

Kesko's sales in December

Kesko's sales increased by 9.3% in December, or by 6.6% in comparable terms.

"Kesko's sales increased by 9.3% in December, and sales grew in all divisions. The positive development that began in the third quarter continued also in December. In the grocery trade division, both sales to grocery stores and Kespro's sales grew strongly. In the building and technical trade division, sales grew in both building and home improvement trade and technical trade in Finland, Sweden, Norway, Denmark and the Baltics. In the car trade division, sales grew in all car trade businesses. The number of delivery days was up by 1 or 2 days year-on-year in all businesses," says Kesko's President and CEO Jorma Rauhala.

Sales for the grocery trade division totalled €626.2 million in December, up by 5.0%. Sales to K Group grocery stores increased by 6.4%. The number of delivery days in grocery trade was up by 1 year-on-year, which had an approximate positive sales impact of 2.2%. Sales in K-Citymarket's home and speciality goods trade (non-food) decreased. Kespro's sales increased by 8.1%.

Sales for the building and technical trade division totalled €326.0 million in December, up by 17.9%. In comparable terms, division sales increased by 8.3%. Sales in building and home improvement trade increased by 26.2%, while in comparable terms, sales increased by 6.2%. In Denmark, Roslev Trælasthandel A/S has been part of Kesko as of 1 February 2025, CF Petersen & Søn A/S as of 1 May 2025, and Tømmergaarden A/S as of 1 June 2025. Sales in technical trade increased by 10.1% in comparable terms. Sales for the division increased in comparable terms by 7.4% in Finland, 15.6% in Sweden, 6.1% in Norway and 11.2% in Denmark.

Sales for the car trade division totalled €110.2 million in December, representing an increase of 10.8%. Car trade sales grew by 12.3%; sales increased in new cars, used cars and services. Sports trade sales decreased by 0.2%.

Kesko Group sales in December 2025 totalled €1,060.5 million, representing an increase of 9.3%.

Kesko Group sales in euros, excluding VAT, in December 2025:

	December 2025		
	€ million	Change, %	Comparable change, %
Grocery sales to K Group grocery stores and non-food sales, total	522.2	+4.4	+4.4
Kespro	104.0	+8.1	+8.1
Grocery trade, total	626.2	+5.0	+5.0
Building and home improvement trade	165.1	+26.2	+6.2
Technical trade	166.0	+10.5	+10.1
Building and technical trade, total	326.0	+17.9	+8.3
Car trade	98.3	+12.3	+12.3
Sports trade	11.9	-0.2	-0.2
Car trade, total	110.2	+10.8	+10.8
Common functions and eliminations	-1.9		
Grand total	1,060.5	+9.3	+6.6
Finland, total	860.5	+6.1	+6.1
Other countries, total	200.0	+25.7	+9.0
Grand total	1,060.5	+9.3	+6.6

Kesko Group sales in euros, excluding VAT, in October-December 2025:

1.10.-31.12.2025			
	€ million	Change, %	Comparable change, %
Grocery sales to K Group grocery stores and non-food sales, total	1,446.0	+4.2	+4.2
Kespro	304.8	+1.0	+1.0
Grocery trade, total	1,750.8	+3.6	+3.6
Building and home improvement trade	624.4	+20.2	+2.2
Technical trade	616.4	+4.4	+3.9
Building and technical trade, total	1,222.3	+11.9	+3.1
Car trade	300.9	+5.8	+5.8
Sports trade	46.3	-3.3	-3.3
Car trade, total	347.2	+4.5	+4.5
Common functions and eliminations	-5.7		
Grand total	3,314.5	+6.7	+3.5
Finland, total	2,562.1	+3.4	+3.4
Other countries, total	752.4	+19.6	+4.3
Grand total	3,314.5	+6.7	+3.5

Kesko Group sales in euros, excluding VAT, in January-December 2025:

1.1.-31.12.2025			
	€ million	Change, %	Comparable change, %
Grocery sales to K Group grocery stores and non-food sales, total	5,368.6	+1.8	+1.8
Kespro	1,201.1	+0.0	+0.0
Grocery trade, total	6,569.7	+1.5	+1.5
Building and home improvement trade	2,557.1	+14.4	+2.2
Technical trade	2,363.3	+1.4	+1.1
Building and technical trade, total	4,845.8	+7.7	+1.5
Car trade	1,205.2	+14.9	+14.0
Sports trade	171.5	+0.0	+0.0
Car trade, total	1,376.5	+12.8	+12.0
Common functions and eliminations	-23.9		
Grand total	12,768.1	+4.9	+2.5
Finland, total	9,950.6	+2.6	+2.5
Other countries, total	2,817.4	+14.1	+2.9
Grand total	12,768.1	+4.9	+2.5

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 2024 and 2025.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2024 and 2025 in accordance with the dates of completion. Davidsen Koncernen A/S in Denmark has been part of Kesko as of 1 February 2024. The acquisition of Autotalo Lohja in Finland was completed on 1 September 2024. Eight K-Rauta stores in Sweden were transferred under the K-Bbygg chain in October-November 2024, and the operations of the K-Rauta chain in Sweden were discontinued at the end of 2024. In Denmark, Roslev Trælasthan A/S has been part of Kesko as of 1 February 2025, CF Petersen & Søn A/S as of 1 May 2025, and Tømmergaarden A/S as of 1 June 2025.

Number of delivery days in December 2025 compared to December 2024

	December	October-December	January-December
Grocery trade	+1	0	-1
Kespro	+2	+1	-1
Building and technical trade, Finland	+2	+1	-1
Building and technical trade, Sweden	+1	0	-2
Building and technical trade, Norway	+1	0	0
Building and technical trade, Denmark	+1	0	-1
Car trade service business	+2	+1	-1

Saturdays are wholesale delivery days in grocery trade but not in Kespro, building and technical trade, or the car trade service business. Delivery days do not have a marked impact on new or used car sales. Under normal circumstances, one delivery day has an approximately 2-4 percentage point impact on Kesko's monthly sales, depending on the division.

Kesko publishes advance information on the retail sales of K Group stores quarterly in connection with interim reports.

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