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## Kesko's sales in May

**Kesko Group's sales in May 2023 totalled €1,095.6 million, representing an increase of 1.5%.**

"In May, Kesko's sales grew by 1.5%, or by 0.9% in comparable terms. In the grocery trade division, sales grew in all businesses. In the building and technical trade division, sales grew by 5.7% in technical wholesale thanks to acquisitions, but were down by 2.8% in comparable terms. Sales in building and home improvement trade decreased in all operating countries. In the car trade division, sales growth continued strong," says Kesko's President and CEO Mikko Helander.

Sales in the grocery trade division totalled €553.4 million in May, an increase of 7.2%. Grocery sales to K Group grocery stores increased by 6.6% year-on-year. Sales in K-Citymarket's home and speciality goods (non-food) increased. Kespro's sales grew by 13.9%.

Sales in the building and technical trade division totalled €426.1 million in May, representing a decrease of 8.5%, or 10.4% in comparable terms in local currencies. Sales in building and home improvement trade decreased by 16.9% in comparable terms. Onninen's sales decreased by 2.8% in comparable terms. Sales decreased in comparable terms by 9.0% in Finland, 19.1 % in Sweden, and 10.0% in Norway. Reported sales in the building and technical trade division decreased by 8.5%.

Sales in the car trade division totalled €118.1 million in May, an increase of 18.6%. Sports trade has been part of the division from 1 April 2023 onwards. Prior to that, sports trade was part of the building and technical trade division. Car trade sales grew by 32.6% in comparable terms. Registrations of new cars in Finland were up by 18.8% in passenger cars and by 36.6% in vans compared to the year before. The number of used passenger cars sold in Finland increased by 5.9% year-on-year. Sports trade sales decreased by 29.8%

Kesko Group's sales in May 2023 totalled €1,095.6 million, representing an increase of 0.9% in comparable terms.

### **Kesko Group's sales in euros, excluding VAT, in May 2023:**

	<b>May 2023</b> <b>€ million</b>	<b>Change, %</b>	<b>Comparable</b> <b>change, %</b>
Grocery sales to K Group grocery stores and non-food sales, total	449.0	+5.8	+5.8
Kespro	104.5	+13.9	+13.9
<b>Grocery trade, total</b>	<b>553.4</b>	<b>+7.2</b>	<b>+7.2</b>
Building and home improvement trade	207.5	-20.4	-16.9
Onninen	224.8	+5.7	-2.8
<b>Building and technical trade, total</b>	<b>426.1</b>	<b>-8.5</b>	<b>-10.4</b>
Car trade	106.1	+28.7	+32.6
Sports trade	12.0	-29.8	-29.8

<b>Car trade, total</b>	<b>118.1</b>	<b>+18.6</b>	<b>+21.6</b>
<b>Common functions and eliminations</b>	<b>-2.1</b>		
<b>Grand total</b>	<b>1,095.6</b>	<b>+1.5</b>	<b>+0.9</b>
Finland, total	892.7	+3.9	+4.2
Other countries, total	202.9	-7.7	-11.9
<b>Grand total</b>	<b>1,095.6</b>	<b>+1.5</b>	<b>+0.9</b>

### Kesko Group's sales in euros, excluding VAT, in January-May 2023:

	<b>1.1.-31.5.2023</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	2,092.4	+4.2	+4.2
Kespro	482.7	+20.9	+20.9
<b>Grocery trade, total</b>	<b>2,575.2</b>	<b>+6.9</b>	<b>+6.9</b>
Building and home improvement trade	865.4	-20.0	-17.3
Onninen	993.4	+5.6	+1.2
<b>Building and technical trade, total</b>	<b>1,829.5</b>	<b>-8.1</b>	<b>-8.7</b>
Car trade	470.0	+30.3	+31.9
Sports trade	80.2	-11.6	-11.6
<b>Car trade, total</b>	<b>550.1</b>	<b>+21.8</b>	<b>+23.1</b>
<b>Common functions and eliminations</b>	<b>-10.6</b>		
<b>Grand total</b>	<b>4,944.1</b>	<b>+2.2</b>	<b>+2.0</b>
Finland, total	4,084.5	+4.8	+4.9
Other countries, total	859.6	-8.8	-10.1
<b>Grand total</b>	<b>4,944.1</b>	<b>+2.2</b>	<b>+2.0</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 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).

The number of delivery days in May 2023 equalled that of the year before in Kesko's grocery trade and in building and technical trade in Finland and Sweden, and was down by 1 year-on-year in building and technical trade in Norway. In January-May, the number of delivery days equalled that of the year before in Kesko's grocery trade and in building and technical trade in Finland and Sweden, and was down by 1 year-on-year in building and technical trade in 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.

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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