



KESKO INVESTOR NEWS 14.6.2021 AT 19.30

Kesko's comparable sales grew in May

Kesko Group's sales totalled €1,002.6 million in May 2021, representing an increase of 14.5% in comparable terms on the previous year.

"Kesko's sales grew by 14.5% in comparable terms in May. Sales in the grocery trade division grew by 5.0% thanks to strong sales development in Kespro and K-Citymarket's home and speciality goods trade. Growth in the building and technical trade division continued strong in all operating countries – in comparable terms, the division's sales grew by 17.8%. In the car trade division, sales were strong and up by 69.4%, and our market share also grew", says Kesko's President and CEO Mikko Helander.

Sales in the grocery trade division totalled €480.8 million in May, an increase of 5.0%. Grocery sales to K-food stores decreased by 1.1% from the strong level achieved in May 2020 due to the pandemic. Sales grew by 7.6% in K-Citymarket's home and speciality goods, and Kespro's sales were up by 54.2%.

Sales in the building and technical trade division totalled €423.3 million in May, an increase of 17.8% in comparable terms in local currencies. Sales in the building and technical trade excluding the speciality goods trade grew by 18.0% in comparable terms. Sales in Finland grew by 18.4% and sales elsewhere by 17.4%. In the speciality goods trade, sales in the leisure trade increased by 14.0%. Reported sales in the building and technical trade increased by 0.6%.

Sales in the car trade division totalled €100.4 million in May, an increase of 69.4%.

Kesko Group's sales in May totalled €1,002.6 million, representing an increase of 14.5% in comparable terms.

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

	May 2021 € million	Change, %	Comparable change, %
Grocery trade, total	480.8	+5.0	+5.0
Building and technical trade, Finland	227.9	+17.0	+18.0
Building and technical trade, other countries	195.4	-13.5	+17.4
Building and technical trade, total	423.3	+0.6	+17.8
Car trade, total	100.4	+69.4	+69.4
Common functions and eliminations	-1.9		
Grand total	1,002.6	+7.1	+14.5
Finland, total	807.2	+13.7	+13.9
Other countries, total	195.4	-13.5	+17.4
Grand total	1,002.6	+7.1	+14.5

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

1.1.-31.5.2021

Comparable

	€ million	Change, %	change, %
Grocery trade, total	2,323.7	+2.5	+2.5
Building and technical trade, Finland	985.2	+12.1	+12.2
Building and technical trade, other countries	797.8	-15.0	+14.2
Building and technical trade, total	1,783.0	-1.9	+13.0
Car trade, total	460.9	+33.5	+33.5
Common functions and eliminations	-9.6		
Grand total	4,558.0	+3.1	+8.9
Finland, total	3,760.2	+8.0	+8.0
Other countries, total	797.8	-15.0	+14.2
Grand total	4,558.0	+3.1	+8.9

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 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 May 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 day in Finland and Sweden and one delivery day less in Norway than the year before. In January-May 2021, Kesko's grocery trade had one delivery day less than in the corresponding period the year before. In building and technical trade, the period had an equal number of delivery days in Finland and Sweden and two fewer delivery days in Norway than the year before. 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.

Kesko publishes advance information on the retail sales of K Group's stores quarterly in connection with interim reports.

Further information is available from Hanna Jaakkola, Vice President, Investor Relations, tel. +358 105 323 540.

Kesko Corporation

DISTRIBUTION
Main news media

www.kesko.fi