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Kesco's sales in October

Kesco Group's sales in October 2023 totalled €1,059.1 million, representing an increase of 1.9%.

"Kesco's sales increased by 1.9% in October, or by 0.6% in comparable terms. Sales in grocery trade increased by 5.9%, thanks to good sales performance by our grocery stores and Kespro. Sales in the building and technical trade division decreased as construction volumes weakened. The number of delivery days in building and technical trade was up by one year-on-year. Sales in the car trade division increased clearly in all car trade business areas," says Mikko Helander, Kesko's President and CEO.

Sales in the grocery trade division totalled €554.3 million in October, an increase of 5.9%. Grocery sales to K Group grocery stores increased by 4.8%. Sales in K-Citymarket's home and speciality goods (non-food) increased. Kespro's sales increased by 9.9%.

Sales in the building and technical trade division totalled €392.3 million in October, representing a decrease of 6.0%. In comparable terms and calculated in local currencies, sales decreased by 9.4%. Sales in building and home improvement trade decreased by 12.2% in comparable terms. Sales in technical trade increased by 3.1%, or decreased by 6.8% in comparable terms. The comparable sales performance in technical trade was impacted by the exceptionally strong sales of solar power products the year prior. Sales decreased in comparable terms by 11.4% in Finland, 15.5% in Sweden, and 4.2% in Norway.

Sales in the car trade division totalled €114.5 million in October, an increase of 13.5%. Car trade sales increased by 21.8% in comparable terms. Sports trade sales decreased by 8.1%.

Kesco Group's sales in October 2023 totalled €1,059.1 million, representing an increase of 1.9%.

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

	October 2023		Comparable
	€ million	Change, %	change, %
Grocery sales to K Group grocery stores and non-food sales, total	457.5	+5.1	+5.1
Kespro	96.8	+9.9	+9.9
Grocery trade, total	554.3	+5.9	+5.9
Building and home improvement trade	168.9	-16.2	-12.2
Technical trade	229.7	+3.1	-6.8
Building and technical trade, total	392.3	-6.0	-9.4
Car trade	94.0	+19.7	+21.8
Sports trade	20.6	-8.1	-8.1
Car trade, total	114.5	+13.5	+15.1
Common functions and	-2.0		

eliminations			
Grand total	1,059.1	+1.9	+0.6
Finland, total	852.6	+2.6	+2.8
Other countries, total	206.5	-0.7	-7.6
Grand total	1,059.1	+1.9	+0.6

Kesko Group sales in euros, excluding VAT, in January-October 2023

	1.1.-31.10.2023		Comparable change, %
	€ million	Change, %	
Grocery sales to K Group grocery stores and non-food sales, total	4,338.8	+3.4	+3.4
Kespro	988.2	+13.0	+13.0
Grocery trade, total	5,327.0	+5.0	+5.0
Building and home improvement trade	1,726.0	-18.9	-15.3
Technical trade	2,053.3	+3.7	-3.5
Building and technical trade, total	3,721.8	-8.0	-9.6
Car trade	931.7	+22.1	+24.3
Sports trade	156.8	-13.2	-13.2
Car trade, total	1,088.4	+15.3	+17.0
Common functions and eliminations	-20.1		
Grand total	10,117.1	+0.8	+0.3
Finland, total	8,289.3	+2.4	+2.6
Other countries, total	1,827.8	-6.0	-9.5
Grand total	10,117.1	+0.8	+0.3

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, 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).

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.

The number of delivery days in Kesko's grocery trade equalled that of the year before in October and January-October 2023. In building and technical trade, the number of delivery days in Finland, Sweden and Norway was up by one in October, and equalled that of the year before in January-October 2023. 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 stores quarterly in connection with interim reports.

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