



## Kesko's sales in January

**Kesko Group's sales totalled €764.5 million in January 2021, representing a decrease of 3.3% in comparable terms on the previous year.**

“Kesko's sales decreased in comparable terms on the year before. Sales development was materially impacted by the smaller number of delivery days compared to last year. In the grocery trade, Kesko's sales decreased, impacted by the continued Covid-19 restrictions. In the building and technical trade, growth was strong outside Finland, and in the Finnish leisure trade,” says Mikko Helander, Kesko's President and CEO.

Sales in the grocery trade division totalled €416.5 million in January, a decrease of 4.3%. Grocery sales to K-food stores decreased by 0.5%. The month had one delivery day less than the year before. Kesko's sales decreased by 28.5%, impacted by restrictions imposed on restaurants, events and travel due to the Covid-19 pandemic, and people working from home.

Sales in the building and technical trade division totalled €269.9 million in January, a decrease of 0.8% in comparable terms in local currencies. The month had two fewer delivery days than the year before. Sales in the building and technical trade excluding the speciality goods trade decreased by 4.0% in comparable terms. Sales in Finland decreased by 8.7%, while sales elsewhere grew by 2.5%. In the speciality goods trade, sales in the leisure trade increased by 53.3%. Reported sales in the building and technical trade decreased by 17.1%. 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 January 2021.

Sales in the car trade division totalled €79.9 million in January, a decrease of 4.9%.

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

	January 2021		Comparable
	€ million	Change, %	change, %
<b>Grocery trade, total</b>	<b>416.5</b>	<b>-4.3</b>	<b>-4.3</b>
Building and technical trade, Finland	149.6	-2.9	-3.0
Building and technical trade, other countries	120.3	-29.9	+2.5
<b>Building and technical trade, total</b>	<b>269.9</b>	<b>-17.1</b>	<b>-0.8</b>
<b>Car trade, total</b>	<b>79.9</b>	<b>-4.9</b>	<b>-4.9</b>
<b>Common functions and eliminations</b>	<b>-1.8</b>		
<b>Grand total</b>	<b>764.5</b>	<b>-9.4</b>	<b>-3.3</b>
Finland, total	644.2	-4.1	-4.1
Other countries, total	120.3	-29.9	+2.5
<b>Grand total</b>	<b>764.5</b>	<b>-9.4</b>	<b>-3.3</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 Kesko Senukai and acquisitions and divestments completed in 2020.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2020, 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.

Kesko's grocery trade had one delivery day less in January 2021 than in 2020. Kesko's building and technical trade had two fewer delivery days in Finland, Sweden and Norway than the year before. 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 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.

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

Kesko Corporation

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