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Kesco's sales in December

Kesco's sales grew by 7.1% in December, or by 3.9% in comparable terms.

"Kesco's sales in December grew by 7.1%. Sales in grocery trade grew in all businesses. Sales also grew in building and technical trade, where building and home improvement trade sales increased thanks to the Davidsen acquisition. Car trade sales grew," says Kesko's President and CEO Jorma Rauhala.

Sales in the grocery trade division totalled €596.6 million in December, up by 4.5%. Sales to K Group grocery stores increased by 4.7%. Sales in K-Citymarket's home and speciality goods trade (non-food) increased. Kespro's sales increased by 3.3%.

Sales in the building and technical trade division totalled €276.4 million in December, up by 10.1%, or down by 1.2% in comparable terms. Sales in building and home improvement trade increased by 29.0%, and decreased by 0.6% in comparable terms. The sales figures of the Danish Davidsen have been included in the figures for Kesko's building and home improvement trade as of 1 February 2024. Sales in technical trade decreased by 1.0% in comparable terms. Sales for the division increased in comparable terms by 2.3% in Finland, and decreased by 24.2% in Sweden and by 1.7% in Norway. Sales performance in Sweden was impacted by the closure of K-Rauta stores.

Sales in the car trade division totalled €99.4 million in December, an increase of 15.5%. Car trade sales increased by 21.5% in comparable terms; sales increased in new cars and used cars, and decreased in services. Sports trade sales decreased by 17.8%.

Kesco Group sales in December 2024 totalled €970.3 million, representing an increase of 7.1%.

Kesco Group sales in euros, excluding VAT, in December 2024:

	December 2024		Comparable
	€ million	Change, %	change, %
Grocery sales to K Group grocery stores and non-food sales, total	500.4	+4.8	+4.6
Kespro	96.2	+3.3	+3.3
Grocery trade, total	596.6	+4.5	+4.4
Building and home improvement trade	130.9	+29.0	-0.6
Technical trade	150.3	-2.0	-1.0
Building and technical trade, total	276.4	+10.1	-1.2
Car trade	87.5	+22.2	+21.5
Sports trade	11.9	-17.8	-17.8
Car trade, total	99.4	+15.5	+14.9
Common functions and eliminations	-2.1		
Grand total	970.3	+7.1	+3.9
Finland, total	811.2	+5.4	+5.3
Other countries, total	159.1	+16.5	-4.4

Grand total	970.3	+7.1	+3.9
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Kesko Group sales in euros, excluding VAT, in October-December 2024:

	1.10-31.12.2024		Comparable change, %
	€ million	Change, %	
Grocery sales to K Group grocery stores and non-food sales, total	1,387.4	+1.4	+1.3
Kespro	301.9	+2.5	+2.5
Grocery trade, total	1,689.3	+1.6	+1.5
Building and home improvement trade	519.3	+22.5	-3.3
Technical trade	590.2	-1.2	-0.6
Building and technical trade, total	1,092.2	+8.6	-1.9
Car trade	284.4	+14.1	+12.8
Sports trade	47.9	-8.3	-8.3
Car trade, total	332.2	+10.2	+9.2
Common functions and eliminations	-5.8		
Grand total	3,107.8	+4.9	+1.1
Finland, total	2,478.7	+2.2	+2.0
Other countries, total	629.0	+17.1	-2.7
Grand total	3,107.8	+4.9	+1.1

Kesko Group sales in euros, excluding VAT, in January-December 2024:

	1.1.-31.12.2024		Comparable change, %
	€ million	Change, %	
Grocery sales to K Group grocery stores and non-food sales, total	5,273.3	+0.5	+0.4
Kespro	1,200.8	+1.2	+1.2
Grocery trade, total	6,474.0	+0.6	+0.5
Building and home improvement trade	2,235.2	+12.8	-6.9
Technical trade	2,330.9	-3.7	-5.1
Building and technical trade, total	4,499.0	+3.8	-6.0
Car trade	1,048.6	-3.5	-3.3
Sports trade	171.4	-9.0	-9.0
Car trade, total	1,219.8	-4.4	-4.2
Common functions and eliminations	-22.9		
Grand total	12,169.9	+1.2	-2.3
Finland, total	9,700.9	-1.6	-1.7
Other countries, total	2,469.0	+14.4	-5.2
Grand total	12,169.9	+1.2	-2.3

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 2023 and 2024. In addition, the calculation of comparable sales takes into account the minor change in the business model of technical trade in Norway.

The reported sales for Kesko Group include the acquisitions and divestments completed in 2023 and 2024 in accordance with the dates of completion. In 2023, Kesko completed the acquisition of Elektroskandia Norge AS in Norway in March, Zenitec Sweden AB in Sweden in April, and Geitanger Bygg AS in Norway in October. At the end of March 2023, Kesko completed the divestment of its MAN business (trucks and buses). In February

2024 and in June 2024, the business operations of individual Neste K service stations were transferred to Kesko. In August 2024, the business operations of four additional Neste K stations were transferred to Kesko. As of 1 February 2024, Davidsen Koncernen A/S in Denmark has been part of Kesko. The acquisition of Autotalo Lohja in Finland was completed on 1 September 2024.

Number of delivery days in December 2024 compared to December 2023:

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

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

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

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