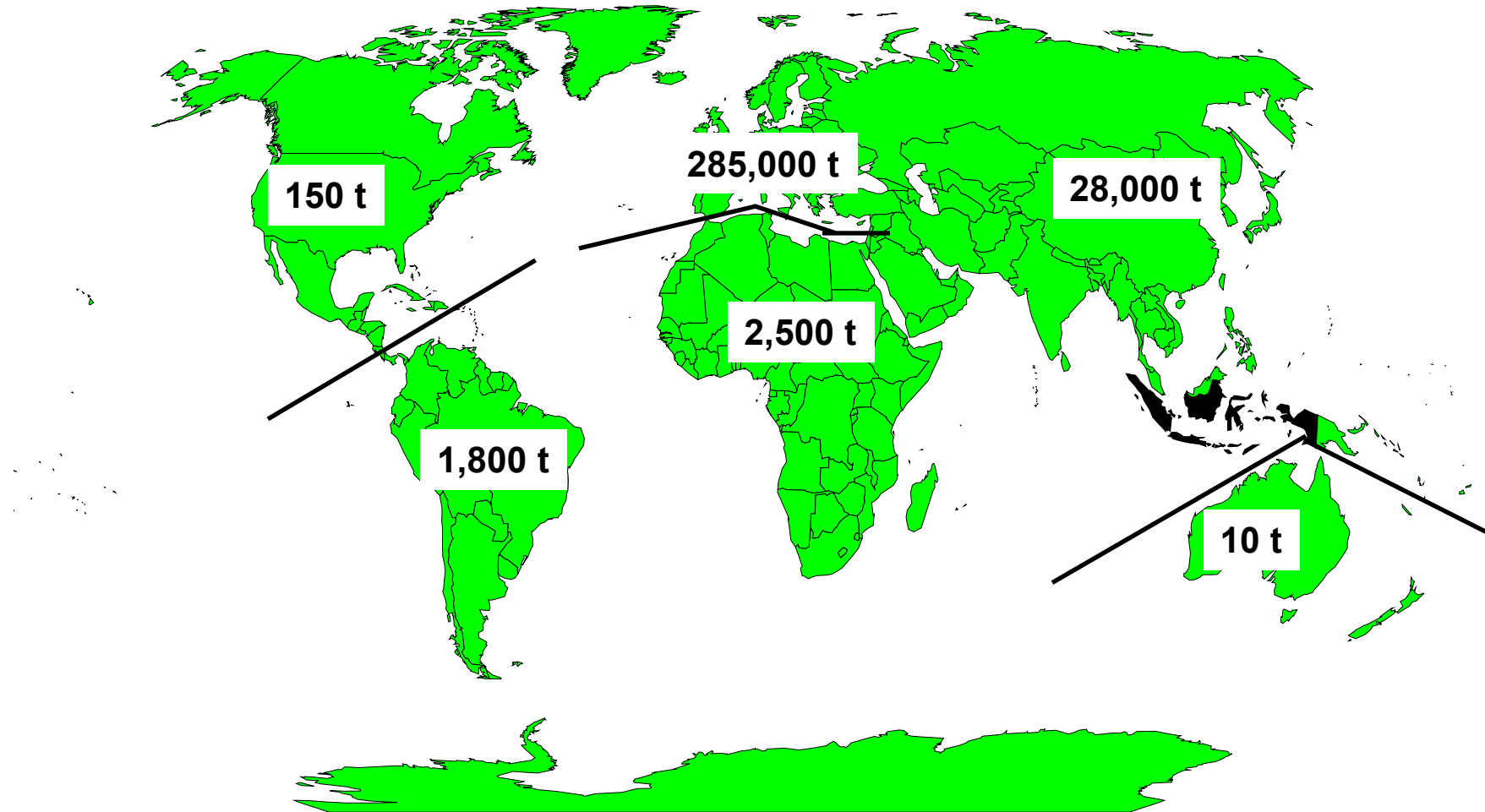
~80% FINNISH GOODS



KESPRO'S FOODSERVICE BUSINESS UTILISES THE SAME LOGISTICS AS THE GROCERY STORES



KESKO'S IMPORTS FROM OVER 70 COUNTRIES AND 1,500 SUPPLIERS



ONE-THIRD OF FINNISH FOOD IS TRANSPORTED THROUGH KESKO'S LOGISTICS

Central warehouses located in Vantaa



CW2 Grocery stores



CW1 Foodservice

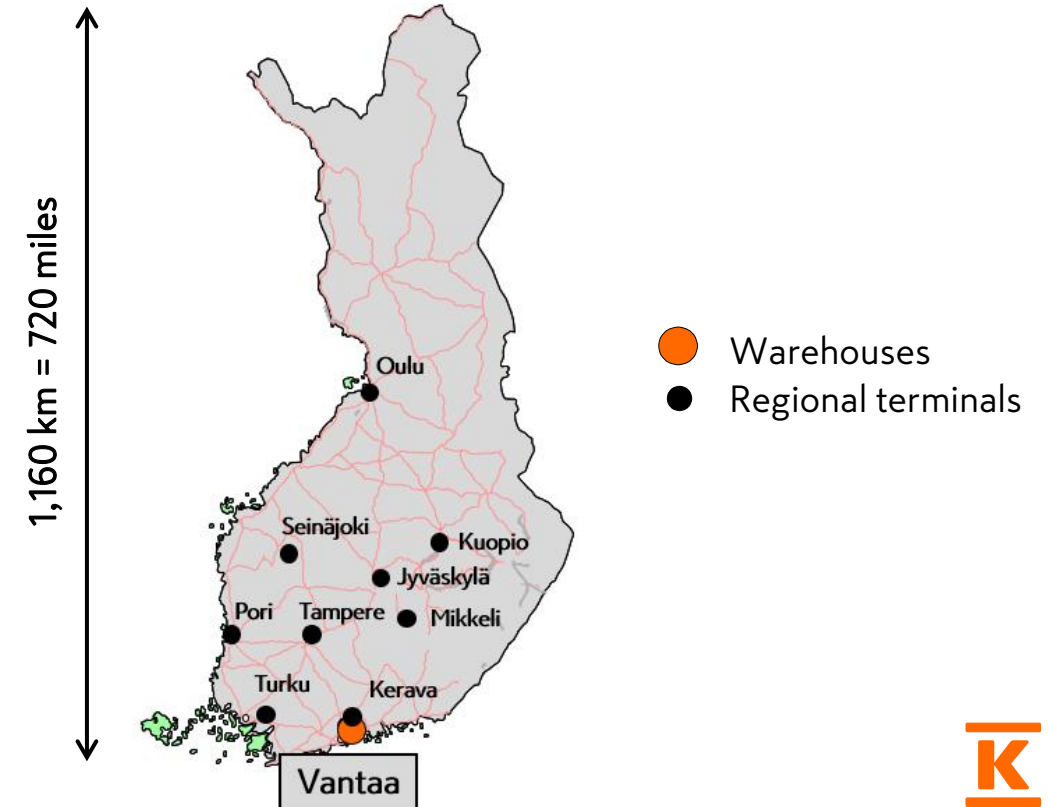


K-Citymarket non-food



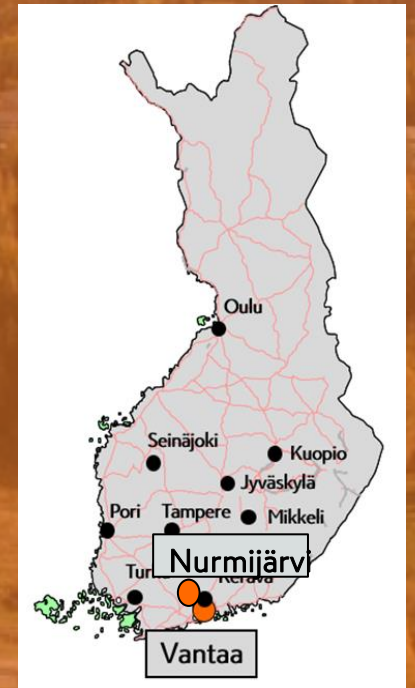
Frozen

Locations of central warehouses and regional terminals



NEW LOGISTICS CENTRE FOR KESKO GT TO NURMIJÄRVI

- Kesko has acquired a nearly 100 hectare plot area from Nurmijärvi
- In the first phase, a new 37,000 fp m² warehouse for Kespro's foodservice built by 2030
- Other grocery trade warehouses may be built on the site later



GROCERY TRADE ECOM LOGISTICS



Nearly 800 stores offer online grocery services

- Annual sales around €300 million (incl. VAT)
- Market share over 40%

Fulfilment processes

- Mainly in-store picking
- Currently one MFC serving the western Helsinki area

Last mile deliveries

- K-Nouto (click and collect)
- K-Transportation for selected K-Citymarkets, operated by Kesko logistics
- Regional transportation subcontractors for other stores
- Wolt quick deliveries for K-Markets and K-Supermarkets



Micro Fulfillment Center, K-Citymarket Ruoholahti, Helsinki

KESKO INVESTS IN THE ELECTRIFICATION OF TRANSPORTATION

- Kesko's target is to decrease its own CO₂ emissions by 50% by the end of 2034 from the 2024 level
- As part of this target, the number of EV trucks is set to increase gradually to 200 by 2030
- Kesko will invest nearly €10 million in charging stations for all its grocery trade logistics centres in 2024-2026



KEY ELEMENTS OF EFFICIENT GT LOGISTICS IN KESKO

High volumes



Advanced forecasting and replenishment



Efficient warehousing



Efficient transportation



VANTAA HAKKILA SITES



Foodservice (CW1)

- 33,000 m²
- 30,000 pallet locations

KCM non-food

- 12,000 m²
- 11,500 pallet locations

Retail (CW2)

- 90,000 m²
- 75,000 pallet locations

