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## Kesko's sales grew in August

**Kesko Group's sales totalled €971.8 million in August 2021, representing an increase of 9.7% on the previous year. In comparable terms, sales grew by 7.0%.**

"Kesko's sales continued to grow in all divisions in August. Sales for the grocery trade division grew by 1.6%. Sales for the building and technical trade division grew by 16.2% in comparable terms, thanks to strong performance in B2B trade. In the car trade division, sales were up by 5.0%," says Kesko's President and CEO Mikko Helander.

Sales for the grocery trade division totalled €503.8 million in August, an increase of 1.6%. Grocery sales to K-food stores increased by 0.9%. Sales also increased in K-Citymarket's home and speciality goods. Kespro's sales grew by 4.9%.

Sales for the building and technical trade division totalled €384.2 million in August, an increase of 16.2% in comparable terms in local currencies. Excluding the speciality goods trade, sales for the building and technical trade division grew by 17.1% in comparable terms. Sales grew in comparable terms by 16.3% in Finland, 9.8% in Sweden, and 14.8% in Norway. In the speciality goods trade, leisure trade sales increased by 2.4%. Reported sales for the building and technical trade division increased by 23.8%. The month had one more delivery day than the year before in Finland, Sweden and Norway.

Sales for the car trade division totalled €85.7 million in August, an increase of 5.0%. First registrations of cars in Finnish car trade were down by 6.9% in August, while the number of used cars sold was at last year's level.

Kesko Group's sales in August totalled €971.8 million, representing an increase of 7.0% in comparable terms.

### **Kesko Group's sales in euros, excluding VAT, in August 2021:**

	<b>August 2021</b>		<b>Comparable</b>
	<b>€ million</b>	<b>Change, %</b>	<b>change, %</b>
<b>Grocery trade, total</b>	<b>503.8</b>	<b>+1.6</b>	<b>+1.6</b>
Building and technical trade, Finland	207.3	+14.2	+14.9
Building and technical trade, other countries	176.9	+37.3	+18.1
<b>Building and technical trade, total</b>	<b>384.2</b>	<b>+23.8</b>	<b>+16.2</b>
<b>Car trade, total</b>	<b>85.7</b>	<b>+5.0</b>	<b>+5.0</b>
<b>Common functions and eliminations</b>	<b>-2.0</b>		
<b>Grand total</b>	<b>971.8</b>	<b>+9.7</b>	<b>+7.0</b>
Finland, total	794.9	+5.0	+5.1
Other countries, total	176.9	+37.3	+18.1
<b>Grand total</b>	<b>971.8</b>	<b>+9.7</b>	<b>+7.0</b>

### **Kesko Group's sales in euros, excluding VAT, in January-August 2021:**

	1.1.-31.8.2021		Comparable
	€ million	Change, %	change, %
<b>Grocery trade, total</b>	<b>3,876.2</b>	<b>+2.9</b>	<b>+2.9</b>
Building and technical trade, Finland	1,611.3	+11.0	+11.3
Building and technical trade, other countries	1,349.2	-4.9	+16.0
<b>Building and technical trade, total</b>	<b>2,960.5</b>	<b>+3.2</b>	<b>+13.2</b>
<b>Car trade, total</b>	<b>736.9</b>	<b>+24.9</b>	<b>+24.9</b>
<b>Common functions and eliminations</b>	<b>-15.3</b>		
<b>Grand total</b>	<b>7,558.3</b>	<b>+4.8</b>	<b>+8.5</b>
Finland, total	6,209.1	+7.2	+7.2
Other countries, total	1,349.2	-4.9	+16.0
<b>Grand total</b>	<b>7,558.3</b>	<b>+4.8</b>	<b>+8.5</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 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 August 2021, the number of delivery days in Kesko's grocery trade equalled that of the year before. Kesko's building and technical trade had one more delivery than the year before in Finland, Sweden and Norway. In January-August 2021, both Kesko's grocery trade in Finland and building and technical trade in Norway had one delivery day less than in the corresponding period the year before, while the number of delivery days in building and technical trade in Finland and Sweden equalled that of 2020. 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.

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Kesko Corporation

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