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Kesko's comparable sales grew in March

Kesko Group's sales totalled €1,023.8 million in March 2021, representing an increase of 16.9% in comparable terms on the previous year.

"Sales grew in all Kesko divisions. In comparable terms, growth totalled 16.9%. Grocery sales to K-food stores increased by 13.0%. Strong sales growth continued in the building and technical trade both in Finland and elsewhere. In comparable terms, the division's sales grew by 18.7%. Sales also grew clearly in the car trade. The month had one more delivery day than the year before, and the timing of Easter also increased sales in the grocery trade," says Mikko Helander, Kesko's President and CEO.

Sales in the grocery trade totalled €530.0 million in March, an increase of 11.3%. Grocery sales to K-food stores increased by 13.0%. Kespro's sales decreased by 2.9%.

Sales in the building and technical trade division totalled €391.0 million in March, an increase of 18.7% in comparable terms in local currencies. Sales in the building and technical trade excluding the speciality goods trade grew by 18.1% in comparable terms. Sales in Finland grew by 17.6% and sales elsewhere by 18.7%. In the speciality goods trade, sales in the leisure trade increased by 30.9%. Reported sales in the building and technical trade increased by 5.8%.

Sales in the car trade totalled €104.8 million in March, an increase of 46.6%.

Kesko Group's sales in March totalled €1,023.8 million, representing an increase of 16.9% in comparable terms.

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

	March 2021 € million	Change, %	Comparable change, %
Grocery trade, total	530.0	+11.3	+11.3
Building and technical trade, Finland	219.6	+18.8	+18.6
Building and technical trade, other countries	171.5	-7.3	+18.7
Building and technical trade, total	391.0	+5.8	+18.7
Car trade, total	104.8	+46.6	+46.6
Common functions and eliminations	-2.0		
Grand total	1,023.8	+11.8	+16.9
Finland, total	852.3	+16.7	+16.6
Other countries, total	171.5	-7.3	+18.7
Grand total	1,023.8	+11.8	+16.9

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

	1.1.-31.3.2021 € million	Change, %	Comparable change, %
Grocery trade, total	1,369.8	+2.7	+2.7

Building and technical trade, Finland	535.7	+7.3	+6.9
Building and technical trade, other countries	421.9	-20.0	+10.2
Building and technical trade, total	957.6	-6.7	+8.2
Car trade, total	264.5	+16.6	+16.6
Common functions and eliminations	-5.6		
Grand total	2,586.3	+0.1	+5.9
Finland, total	2,164.4	+5.3	+5.2
Other countries, total	421.9	-20.0	+10.2
Grand total	2,586.3	+0.1	+5.9

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.

In March 2021, both Kesko's grocery trade and building and technical trade in Finland, Sweden and Norway had one delivery day more than the year before. In January-March, both Kesko's grocery trade and building and technical trade in Finland, Sweden and Norway had one delivery day less than the year before. 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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