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Kesko's sales grew in November

Kesko Group's sales in November 2022 totalled €1,034.8 million, representing an increase of 5.5% in comparable terms.

"Sales grew in all Kesko divisions in November. Sales in the grocery trade division were up by 6.2%, and sales growth was particularly strong for Kespro. Sales for the building and technical trade division grew by 4.6% in comparable terms, thanks to good performance in B2B trade. In the car trade division, sales were up by 7.0%," says Kesko's President and CEO Mikko Helander.

Sales in the grocery trade division totalled €536.6 million in November, an increase of 6.2%. Grocery sales to K Group grocery stores increased by 3.4% year-on-year. Sales in K-Citymarket's home and speciality goods (non-food) increased. Kespro's sales grew by 16.2%.

Sales in the building and technical trade division totalled €424.1 million in November, an increase of 4.6% in comparable terms in local currencies. Excluding speciality goods trade, division sales grew by 4.6% in comparable terms. Sales grew in comparable terms by 5.4% in Finland and by 2.8% in Norway, and decreased by 0.6% in Sweden. In the speciality goods trade, leisure trade sales increased by 3.5%. Reported sales in the building and technical trade division increased by 3.9%.

Sales in the car trade division totalled €76.6 million in November, an increase of 7.0%. Registrations of new cars were down by 4.3% in passenger cars and up by 4.1% in vans compared to the year before. The number of used cars sold in Finland decreased by 9.7% year-on-year.

Kesko Group's sales in November totalled €1,034.8 million, representing an increase of 5.5% in comparable terms.

Kesko Group's sales in euros, excluding VAT, in November 2022:

	November 2022		Comparable
	€ million	Change, %	change, %
Grocery trade, total	536.6	+6.2	+6.2
Building and technical trade, Finland	224.0	+4.8	+4.8
Building and technical trade, other countries	200.1	+2.9	+4.3
Building and technical trade, total	424.1	+3.9	+4.6
Car trade, total	76.6	+7.0	+7.0
Common functions and eliminations	-2.5		
Grand total	1,034.8	+5.3	+5.5
Finland, total	834.7	+5.9	+5.9
Other countries, total	200.1	+2.9	+4.3
Grand total	1,034.8	+5.3	+5.5

Kesko Group's sales in euros, excluding VAT, in January-November 2022:

	1.1.-30.11.2022		Comparable
	€ million	Change, %	change, %
Grocery trade, total	5,609.5	+4.1	+4.1
Building and technical trade, Finland	2,505.4	+10.6	+11.3
Building and technical trade, other countries	2,144.3	+10.1	+8.8
Building and technical trade, total	4,649.7	+10.4	+10.1
Car trade, total	839.7	-13.2	-13.2
Common functions and eliminations	-28.4		
Grand total	11,070.5	+5.0	+4.9
Finland, total	8,926.2	+3.8	+4.0
Other countries, total	2,144.3	+10.1	+8.8
Grand total	11,070.5	+5.0	+4.9

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 2021 and 2022.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2021 and 2022, in accordance with the dates of completion. In 2021, the building and technical trade division completed the acquisition of Byggarnas Partner and discontinued the operations of the Kookenkä shoe store chain. In 2022, Kesko has completed the acquisitions of the Swedish Kungälv's Trävaruaktiebolaget in March, Föllinge Säg AB and Djurbergs Järnhandel Aktiebolaget in September, and XL-BYGG Bergslagen AB in October, as well as the acquisition of the Norwegian Seljord Elektriske AS in June.

The number of delivery days in November 2022 equalled that of November 2021 in Kesko's grocery trade and in building and technical trade in Finland, Sweden and Norway. In January-November 2022, the number of delivery days was up by 1 year-on-year in Kesko's grocery trade and in building and technical trade in Finland and Norway, and flat in Sweden. 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. The number or timing of delivery days in 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 stores quarterly in connection with interim reports.

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