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## Kesko's sales grew in September

**Kesko Group's sales in September 2022 totalled €1,086.1 million, representing an increase of 6.4% in comparable terms.**

“Sales grew in all Kesko divisions in September. Sales in the grocery trade division were up by 5.6%, and sales growth was particularly strong in Kespro. Sales for the building and technical trade division grew by 8.6% in comparable terms, thanks to strong performance in B2B trade. In the car trade division, sales were up by 0.5%,” says Kesko's President and CEO Mikko Helander.

Sales for the grocery trade division totalled €536.4 million in September, up by 5.6%. Grocery sales to K Group grocery stores increased by 2.9% year-on-year. Sales in K-Citymarket's home and speciality goods (non-food) decreased. Kespro's sales grew by 17.9%.

Sales in the building and technical trade division totalled €473.1 million in September, an increase of 8.6% in comparable terms in local currencies. Excluding speciality goods trade, division sales grew by 9.1% in comparable terms. Sales grew in comparable terms by 11.2% in Finland, 8.7% in Sweden, and 0.7% in Norway. In speciality goods trade, leisure trade sales were flat year-on-year. Reported sales in the building and technical trade division increased by 8.9%.

Sales in the car trade division totalled €79.8 million in September, an increase of 0.5%. Sales were impacted by the poor availability of cars. In September, registrations of new cars in Finland were up by 4.0% in passenger cars and 0.7% in vans compared to the year before. The number of used cars sold in Finland decreased by 12.9% year-on-year.

Kesko Group's sales in September totalled €1,086.1 million, representing an increase of 6.4% in comparable terms.

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

	September 2022		Comparable change, %
	€ million	Change, %	
<b>Grocery trade, total</b>	<b>536.4</b>	<b>+5.6</b>	<b>+5.6</b>
Building and technical trade, Finland	252.5	+10.1	+10.2
Building and technical trade, other countries	220.6	+7.6	+6.9
<b>Building and technical trade, total</b>	<b>473.1</b>	<b>+8.9</b>	<b>+8.6</b>
<b>Car trade, total</b>	<b>79.8</b>	<b>+0.5</b>	<b>+0.5</b>
<b>Common functions and eliminations</b>	<b>-3.2</b>		
<b>Grand total</b>	<b>1,086.1</b>	<b>+6.6</b>	<b>+6.4</b>
Finland, total	865.5	+6.3	+6.3
Other countries, total	220.6	+7.6	+6.9
<b>Grand total</b>	<b>1,086.1</b>	<b>+6.6</b>	<b>+6.4</b>

## Kesko Group's sales in euros, excluding VAT, in July-September 2022:

	1.7.-30.9.2022		Comparable change, %
	€ million	Change, %	
<b>Grocery trade, total</b>	<b>1,589.8</b>	<b>+4.1</b>	<b>+4.1</b>
Building and technical trade, Finland	671.7	+5.9	+6.3
Building and technical trade, other countries	572.9	+7.1	+4.8
<b>Building and technical trade, total</b>	<b>1,244.6</b>	<b>+6.4</b>	<b>+5.6</b>
<b>Car trade, total</b>	<b>244.1</b>	<b>-4.7</b>	<b>-4.7</b>
<b>Common functions and eliminations</b>	<b>-9.1</b>		
<b>Grand total</b>	<b>3,069.4</b>	<b>+4.2</b>	<b>+3.9</b>
Finland, total	2,496.5	+3.5	+3.6
Other countries, total	572.9	+7.1	+4.8
<b>Grand total</b>	<b>3,069.4</b>	<b>+4.2</b>	<b>+3.9</b>

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

	1.1.-30.9.2022		Comparable change, %
	€ million	Change, %	
<b>Grocery trade, total</b>	<b>4,549.4</b>	<b>+3.8</b>	<b>+3.8</b>
Building and technical trade, Finland	2,049.5	+11.4	+12.2
Building and technical trade, other countries	1,736.1	+11.7	+9.5
<b>Building and technical trade, total</b>	<b>3,785.6</b>	<b>+11.5</b>	<b>+11.0</b>
<b>Car trade, total</b>	<b>684.6</b>	<b>-16.1</b>	<b>-16.1</b>
<b>Common functions and eliminations</b>	<b>-23.1</b>		
<b>Grand total</b>	<b>8,996.6</b>	<b>+4.9</b>	<b>+4.7</b>
Finland, total	7,260.5	+3.4	+3.6
Other countries, total	1,736.1	+11.7	+9.5
<b>Grand total</b>	<b>8,996.6</b>	<b>+4.9</b>	<b>+4.7</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, Kesko has completed the acquisitions of the Swedish Kungälv's Trävaruaktiebolaget in March and Föllinge Såg AB and Djurbergs Järnhandel Aktiebolaget in September, and the Norwegian Seljord Elektriske AS in June.

Both in September and the three-month period from July to September, the number of delivery days equalled that of last year in Kesko's grocery trade and in building and technical trade in Finland, Sweden and Norway. In January-September 2022, the number of delivery days was up by one 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's stores quarterly in connection with interim reports.

**Further information** is available from Hanna Jaakkola, Vice President, Investor Relations, tel. +358 105 323 540, and Eva Kaukinen, Vice President, Group Controller, tel. +358 105 322 338.

Kesko Corporation

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