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## Kesko's sales in October

**Kesko's sales increased by 6.2% in October, or by 2.2% in comparable terms.**

"Kesko's sales grew by 6.2% in October. Sales grew in all divisions. In grocery trade, sales increased especially in Kespro's foodservice business. In building and technical trade, sales in building and home improvement trade increased thanks to the Davidsen acquisition. In car trade, sales increased in all business areas. The number of delivery days was up by one in all divisions in October," says Jorma Rauhala, Kesko's President and CEO.

Sales in the grocery trade division totalled €565.6 million in October, up by 2.0%. Sales to K Group grocery stores increased by 2.5%. Sales in K-Citymarket's home and speciality goods trade (non-food) decreased. Kespro's sales increased by 5.3%.

Sales in the building and technical trade division totalled €438.5 million in October, up by 11.8%, or by 1.3% in comparable terms. Sales in building and home improvement trade increased by 25.0%, or by 0.4% in comparable terms. The sales figures of the Danish Davidsen have been included in the figures for Kesko's building and home improvement trade as of 1 February 2024. Sales in technical trade increased by 2.2% in comparable terms. Sales for the division increased in comparable terms by 1.7% in Finland and by 1.9% in Norway, and decreased by 9.3% in Sweden. Sales performance in Sweden was impacted by the closure of K-Rauta stores.

Sales in the car trade division totalled €123.0 million in October, an increase of 7.4%. Car trade sales increased by 7.2% in comparable terms; sales increased in new cars, used cars, and services. Sports trade sales increased by 1.2%.

Kesko Group sales in October 2024 totalled €1,125.0 million, representing an increase of 6.2%.

### **Kesko Group sales in euros, excluding VAT, in October 2024:**

	<b>October 2024</b>		<b>Comparable</b>
	<b>€ million</b>	<b>Change, %</b>	<b>change, %</b>
Grocery sales to K Group grocery stores and non-food sales, total	463.6	+1.3	+1.2
Kespro	102.0	+5.3	+5.3
<b>Grocery trade, total</b>	<b>565.6</b>	<b>+2.0</b>	<b>+1.9</b>
Building and home improvement trade	211.2	+25.0	+0.4
Technical trade	234.1	+1.9	+2.2
<b>Building and technical trade, total</b>	<b>438.5</b>	<b>+11.8</b>	<b>+1.3</b>
Car trade	102.2	+8.8	+7.2
Sports trade	20.8	+1.2	+1.2
<b>Car trade, total</b>	<b>123.0</b>	<b>+7.4</b>	<b>+6.2</b>
<b>Common functions and eliminations</b>	<b>-2.1</b>		
<b>Grand total</b>	<b>1,125.0</b>	<b>+6.2</b>	<b>+2.2</b>

Finland, total	875.6	+2.7	+2.4
Other countries, total	249.5	+20.8	+1.0
<b>Grand total</b>	<b>1,125.0</b>	<b>+6.2</b>	<b>+2.2</b>

### Kesko Group sales in euros, excluding VAT, in January-October 2024

	1.1.-31.10.2024		Comparable change, %
	€ million	Change, %	
Grocery sales to K Group grocery stores and non-food sales, total	4,349.5	+0.2	+0.2
Kespro	1,000.9	+1.3	+1.3
<b>Grocery trade, total</b>	<b>5,350.4</b>	<b>+0.4</b>	<b>+0.4</b>
Building and home improvement trade	1,927.1	+11.7	-7.0
Technical trade	1,974.8	-3.8	-5.5
<b>Building and technical trade, total</b>	<b>3,845.3</b>	<b>+3.3</b>	<b>-6.3</b>
Car trade	866.4	-7.0	-6.6
Sports trade	144.4	-8.0	-8.0
<b>Car trade, total</b>	<b>1,010.7</b>	<b>-7.1</b>	<b>-6.8</b>
<b>Common functions and eliminations</b>	<b>-19.2</b>		
<b>Grand total</b>	<b>10,187.1</b>	<b>+0.7</b>	<b>-2.8</b>
Finland, total	8,097.8	-2.3	-2.3
Other countries, total	2,089.4	+14.3	-5.2
<b>Grand total</b>	<b>10,187.1</b>	<b>+0.7</b>	<b>-2.8</b>

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 2023 and 2024. In addition, the calculation of comparable sales takes into account the minor change in the business model of technical trade in Norway.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2023 and 2024 in accordance with the dates of completion. In 2023, Kesko completed the acquisition of Elektroskandia Norge AS in Norway in March, Zenitec Sweden AB in Sweden in April, and Geitanger Bygg AS in Norway in October. At the end of March 2023, Kesko completed the divestment of its MAN business (trucks and buses). In February 2024 and in June 2024, the business operations of individual Neste K service stations were transferred to Kesko. In August 2024, the business operations of four additional Neste K stations were transferred to Kesko. As of 1 February 2024, Davidsen Koncernen A/S in Denmark has been part of Kesko. The acquisition of Autotalo Lohja in Finland was completed on 1 September 2024.

### Number of delivery days in October 2024 compared to October 2023

	October	January-October
Grocery trade	+1	+1
Kespro	+1	+2
Building and technical trade, Finland	+1	+2
Building and technical trade, Sweden	+1	+2
Building and technical trade, Norway	+1	+1
Building and technical trade, Denmark	+1	+2

Saturdays are wholesale delivery days in grocery trade but not in Kespro or in building and technical trade. Under normal circumstances, one delivery day has an approximately 2-4 percentage point impact on Kesko's wholesale, depending on the

division. In the car trade service business, one delivery day has an approximately 2-4 percentage point impact on sales, while delivery days do not have a marked impact on new or used car sales.

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

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