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## Kesko's sales grew in August

**Kesko Group's sales totalled €1,062.4 million in August 2022, an increase of 8.4% in comparable terms. The month had one delivery day more than the comparison month.**

“Kesko's sales grew in all divisions in August. Sales in grocery trade grew by 8.9%, and were particularly strong for Kespro. Sales for the building and technical trade division grew by 9.7% in comparable terms, thanks to strong performance in B2B trade. In the car trade division, sales were up by 1.6%,” says Kesko's President and CEO Mikko Helander.

Sales in the grocery trade division totalled €548.6 million in August, an increase of 8.9%. Grocery sales to K Group grocery stores increased by 5.9% year-on-year. Sales in K-Citymarket's home and speciality goods (non-food) decreased. Kespro's sales grew by 27.6%.

Sales in the building and technical trade division totalled €430.2 million in August, an increase of 9.7% in comparable terms in local currencies. Excluding speciality goods trade, division sales grew by 9.9% in comparable terms. Sales grew in comparable terms by 11.3% in Finland, 4.9% in Sweden, and 5.2% in Norway. In the speciality goods trade, leisure trade sales increased by 5.2% in comparable terms. Reported sales in the building and technical trade division increased by 12.0%.

Sales in the car trade division totalled €87.1 million in August, an increase of 1.6%. Sales were impacted by the poor availability of cars. Registrations of new cars in August were down by 10.0% in passenger cars and up by 4.1% in vans compared to the year before. The number of used passenger cars sold in Finland decreased by 11.2% year-on-year.

Kesko Group's sales in August totalled €1,062.4 million, representing an increase of 8.4% in comparable terms.

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

	<b>August 2022</b>		<b>Comparable</b>
	<b>€ million</b>	<b>Change, %</b>	<b>change, %</b>
<b>Grocery trade, total</b>	<b>548.6</b>	<b>+8.9</b>	<b>+8.9</b>
Building and technical trade, Finland	228.7	+10.3	+10.7
Building and technical trade, other countries	201.5	+13.9	+8.6
<b>Building and technical trade, total</b>	<b>430.2</b>	<b>+12.0</b>	<b>+9.7</b>
<b>Car trade, total</b>	<b>87.1</b>	<b>+1.6</b>	<b>+1.6</b>
<b>Common functions and eliminations</b>	<b>-3.5</b>		
<b>Grand total</b>	<b>1,062.4</b>	<b>+9.3</b>	<b>+8.4</b>
Finland, total	860.9	+8.3	+8.4
Other countries, total	201.5	+13.9	+8.6
<b>Grand total</b>	<b>1,062.4</b>	<b>+9.3</b>	<b>+8.4</b>

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

	1.1.-31.8.2022		Comparable
	€ million	Change, %	change, %
<b>Grocery trade, total</b>	<b>4,013.0</b>	<b>+3.5</b>	<b>+3.5</b>
Building and technical trade, Finland	1,797.0	+11.5	+12.5
Building and technical trade, other countries	1,515.5	+12.3	+9.9
<b>Building and technical trade, total</b>	<b>3,312.5</b>	<b>+11.9</b>	<b>+11.3</b>
<b>Car trade, total</b>	<b>604.8</b>	<b>-17.9</b>	<b>-17.9</b>
<b>Common functions and eliminations</b>	<b>-19.9</b>		
<b>Grand total</b>	<b>7,910.5</b>	<b>+4.7</b>	<b>+4.4</b>
Finland, total	6,395.0	+3.0	+3.2
Other countries, total	1,515.5	+12.3	+9.9
<b>Grand total</b>	<b>7,910.5</b>	<b>+4.7</b>	<b>+4.4</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. Acquisitions completed in 2022 comprise Kungälv's Trävaruaktiebolaget in Sweden and Seljord Elektriske AS in Norway.

The number of delivery days in August 2022 was up by one year-on-year in Kesko's grocery trade and building and technical trade in Finland, Sweden and Norway. In January-August 2022, the number of delivery days was up by one year-on-year in Kesko's grocery trade and building and technical trade in Finland and Norway, and flat in Sweden. Saturdays are wholesale delivery days in the grocery trade, but not in the 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.

**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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