



KESKO PRESS RELEASE 14.10.2020 AT 8.00

## Kesko's comparable sales grew in September

The sales for Kesko Group's continuing operations in September 2020 totalled €927.8 million, representing an increase of 6.0% in comparable terms.

"Kesko's sales in September grew in comparable terms in all divisions. In the grocery trade division, grocery sales of K-food stores developed well. Sales also continued to grow in the building and technical trade division. In the car trade division, demand continued to strengthen and sales grew by 11.2%. The month had one delivery day more than the year before," says Kesko's President and CEO Mikko Helander.

Sales in the grocery trade division totalled €482.5 million in September, an increase of 4.5%. Grocery sales to K-food stores increased by 8.6%. Kespro's sales decreased by 7.9%, impacted by restrictions imposed on restaurants and events due to the Covid-19 epidemic.

Sales in the building and technical trade division totalled €366.3 million in September, an increase of 7.2% in comparable terms in local currencies. Sales in the building and technical trade excluding the speciality goods trade grew by 7.3% in comparable terms. Sales in Finland grew by 8.2% and sales elsewhere by 6.3%. In the speciality goods trade, sales in the leisure trade increased by 4.7%. Kesko has reported Kesko Senukai as a joint venture from 1 July 2020 onwards, and consequently Kesko Senukai's sales are not included in the reported sales for September 2020. Kesko Senukai's sales in September totalled €78.5 million, an increase of 8.5%.

Sales in the car trade division totalled €80.8 million in September, an increase of 11.2%.

### Kesko Group's sales in euros, excluding VAT, in September 2020:

	September 2020		Comparable change, %
	€ million	Change, %	
<b>Grocery trade, total</b>	<b>482.5</b>	<b>+4.5</b>	<b>+4.5</b>
Building and technical trade, Finland	202.8	+7.8	+7.8
Building and technical trade, other countries	163.4	-24.6	+6.3
<b>Building and technical trade, total</b>	<b>366.3</b>	<b>-9.5</b>	<b>+7.2</b>
<b>Car trade, total</b>	<b>80.8</b>	<b>+11.2</b>	<b>+11.2</b>
<b>Common functions and eliminations</b>	<b>-1.7</b>		
<b>Grand total</b>	<b>927.8</b>	<b>-1.1</b>	<b>+6.0</b>
Finland, total	764.4	+5.9	+5.9
Other countries, total	163.4	-24.6	+6.3
<b>Grand total</b>	<b>927.8</b>	<b>-1.1</b>	<b>+6.0</b>

### Kesko Group's sales in euros, excluding VAT, in July-September 2020:

	1.7.-30.9.2020		Comparable change, %
	€ million	Change, %	
<b>Grocery trade, total</b>	<b>1,471.0</b>	<b>+3.9</b>	<b>+3.9</b>
Building and technical trade, Finland	571.1	+5.8	+6.2
Building and technical trade, other countries	411.3	-38.6	+2.6
<b>Building and technical trade, total</b>	<b>982.4</b>	<b>-18.8</b>	<b>+4.7</b>
<b>Car trade, total</b>	<b>248.2</b>	<b>+10.1</b>	<b>+10.1</b>
<b>Common functions and eliminations</b>	<b>-5.9</b>		
<b>Grand total</b>	<b>2,695.7</b>	<b>-5.4</b>	<b>+4.5</b>
Finland, total	2,284.4	+4.8	+4.9
Other countries, total	411.3	-38.6	+2.6
<b>Grand total</b>	<b>2,695.7</b>	<b>-5.4</b>	<b>+4.5</b>

### Kesko Group's sales in euros, excluding VAT, in January-September 2020:

	1.1.-30.9.2020		Comparable change, %
	€ million	Change, %	
<b>Grocery trade, total</b>	<b>4,248.0</b>	<b>+3.3</b>	<b>+3.3</b>

Building and technical trade, Finland	1,654.7	+6.1	+6.9
Building and technical trade, other countries	1,581.5	-12.3	+4.1
<b>Building and technical trade, total</b>	<b>3,236.2</b>	<b>-3.8</b>	<b>+5.8</b>
<b>Car trade, total</b>	<b>671.0</b>	<b>+3.4</b>	<b>-5.1</b>
<b>Common functions and eliminations</b>	<b>-15.7</b>		
<b>Grand total</b>	<b>8,139.5</b>	<b>+0.2</b>	<b>+3.2</b>
Finland, total	6,558.0	+3.8	+3.1
Other countries, total	1,581.5	-12.3	+4.1
<b>Grand total</b>	<b>8,139.5</b>	<b>+0.2</b>	<b>+3.2</b>

Change % indicates the change when compared to the corresponding period of the previous year. Kesko Senukai was included in the Group's reported sales up until 30 June 2020. From 1 July 2020 onwards, Kesko Senukai has been consolidated in Kesko's consolidated financial statements on one line as a joint venture. Kesko issued a stock exchange release concerning the change in the consolidation method of Kesko Senukai on 17 September 2020. The comparable change % has been calculated in local currencies and excluding the impact of Kesko Senukai and acquisitions and divestments completed in 2019 and 2020.

The reported sales for Kesko Group's continuing operations include the acquisitions and divestments completed in 2019 and 2020, in accordance with the dates of completion. Acquisitions completed in 2019 comprised Sørbo Trelast AS and Fresks Group in the building and technical trade, and the Volkswagen, Audi and SEAT businesses of Huittisten Laatuauto, LänsiAuto and Laakkonen in the car trade. In 2020, the building and technical trade division has 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 September 2020, the number of delivery days in Kesko's grocery trade was 26, which is one day more than the year before. The number of delivery days in Kesko's building and technical trade in Finland was 22, which is one more than the year before. In July-September and January-September, the number of delivery days equalled that of last year in both the grocery trade and building and technical trade in Finland.

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

**Further information** is available from Vice President, Group Controller Eva Kaukinen, tel. +358 105 322 338.

Kesko Corporation

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