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## Kesko's sales grew in January

**Kesko Group's sales totalled €823.4 million in January 2022, representing an increase of 7.7% on the previous year. In comparable terms, sales grew by 7.6%.**

"Kesko's sales grew in January in both the grocery trade division and the building and technical trade division. Sales for the building and technical trade division grew by 20.3% in comparable terms, thanks to growth in B2B trade. Sales for the grocery trade division grew by 3.4%," says Mikko Helander, Kesko's President and CEO.

Sales for the grocery trade division totalled €430.7 million in January, an increase of 3.4%. Grocery sales to K Group grocery stores increased by 3.5%. Sales for K-Citymarket's home and speciality goods (non-food) decreased. Kespro's sales grew by 10.9%. Online grocery sales grew by 14.9%.

Sales for the building and technical trade division totalled €325.0 million in January, an increase of 20.3% in comparable terms in local currencies. Excluding the speciality goods trade, sales for the building and technical trade division grew by 22.7% in comparable terms. Sales grew in comparable terms by 23.1% in Finland, 19.3% in Sweden, and 17.8% in Norway. In the speciality goods trade, leisure trade sales decreased by 9.1% in comparable terms. Reported net sales for the building and technical trade division increased by 20.4%.

Sales for the car trade division totalled €70.3 million in January, a decrease of 12.0%. Sales were impacted by the weakened availability of cars. In January, registrations of new cars in Finland were down by 16.0% in passenger cars and by 22.7% in vans compared to the year before. The number of used cars sold in Finland decreased by 3.4% year-on-year.

Kesko Group's sales in January totalled €823.4 million, representing an increase of 7.6% in comparable terms.

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

	<b>January 2022</b>		<b>Comparable</b>
	<b>€ million</b>	<b>Change, %</b>	<b>change, %</b>
<b>Grocery trade, total</b>	<b>430.7</b>	<b>+3.4</b>	<b>+3.4</b>
Building and technical trade, Finland	175.0	+17.0	+18.7
Building and technical trade, other countries	150.0	+24.7	+22.3
<b>Building and technical trade, total</b>	<b>325.0</b>	<b>+20.4</b>	<b>+20.3</b>
<b>Car trade, total</b>	<b>70.3</b>	<b>-12.0</b>	<b>-12.0</b>
<b>Common functions and eliminations</b>	<b>-2.6</b>		
<b>Grand total</b>	<b>823.4</b>	<b>+7.7</b>	<b>+7.6</b>
Finland, total	673.4	+4.5	+4.9
Other countries, total	150.0	+24.7	+22.3
<b>Grand total</b>	<b>823.4</b>	<b>+7.7</b>	<b>+7.6</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.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2021, 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 January 2022, the number of delivery days in Kesko's grocery trade equalled that of the year before, while the number of delivery days in building and technical trade in Finland, Sweden and Norway was up by one year-on-year. 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.

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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