

Kesko's sales in May

Kesko's sales decreased by 0.5% in May, or by 2.1% in comparable terms.

"Kesko's sales decreased by 0.5 % in May. Sales decreased in grocery trade and increased in building and technical trade and car trade. In car trade, sales increased in new and used cars and decreased in services. In building and technical trade, the number of delivery days was down by 1 in Finland and Sweden, up by 1 in Norway, and flat in Denmark compared to last year," says Kesko's President and CEO Jorma Rauhala.

Sales in the grocery trade division totalled €545.7 million in May, down by 4.3%. Sales to K Group grocery stores decreased by 3.9%. Sales in K-Citymarket's home and speciality goods trade (non-food) decreased. Kespro's sales decreased by 7.5%. Delivery days for Kespro were down by 1 year-on-year.

Sales in the building and technical trade division totalled €436.7 million in May, up by 0.9%. In comparable terms, sales decreased by 2.8%. Sales in building and home improvement trade increased by 4.5%, but decreased by 1.9% in comparable terms. Roslev Trælasthandel A/S in Denmark has been part of Kesko as of 1 February 2025, and CF Petersen & Søn A/S as of 1 May 2025. Sales in technical trade decreased by 3.7% in comparable terms. Sales for the division decreased in comparable terms by 8.2% in Finland and by 13.4% in Sweden, and increased by 6.9% in Norway and by 12.2% in Denmark.

Sales in the car trade division totalled €121.9 million in May, representing an increase of 14.4%. Car trade sales increased by 14.3% in comparable terms; sales increased in new and used cars, and decreased in services. Sports trade sales increased by 1.2%.

Kesko Group sales in May 2025 totalled €1,102.4 million, representing a decrease of 0.5%.

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

	May 2025		
	€ million	Change, %	Comparable change, %
Grocery sales to K Group grocery stores and non-food sales, total	447.2	-3.6	-3.6
Kespro	98.5	-7.5	-7.5
Grocery trade, total	545.7	-4.3	-4.3
Building and home improvement trade	244.0	+4.5	-1.9
Technical trade	198.8	-3.3	-3.7
Building and technical trade, total	436.7	+0.9	-2.8
Car trade	109.8	+16.1	+14.3
Sports trade	12.1	+1.2	+1.2
Car trade, total	121.9	+14.4	+12.9
Common functions and eliminations	-1.9		
Grand total	1,102.4	-0.5	-2.1
Finland, total	852.2	-3.0	-3.2
Other countries, total	250.2	+8.9	+2.1
Grand total	1,102.4	-0.5	-2.1

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

1.1.-31.5.2025

	€ million	Change, %	Comparable change, %
Grocery sales to K Group grocery stores and non-food sales, total	2,124.8	-0.1	-0.1
Kespro	485.2	-1.0	-1.0
Grocery trade, total	2,610.0	-0.2	-0.3
Building and home improvement trade	1,007.2	+9.8	+3.8
Technical trade	930.3	-2.5	-2.6
Building and technical trade, total	1,907.0	+3.4	+0.3
Car trade	487.9	+12.8	+11.3
Sports trade	69.7	+0.6	+0.6
Car trade, total	557.5	+11.1	+9.8
Common functions and eliminations	-9.9		
Grand total	5,064.5	+2.3	+1.0
Finland, total	4,008.3	+1.1	+0.9
Other countries, total	1,056.2	+7.1	+1.3
Grand total	5,064.5	+2.3	+1.0

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. In between February and August 2024, the business operations of six Neste K service stations were transferred to Kesko. 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, and CF Petersen & Søn A/S of 1 May 2025.

Number of delivery days in May 2025 compared to May 2024

	May	January-May
Grocery trade	0	-1
Kespro	-1	-3
Building and technical trade, Finland	-1	-3
Building and technical trade, Sweden	-1	-3
Building and technical trade, Norway	+1	0
Building and technical trade, Denmark	0	-1
Car trade service business	-1	-3

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.

Further information is available from Hanna Jaakkola, Vice President, Investor Relations, tel. +358 105 323 540, and Eva Kaukinen, Vice President, Group Controller, tel. +358 105 322 338.

Kesko Corporation

DISTRIBUTION

Main news media

www.kesko.fi