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Kesko's sales grew in November

Kesko Group's sales totalled €983.0 million in November 2021, representing an increase of 12.4% on the previous year. In comparable terms, sales grew by 11.6%.

"Kesko's sales grew in the grocery trade division and the building and technical trade division in November. Sales for the grocery trade division grew by 7.4%. Sales for the building and technical trade division grew by 21.9% in comparable terms, thanks to strong performance in B2B trade," says Mikko Helander, Kesko's President and CEO.

Sales for the grocery trade division totalled €505.5 million in November, up by 7.4% partly thanks to sales related to All Saints' Day falling on October in 2020. Grocery sales to K-food stores increased by 4.5%. Sales also increased in K-Citymarket's home and speciality goods trade. Kespro's sales grew by 26.6%.

Sales for the building and technical trade division totalled €408.2 million in November, an increase of 21.9% in comparable terms in local currencies. Excluding the speciality goods trade, sales for the building and technical trade division grew by 21.6% in comparable terms. Sales grew in comparable terms by 23.9% in Finland, 14.7% in Sweden, and 17.9% in Norway. The month had one more delivery day in the Nordics than the year before. In the speciality goods trade, leisure trade sales increased by 28.3% in comparable terms. Reported sales for the building and technical trade division increased by 23.8%.

Sales for the car trade division totalled €71.6 million in November, down by 6.3%. Sales were impacted by the weakened availability of cars. Registrations of new cars in Finland were down by 9.4% in passenger cars and by 15.4% in vans compared to the year before. The number of used cars sold in Finland increased by 1.0% year-on-year.

Kesko Group's sales in November totalled €983.0 million, representing an increase of 11.6% in comparable terms.

Kesko Group's sales in euros, excluding VAT, in November 2021:

	November 2021		Comparable change, %
	€ million	Change, %	
Grocery trade, total	505.5	+7.4	+7.4
Building and technical trade, Finland	213.7	+22.6	+24.5
Building and technical trade, other countries	194.5	+25.1	+19.0
Building and technical trade, total	408.2	+23.8	+21.9
Car trade, total	71.6	-6.3	-6.3
Common functions and eliminations	-2.2		
Grand total	983.0	+12.4	+11.6
Finland, total	788.5	+9.6	+10.0
Other countries, total	194.5	+25.1	+19.0
Grand total	983.0	+12.4	+11.6

Kesko Group's sales in euros, excluding VAT, in January-November 2021:

	1.1.-30.11.2021		Comparable
	€ million	Change, %	change, %
Grocery trade, total	5,387.9	+3.2	+3.2
Building and technical trade, Finland	2,264.9	+12.1	+13.0
Building and technical trade, other countries	1,948.2	+2.5	+16.6
Building and technical trade, total	4,213.1	+7.5	+14.5
Car trade, total	967.0	+16.6	+16.6
Common functions and eliminations	-21.7		
Grand total	10,546.2	+6.0	+8.4
Finland, total	8,598.1	+6.8	+7.0
Other countries, total	1,948.2	+2.5	+16.6
Grand total	10,546.2	+6.0	+8.4

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 the acquisitions and divestments completed in 2020 and 2021.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2020 and 2021, 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 2021, the building and technical trade division has completed the acquisition of Byggarnas Partner and discontinued the operations of the Kookenkä shoe store chain.

The number of delivery days in Kesko's grocery trade in November 2021 equalled that of the year before. Kesko's building and technical trade had one more delivery day than the year before in Finland, Sweden and Norway. In January-November 2021, both 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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