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## Kesko's sales grew in May

**Kesko Group's sales totalled €1,079.2 million in May 2022, representing an increase of 7.6% on the previous year. In comparable terms, sales grew by 7.6%.**

"Kesko's sales grew in the grocery trade division and the building and technical trade division in May. Sales in food trade were at a good level, with strong growth in foodservice. In the building and technical trade division, growth continued strong in B2B trade. The month had one delivery day more than the year before in Finland and Sweden, and two delivery days more in Norway," says Kesko's President and CEO Mikko Helander.

Sales in the grocery trade division totalled €516.2 million in May, an increase of 7.4%. Grocery sales to K-food stores increased by 3.2%. Sales in K-Citymarket's home and speciality goods (non-food) decreased. Kespro's sales grew by 34.0%. In relative terms, consumption was weighted more towards foodservice than retail compared to the year before.

Sales in the building and technical trade division totalled €482.7 million in May, an increase of 13.9% in comparable terms in local currencies. Excluding speciality goods trade, division sales grew by 14.0% in comparable terms. Sales grew in comparable terms by 16.7% in Finland, by 12.0% in Sweden, and by 5.4% in Norway. In speciality goods trade, leisure trade sales grew by 12.6% in comparable terms. Reported sales in the building and technical trade division increased by 14.0%.

Sales in the car trade division totalled €82.4 million in May, a decrease of 17.9%. Sales were impacted by the poor availability of cars. Registrations of new cars in Finland were down by 19.5% in passenger cars and by 26.6% in vans compared to the year before. The number of used cars sold in Finland decreased by 8.3% year-on-year.

Kesko Group's sales in May totalled €1,079.2 million, representing an increase of 7.6% in comparable terms.

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

	May 2022	Change, %	Comparable
	€ million		change, %
<b>Grocery trade, total</b>	<b>516.2</b>	<b>+7.4</b>	<b>+7.4</b>
Building and technical trade, Finland	262.8	+15.3	+16.3
Building and technical trade, other countries	219.9	+12.6	+11.2
<b>Building and technical trade, total</b>	<b>482.7</b>	<b>+14.0</b>	<b>+13.9</b>
<b>Car trade, total</b>	<b>82.4</b>	<b>-17.9</b>	<b>-17.9</b>
<b>Common functions and eliminations</b>	<b>-2.2</b>		
<b>Grand total</b>	<b>1,079.2</b>	<b>+7.6</b>	<b>+7.6</b>
Finland, total	859.2	+6.4	+6.7
Other countries, total	219.9	+12.6	+11.2
<b>Grand total</b>	<b>1,079.2</b>	<b>+7.6</b>	<b>+7.6</b>

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

	1.1.-31.5.2022		Comparable
	€ million	Change, %	change, %
<b>Grocery trade, total</b>	<b>2,408.2</b>	<b>+3.6</b>	<b>+3.6</b>
Building and technical trade, Finland	1,139.2	+15.6	+16.8
Building and technical trade, other countries	942.4	+18.1	+15.6
<b>Building and technical trade, total</b>	<b>2,081.6</b>	<b>+16.7</b>	<b>+16.2</b>
<b>Car trade, total</b>	<b>360.8</b>	<b>-21.7</b>	<b>-21.7</b>
<b>Common functions and eliminations</b>	<b>-11.5</b>		
<b>Grand total</b>	<b>4,839.2</b>	<b>+6.2</b>	<b>+5.9</b>
Finland, total	3,896.8	+3.6	+3.9
Other countries, total	942.2	+18.1	+15.6
<b>Grand total</b>	<b>4,839.2</b>	<b>+6.2</b>	<b>+5.9</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 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, the division has completed the acquisition of Kungälv's Trävaruaktiebolaget.

In May 2022, both Kesko's grocery trade and building and technical trade in Finland and Sweden had one delivery day more than the year before. In Norway, the month had two more delivery days than the year before. In January-May 2022, both Kesko's grocery trade and building and technical trade in Finland and Sweden had one delivery day more than the year before, while Norway had two more delivery days. 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's stores quarterly in connection with interim reports.

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