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Kesko's sales grew in September

Kesko Group's sales totalled €1,019.2 million in September 2021, representing an increase of 9.8% on the previous year. In comparable terms, sales grew by 9.0%.

“Kesko's sales continued to grow in September. Sales for the grocery trade division grew by 5.3%. Sales for the building and technical trade division grew by 16.4% in comparable terms. Sales for the building and technical trade division grew in all operating countries thanks to strong performance in B2B trade,” says Kesko's President and CEO Mikko Helander.

Sales for the grocery trade division totalled €507.9 million in September, up by 5.3%. Grocery sales to K-food stores increased by 4.1%. Sales also increased in K-Citymarket's home and speciality goods. Kespro's sales grew by 8.5%.

Sales for the building and technical trade division totalled €434.3 million in September, an increase of 16.4% in comparable terms in local currencies. Excluding the speciality goods trade, sales for the building and technical trade division grew by 18.2% in comparable terms. Sales grew in comparable terms by 16.4% in Finland, 17.1% in Sweden, and 16.2% in Norway. Reported sales for the building and technical trade division increased by 18.6%.

Sales for the car trade division totalled €79.5 million in September, down by 1.7%. Sales were impacted by the weakened availability of cars as well as by the proposal by the Finnish government to exempt electric vehicles from car tax as of 1 October, which postponed deliveries to October.

Kesko Group's sales in September totalled €1,019.2 million, representing an increase of 9.0% in comparable terms.

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

	September 2021		Comparable
	€ million	Change, %	change, %
Grocery trade, total	507.9	+5.3	+5.3
Building and technical trade, Finland	229.3	+13.0	+13.3
Building and technical trade, other countries	205.0	+25.4	+20.1
Building and technical trade, total	434.3	+18.6	+16.4
Car trade, total	79.5	-1.7	-1.7
Common functions and eliminations	-2.4		
Grand total	1,019.2	+9.8	+9.0
Finland, total	814.2	+6.5	+6.6
Other countries, total	205.0	+25.4	+20.1
Grand total	1,019.2	+9.8	+9.0

Kesko Group's sales in euros, excluding VAT, in July-September 2021:

	1.7.-30.9.2021		Comparable
	€ million	Change, %	change, %
Grocery trade, total	1,526.6	+3.8	+3.8
Building and technical trade, Finland	634.5	+11.1	+11.6
Building and technical trade, other countries	534.7	+30.0	+17.2
Building and technical trade, total	1,169.2	+19.0	+13.9
Car trade, total	256.3	+3.2	+3.2
Common functions and eliminations	-6.2		
Grand total	2,945.9	+9.3	+7.4
Finland, total	2,411.2	+5.5	+5.7
Other countries, total	534.7	+30.0	+17.2
Grand total	2,945.9	+9.3	+7.4

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

	1.1.-30.9.2021		Comparable
	€ million	Change, %	change, %
Grocery trade, total	4,384.1	+3.2	+3.2
Building and technical trade, Finland	1,840.5	+11.2	+11.5
Building and technical trade, other countries	1,554.2	-1.7	+16.6
Building and technical trade, total	3,394.8	+4.9	+13.6
Car trade, total	816.4	+21.7	+21.7
Common functions and eliminations	-17.7		
Grand total	8,577.5	+5.4	+8.6
Finland, total	7,023.3	+7.1	+7.2
Other countries, total	1,554.2	-1.7	+16.6
Grand total	8,577.5	+5.4	+8.6

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 and 2021.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2020 and 2021, 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 2021, the division has completed the acquisition of Byggarnas Partner.

In September 2021, the number of delivery days in Kesko's grocery trade equalled that of the year before, and the number of delivery days in building and technical trade in Finland, Sweden and Norway also equalled that of 2020. In January-September 2021, both Kesko's grocery trade in Finland and building and technical trade in Norway had one delivery day less than in the corresponding period the year before, while the number of delivery days in building and technical trade in Finland and Sweden equalled that of 2020. 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.

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